Leveraging Federal, State and Philanthropic Funds to Meet Short and Long-term Demand of Employers
Looks like you’re stuck with us... here’s what you get:

1. Understanding of Michigan and the Michigan Works! model
2. Short-term and long-term strategies (state and local)
3. A few ideas on policies that could be created, or funding pursued to enhance workforce development activities in your state or local area.
Michigan – 4 out of 5 Great Lakes choose us
Michigan’s population

Source: U.S. Census Bureau and Michigan Department of Technology, Management and Budget
Who is and who is not counted in the labor force?

Source: Michigan Department of Technology, Management and Budget.
Industry Employment Trends

Source: U.S. Bureau of Labor Statistics and Michigan Department of Technology, Management and Budget
16 Michigan Works! Agencies and Workforce Development Boards Covering all 83 Counties through 66 American Job Centers and 33 satellite offices.
Short-term Strategies - Going Pro Talent Fund

Eligible Training

Training programs funded by the Talent Fund must be short-term and fill a demonstrated talent need experienced by the employer. Training must lead to a credential for a skill that is transferrable and recognized by industry.

Classroom/Customized Training
On-the-Job Training
Apprenticeships for first year Department of Labor (USDOL) Registered Apprentices

Reimbursement for Training

Classroom/Customized Training
On-the-Job Training for new employees
Apprenticeships (first year apprentices only)

up to $1,500 per person
up to $1,500 per person
up to $3,000 per person
Short-term Strategies - Going Pro Talent Fund

Funding Awards

All funding is reimbursed upon completion of training and/or retention.

Size of companies receiving awards

893 employers
Average award= $36,520
Average award per person= $1,293

FY19 DATA AS OF JULY 1, 2019

- Fewer than 100 employees: 597
- 100 to 499 employees: 231
- More than 500 employees: 65
Short-term Strategies - Apprenticeships
West Michigan Works! currently holds the sponsorship for 22 US Department of Labor registered apprenticeship, with over 100 active apprentices and over 40 participating employers.

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<th>ADVANCED MFG</th>
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Funding Supporting Apprenticeship Programs

• Apprenticeship USA State Expansion
• America’s Promise Grant
• American Health Information Management Association
• Reemployment Services and Eligibility Assessment Work Based Training
• Going Pro Talent Fund
• Michigan Apprenticeship Industry Cluster Approach
A lost employee costs a company on average 33% of the employee’s base pay.

Employers will pay $600 billion in turnover costs in 2018 and can expect that number to increase to $680 billion by 2020.
THE LINK

1. BARRIER REMOVAL
   WE'VE REMOVED 700+ BARRIERS TO EMPLOYMENT WITH AN AVERAGE SOLVE TIME OF 28 DAYS

2. PARTICIPATION
   BASED ON OUR CURRENT CLIENT DATA, 40% OF YOUR WORKFORCE WILL UTILIZE OUR SERVICES

3. RETENTION
   THIS YEAR ALONE WE'VE RETAINED 84% OF THE EMPLOYEES WE WORK WITH

4. RETURN ON INVESTMENT
   IN 2018 OUR CLIENTS SAW AN ROI OF 543% AS A MEMBER OF THE LINK NETWORK

1. NETWORK OF SOLUTIONS
   OUR TEAM WORKS CLOSERLY WITH REGIONAL PARTNERS IN ORDER TO DESIGN AND CATER SOLUTIONS SPECIFIC TO THE NEEDS OF YOUR WORKFORCE.

2. RELATIONSHIPS
   WE BELIEVE IN CREATING LASTING RELATIONSHIPS WITH YOUR WORKFORCE - PROVIDING ON-SITE SUPPORT FOR FACE-TO-FACE COACHING WHENEVER NEEDED.

3. SUCCESS COACHES
   THE SUCCESS COACH POSITION IS DEDICATED TO YOUR EMPLOYEES SUCCESS; AN INDIVIDUAL DETACHED FROM YOUR WORKFORCE COMMITTED TO THE SUCCESS OF EVERY MEMBER OF YOUR STAFF.

4. EXPERIENCE WHERE IT MATTERS
   AN INVESTMENT IN THE SUCCESS OF YOUR EMPLOYEES IS MULTIPLIED WHEN OUR DEDICATED AND EXPERIENCED STAFF ARE BEHIND THE WHEEL.
Long-term Strategies – Talent Tours
WE’RE ON A MISSION TO EQUIP YOUNG PEOPLE WITH THE SKILLS TO OVERCOME BARRIERS AND WIN IN EDUCATION, EMPLOYMENT, AND AS CITIZENS.
Long-term Strategies - Jobs for Michigan Graduates
Funding Supporting Jobs for Michigan Graduates
Key Takeaways

1. Innovation
2. Flexibility
3. Collaboration
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