

Open Networks
Examples of Regional Collaboration



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Economic Developers of ND
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ND/MN Workforce Partnership

- ◆ **Stems from Workforce Shortages**
- ◆ **Employers looking for Mid-level professionals**
- ◆ **Workforce / ED Pros looking to work together more efficiently and effectively**



Key Issues:

- ◆ Employers Can't find Mid level professionals
- ◆ Developers looking for more efficient Employer interfaces
- ◆ Need to do a better job reaching HS kids and families with career counseling and local stories
- ◆ Need better sharing of robust LMI
- ◆ Developers want more robust collaboration



Actions:

- ◆ More capacity to support network and increase communication
- ◆ Will put boots on the ground



Two Systems, Two Perspectives

	Workforce Development	Economic Development
ORIGINS	War on Poverty	Local Competition for Business
FUNDING	Federal	Local / State
CULTURE	Human Services	Business
OBJECTIVES	Access and Equity	Economic Growth
ACCOUNTABILITY	Highly Regulated	Loose Regulation
PROGRAMMING	Case Management Model	Sales Model
MEASUREMENT	Job Placement	Job Creation

Source: Seedco Policy Center

Red River Valley Research Corridor Coordinating Center



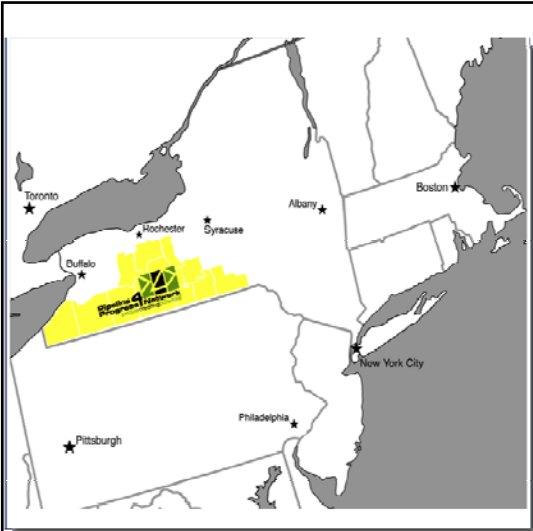
- Brand Building – internally and externally
- Non-profit corp. Exists outside of common organizational constraints
- Network Building

Powering Up Networks in Your Region

High Performance Action Summits SM

“Temporary economic agglomerations”

- ✓ Accelerate your development strategy by showcasing your best technology-based capabilities
- ✓ Engage regional universities and colleges
- ✓ Build connections with outside collaborators, funders and investors in business and government
- ✓ Engage key players in defining a strategy and action plan for building promising trade and technology opportunities



**Even EDA is
Listening:

Funding
“Civic
Infrastructure”**



Community Operating Principles

- ✓ A community like an individual has a work to do.
- ✓ Communities don't act, the parts do.
- ✓ Performance is facilitated by seizing momentum and aligning actions with trends that work in your favor
- ✓ Success is increasingly determined by the power of connections elsewhere.
- ✓ A compelling story commits people to the possibilities

Network Operating Principles

- ✓ Empower the parts
- ✓ Connect the parts → connectors play a key role
- ✓ Coordinate networks
- ✓ Strive for minimally centralized networks, i.e. loosely unified
- ✓ Evangelize the interests of the network

Networks = Possibility Factories

Key Points

- Create a safe civic space for complex thinking
- Define rules of civility (because with networks, civility is strategic)
- Remember that everyone is watching their own movie
- Don't argue with the soreheads
- Go slow at first, to go fast later
- Guide the conversations with appreciative questions
- Manage complexity with simple rules
- Define clear outcomes so people can see where you are going

Key Points

- Mark your path toward your outcomes with SMART Goals
- Draw maps to guide people
- Use metrics to learn what works
- Focus on "What's next?" ...End every meeting with clear next steps
- Don't stop paddling: Paddle, pick your head up, paddle some more
- Close triangles relentlessly
- Press on, regardless

Source: Ed Morrison, Open Source Economic Development, Released Under Creative Commons 3.0 license

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