

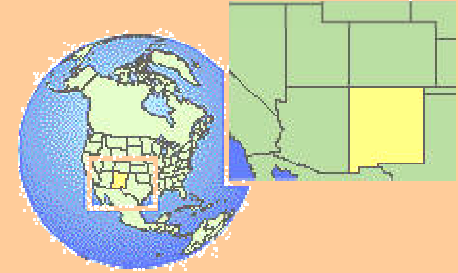


NEXT GENERATION ECONOMY

Cluster-Based Economic Development
for Central New Mexico

Workforce Development Committee

Clusters are...



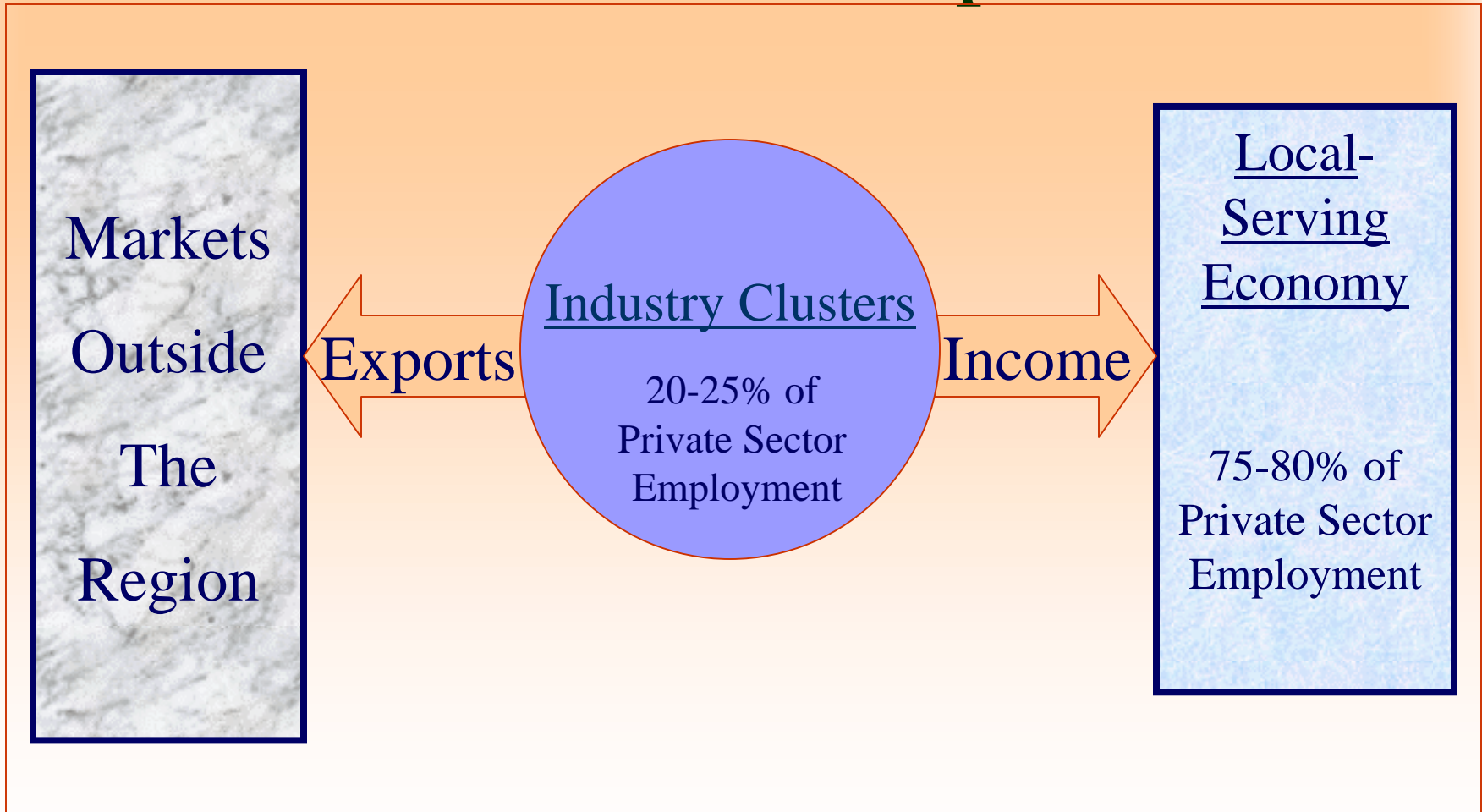
Groups of businesses concentrated in a particular geographic area



that are interrelated through alliances, competitions, or the buyer-supplier “food chain”

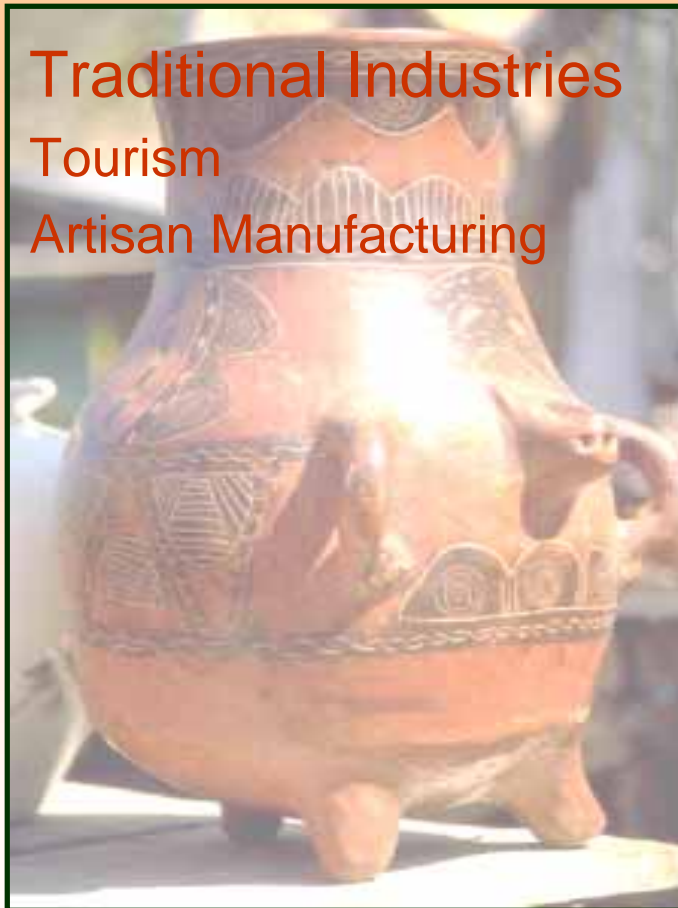
and that draw on a common talent, technology, and support base.

Creating Wealth To Drive Our Economic Development



Central New Mexico's Industry Clusters

Creating Value While Defining Our Next Generation's Workforce Needs



300 – 500 Small Businesses Operating In These Industries

NextGen Workforce Development Mission

Effectively Link
the Human Resources of the
Community With
the Workforce Needs of the
Clusters,
Fueling Cluster Growth

Primary Goal

Facilitate the communication among the businesses, education and training organizations, and the people of Central New Mexico by creating a 'common language' and by creating 'the space' where critical information about jobs, skill requirements, and available workers comes together.

Tactics

- Several Workforce Development Efforts Are Already Underway & Ongoing
 - NGE Not Interested In Duplicating...But In Leveraging
- Key NGE Role...Facilitate Communications
 - **Private Sector Needs** ↔ **Provider Networks**
- A Focus On “Growing From Within To Assist Those Who May Be Without”
 - Complement Existing Community Efforts Already Underway/To Be Established In Education & Training
 - Talent Recruitment to Central New Mexico Region

Strategies

- Convene, facilitate collaboration between cluster employers, education and training institutions
- Create a 'common language' that facilitates the exchange of information regarding workforce needs (hiring needs, skill needs, etc.)
- Design, develop the system that provides the infrastructure and the ongoing collection and exchange of data

Strategies (Continued)

- Maintain the infrastructure, ensure continuous data collection, continuous improvement in the exchange of the information
- Engage stakeholder interest, input into the system design, development, operation & system outputs
- Data analysis (draw data from the system that can support economic development and workforce development investment decisions)
- Seek, leverage resources to sustain the infrastructure and the value the exchange of information provides

Goals As Of Today (Evolved)

- Provide a 'Cluster Business Hook' (value-added data, decision-making impact, access to workers, etc.)
- Satisfy current and future hiring and skills needs of cluster employers
- Match people to careers of interest in cluster industries
- Create the infrastructure to enable continued interface between cluster employers, individuals, and education and training institutions
- Provide data regarding cluster workforce needs to drive education & training resources and curriculum development

Meeting the Industry Cluster Workforce Needs

- ID of Job Descriptions @ The Business Level
 - Job Profiling...Near-Term People & Position Matching
- Convert Job Profiles Into Occupational Profiles
 - ‘Common Language’
 - Addresses Longer-Term Education & Training Needs
 - Supports Birth-Through-Life Education Model



AJA! New Mexico!

◆ Artisan
Manufacturing

◆ Tourism

◆ Microsystems



Cluster Businesses

◆ Optics/Photonics

◆ Aerospace &
Electronic Systems

◆ Bio-Med/Bio-Tech

◆ IT & Software



People

- ◆ Current Students
- ◆ Potential Students
- ◆ Current Employees of Cluster Businesses
- ◆ Potential Employees of Cluster Businesses



Education & Training
Birth Through Life

AJA! New Mexico! Progress



1st of Year, Assessment complete

RFP responses due

Early to Mid-Nov, RFP Release

Mid-Oct, Committee reviews RFP

9/12, Begin 2nd round of stakeholder meetings

8/29 Committee Meeting

Meet with organizations that have a stake in AJA! New Mexico! (The Box)

Jan

Dec

Nov

Oct

Sept

Aug

July

June

May

- Central Area Workforce Investment Board – Stakeholder Committee
- GACC Business Connections Committee
- Middle Rio Grande Business Education Collaborative
- APS Math, Science and Technology Partnership and School-to-Work
- NM Roundtable for Educational Excellence
- NM Workforce Development Board – Planning Committee
- UNM – Provost
- UNM – Engineering Department
- Albuquerque TVI Workforce Training Center
- Albuquerque TVI Carl Perkins Next Generation Economy Grant

Developing Partnerships in Math, Science and Technology Education to Provide the Workforce of the 21st Century

Department of Energy

- Office of Community and Worker Transition
Community Reuse Organization (CRO)
- DOE/AL

Other Community Reuse Organizations in NM

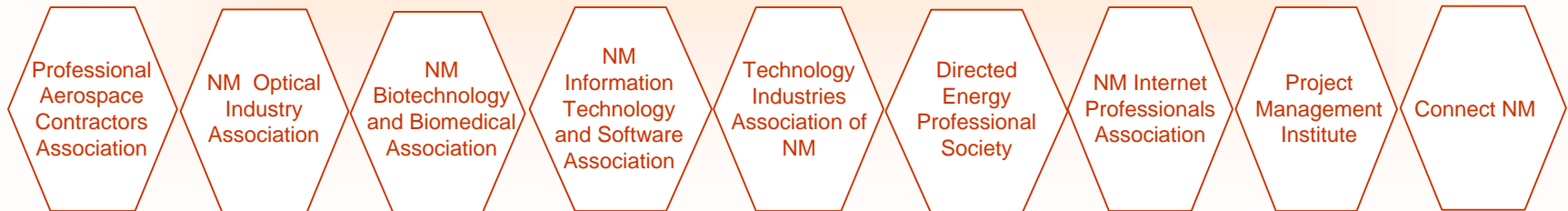
- Regional Development Corporation
- Eddy/Lea Regional Commission
- Eight Northern Indian Pueblos Council, Inc.

Other organizational affiliations

- City of Albuquerque
- Albuquerque Public Schools Math, Science and Technology Partnership and School-to-Work
- Albuquerque Economic Development
- Greater Albuquerque Chamber of Commerce
- Albuquerque Hispano Chamber of Commerce
- Technology Ventures Corporation
- NM Economic Development Department
- NM Industrial Development Executives Association
- Air Force Research Lab
- Sandia National Labs
- Los Alamos National Laboratory
- Rural Economic Development Forum
- Association of Commerce and Industry
- Science & Tech Corp. @ UNM
- TVI Workforce Training Center
- TVI Carl Perkins Next Generation Economy Grant
- UNM - NSF EPSCoR (with ENMU, WNMU, NMSU, NM Tech, NMHU, LANL and SNL)
- Institute for Nuclear Materials Management

NextGen

- Aerospace & Electronic Systems
- BioTech & BioMed
- IT/Software
- Microsystems
- Optics & Photonics
- Artisan Manufacturing
- Tourism



The Customer Set

Formation of 1st Math, Science & Technology School Cluster Announced!

August 9, 2001

- Sandia Cluster Selected As 1st of Many (Desired) MS&T School Clusters To Come To New Mexico
 - Delivers an education experience which advances the teaching and learning of mathematics, science and technologies in metropolitan Albuquerque
 - A model to be shared by all
- Success Underwritten By COMMUNITY INVOLVEMENT
 - Industry, Education, State, Regional and Federal Entities

Key Issues Facing Workforce Development In Central New Mexico

- Entrepreneurial Leadership That ...
 - Drives Quality Job Creation Within The Clusters
 - Willingness To Operate Outside “Risk Adverse” Culture
 - Change the ‘Dialogue Around The Dinner Table’
 - Provides Clear(er) Communication of “The Next Generation” Career Requirements
 - Common Language
- The Need To Provide More Responsive Education & Training Systems
 - Aligning Programs to Match The New Opportunities
 - Minimizing Barriers To Change Within Institutions
 - Increasing Access To Ongoing/Enhanced Education Via Telecommunication Tools
 - Requires Significant Investment In Infrastructure

Summary/Conclusions

- NGE Initiative Is Focused On Meeting The Future Needs Of the Clusters
 - Eliminating Barriers To Success
- Sharing The Vision of Hope of What Tomorrow Brings Is Key To Our Success
 - Communicate, Communicate, Communicate
- Delivering The Goods Of Highest Priority
 - Quality of Life
 - High Paying Jobs
 - Increased Opportunities for All