

TO: Executive Committee Board

DATE: 07/21/17

FROM: WDB Staff

For Action

For Information

For Discussion

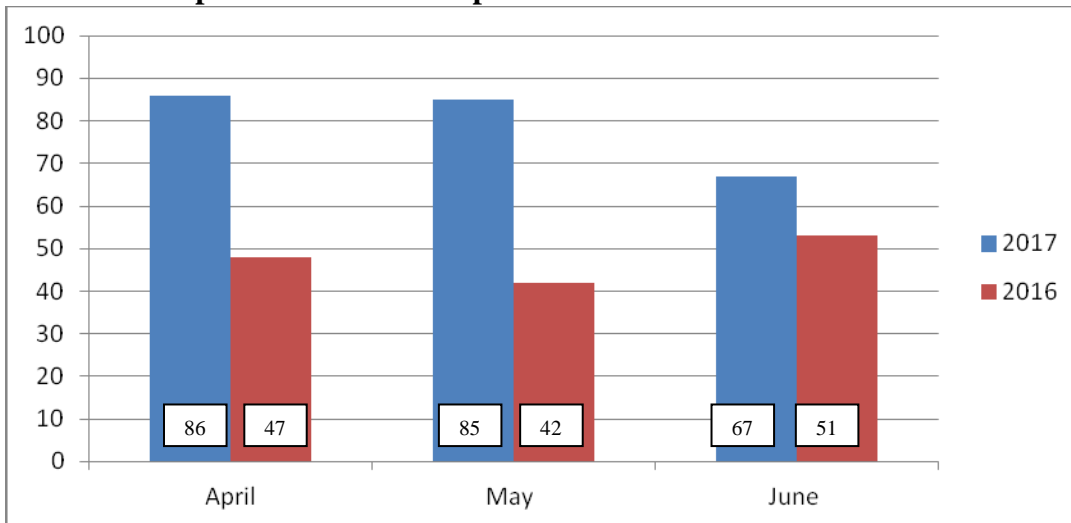
SUBJECT: Business Activity for 4th Qtr- April to June, 2017.

PROPOSED MOTION (S): For Information Only & Discussion.

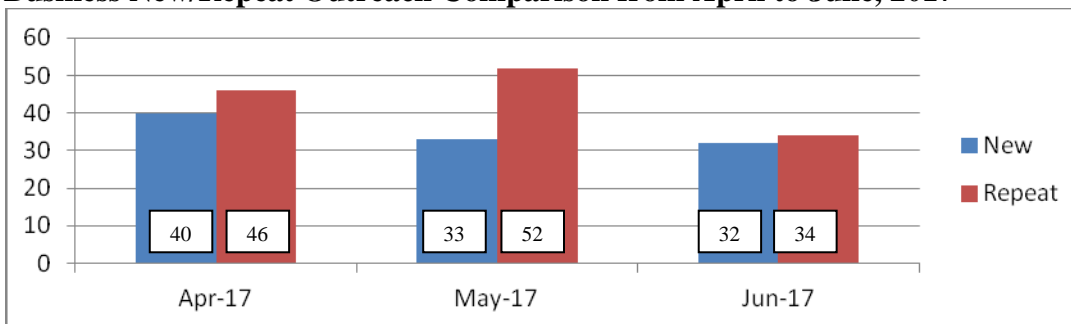
DISCUSSION: The information below displays our Business Service activity report for the months of April, May, and June of 2017.

Business Outreach- Business Services has reached out to businesses promoting both Worknet and our Human Services Agency (HSA) programs with employers, and other resources. The purpose of our outreach is to identify business needs, build partnerships, and have employers use Worknet as their primary one-stop shop for their labor demands.

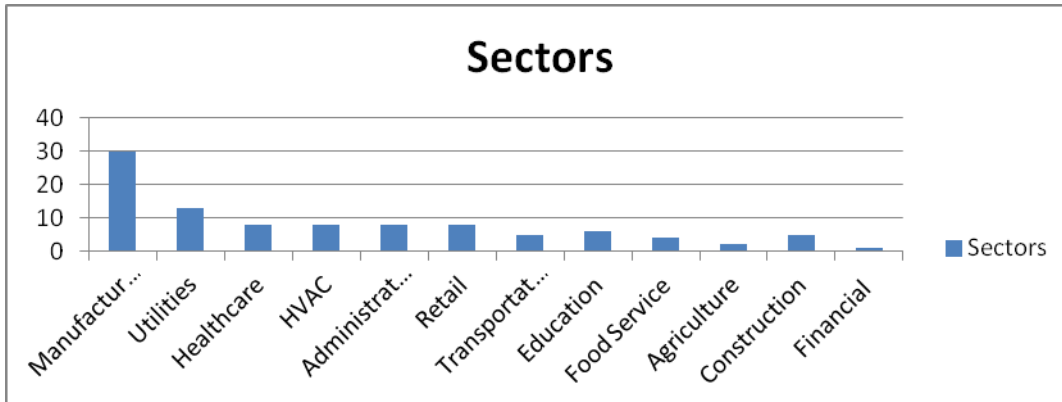
Business Comparison Outreach report 2016 vs. 2017



Business New/Repeat Outreach Comparison from April to June, 2017

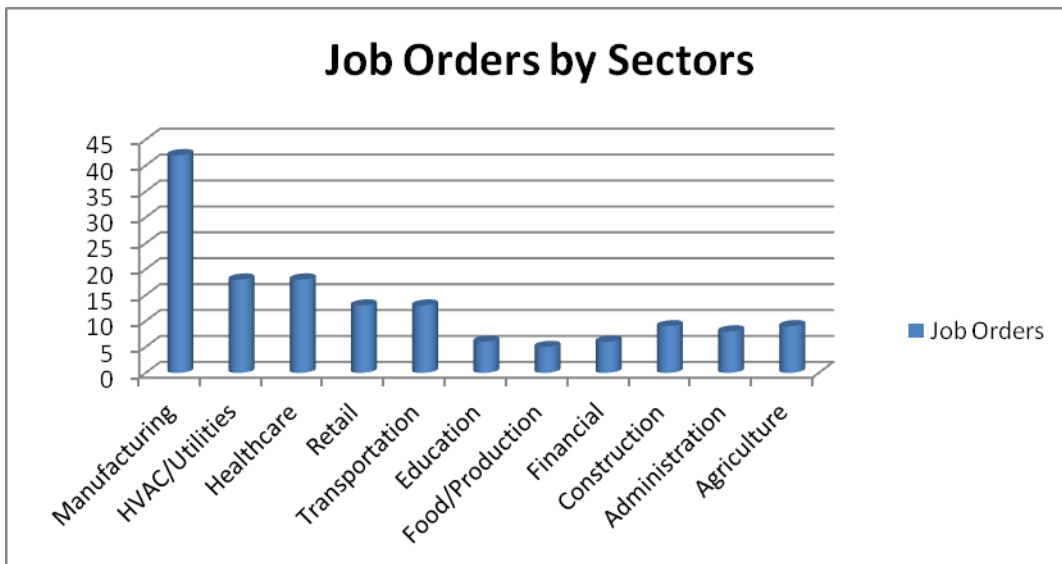


Business Connections – Sector Industries (April to June, 2017)



Total connections for the months of January to April is **98**. There were 27 new connections and 71 repeat connections. The chart shows Business Services engaging with businesses by helping employers collect resumes, screen candidates, advertising job orders, and other referrals.

Job Orders – April to June, 2017 ****Report****



Total job orders secured by our Business Service Team were **147 in our Business Service Tracking System (BSTS)**. These job orders were shared with our partners, schools; and some job orders entered in CalJOBS per employer request.

Jobs Reported – Worknet Staff

All jobs reported by our Worknet Staff entered in our database. The information is a combination of completed training, job search, and job orders from our center.

April 2017

CNA	La Sierra Care Center	\$10.50
Pump Technician	San Luis Pump Company	\$13.00
Medical Assistant	Atwater Medical Group	\$11.00
Dispatcher	All American Plumbing	\$13.00
Janitor	Atwater Elementary School	\$11.00
Delivery Driver	Helena Chemical	\$15.00
Office Manager	Merced Faculty Associates	\$14.00
Truck Driver	Northern Refrigerated Transpo	\$10.50
Truck Driver	Central Valley Trucking	\$13.00
Warehouse Worker	Volk Enterprises, Inc.	\$10.00

**** Total hired & confirmed in April = 10****** Average wage \$12.10 ******May 2017**

Caregiver	Mission Gardens Assisted Living	\$11.00
Caregiver	The Bradford Home	\$10.00
Construction Manager	Staten Solar Corp.	\$34.00
Construction Worker	WM Construction	\$31.04
Machine Operator	Merced Screw Products	\$10.50
Production Worker	Quad Graphics	\$13.00
Inventory Control Clerk	John B. Sanfilippo & Son, Inc.	\$16.50
Inventory Supervisor	Bishop Services, Inc.	\$15.00
Laborer	Teichert Construction	\$18.23
Laborer	Capcon	\$31.00
Production Worker	Sensient Dehydrated Flavors	\$11.00
Home Health Aide	Amie Marchini Gerontologist, Inc.	\$10.50
Warehouse	Foster Farms, LLC	\$12.65
Estimator	CA Trustframe Company	\$14.00
Dealer	Casino Merced	\$10.00

Total hired & confirmed in May = 15**** Average wage \$16.56 ******June 2017**

Laborer	Tiechard Construction	\$18.33
Apprentice	Don Crawley Company, Inc.	\$18.23
Certified Nurse Assistant	Anberry Nursing & Rehab Center	\$11.00
Yard Person	San Luis Pump Company	\$13.00
Yard Person	Big Creek Lumber	\$12.00
Registered Nurse	Mercy Medical Center	\$44.00
Server	Park Merced Assisted Living	\$10.50
Laborer	CA Window Cleaning	\$13.00
Medical/X-Ray Technician	Central Coast Urgent Care	\$24.50
Security Guard	CIS Security	\$10.50
Junior Channel Operations	8x8, Inc.	\$20.00
HVAC Technician	R&H Enterprises	\$14.00
Truck Driver	Werner Enterprises	\$15.00
Truck Driver	Santoro transportation	\$17.00
Route Driver	Saladino's, Inc.	\$20.00
Cement Mixer	Nightengale Construction, Inc.	\$32.00
Bus Driver	The Bus- Merced County	\$12.00
Medical Records Clerk	Sport & Rehab Physical Therapy	\$10.50

Total hired & confirmed in June = 18
Business Services – Hiring Events:

****Average wage \$17.53****

- Merced College Job Fair 4/5/17. Eight (8) confirmed hired from the job fair.
- Balance Staffing Hiring Event 4/18/17. Six (6) confirmed hired for Foster Farms.
- Ocean Beauty Hiring Event 4/19/17. Waiting for employer to provide feedback.
- Toma-Tek (Neil Foods) Hiring Event- Los Banos 4/21/17. Five (5) hired.
- Dole Packaged Foods Job Fair 4/26/17. Fifteen (15) hired for this event!
- Ingomar Packing Job Fair 4/26/17 – Los Banos. Fifty eight (58) hired for this event!!
- Balance Staffing Hiring Event 5/9/17. Four (4) confirmed hired.
- Harbor Freight’s Hiring Event 5/16/17. Twenty-four (24) hired!!
- Los Banos Hiring Fair 5/17/17 @ Fairgrounds. Eight (8) confirmed hired.
- Foster Farms Hiring Event 6/8/17. A total of 126 attended the fair. Hired unknown.
- Dole Job Fair 6/14/17. Total hired were 77 out of 172 who attended. Forty-seven (47) are on call for potential employment.

Total hired from each hiring event for April to June = 205

Expanded Subsidized Employment (ESE) Contracts = 54

ESE is a program from our partners at the Human Services Agency Department, and it can reimburse the employer 100% of the hourly wages for six months.

Business Service New Tools:

- Econo Vue helps business services track businesses regarding their rapid response needs, business contact leads, and identify sector industry business growth.
- Promoting Disability Employment Initiative (DEI) programs to employers from the Department of Rehabilitation. Additional resources to help employers offset training costs for new hires.
- Partnered with America’s Small Business Development Center to offer new businesses with resources to help owners with start-up planning, license information, marketing, bookkeeping, and business workshops.

****END OF REPORT****