

We wish you a successful 2009 and look forward to working with you!

North Jersey Partners

Find It on Our Web Site

The North Jersey Partners' Web site is up and running!
Please visit us at www.northjerseypartners.org
for the latest information about our programs
and events.

Opportunity Trust Fund Releases First RFP

North Jersey Partners Opportunity Trust Fund (OTF) released its first Request for Proposal (RFP) in early December soliciting vendors to develop and implement innovative approaches to broadly disseminate career and related skill information to high school students ages 16+, adult job seekers, and service providers to these populations. The objective of this project is to develop innovative programs to disseminate existing career information with the goals of:

- Increasing the knowledge and use of the current systems/websites as available resources; and,
- Implementing sustainable processes and programs with measurable impact throughout the North Jersey Partners region.

The RFP entitled, "Disseminate Career, Occupational, and Skill Development Information," is seeking a vendor to develop effective direct outreach programs using multiple modalities to assist users with making informed skill development, education, career, and occupational choices that increase their long-term employability and potential for success. Through this process, North Jersey Partners expects users to learn about the variety of career options available to them and the types of skills they need to be successful in the 21st century marketplace.

Deadline for submission of a proposal is January 15, 2009.

The direct link to the RFP is www.northjerseypartners.org/OTF-RFP.pdf.

Save the Date! North Jersey Innovates Conference March 2009

If you are a small business owner or entrepreneur, mark your calendar to attend the **North Jersey Innovates Conference** on March 10, 2009. This full-day event will kick off with JJ Ramberg, MSNBC's anchor of *Your Business*, speaking at breakfast.

The event will be held from 8 a.m. until 4 p.m. at the Marriott Hanover, 1401 Rt. 10 East, Whippany, NJ. **North Jersey Innovates** will feature successful entrepreneurs, expert panels, an exposition, and workshops. North Jersey Partners, Venture Association of New Jersey (VANJ), and NJEntrepreneur.com are sponsoring the event.

For additional information, visit www.northjerseypartners.org or contact Judith Sheft, New Jersey Institute of Technology (NJIT) Associate Vice President of Technology Development at sheft@njit.edu or 973-596-5825.

Creative Community Collaborative Releases a RFP for a Master Plan

The North Jersey Partners Creative Community Collaborative released a Request for Proposal (RFP) in mid-December seeking a consultant to develop a Master Plan to provide strategic direction for leveraging the assets of the Entertainment, Arts, and Retail industries by stimulating job growth through increasing consumer interest, visitation, and spending in the North Jersey region. This strategy will assist in transforming this sector.

If you are interested in responding to the RFP, a bidder's conference is scheduled for Friday January 9, 2009 from 9:30-11 a.m. at Newark Alliance, 744 Broad Street, Newark, NJ. Responses to the RFP are due on Monday, January 30, 2009. The link to review or download the RFP is <http://www.northjerseypartners.org/RFP-Master PlanFinal.pdf>.

IFEL 2009 Business Plan Competition

North Jersey Partners is an underwriting sponsor of the Institute for Entrepreneurial Leadership (IFEL) 2009 Business Plan Competition in the Northern NJ Region. The business plan competition includes categories covering for-profit businesses, not-for-profit organizations, and a student category featuring Dr. Randal Pinkett's Campus CEO Challenge. For additional details please go to http://www.ifelnj.org/2009_busplancompetition_intro.html.

Deadline for submission of executive summaries is January 14, 2009. The Competition will culminate with an awards luncheon on April 30, 2009 at the NJIT Campus Center. New Jersey Transit and Paymedia have also committed financial support to this program.

North Jersey Partners Strategy Update

The Strategy Leads of North Jersey Partners have been busy getting their projects underway as we head into 2009. A number of strategies have been approved and activated. For a complete list, please visit <http://www.northjerseypartners.org/WIRED-Strategies.htm>.

Here are some highlights:

- A survey of 151 business leaders across the region was completed and the data is being used to align local, county, regional and state economic development plans and workforce demands.

- An Industry Advisory Council for the Transportation, Logistics, and Distribution (TLD) sector has been formed and is beginning to address issues that face businesses in these markets.
- The recruiting process is underway to hire an individual to work with the Workforce Investment Boards (WIBs) to identify current and future regional workforce competencies and gaps in the region's legacy and transformative industries.
- The recruiting process is almost complete to hire two site coordinators to design and implement career lattice strategies in the Healthcare and Life Sciences sector to train unemployed, underemployed, and incumbent workers for career growth in these industries.
- A database is currently under development to inventory and connect all STEM related projects relevant to TLD; Healthcare and Life Sciences; and Entrepreneurship Skills Development in the region.

TLD Talent Network Kicks Off Initiative with Over 100 Participants

Business leaders from the Transportation, Logistics, and Distribution (TLD) industries joined with educators, trade associations, workforce development specialists and union representatives to discuss employer needs and to brainstorm effective solutions to continue to keep our region competitive by developing a strong pool of talented workers.

The full-day event, which was held at Kean University in late November, focused on listening to employers and understanding job seeker expectations in these industries. Breakout sessions examined specific issues like curriculum development, career awareness strategy, recruitment, and hiring practices.

The purpose of the TLD Talent Network is to bring industry stakeholders together to continue to build a world class, competitive workforce since these businesses are vital to the economy of New Jersey, especially in the northern region. Warehouse handlers, truck drivers, mechanics, and supply chain logisticians all play essential roles in the efficient movement of goods into, around, and out of our state. Advances in technology applicable to these jobs require that new and existing workers have the latest skills and knowledge to move goods and materials more efficiently.

This event will be followed up by convening an Industry Workforce Advisory Council meeting in February 2009 to review the draft action plan. If you would like further information or to get involved in this network, please call (973) 596-6400 or email northjerseypartners@newark-alliance.org.

Life Long Learning Initiative Kicks Off with Jeanne C. Meister Founder, New Learning Playbook

Northern New Jersey business, nonprofit and academic human resource executives and chief learning officers joined Jeanne C. Meister at NJIT on December 11 to discuss the training and development challenges that employers face in dealing with the four generations of workers from millenials to baby boomers in their employment. In addition, this Strategic Working Group shared best practices in retaining competent and skilled employees. This issue spans across all business sectors regardless of type and size.



Gale Tenen Spak, Ph.D., Associate Vice President of Continuing and Distance Education at NJIT with Jeanne Meister, Founder, New Learning Playbook at the Life Long Learning Project meeting.



Gale Tenen Spak, Ph.D., Associate Vice President of Continuing and Distance Education at NJIT with Jeanne Meister, Founder, New Learning Playbook and Gary Altman, Director, Division of OneStop Coordination & Support, NJ Department of Labor & Workforce Development at the Life Long Learning Project meeting.



Matthew Lascari, Human Resources Manager, Estee Lauder Companies, talks with Aimee Schenkel, Esq., Language Directions, at the session.



Maureen Behr, Director of Corporate & Business Training and Mitra Choudhury, Director, Training, Inc. from Essex County College talk with Rachelle Odom, Human Resources, The Mental Health Association of Essex County.

The group of human resource professionals was convened as part of the North Jersey Partners Life Long Learning Initiative with the goal of transitioning northern New Jersey into a continual learning region through training and workforce development. In reaching this goal, North Jersey Partners plans to develop the:

- Top 25 Ways a Business Can Become a Learning Organization
- Top 25 Ways a Business Can Attract, Develop, and Retain Talent
- Top 10 Ways to Track the Impact of Investing in Learning
- Glossary of Terms to Understand New Employees

Meister will be leading this project along with Gale Tenen Spak, Associate Vice President, Continuing and Distance Education at NJIT. Meister is an internationally recognized consultant in designing and implementing learning organizations for *Fortune* 1,000 firms.

All of the information regarding this project can be found on the North Jersey Partners Web site at www.northjerseypartners.org. If you would like to participate in the ongoing discussion of Life Long Learning, please link to the Learning Innovation Network at <http://www.linkedin.com/groups?displaySettings=&gid=1052757&trk=add-settings-00t79xs2RVr6JBpnsJt7dBpSBA>.

NJ WIRED Regions Present Update on Workforce Development Projects at Governor's Conference

North Jersey Partners, Bio-1 Initiative, and Delaware Valley Innovation Network collaborated at the 2008 Governor's Conference on Workforce and Economic Development to present the current workforce development projects underway as part of the federal WIRED initiative. In addition, the Talent Network Model was introduced to the participants.

The three-day conference held in Atlantic City at the beginning of December provided updates, best practice models, and the latest trends in workforce and economic development. Over 800 participants had the opportunity to network as well as to learn about the state and federal programs available to help New Jersey businesses and organizations remain competitive today and in the future. There were also discussions about New Jersey businesses adapting to an ever-changing global market.

For further information about the conference, please visit the Governor's Web site at <http://www.regonline.com/builder/site/Default.aspx?eventid=656774>.

Please refer to the attached PowerPoint file to review the WIRED presentation made by Kathy Weaver (North Jersey Partners), Mary Ellen Clark (Bio-1 Initiative), and Helen Groft (Delaware Valley Innovation Network).

<http://www.northjerseypartners.org/Dec2GovConferenceWIREDPanelfinal.ppt> David Finegold, Dean, Rutgers School of Management and Labor Relations, moderated the WIRED session.