Today’s Objectives

- Examine market-driven approach
- Discuss strategies for serving employers as customers AND as partners
- Explore fresh ideas for integrated business service delivery
Reference Citation and Appropriate Links

20 CFR 678.430(a)(4)(ii) and (a)(6): Career Services provided to businesses, LMI for businesses
https://www.govregs.com/regulations/title20_chapterV_part678_subpartB_section678.430

20 CFR 678.435: What are business services and how are they provided
https://www.govregs.com/regulations/20/678.435

20 CFR 678.440: Fees for business services
https://www.govregs.com/regulations/20/678.440

20 CFR 680.140(2)(i-iii): Services provided by Local WDBs to businesses
https://www.govregs.com/regulations/20/680.140
Business Engagement

- WorkforceGPS : The Business Engagement Collaborative
  https://businessengagement.workforcegps.org/
  - Sector Resources
  - Career Pathways
  - Funding opportunities
  - Resource Library: Employers
    https://businessengagement.workforcegps.org/resources/browse?id=122AF75B106F4312A31E096A43DD12C3
Introductions

- Michigan Works! Association
- Michigan Works! Agencies
Michigan Works!

30 Years of Innovation

UPWARD Talent Council
Networks Northwest / Northwest Michigan Works!
Michigan Works! Northeast Consortium
Michigan Works! Region 7B Consortium
Michigan Works! West Central
West Michigan Works!
Great Lakes Bay Michigan Works!
GST Michigan Works!

Capital Area Michigan Works!
Kinexus
Michigan Works! Southwest
Michigan Works! Southeast
Detroit Employment Solutions Corporation
Macomb-St. Clair Michigan Works!
Oakland County Michigan Works!
Southeast Michigan Community Alliance (SEMCA) Michigan Works!
Demand-Driven Definition

- Employer is the primary customer.

- The extent to which we meet employer needs is the extent to which we provide the best help to job seekers.
Employer = Primary Customer
Transition to Demand-Driven

- Challenges
- Staffing changes
- Performance
Business Solutions Professional (BSP)

- Certification Training developed in 2006
- Ensures staff are properly prepared to understand and fulfill employer needs
- 5-step Structured Process
Business Teams

- Integrated Business Service Delivery
- Engaging Business
- Aligning with economic development partners
Relationships

- Multi-functional, cross-dimensional organizations
- A seat at the table
- Alignment with partners
MiCareerQuest

MiCareerQuest Southwest 2016
from Kalamazoo RESA

https://vimeo.com/165025577
Manufacturing Day
Trades Day

U.S. Department of Labor, Employment and Training Administration
Service Delivery

- Good Economy
- Tough Economy
- Incentives
Michigan Works! Vision

Economic Prosperity. Everyone Works!.
Any Questions?
Contact Information

For questions regarding the information in presentation, send an email to*:

DOL.WIOA@dol.gov

*Please use Business Engagement as the subject line.
Thank you!