

MANUFACTURING ALLIANCE of South Jersey

The **Manufacturing Alliance of South Jersey** is an industry-run organization that unites and connects regional manufacturers, education institutions, support programs, and prospective employees and students to build a stronger manufacturing pipeline, improve business-to-business connections, and elevate the voice of South Jersey manufacturers. In addition, the Alliance seeks to promote manufacturing careers, align supply and demand of skilled workers, and expand apprenticeships, internships, and other work-based learning opportunities.

Key Components:

- Led by manufacturers to ensure the system is truly demand-driven and yields better outcomes
- 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 manufacturers
- Focused on a single industry to allow manufacturers to engage directly with industry peers across traditional boundaries
- Driven by manufacturers' 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
- Established regionally to address the dynamics of local economies and identify common issues, challenges and opportunities across employers

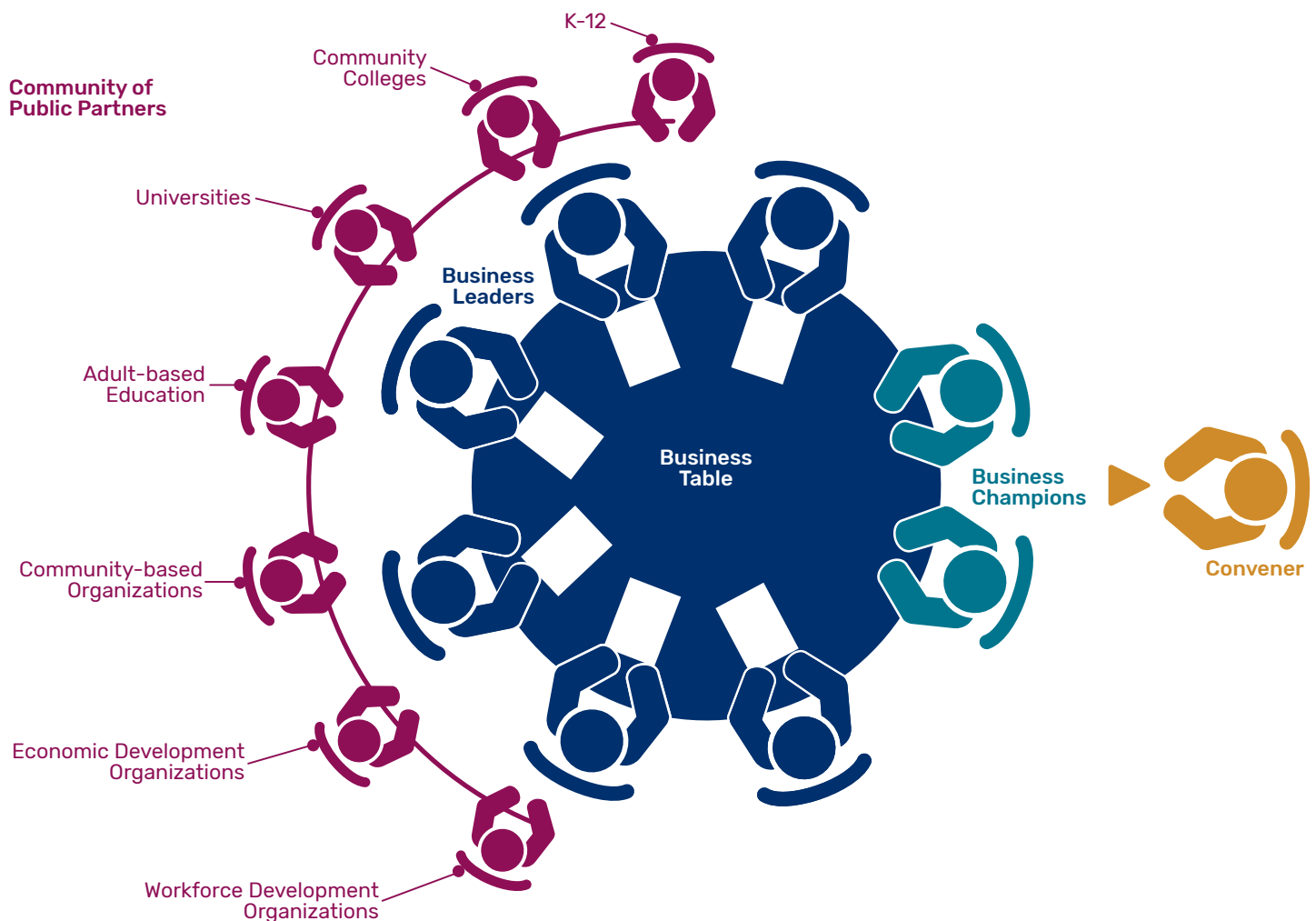
Benefits to Manufacturers:

- Reduces system duplication to create efficiencies
- Changes the system based on manufacturers' business needs
- Helps fill positions with skilled workers
- 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
- Provides direct access to government decision-makers

The Model

The Manufacturing Alliance of South Jersey 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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