

INDUSTRY CHAMPION DEFINITION

An Industry Champion takes personal interest and **responsibility for the success** of the sector partnership, encouraging partners to build upon the momentum and positive energy of the group. These individuals act as cheerleaders to **rally buy-in from partners** and stakeholders, building support from others determined to be key to the success of the project and providing encouragement and motivation throughout the process. Industry champions should be “civic entrepreneurs,” the kind of leaders who not only have **decision-making authority** at their businesses but also understand that the long-term success of their companies is linked to the broader prosperity of the community. Industry champions understand the benefits of investing in their current and future workforce and leverage their power and prestige to recruit additional manufacturers to the partnership.

Industry Champions will typically make a significant time and financial commitment to the success of the partnership.

LAUNCH PHASE	IMPLEMENTATION PHASE
Step into a leadership role and commit to a new way of doing business	Serve on board of directors, steering committee, or action team
Take an ownership role in priority setting processes (3-4 meetings initially, then quarterly thereafter)	Support top priorities with active involvement (speakers' bureau, internships, apprenticeships)
Reinforce a single voice and clearinghouse for regional initiatives	Assist training and education partners through one or more of the following: <ul style="list-style-type: none"> • Making curriculum improvements • Providing instructors and instructional materials • Providing financial support (e.g. scholarships) for students • Providing transportation for students • Donate use of facilities • Fund certification exams • Donate materials and tools
Select and support neutral convener	Hire graduates, host interns and apprentices
Engage industry peers and partners to encourage participation and alignment	Assist with grant writing / concept development