

# **Finger Lakes Partnership Strategic Plan**

## **Mission**

Increase the region's capacity to support talent development for sustained economic growth.

## **Vision**

The Finger Lakes region is a premier place in which to innovate, investing in entrepreneurial operations and educating workers, empowering them to be agile, adaptable and aligned with global opportunities through an integrated system.

## **Guiding Principles for the Partnership**

### **Opportunity Driven**

Support initiatives that leverage assets and other resources to best position the region for economic growth.

### **Innovative Culture**

Foster a partnership culture that supports risk taking as part of the innovation and entrepreneurial process.

### **Collaboration**

Demonstrate regional teamwork, communication, accountability, support, and commitment to achieving partnership vision.

### **Sustainable**

Identify and secure resources to continue transformative initiatives.

### **Integrity**

Build trusting, regional relationships that form the foundation of our work.

## **Strategic Direction**

1. Energize the region's entrepreneurial economy;
2. Catalyze regional innovation and convert orphan or under-utilized technology into vibrant business ventures;
3. Train and empower workers to successfully compete in the changing global economy;
4. Build a collaborative regional education, workforce and economic development system.

## **Key Strategies**

### **Economic Development**

1. Develop predictive analysis capability to support business attraction, growth and retention efforts throughout the region.
2. Identify and support the development of key industry clusters to gain competitive advantage for the region.
3. Support competitive advantage for entrepreneurs, small and medium sized businesses by establishing a knowledge clearinghouse of industry best practices and other resources.

### Entrepreneurship

1. Increase entrepreneurial talent throughout the region.
2. Strengthen the entrepreneurial culture and broaden participation in risk taking throughout the region.
3. Eliminate early stage capital gaps.

### Innovation

1. Improve the identification and development of research technologies in corporations or educational institutions.
2. Accelerate the commercialization of technologies that are identified in region.
3. Establish innovation test beds to increase the success of technology commercialization.
4. Establish a New Initiatives Fund to support additional Entrepreneurial or Innovation concepts.

### Workforce Development (Education of the Workforce)

1. Increase worker training to meet critical skill needs in key industry clusters throughout region.
2. Link school systems, colleges and the private sector to develop demand driven regional workforce development system.
3. Inform the region of current and future career possibilities.
4. Establish a Workforce Innovations Fund to support additional skill development needs.

### **Strategic Outcomes – Completion of WIRED**

1. Increase private sector job growth relative to national average.
2. Increase average wages relative to national average.
3. Increase retention of 20 to 34 year old workers in region.
4. Adoption of a regional identity resulting in collaborative networking and communication in support of regional economic strategies.