



# Innovative Partnerships

---

Jesse Aronson & Pam Hester  
Senior Project Managers  
Worksystems, Inc.





# Overview-Lessons Learned

---

- How to leverage business demand for OJT to support CBOs and target populations
- How to align major systems for program enhancement



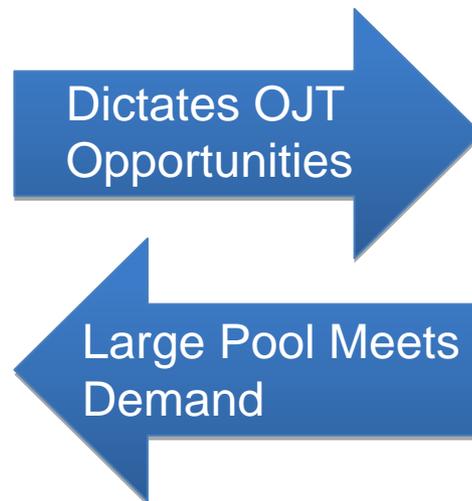
# Regional Business Services Pilot Project

- Team created with the purpose of developing OJT opportunities in the Portland region
- Uncertain of success in current economic climate
- Business facing product



# Regional Business Services Pilot Project Continued

- OJT opportunities developed based on current job openings
- Initially allowed some reverse referrals
- Recruitment from large job seeker pool





# Program Success and Fine Tuning

---

- A lot of business interest!
- Program adjustments
- Strategy to use OJT as a tool to place harder to serve populations
- Supported parallel initiative in our system to engage CBOs



# WorkSource Oregon Centers

- **Public One-Stop System**
- **State mandated integration between WIA co-located with OED**
- **5 Centers in Multnomah and Washington counties**
- **2 Express Centers**
- **Broadened array of services**
- **Removed case management**





# Partnerships with CBOs

## GOALS:

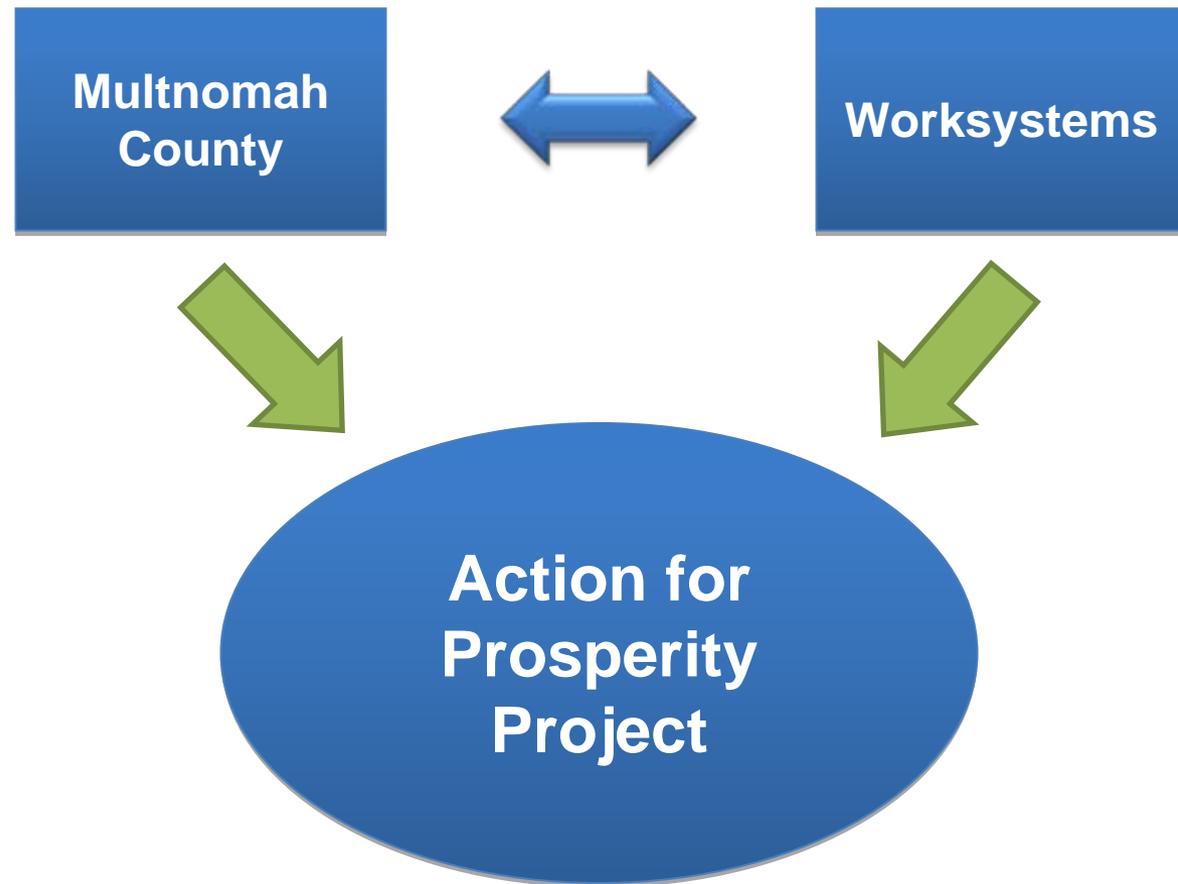
- To increase accessibility for people with multiple challenges or from specific populations
- To align regional resources to reduce duplication and maximize expertise





# Pilot Project

- Worksystem s and Multnomah County
- ARRA-funded pilot
- Co-funded WorkSource Liaison position
- Joint program goals





# Partnership Model

## 8 Community Based Organizations

- Case management
- Support Services



### Liaison Provides:

- Training on WorkSource Products & Career Mapping/Resource Planning
- On-going technical assistance
- Trouble-shooting

## 5 WorkSource Centers

- Dedicated training resources
- Full range of workforce services



# Results

---

**Out of 306 participants (as of June 2010) :**

- **75% (229) participated in training**
- **Participants accessed 1,269 workshops and one-on-one sessions with staff**
- **110 are employed (many still in training and in program)**
- **Rates surpass results in “general” Multnomah County programs**



# System Results

---

- Strong community support for WorkSource
- Multnomah County will shift model of “general” programs to this partnership model
- New Aligned Partners for 2009-2010:
  - Housing Authority of Portland (HAP)
  - Department of Human Services (DHS)
  - Washington County Housing Services
  - 5 smaller CBOs



# Aligned Partner Program OJT Process

---

- OJT Workshop
- Job match system with target population identifiers
- Percentage of OJT slots reserved for partner organizations



# OJT Customer Prioritization Model





# Business Outreach Moving Forward (More Fine Tuning)

---

- **Aligned OJT business targets**
- **Assistance with business outreach**



# OJT Development Starting with Job Seeker

---

- Staff directly assigned to customer
- Limited to small group of target population
- Staff use career map as a guide



# Final Thoughts

---

## CBO partnerships:

- Strengthen programs
- Diversify customer pool
- Increase business pool



# Innovative Partnerships

---

## Questions?

Jesse Aronson  
Senior Project Manager  
Worksystems, Inc.  
503.478.7324  
[jaronson@worksystems.org](mailto:jaronson@worksystems.org)

Pam Hester  
Senior Project Manager  
Worksystems, Inc.  
503.478.7322  
[phester@worksystems.org](mailto:phester@worksystems.org)

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