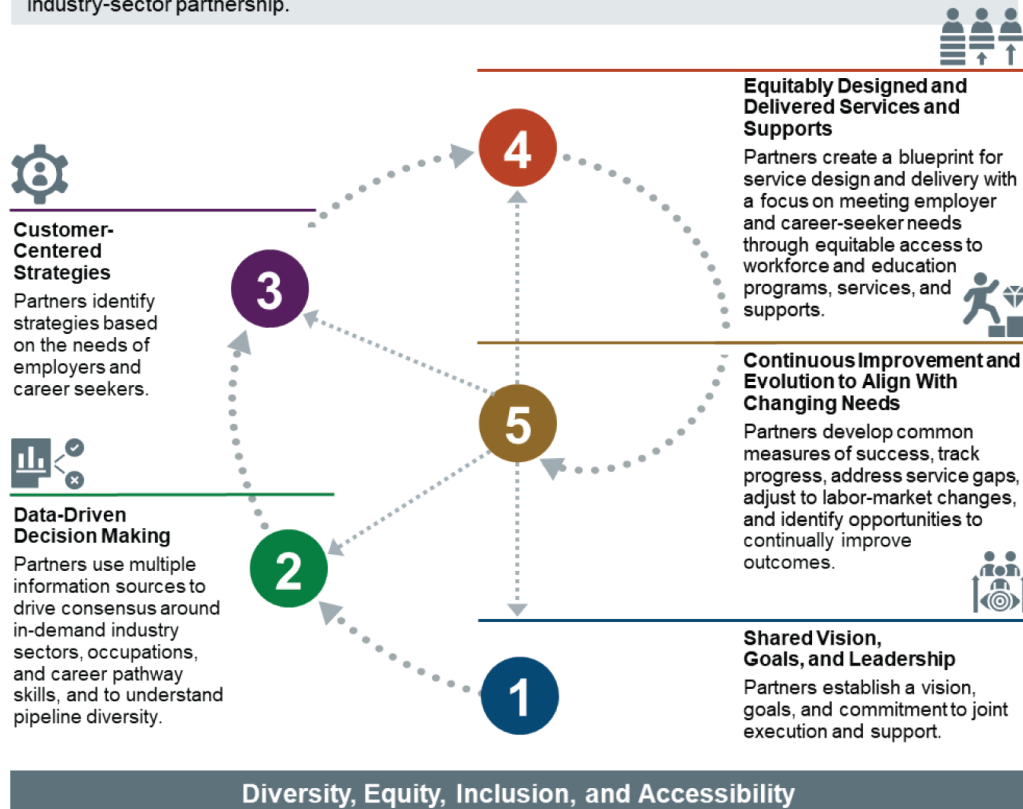**AIR®** | Advancing Evidence
Improving Lives

INDUSTRY-INFORMED SECTOR STRATEGIES

Through evaluation, research, and technical assistance support, AIR helps clients implement sector strategies to meet critical industry workforce needs and create pathways to prosperity in their communities.

STATE & REGIONAL

We help states and regions understand their economic challenges and opportunities, engage and align sector partners around shared vision and goals, use data to drive strategies and investments, implement customer-driven service solutions deepen partner relationships and collaboration and continuously improve.

NATIONAL

We are national researchers and technical assistance providers driving thought leadership through our recently updated Sector Strategies Framework, leading alignment of industry- and worker-centered Registered Apprenticeships, and transforming talent development in multiple industry sectors through competency-based models and tools.

AIR SECTOR STRATEGIES FRAMEWORK

Partners in this system include employers, workforce development organizations (including workforce development boards), education and training providers, vocational rehabilitation services, industry associations, economic development organizations, and others who come together to form an industry-sector partnership.

Customer-Centered Strategies

Partners identify strategies based on the needs of employers and career seekers.

Data-Driven Decision Making

Partners use multiple information sources to drive consensus around in-demand industry sectors, occupations, and career pathway skills, and to understand pipeline diversity.

4 Equitably Designed and Delivered Services and Supports

Partners create a blueprint for service design and delivery with a focus on meeting employer and career-seeker needs through equitable access to workforce and education programs, services, and supports.

5 Continuous Improvement and Evolution to Align With Changing Needs

Partners develop common measures of success, track progress, address service gaps, adjust to labor-market changes, and identify opportunities to continually improve outcomes.

1 Shared Vision, Goals, and Leadership

Partners establish a vision, goals, and commitment to joint execution and support.

Diversity, Equity, Inclusion, and Accessibility

For more information about Sector Strategies:

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and
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AIR can help you design and implement industry sector partnership and strategy solutions through:

- regional economic, workforce, and educational analysis;
- industry and employer needs assessments;
- partner network mapping, convening, and facilitation support;
- systems gap analysis, institutional alignment support, and strategic planning;
- human-centered process and service delivery redesign;
- staff and partner capacity building and technical assistance;
- process, implementation, outcome, and impact evaluations;
- using behavioral insights and rapid cycle learning to make improvements; and
- change management support.

WorkSource Georgia Mountains

- Industry: Advanced Manufacturing
- Issue: Manufacturing employers face skills gap challenges
- AIR-Provided Solution: Needs assessment, tools and strategy, multiagency partnerships, career pathways, work-based learning, short-term training programs, and metrics to measure improvement

Employment and Training Administration-Competency Model Clearinghouse

- Industry: Cross-Industry
- Issue: Need to support the development of worker skills aligned with competencies required in diverse workplaces
- AIR-Provided Solution: Develop, maintain, and promote use of dynamic models of foundational and technical competencies across industries

AIR's Center for Applied Research in Postsecondary Education

- Industry: Cross-Industry
- Issue: Need for increased connection between postsecondary education institutions and employers
- AIR-Provided Solution: Database and partnerships, interactive typology and geographic mapping of partnership efforts, key findings and lessons-learned report

U.S. Chamber of Commerce Foundation—Collaboration in Talent Pipeline Management

- Issue: Disconnect between education, training systems, and employers/intermediaries; misalignment of systems to fulfill student/job seeker training and industry needs
- AIR-Provided Solution: TPM curriculum content development, DEIA-informed training design and tools, employer collaboratives

SATX—Employer Collaboratives

- Industries: Advanced Manufacturing, Healthcare/Bioscience, Financial Services, IT/Cybersecurity, and Construction
- Issue: Employers and workforce challenges in finding a supporting a skilled workforce
- AIR-Provided Solution: Use of U.S. Chamber of Commerce Foundation's Talent Pipeline Management (TPM) framework to co-design industry-driven solutions for career awareness, pipeline, recruitment, and upskilling; business/partner engagement; LMI, supply-demand, and demographic analysis; engagement with underrepresented populations

Virginia Sector Strategies and Career Pathways Academy

- Issue: Need for improved alignment and staff capacity to understand, implement, and expand sector strategies and build regional, industry-specific career pathways
- AIR-Provided Solution: Survey, focus groups, and analysis of needs; multiagency alignment; in-person and virtual facilitated training; blended learning academy with online training courses; and regional work groups