

A Host of Success Stories...

Question: What does a 76-year-old cancer survivor who wants to change careers, a high school student seeking a career in engineering, an entrepreneur trying to launch a new business, and a human resource director who is trying to develop creative ways to retain key employees all have in common?

Answer: Training supported and funded by [North Jersey Partners](#).

As the federal Workforce Innovation in Regional Economic Development (WIRED) grant winds down, the slogan of [North Jersey Partners](#) – *Uniting Organizations for Economic Growth* – is no longer just a phrase; it's a reality.

[North Jersey Partners](#) began by stating that it would be an innovative regional partnership of public, private and government organizations collaborating to deliver programs, training, and support to ensure the continuity of a skilled workforce to drive economic growth in northern New Jersey. And it developed into just that.

[North Jersey Partners](#) has brought together business, academics, nonprofit organizations, faith-based groups, federal, state, and local government as well as the public workforce system to deliver training, networking opportunities, and specific programs to connect employers and prospective employees.

Here are just a few of the training programs, events, and projects that have been delivered and supported by [North Jersey Partners](#) through WIRED:

✓ **North Jersey Partners through a variety of programs and seminars has trained 2,950 individuals. Some of the programs include:**

- The Technical Training Project that prepares students for careers in a variety of science and technology driven industries such as pharmaceuticals, biotechnology, chemicals, plastics, etc.
- The Medical Billing and Coding Certificate Program that allows individuals to enhance their skills and keep pace with mandatory update training in this field.
- The [Transportation, Logistics, and Distribution Academy](#) (TLD) that serves as the hub for the dissemination of information, instruction, and other related services for this market sector.
- [Project Management Academy](#) that introduces and guides individuals in the field of project management specific to the TLD and Healthcare sectors.
- The [TLD Micro Site](#) designed as a means for an interactive exchange of information between workers employers, workforce stakeholders, educators and students. This [Micro Site](#) provides valuable services and resources for those interested in the TLD industry.
- Comprehensive Job Training Program offering job seekers the ability to sharpen their skills and change their career paths through the choice of seven career tracks.

- A number of training programs for entrepreneurs to help them raise capital and develop effective financial models.

There are two recent examples:

- The [Entrepreneurship – Seize the Opportunity Resource Guides](#), which have been well received, have been translated into Spanish and now are available electronically and in hard copy in both languages. This package of three brochures is designed to answer some of the basic questions about starting a small business as well as lead individuals to the appropriate resources to assist them in the process.
- [Perfecting Your Pitch – A Compelling Case for Investment](#) is a presentation that helps those starting new business ventures to know what and how to present information in ways that pique investors' interest. The presentation, developed by [North Jersey Partners](#) in conjunction with [NJEntrepreneur.com](#), provides an outline for the investor presentation, reviews confidentiality tactics, illustrates ways to appeal to the investor's needs, and provides a checklist of types of information to cover.

Download electronic copies both of the guides and the presentation from the [North Jersey Partners](#) web site or for more information and printed copies, contact Judith Sheft at Judith.Sheft@njit.edu or (973) 596-5825 or Jeanne Gray at jgray@njentrepreneur.com or (908) 917-9900.

- ✓ **The development of the [Regional WIB and One-Stop Consortium](#) that continues to implement a strategic business plan to facilitate a more dynamic, customer-focused public workforce system.**
- ✓ **A [Retail Training Curriculum](#) model that can be adapted and implemented by community colleges in northern New Jersey and throughout the state.**
- ✓ **A [Lifelong Learning Toolkit](#) developed for business and human resource leaders who aspire to keep developing their employees but are not sure how to begin. The [Lifelong Learning Toolkit](#) is designed to provide easy-to-implement ideas that help to create, build, and sustain a lifelong learning organization.**
- ✓ **A [Master Plan for Entertainment, Arts, and Retail \(EAR\)](#) that provides a set of strategies to facilitate economic growth in this market sector in northern New Jersey.**
- ✓ **[NJCareerDoor.com](#) offering high school and college students information about the hottest jobs, growing industries, post-secondary programs, financial aid, and much more.**
- ✓ **The [Science, Technology, Engineering & Mathematics \(STEM\) Resource Database](#) that is a compilation of inventoried and educational materials so students can find information about technology, math, and science. It raises awareness of the career possibilities and job opportunities in these academic fields.**

All of this information and much more can be found on the [North Jersey Partners](#) Web site.