

The History of the Southeastern Pennsylvania Manufacturing Alliance

The Southeastern Pennsylvania Manufacturing Alliance (SEPMA) was formed in 2007 to address the loss of manufacturing jobs due to global competition and rising costs. Originally called The Southeastern Workforce Development Partnership, today SEPMA membership contains over 60 companies ranging from 10 to 2,000 employees. This regional partnership works to maintain competitive advantage in the manufacturing industry, focusing on retaining workers, and expanding and enhancing businesses. The partnership focuses on strategic planning, product process, and business intelligence to increase opportunities and growth for local manufacturers.

Throughout the 10-year collaboration, SEPMA successfully addressed issues related to supply chains, infrastructure requirements, pipeline development, skills upgrading, career pathways and business services. These accomplishments include:

- ✓ Increased from 7 to 59 employer partners
- ✓ Provided technical training to over 3,500 individuals
- ✓ More than 2,300 employees have earned industry-recognized certificates
- ✓ Created new job opportunities for more than 250 career seekers
- ✓ Developed and mapped career pathways
- ✓ Provided career exposure to over 500 middle to high school students
- ✓ Funded salaries and hosted over 100 juniors and seniors from local high schools with an opportunity to work in internships or co-op programs
- ✓ Leveraged over 2 million dollars in funding
- ✓ Received 435,000 + in employer contributions
- ✓ Developed resources and various resource networks

Going forward, SEPMA will formalize and further incorporate the Next Generation Sector Partnership (Next Gen partnerships) practices and approaches. Next Gen partnerships consist of businesses, from the same industry and in a shared labor market region, that work with education, workforce development, economic development and community organizations to address workforce and other competitiveness needs of a targeted industry.