



MICHIGAN
WORKS!
business
is **UP**
The Job Force Board

35 YEARS

LEADING BUSINESS
TO **EXCELLENCE**



*Workforce Development for
Entrepreneurism &
Economic Development*

OUR JOB FORCE BOARD MISSION...

*“To Foster Economic Development,
Encourage and Support Employers,
and Promote Full Employment
for our Residents.”*

Making A Difference In Our LOCAL Communities

www.jobforce.org

Workforce Development for Economic

Board's 3 Key Strategic Objectives and Goals

- **Workforce Improvement for Economic Development**
 - **Goal:** To build regional competitiveness through collaborative partnerships.
- **Resource Supply and Demand Management**
 - **Goal:** Manage human resources to meet industry demand.
- **Skill Development for Business and Industry**
 - **Goal:** Build and prepare a skilled and competitive workforce for Upper Peninsula business and industry.

JOB FORCE BOARD MEMBERS ARE PROACTIVE AMBASSADORS

- **Strong Leaders with Strategic Perspectives**
- **Facilitators of Alliances and Partnerships**



Workforce Development for Economic

STRONG LEADERS & STRATEGIC THINKERS

- **Convene Regional Stakeholders**
- **Benchmarks progress and commitment of Stakeholders against Strategic Plan**
- **Initiate Regional Economic Impact Study that will build Entrepreneurs in the region**

STRONG LEADERS & STRATEGIC THINKERS

REGIONAL INNOVATION – Economic Impact Study

- USDOL Regional Innovation Grant
- Develop actionable plan that documents and identifies economic opportunities for the 17-county Upper Peninsula and Wisconsin border region
- Resulting strategies that will be specific, measurable and achievable



FACILITATORS OF ALLIANCES & PARTNERSHIPS

➤ **Convene 4 Active Regional Skills Alliances**

- **UP Healthcare Roundtable RSA**
- **UP Construction Trades RSA**
- **UP Regional Industrial Manufacturers**
- **Delta County Tourism RSA**



FACILITATORS OF ALLIANCES & PARTNERSHIPS

➤ **Region I, Michigan Small Business and Technology Development Center**

**U.P.-wide Region for Small Business
and Entrepreneurs**



FACILITATORS OF ALLIANCES & PARTNERSHIPS

- **Procurement Technical Assistance Center (PTAC)**
 - Assistance to businesses interested in participating in DoD, Federal and State contracting.
 - Host Site for the Manufacturing Diversity Summit.



FACILITATORS OF ALLIANCES & PARTNERSHIPS

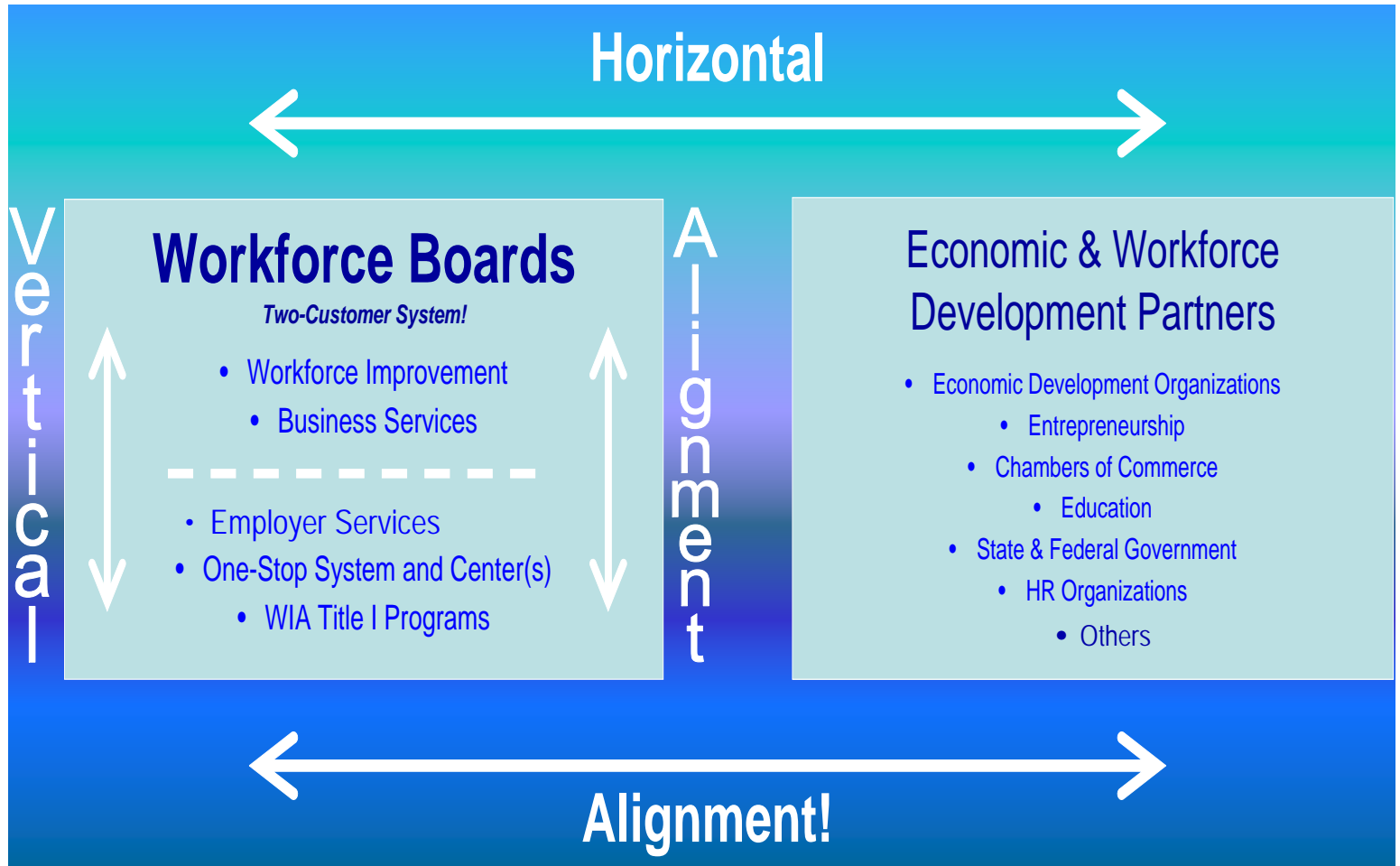
U.P. ECONOMIC DEVELOPMENT ALLIANCE

- **U.P.-wide Economic Development Practitioners, Private Industry, Legislators and MEDC.**
- **Provides Best Practice and Education Training.**
- **Strategic Partner on Economic Impact Study.**



UPPER PENINSULA ECONOMIC DEVELOPMENT ALLIANCE

CREATING A TRUE COMPETITIVE ADVANTAGE



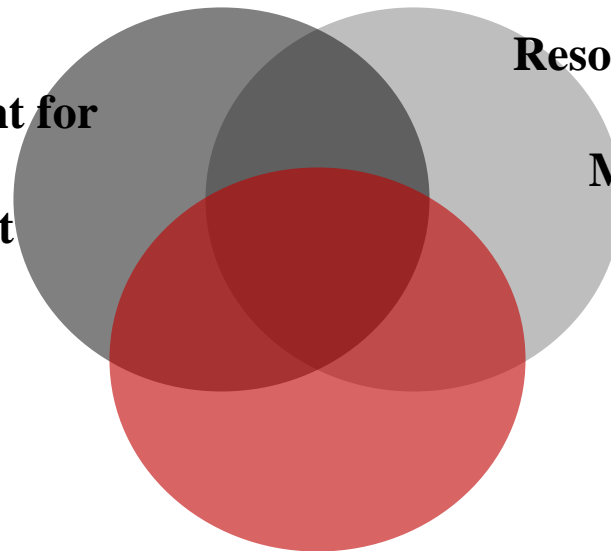
Workforce Development for Economic

Goal #1:

**Workforce
Improvement for
Economic
Development**

Goal #2:

**Resource Supply
& Demand
Management**



Goal #3:

**Skill Development
for Business &
Industry**

JOB FORCE BOARD U.P. PRIORITIES

- **Foster and support small business development**
- **Building aligned U.P. entrepreneurial system**
- **Foster entrepreneurial activities and spirit in U.P. Residents**
- **Support K-16 entrepreneurial curriculum integration and articulation**
- **Communicate and promote best**

practice to all U.P. stakeholders

Workforce Development for Economic

Goal #1:
Workforce Improvement for Economic Development

JOB FORCE BOARD U.P. OVERALL GOALS

- **Build stronger regional economy**
- **Build workforce that embraces innovation**
- **Build entrepreneurial spirit**
- **Support development of new industries**
- **Expansion of small business development through aligned service strategies**
- **User friendly access to value added services**

BUILDING ENTREPRENEURIAL SYSTEMS SMALL BUSINESS DEVELOPMENT & SUPPORT

Region 1

Small Business & Technology Development Center

Business Resource Centers for Entrepreneurs

- Michigan Works! Service Centers
- Economic Development Organizations
- Internet Access
- Hard copy business start up resources

BUILDING ENTREPRENEURIAL SYSTEMS SMALL BUSINESS DEVELOPMENT & SUPPORT

Small Business Consulting Services

- **7 U.P. Michigan Works! Service Centers**
- **13 U.P./Northern Wisconsin Economic Development Organizations/Chambers of Commerce**
- **Michigan Tech University– patent/licensing consultation**
- **Lake Superior State University–prototype development
Business plan development**
- **Business start up and retention services**

JOB FORCE BOARD SERVICE CENTERS PROVIDE

- **Workforce Development Professionals who intake potential entrepreneurs**
- **Screening and referral to MI-SBTDC**
- **Tracking of intakes into MI-SBTDC data base system**
- **Business Resource Rooms equipped with start up literature, hard copy and internet access**
- **MI-SBTDC Counseling Offices**

JOB FORCE BOARD SERVICE CENTERS PROVIDE

- **Personal Entrepreneurial Exploration Workshops**
 - Career Exploration Services for NWLB
 - Intro to Michigan Works! Services
 - What is entrepreneurship?
 - The entrepreneur's job description
 - Self exploration through assessments
 - Reflection of personal cash flow, things to think about
 - Michigan Works! your home office away from home

MI-SBTDC PROVIDES

- **Introduction to Entrepreneurship Workshops**


- **Do I have what it takes?**
- **Ways to start a business**
- **Money for what??**
- **And Money for what else?**
- **Sources of seed capital**
- **Where can you get money?**
- **Getting Credit**
- **Ways to reduce financial need**
- **The business plan—roadmap to success**
- **Causes of business failure**

INTEGRATED LAYOFF AVERSION/ BUSINESS ENHANCEMENT

Combined Portfolio of Services for Business Economic Competitiveness:

- **SBTDC Fiscal Fitness Services**
- **SBTDC Strategic Needs Assessment**
- **SBTDC MWSC Marketing Solutions**
- **MWSC Business Solutions Services**

REGIONAL 1 MI-SBTDC SUCCESS



	<u>2007</u>	<u>2008</u>
• Created jobs	307	321
• Retained jobs	79	90
• New business starts	78	99
• New capital formation \$17.8M		\$14.5M



WIN-WIN FOR THE U.P.

- **SBTDC— expansion of value added services**
- **Small Business— increased access to services and competitiveness**
- **Economic Development— aligned service delivery**
- **Michigan Works!— aligned service delivery**
- **Community Development— asset building**



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Equal Opportunity/Employer.
Michigan Relay (800) 649-3777. Auxiliary Aids and
Services
Available to Individuals with Disabilities upon Request.

