

# Michigan Works! Southeast Leadership Presentation

March 12, 2025



# New Partnerships In the Community

Angela Watkins – Jackson AJC Manager

**Isaiah's Hub**: is a youth and community center focused on empowering underserved youth, They offer an afterschool reading program and a summer camp. **DisAblity Connections**: mission is to empower individuals with disabilities to participate fully in all aspects of community life and to inform the public about disability issues.

**Young People of Purpose**: is a non-profit 501c3 youth and community organization, that empowers youth to succeed through the ABC'S of success Art, Business, Culture and service.

**Grow Jackson** :believes in the power of food and access to food is food justice, and we believe that achieving food justice is crucial in our work to achieve social and racial justice.



### **Jackson Care Hub Client Referral Incentive Program**

Agency Referral Management 152/168 Referral

Agency Closure Rate 133/168

Client Perception of Just Treatment , Client Satisfaction 114/121

Client perception of Quality of Care, Client Satisfaction 108/121





### Operator Engineer 324 Educator Open House Construction Event in Howell, MI





# Lenawee AJC

Ashley Vandenbusche





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shared Goals

Shared

Space

### Lenawee AJC

Improved access to services & streamlined referrals

Increased visibility & foot traffic

**Enhanced collaboration & professional development** 

Resource sharing & holistic client support





Michigan workers have a disability



The labor force participation rate for working-age (16-64) individuals with disabilities, as compared to the same age group with no disabilities



### CHAD GIBBS-RESEARCH & EDUCATION MANAGER

#### As of March 2025

- 605 enrolled participants
- 34 participants have earned a GED
- 2 participants have earned a high school diploma

<mark>377</mark> estimated to be entered into MAERS

#### As of March 2024

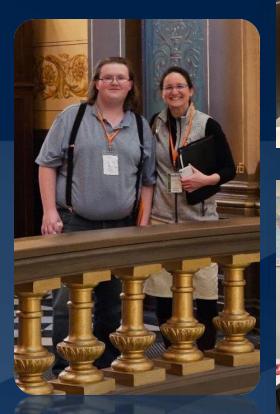
- 524 enrolled participants
- 17 participants earned a GED
- 1 participant earned a high school diploma



Top two ways our participants hear about us:

- 1. Word of mouth
- 2. A MWSE staff member





Advocacy Day 2025



e

Math Study Group



#### **Adult Education**

#### **OPEN HOURS**

April-June, 2025

#### Jackson

WALK-IN: MON - FRI: 9am - 4pm

517-841-5627 209 E Washington Ave Suite 100

Jackson, MI 49201

**EVENING HOURS: Mondays & Thursdays at** the service center: 5pm-8pm

SATURDAY HOURS (Only Twice Each Month)

9am - 12pm: April 12 & 26, May 10 & 24, June 7 & 21

#### Hillsdale

517-437-3381 21 Care Dr, Hillsdale, MI 49242

#### MON: 8:30am - 1pm TUES: 12pm - 3pm math study group 5pm-6:30pm WED: 10am - 3pm THUR: 8:30am - 3pm FRI:

Now an official **GED** testing site--testing available on the following

Go to GED.com

to sign up

dates: 4/11, 4/25, 5/9, 5/23, 6/6, 6/20

By Appointment Only

#### Lenawee

WALK-IN: MON - THUR: 8am - 1pm

517-266-5627

1040 S Winter St Suite 1014 Adrian, MI 49221

BY APPOINTMENT: MON - THUR: 1pm-5pm

FRIDAY: 8am - 5pm

All MWSE Locations will be closed for state & federal holidays:

May 26 (Memorial Day), June 19 (Juneteenth), June 26 (AE Graduation), June 27 (Teacher In-Service)

ALL MWSE AE CENTERS AND TEACHERS will work with you (in person or virtually) by appointment, at any arranged time, outside of open hours! Please contact individual centers for more information.

MORE INFO: HTTPS://MWSEAE.WEEBLY.COM/SCHEDULE--LOCATIONS.HTML

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 | Paid for with State / Federal Funds | Proud Partner of the American Job Center Network | Toll-free telephone number 1-800-285-WORK (9675) | TTY: 7-1-1



# Creating Connections to a Better Future!

You have heard this line before, it's our purpose statement, but what exactly do we do to make it happen?



# Through our community involvement...

One example, by being active on the Livingston County Community Corrections Advisory Board I've made many connections which make it possible to be able to go into the jail to meet with those who will be released within a month.





### What do we do in the jail?

- Career services participation is voluntary
- 65 people have met with a Career Advisor in last 6 months
- Of the 65, upon release, we have seen between 5 and 10 percent come into our center for more assistance
- Not all are released to Livingston county, those who are not, we direct them to their local Michigan Works! AJC



### By investing in the future...

Connecting and working with partners for the direct purpose of investing in the future talent pipeline by hosting events for young people to help them discover future careers.

- Discover Healthcare March 6<sup>th</sup> 97 students
- Media/Tech Career Connect Date TBD



# DENTAL ASSISTING





# Hillsdale AJC

#### Sandy Vallance-Service Center Manager

WWW.MWSE.ORG



# Hillsdale Happenings

# Summer Works!

# Agriculture Career Day

WWW.MWSE.ORG









## Agricultural Career Day-Welden Farms









#### **Business Services Team Updates:**

Two Business Services Assistants one supporting Hillsdale, Jackson and Lenawee, one supporting Livingston and Washtenaw
Two Jackson Business Services Representatives (one vacancy)
Two Washtenaw Business Services Representatives
One Lenawee Business Services Representative
One Livingston Business Services Representative
One Hillsdale Business Services Representative (Vacant)
Two Business Services Specialist covering all counties



#### Grant Work:

#### **Going Pro Talent Fund:**

We were awarded \$2,173,341 in Training Dollars and with Admin Amounts \$152,134 added we have a total Award amount of \$2,325,475. A total of 64 Awards, Average award \$33,958 HSC-\$205,459,JSC-\$827,906, LEN-0,LIV-\$351,954,WSC-\$676,022 (Outside our counties Eaton \$80,500, Macomb \$14,000, Oakland \$17,500)

#### On the Job Training:

Training: OJT PY24-25

Master Contracts-9

Requested= \$101,740

5,LIV-0,WSC-2

#### **Incumbent Worker**

**IWT FY22-23** HSC-2.JSC-3.LEN-1.LIV-1.WSC-2 25- Agreements HSC-5, JSC-13, LEN-Trainee's- 33 HSC-10, JSC-9, LEN-2, LIV-10, WSC-2 115- Trainee's HSC-20, JSC-70, LEN-12, LIV-0, WSC-13 41-Trainings HSC-12, JSC-13, LEN-7, LIV-

0,WSC-3 HSC-\$28,929JSC-\$22,660LEN-\$5,900,LIV-\$37,551,WSC-\$6,700 Requested-\$135,525 HSC-\$24,480JSC-\$92,428LEN-\$9,188,LIV-0,WSC-\$9,429

**Two** Business Services Specialist covering all counties



New Jackson Business Services Office Space:

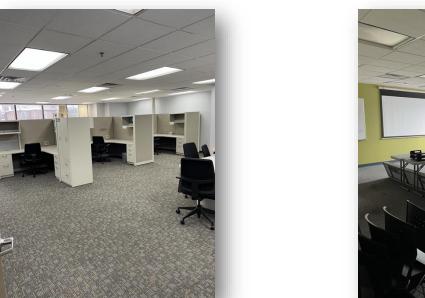
We moved in Thursday, February 13<sup>th</sup>

Planning an Open House Ribbon Cutting sometime in early April





**Our Business is You!** 







New Jackson Business Services Office Space:

We have moved in Thursday, February 13th

Planning an Open House Ribbon Cutting sometime in early April



**Our Business is You!** 









- EMU Student Center
- Whittaker Library
- Superior Township Library
- Parkridge Community Center



# **Access Points**





www.mwse.org

EMU Student Center



# SummerWorks





# Job Readiness Workshop with Job Developers Alliance and MWSE!

Workshop will include:

- Resume Overview
- Elevator Pitch
- Mock Interview
- Interviewdress/attire
- Work Culture/Norms



While this event is open to the public. Registration is required.

# Friday, April 25, 2025 10:00am – 1:00pm 1201 E. Ellsworth, Ann Arbor, MI 48108



# Human Resources

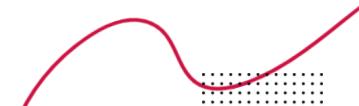
Lisa McAllister

12

### 2024 Staffing Highlights Employment Separations

Promotions3New Hires16Interviews46

### Michigan Earned Sick Time Act (ESTA)





# Human Resources

Lisa McAllister

### **MWSE Benefits Open Enrollment**

### **Milan Federal Correctional Institute**





### **Robin Aldrich – IT Manager**

- 🐜 IT Team: Robin Aldrich Kevin Hassenzahl Tim Pielack Daniel Childs
- Our Systems/Network Administrator role has successfully transitioned from Daniel to Kevin. Kevin has fully assumed the role and is doing a phenomenal job. We are grateful to Daniel for his 28 years of dedicated service. He officially retires on March 28, 2025
- The IT Team is responsible for all technology functions, services, devices, equipment, software, user accounts, procurements, expense management, and so forth
- The MWSE IT Team delivers a combined total of 128 years work experience in information technology
- IT Team members devote time in researching new technologies to deliver innovations for our team to better assist career seekers, employers, partners, and our communities



### **Robin Aldrich – IT Manager**

- MWSE is a member of the Michigan CyberPartner Collaborative and MS-ISAC and collaborates with State of Michigan DTMB, CISA (Cybersecurity and Infrastructure Security Agency), Department of Homeland Security, FBI, and Michigan State Police Cyber Command Center to ensure our cybersecurity posture is strong as possible
- Accomplishments:
  - Business Services team move to their own suite of offices in Jackson (network cabling, connection, equipment installations)
  - Memory upgrade for 280 public-facing devices to provide better service to our customers
  - Adult Education in getting TABE Online set up at all locations as well as assisting in set up of GED testing center at Hillsdale AJC
  - Second Se
  - Resolved 1,029 helpdesk



### **Robin Aldrich – IT Manager**

- Accomplishments:
  - Procured/installed five new file servers (one at each location
  - Increased bandwidth at Livingston AJC from 50mbps to 100mbps
  - Resolved VPN issues for Internet and share drive access
  - 🐜 ...plus a host of other items
- Current projects:
  - Implementing DUO multi-factor authentication using Yubikey tokens for laptops and DUO Push for mobile devices
  - Redeveloping our group policies to allow for enhanced security
  - Windows 11 upgrades
  - Research alternatives to our current virtual environment to save costs
  - Consider moving data to the cloud
  - And many more...stay tuned!



Fiscal Services -Jim O'Donnell **Financial Statement** Fiscal Year 2025 Second Quarter YTD



# **Fiscal Highlights**

- Audit findings are being addressed
  - One-time lease recognition will not be repeated, and new accounting standards are being applied;
  - Deficit will be eliminated this quarter and positive fund balance maintained;
  - Excess grant draws should be eliminated by year-end;
- Fiscal Manager Transition proceeding well;
- New payroll system (ADP) implementation resuming;
- Month-end closing times are decreasing, moving toward regular financial statement production;
- Fiscal priorities:
  - Efficient month-end closing and audit preparation;
  - Budget preparation for FY 25 amendment and FY 26 initial budget;
  - Cash management, grant management, and grant compliance.



# **Income Statement**

			DEC 2023 YTD TOTAL	FY 24 YEAR	% of 2025	Year over	
	FY 2025 Board	DEC 2024 YTD	07/01/2023 -	END	Annual	Year	
	Budget	TOTAL	12/31/2023	06/30/2024	Budget	Variance %	
Revenue							-
Federal grant revenue	\$10,376,607	\$5,587,772	\$5,794,736	\$12,179,568	53.8%	-3.6%	
State grant revenue	\$2,966,610	\$848,454	\$1,672,710	\$4,254,501	28.6%	-49.3%	
Local grant revenue	\$87,206	\$106,711	\$57,470	\$205 <i>,</i> 598	122.4%	85.7%	
Other income	\$2,210	\$12,754	\$28,755	\$50,411	577.1%	-55.6%	
Total	\$13,432,633	\$6,555,691	\$7,553,670	\$16,690,078	48.8%	-13.2%	
						1	
Expenditures			4				
Salaries and wages	\$3,602,955	\$2,071,201	\$1,833,741	\$3,983,856	57.5%	12.9%	$\left \right\rangle$
Employee benefits	\$1,621,329	\$1,003,357	\$905,082	\$1,898,202	61.9%	10.9%	
Advertising	\$0	\$740	\$1,405	\$3 <i>,</i> 570		-47.3%	
Capital outlay	\$225,548	\$46,843	\$482,797	\$5,958,298	20.8%	-90.3%	
Contractual services	\$3,455,000	\$1,139,865	\$1,360,152	\$4,284,349	33.0%	-16.2%	
Dues and subscriptions	\$145,495	\$96,534	\$118,396	\$162,272	66.3%	-18.5%	
Information technology	\$152,753	\$80,086	\$90,937	\$310,454	52.4%	-11.9%	
Insurance	\$37,780	\$26,748	\$23,998	\$34,971	70.8%	11.5%	
Meetings and conferences	\$86,011	\$53 <i>,</i> 649	\$62,244	\$117,902	62.4%	-13.8%	
Other expenses	\$9,191	\$8,116	\$6,651	\$13 <i>,</i> 058	88.3%	22.0%	
Participant expenses	\$2,193,848	\$890 <i>,</i> 353	\$1,275,084	\$2,291,945	40.6%	-30.2%	
Professional fees	\$294,549	\$228,918	\$322,750	\$526 <i>,</i> 581	77.7%	-29.1%	
Rent and lease expense	\$1,260,000	\$606,545	\$671,169	\$1,265,545	48.1%	-9.6%	
Repairs and maintenance expense	\$86,219	\$37,649	\$63,729	\$96,179	43.7%	-40.9%	
Supplies (incl. Outreach)	\$75,000	\$219,535	\$68,341	\$139 <i>,</i> 498	292.7%	221.2%	
Travel	\$60,955	\$45,945	\$47,494	\$87,045	75.4%	-3.3%	
Utilities	\$126,000	\$72,978	\$69,966	\$134,477	57.9%	4.3%	
Total	\$13,432,633	\$6,629,060	\$7,403,935	\$21,308,201	49.4%	-10.5%	
NET SURPLUS/(DEFICIT)	\$0	(\$73,370)	\$149,735	(\$4,618,124)			
Surplus/(Deficit) % of Revenue	0.0%	-1.1%					

2 Quarters in, we should be close to 50% of budget in significant categories (e.g., Total Revenue)

Comparing this year to last year is a useful check, recalling that our budget is about 19% less than last year.

Expenses running less than 50% of budget puts us in a good position to finish the year financially stronger.

Small deficit due to timing of some grants.



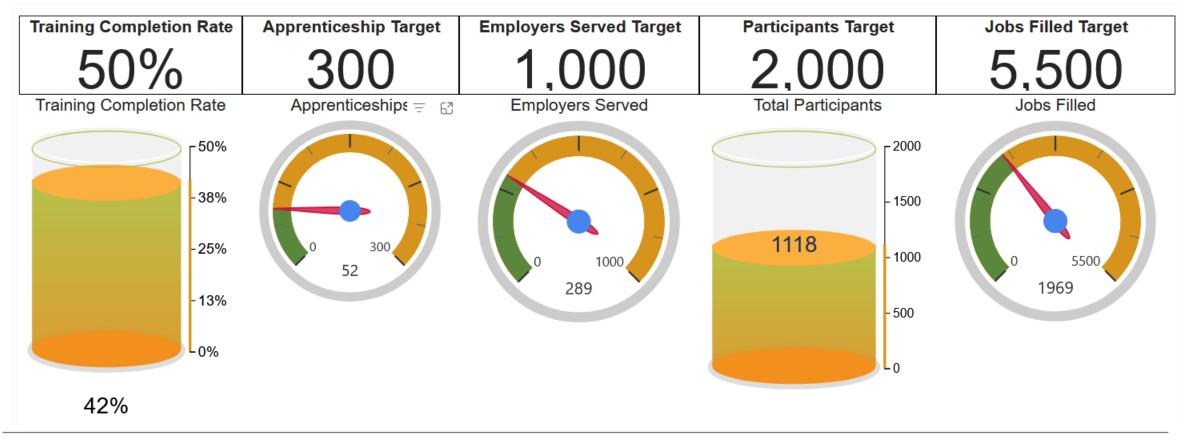
# **Misty Shulters**

#### **Deputy Director**

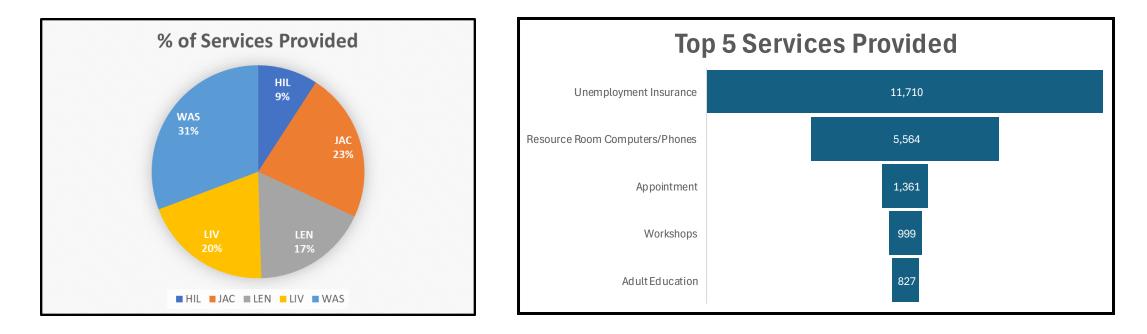




# **ORGANIZATIONAL TARGETS**



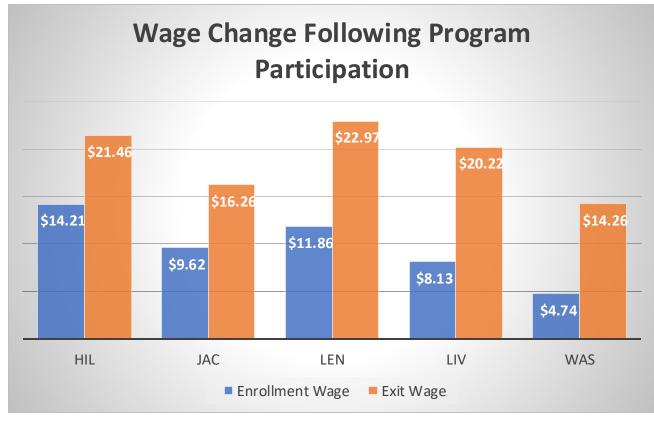


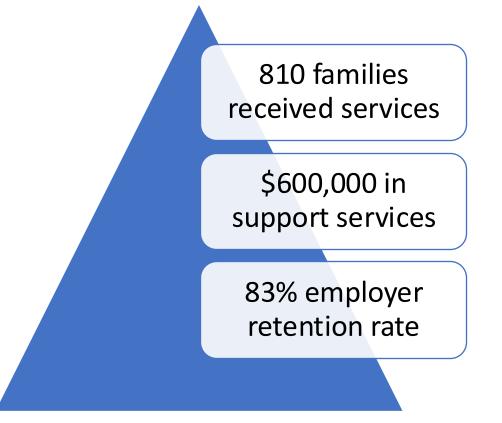


# 20,889 visitors | 22,381 services



# **2024 IMPACT**







## **OPERATIONAL HIGHLIGHTS**



"You always go above and beyond, and it's clear that you genuinely care about making a difference in the lives of your youth. Your colleagues and everyone in the Statewide network hold you in high regard, and it's easy to see why. " – *Kim Bordeau, Senior Manager of Program Success* 

Active Phase Metric "Use Any Contact/Participant Report		Month Goal/ Annual Goal	Affiliate
Contact Hours		21/40	38.16
Last Model Service Entered "One Last Model Service - Standard 10.3 report		Goal	Affiliate
Timely Model Service Entry		Every program has model services entered weekly	All programs within _ month
Completers Metric *Use Combined 5 of 5 Report + Scheduled 005		Monthly Goal	Affiliate
Graduation Rate	/	50%	95.12%
Connectivity Rate		95%	100
Employment		60%	89.19%
Full-Time Employment (30hrs/wk)	Ν	60%	87.88%
Total Full-Time Positive Outcomes		75%	87.18%
Further Education Rate		40%	43.24%

MWSE JMG team hit all 6 metrics, earning themselves incentives and statewide recognition!



## **OPERATIONAL HIGHLIGHTS**



PATH/FAET orientation has been selected as a best practice model for the state as they work to develop standard orientation materials

At a recent JMG event, the state WIOA Coordinator shared that "MWSE is doing great work!"

MWSE currently has 7 registered apprenticeship programs with 19 apprentices and 6 employers MWSE team members toured WCC's EV Lab to learn about training opportunities for employers & career seekers

Attended Jackson College Center for Applied Technologies grand opening

Summer Youth Employment plans in 5/5 counties

Digital Literacy grant through WIN to support career seekers with technology needs and training

Awarded highest grant in MWSE history to support Milnternship programming for PY2026

Applied for State Apprenticeship Expansion dollars to support registered apprenticeship development and expansion



# **NEED MORE VARIETY?**

This page is split to give you versatile white space on top and an interesting break below.



This design is useful if you want to emphasize a main point! 88%

This section great for metrics



Stay the course!

## Shamar Herron Executive Director





#### Advocacy Day in Lansing March 19, 2025



- Thank You Rick and Jamie
   All 16 Michigan Works! Agencies present
- > Agreed Upon Priorities are:
  - ✓ Going Pro Talent Fund
  - ✓ Michigan Skills Fund
  - Registered Apprenticeship
     Expansion
  - ✓ Barrier Removal Employment Support (BRES)



## Washington D.C. (NAWB and Hill Visits) March 28-April 1, 2025

Thank You Rich

- Attending the National Association of Workforce Boards (NAWB) Sat-Mon
- > Agreed Upon Priorities are:
  - ✓ Amenable WIOA Reauthorization
  - ✓ Trade Act Assistance reinstatement
  - TANF expanded training, enhanced childcare and transportation supports
     Reinforce Workforces well integrated partnerships





## Assuming a 10% Decrease in Overall Funding

#### <u>10%= \$1,502,249</u>

1) Realize Efficiencies with contractors (Lower contracted amounts by way of Procurement) 2) Audit fringe spending I-Adherence to per person limits II- Ensure there is no frivolous staff travel III- Scrutiny on conference travel 3) Merit increase amount to be considered (2024 Salary amount: \$3,602,955) 4) Identify Potential additional funding sources 5) Insurance absorption amount reduced



## Assuming a 20% Decrease in Overall Funding

#### <u>20%= \$3,004,499</u>

 Contractor Modifications (Possible Cancellation) Maximize Efficiencies: Reduction of vendor/Sub-Recipient contracts
 Adjustment of per person limits
 Reduction of Insurance increase absorption
 No Merit Increase



## Assuming a 30% Decrease In Overall Funding

#### 30%= \$4,506,749

- 1) Unnecessary Contracts cancelled
- 2) Reduction of Leased space
- Possible Reduction in Force/Movement to More P/T positions
- 4) Travel Freeze: In-Region and Out-Region/Conferences
- 5) Elimination of insurance increase absorption



## Assuming a 50% Decrease in Overall Funding

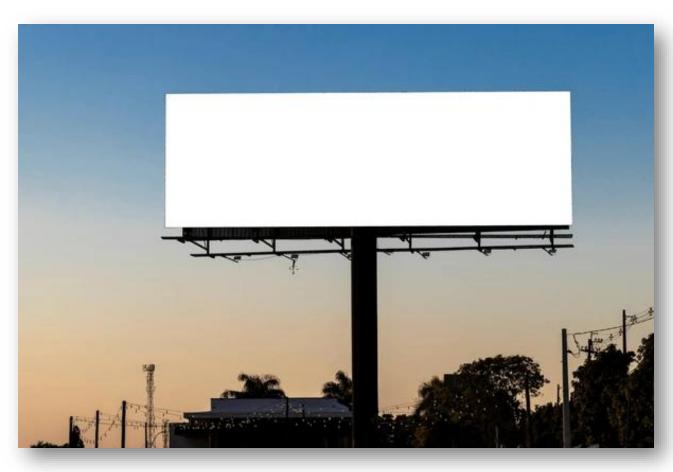
#### 50%= \$7,511,249

1) Reduction in Force and Benefits
 2) Center(s) closed
 3) Less Services delivered



# **Regional Bill Board Campaign**

- M-59 @ Tanger Outlet Mall (East and West)
- I-94 @ Willow Run Airport Exit
- I-94 @ Mile Markers 122 (W) and 123 (W)
- I-94 Exit 139
- I-94 Exit 150
- US-223 Humphrey HWY
- US 127 and 223 Junctions
- US 23 Willis Rd.



## CELEBRATING WOMEN'S HISTORY MONTH



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# HILLSDALE BREAKFAST









## **TEXTURE PAGE 3**

You can vary up your slides by using these abstract backgrounds.

#### NOTE:

 If you use images here, make sure they have transparent backgrounds!

# Happy Retirement Dan!













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## Thank You





Creating Connections to a Better Future!

# WWW.MWSE.ORG



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 | Paid for with State / Federal Funds | Proud Partner of the American Job Center Network | Toll-free telephone number 1-800-285-WORK (9675) | TTY: 7-1-1