

ANNUAL REPORT

7/1/2017 - 6/30/2018

MEET OUR BOARDS 2017-2018

CONSORTIUM BOARD

Karol KZ Bolton, Chair,
Lenawee County Commissioner
Dennis Dolan, Vice-Chair
Livingston County Commissioner
Chris Wittenbach,
Lenawee County Commissioner
Sarah Lightner,
Jackson County Commissioner
Daniel Mahoney,
Jackson County Commissioner

Julie Games,
Hillsdale County Commissioner
Ruth Brown,
Hillsdale County Commissioner
Ruth Ann Jamnick,
Washtenaw County Commissioner
Conan Smith,
Washtenaw County Commissioner
William Green,
Livingston County Commissioner

WORKFORCE DEVELOPMENT BOARD

Marcus James
Chairperson,
StableInc, LLC
Richard Currie
Vice-Chairperson, Hitachi
Automotive Services
Leslie Alexander
Inmatech, Inc.
Rose Bellanca
Washtenaw Community
College
Mindy Bradish-Orta
Jackson County Chamber
of Commerce
Rich Chang
NewFoundry
Sean Duval
Golden Limousine
International
Jeremy Frew
Jackson College

Donald Germann
County National Bank
Jennifer Giannone
Thai Summit America
Steven Girardin
State of MI, Rehabilitation
Services
Lee Graham
Operating Engineers 324
Steven Gulick
Huron Valley Area Labor
Jeremiah Hodshire
Hillsdale Hospital
Lynn Matzen
Matrix Systems LLC
Scott Menzel
Washtenaw County ISD
Sharon Miller
Consumers Energy
Kevin Oxley
Jackson County ISD

Shawn Planko
Expedia, Inc.
Deb Polich
The Arts Alliance
Angela Parth
Livingston Family
Center, Inc.
Phil Santer
Ann Arbor SPARK
Phil Sponsler
Orbitform
Grace Trudell
IBEW Local 58
James Van Doren
Lenawee Now
Ambrose Wilbanks Jr.
Washtenaw County
Convention & Visitors
Bureau
Leann Wilt
Venchurs, Inc.

BOARD ALTERNATES

Jolene Chapman, Jackson College, **Kurtis Condon,** Hillsdale Terminal, **John Salyer,** Ann Arbor Electrical JATC, **Michelle Mueller,** Washtenaw Community College, **Monique Vann,** McDonalds, **Marie Harrell,** MRS-MDHHS, **Gina Spadafora,** F&M Enterprises

RETIRING BOARD MEMBERS

John Burtka, Michelle Deatrck, Paul Ganz, Steven Hogwood, Bill Kenney, Swatee Kulkarni, Sarah Lightner, Jason Morgan, Matt Sandstrom, and Conan Smith



Karol KZ Bolton, Chair
Consortium Board



Marcus James, Chair
Workforce Development Board

THANK YOU!

Community Members of Southeast Michigan,

This was a productive year for workforce development in our region! We launched the first edition of our Connected and Automated Vehicle Training Guide, a tool for educators, job makers and job seekers to help our region continue leading the nation in self driving vehicles. We connected with thousands of local youth through state and local initiatives like Manufacturing Day, Apprenticeship Week and Jobs for Michigan's Graduates. Most importantly, we helped more than 7,000 people find jobs. Thank you to our Consortium Board, our Workforce Development Board, and most of all to our great staff for all that they have done this past year.

Metrics measure our success; however, the stories of our impact keep us going in this rewarding field. Whether it's an Eritrean refugee who made a new life for himself and his family in the United States, an Army veteran who changed careers following a layoff, or a homeless mother who completed a CNA training program on her way to a new career, these stories demonstrate that persistence, determination and just plain hard work can change the trajectory of lives and communities.

In closing, we could not celebrate success without the opportunity to help others. This is made possible by our ability to build new and sustain long-lasting partnerships in our five county region, so thank you to each and every one of our partners.



William Sleight, Director
Michigan Works! Southeast



Shamar Herron, Deputy Director
Michigan Works! Southeast

2017 - 2018 RESULTS



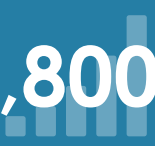
7,000+

Placed over 7,000
people in careers



5,000+

Connected with over
5,000 businesses



1,800+

Enrolled over 1,800
customers into
programs

MISSION, VISION, & VALUES

MISSION

Our mission is to develop today's workforce and tomorrow's economy by engaging employers, jobseekers, and partners.

VISION

Our vision is a community which fosters and sustains a strong, diverse economy where people can live, work, and prosper.

Continuous Improvement and Accountability

We evaluate services and programs based on meeting or exceeding customer satisfaction, tracking performance to core metrics, and implementing continuous improvement processes to ensure a sound return-on-investment of taxpayer dollars.

Innovative Leadership

We foster innovation to maximize the economic impact of workforce funding and resources.

Education

We value the importance of the education continuum of K-12, postsecondary, and lifelong learning, leading to the development of sustainable workforce.

VALUES



Partnership

We convene partners strategically to better meet needs, leverage resources, and more efficiently deliver workforce services to the community

Responsiveness to Employer Needs

We promote a demand-driven system that anticipates and responds to employer needs.

Service with Respect

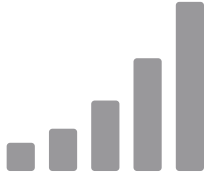
We serve jobseekers with integrity and dignity by delivering services with respect for cultural diversity, fairness, and differences of opinion.

Connecting Talent to Opportunity

Michigan Works! Southeast is on the front lines, meeting the talent demands of local employers and responding to the unique needs of the communities in the five counties of Southeast Michigan: Hillsdale, Jackson, Lenawee, Livingston and Washtenaw.

We are committed to delivering services that help businesses find the skilled workers they need and provide a competitive advantage for job seekers. Michigan Works! Southeast partners with communities to meet the diverse needs of all customers. All ages, skill sets and levels of experience are welcome.

RESULTS - ECONOMIC IMPACT



With our help, **34 employers** collectively **up-skilled over 200 local employees** with the use of more than **\$186,000 Incumbent Worker Funds**



Sammy Pongrattana, employee of Wedge-Mill Tool

An employee of Wedge-Mill Tool for over 20 years, Sammy Pongrattana was eager to learn Master-cam because he knew this skill would help his employer remain competitive in an ever-changing industry.

Our Business Services team worked with Wedge-Mill Tool to apply for an Incumbent Worker Grant, which included the cost of the programming software and the time it would take Sammy to learn this new skill.

After a few short weeks, Wedge-Mill Tool fully implemented the new software and they were able to “increase their efficiency in production and reduce set up and programming time on the CNC Machines,” shared Beth Johnston, Human Resource Manager. “This training also helped the Sales Department with quoting jobs for customers,” another process improvement from one grant with the help of Michigan Works! Southeast.

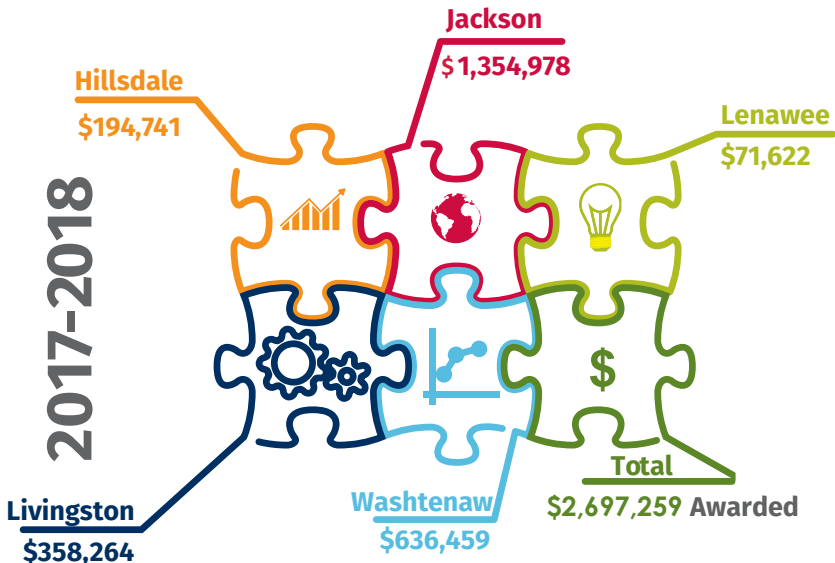
RESULTS - DEMAND DRIVEN

Through the Going PRO Training Fund (formerly known as the Skilled Trades Training Fund), employers are able to work with local Michigan Works! Agencies by applying for grants to help them train current employees & hire new talent, allowing them to remain competitive in today's global economy.



Assisted **71 local employers** collectively receive **\$2.7 million** to train **1,528** current employees and hire **321** new employees.

Increased the **number of apprentices trained** by **40%** from 2016-2017



OUR YEAR IN REVIEW

Filled
5,124
Jobs

Served
20,708
Customers

Exceeded
or met all
required
performance
standards

70,487
Total
Visits

Served
2,324
Employers



After learning her 24-year employment at Kmart was ending, Susan feared she was too old to re-enter the workforce. With little computer experience, she was unsure where to start. Susan attended every workshop in addition to a resume consultation. She decided to work more closely with a Career Advisor and enrolled in the Workforce Innovation and Opportunity Act (WIOA) program, where she received additional assistance.

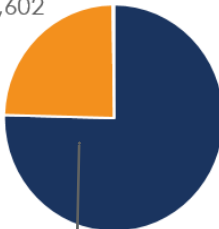
By working with our team, Susan received an offer for an Assistant Store Manager position, with a salary of \$13,500 more than she previously earned.

2017-2018 FINANCIALS

Revenue By Category

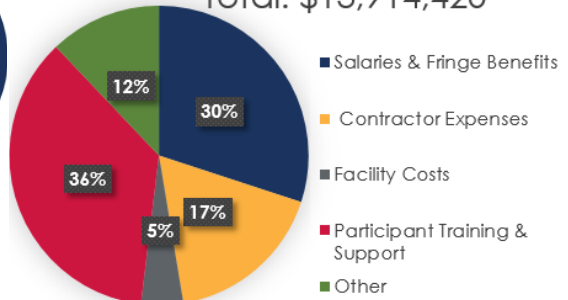
Total: \$13,960,602

- Federal Grants
\$10,512,332
- State Grants
\$3,394,814
- Other Grants & Contributions
\$28,823 (> 1%)



Expenditures by Category

Total: \$13,914,420



INNOVATION IN ACTION



In partnership with Veteran's Community Action Teams (VCAT), we held our 3rd Annual Hiring Blitz connecting **81** employers with **421** job seekers.

During this event, **55%** of job seekers who attended were **offered employment** opportunities.



IMPACT AT A LOCAL LEVEL

1

Our Washtenaw team launched their 2nd annual expungement fair event with the intent of helping customers with a criminal background apply to have their convictions expunged, helping them reach their career goals. We connected with over 80 customers who applied for an expungement. **Over 30 have had their records expunged** and the remaining 50 are currently going through the process.

In direct response to the needs of our employers, our Lenawee Office partnered with the leadership team from Goodwill Industries of Southeastern Michigan to offer a competency based soft-skill training program called "Bring Your A Game To Work." This curriculum was offered to leadership and store team members, of which, nearly 50 employees have attended and participated in learning seven different soft-skill competencies that all begin with the letter "A."

2

3

The Hillsdale location received a **\$20,000 Challenge Grant** to work with at risk youth enrolled in Jonesville & Hillsdale Alternative Education Programs. Through this grant, we were able to provide career preparation to both school districts while building and maintaining a professional working relationship with the young adults.

In partnership with the Michigan Department of Health and Human Services (MDHHS) our Jackson team helped launch the State Innovation Model (SIM) in Jackson County. This electronic model **streamlines the referral process from healthcare to community agencies.**

4

5

Our Livingston Team partnered with multiple local court systems to **share the services we offer** with their employees. One example of this is we are now connected with the young adult drug court, which has led to an expanded referral process to our services.

SUMMER'17 | YOUTH ENRICHMENT PROGRAM

77 | 16-24 Year Olds


Family Income | 0-200k+

27% of families impacted through this program were receiving some form of State Assistance



In collaboration with Washtenaw County, University of Michigan, and community employers, we held our 1st youth summer enrichment and mentoring initiative, Summer'17. This service is uniquely designed to engage our local young adults during their summer break, connecting them with an employer where they will work for 9 weeks. This collaboration is 100% funded by employers. The employers that choose to participate are willing and eager give back to their community by hiring, paying and mentoring our future leaders.





Michigan Works! Southeast is an Equal Opportunity Employer/Program |
Auxiliary aids and other accommodations are available upon request to
individuals with disabilities | Supported by the State of Michigan | Proud
Partner of the American Job Center Network | Michigan Relay dial 7-1-1 |
Toll-free telephone number 1-800-285-WORK (9675)