

State of Business Informational Brief

Mission: To promote a state of economic well being by helping to create a skilled, diverse, motivated and adaptable workforce.



Dexter Job Expo

Our Business Liaison with MERS Goodwill Gary Schaefer worked hard to put together the first Dexter Job Expo at the National Guard Armory. The Dexter Chamber and Janet Coleman was a big help in pulling this event off. They succeeded in having 51 vendors and 417 job seekers attend the expo. Janet worked hard to have the lunch for vendors

sponsored by area business.

We have also assisted business with sponsoring Job Fairs around the region to include Cape Girardeau, Dexter, East Prairie and Sikeston. The team continues to plan additional job fairs in the coming months.



HR from Rubber Maid



DWD staff working the registration desk

3rd Quarter 2007

Inside this issue:

<i>Dexter Job Fair</i>	1
<i>Business Resource Network</i>	2
<i>Micro Enterprise Capitalization</i>	3
<i>LAUS March 2008</i>	4
<i>Business Liaison Statistics</i>	4

Employed?		
Answer	Respondents	Percent
Yes	158	37.89 %
No	245	58.75 %

How did you learn of EXPO?		
Method	Respondents	Percent
Newspaper	170	40.77 %
Radio	27	6.47 %
TV	6	1.44 %
Other (includes One Stop System)	218	52.28 %

Education Levels		
Grade	Respondents	Percent
Less than HS	16	3.84 %
High School	290	69.54 %
Technical School	45	10.79 %
Associate Degree	22	5.28 %
Bachelor Degree	5	1.20 %
Masters	7	1.68 %
Prof. Degree	3	.72 %



MISSOURI
Career Center
Where talent and opportunities meet



Business Resource Network

A new approach is being implemented regarding the synchronist survey. Regional communities are being contacted to determine their interest in initiating a community driven retention program. Contacts include chamber execs and professional developers. The synchronist survey is reviewed by the community leaders and recommendations for modifications are solicited. Surveys will be conducted by local teams and data entry will be accomplished locally. Passwords to the synchronist system are issued by the WIB administrators to facilitate access by the community. Standard and custom reports will be provided to the participating communities by the WIB upon request. Advantages include the ability to more quickly build a substantial database. Businesses will be more willing to provide information because the surveyors are familiar as members of the local chamber. This approach will also create a design that will enable a self-sustaining retention program in the region at the expiration of the retention SWI. Currently, Cape Girardeau, Dexter, Jackson and Sikeston are involved in developing a retention effort in conjunction with the WIB utilizing the synchronist survey. Preliminary discussions have also begun with Caruthersville and Kennett.

Return on Investment

Goal	Actual	Projected
<i>Jobs Retained</i>	150	50
<i>Network Referrals</i>	6	1.25



BREI Business Retention & Expansion Class

Business Retention & Expansion International

We sponsored the BREI Business Retention & Expansion training that provided 32 area community leaders with updated business retention tools. This complements our Business Resource Network. It has fueled additional interest in communities working with our E-Synchronist Survey and developed additional interested in participating in our Retention/Expansion program.



PLEASE SAY
THANKS TO OUR SPONSORS FOR
BREI BREAKOUTS

AMEREN UE

FIRST STATE BANK AND TRUST

SOUTHEAST MISSOURI ECONOMIC
DEVELOPMENT ALLIANCE

Rapid Response Activity

Company	Date	# of Employees
Miss Elaine	Jan 2008	47
Schott Farms	Mar 2008	70
Total Job loss		117

Micro Enterprise Grants

Creative Design



Pictured from L to R: June O'Dell, Amy Frago, Bill Vickery.

The partnership with the Small Business Development Center of Southeast Missouri State University in collaboration with the Southeast Innovation Center provided entrepreneurial/business management training, "First Step Fast-Trac" especially developed by the Ewing Marion Kauffman Foundation.

The WIB awarded 6 businesses with access

to start-up capital via the Micro-Enterprise Start-up Grant Fund.

Access to start-up capital is the primary obstacle to launching a micro enterprise particularly for the Workforce Investment Act (WIA) target audiences. Funds provided by the Micro Enterprise Grant is utilized for up to \$5,000 grants to individuals to assist with business start-up expenses and to supplement other sources of funds for micro enterprise creation. The applicants are required to submit a complete business plan including narrative about their business model and financial statements and projections. Applicants will also submit a use of funds document outlining how the grant funds will be spent. Next, a committee of at least five individuals from the financial and business communities will evaluate the business plans and grant proposals to determine feasibility and viability. When the finalists have been selected, the committee will determine the level of financial participation (up to \$5,000).

Cannon Cleaning



Pictured from L to R: June O'Dell, Angela Cannon, Bill Vickery.

When the finalists have been selected, the committee will determine the level of financial participation (up to \$5,000).

We recently completed our first class in the Bootheel area 36 applicants complete the training in Portageville. Of those 21 submitted application for the capitalization grant. The committee is scheduled to award the grants in May 2008.

We recently completed our first class in the Bootheel area 36 applicants complete the training in Portageville. Of those 21 submitted application for the capitalization grant. The committee is scheduled to award the grants in May 2008.

Unique Barbers



Pictured from L to R: June O'Dell, Tim Davis, Bill Vickery.

Mark Farmer Studios



Pictured from L to R: June O'Dell, Mark Farmer, Bill Vickery.

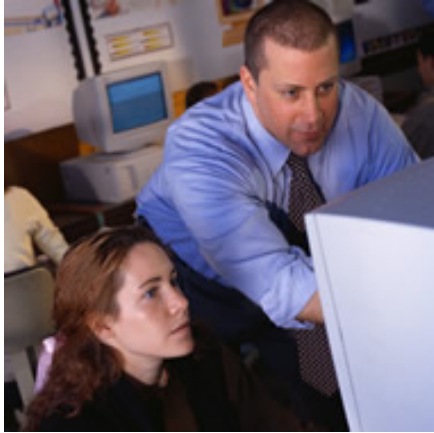
Return on Investment

<i>New Business Started</i>	13
<i>Number of Jobs Created</i>	15
<i>FastTrac Classes</i>	4
<i>Students Completing Classes</i>	56

Grant Awardees

<i>Creative Design</i>	<i>Jackson</i>
<i>Unique Barbers</i>	<i>Sikeston</i>
<i>Cannon Cleaning Services</i>	<i>Altenburg</i>
<i>Mark Farmer Studios</i>	<i>Cape Girardeau</i>
<i>Ferrells Old Fashion BBQ</i>	<i>Charleston</i>
<i>Golden Dollar Restaurant</i>	<i>Altenburg</i>

Statistics



Local Area Unemployment Statistics March 2008			
Area	Mar 2008	Dec 2007	% Change
Bollinger	6.3	6.1	+ 0.2
Cape Girardeau	4.7	4.4	+ 0.3
Dunklin	8.3	8.9	- 0.6
Iron	5.4	5.9	- 0.5
Madison	6.3	6	+ 0.3
Mississippi	6.9	7.4	-0.5
New Madrid	7.3	7.9	- 0.6
Pemiscot	7.4	7.6	- 0.2
Perry	4.9	3.9	+ 1.0
Ste. Genevieve	6.1	6.2	- 0.1
St. Francois	7.2	6.3	+ 0.9
Scott	6.6	4.6	+ 2.0
Stoddard	7.8	7	+ 0.8
Missouri	6.1	5.2	+ 0.9

Southeast Averages	
Dec Average	6.4
Highest Rate	8.3 (Dunklin)
Lowest Rate	4.7 (Cape)
Average Southern	7.4
Average Northern Counties	5.8

Source Missouri Economic Research and Information Center (MERIC)

Business Liaisons Outreach Statistics

East Missouri Action Agency

Description	QTR / YTD	
Active Contacts	253	731
New Business	38	99
Increase Career Center usage	37	122
Training Referral	0	0

MERS/Goodwill

Description	QTR / YTD	
Active Contacts	147	227
New Business	28	50
Increase Career Center usage	10	12
Training Referral	0	0

AO Workforce Partnership

Description	QTR / YTD	
Active Contacts	44	189
New Business	1	54
Increase Career Center usage	0	13
Training Referral	1	2

Market Penetration Southeast Region 45.9 % (Increase of 0.4 %)

Source Toolbox System Report

Workforce Investment Board of Southeast Missouri

760 South Kingshighway, Suite C
Cape Girardeau, Missouri 63703

Phone: 573.334.0990
Fax: 573.334.0335
Email: scott@job4you.org

We're on the WEB!

www.job4you.org

