



“C&J is truly more competitive and more positioned to compete globally because of this partnership.”

– Dennis Frampton, President,
C&J Industries
Meadville, PA

“The best thing our company ever did is become a member in the industry partnerships. It allows us, as a company, to reinvest in our workforce and it gives us the tools to do that.”

– John Canterberry, Director of Human Resources,
Stone & Company
Connellsville, PA

“The industry partnerships and state-funded training grants have enabled us to grow required skills at a time when it is difficult to attract skilled trades to the organization.”

– Beth Colby, Manager Organization Development & Learning,
Harley-Davidson Motor Company
York, PA

“From an educational standpoint, the partnership better prepares your employees to help them deliver quality care. With constant cuts to training budgets, it offers them training opportunities that they otherwise wouldn't be able to take and helps them grow professionally.”

– Kathy Grove, Regional Manager of Home Health Nursing Services,
Helpmates, Inc.,
Ridgway, PA

“We've had at least 12 to 15 nursing assistants who have taken college courses through [Pathways PA Industry Partnership] programs... We've been very, very happy with them. It's been a win-win for us. I think it has enhanced our facility. It has only made us better.”

– Kathy Glacken, Assistant Director of Nursing,
Little Flower Manor
Darby, PA

For more information
on Industry Partnerships
in Pennsylvania,
call (717) 705-8821 or visit

www.paworkforce.state.pa.us



pennsylvania

DEPARTMENT OF LABOR & INDUSTRY

Edward G. Rendell, Governor

Industry Partnerships are made possible through
the funding support of the Pennsylvania General Assembly.

Industry Partnerships in Pennsylvania



Commonwealth of Pennsylvania



About Industry Partnerships

Industry Partnerships are the cornerstone of Pennsylvania's new, industry-led, demand-driven workforce development strategy. This new strategy is focused on creating a skilled workforce through industry-specific training and education programs developed in cooperation with business and industry leaders – with funding made possible through the support of the Pennsylvania General Assembly.

Industry Partnerships bring together multiple employers in the same industry group or cluster to identify and address common workforce needs. These partnerships provide companies with a more cost-effective way to provide training to their employees – training they may not otherwise be able to afford on their own. In addition, Industry Partnerships provide companies with access to region- and industry-specific labor market information, and allow even the smallest businesses to better compete in the global marketplace.

Industry Partnerships were designed to overcome longstanding frustrations employers had with the workforce and education systems. By bringing industry to the table in a collaborative effort, Industry Partnerships help boost the competitiveness of their individual businesses, and ultimately Pennsylvania's economy as a whole.

How Industry Partnerships Help Businesses and Workers

- Identify businesses' training needs
- Align educational curriculum to industry demands
- Facilitate effective training for companies at a significant cost-savings
- Develop new career pathways for employees

“In the past, we had to go outside of Northeastern Pennsylvania to get skilled people. Now, we don't feel the need. We don't have to go outside of the area, because we have skilled people right here.”

– Ed Steltz, VP Human Resources,
Martz Group
Wilkes-Barre, PA

- Help companies identify and address organizational and human resource challenges
- Develop new industry credentials
- Identify barriers to entry-level employment and strategies to remove those barriers
- Collaborate with youth initiatives/agencies to connect youth to careers in demand
- Promote communication networks between companies; between managers and workers; and between companies and their communities and educational institutions.

How Industry Partnerships Help Pennsylvania's Economy

- Industry Partnerships focus commonwealth resources on industry sectors that provide competitive wages and benefits, and which have the greatest potential for economic growth.
- Pennsylvania's economy is dependent upon the ability of its businesses and workers to compete in a new, global marketplace. Industry Partnerships help member companies and their employees become more efficient and more competitive.
- Industry Partnerships help identify and train workers for the high-skill, high-demand jobs that exist and will continue to grow in this new 21st-century economy.
- Industry Partnerships help Pennsylvania build the highly-skilled workforce necessary for attracting and expanding economic development in Pennsylvania.

“The insight and training we receive from being a part of the [partnership] is truly invaluable.”

– Darlene Miller-Cooley, Human Resource Specialist,
Human Resources Office, Department of the Navy
Mechanicsburg, PA



Fast Facts

(Figures as of April 2008)

- ▶ There are more than **6,100** businesses involved in nearly 90 Industry Partnerships across Pennsylvania.
- ▶ More than **53,000** workers have been trained for jobs in critical Pennsylvania industries in which higher-skill, higher-wage jobs exist.
- ▶ Workers who received training through Industry Partnerships saw their wages rise by an average of nearly **13 percent**.
- ▶ **88 percent** of businesses in Industry Partnerships reported being either satisfied or very satisfied with the program.
- ▶ **75 percent** of businesses reported Industry Partnerships and training have helped them significantly increase their productivity.