



**2011-2012 Annual Report**  
 Workforce Service Area 6  
 Southwest Minnesota Chief Elected Officials Board  
 Southwest Minnesota Workforce Council  
 Southwest Minnesota Private Industry Council, Inc  
 Minnesota Department of Employment and Economic Development



*A Workforce Systems Partner*

Serving:

Big Stone, Chippewa, Cottonwood, Jackson, Lac qui Parle, Lincoln, Lyon, Murray, Nobles, Pipestone, Redwood, Rock, Swift & Yellow Medicine Counties

Mission Statements	<p><b>SW MN Workforce Council – “To provide a diverse and quality workforce that best meets the needs and challenges of the Southwest Minnesota Region.”</b></p> <p><b>SW MN Private Industry Council, Inc. – “Building Tomorrow’s Workforce through Training, Leadership and Economic Development.”</b></p>
Workforce Investment Act (WIA) Adult - Federal	<p>WIA Adult helps increase the standard of living for individuals through enhancing job skills and providing assistance to attain self-sufficiency through work.</p> <p><b>Enrolled: 99      Termed: 43      Employed: 38</b>  <b>(See PY11 Performance Standards for Detailed Outcomes)</b></p>
Federal Dislocated Worker	<p>Assists individuals who have lost their job through no fault of their own. Dislocated worker services are designed to help individuals retain current employment, improve job and employability skills, and to provide assistance with securing new employment.</p> <p><b>Enrolled: 92      Termed: 45      Employed: 42</b>  <b>(See PY11 Performance Standards for Detailed Outcomes)</b></p>
State Dislocated Worker	<p>Programs designed to assist those who have lost their job through no fault of their own obtain employment, education, and training. The funding is provided at a state level. Support services are also available to individuals enrolled in the program to assist in job search and retention.</p> <p><b>Enrolled: 103      Termed: 45      Employed: 36</b>  <b>(See PY11 Performance Standards for Detailed Outcomes)</b></p>
Dislocated Worker Special Projects	<p>Projects designed to assist employees impacted by layoffs or plant closings with job search assistance and retraining.</p> <ul style="list-style-type: none"> <li>• CCA Prison, Appleton –(11/1/2009 – 6/30/2012) - Closed        Enrolled – 105; Termed – 105; Placed – 75; Average Wage - \$14.13</li> <li>• Farley-Sather’s, Round Lake –(12/1/2009 – 9/30/2012) - Closed        Enrolled – 140; Termed – 140; Placed – 94; Average Wage - \$13.63</li> <li>• Suzlon Rotor, Pipestone – Enrolled – 87; Total Placed – 33        (12/1/2010 – 9/30/2013)</li> <li>• Special Veteran’s Project – Enrolled – 14; Placed – 5        (4/1/2011 – 12/31/2013)</li> </ul>
<p>Youth Programs</p> <p>WIA Youth        ~Minnesota Youth Program MYP        ~Youth Intervention Program YIP        ~Step-Up-For Youth        ~Juvenile Justice        ~GIRL’S Best        ~ Camps-to-Careers        ~Youth Outreach to Schools</p>	<p>Youth Programs provide disadvantaged teenagers and young adults (14-21) with year-round employment and training services.</p> <p>The SW MN PIC is committed to helping youth prepare for the workforce. Through work experiences, career exploration, post-secondary tuition assistance, and job seeking/retention assistance, the youth team works one-on-one to increase the skills of our region’s youth so they might become self-sufficient. The programs offer youth the ability to earn wages, receive academic credit, and gain leadership skills that transcend into adulthood. Services include, but are not limited to:</p> <ul style="list-style-type: none"> <li>• Paid work experience at no cost to employers</li> <li>• Job Keeping and Seeking Assistance</li> <li>• Career Exploration and Assistance</li> <li>• Post-Secondary Education Assistance</li> </ul> <p>Program Year 2011 – 2012 - 605 <b>youth received various services.</b></p> <p><b>****For additional detail on youth programs please refer to the 2011- 2012 Youth Compilation Report</b></p>

<p>Career Pathways &amp; FastTRAC Initiatives</p>	<p><b>Career Pathways Initiatives &amp; Minnesota FastTRAC</b> (Training, Resources, and Credentialing) seeks to make Minnesota more competitive by meeting the skills needs of businesses and individuals. The SW MN PIC has partnered with Adult Basic Education, DEED, and Minnesota West Community &amp; Technical College to host:</p> <ul style="list-style-type: none"> <li>• Industrial Maintenance</li> <li>• Universal Healthcare</li> <li>• Welding</li> <li>• Metal Fabrication</li> </ul>
<p>Minnesota State Energy Sector Partnership (MSESP)</p>	<p>The Minnesota State Energy Sector Partnership (MSESP) is an initiative of the Governor’s Workforce Development Council. MSESP provides grants to organizations to provide training, job placement, and related activities in the energy-efficient building, construction, and retrofit industries; the renewable electric power industry; and the bio-fuels industry.</p> <p>In SW MN the grants funded assisted with:</p> <ul style="list-style-type: none"> <li>• Expanding the Career Pathways &amp; FastTRAC initiatives for Industrial Maintenance, Welding, Metal Fabrication and Universal Healthcare training.</li> <li>• Get Into Energy Career Pathway program (GIECP) – the grant assisted students pursuing training in the energy sector with tuition and career coaching.</li> </ul>
<p>Supplemental Nutrition Assistance Program Employment &amp; Training Services (SNAP – E&amp;T)</p>	<p>SNAP E&amp;T Assists low income individuals with resources to conduct job search and employment. Support service funds are available to assist with gas, clothing, short term training and other needed resources with the goal of seeking and finding employment.</p> <p><b>Served: 94   Employed FT: 16   Employed PT: 20   Exited: 74   Placed: 36</b>  <b>Average Wage: \$9.04</b></p>
<p>Minnesota Family Investment Program – Employment &amp; Training Services (MFIP – E&amp;T)</p>	<p>The Minnesota Family Investment Program is Minnesota’s program that assists low-income families with children to economic stability through work. The MFIP grant includes a cash grant, food assistance and job counseling. The PIC is contracted to provide the Employment &amp; Training component of MFIP.</p> <p><b>Served: 1062   Employed FT: 510   Employed PT: 373   Exited: 666   Placed: 285</b>  <b>Average Wage: \$9.98</b></p>
<p>Diversionsary Work Program (DWP)</p>	<p>A four month program designed to meet specific crisis situations and help families move immediately to employment, rather than transition onto the Minnesota Family Investment Program. Diversionsary work includes intensive, up-front services to focus on families’ strengths and break down barriers to work.</p> <p><b>Served: 533   Employed FT: 33   Employed PT: 85   Exited: 382   Placed: 121</b>  <b>Average Wage: \$9.63</b></p>
<p>MFIP Innovative Funds</p>	<p>Innovative funds were designated for MFIP customers to assist with transportation issues with the ultimate goal that the additional resource would increase their participation hours – thereby assisting in meeting the Work Participation and Self-Support Index Performance Outcomes.</p> <p><b>Individuals Served: 184                      Funds Expended: \$26,301</b></p>
<p>Supported Work</p>	<p>Supported work funds were allocated for the purpose of placing MFIP customers in subsidized employment opportunities to gain work experience and potentially to be placed in unsubsidized employment.</p> <p><b>Individuals Served: 104                      Entered Unsubsidized Employment: 43                      Average Wage: \$9.54</b></p>
<p>MFIP Innovative Wage Subsidy Grant</p>	<p>DHS funded grant designed for the implementation and placement of MFIP and DWP clients in wage subsidy OJT’s resulting in permanent placement. To assist MFIP and DWP recipients with identification of personal skill sets that will be matched to and strengthened by placement in wage subsidy employment opportunities; with the ultimate goal being unsubsidized employment providing salary above minimum wage and career ladder opportunities resulting in self-sufficiency.</p> <p><b>2012 – 34 individuals enrolled</b></p>

WORKFORCE CENTER PARTNERS	
Job Service	<p>A program through which several of the Department of Employment and Economic Development's (DEED) key services to job seekers and certain workforce-development services to businesses are delivered. The focus of all services is to help job seekers find work and help employers find and retain qualified employees, with special efforts made to serve unemployment insurance applicants, veterans, migrant and seasonal farm workers, and new entrants in the labor market. Most of the services are delivered through Minnesota's statewide network of WorkForce Centers.</p> <p><b>Services to job seekers include:</b> Access to <a href="http://MinnesotaWorks.net">MinnesotaWorks.net</a> to find and apply for jobs; job search preparation, education and counseling; referrals to eligibility-based employment and training programs</p> <p><b>Services to businesses include:</b> Access to <a href="http://MinnesotaWorks.net">MinnesotaWorks.net</a> to post job openings and screen applicants; consultations on hiring needs, employee training, and labor market information; access to WorkForce Center facilities to recruit and screen applicants.</p> <p>This is for Southwest MN activity occurring between July 1, 2011 and June 30, 2012.  <u>Job Seekers using Marshall, Montevideo, and Worthington WFCs (recorded on CRS)</u>            -Total number of individuals attending workshops and/or using Resource Room computers: <b>2,457</b> -            Total number of individuals logging into Resource Room computers: <b>2,432</b> -Total number of individuals attending at least one workshop: <b>228</b>  <u>Resumes on MinnesotaWorks.net for Residents in WSA 6</u>            -Total individuals with viewable and/or non-viewable resumes: <b>1,713 (1,846 resumes)</b> -Total individuals with viewable resumes: <b>535 (573 resumes)</b> -Total individuals with non-viewable resumes: <b>1,195 (1,273 resumes)</b>  <u>Businesses/Organizations</u>            -Businesses and/or organizations receiving consultations from Business Services Specialists: <b>467</b></p>
Vocational Rehabilitation Services	<p>The mission of Vocational Rehabilitation Services is to empower Minnesotans with disabilities to achieve their goals for employment, independent living and community integration. Vocational Rehabilitation Services is part of the Department of Employment and Economic Development and is a partner in the Workforce Center system. Vocational Rehabilitation Services provides employment related services to youth and adults with significant disabilities. Available services include vocational counseling, training and education, job placement, equipment/assistive technology, work accommodations, small business start up and assistance to maintain a job. Services are provided directly by Vocational Rehabilitation Services staff and are also purchased from vendors. Staff coordinates services with WFC partners, high schools, post secondary institutions, adult basic education, social service agencies, community rehabilitation partners, community corrections, employers, and family members.</p> <p><b>Enrolled: 180      Total Termined: 86      Total Employed 50      Average Wage: \$10.13</b></p>

Local Performance  
 Minnesota Workforce Investment  
 Act Annual Report – PY 2011

Local Area Name: Southwest Minnesota Private Industry Council Inc. - WSA 6	Total Participants Served	Adults	96
		Dislocated Workers	231
		Older Youth (19-21)	27
		Younger Youth (14-18)	105
ETA Assigned #27055	Total Exiters	Adults	38
		Dislocated Workers	128
		Older Youth (19-21)	12
		Younger Youth (14-18)	60
<b>Reported</b>		<b>Negotiated Performance Level</b>	<b>Actual Performance Level</b>
Customer Satisfaction	Program Participants	76.0	76.8
	Employers	77.0	76.2
Entered Employment Rates	Adults	80.0	100.00
	Dislocated Workers	83.0	89.2
	Older Youth	75.0	77.8
Retention Rates	Adults	80.0	89.3
	Dislocated Workers	88.0	95.5
	Older Youth	78.0	92.3
	Younger Youth	70.0	84.6
Average Earnings (Adults/DWs) Six Months' Earnings Increase (Older Youth)	Adults	\$10,711.00	\$10,451.10
	Dislocated Workers	\$14,370.00	\$15,929.90
	Older Youth	\$3,800.00	\$6,628.80
Credential Diploma Rates	Adults	66.0	74.2
	Dislocated Workers	62.0	78.0
	Older Youth	55.0	35.7
	Younger Youth	75.0	93.5
Skill Attainment Rate	Younger Youth	90.0	90.8
Placement in Employment or Education	Youth (14-21)		82.8
Attainment of Degree or Certificate	Youth (14-21)		79.7
Literacy or Numeracy Gains	Youth (14-21)		28.6
Description of Other State Indicators of Performance (WIA Section 136 (d)(1))			
Overall Status of Local Performance		<b>Not Met</b>	<b>Met</b>
			X

# Southwest Minnesota Private Industry Council Inc. 2011-2012 Expenditures

**FEDERAL:**

WIA Adult	\$354,203
WIA Youth	\$428,574
WIA Dislocated Worker	\$291,720
WIA CCA Appleton Prison	\$50,763
WIA Suzlon Rotor	\$63,578
Supplemental Nutrition Assistance Program (SNAP)	\$63,391
Juvenile Justice Block Grant	\$11,416
Juvenile Justice Step Up for Youth	\$53,682
<b>Federal Subtotal</b>	<b>\$1,317,327</b>

**ADDITIONAL FEDERAL:**

WIA Incentive	\$19,840
WIA FastTRAC I & B	\$35,900
WIA FastTRAC Adult Career	\$43,384
JA Financial Literacy	\$5,900
Teen Parent Project	\$2,968
Pathways to Employment	\$3,210
WIA Project Gate II	\$1,048
Blue Green Alliance Foundation	\$53,604
MSESP Grants	\$209,214
Blandin – MIRC Digital Literacy	\$48,220
<b>Total Federal</b>	<b>\$1,740,615</b>

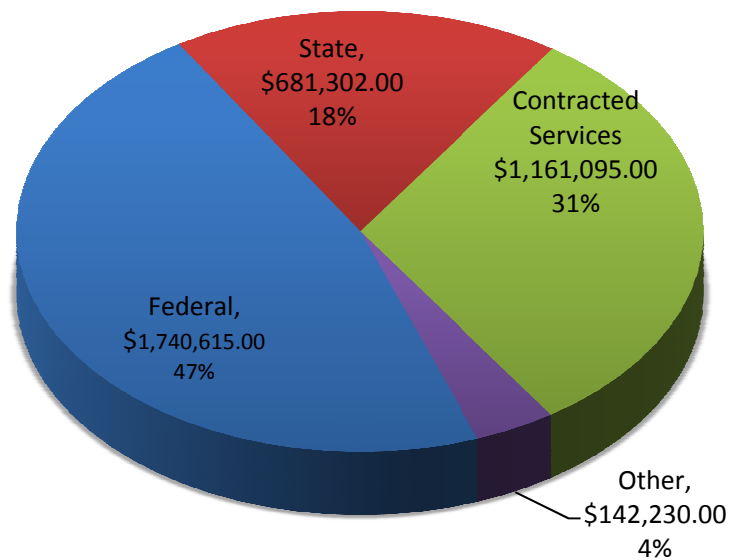
**STATE:**

State Dislocated Worker	\$358,958
State DW-Special Projects	\$148,787
Minnesota Youth Program (MYP)	\$131,197
Youth Intervention Program (YIP)	\$40,895
DHS Burmese Refugee Grant	\$1,465
<b>Total State</b>	<b>\$681,302</b>

**COUNTY:**

MFIP	\$687,315
DWP	\$308,262
MFIP Innovative Funds	\$21,064
Supported Work	\$107,408
MFIP Innovative Wage Subsidy	\$17,050
Rock-Pipestone County Collaborative	\$16,039
Chippewa County Youth Fund	\$3,833
Yellow Medicine County Youth Fund	\$124
<b>Total County</b>	<b>\$1,161,095</b>
<b>Other</b>	<b>\$143,230</b>

**TOTAL EXPENDITURES** **\$3,726,242**



# \$1 Invested Returns \$3.07 to Economy

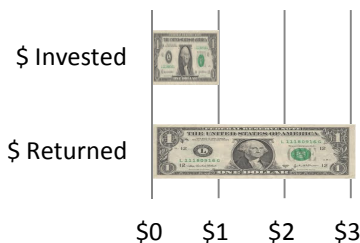
SW MN Private Industry Council  
2011-2012 Return on Investment Report  
"Building Tomorrow's Workforce"



## Return On Investment

For every public dollar invested in workforce development programs last year, the SW MN Private Industry Council has returned \$3.07 to the local economy, based on the participants who obtained employment during the year.

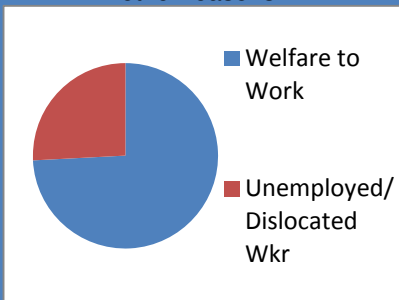
### Return on Investment



## People Served by

### SW MN Private Industry Council

Approximately 3/4 of our 2,300 participants are trying to move from welfare to work. Approximately 1/4 have been dislocated from employment due to layoff or business closing, or are unemployed or underemployed for other reasons.



December 2012

## Business-Driven:

The Southwest Minnesota Private Industry Council (SW MN PIC) operates under the leadership of a local Board of Directors comprised of seven volunteer members from across our fourteen county workforce service area. The SW MN PIC is also a partner in the WorkForce Center, which operates under the leadership of a local 26-member private-sector led Workforce Investment Board (WIB).

## Making Strategic Investment in Human Capital:

The best economic stimulus is a skilled and in-demand workforce. Strategically investing in HUMAN CAPITAL is a key tactic for economic vitality. In 2011, SW MN PIC helped more than 2300 adults and families with job searches and job placement, family support, education and training. More than 700 of those obtained employment with this help, resulting in the addition of almost \$15 million in earnings to our communities.

The funds invested in these projects have resulted in a 3:1 return to the economy, based on welfare savings; additional taxes paid on earnings, and decreased unemployment insurance.

Although not included in this Return on Investment report, the SW MN PIC also helps youth ages 14-21 prepare for the workforce. Through work experiences, career exploration, post-secondary tuition assistance, and job seeking/retention assistance, the youth team works one-on-one to increase the skills of our region's young people.

## Instrumental to Regional Economic Vitality:

In 2011, the SW MN Workforce Investment Board identified key regional sectors with the most potential for job creation. These industries include manufacturing, renewable energy, healthcare, and self-employment. The focus on key industries and occupations in demand helps ensure that not only are industry workforce needs being met, but also that those being helped to get jobs are provided information on careers with local opportunities and long-term potential.

## Innovative Approaches Relevant to Business and Industry:

Special training projects, such as Industrial Maintenance Training and Universal Healthcare Worker training have been developed in partnership with Adult Basic Education and MN West Community & Technical College, to directly meet industry needs.

## Reduction in the Utilization of Social Safety Nets:

The public workforce system is good for business and good for the community. When a public workforce center provides services that result in a job, that newly employed person takes their paycheck out into the community to purchase goods and services.

**This increase in demand causes local businesses to sell more goods and services, creating more jobs. In addition to this benefit, each person placed becomes a taxpayer, instead of a consumer of tax dollars and this revenue helps local government provide the infrastructure businesses need to stay competitive.**

# Governance Structure

## Southwest Minnesota Board of Directors

John Roiger-Chair  
Bob Fenske-Vice Chair  
Ralph Knapp-Secretary  
Gary Hendrickx  
John Popowski  
Pam Schreier  
Juanita Lauritsen – Executive Director

## Southwest Minnesota Chief Elected Officials Board

Ron Antony-Chair, Yellow Medicine County  
Bob Fenske-Vice Chair, Lyon County  
Curtis Blumeyer, Lincoln County  
Jim Dahlvang, Chippewa County  
Joe Fox, Swift County  
Kim Hummel, Jackson County  
Robert Jarchow, Rock County  
Vern Leistico, Nobles County  
John Oeltjenbruns, Cottonwood County  
Terry Overlander, Lac qui Parle County  
William Sauer, Murray County  
Jerry Remund, Pipestone County  
Lon Walling, Redwood County  
Walter Wulff, Big Stone County

## Southwest Minnesota Workforce Council

### Private Sector:

John Popowski-Chair, Lincoln County  
Robyn Leese - Vice Chair, Chippewa County  
Brian Broman, Lyon County  
Kerry Bonk, Swift County  
Mark Dykema, Jackson County  
Rick Fey, Pipestone County  
Carla Goedtke, Murray County  
Alyssa Hammerschmidt, Redwood County  
Don Johnson, Rock County  
Kim Kuechenmeister, Nobles County  
Rahn Larson, Cottonwood County  
John Roiger – Lac qui Parle County  
Jeffrey Varcoe, PhD, Yellow Medicine County  
Marjorie Watson, Big Stone County

### At-Large Representatives:

Joel Churness-Secretary, Public Assistance Agency  
Joan Danielson, Public Employment Service  
Ralph Knapp, Economic Employment  
Nan Larson, Community Based Organization  
Linda Spronk, Community Based Organization  
Michael Potter, Labor  
Dawn Regnier, Education  
Paul Schwarz, Labor  
Ray Hassing, Education  
Richard Shrubbs, Education  
Pat Thomas, Education/Community Based Organization  
Kristen Tone, Rehabilitation Services

Marshall Area Office  
Lyon County Courthouse  
607 West Main  
Marshall, MN 56258  
800-818-9295

Montevideo Area Office  
202 N 1<sup>st</sup> Street  
Suite 100  
Montevideo, MN 56265  
800-422-1346

Worthington Area Office  
318 9<sup>th</sup> Street  
PO Box 816  
Worthington, MN 56187  
888-234-3708