

Partnering for Prosperity: Leveraging Workforce Development Boards in Economic Growth Strategies



NYATEP &
NYSEDC

OCTOBER
2024

What we are covering

Purpose: Address how LWDBs can support or lead economic development strategies

Focus: Strategic Planning Collaboration

Discussion: Emphasize interdisciplinary collaboration

TODAY'S PRESENTERS



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Greene County Economic
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FULL-SERVICE ECONOMIC DEVELOPMENT CONSULTING

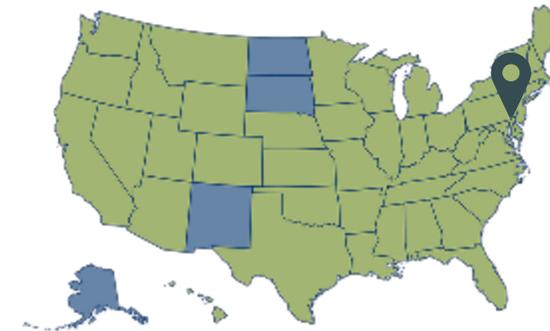
- Strategic Planning
- Workforce Development
- Real Estate Market Analysis
- Economic & Fiscal Impact
- Prospecting Business Attraction
- Industry Analytics
- Entrepreneurship and Innovation

In business since

1999

25

full-time employees



We have worked in

46

US states and territories

We completed

200+

projects for our clients last year

Strategic Planning for Economic Development

Strategic Planning for Economic Development

Strategic planning provides a living vehicle for community leaders to think strategically, to make sound decisions in a sea of game-changing circumstances, to focus efforts and to develop consensus for collaboratively solving problems.



CAMOIN'S APPROACH TO ECONOMIC DEVELOPMENT



Business
Retention &
Expansion



New Business
Attraction



Infrastructure
& Sites



Housing



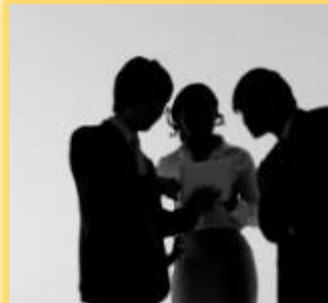
Place, Quality
of Life (QoL)



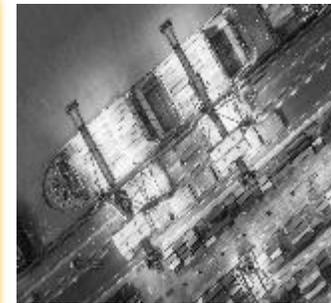
Targeted
Industries &
Clusters



E-SHIP
& Innovation



Workforce



Supply
Chains



Small
Business



6 million

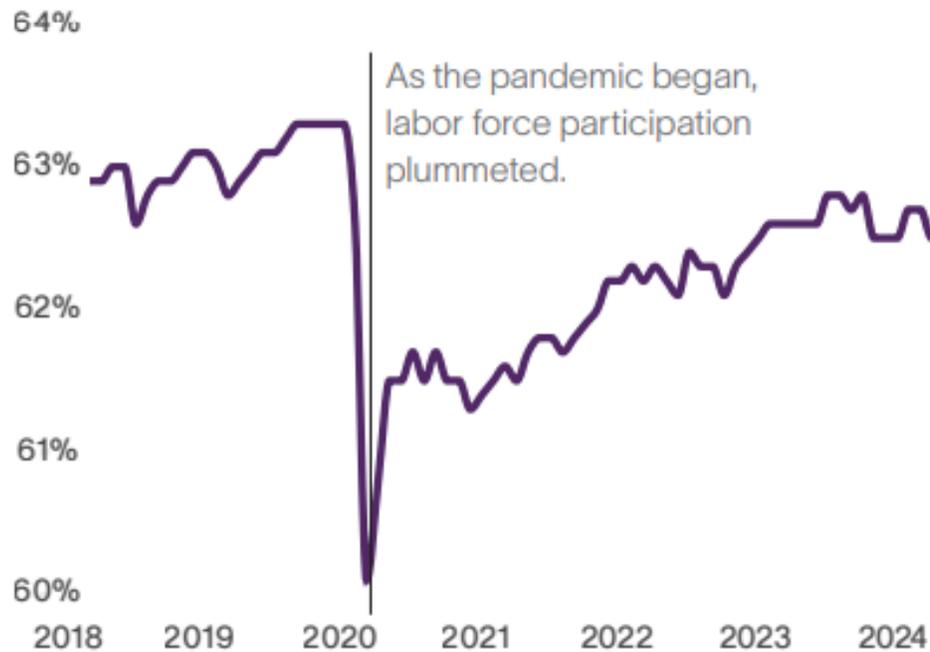
PROJECTED WORKER DEFICIT BY 2030, ACCORDING TO THE BUREAU OF LABOR STATISTICS.

Source: Lightcast, *The Rising Storm*

AN UNPRECEDENTED SCALE OF RETIREMENTS AND EXITS FROM THE LABOR FORCE.

The LFPR took a serious hit in 2020 and has not recovered since.

Labor Force Participation Rate



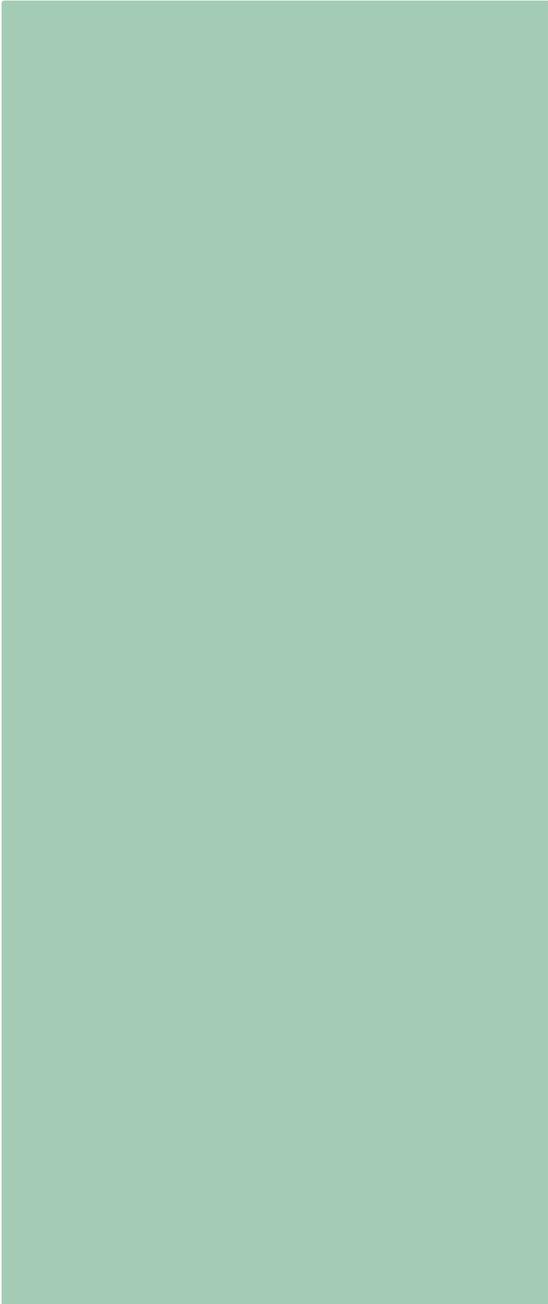
Out of the 5 million people who have left the labor force since 2020, 80% are over the age of 55.

“Comparing future workforce projections to present labor-market needs, demand already dwarfs supply. That math doesn’t add up.”

“Even though more women than ever are in the labor force, the share of US-born women is lower than it was in 2019. ”

“Without foreign-born workers, the US labor force would have shrunk over the past five years.”

“Demand for AI skills is highest in office-based professional sectors”

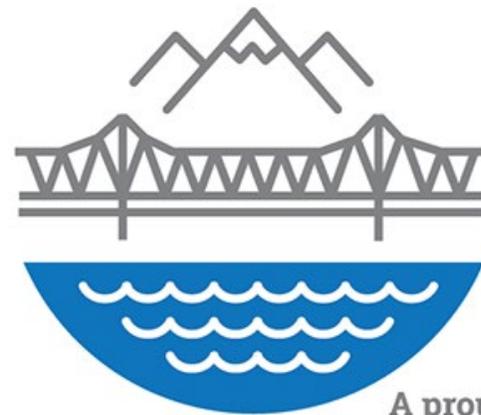
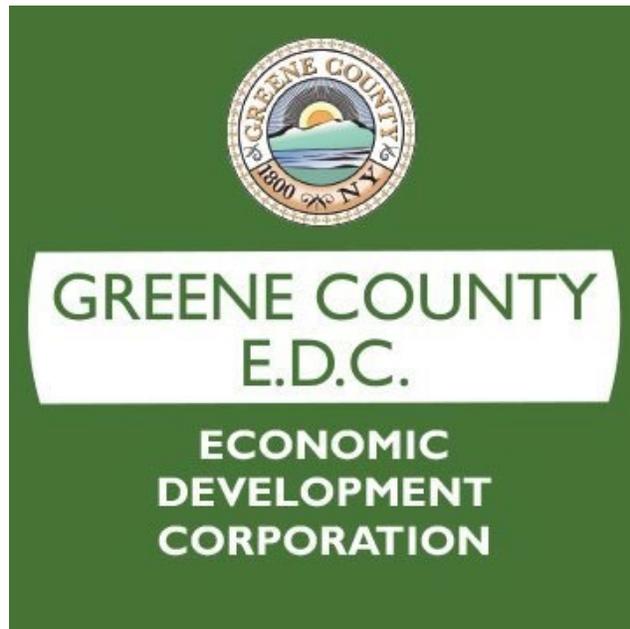


Opportunities for Collaboration

Retooling & Adjusting



Case study: Greene County



**Columbia-
Greene**
WORKFORCE NY

A proud partner of the AmericanJobCenter[®] network

Case study: Greene County

Demystification

- Who are the partners/stakeholders and what do they do?
- What are the agreements in place? Are they working?
- Engage leadership

Identifying Commonalities

- Mutually supported goals and strategies
- Workforce and ED crossovers (housing, business ARE, emerging markets)

Strengthening the Partnership

- Board recruitment, new initiatives, regular meetings



Case study: Greene County

Strengthened Initiatives:

- Financing programs requiring job creation
- Board positions
- KPI Collaboration & Data Sharing

New Ventures:

- Housing Assessments
- Workforce Skill Assessment
- LPN Program Consult
- Wraparound Service Enhancement
- Expanded Resource Center to Catskill



Case study: Chautauqua County



CHAUTAUQUA COUNTY
PARTNERSHIP
for Economic Growth

Chautauqua Works
americanjobcenter®

Case study: Chautauqua County

- Strategic Planning Process
- Creating the CCPEG
- 5 Pillars
- Advisory Board and Workgroups
- The Results
- The Continuing Work

CCPEG's 5 Pillars



**BUSINESS
DEVELOPMENT**



PLACEMAKING



**WORKFORCE
DEVELOPMENT**



**HOUSING
DEVELOPMENT**



INFRASTRUCTURE

Case study: Chautauqua County

The Collaboration:

- Everyday Business Examples
- Attraction & Retention Initiatives
- Leveraging Opportunities

The Labor Shortage:

- Impacts All of Our Work
- Unemployment Insurance 101
- Increasing Workforce Participation



Image Source: choosechq.com



In Your Own Words:
What has worked well
(or has been a
challenge!) in your
region?

Action Items to Increase Collaboration

- Engage often and early with your counterpart
- Have monthly meetings on your calendars
- Build deep relationships across organizations
- Meet with businesses together and share business retention and expansion (BRE) data
- Co-locate
- Identify the champions
- Start where there is momentum
- Sit on each other's boards
- Involve your elected officials
- Educate stakeholders

Interested in Learning More? Reach out!

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Check out how Camoin Associates can support your WIB or EDO.

Thank our co-presenters!

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