

Grab a Business!

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Everybody Works. Creating business and jobs through a skilled workforce.

Overview

- Business Services Integration
- Business as Customers
- Building Relationships
- Reaching Out
- Chamber Connections
- Peer Networks and Websites



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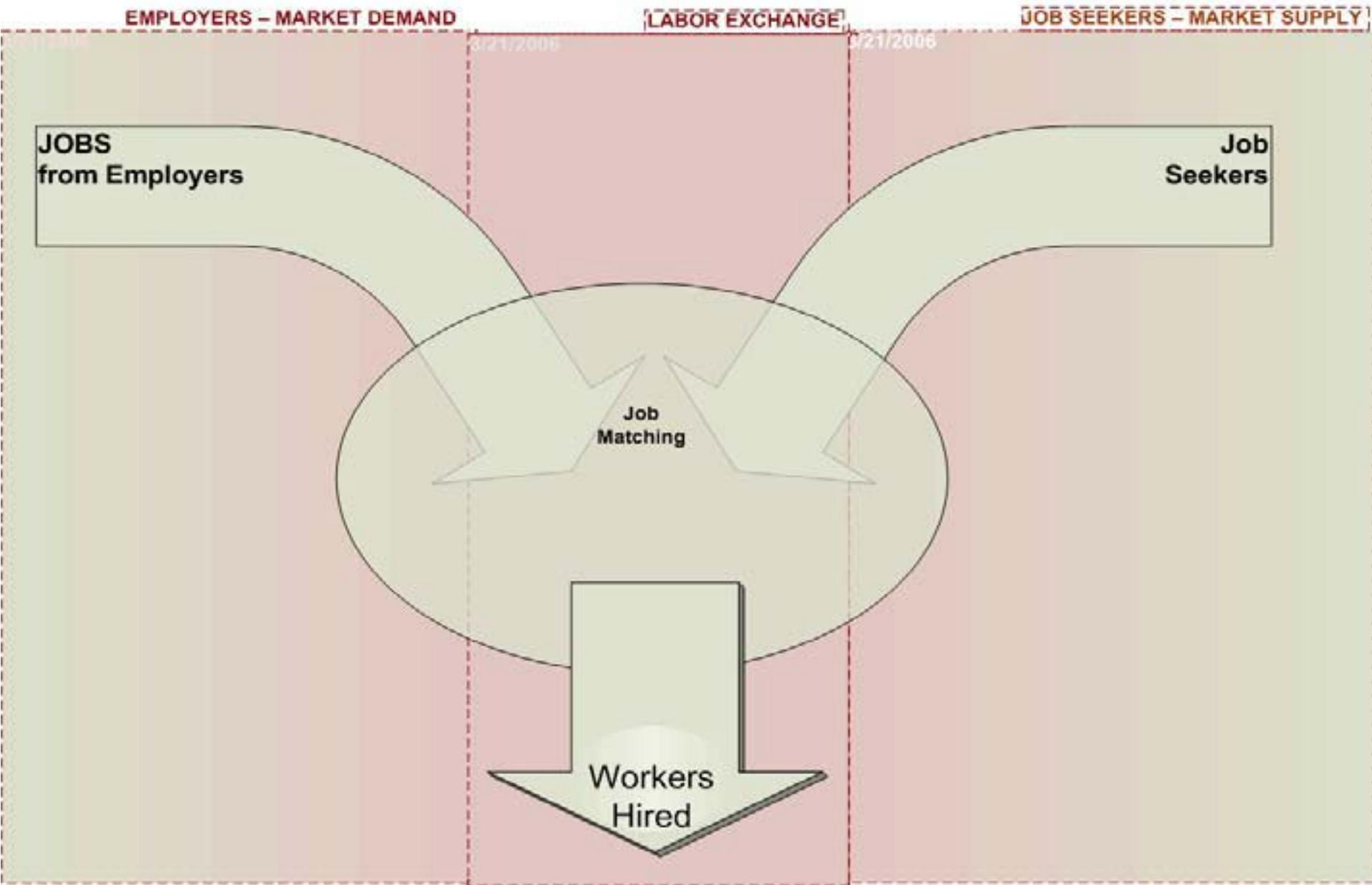
Integrating Business Services into your One Stop Center

- In 2005 the Alachua Bradford Regional Workforce Board Re-engineered and Re-branded itself
- 1/3 of the regional budget dedicated to business services
 - Contracted with our region's Chamber of Commerce
- FloridaWorks' Service Delivery Model



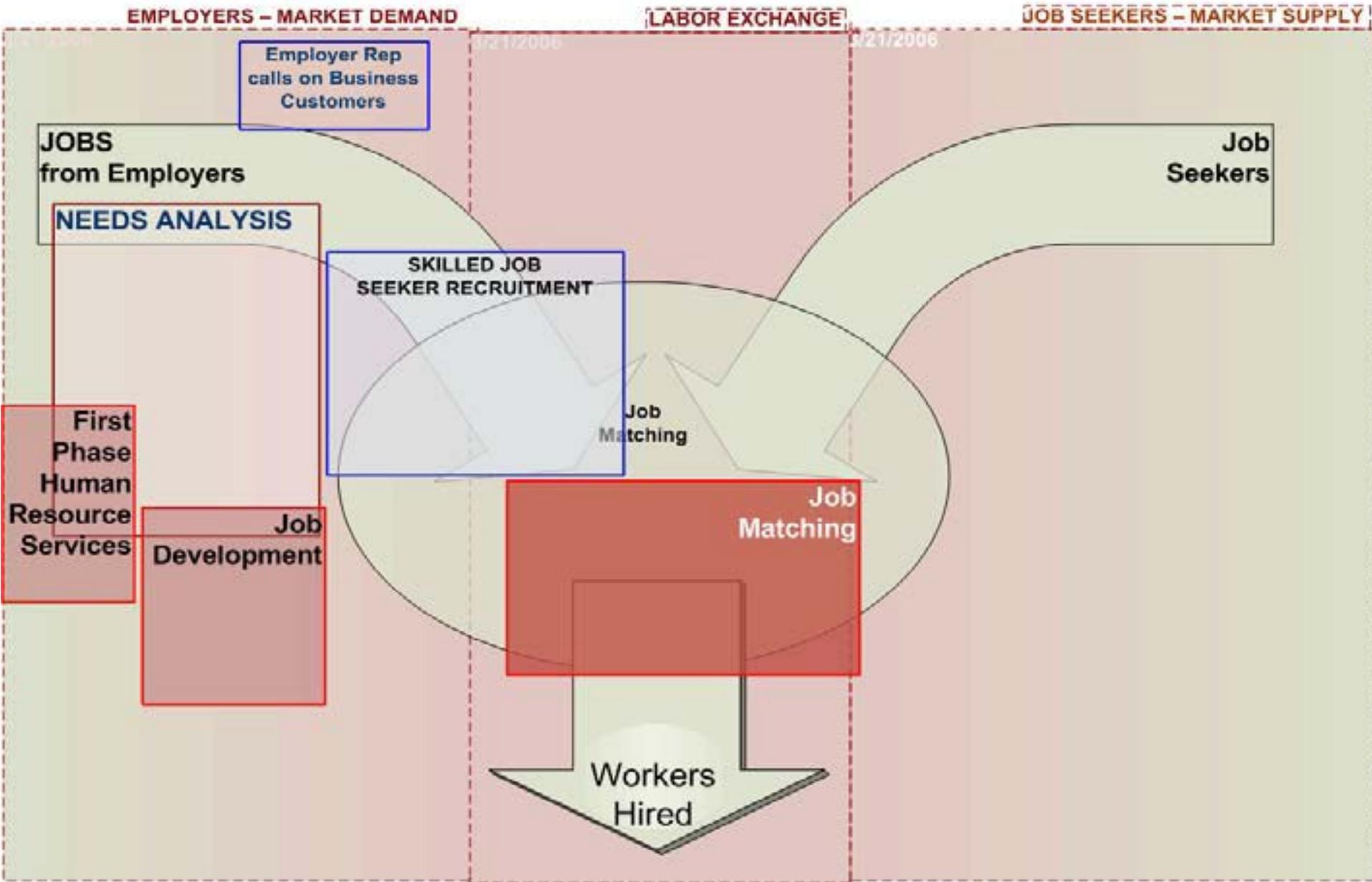
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CUSTOMER FLOW



1. OVERALL SYSTEM FLOW MODEL

CUSTOMER FLOW



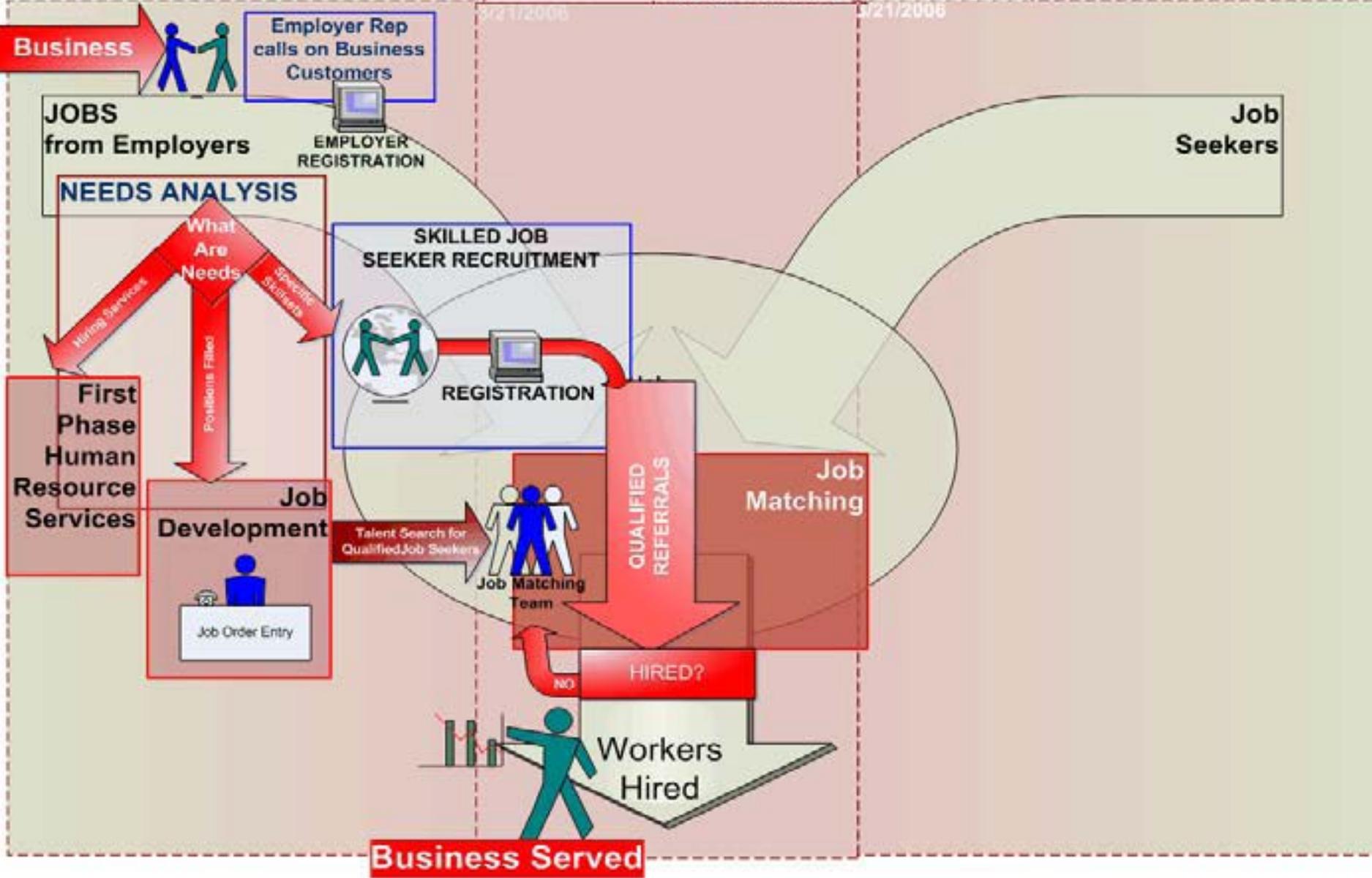
2.WITH BUSINESS SERVICES DEPARTMENTS

CUSTOMER FLOW

EMPLOYERS – MARKET DEMAND

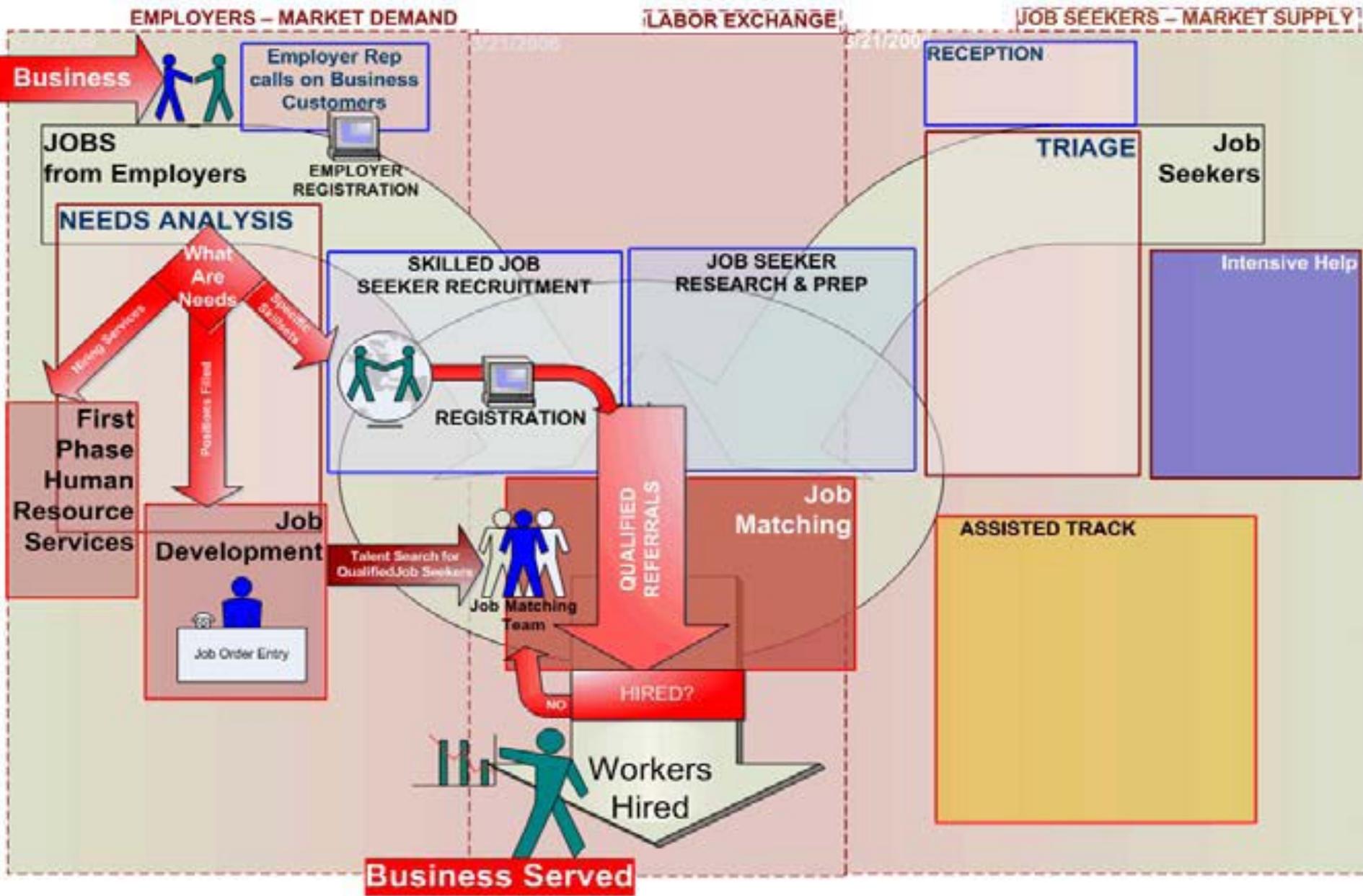
LABOR EXCHANGE

JOB SEEKERS – MARKET SUPPLY



3. WITH BUSINESS SERVICES FLOW DETAIL

CUSTOMER FLOW



4. WITH JOB SEEKER DEPARTMENTS

2009 US Chamber ICW Region of Excellence



Workforce, Business and
Education Partnership



What it really means to have business as a customer

- Who creates jobs?
- Has jobs?
- Fills jobs?
- More jobs in your pipeline
- Creative tension
- Energized Process
- Increased Risk
- Accountability



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Building Relationships

- Trust
- Need
- Translate
- Resource
 - Facilitator
 - Coach
 - Concierge



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Reaching Out

- Emissaries
 - Chamber
 - EDO
 - Local Government
 - Who else has influence?
 - Trade associations
 - City and County Government
 - Universities
 - Colleges
 - School Boards
 - Strategic Doers
- Raving Fans
- Honest Partners
 - Constructive Feedback
 - Engaged Architects

Amp up Your Chamber Connections

- Engaged Board
 - Visionary Leadership
 - Connected Leadership
- Strategic Partners
- Thick Skin
- Impact through results
- Trust and Credibility



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Peer Networks

- Connections
 - Gainesville Area Chamber of Commerce
 - Council for Economic Outreach
 - University of Florida
 - Santa Fe College
 - School Board of Alachua County
 - County and City Government
- What does this look like in your community?
- This is what it looks like in ours:



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Start Up Quest

- Creating and Ecosystem of Entrepreneurship
- Entrepreneurship Training taught by our most successful CEO's, Entrepreneurs and education partners
- 2011 GAO - WIA Top 13 Promising Practices - Entrepreneurial Training: Start Up Quest, TechQuest & Opportunity Quest
- [Start Up Quest Video](#)

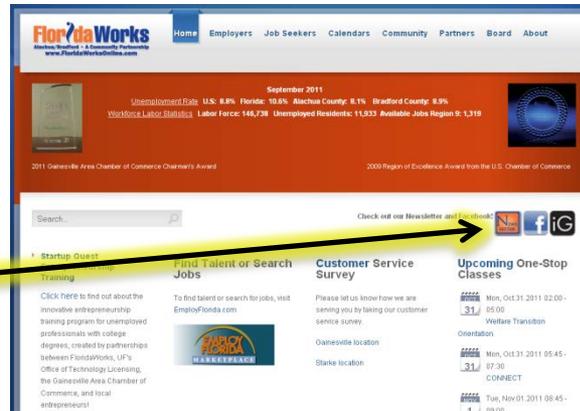


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Websites & Social Media

- FloridaWorks

- Facebook



- Gainesville Area Chamber of Commerce

- Facebook

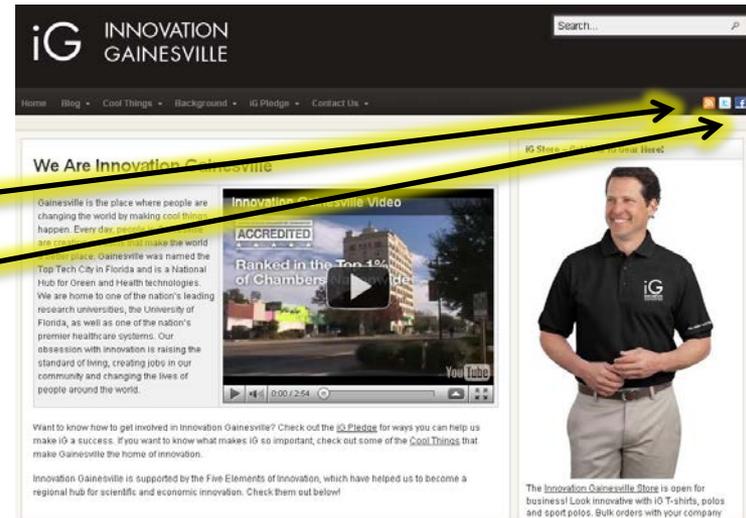
- Twitter



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Websites & Social Media (cont'd)

- [Innovation Gainesville](#)
 - [Facebook](#)
 - [Twitter](#)



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