

# 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.



## Business Team Year in Review

Our Business Team has had a very successful year. We have expanded the network of small business that now have a introduction to the services available by 1438, but also the number of business that utilize the services by 260.

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.

Over the last year we were able to secure two world class training's to be in our region. The International Economic Development Council (IEDC) Business Retention class and Business Retention & Expansion International (BREI) Business Retention class. Both of these trainings supported our business retention efforts by providing the latest programs and trends for our economic developers, chambers of commerce's, city and county officials. We look forward to continuing the effort in the next year.



Business Retention & Expansion International



4th Quarter 2007

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# Business Resource Network



## Workforce Investment Board highlighted at Sikeston Chamber of Commerce gathering

When it comes to an area's economy, it's not all about luring in new business, but taking care of what's there and helping it expand.

That's the message Sikeston Area Chamber of Commerce members heard from Mike Seabaugh with Business Retention and Expansion, the featured speaker at Thursday's monthly luncheon.

"It is very important that we support the existing businesses we have and help them sustain and grow," Seabaugh said. He spoke on behalf of the Workforce Investment Board. The local board covers a 13-county area in Southeast Missouri.

"The purpose is to locally analyze the concentration of the workforce and provide opportunities to promote and improve that work force," Seabaugh said.

"The WIB is beginning to transition into a business service provider," he said. "We consider employers as our primary customers and the workers are a product of that." WIB staffers visit with employers around the area. In those visits, they learn business needs and how to make them healthier and create more jobs, Seabaugh said.

## Second Year of Funding

The Southeast Region has awarded a second year of funding for the Business Resource Network. This will allow us to expand the network to all 13 of the Southeast Regions counties.



### Return on Investment Quarter

Goal	Actual	Projected
<i>Jobs Retained</i>	96	50
<i>Network Referrals</i>	2	1.25

### Return on Investment YTD

Goal	Actual	Projected
<i>Jobs Retained</i>	333	200
<i>Network Referrals</i>	13	5

Rapid Response Activity		
Company	Date	# of Employees
Carpet One	May 2008	16
CLM Pallet	May 2008	110
Siegel Roberts	May 2008	40
Rhodes Travel Center	May 2008	20
Independence Home Pharmacy	June 2008	20
<b>Total Job loss</b>		<b>117</b>

# Micro Enterprise Grants

## Bootheel Fast Track Class Graduates 36

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.



Bootheel Graduating Class

## Word's Bar-B-Q



Pictured: Denise Word (Owner) and family

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 FastTrac" especially developed by the Ewing Marion Kauffman Foundation.

## Customized



Pictured: Mary Johnson, Owner

## Third Year of Funding

The Southeast Region in collaboration with the South Central Region is 1 of 2 in the state to be awarded the Micro Enterprise grant for an additional year.

The WIB awarded 9 businesses with access to start-up capital via the Micro-Enterprise Start-up Grant Fund.

## Brotha Cutz Barber Shop



Pictured: Phillip Brooks, Owner

The partnership over the last year has been very successful. We have been able to help 70 entrepreneurs to attend the training and 19 were selected for the grant to start a small business in the region.

## Caring Caress Massage Therapy



Pictured: Tony Hardaway, Owner

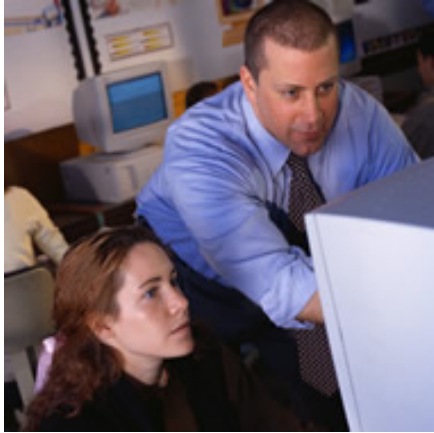
### Return on Investment

New Business Started	19
Number of Jobs Created	23
FastTrac Classes	4
Students Completing Classes	70

### Grant Awardees

Brotha Cutz Barber Shop	Lilbourn
Caring Caress Massage Therapy	Caruthersville
Customized Sewing	Caruthersville
McAdams Mobile Wash	Hayti
Ken-Ya Roofing	Caruthersville
Do You Right Construction	Caruthersville
Family Matters Youth Home	Caruthersville
Bee Bilingual	Caruthersville
Word's Bar-B-Q	Lilbourn

# Statistics



Local Area Unemployment Statistics June 2008			
Area	June 2008	Mar 2008	% Change
Bollinger	6.1	6.3	-.2
Cape Girardeau	4.9	4.7	+.2
Dunklin	8.6	8.3	+.3
Iron	4.9	5.4	-.5
Madison	6.2	6.3	-.1
Mississippi	7.6	6.9	+.7
New Madrid	7.3	7.3	-
Pemiscot	8.4	7.4	+1.0
Perry	4.6	4.9	-.3
Ste. Genevieve	5.6	6.1	-.5
St. Francois	6.4	7.2	-.8
Scott	6.5	6.6	-.1
Stoddard	7.2	7.8	-.6
<b>Missouri</b>	<b>6.3</b>	<b>6.1</b>	<b>+.2</b>

Southeast Averages	
June Average	6.5
Highest Rate	8.6 (Dunklin)
Lowest Rate	4.6 (Perry)
Average Southern	7.6
Average Northern	5.5

Source Missouri Economic Research and Information Center (MERIC)

## Business Liaisons Outreach Statistics

### East Missouri Action Agency

Description	QTR / YTD	
Active Contacts	133	864
New Business	24	123
Increase Career Center usage	49	171
Training Referral	0	0

### MERS/Goodwill

Description	QTR / YTD	
Active Contacts	128	355
New Business	32	82
Increase Career Center usage	7	19
Training Referral	0	0

### AO Workforce Partnership

Description	QTR / YTD	
Active Contacts	30	219
New Business	2	55
Increase Career Center usage	0	13
Training Referral	0	2

**Total Active Contacts 1438 & New Business 260**

### Workforce Investment Board of Southeast Missouri

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