



**The #1 Stop For Your Employment Needs!**

## NEWSLETTER

### Winter 2010-2011

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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### One-Stop Job Market Quarterly Review

By Greg Eberts, Lower Shore Labor Exchange Administrator  
Department of Labor, Licensing & Regulation,  
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October through December 2010 Review

The last quarter of calendar year 2010 featured a job fair co-sponsored by the Job Market and the Salisbury Area Chamber of Commerce. Over 3,000 job seekers and 40 employers participated in the job fair. Approximately 13,000 first time and repeat customers received services in person at the Job Market. These customers received an array of services including formal and informal employment and training assessments, job search consultations, occupational training, food bank donations, temporary cash assistance, GED and English As A Second Language classes. Over 26,000 first time and repeat customers visited the Job Market website.

This activity is taking place in the backdrop of October 2010 unemployment rates by place of residence. The latest rates published by the Department of Labor, Licensing & Regulation were 9.4% for Somerset County, 7.9% for Wicomico County, and 10.0% for Worcester County. This compares with a Maryland statewide unemployment rate of 7.4% and 9.6% for the United States.

### Upcoming Activities for January through March 2011

- Department of Labor, Licensing & Regulation (DLLR) Early Intervention Job Search Workshops
- DLLR/Lower Shore Workforce Alliance (LSWA) WIA Orientations
- Telamon English As A Second Language Training
- Telamon English In The Workplace Training
- Tri-County Workforce Development Initiative (TCWDI) Life Skills Training
- Department of Social Services (DSS) Orientation For New Customers
- DORS Benefits Counseling
- Job Corps Orientation for New Customers
- TCWDI Money Management Workshop

For a complete list of upcoming activities, please go to the Yahoo calendar located at: <http://calendar.yahoo.com/lsjm03>.

Check back often as the calendar changes daily.

## Job Market Quarterly Activities October Through December 2010

By Greg Eberts, Lower Shore Labor Exchange Administrator

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 2010.

**Workshops** - The following workshops and training sessions were held during the period:

- Department of Labor, Licensing & Regulation (DLLR) Early Intervention Job Search Workshops
- DLLR/Lower Shore Workforce Alliance (LSWA) WIA Orientations
- Division of Rehabilitation Services (DORS) Group Orientations
- DORS Benefits Counseling
- DORS Exploratory Career Assessment
- DORS Job Club
- Department of Social Services (DSS) Orientation For New Customers
- Fostering Our Children Until Success Program Workshops
- Job Corps Orientation For New Customers
- LSWA/Tri-County Youth Enhancement Program Workshops
- LSWA Start your Own Business Workshop
- MD Capital Enterprises Small Business Workshops
- Telamon English As A Second Language Training
- Telamon English In The Workplace Training
- Telamon GED Classes (funded by a grant from LSWA)
- Telamon Green Job Capacity Training
- Telamon Supporting the Rising Individual During Empowerment Class
- Telamon Youth Program Workshops
- Tri-County Workforce Development Initiative (TCWDI) Life Skills Training
- TCWDI Money Management Workshop

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

- DSS Advisory Board Meeting
- Health Coverage Tax Credit Staff Meeting
- LSWA Board of Directors Meeting
- LSWA Staff Meetings
- LSWA Workforce Investment Act (WIA) Counselors Meetings
- LSWA WIA Assessments
- One-Stop Job Market Leadership Meetings
- Shore Transit Directors Meeting
- Shore Transit Route Planning Meeting
- Shore Transit Safety Review Meeting
- Telamon Food Distribution
- Telamon Staff Meeting
- Tri-County Council Staff Meeting
- Tri-County Council Staff Training
- Tri-County Workforce Development Initiative (TCWDI) Meetings
- Unemployment Insurance Appeals Hearings

**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 or Job Market employees participated in off-site job fairs held by these employers during the period:

- AFLAC
- Allied Barton Security
- Mountaire Farms Inc.– Selbyville
- Urban Connections
- United Parcel Service
- American General Life Insurance
- One-Stop Job Market/Salisbury Chamber of Commerce Job Fair at Centre of Salisbury

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

## Quarterly Web Stats October-December 2010

[www.onestopjobmarket.org](http://www.onestopjobmarket.org)

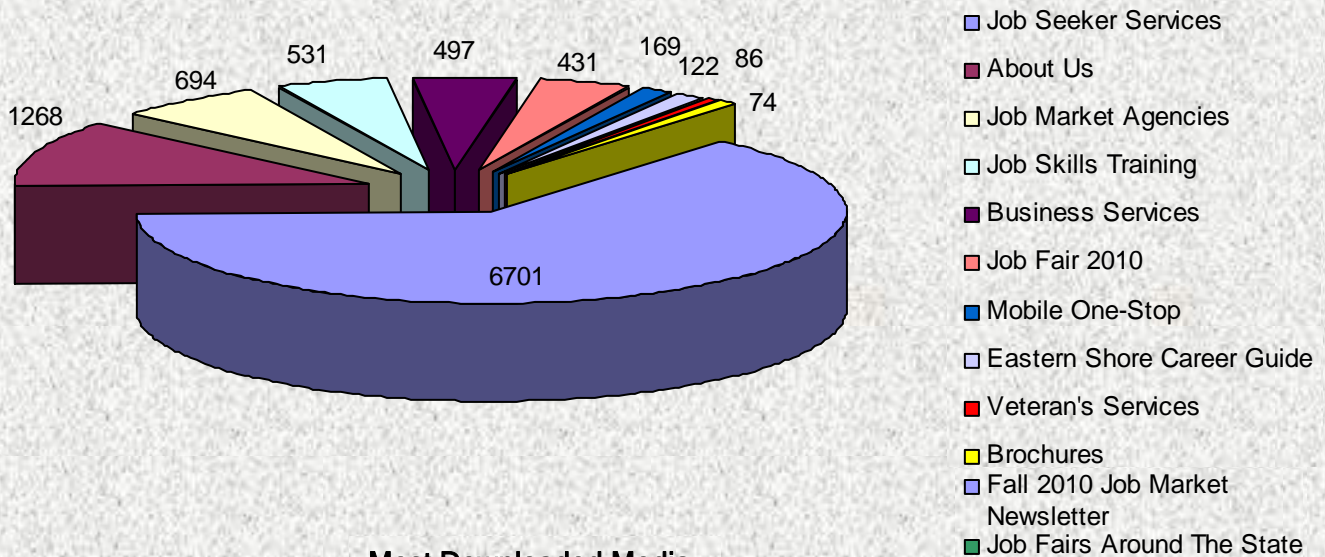
Visits 26,966

Hits 309,729

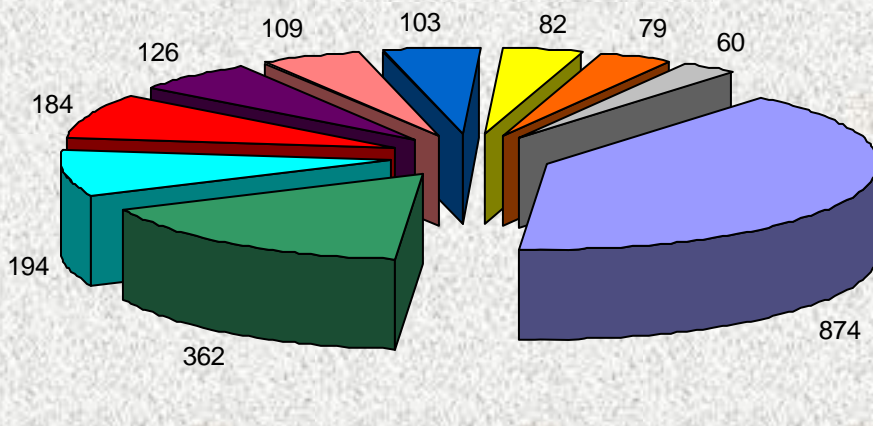
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Average Time on Site 3 minutes 38 seconds

### Most Viewed Pages



### Most Downloaded Media



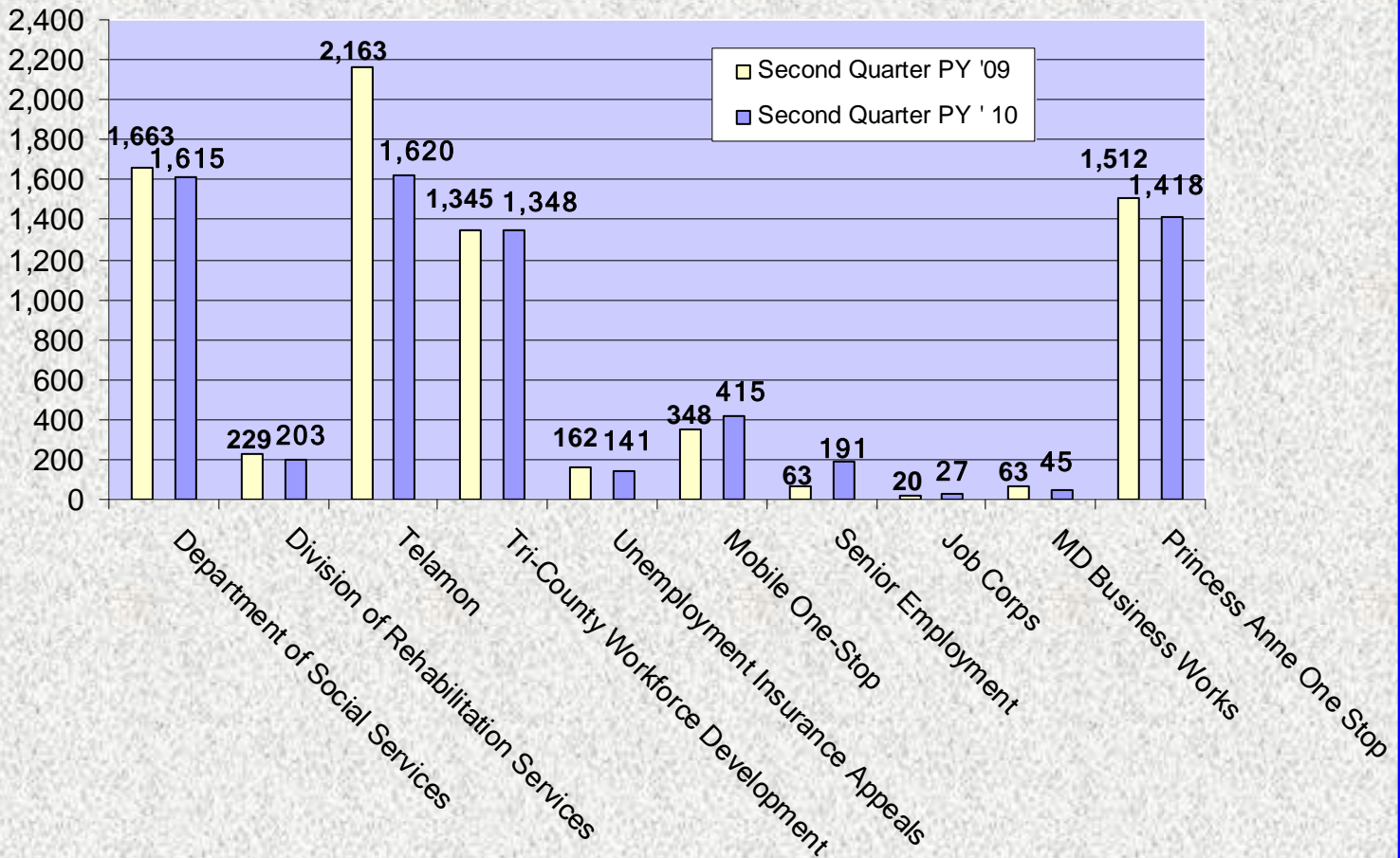
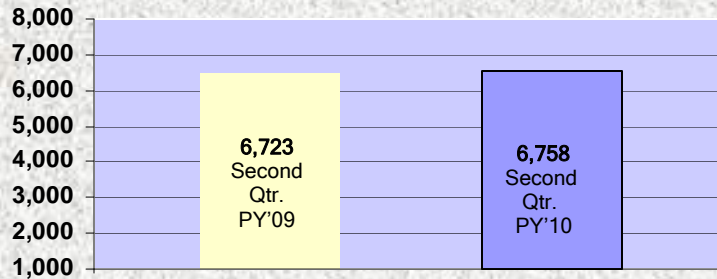
# Customers Served

## Quarterly Charts

Program Years 2009 and 2010 Second Quarter Over Quarter

### Department of Labor, Licensing & 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 this chart provides additional detail.



An activity report with a full listing of agency services by quarter is available on pages 3-4.

# One-Stop Job Market Customers Served

Program Years 2009 and 2010 Second Quarter Over Quarter Table

AGENCY	October 1, 2009 – December 31, 2009	October 1, 2010 – December 31, 2010
<b><u>MD Workforce Exchange</u></b>		
Early Intervention	237	224
Job Openings Received	1,162	945
Workforce Exchange Walk-ins	6,486	6,534
<b><u>Department of Social Services</u></b>		
Wor-Wic CC Preemployment Class	157	140
Orientation	254	316
Customers Assisted With Transportation	2,542	2,621
Customer Walk-Ins	1,663	1,615
Temporary Cash Assistance	239	392
<b><u>Div. of Rehabilitation Services</u></b>		
Customers Served	229	203
<b><u>Telamon Corporation</u></b>		
Employment/Training	497	128
Emergency Assistance	122	63
Housing Counseling	62	33
Translation	5	15
Food Pantry	530	728
EWP (ESL) Class	486	439
ESL Lab	160	83
Out-of-School Youth	88	50
ARRA Youth	11	*
Project Stride Older Youth		
GED Class	96	81
Other Services	106	*
<b><u>Tri-County Workforce Development</u></b>		
Referred to Life Skills	95	51
Enrolled Into Life Skills	72	33
Completed Life Skills	63	17
Customers Served	1,345	1,358
Assessment	63	*
Work Experience/Community Services	*	268
* Denotes activity not tracked this period		

# One-Stop Job Market Customers Served

Program Years 2009 and 2010 First Quarter Over Quarter Table

AGENCY	October 1, 2009 – December 31, 2009	October 1, 2010 – December 31, 2010
<b><u>Unemployment Insurance</u></b>		
Appeals Hearings	162	141
<b><u>One Stop Mobile Unit</u></b>		
Total Number of Clients	348	415
MD Workforce Exchange	184	190
MD Workforce Exchange Resume	124	151
Other Job Search Engines	*	94
O*Net Interest Profiler	136	165
O*Net Work Importance Profiler	0	0
Work Maturity and Employability	0	0
Career Clips	0	0
Employment Applications	23	51
WinWay Resumes	0	47
Referrals to One-Stop Training	20	87
Other	33	46
<b><u>Senior Employment &amp; Training</u></b>		
Total Participants Served	63	191
Job Search Inquiries	35	20
Services to the Elderly Community	75	*
Unsubsidized Placements	1	1
New Participants During Quarter	4	0
Exits During Quarter	9	7
<b><u>Job Corps</u></b>		
Youth Interviewed	20	27
Enrolled in A Job Corps Center	12	5
<b><u>MD Business Works</u></b>		
Projects Initiated This Quarter	12	10
Funds Awarded	\$7,864.17	\$5037.75
Participants Trained	63	45
Industries Served	Small business, Manufacturing, Health Care, Construction	Insurance, Manufacturing, Health Care
<b><u>Princess Anne One-Stop Walk-ins</u></b>		
	1,512	1,418

\* Denotes activity not tracked this period