



Annual Report

July 1, 2010-June 30, 2011

Mission Statement

The Northcoast Jobs Connection utilizes the partners' combined resources in a timely, effective, and efficient way to assist businesses in meeting their workforce needs, and to assist job seekers in entering, remaining, and progressing in the workplace.



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Table of Contents

About Workforce Development.....pg. 1

- ❖ Board Members
- ❖ Vision

Successes.....pg. 2

- ❖ Statistics
- ❖ A Look at the Numbers

Finances.....pg. 8

- ❖ Funding Sources

Work Behind the Scenes.....pg. 9

- ❖ Committees

Employer Servicespg. 13

- ❖ SCOTI Activity Report
- ❖ On-the-Job Training
- ❖ Job Skills Testing
- ❖ Mass Recruitments
- ❖ Rapid Response Services

Success Stories.....pg. 15

- ❖ Adult
- ❖ Dislocated Worker
- ❖ Youth
 - In-School Youth
 - Out-of-School Youth

“Bringing Employers and Employees Together”



About Workforce Development

Board Members

Bruce Schrader, Chair

Clyde Tool and Die

Martin Jay, Vice-Chair

Teamsters Local 20

Jon Detwiler

McPherson Middle School

Dinah Dwyer

Whirlpool Corporation

Gregg Gerber

Heinz USA

Ed Harper

Terra Community College

Mark Koenig

Ohio State University Extension
Office

Rosemary Krieger

Vanguard Sentinel CTC

Betty Love

Personal D'Signs

Ann Overmyer

Customer Representative

Mayor Terry Overmyer

City of Fremont

Warrenette Parthemore

Memorial Hospital

Peter Siegel

Fisher & Paykel

Jeanne Vanyo

Revere Plastics Systems

James Weaver

Plumbers and Pipefitters Local 50

History

“The Workforce Investment Act of 1998 (WIA) reformed federal employment, training, adult education, and vocational rehabilitation programs by creating an integrated "one-stop" system of workforce investment and education services for adults, dislocated workers, and youth.” The Sandusky County Job Store, in partnership with 23 agencies, provides these services to employers and job seekers. The Job Store provides resources such as, books, videos, and newspapers; job listings; area maps; interview tips; resume writing; copy and fax machines; internet access; telephones; workshops, and more to job seekers. Employers are offered similar services in addition to On-the-Job Training; Workshops; Recruiting and Hiring Assistance; Plant Closing, Lay-off Aversion, and Downsizing Assistance; Meeting Rooms; Tax Credit Information; Labor Market Information; Job Skills Testing, and Unemployment Insurance Information.

Vision Statement

The Northcoast Jobs Connection demands excellence at all levels, collaborates effectively, builds creatively upon available resources, and fosters a robust economy.

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Successes

Statistics

Number Enrolled

- * __5__ Adults
- * __66__ Dislocated Workers
- * __30__ Out-of-School Youth
- * __98__ In-School Youth

Number Graduated

- * __2__ Adults
- * __19__ Dislocated Workers
- * __5__ Out-of-School Youth
- * __13__ In-School Youth

Number Employed

- * __3__ Adults
- * __31__ Dislocated Workers
- * __15__ Out-of-School Youth
- * __27__ In-School Youth

Average Cost per Participant

- * __\$2,944.99__ Adults
- * __\$ 743.72__ Dislocated Workers
- * __\$2,611.40__ Out-of-School Youth
- * __\$1,107.58__ In-School Youth



71 people received training services in Sandusky County.

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Successes (con't.)

Sandusky County Annual PY 2010 Performance

Performance Measure	Numerator\ Denominator		Rate	PY 10 Std	80% Std	PY 10 E/M/F
Adult Entered Employment	49	55	89.1%	70%	56%	E
Adult Retention Rate	8	8	100%	87%	69.6%	E
Adult Average Earnings	\$69,553	4	\$17,388	\$14,500	\$11,600	E
DW Entered Employment	54	58	93.1%	78%	62.4%	E
DW Retention Rate	9	9	100%	92%	73.6%	E
DW Average Earnings	\$106,806	7	\$15,258	\$17,000	\$13,600	M
Youth Placement in Emp or Ed	25	30	83.3%	60%	48%	E
Youth Certificate or Diploma	18	31	58.1%	42%	33.6%	E
Youth Literacy and Numeracy	2	3	66.7%	37%	29.6%	E
Participants During PY 2010	Adults 133		DW 127	Youth 77	OSY 14	ISY 63
Exiters During PY 2010	82		80	35	10	25

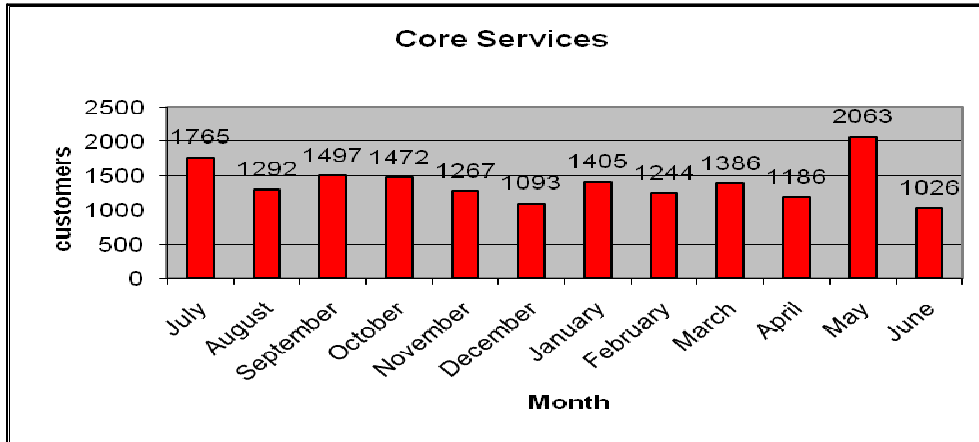
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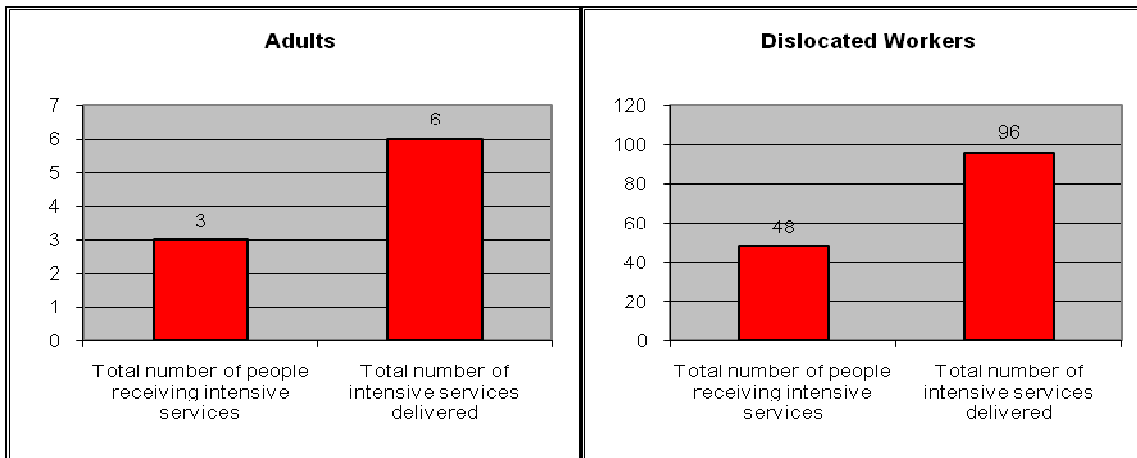
Successes

A look at the numbers.....

Core Services offer immediate assistance to the job seeker. Throughout program year 2010 (July 1, 2010 – June 30, 2011), we served 16,696 job seekers. The chart below depicts the number of customers that came into the Job Store each month.



Intensive Services are offered to the job seeker if they are unable to obtain employment or are employed and require further services to obtain or retain employment to achieve self-sufficiency.



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Successes (con't.)

Training Services are made available to customers who are unable to obtain or retain employment through the use of Intensive Services.

Adults

Provider and Program	Still Enrolled	Graduated	Employed	Training Related	Wages	Exited
Brown Mackie						
Medical	1	0	0	0	0	0
Terra Community College						
Mechanical Engineering	0	1	1	1	\$17.00	1
Medical Assistant	0	0	0	0	0	1
Trainco Inc.						
Truck Driving	0	1	1	1	\$22.50	1

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Successes (con't.)

Training Services (con't.)- Dislocated Workers

Provider and Program	Still Enrolled	Graduated	Employed	Training Related	Wages	Exited
Bowling Green State University						
Engineering Technology	1	0	0	0	0	0
Respiratory Therapy	0	1	1	1	\$18.45	1
Brown Mackie						
LPN Program	1	1	0	0	0	0
Occupational Therapy	4	0	0	0	0	0
C. Nelson Manufacturing						
Production Worker- OJT	0	1	1	1	\$11.50	1
EHOVE						
Health Careers	2	0	0	0	0	0
Culinary Arts	1	0	0	0	0	0
Great Lakes Truck Driving						
CDL/Heavy Equipment	0	6	6	3	\$13.75	5
Mercy College Of NW Ohio						
Polysomnographic	1	0	0	0	0	0
Phlebotomy	0	1	1	1	\$11.50	1
Ohio Business College						
Legal Assistant	0	2	2	1	\$9.21	1
Owens Community College						
Manufacturing & Industrial Operations Technologies	1	0	0	0	0	0
Dental Hygienist	1	0	0	0	0	0
Precision Automotive, Inc.						
Production Workers- OJT's	0	11	11	9	\$11.02	11
Root's Poultry						
Production Worker- OJT	0	1	1	1	\$8.00	1
Terra Community College						
3 D Animation	0	1	0	0	0	0
Business Management	1	0	0	0	0	0
HVAC	0	1	0	0	0	0
Health Information Technology	1	0	0	0	0	0

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Successes (con't.)

Training Services (con't..)- Dislocated Worker

Provider and Program	Still Enrolled	Graduated	Employed	Training Related	Wages	Exited
Terra Community College (con't.)						
Industrial Maintenance	1	0	0	0	0	0
Mechanical Engineering	1	0	0	0	0	0
Medical Assisting	2	2	1	0	\$7.50	1
Medical Office Administration	2	0	0	0	0	0
Office Administration	2	0	0	0	0	0
Power and Controls	1	0	0	0	0	0
Power Technologies	0	1	1	1	\$15.75	1
Social Work Assistant	0	1	0	0	0	0
Social Work-Chemical Dependency	1	0	0	0	0	0
Welding - Project Hire	0	5	5	3	\$13.62	5
Wind Turbine	0	1	0	0	0	0
Toledo Restaurant Training Center						
Culinary Arts	1	0	0	0	0	0
Tower Automotive Inc.						
Assemblers- OJT	0	5	1	1	\$11.50	5
Trainco Inc.						
Truck Driving	0	1	1	0	\$18.00	1
University Of Findlay						
Environmental Management	1	0	1	1	\$28.00	0
Vanguard Vocational School						
Office Administration	0	3	1	0	\$7.50	2
Whitey's Jam Tire Service						
Mechanics- OJT's	0	2	1	1	\$10.00	2

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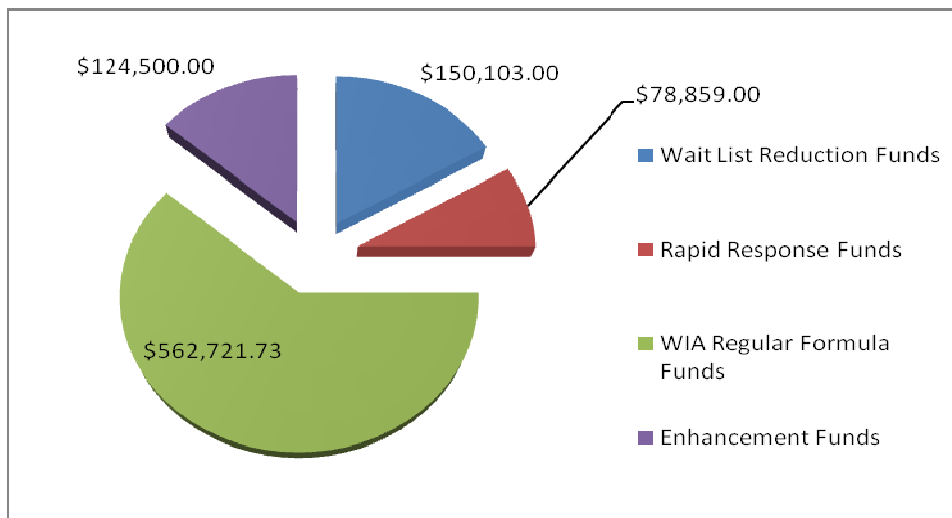


Finances

Funding Sources

Program year 2010 brought a 6% reduction in the regular WIA allocation. With increased customer needs, we found it necessary to apply to Area 7 for additional funds.

The chart below depicts the funding sources and the dollar amounts of each source.



Rapid Response funds and Wait List Reduction funds were applied for at the Area 7 level to assist with the additional training needs of dislocated workers who were unable to be served with regular formula funds.

One-Stop System Enhancement funds were used to enhance physical and technological access to services in the Job Store. The Job Store used these funds to purchase new tables and chairs, supplies (for printers, copiers, and computers), signage for the Job Store, new computers (including 2 laptops), copiers, scanners, fax machines, televisions, DVD's, computer chairs, privacy booths and pens.

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Work Behind the Scenes

Committees

The Policy Committee

The goal of this committee is to ensure that intensive and training services are provided to customers in an efficient manner that meets the needs of those customers.

To meet this goal, the committee will create and approve new policy when a need is determined. This committee also will review existing policy as recommended by the Sandusky County WIA Board, but a complete review will be done no less than annually.



The Policy Committee approved 5 policies this Program year.

The Business Relations/Marketing Committee

The goal of this committee is to provide guidance and oversight to make sure the needs of local businesses are being met and to provide guidance to the local WIA entities, sub-recipients, and/or subcontractors on how best to market those services.

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Work Behind the Scenes (con't.)

The Business Resource Team

There are many services the One-Stop system can provide to the Employer community. In order to increase the awareness of those services, a Business Team was created. This team, at a minimum, will have the following membership: Wagner-Peyser staff, ODJFS veteran's representatives, Economic Development staff, and County Job and Family Services Workforce Development staff.

The Business Team will be responsible for the following:

- ❖ Implementation of the marketing plan as it relates to the Employer community
- ❖ Data-entry and the management of job orders in SCOTILE as requested by Employers.
- ❖ Coordination of rapid response efforts
- ❖ Employer visits



There were
20 On-the-Job
Training Contracts
written with 5
employers this
program year.

The Training Committee

The goal of this committee is to approve, review and recommend continued utilization of training providers for the Regional Board.

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Work Behind the Scenes (con't.)

Northcoast Regional Advisory Committee (NRAC)

- ❖ NRAC worked on the completion of the Memorandum of Understanding for the upcoming year.

Sandusky County Economic Development Practitioner's

- ❖ The Job Store assists with developing talent to ensure a ready workforce for employers that are expanding or locating to this area.

Sandusky County Human Resource Management Association

- ❖ The Department funded the September 2010 meeting featuring Scott Warwick's presentation on "Emotional Intelligence, Tolerance and Diversity for White Guys...and Other Human Beings."

Sandusky County Reentry Collaboration

- ❖ The Reentry Collaboration meets monthly to report on the goals of its grant and the work it does for those felons reentering the workforce.



42 % of the participants became employed.

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Work Behind the Scenes (con't.)

National Emergency Grant- On the Job Training Funds

- Last year the State of Ohio began offering Ohio businesses \$3.8 million in grants through its On-the-Job Training Program.
- Employers will be reimbursed a percentage of the trainee's regular wages during the training period, not to exceed \$8,000.
- Sandusky County led Area 7 in the number of OJT contracts with NEG Funding. Area 7 (comprised of 43 counties) had 77 contracts with 9 from Sandusky County.

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Employer Services

SCOTI Activity Report

	Applicants	Job Orders Entered	Matches Run		Notifications	Referrals	Placements
	Registered	One Stop	Seeker	Job Orders Made	Made	Made	Made
Sandusky Co. PY'10	2,800	333	5,998	83	4,868	4,228	442*
Sandusky Co. PY'09	2,900	133	2,913	31	3,012	2,784	1090*

*Due to a change in databases, not all placements were captured.

On-the-Job Training

- ❖ C. Nelson Manufacturing- 1 individual
- ❖ Precision Automotive- 11 individuals
- ❖ Root's Poultry- 1 individual
- ❖ Tower Automotive- 5 individuals
- ❖ Whitey's Jam Tire- 2 individuals

Job Skills Testing

- ❖ Carbo Forge
- ❖ Fremont Logistics
- ❖ Memorial Hospital
- ❖ Sandco Industries
- ❖ Sandusky County Department of Job and Family Services
- ❖ Style Crest
- ❖ Windsor-Mold/Autoplas

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Employer Services (con.'t)

Mass Recruitments

- ❖ Heinz – 732 applications taken in 5 days.
- ❖ Kelly Services –July thru June- staff assisted with mass recruitments and orientations. There were 1,352 applications taken.

Rapid Response Services

Last Day Worked	Return to Work	Employer Name and Local Address	# Laid Off	Comments
12/23/2010	1/3/2011	First Choice	20	seasonal lay off
12/2/2010	unknown	Capital Aluminum and Glass	14	seasonal lay off
6/11/2011	no	St. Mary's School		closure
3/18/2011	4/30/2011	Kmart	133	layoff
3/18/ 2011	unknown	Spieldenner's	13	closure
12/11/2011	unknown	Kelly's Services	560	temp layoff
4/20/2011	no	WSOS	13	layoff
5/31/2011	no	Verizon	2	layoff
12/20/2011	unknown	Whirlpool	unknown	seasonal lay off
5/6/2011	no	Rod's Car Care	13	closure- but since reopened
unknown	unknown	Tower	unknown	line to be closed
6/30/2011	no	WSOS	3	layoff
unknown	unknown	Woodmore local schools		just staff changes
unknown	unknown	Lakota	unknown	unknown
unknown	unknown	Fremont City Schools	13	bumping rights
unknown	unknown	Amcor Rigid Plastics	unknown	unknown
unknown	unknown	Burgoon Post Office	1	unknown
unknown	unknown	FPM	1	adm assistant only
Total			786	

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Success Stories

Adult

Gary, a single man in his early 50's, worked for years in jobs such as food service and title search where he earned a meager existence. Tired of the long hours in food service, Gary came to the Job Store to see if he could find a career, not just a job. He expressed interest in truck driving, so Kendra administered the PESCO vocational assessment test to Gary to see if he had the aptitude and ability to become a truck driver. Gary was exhilarated when he found out that he scored a 12.9+ on the reading portion and a 9-12 grade math level of the PESCO test. That meant he could start his truck driving courses at Trainco!



“Scott’s takes him cross country where he is able to see many cities that he only dreamed of seeing in his lifetime.”

Gary graduated on time and even earned a bus endorsement along with his CDL. Gary told Kendra he had two interviews with trucking companies the very week he graduated. Gary’s first job in his truck driving career was with Scott’s Transportation out of Toledo where he averaged \$900 per week, well above his restaurant earnings! Scott’s takes him cross country where he is able to see many cities that he only dreamed of seeing in his lifetime!

The long-over-the road trips took its toll on Gary and he now is employed by Davidson Trucking. Gary states he still is making good money, however he is not gone for weeks at a time with this company and LOVES his truck driving job!

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Success Stories

Dislocated Worker

Ricky was a married father of 3 when he was let go at Honeywell, his job had been sent to another country. He had been there for 3 years. He had been employed at 4 different factories from 2001 through 2008. He was laid off at 3 of the factories and quit the other for higher pay at Honeywell.

He had taken a Basic Machining and Blueprint Reading class at Terra Community College. He was a High School graduate. He had also received an Honorable Discharge from the United States Marines.

Ricky was laid off on 9/29/08, in the middle of the recession. When we first spoke with him he did not know what way to turn. He had applied to over 30 businesses in the area and was not hearing anything. We met after Honeywell employees attended a Rapid Response session. He had questions regarding going to Terra Community College to be an Electrician. We talked it over with the Trade Act Representatives who informed Ricky that he would be eligible for the Trade Act, which would enable him to collect unemployment for 2 years as long as he was a full-time student and maintained good grades. It was decided that “Trade” would cover tuition, books, and fees. Our Workforce Investment Act program (WIA) would cover supportive services if needed.

Ricky started his training on 1/12/09 at Terra C.C. in the Industrial Electricity- Power and Controls program. He did well and faithfully reported to us each month with grades and attendance. The family was struggling with unemployment as their only income, and they had only one car. Nine months into the program he called and said his car broke down and he had missed classes that day and that he did not have any money (\$720.97) to get the car fixed. He was told WIA could help him with that. He was very grateful for the help, he had forgotten about the supportive services available.

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Success Stories

Dislocated Worker (con't.)

Four months later the family home caught on fire, it was totally destroyed. Ricky and his family found a place to stay through the insurance, but he thought it would be best if he quit school. We talked about it for some time and he was advised that he was passing up his golden opportunity as he only had a semester and a half away from his goals! He spoke with his teachers and they said they would work with him on making things up as he had missed 2 weeks of school.



“...the family home caught on fire, it was totally destroyed.”

Ricky called three weeks later and told me the family car had “serious” problems, and he could not take it anymore. The WIA case manager advised him to get 3 estimates. The lowest estimate on the van was \$2,189.98 and Ricky said he didn’t expect us to help with such a large amount. We had received a Rapid Response grant a few weeks before, so we were able to help. He was able to find a ride to school for a couple weeks until the car was fixed.

Trade continued to pay for Ricky’s training and he graduated 6/1/11- on time. He had found employment at Revere Plastics earning \$15.00 per hour with benefits on 5/23/11, a week before graduation. He is now earning over \$16.00 per hour, but more importantly, he is getting experience as an Industrial Electrician. He should be earning \$18.00 to \$23.00 per hour within 2 years. Ricky made some great choices and has fought through some real adversity the past several years. He could not have done it without the help from supportive services the WIA program provides. He is very grateful for the help he received from both the Trade Act and WIA supportive services. His family has now been stabilized and is living in their new house here in Fremont, Ohio.

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Success Stories

In-School-Youth

Terra came to our program as a youth requiring additional assistance and basic skills deficient. She has earned her diploma, is now employed (35-40 hours a week) and has begun attending a Culinary School in Florida.



... “is now working as an STNA while attending nursing school in the evenings.”

Out-of-School-Youth

Joshua entered the youth program a school dropout and as a homeless youth. Joshua has since completed his GED, attained an State Tested Nursing Assistants Certification(STNA), and is now working as an STNA while attending nursing school in the evenings.

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