

The Business Model

Business, Community, & Workforce Development

Presented by the U.S. Department of Labor, Employment and Training Administration

Today's Objectives

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2017 WIOA National Convenings

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



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The Regulations

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

Guidance & Specific TA

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

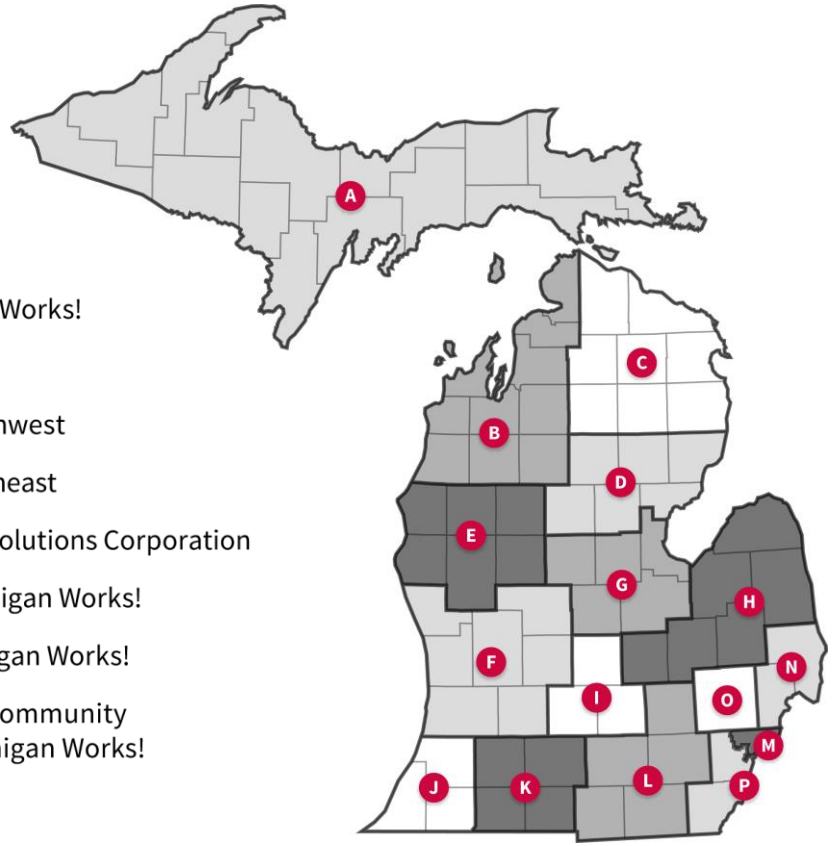
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- Michigan Works! Association
- Michigan Works! Agencies

Michigan Works!

30 Years of Innovation

- A UPWARD Talent Council
- B Networks Northwest / Northwest Michigan Works!
- C Michigan Works! Northeast Consortium
- D Michigan Works! Region 7B Consortium
- E Michigan Works! West Central
- F West Michigan Works!
- G Great Lakes Bay Michigan Works!
- H GST Michigan Works!
- I Capital Area Michigan Works!
- J Kinexus
- K Michigan Works! Southwest
- L Michigan Works! Southeast
- M Detroit Employment Solutions Corporation
- N Macomb-St. Clair Michigan Works!
- O Oakland County Michigan Works!
- P Southeast Michigan Community Alliance (SEMCA) Michigan Works!



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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

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

Just-in-Time Training



Relationships

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

MiCareerQuest



https://vimeo.com/165025577

Manufacturing Day



Trades Day



Service Delivery

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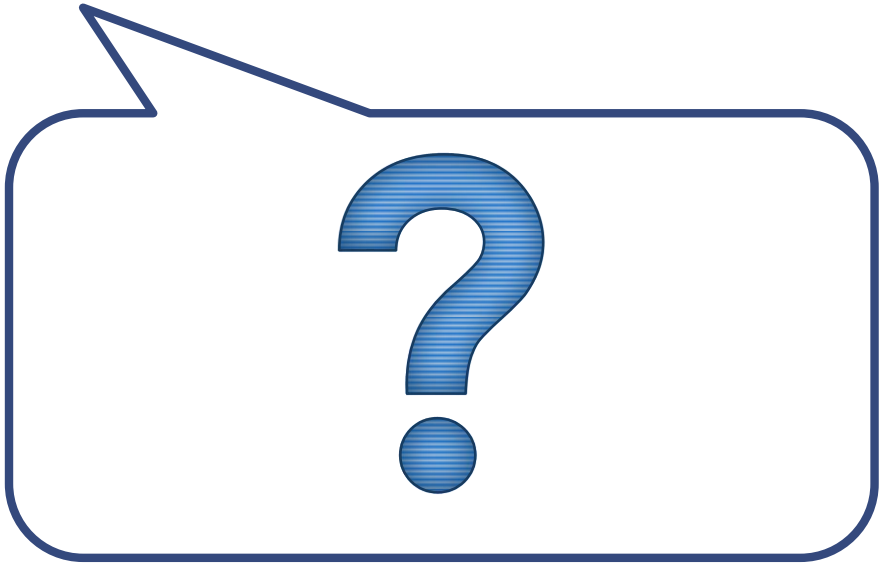
- Good Economy
- Tough Economy
- Incentives

Michigan Works! Vision

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Economic Prosperity. Everyone Works!.

Any Questions?



Contact Information

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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!