

Effective Business Services

Effective One Stop Practices

Handouts

- Workshop Summary/ Presenter Info
- Description of BRG Activities
- Report of National Business Engagement Consortium on Employer Focus Groups
- Washington Post article, “Worksheet for Labor” by David Elwood

Business Resource Group

- An initiative of the Assistant Secretary to transform the workforce development community into a demand driven system
- Projects
 - Partnerships for Jobs
 - High Growth Jobs Initiative

Regional BRG Impact

- State Coordinators & Regional Liaisons
- Regional Technical Assistance Initiative

Improving Performance by matching Supply and demand

- Select 18 One Stops nationally who have high WIA performance and strong business services.
- Document strengths and effective practices
- Provide Peer Support to other One Stops who want to improve performance

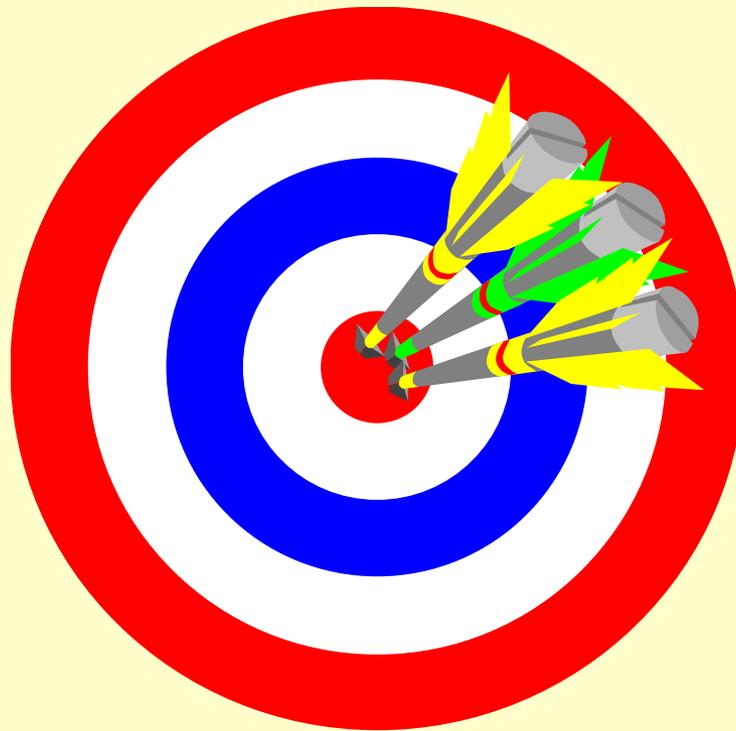
What is Demand Driven?

- **Need to made concrete**
 - **Panelists will give examples**
- **Generally, means more responsive to labor market demands than job seeker supply**

The Hypotheses

- **In the emerging labor market, business demand is a better starting point than labor supply**
- **The better the match between the two, the better the improvement in program and organizational outcomes**

Framework Assertions



Success with Business means:

- Services, not programs
- Screening and referral control
- Balancing tilt toward job seeker
- Finding the right niche and partnering