



CENTRAL NEW JERSEY INDUSTRY PARTNERSHIP

Life Sciences

The **Central Jersey Life Sciences Industry Partnership** organizes public partners to work with leaders, scientists, and researchers in the pharmaceutical and technology sectors to create a sustainable talent pipeline in the state's life sciences industry. The partnership works to design high-quality training programs, articulation agreements with colleges and universities, and career pathways which can be replicated statewide.

Key Components:

- Led by industry leaders to ensure the system is truly demand-driven, yields better outcomes and fosters economic development in New Jersey
- Aligns resources at one shared table with education, workforce and economic development partners and others to collaboratively design responsive solutions to meet the needs of the Life Sciences industry
- Focused on a single industry to allow industry leaders to engage directly with their peers across traditional boundaries
- Driven by industry leader priorities that go beyond basic workplace skill needs to building a sustainable talent pipeline, connecting to millennials and diving deeply into technical or supply chain needs
- Considers the dynamics of local economies and identifies common issues, challenges and opportunities across employers
- Sparks innovative research collaboration between the industry and academy labs

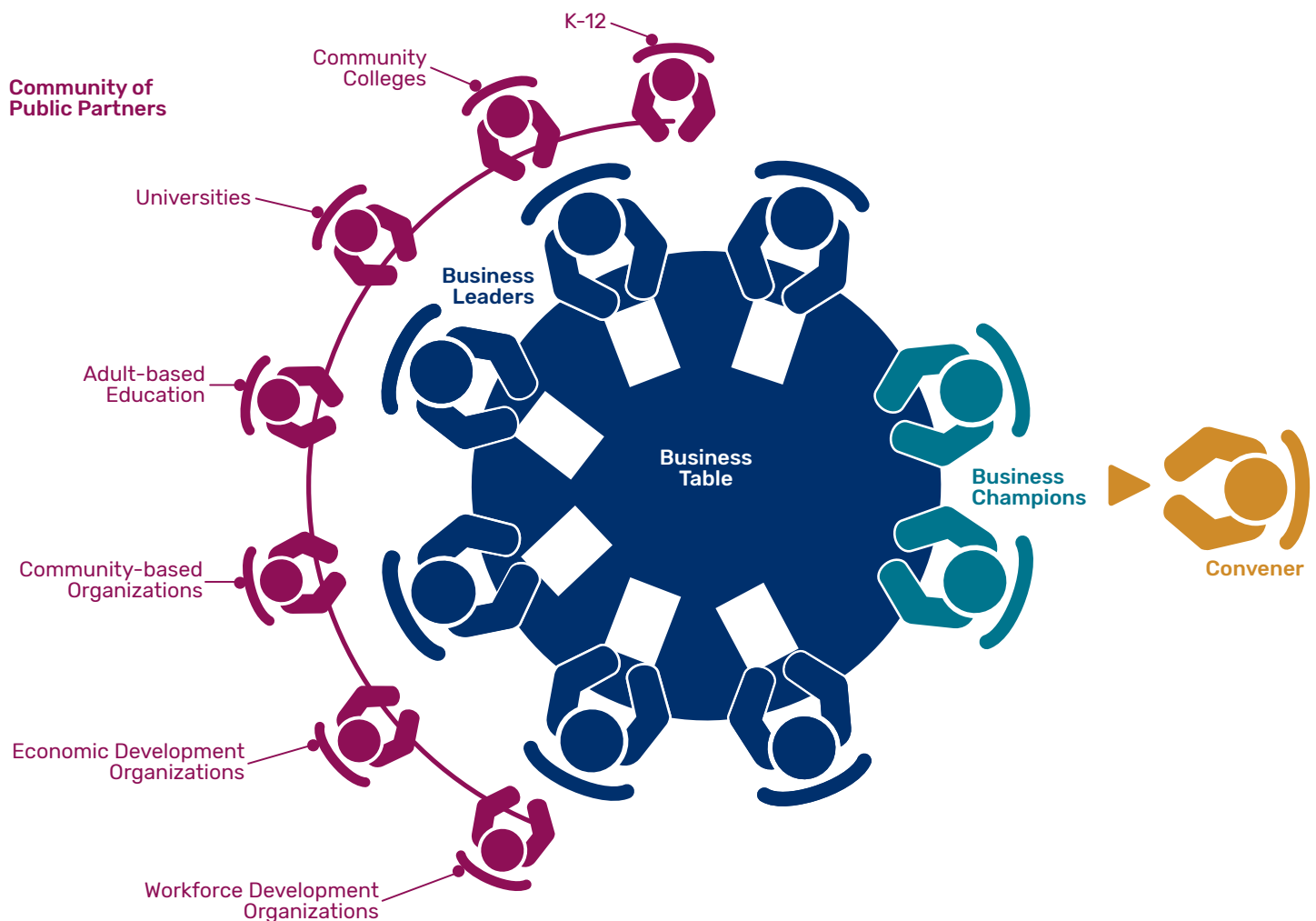
Benefits to Industry Leaders:

- Reduces system duplication to create efficiencies
- Changes the system based on industry needs
- Helps fill positions with skilled workers and develops career pathways to ensure a pipeline of future workers
- Establishes ongoing feedback loop with education, workforce and economic development partners
- Collectively establishes a powerful industry voice to impact policy
- Influences training programs
- Supports start-up firms in moving to the next phase of the business life cycle
- Provides direct access to government decision-makers
- Offers opportunity to collaborate with peers on such issues as wet lab needs, as well as apply for Small Business Innovation Research (SBIR) grants and other financial opportunities

The Model

The Central Jersey Life Sciences Industry Partnership has adopted the national Next Generation Sector Partnerships model. Key roles in the partnerships are:

- **BUSINESS CHAMPIONS:** business leaders who champion the idea of collaborating with peers and public partners to tackle industry issues.
- **CONVENER:** a public partner who provides project management and facilitation support to help the partnership accomplish its goals.
- **COMMUNITY OF PUBLIC PARTNERS:** a nexus of public partners from workforce development, economic development, education, and other key areas who work collaboratively to address the expressed needs of industry leaders. Public partners refrain from pushing public programs to solve business concerns and instead attend partnership meetings in listen-only mode to hear challenges faced by businesses and support industry priorities.



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