

Industry Partnership Program Goals and Grants

Program Goals

The long-term goal for this initiative is to create sustainable regional Industry Partnerships that can target training, education, and workforce development programs to higher skill jobs in demand by industry, thereby enhancing the competitive position of the industry cluster and providing long-term earnings and career opportunities for employees. Funds are available to create new Industry Partnerships or to strengthen existing initiatives.

Effective Industry Partnerships can help companies identify and work together to address common organizational and human resource challenges – recruiting new workers, retaining incumbent workers, implementing high-performance work organization, adopting new technologies and fostering experiential on-the-job learning; develop new career lattices within and across companies, enabling entry-level workers to improve skills to advance into higher skill, higher wage jobs; promote communication networks between firms, managers, and workers to promote and disseminate of best practices.

Eligible Applicants

Entities that are knowledgeable and experienced in working with the targeted industry cluster (or sub-clusters) may apply for Industry Partnership funds. The lead applicant will serve as the fiscal agent of funds and should have a leadership role in developing and maintaining the Industry Partnership through ongoing interaction with the regional provider networks, businesses and employee representatives. In most cases, Local Workforce Boards will be the recipients of the funds and will work with the lead applicant in monitoring and compliance.

Previous and Current Industry Partnership Grants

- » Printing: \$148,000 grant with \$55,000 in matching funds to the International Brotherhood of Teamsters Local 14-M in partnership with the Andrew J. Gress Graphic Arts Institute to support the growth of the printing industry, develop a sustainability plan for the local printing consortium, and explore articulation of credit for incumbent workers.
- » Healthcare: \$100,000 grant with \$101,032 in matching funds to District 1199C Training and Upgrading Fund to continue efforts to create a worker pipeline in the behavior health industry.
- » Utilities: \$50,000 grant with a \$25,000 in matching funds to the Philadelphia WIB in partnership with Philadelphia Academies, Inc. to explore youth pipelines into the utilities.
- » Hospitality: \$30,000 grant to the Philadelphia WIB to explore possible training models for the hospitality industry.

Industry Partnership Worker Training Grants

- » Healthcare: \$400,000 grant with \$400,000 in matching funds to the Life Science Career Alliance to provide program and training courses, through local education providers and employers, to support the bio-pharmaceutical industry.
- » Healthcare: \$200,000 grant with a local match to 1199C Training and Upgrading Fund to implement a credit-bearing workplace learning model.
- » Manufacturing: \$125,550 grant with a local match to Cardone Industries to upgrade the skills of their current workforce.
- » Manufacturing: \$100,000 grant with local matching funds to the Sprinkler Fitters Local 692 to support a regional approach to build and sustain the advanced materials and diversified manufacturing industry cluster.
- » Maintenance: \$256,672 grant to the Philadelphia School District and Orleans Technical Institute to support a training program for new School District maintenance workers. Training focuses on four areas designated by the School District and Local 1201: electronics, masonry, locksmith, and carpentry.