

MontgomeryWorks

Your Workforce Connection

INSIDE THIS ISSUE:

From the Desk of Barbara Kaufmann	2
Growing Green	2
On-the-Job Training	2
Business & Networking: Upcoming Events	3
Westfield Wheaton Welcomes.....	3
MontgomeryWorks Business Services	4
Meet the Team	4
June 2011 Events	5

Employer Spotlight: Andy Frain Makes Dreams Come True With U.S. Open Golf Tournament Work Opportunities

During the first two weeks of May, the MontgomeryWorks Sales and Service Learning Center of Wheaton quickly filled with anxious and excited job seekers, all ready to interview for the career opportunity of a lifetime.

MontgomeryWorks Business Services extended a special outreach of support to Andy Frain Services, Inc., the provider of event personnel services to the USGA for the prestigious 2011

U.S. Open Golf Championship scheduled to take place at the Congressional Country Club in Bethesda, MD, in Mid June (June 13th thru June 19th).

Given three opportunities to interview for the opened positions, candidates filled the

Center, patiently waiting for their chance to impress the recruiters and possibly leave with a new job title.

MontgomeryWorks and Andy Frain advertised the recruitment events through flyers and email notices, advising



interested candidates to apply online prior to the events. Candidates were even allowed the opportunity to utilize the MontgomeryWorks One-Stop Career Center of Wheaton to do so.

After three days of steadfast recruiting, Andy Frain Services and the MontgomeryWorks Business Services staff had succeeded in providing memorable work opportunities to numerous candidates. Over 80% of the candidates interviewed were offered positions, or better yet, work opportunities of a lifetime.



Training Grants Program Serve Montgomery County Businesses

Maryland Business Works, or MBW, is a Maryland Department of Labor, Licensing and Regulation (DLLR) program to support existing Maryland businesses in the retention and growth of their workforce by awarding training grants for incumbent workers. In FY 2010, fifty-five Montgomery

County companies were awarded grants through the program. To be eligible for the MBW funding, training should meet several requirements and be pre-approved by a MBW administrator. Although the employer pays for all training and/or certifi-

cation costs for approved projects up front, MBW reimburses 50% upon completion of training. For more information about these services and more, please contact Business Services at (240) 403-3600.

In the Loop: Keeping Your Business Informed

DLLR Quick facts and Tips:

- Montgomery County unemployment rate: 5.2% as of March 2011
- Maryland is home to the nation's 20th largest labor force
- Maryland teenagers between the ages of 14 and 17 are **REQUIRED** to obtain a work permit
- The minimum wage that must be paid to covered employees is \$7.25 per hour as of July 24, 2009



From the Desk of Barbara Kaufmann:

Now that there are some signs of an economic recovery, employers need all kinds of different approaches for finding good talent. The search often begins with good data. The MontgomeryWorks Business Services team can help you use the recently updated Maryland Workforce Exchange (MWE) which provides fast access to a complete set of employment tools in one website. Specifically employers can: research labor market information on salaries and economic data through MWE. The website also lets employers define

skills and post job orders to find potential candidates. The website is available at <https://mwejobs.maryland.gov/>.

Since its launch in April, more than 1000 Montgomery County residents and businesses have used MWE.

Another resource available to employers and job seekers is the Regional Green Job Portal, an online career resource for an environmentally sustainable workforce. This site is a service of the Mid-Atlantic Regional Collaborative

(MARC), a cross-regional coalition in the District of Columbia, Maryland, and Virginia. The website provides labor market information, information on education and training programs as well as assistance to job seekers looking for green jobs. The website is available at www.MARCGreenworks.com.

The MontgomeryWorks Business Services Team can access and provide you with general labor market information that can help find your future talent. Finding good talent begins with data.

Growing Green: Maryland Info On Green Training and Grants

- ◆ Maryland (GWIB) is one of only 34 states to earn a competitive grant from the U.S. Department of Labor (USDOL) worth \$5.8M to provide more than 2,000 Marylanders with skills and jobs in the green industries including energy efficiency and renewable energy. Source: Maryland Department of Planning
- ◆ Since launching in March of 2011, the Montgomery County Department of Environmental Protection's Energy Efficiency and Conservation Grant has already benefitted four "Green" companies in Montgomery County. This grant program is similar to Maryland Business Works in that it

offers a 50/50 match with company training funds.

If you would like additional information on grant opportunities for green jobs and training, please contact Business Service Consultant Lisa Reilly at (240) 403-3600 ext. 207

On-the-Job Training: Help Your Business Thrive

In response to the widespread scope of recession related layoffs across the country and their significant impact on the workforce system's ability to assist dislocated workers, Maryland's Department of Labor, Licensing, and Regulation's (DLLR) Division of Workforce Development and Learning (DWDAL) has awarded Montgomery County with an OJT NEG grant of over

\$190,000 to address current economic conditions. Under the OJT NEGs. Occupational training is provided by the employer for the WIA participant in exchange for reimbursement from 50% up to 90% of the wage rate depending on the employer size or participant skill gaps. The basic criteria to be considered for an OJT grant includes: 1) The employer is hiring a new employee

who meets the WIA eligibility requirements for dislocated workers and 2) The employer agrees to retain the employee upon successful completion of the training (based on agreed upon criteria).

If you would like further information regarding the OJT NEG grant please contact business services at (240) 403-3600.

Business & Networking: Upcoming Events



Department of
Economic Development
*SMART*Montgomery.com

Resources For New and Small Businesses Information Session

Come and receive valuable information and educational materials on how to start and continue your new and/or small business.

Join MontgomeryWorks and partners for an information session on the many resources available to Montgomery County residents interested in starting or growing a small business.

When: June 15, 2011

Time: 10am-12pm

Where: Wheaton Business Innovation Center
Westfield South Office Bldg.
11002 Veirs Mill Rd. Wheaton, Md
20902

If you have any questions, please contact Aneta Lefterov at (240) 403-3600 ext. 205

NAI Associates Recruitment Event

NAI is seeking customer service-oriented Call Center Representatives to fill immediate openings Wednesday, June 22, 2011 from 10am-2pm at the Sales and Service Learning Center in Wheaton, Md.

A Career With NAI Offers:

- Full-time hourly positions
- Monday through Friday 9am-5:30pm
- Hourly wage (\$16-18)
- Long-term career
- Free metro shuttle
- Free parking

For more information, please contact Tara Assi at (240) 403-3600 ext. 204

Westfield Wheaton Welcomes Panera Bread!

Westfield Wheaton also welcomes:

- Sears Outlet
(Now Open)
- Party City
(August 2011)
- H&M
(November 2011)
- Kohl's
- Costco
(2012)
- Elevation Burger
(Fall 2011)

In the midst of the excitement of new developments such as Costco and H&M, refreshing news has come to the Wheaton community, especially for those who spend their lunch hours searching for new health options without the desire to tackle the lunch rush-hour traffic. Westfield Wheaton has announced the opening of a new Panera Bread set for Summer 2011 .

With fresh bakery options for breakfast and a mouth-watering variety of soup, salad, and sandwich options for lunch, the businesses and residents alike are more than pleased to welcome Panera Bread!



Westfield[®]

At Your Service: *MontgomeryWorks* Customized Business Solutions

- ◆ **Staffing:** MontgomeryWorks recruits and staffs your positions in any occupational category, drawing on an extensive data base of skilled workers.
- ◆ **Job Fairs, Customized Recruitment Events, & Employer Forums:** MontgomeryWorks can include your company in a multiple employer job or create a customized recruitment event— at no cost, or at a very reasonable fee. Employer Forums are a venue for the employer to present its mission, career pathways, training programs, and benefits to MontgomeryWorks' customers in a structured workshop format.

candidates representing the diverse population of Montgomery County. Financial incentives and additional services are available for veterans, people with disabilities, ex-offenders and more.

Meet The Team

Beth Thomas,

Director of Business Services
(240) 403-3600 ext. 202
bthomas@montgomeryworks.com

Tiara Wilcox,

Program Assistant
(240) 403-3600 ext. 200
twilcox@montgomeryworks.com

Bob Donaghue,

Business Services Representative
(240) 403-3600 ext. 201
rdonaghue@montgomeryworks.com

Lisa Reilly

Business Services Representative
(240) 403-3600 ext. 207
lreilly@montgomeryworks.com

Aneta Lefterov

Business Services Representative
(240) 403-3600 ext. 205
alefterov@montgomeryworks.com

Tara Assi

Business Services Representative
(240) 403-3600 ext. 204
tassi@montgomeryworks.com

Dennis Favilla

Green Jobs Navigator
(240) 403-3600 ext. 203
dfavilla@montgomeryworks.com



- ◆ **Online Job Posting** Maryland Workforce Exchange is an online job search engine that allows employers to post job listings, search for qualified job applicants, and research labor market information at no cost. Maryland Workforce Exchange can be easily accessed at www.mwejobs.com.
- ◆ **Maryland Business Works (MBW):** MBW provides grants of up to \$5,000 for eligible local businesses to strengthen skills of its incumbent workers. MBW covers 50% of the cost of training which can occur in-house, with an outside provider, through a consultant or other third party trainer.
- ◆ **Rapid Response (Outplacement Services):** MontgomeryWorks provides outplacement services for workers affected by lay-offs. Services include career counseling, resume writing and interviewing workshops, as well as training funds to enhance skills.
- ◆ **Sales and Service Learning Center:** SSLC works exclusively with customer service related businesses such as retail, banking, hospitality, lodging, and call centers. SSLC Business Clients can access customized recruiting, training, and other business services including a pool of job ready candidates specially trained in customer service, and/or candidates who possess the National Professional Certificate in Customer Service.
- ◆ **Workforce Diversity:** MontgomeryWorks coordinates a variety of programs for qualified

What's Happening: June 2011 Events Calendar



June 2011



Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		



Department of Economic Development
SMARTMontgomery.com



Schedule of Events:

- ◆ **June 2, 2011:** GGCC/MAFCU Small Business University Seminar; MAFCU Headquarters; 8am-9:30am
- ◆ **June 3, 2011:** The Nanny Agency; Recruitment Event; MontgomeryWorks Sales and Service Learning Center, 9:30am-1pm
- ◆ **June 7, 2011:** TSA; Information Session-Open House; MontgomeryWorks Sales and Service Learning Center, 10am-2pm
- ◆ **June 15, 2011:** NAI Personnel Recruitment Event; MontgomeryWorks Sales and Service Learning Center, 10am-2pm
- ◆ **June 15, 2011:** Resources for New and Small Businesses Information Session; Wheaton Business Innovation Center; 10am-12pm
- ◆ **June 22 2011:** NAI Personnel; Recruitment Event; MontgomeryWorks Sales and Service Learning Center, 10am-2pm



Our Locations:

Wheaton

(Westfield South Office Building next to the Westfield Shoppingtown Mall. We are two blocks from the Wheaton Metro station behind the Circuit City store and next to the movie theater.

11002 Veirs Mill Road, 1st Floor
Wheaton, MD 20902
Phone: (301) 946-1806
Fax: (301) 933-4427

HOURS OF OPERATION:
Monday and Wednesday
8:30 a.m. - 5:00 p.m.
Tuesday and Thursday
8:30am-6:00pm
Friday
8:30 a.m. - 3:00 p.m.

Sales and Service Learning Center

(The MontgomeryWorks Sales and Service Learning Center is in Wheaton at the Westfield Shoppingtown, adjacent to JC Penney and the parking garage next door to H&R Block.)

11160 Veirs Mill Road
Suite LLH17
Wheaton, MD 20902
Phone: 240-403-3600.

HOURS OF OPERATION:
Monday - Thursday
8:30 a.m. - 5:00 p.m.
Friday
8:30 a.m. - 3:00 p.m.

Germantown One-Stop Career Center

(located in the UpCounty Regional Services Center)

12900 Middlebrook Road
Germantown, MD 20874
Phone: 240-777-2050
Fax: 240-777-2070

HOURS OF OPERATION:
Monday - Thursday
8:30 a.m. - 5:00 p.m.
Friday
8:30 a.m. - 3:00 p.m.

NEED SPACE?



MontgomeryWorks may provide classroom, forum, and/or computer training space upon request .

Please contact a business services team member for more information at 240-403-3600 or events@montgomeryworks.com

