




A HISTORY  
OF  
INNOVATION



**Michigan Works!** is the first unified workforce development network in the U.S. and is an integral partner in developing Michigan's economic future. The network is demand driven, locally responsive, and ready to meet the needs of each community. Every year, Michigan Works! serves nearly four million customers.

The **Michigan Works! Association** was established in 1987 to provide services and support to Michigan's workforce development system. Through the association, members can access timely, relevant professional development opportunities and ensure high-quality programs for all customers.

© The Michigan Works Association, 2018. All rights reserved.

# Work.

**It's what occupies our days. Pays the bills. Supports our families.  
Builds a stronger economy and a brighter future.**

But finding work—and locating skilled workers— isn't always easy. That's why Michigan Works! was created—to help job seekers and employers find each other. To help make sure local economies can anticipate their talent needs. To train people for the jobs of tomorrow.

**We make work happen.**

## **Michigan Works! helps economies, employers, and job seekers achieve prosperity.**

While Michigan has offered numerous public-sector workforce programs for more than a half century, **ours was one of the first states in the nation** to work simply, one client at a time.

When employers and job seekers come to a Michigan Works! Service Center, they aren't confused by a host of acronyms and forms. Instead, they share their stories with our trained staff of professionals, who work carefully to develop a simple, actionable plan for getting results.

Michigan Works! is funded by state and federal program dollars, which each of its regional organizations administers for their communities. In addition, some Michigan Works! organizations have established community partnerships that help bring in and/or maximize talent development revenues.

While Michigan Works! operates in partnership with the Michigan Department of Talent and Economic Development and the U.S. Department of Labor, **each regional organization is locally controlled and accountable.**

As a result, **Michigan Works! is highly regarded as a national workforce development model.**

Our state's system was the template used to craft federal laws related to workforce and talent development.

Indeed, professionals from all over the world have toured Michigan Works! Service Centers seeking solutions for streamlined, effective talent development.

***Michigan Works! is highly regarded as a national workforce development model. Our state's system was the template used to craft federal laws related to workforce and talent development.***



**Employers get:**

- Online job advertisement
- Training support
- Talent recruitment
- Résumé sorting
- Access to Going PRO Talent Fund dollars
- Other key state and federal program supports

**Job seekers get:**

- Skills development
- Résumé assistance
- Job search help
- Career information
- Interest assessments
- Access to publicly-funded programs

# Dynamic Services, Expertly Delivered

Employers with job openings and training needs.

New and experienced job seekers.

Veterans coming home after years of deployment.

Individuals transitioning to life after incarceration.

**Our doors are open to all, and our results speak for themselves.**

800,000

job seekers served each year

36,000

36,000 employers supported annually

1,600,000

Service Center visits managed per year

Michigan Works! consistently meets or exceeds **100%** of its state and federal performance targets.





### **Economic Development**

Michigan Works! partners with employers, educators, economic developers and community organizations to support local economic needs. We work to develop key industries, as well as robust assets capable of attracting and retaining job providers.



### **Essential Training**

Tens of thousands of jobs are kept in our state each year, thanks to Michigan Works!' thoughtful administration of the Going PRO Talent Fund. Through the Fund, employers can stay competitive by training local employees for new and evolving technologies.



### **Talent Searches**

When employers need to fill jobs, their first stop is a Michigan Works! Service Center. We offer a range of services from screening and hiring events to interview space, one-on-one advice and direct support.



### **Skill Building**

Job seekers come to their local Michigan Works! Service Centers when they need to develop their résumés, obtain professional development and training, or practice their interview skills. We help deploy necessary solutions with great success.



### **Job Placement**

By maintaining direct relationships with employers and job seekers alike, Michigan Works! often can help find the right "fit" for both. Our staffing experts are always current on local job market trends and can help ensure job seeker and employer success.



### **New Graduates**

Michigan Works! serves 1,500+ students per year—with a 95% graduation rate—through the Jobs for Michigan Graduates program. The program is aimed at building essential skills for completing high school and transitioning into employment.



### **Veterans**

Our Veterans Career Advisors provide intensive and individualized employment services to eligible veterans and spouses. We help them address their unique needs with résumé support, additional training, and networking support.



### **Returning Citizens**

Many Michigan employers provide employment opportunities for ex-offenders who are willing to work hard and commit themselves to a new employment opportunity. Michigan Works! can help returning citizens get a new start in work and in life.



### **Low-Income Families**

Michigan Works! delivers more than a 200% rate of return to state taxpayers through the PATH program, which helps families return to work after receiving state assistance. The number of families receiving state assistance has dropped by more than 70%.

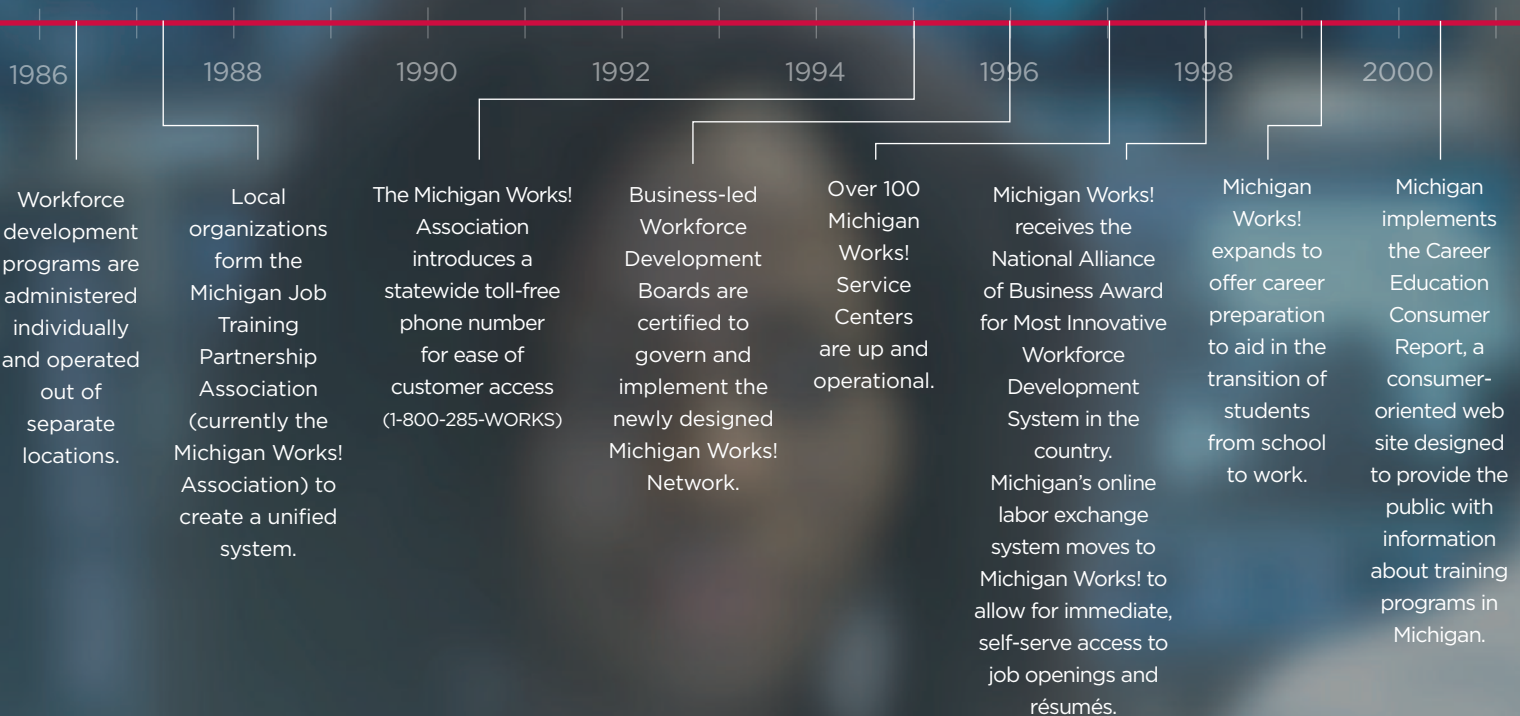
# A Wealth of Resources, Customized to Fit

## When it comes to talent development, local action matters most.

Every region is unique—what works in one region doesn't necessarily work in another. Effective workforce organizations use **demand-driven** approaches, which means Michigan Works! lets local employers and workers drive the discussion about critical hiring areas, training needs, and placement support.

We then follow up with customized services and supports. Every day, we're making the most of funding sources, matching needs with a host of services and resources, and determining where outside partners can be useful.

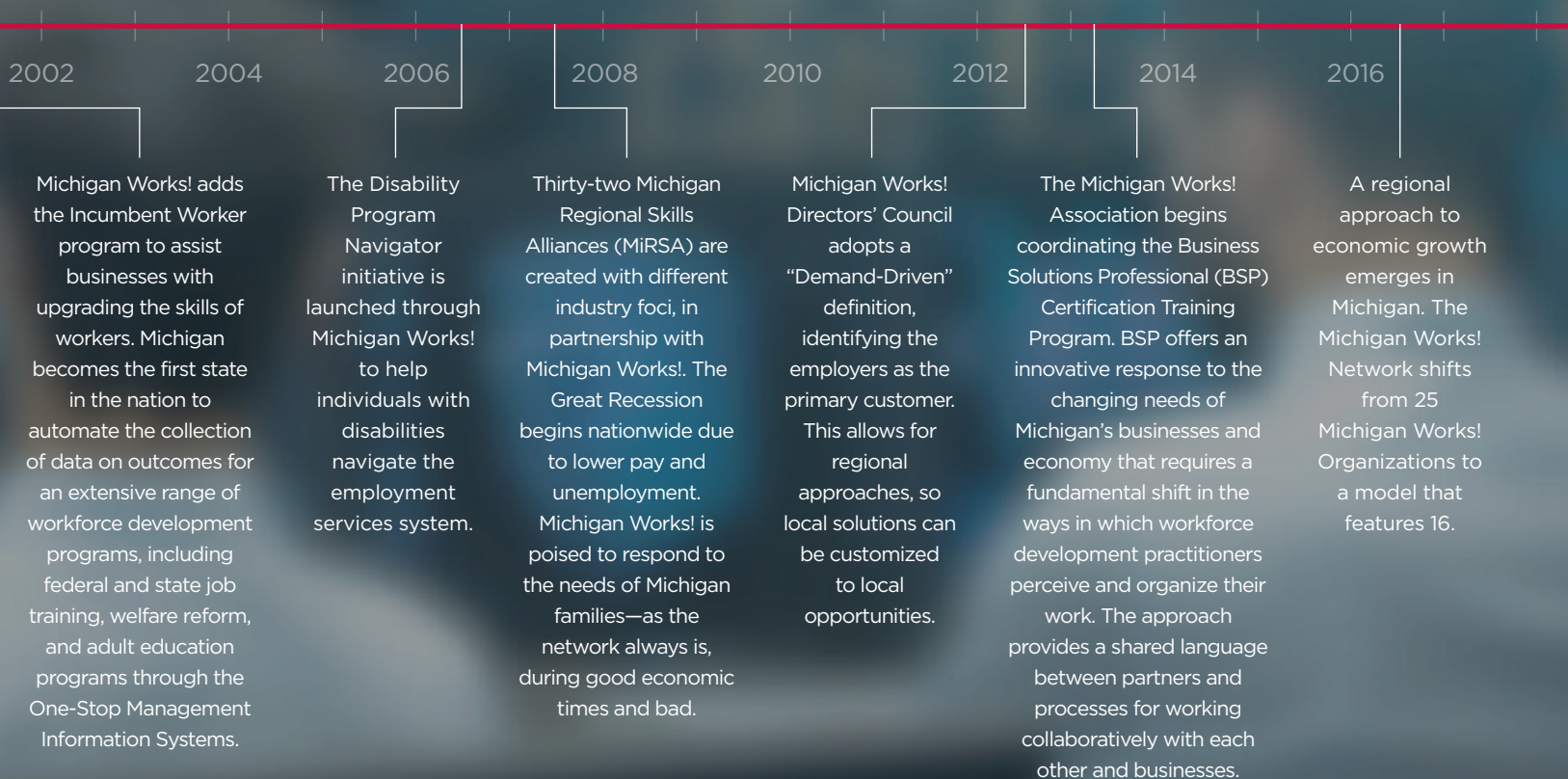
This timeline highlights the history of Michigan Works!. For a broader timeline that includes a look back at the history of workforce development in Michigan and the U.S., please visit [www.michiganworks.org](http://www.michiganworks.org).





All the **client** sees is a clean, simple package of training and assistance that helps them move seamlessly to the next level of employment.

The **employer** sees an uptick in the availability of skilled, highly-trained talent that allows them to meet their business goals.



# Innovation in Action

## Roll-Rite

Roll-Rite is an international tarping systems manufacturer that works closely with Michigan Works! and other partners to recruit talent, offer plant tours, arrange co-ops and internships, and provide employee training.

When the company moved its facility to Gladwin in 2014, more career opportunities were available for local residents like Hayden Hager, who had experience in the dispatching and automotive services industry.

Roll-Rite felt Hayden would be a great candidate for an available sales position, but knew he would need additional training and support. The company approached Michigan Works!, which helped the company offer personalized on-the-job training to Hayden.

Today, Hayden is a successful long-term employee of Roll-Rite. "I am happy to work with a local company that gives me opportunities to engage with people both locally and worldwide," he says.

*"I am happy to work with a local company that gives me opportunities to engage with people both locally and worldwide."*

WE OFFER **SIMPLY THE BEST**  
TRUCK TARPING SYSTEMS



Automated Covering Systems



# Innovation in Action

## Consumers Energy

Michigan utility Consumers Energy began partnering with Michigan Works! in 2014. The two organizations began talking about ways to put registered apprentices to work for the company.

Michigan Works! helped Consumers connect with Going PRO Talent Fund resources and facilitated connections with strong job candidates, with special attention to veterans and those eligible for On-the-Job Training resources.

“The impact of the GPTF training has been noticeable in the reduced amount of time it takes to solve technical problems in the field,” says Amber Fogerty of Consumers Energy. “Additionally, we have been able to develop strong partnerships with Michigan Works!, which continues to be a strong resource for us.”

Consumers Energy is now partnering with Michigan Works! to address long-term succession planning.

*“The impact of the GPTF training has been noticeable in the reduced amount of time it takes to solve technical problems in the field.”*





Michigan Works! Association  
2500 Kerry Street, Ste. 210 • Lansing, MI 48912  
517-371-1100  
[www.michiganworks.org](http://www.michiganworks.org)