Guild

Five questions you should be asking about your state's workforce & economic development strategy

As governor, you can learn in your first 100 days whether your state's workforce system is ready for what employers need next.

1. Do you have forward-looking insight into the skills employers will need in your state, or do you mostly see backward-looking data?

Skills data from employers can show where demand is heading before it appears in labor market statistics.

2. Is the training your state pays for leading to the jobs employers need?

Approved training lists (ETPLs) can lag behind in-demand jobs, and even the best performer, Kentucky, had only 29% of its programs aligned with its top ten in-demand occupations.

WHERE TO LOOK?
A New Standard for Public Workforce Training



3. Do you know which jobs in your state are growing, and which may disappear due to AI?

Employers usually like to talk about where they are growing more than where they are cutting, so start there before covering roles at risk.

WHERE TO LOOK?
Case Study: How Oklahoma reimburses employers for training their workers.



Featured on the back of this PDF

4. If you knew which roles were at risk, what could you do *now* to help those workers before layoffs?

Acting before workers lose their jobs tends to cost less and protects both the workers and the employer, and your state may already have funding flexibility to do it.

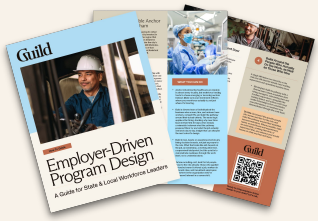
WHERE TO LOOK?
Amy Simon's Meeting the AI Moment



5. Do your workforce and economic development teams work from one shared plan to engage employers?

When both teams move together, employers hear one clear message from your state, and your state learns what they need sooner.

WHERE TO LOOK?
Employer-Driven Program Design Guide



Learn more at
guild.com/public-sector-partnerships

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Flexible funding can connect your residents to growing jobs

Your workforce team can apply for competitive U.S. Department of Labor (DOL) grants and direct the WIOA Governor's Reserve toward pilots. These dollars can cover upskilling and reskilling that formula funding often does not, and they let you test an approach before going statewide.

Oklahoma is consolidating its workforce programs for consistency and coordination. The state won two DOL grants focused on its fastest-growing sectors, both operated in partnership with Guild:

- $6M Industry-Driven Skills grant: Upskills current workers in AI infrastructure, advanced manufacturing, aerospace & defense, and healthcare.
- $3.3M, three-year Rapid Reskill grant: Reskills workers displaced by AI for open jobs in high-demand, growing sectors.

OKLAHOMA Employment Security Commission

> **"This is one massive unlock project. It could be a cure-all for a lot of government institutions."**
>
> ***Trae Rahill, CEO, Oklahoma Employment Security Commission***

Is your state's training leading to jobs?

Your state's Eligible Training Provider List (ETPL) decides where public training dollars go, and these lists often lag the job market. Kentucky, the strongest state we reviewed, had only 29% of its programs aligned with its top ten in-demand occupations.

Guild will compare your state's list with where jobs are growing and which roles are most exposed to AI, at no cost.

→ Your workforce director or staffer can request the assessment at **workforcepartnerships@guild.com**

Guild's impact on the workforce

$1B+

Payments processed.
Guild processed over one billion dollars in payments last year.

7M+

Workers reached.
Guild reached over 7 million American workers last year.

90K+

Career & wage growth.
Guild helped over 90K American workers move into new roles and grow total wages by $600M.

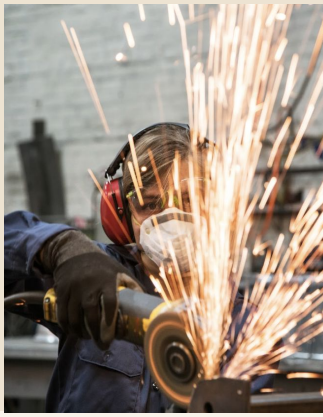
Guild is trusted by government partners

OKLAHOMA Employment Security Commission · JobsOhio · TN Department of Labor & Workforce Development

…and America's top employers:

Tyson Foods · JPMorgan Chase & Co. · Target · Walgreens · pepsico · Humana · Providence · Rocket Mortgage





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