

**Susquehanna**

**W**orkforce  
**Network**

# Annual Meeting

June 24, 2011

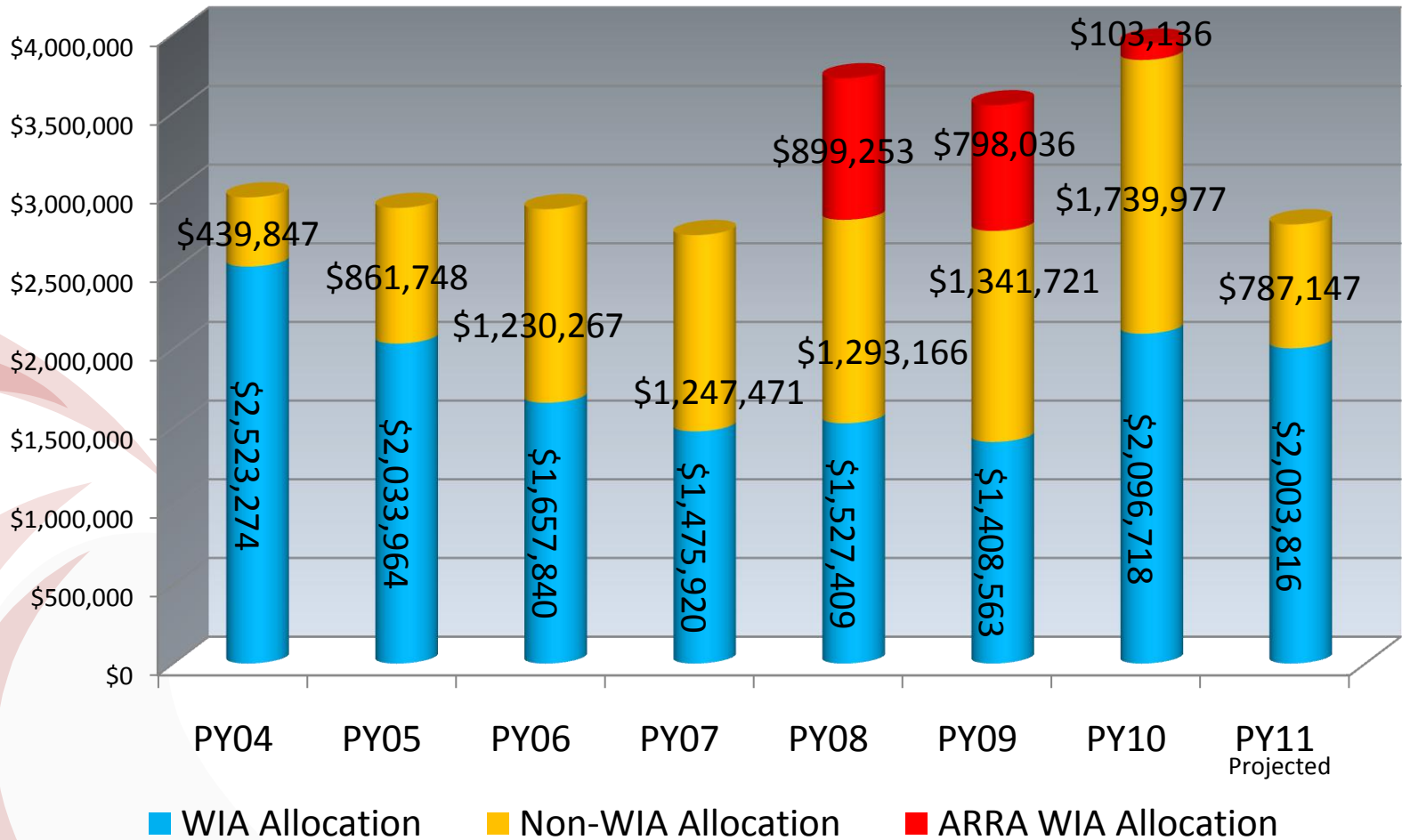
Bruce England, Executive Director

# Susquehanna

# Workforce Network

- ❖ Financial Status
- ❖ Program Activity
- ❖ Performance
- ❖ New developments

# Available Funding



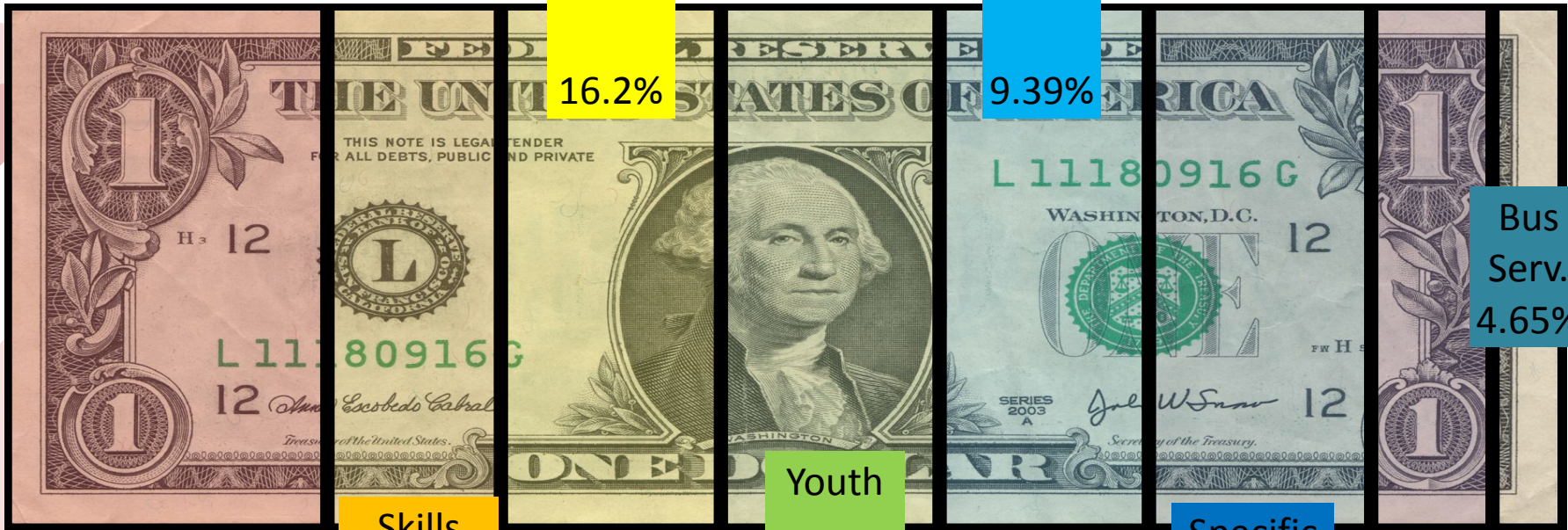
# Investment

Training  
20.87%

Basic  
Job  
Search  
16.2%

BRAC  
9.39%

Administrative  
7.07%



Skills  
Upgrade  
Advising  
11.23%

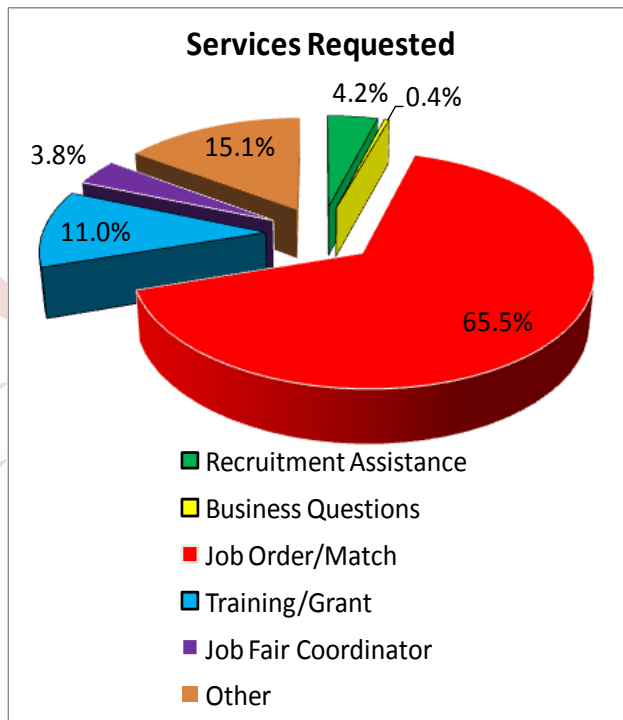
Youth  
20.88%

Specific  
Grant  
Services  
9.69%

Bus  
Serv.  
4.65%



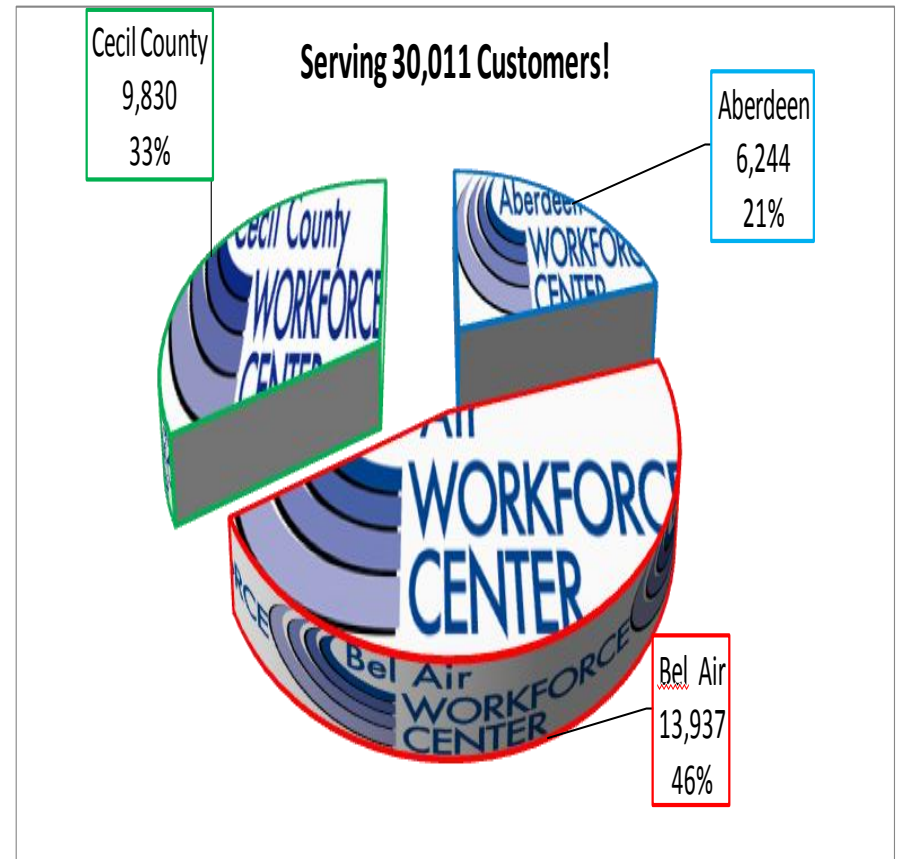
**Business**  
SERVICES



- Business Outreach
  - 2,325 businesses contacted
- Incumbent worker training
  - 139 grants
  - 549 workers trained
- Workforce recruitment
- Re-employment Assistance/Rapid Response

# Susquehanna WORKFORCE CENTERS

- Job Listings
- Labor Market Info
- Workshops
  - Job Search
  - Interview/Resumes
  - Applying for Federal Jobs
- Career Assessment
- Proficiency Testing
- Employment Advising
- Skill Enhancement & Training Services
- Specialized Programs
  - Veterans
  - Early Intervention
  - Dislocated Workers



# PERFORMANCE

(Current Year 3<sup>rd</sup> Qtr Performance)

Measure	Standard	Performance
Entered Employment Rate		
Adults	84%	87.7%
Dislocated Workers	91%	91.3%
Retention Rate		
Adults	84%	92.3%
Dislocated Workers	89%	93.8%
Average Earnings		
Adults	\$26,200	\$32,394
		\$15.57/HR
Dislocated Workers	\$33,170	\$32,672
		\$15.70/HR

# JOB SEEKER RESULTS

<b>Business Name</b>	<b>New Job Title</b>	<b>Wages</b>		<b>SWN Services</b>
CMA Consulting Services inc.	Program Delivery Manager	150,000	YR	Training/Project Management
Prevent Maintenance	Welder	22.50	HR	Training/Welding Certificate
Grubb Contractors, Inc.	Project Manager	22.00	HR	Core/MWE
SAIC	Knowledge Management Analyst	43,500	YR	Core/Workshops
Leonard-Newman Unlimited	Engineer	90,000	YR	Training/Solid Works
Nobel Drilling	Pilot	120,000	YR	Training (computer)
PFG	Truck Driver	55,000	YR	Training (truck driving)
Arrow Child Family Ministries	Program Assistant	28,000	YR	Training (computer)
L-3	Admin. Assistant	45,000	YR	Training (computer)
Chenaga Corp	Access Control Receptionist	21.30	HR	Training (computer)
NAF/APG	Child Care Program Assistant	11.91	HR	Training (computer)
Dixie Construction	Pipe Layer	13.00	HR	Training (truck driving)
SAKS	Wrapper	8.25	HR	Training (computer)
FedEx	Assistant Manager	32,968	YR	Core/MWE
SAKS	Wrapper	10.00	HR	Training (computer)
Citizens Care Center	Activities Assistant	11.65	HR	Training (computer)
Abascus Corporation	Seamstress	13.00	HR	Core/MWE
Cuddy & Associates	Truck driver/Laborer	12.00	HR	Training (truck driving)
Value City Furniture	Sales	Commission	HR	Training (computer)
Cytec	Production Worker	20.00	HR	Training (computer)
Wawa	Cashier	8.75	HR	Training (computer)
SWN	Receptionist/Customer Serv	11.03	HR	Core/MWE
Dept of the Army/Support	Marketing Assistant/Web Tech	40,000	YR	Core/Federal Workshop
Cecil Co Corrections	Correctional Officer	32,400	YR	Training (truck driving)
Federal/CECOM	Maint Mgmt Specialist	34,600	YR	Core/DTI Job Fair
Sci Tech	Word Processor	19.13	HR	Training/HCFJ



- General Youth Services
  - Entry Level (2) and Summer (2) Job Fairs
  - Outreach Workshops
    - Job Search 101
    - Background Check/Security Clearance
    - Career Options
- Targeted Youth Services
  - WIA Youth Year-Round Services
    - Harford County Public School
    - SAGE
  - Summer Youth Experience

# 1,392 Youth Served 2011

Outreach and Job Fairs – 1,100  
Training Activity – 292

Current Year 3<sup>rd</sup> Qtr Performance

Measure	Standard	Performance
Youth Attainment of Degree or Certificate	66%	77.3%
Youth Placement in Employment of Education	63%	83.3%
Youth Literacy/Numeracy	65%	82.0%

# WIB President, Barney Michel

National Association of Workforce Board  
Theodore Small Award Recipient



Recognized for Innovation and Partnerships for the region's workforce response to BRAC  
[Susquehanna Workforce Network Video](#)

# COMING SOON!

## On the Job Training Project (OJT)

**OJT** reimburses employers for training SWN participants **On The Job**:

- Provides knowledge or skills essential to participants to perform the job.
- Provides reimbursement to the employer for the costs associated with training the OJT trainee
- Is limited in duration as appropriate to the occupation for which the participant is being trained

1. Number of Job Seekers (40) unemployed individuals

2.

Employer Size	Reimbursement Rates	# of OJTs
Employer: 50 < employees	90%*	20
Employer: 51-250 employees	75%*	13
Employer: 250 > employees	50%*	7

\*Estimating OJT's at \$16/hr. X 40 hr/wks.

# SCORELOGIX

## Rapid Jobs Toolkit

### Re-employability Score

- Indicates re-employment probability within a specific industry

### Benefits

- Job search decisions more focused and productive:
  - ✓ Personal Profile
  - ✓ Local Labor Market Projections

# Susquehanna

# Workforce Network

- ❖ Creating solutions to meet the workforce needs of business.
- ❖ Connecting residents with career and employment opportunities.