



Newsletter

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177 Main Street in the  of downtown Painesville.

Lake1Stop Delivers Stellar Program Performance in PY 10

by Bob Dawson, CWDP

The numbers are in, the tabulations have been made and the results have been released for Program Year 2010 (July 1, 2010 – June 30, 2011). Now, you can take it to the bank. **Local Workforce Area #5 (Lake County) and Lake1Stop, has once again delivered stellar performance results.** Most everyone reading this knows my preponderance for little sayings and clichés. That being said, there is an old, but sustaining adage in business that says: “What gets measured gets done.” Lake County appears to be benefiting from our commitment to results and the Workforce Investment Board’s use of three separate methods to measure the effectiveness of our programs and services.

The Common Measures represent the statutory performance requirements of the Workforce Investment Act (WIA). Common Measures data is collected and managed by the State of Ohio and is published by ODJFS quarterly. For PY 2010, the 4th quarter year-to-date performance data has been released and Lake County **“Exceeded” all 9 of the 9 Common Measures.**

Lake County also uses the Lake1Stop Balanced Scorecard to manage and monitor various initiatives and operational outcomes for the One-Stop. **Lake1Stop achieved or showed considerable progress in 21 of the 23 targeted areas during PY 10.** Customer Satisfaction and Employer Satisfaction were two areas on the scorecard deserving special mention. 98% of all individual

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consumers gave their experiences at Lake1Stop high marks. 100% of all employers surveyed, expressed their satisfaction with the services they received through Lake1Stop.

Lake County’s third performance tool is their WIA Return on Investment (ROI) Analysis. The ROI accumulates all costs involved in operating our workforce programs and compares them against the first year earnings of clients exiting the system. During PY 2010, 124 registered clients exited the system. **The first year earnings for the exciter’s totaled over \$4.5 Million representing a 452% ROI.** This is the second consecutive year that our ROI has exceeded the targeted goal of 300%. These statistics and the results they represent further substantiate the effectiveness of our public workforce system and the value it brings to the economy and the taxpayers. The WIB and the staff, providers, employers and clients from Lake County deserve the credit for this success. All stakeholders should be proud of these accomplishments and for the jobseekers and their families that have worked to get back into the mainstream of life.

Thanks and congratulations to everyone who has played a role. Now, know that there is another old adage that says “Momentum is everything.” Let’s keep it rolling in Program Year 2011 Lake County!

Eye on Exel

By Leslie Ryan

Human Resources Representatives from Exel contacted Lake1Stop in June to advise that they were expanding operations to Mentor, Ohio and wanted to discuss their hiring needs. They had previous success utilizing One-Stop services in another county and were hopeful that Lake1Stop could offer assistance. They toured our facility in June and met with our Business Services Team in July. Preparations were made to hold a recruitment event.

Lake1Stop hosted a Job Fair for Exel on July 13th. Approximately, one hundred (100) candidates came to the event and filled out applications. After the applicants were screened, representatives from Exel interviewed over sixty (60) candidates throughout the day, and collected an additional thirteen (13) resumes from candidates who may fit positions down the road. I am pleased to report that as of August 1st, fourteen (14) candidates have been offered positions. In addition, they are interested in applicants for the Material Handler position which has been put on hold due to a later than anticipated start date. This one day event met most of their hiring needs and they are extremely pleased with our services.

Exel has a long history of providing warehouse solutions to many Fortune 500 Companies. They offer competitive wages, excellent affordable insurance benefits, 401K plan, profit sharing and two weeks paid vacation and paid holidays



Lakeland Offers Customized Solutions for Businesses

By Leslie Ryan

Lakeland's team of training professionals at the Center for Business and Industry will get you *solutions* to your *business challenges* through training that is *customized* for you in *content, time* and *location*.

Steps to Your Customized Solution:

Needs Analysis – Their team will meet with you and your organization to assess and discuss your needs, desired results, and valued outcomes.

Custom Design – Based on your needs analysis, they will custom design your program to deliver what you want, when you want it and where you want the training delivered.

Pre-Program Work – This step is provided to get all your participants prepared. This may include actual pre-work or may be a simple statement outlining what participants should expect.

Implementation – When it comes time to implement your program, they will deliver dynamic, interactive, and action oriented learning using proven instructors and professionally developed materials. Post-Program Follow-up They will help you apply the results of the training driving your individual and organizational learning into application.

ROI – Lastly, they will work directly with you to measure your valued outcomes and develop strategies for keeping your valued outcomes and results active and current.

Lakeland's team of training professionals has trained over 4,700 individuals since 1999 and will get you solutions to your business challenges through training that is customized for you in content, time and location. Contact tbailey@lakelandcc.edu.

Partner Corner

Goodwill Industries of Ashtabula

Terry Schepley has been named as the Interim Rehabilitation Director at Goodwill Industries of Ashtabula.

Lake County Port Authority

The Ohio Small Business Development Center Presents On-Base-Start Training. This is FREE training for those interested in starting a business. Friday classes are held at Lakeland Community College at 8:30 am-12:30 pm as follows: August 12, September 9, 2011. Monday classes are held from 6:00 pm-10:00 pm as follows: September 12, 2011. At the conclusion of this class you will know what it takes to start a business is. Some topics includes: Your business idea, market research, writing a business plan, ownership structures, record keeping and financing. Reservations are required. Call 440-357-2290, extension 235.

Lake1Stop

Today, search millions of resumes which include job seekers based in Ohio, limited bordering states and those willing to relocate to Ohio for the talent and skills you need for **FREE**.

Lake County has written 12 On-the-Job training contracts through the National Emergency Grant funds. We rank 3rd in Ohio.

Painesville ABLE

Painesville ABLE is holding an ABLE/GED class at National College on Monday nights from 6-8:30 PM at Loehman's Plaza in Willoughby Hills. Call 440-354-5551 to register.

Lakeland Community College

The Holden University Center at Lakeland Community College is opening this fall. To see a list of the degree programs being offered from nine (9) area colleges and universities see www.lakelandcc.edu.

ANNOUNCEMENT

Want us to feature your company or agency?

Send a flyer to Leslie Ryan at:

ryanl01@odjfs.state.oh.us

We will advertise this on our website for **FREE**. In addition, we will share this with Lake1Stop Partners and post the information in our Resource Room,

Ohio

Department of
Job and Family Services



Ohio Means Jobs