



The #1 Stop For Your Employment Needs!

NEWSLETTER

**WINTER
2007-2008**

A publication of the One-Stop Job Market Partners' Association. Edited by Department of Labor, Licensing & Regulation staff in Salisbury, Maryland.

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Contact Us

917 Mt. Hermon Road
Salisbury, MD 21804
Phone: 410-341-6515
Fax: 410-334-3454
salisbury@dllr.state.md.us
onestopjobmarket.com

To be notified by email when the latest edition of the newsletter is posted on our website, or to comment regarding this issue, please contact Greg Eberts at geberts@dllr.state.md.us

Rapid Response Services for U.S. Marine Employees By Greg Eberts, DLLR Lower Shore Labor Exchange Administrator

One of the events which galvanizes the workforce development community is a plant closing, which may mean the loss of dozens or hundreds of jobs in the local economy. On a more individual level, real local workers suddenly find themselves out of work and in immediate need of a way to navigate the maze of services designed to expedite their return to the labor force. This is the time when workforce professionals, including Job Market partners, form together in a rapid response team. The Lower Shore team is composed of staff from agencies that include the county economic development representatives, Department of Business & Economic Development, the Department of Labor, Licensing & Regulation, Lower Shore Workforce Alliance, Salisbury University's Small Business Development Center and Wor-Wic Community College. In addition, all the Job Market partners make their services available to the workers.

On the Lower Shore, this team recently came together to respond to the closing of the U.S. Marine plant (aka Maxum Yachts), a subsidiary of Brunswick Boat Group. U.S. Marine, a long time fixture in Northwood Industrial Park in Salisbury, Maryland, announced plans in July 2007 to close its doors permanently on November 21, 2007. With the cooperation of U.S. Marine, who employed approximately 180 local workers, the rapid response team met with plant management and developed a service strategy to meet the needs of the company and the soon to be dislocated workers.

This builder of small pleasure watercraft decided to restructure and move the production of boats to a North Carolina plant, which is designed to produce larger boats. This move allowed the boat builder to enter the small yacht market and provided it nearly direct access to the open sea for delivery of the product. The Salisbury facility was not tooled to meet the demand of the production of the craft. The company offered opportunities for current Salisbury employees to transfer to the North Carolina facility and about 30 to 40 employees have accepted employment in the south.

The rapid response team met with all the employees in a group meeting on October 31, 2007 and made presentations on unemployment insurance, finding jobs and occupational re-training.

See U.S. Marine, Page 2

U.S. Marine, From Page 1

As a part of the team approach, the Lower Shore Workforce Alliance used the Mobile One-Stop to deliver services directly to the employees at the plant immediately following the presentation. A schedule of the continuing Mobile One-Stop plant visits was also provided to the employees. Information on the services provided by the One-Stop Mobile is included in Sharon Jones' Mobile One-Stop Coordinator article entitled, "Mobile One-Stop Assists Dislocated Workers".

Phil Powell, Human Resources Manager at U.S. Marine, had this to say regarding the rapid response effort provided to U.S. Marine: "The services provided went above and beyond my expectations and I can't believe the process went as smoothly as it did. The Mobile One-Stop made it very convenient for our workers to receive assistance. There was no bureaucratic red tape involved and all the agency representatives seemed genuinely interested in helping the U.S. Marine employees. They promptly reached out to the company when the plant closing was announced and followed up regularly to ensure that our workers had access to all of

Employers interested in recruiting the highly skilled former U.S. Marine employees are encouraged to contact DLLR's Division of Workforce Development at 410-341-8533. Workers possessing woodworking, precision cabinet making, electrical, mechanical, fiberglass lamination, and management skills are among the over 100 workers available to re-enter the labor market. Employers can view the skill sets of over 80% of the former U.S. Marine workers online at www.mwejobs.com, and place job orders to recruit them to become a part of your workforce.

their services."

Lower Shore Workforce Investment Board

Nola Arnold
Benjamin Ballard
Derek Bland
Peggy Bradford
Ted Doukas
Harry Gemmell
Heidi Kelley
Patricia Mannion
Robert McIntyre
Karen Megrnigle
Freddy Mitchell
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Dana Seiler
Linda Southerland
Renee Stephens
Jay Tawes
Daniel Thompson
E.C. Townsend
Doug Wilson

Mobile One-Stop Assists Dislocated Workers

By Sharon Jones, LSWA Workforce Access Coordinator



Photo by Sharon Jones

The Mobile One-Stop is shown parked at the U. S. Marine plant in Salisbury, MD. Over 90 U.S. Marine dislocated plant workers visited the unit to receive employment and training assistance.

When U.S. Marine announced the closing of the Salisbury plant, the mobile unit was ready to respond. Mobile One-Stop site visits were scheduled at U.S. Marine twice weekly in 4-hour blocks for the last month of the plant's operation. The Mobile staff worked with more than ninety (90) workers during that time period.

Services were targeted toward workers in need of resume preparation and job search assistance. Hands-on staff guidance made the process less frustrating for those workers with limited computer experience. Plant supervisors allowed the workers ample time to visit the Mobile One-Stop, ask questions, enroll in the Maryland Workforce Exchange (MWE) and perform job search activities. Eighty (80) workers took advantage of the opportunity to enroll in MWE and the remaining number boarded to ask questions regarding training and unemployment insurance. Many of the people served said they appreciated the convenience offered by the Mobile One-Stop and positive feedback

Our Mission

To provide a strategic blend of comprehensive services that support workforce development for the communities of the Lower Eastern Shore of Maryland.

DORS Disability Mentoring Day

Department of Rehabilitation Services (DORS) Regional Director E.C. Townsend is shown greeting young people who attended Disability Mentoring Day at the One-Stop Job Market on October 17, 2007. Disability Mentoring Day promotes career development for students and job seekers with disabilities through job shadowing and hands-on career exploration. The event was made possible by DORS in partnership with Wicomico County Public Schools, Holly Community Inc., Lower Shore Enterprises, Shore Transit and a number of area businesses.



Photo by Brian Veditz

Centre Job Fair is a Hit With Employers

By

Lesley Staffeldt, Salisbury Area Chamber of Commerce Events Coordinator

Greg Eberts, DLLR Lower Shore Labor Exchange Administrator

Brian Veditz, DLLR Administrative Specialist

On October 11, 2007 the Salisbury Area Chamber of Commerce and the One-Stop Job Market held their second annual job fair at the Centre at Salisbury. Over 1500 job seekers were on hand to network with 60 plus employers representing a wide range of industries. The Salisbury Area Chamber of Commerce recently released the results of an online customer satisfaction survey completed by employers who participated in the 2007 Centre Job Fair. The survey asked employers questions designed to measure their satisfaction with the facilities, the performance of the Chamber/One-Stop staff, the number and quality of job seekers, the time and length of the job fair, and the hospitality room. Employers were also asked what they liked about the event and if they would participate in future job fairs.

See Job Fair, Page 4



Photo by Brian Veditz

Teresa Disharoon, Director of Business and Industry Training at Wor-Wic Community College, interviews job applicants at the second annual Centre at Salisbury Job Fair.

Job Fair, From Page 3

Approximately one-third of the job fair employers completed the survey. The table below summarizes the areas measured and employer responses.

Measured	Response
Satisfaction with the facility	100% satisfied
Satisfaction with the helpfulness of Chamber and Job Market staff	100% satisfied
Satisfaction with the number of job applicants	100% satisfied
Satisfaction with the quality and preparation of the job applicants	94.7% satisfied
Interest in participating next year	100% will participate
Number of employers visiting the hospitality room	57.7% visited
Adequacy of the refreshments	100% satisfied
Convenience of the job fair hours	100% satisfied
Length of the job fair	84.2% adequate 15.8% too long
Importance of on site computers for employers and job seekers	55.6 % important 44.4% not important

Most of the employer feedback received was extremely positive. All the employers who participated in the survey were satisfied with the facility, the helpfulness of the volunteers, the number of job seekers and all said they would participate next year.

Job fairs require many hours of planning and work before the first job interview takes place. Many people collaborated to make this year's event a success and it's great to know their efforts were appreciated by the businesses. The Salisbury Area Chamber of Commerce and the One-Stop Job Market recognize and thank the job fair volunteers and the employers who participated. We also want to individually recognize the Centre at Salisbury, the Centre Branch of the Wicomico Co. Library, Delmarva Document Solutions, Sam's Club, Wal-Mart, WBOC-TV and WMDT-TV for their support and assistance. Stay tuned for information regarding our third annual job fair in 2008.

Companies Grow With DBED Help By Renee Stephens, DBED Regional Office Manager

The Maryland Department of Business and Economic Development's (DBED) mission is to attract new businesses, stimulate private investment and create jobs, encourage the expansion and retention of existing companies and provide businesses in Maryland with workforce training and financial assistance. The DBED Lower Shore Regional Office has been busy this fall. There are a variety of initiatives that we are engaged in, but here are a few recent projects of interest.

Assisting new business: The agency has approved a \$150,000 conditional loan to a Delaware-based company, Hospital Billing and Collection Services (HBCS), for the creation of a call center in North Gate

See DBED , Page 5

Business Park in Wicomico County. HBCS plans to add as many as 175 full-time jobs in the next three years. "By providing companies like HBCS with the financial tools it needs to expand in Maryland, we are maximizing opportunities to bring well-paying jobs and prosperity to the working families on the Eastern Shore," said DBED Secretary Dave Edgerley.

Assisting small business: Maryland Capital Enterprises Inc. (MCE) in Salisbury will receive a \$50,000 grant through DBED's Maryland Economic Adjustment Fund. The Fund assists businesses with modernization of manufacturing operations, the development of commercial applications for technology and exploring and entering new markets. I am pleased to serve on the loan review committee for this organization, which is a strong asset for the Lower Shore for small companies who are seeking financing options.

Youth Workforce Initiative: In October, DBED and Wor-Wic Community College coordinated a meeting to bring together the various youth agencies and programs that interact with internships and employment opportunities for Lower Shore youth. The goal of the meeting was to identify what programs are currently available, and identify the gaps and needs in order to increase employment opportunities. Efforts continue with follow up meetings with local Chambers of Commerce to identify businesses who are willing to hire high school students, and strategies to identify interested students. A second initiative is to develop a website that would list the various programs and links to those programs or individuals who can connect high school and college level students to the workplace. This would serve as a one-stop information tool for our region.

Businesses interested in learning more about DBED services and how to access them may call me at (443) 235-7233 or email rstephens@choosemaryland.org.

DORS Assists Businesses With Disability Issues By E.C. Townsend, DORS Regional Director

The Division of Rehabilitation Services (DORS) helps Maryland businesses recruit and retain qualified employees with disabilities. DORS accomplishes this by providing several no-cost services to employers.

On-the-job training is available for new employees with disabilities to insure they learn the specific needs and requirements of their new position. Funding is provided to reimburse a percentage of the trainee's wages for a specific number of weeks or months. The rehabilitation specialist consults regularly with the employer during the specified training contract and provides necessary follow-along services to facilitate a successful placement.

DORS can assist with identifying and obtaining technologies to increase workplace productivity and success for individuals requiring assistive technologies to complete essential job functions. Examples include customized magnifiers, computer screen enlargement or reading software for people who have difficulty reading standard print. DORS can also assist by recommending modified workstations that increase the productivity of people with orthopedic disabilities or those who have difficulty using a standard mouse and keyboard.

Employers often want to retain valued employees who have difficulty performing the essential functions of their jobs due to a disabling condition. DORS can provide an on-the-job worksite consultation to help employers determine how to retain employees with disabilities. In addition, DORS can provide employers with

See DORS, Page 6

DORS, From Page 5

applicants ready for work, many who have successfully completed vocational training, higher education and work preparation services.

Finally, DORS can be a resource for workplace disability issues, addressing staff training about disabilities and disability myths, guidance about federal and state disability tax credits and information about the Americans with Disabilities Act (ADA). There are DORS offices located throughout the state. Employers from the Lower Shore interested in a DORS consultation should contact the DORS office in the One Stop Job Market at (410) 548-7025.

TriPEP Program Achieves Success **By Diane Edwards, TriPEP Program Supervisor**

The Tri-County Non-Custodial Parent Employment Program (TriPEP) has grown exponentially during its 18-month tenure. Dianne Edwards and Aimee Bergonia, who direct TriPEP, are thrilled with the progress the program has achieved since its inception in April 2006. The number of newly employed and active clients has steadily increased, thus resulting in successful program results and, in turn, consistent monthly support payments for their children. The average wage of TriPEP clients is \$3.00 above minimum wage; several clients are obtaining their GED or working toward their high school diploma in the Maryland External Diploma Program; and a variety of other clients have even proceeded on to partake in classes at Wor-Wic Community College.

Although designed to service the three Lower Shore counties, TriPEP often assists various other regions on the shore with clients who reside in the Tri-County area. Recently, Dorchester County NPEP representatives met in Salisbury to observe how the TriPEP infrastructure functions to further develop and enhance their own program. Finally, TriPEP participated on a panel regarding initiatives and procedures at the statewide Child Support Conference in Ocean City, Maryland in September 2007. Thus, with statewide recognized accomplishments, TriPEP is seen as a model throughout the state.

It is Dianne and Aimee's sincere wish to continue to expand this program and watch it flourish. It must be said that without the hard work, dedication, and cooperation of the Child Support Representatives of all three counties, TriPEP would not achieve the success that it does.

Shore Transit News **By Latonya Franklin, Shore Transit Operation Project Specialist**

Maryland's Lower Eastern Shore transit system recently took delivery of three new 2007, Champion 30 foot passenger buses. The new buses have caterpillar diesel engines, digital signage and a seating capacity of 29 passengers and 2 wheelchair positions. Shore Transit announced they will begin fueling their new fleet with biodiesel fuel, a product made from soybean by-products or animal fats.

On Tuesday, October 16, 2007 the Shore Transit Fixed Route Service conducted its first quarterly Ridership Survey. This survey captured residing county information, final destination, and rider frequency on our fixed route buses. The information will provide important data for future planning. Weekly prizes were awarded to both customers and bus operators for their support and participation in each survey event. A winter survey is planned for early 2008.

Shore Transit's "Travel Training" is a free service available to residents of Somerset, Wicomico, and Worcester counties. We recommended the training for people who want to learn how to ride on fixed route buses independently. Anyone with questions regarding this service should contact our operations office Monday through Friday, 8:30 a.m. to 4:30 p.m. by dialing (443) 260-2300, Option 2.

People In The Workplace

Job Market Staff Attend CASAS Training

By Robin Walker, Career Resource Lab Specialist

Several agencies in the One-Stop Job Market were represented during recent certification training in the Comprehensive Adult Student Assessment System (CASAS). The Department of Labor, Licensing and Regulation provided the training, which was conducted in three one-day sessions. Twenty-two Job Market staff members attended the classes to become certified to administer CASAS to their customers. The following partner agencies' staff participated: Lower Shore Workforce Alliance, MD Department of Labor, Licensing and Regulation, MD Department of Social Services, Telamon Corporation and the Tri-County Workforce Development Initiative.

CASAS tests are computer based and measure reading comprehension, mathematics skills, listening comprehension, and critical thinking and problem solving. The tests are used to place students in appropriate programs, monitor student progress and certify student proficiency levels. CASAS assessment, training, and evaluation are based on the critical competencies and skill areas required for success in the workplace. It is widely used in the employment and training community and has been approved and validated by the U.S. Department of Education and the U.S. Department of Labor.

This training opportunity was offered to allow more staff in the Job Market to work together to assist our mutual customers and to promote our sense of partnership. Paul Anderson, Kathy Brittingham, Opal Camper, Chris Conklin, Sharon Cooper, Carole DiPietro, Robert Fairbank, Maria Huesca, Sharon Jones, Carmina Lockman, Karen Mohler, Laura Patey, Robin Padilla, Jay Peters, Rosa Rodriguez, Jennifer Shahan, Cassandra Shoffler, Bill Showell, Stephanie Shultz, Karen Webster, Cathy Winslow and Sam Vanegas attended the classes and became certified.



Some of the Job Market staff who attended CASAS training are shown with their certificates of completion. Pictured (left to right) are Karen Webster, Jennifer Shahan, Robin Walker (instructor), Rosa Rodriguez and Bill Showell.

Photo by Brian Veditz

People In The Workplace

Karen Webster Retires From Telamon By Jennifer Shahan, Director, Telamon Corporation



Karen Webster

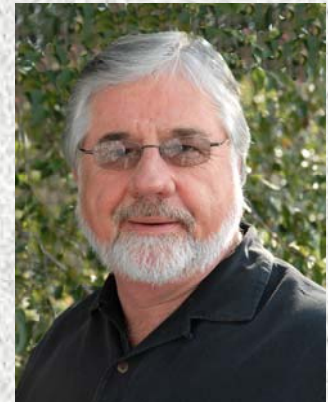
Karen Webster, State Director of Telamon Corporation, retired on October 31, 2007 after 30 years of dedicated service. Karen began her career with Telamon Corporation in 1977 as a Job Counselor. After a brief hiatus, she was employed again as an OJT Specialist. By 1986, after a short stint as Acting State Director, Karen became the State Director of Maryland. In 1998, Telamon's National Farmworker Jobs Program in Delaware also came under her jurisdiction.

Karen's attention to detail and unfailing support of staff and customers led to a continual expansion of programs leading to the Telamon Corporation that is in existence today. Serving not only migrant and seasonal farmworkers, but many different people as Telamon strives to empower individuals and improve communities, Karen has left a legacy that will serve as a great foundation for continued growth. Karen plans to spend her time in retirement enjoying her family, especially her precious granddaughter Carly, traveling the world with her sisters, and reading and studying her favorite authors. After having served the greater good for over 30 years in a private non-profit organization, Karen will continue this life calling by volunteering with Telamon and other agencies in various capacities. We at Telamon and in the One-Stop Job Market look forward to seeing her again in the near future. May we all be graced by such a wonderful career and promising retirement.

Denny Bowers Retires from DLLR By Becky Cathell, DLLR Administrative Specialist

Charles "Denny" Bowers retired from the Department of Labor, Licensing & Regulation with over 30 years of State service on December 1, 2007. Most of that service involved working with veterans and assisting them with job search and vocational needs.

Denny graduated from high school in 1966 from Baltimore City College. Soon after graduation, he joined the Marines and from August 11, 1966 to April 29, 1969, Denny served as an infantryman, including a tour in Vietnam. In 1977, Denny visited the Job Service office in Baltimore City where he was told about a new program called the Disabled Veterans Outreach Program. Denny applied and was hired to assist veterans in the Eastpoint office, where he worked for a year until transferring to the Workforce Incentive (WIN) Program. He worked with the WIN program for six months in the Bel Air office before he and his wife decided to move to the Eastern Shore. He worked in Cambridge for two years in the WIN program until a position working with veterans became available in Salisbury. In 1980 he began working in the Disabled Veterans Outreach program in the Salisbury office of Department of Labor, Licensing & Regulation. From that position, Denny was promoted to the Local Veteran Employment Representative in Salisbury.



Denny Bowers

As Denny enters his retirement, he plans to enjoy the beach, fishing, and time with family and friends. More quality time will be spent with his wife Peg, children Scott, Megan, and Kerri, and his mother-in-law, Mary Lou. Denny has already landed a summer job next year at Assateague State Park delivering firewood and ice to campers. Future plans also include a possible relocation to the Gulf Coast of Florida.

One-Stop Customer Satisfaction Survey

By Natasha Shrieves, LSWA Program Coordinator

The One-Stop Job Market Customer Satisfaction Survey was implemented in January 2004. The survey document has evolved into a resource that rates the One-Stop Job Market and the Mobile Unit on the environment presented to our customers.

The information in this document includes information from 39 One-Stop Job Market and 38 Mobile Unit surveys collected during the sample week of November 13, 2007 through November 16, 2007.

Overall, during this sample week, customers rated One-Stop Job Market and Mobile Unit services with an average of 3.70 on a scale of 1 - 4. This rating means that customers agreed with the statements listed in the table below:

Statement	One-Stop Rating	Mobile Unit Rating	Average Rating
I received the services I needed	3.40	3.89	3.65
Staff was friendly and helpful	3.53	3.95	3.74
Staff was knowledgeable about services available	3.50	3.89	3.70
I would recommend the services I received to others	3.50	3.89	3.70
I had an overall good experience	3.50	3.89	3.70
Average Rating	3.49	3.90	3.70

A breakout of numbers regarding which services customers filling out surveys received is listed below. One person may have received more than one service:

Activity	One-Stop Surveys	Mobile Unit Surveys
Job Search	23	22
Resume Assistance	7	16
Career Information	5	0
Training	4	0

Job Market Quarterly Highlights

By Greg Eberts, One-Stop Operator

The One-Stop Job Market participates in a variety of workforce development activities on the Lower Shore. This is to provide a brief overview of the wide range of partner sponsored workshops, meetings, and events that were held from October through December 2007.

Workshops - The following workshops and training sessions were held last quarter:

- Department of Labor, Licensing and Regulation Early Intervention Job Search Workshops
- Department of Rehabilitation Services (DORS) Group Orientations
- DORS Exploratory Work Assessments
- DORS Benefits Counseling
- Department of Social Services (DSS) Orientation for new customers
- Job Corps Orientation for new customers
- Lower Shore Workforce Alliance (LSWA) Start Your Own Business Workshop
- Telamon English In The Workplace training
- Telamon GED Classes (funded by a grant from LSWA)
- Tri-County Workforce Initiative Life Skills
- Tri-County Workforce Initiative Money Management

Events - Staff were involved in the following employment and training related activities during the quarter:

- Department of Labor, Licensing & Regulation/ Wicomico Co. Bd. of Education WIA meeting
- Department of Rehabilitation Services directors meeting
- Department of Rehabilitation Services Disability Mentoring Day
- Department of Social Services Advisory Board meeting
- Health Coverage Tax Credit staff meeting
- Icelandic USA dislocated worker assistance
- Job Fair volunteer meetings
- Lower Shore Workforce Alliance Youth Council meeting
- Lower Shore Workforce Alliance staff meeting
- Senior Employment and Training Program participants meeting
- Shore Transit directors meeting
- Shore Transit grant meeting
- Shore Transit employee meeting
- Tri-County Council of the Lower Eastern Shore meeting
- Tri-County Non-Custodial Parent Employment Program meeting
- Tri-County Workforce Initiative regional meeting
- U.S. Marine dislocated worker presentation

Job Fairs - Businesses regularly use the Job Market facilities to recruit and interview new employees. The following employers held job fairs at the One-Stop Job Market this period.

- | | |
|---|-------------------------|
| • Allen Family Foods | • Mountaire Farms |
| • Greater Baltimore Transportation | • Senior Life Insurance |
| • Job Market/Salisbury Area Chamber of Commerce | • United Parcel Service |
| | • Verizon |

Welcome to the **One-Stop Job Market**

Quarterly Web Stats October – December 2007

www.onestopjobmarket.com

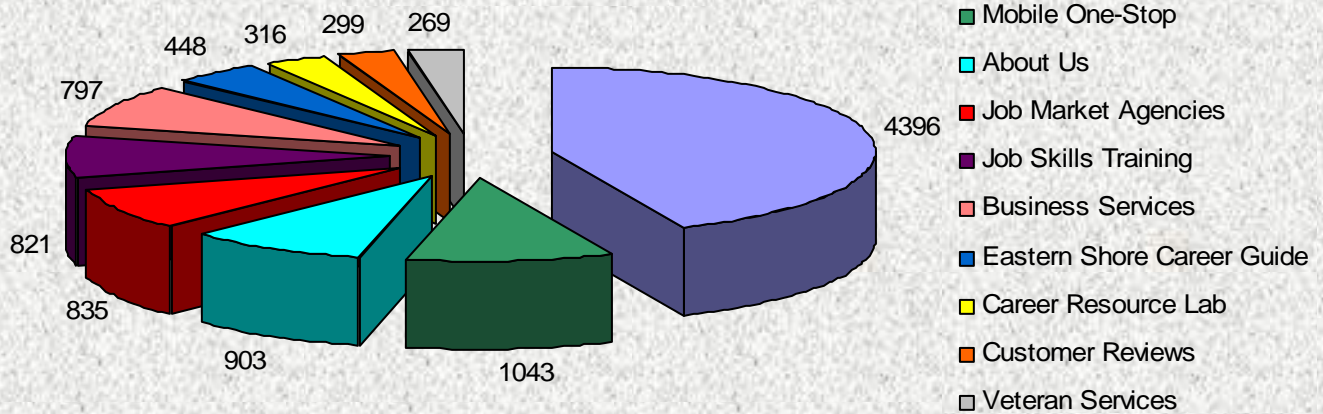
Visits 16,565

Hits 271,917

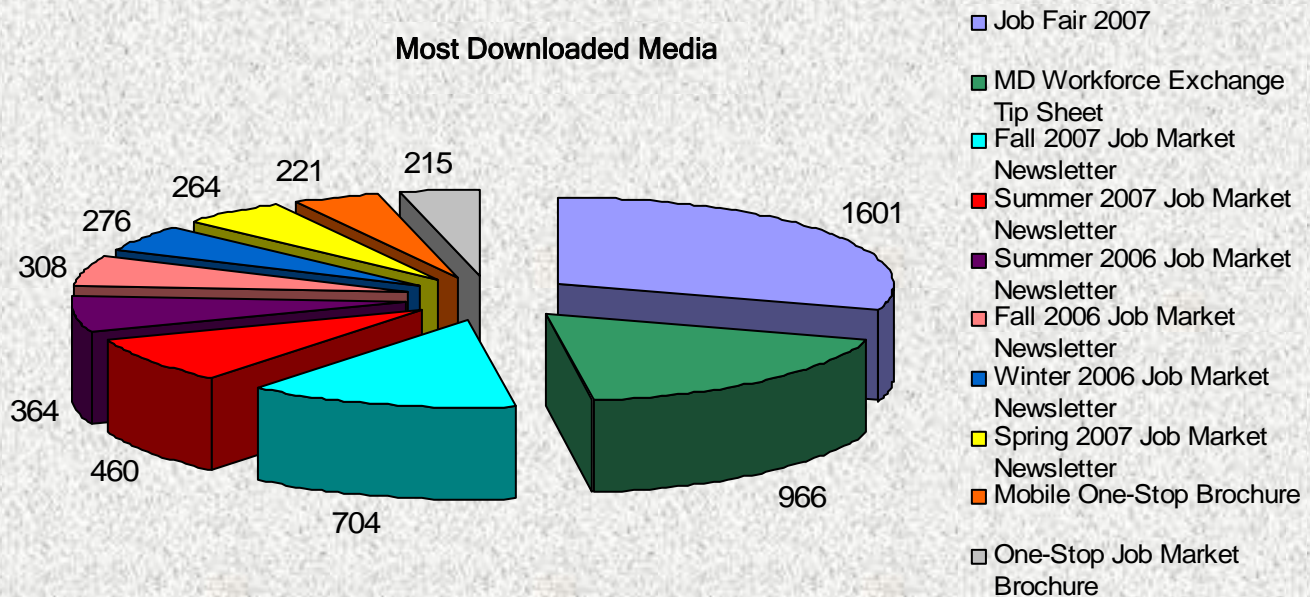
Downloads 7,337

Average Time on Site 3 minutes 13 seconds

Most Viewed Pages



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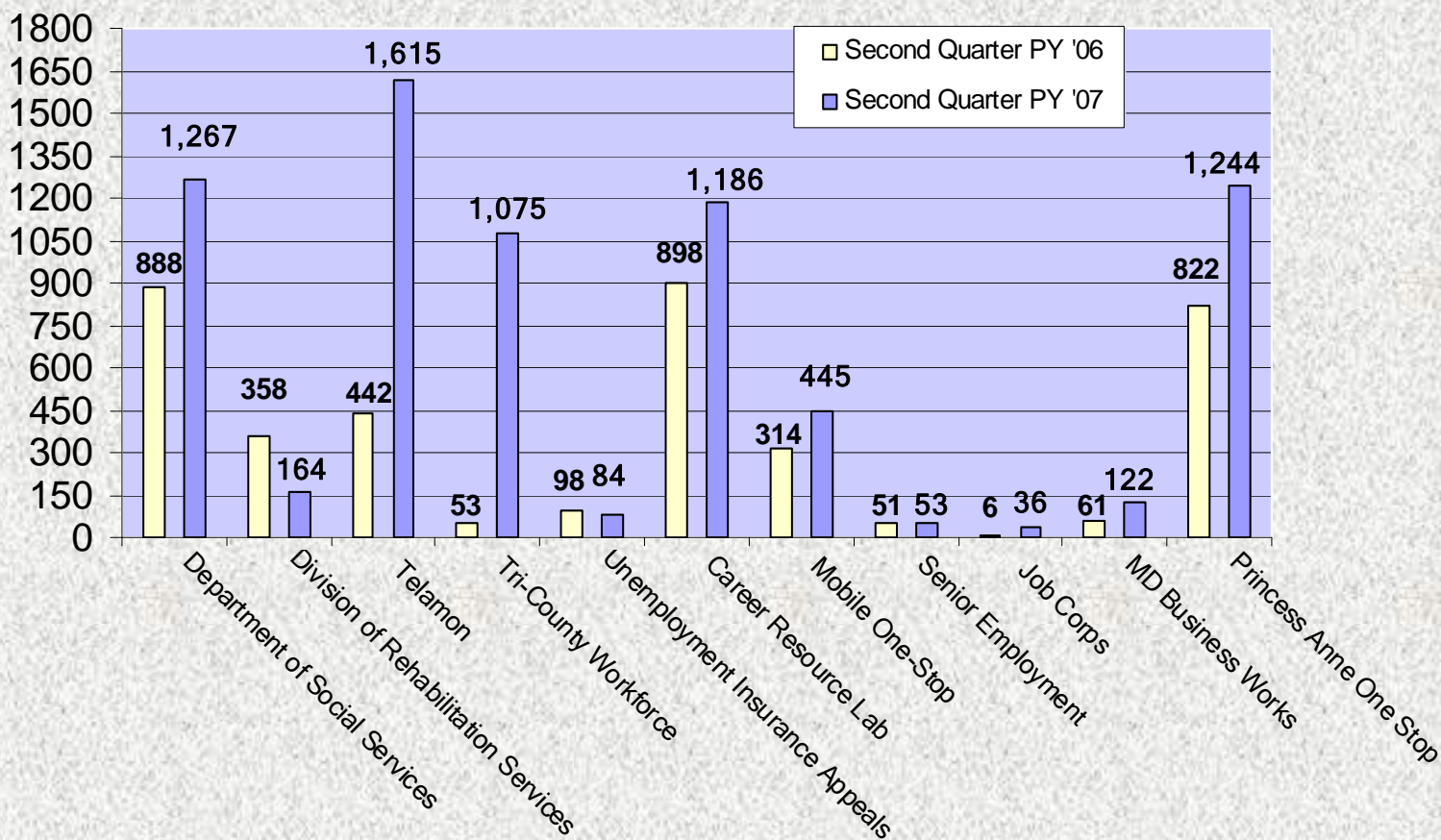
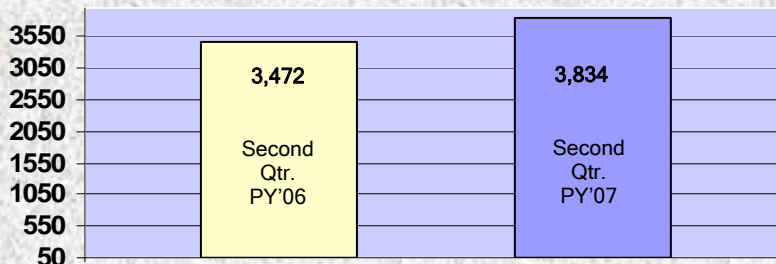
Customers Served

Quarterly Charts

Program Years 2006 and 2007 Second Quarter Over Quarter

Department of Labor, Licensing and Regulation

The chart at right represents activity of the Department of Labor, Licensing and Regulation (DLLR) only. All Job Market customers qualify for DLLR's universally accessible labor exchange services. As a result, the agency serves large numbers of job seekers and the following chart provides additional detail.



An activity report with a full listing of agency services by quarter is available on pages 13-14.

One-Stop Job Market Customers Served

Program Years 2006 and 2007 Second Quarter Over Quarter Table

AGENCY	October 1, 2006 – December 31, 2006	October 1, 2007 – December 31, 2007
<u>MD Workforce Exchange</u>		
Early Intervention	161	191
Job Openings Received	2,014	3,382
Workforce Exchange Walk-ins	3311	3,643
<u>Department of Social Services</u>		
Job Search Class	52	104
Purchase of Care	28	120
Orientation	105	205
Transit Tickets Issued	492	1,586
Transit Photos Issued	11	17
Transit Photos Extended	23	3
Curb to Curb	7	21
Customer Walk-ins	888	1,267
Transit Expiration	0	0
Transit Cancellation	0	0
Support Services	*	\$1,420
<u>Div. of Rehabilitation Services</u>		
Customers Served	358	164
<u>Telamon Corporation</u>		
Employment/Training	123	114
Emergency Assistance	15	47
Housing Counseling	13	11
Translation	16	23
Food Pantry	218	357
EWP (ESL) Class	*	711
ESL Lab	*	275
Out-of-School Youth	*	54
GED Class	*	7
Other Services	57	16
<u>Tri-County Workforce Development</u>		
Referred to Life Skills	113	27
Enrolled Into Life Skills	53	20
Completed Life Skills	33	14
Customers Served	*	1,075
Assessment	34	20
Work Experience/Community Services	22	355
Job Developer	7	58
Other Referral Services	4	0
<u>Unemployment Insurance Appeals</u>		
Appeals Hearings	98	84

* Denotes activity not tracked this period

One-Stop Job Market Customers Served

Program Years 2006 and 2007 Second Quarter Over Quarter Table

Agency	October 1, 2006 – December 31, 2006	October 1, 2007 – December 31, 2007
<u>Career Resource Lab Activity</u>		
Total Number of Clients	898	1,186
WIA Training Information	323	371
CASAS	111	224
CS Interest	90	150
CS Aptitude	89	150
Career Clips	88	147
O*Net Interest/Values	0	1
Resume Assistance	162	252
Employon	0	0
TCWDI	150	44
Career Counseling	70	127
Job Search	53	19
Career Guide	4	1
Other	25	123
Total Services	1165	2,795
<u>One-Stop Mobile Unit</u>		
Total Number of Clients	314	445
MD Workforce Exchange	109	228
MD Workforce Exchange Resume	89	169
O*Net Interest Profiler	77	141
O*Net Work Importance Profiler	*	10
Work Maturity & Employability	*	10
Career Clips	77	0
Online Applications	27	9
WinWay	1	13
Referrals to One-Stop Training	5	38
Other	0	47
<u>Senior Employment & Training</u>		
Total Participants Served	51	53
Job Search Inquiries	103	173
Providing Service to General Community	32	53
Providing Service to the Elderly Community	20	53
Unsubsidized Placements	0	0
New Participants During Quarter	5	6
Exits During Quarter	2	2
<u>Job Corps</u>		
Youth Interviewed	6	36
Pending Approval	6	14
Enrolled in A Job Corps Center	0	17
<u>MD Business Works</u>		
Projects Initiated this Quarter	21	41
Funds Awarded	\$11,189	\$15,815
Participants Trained	61	122
Industries Served	Architecture, Insurance, Technology, Small Business	Small Business, Manufacturing, Health Care
<u>Princess Anne One Stop Walk-ins</u>	822	1,244

* Denotes activity not tracked this period