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# WORKFORCE DEVELOPMENT

April 10, 2018



# Detroit at Work

# Helping Detroiters Connect with Careers

- Unified Brand
- Updated Website
- Marketing Campaign
- Opportunity Fairs
- Expungement
- Drivers Responsibility Fees

# Where we started: Name Confusion

- Branded identities all competing for attention
- Jobseeker confusion on where to go



*A Michigan Works! Agency*



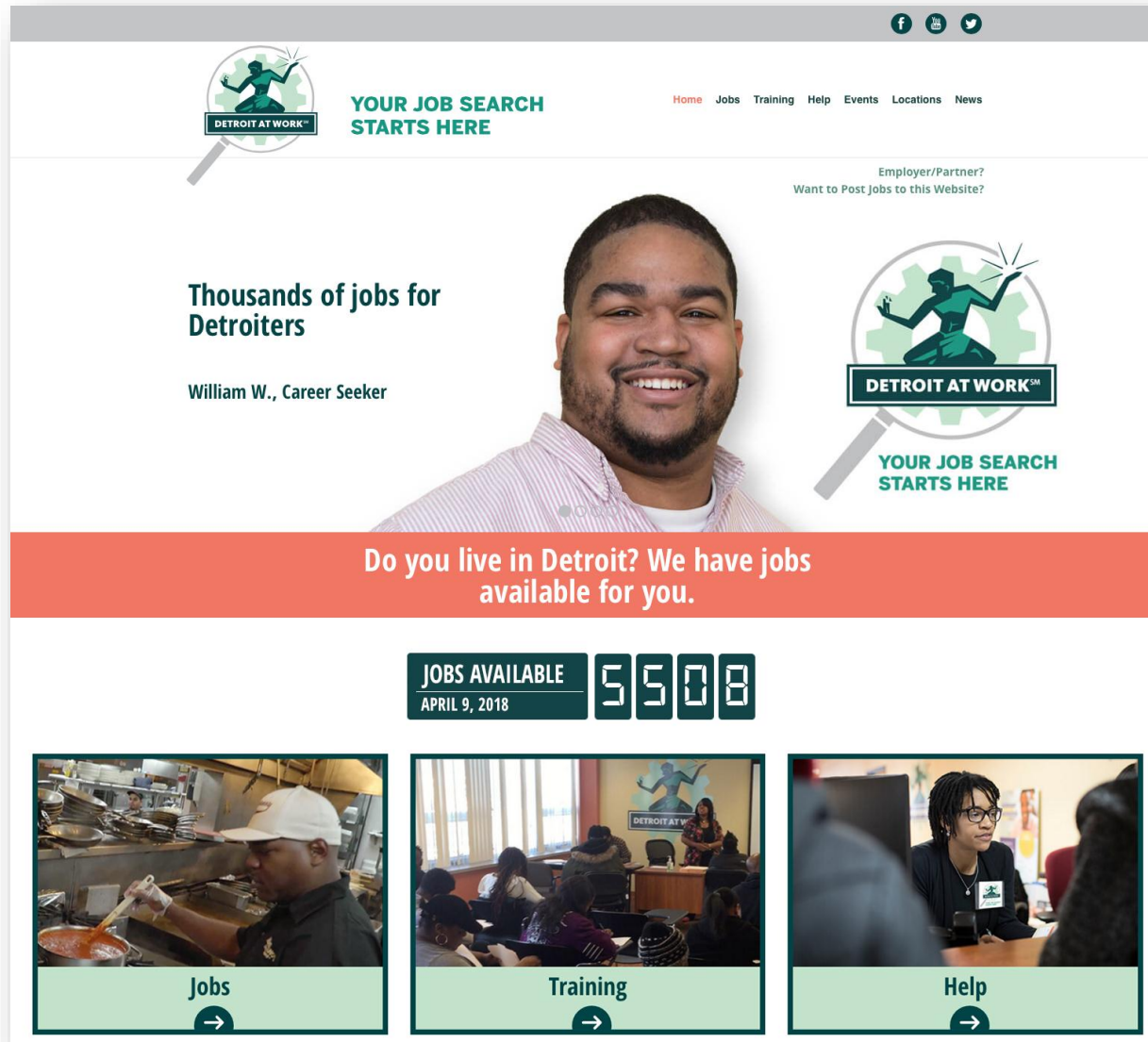
 <b>Detroit Employment Solutions Corporation</b> <ul style="list-style-type: none"><li>• Employment Services</li><li>• Workshops &amp; Training</li><li>• Career Advisement</li><li>• Hiring Events</li><li>• Youth Programs</li><li>• Computer Labs</li></ul> <p>(313) 962-9675   TTY: 711 DESCmiworks.com</p>  Detroit Employment Solutions Corporation   A Michigan Works! Agency	<b>ONE-STOP SERVICE CENTERS</b> <ul style="list-style-type: none"><li>- One-Stop Service Center Northwest 18100 Meyers, Detroit 48235</li><li>- One-Stop Service Center Southwest 9301 Michigan Ave., Detroit 48210</li><li>- One-Stop Service Center East 5555 Conner, Detroit 48213</li></ul> <b>ONE-STOP HOURS</b> <p>8:00am - 5:00pm Monday-Friday</p> <p>Open late (7:00pm) on Thursdays</p>
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# Cutting Through the Noise: Detroit at Work

- ✓ Eliminate Name Confusion
- ✓ Updated Detroit at Work Website
- ✓ Simplify Jobseeker Communication
- ✓ Coordinated Partner and Employer Communications
- ✓ Tell Their Story



# Communicating a Clear Path to Employment



← Job Postings Instructions for Employers.

Need Help Getting Started?

## Need Help?


Our job is not only to help you find a career, but also to help remove barriers that stop you from getting a career.

[Find out how we can help.](#)

[www.detroitatwork.com](http://www.detroitatwork.com)

# Job listings and training opportunities for Detroiters

## Jobs



### JOB LISTINGS

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#### Start Your Job Search Now

Search job listings for thousands of opportunities now available in and around Detroit.

Keywords **FIND JOBS** **SEARCH JOBS IN DETROIT AREA**

*Please Note: Search can take a minute to load.*

## Job Training



### TRAINING OPPORTUNITIES

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#### Begin Your Training Journey

The training programs offered by Detroit at Work, through our Preferred Provider training partners, are free to Detroiters. To qualify for free training, you must visit one of the Detroit at Work Career Centers and register.

Keywords **FIND TRAINING** **SEARCH ALL TRAINING PROGRAMS**

*Not all training options are available for free through Detroit at Work. Come in and speak with a career adviser for details.*

# Sector Information

## GROWING CAREER SECTORS

What career sectors have the most job opportunities?  
Check out the fastest growing industries in Detroit and some of the jobs that are available.



**Healthcare Jobs**  
→



**Information Technology Jobs**  
→



**Manufacturing Jobs**  
→



**Construction and Transportation Jobs**  
→



**Retail, Hospitality and Entertainment Jobs**  
→

Average Earnings

Industry Growth

Types of Jobs

Earnings

Certifications

Link to Trainings



## Retail, Hospitality, and Entertainment Career Sector

Tri-County Area Labor Market Information, Data for the Past 30 Days  
Burning Glass and Economic Modeling Specialists International Data

**Average Earnings: \$32,802**

**Industry Projected Growth in Next 5 years: 2%**



Preparation Level	Top Postings (Earnings \$12) by SOC Occupation	Minimum Education Required in Postings	Median Earnings	Projected Growth
<b>Entry-Level</b> <small>64% of Job Postings</small>	1. Customer Service Representative	High School Diploma/ Equivalency	\$15.52	1%
	2. Sales Representative, Wholesale & Manufacturing	High School Diploma/ Equivalency	\$29.28	2%
	3. Light Truck or Delivery Service Driver	High School Diploma/ Equivalency	\$15.18	2%
<b>Middle-Skill</b> <small>14% of Job Postings</small>	1. First-Line Supervisor of Retail Sales Workers	High School Diploma/ Equivalency (and experience)	\$18.21	1%
	2. First-Line Supervisor of Food Preparation/ Serving Workers	High School Diploma/ Equivalency (and experience)	\$14.97	3%
	3. Food Service Manager	High School Diploma/ Equivalency (and experience)	\$22.08	1%
<b>High-Skill</b> <small>22% of Job Postings</small>	1. General and Operations Manager	Bachelor's Degree	\$51.09	2%
	2. Chef's and Head Cook	Associate's / Postsecondary (and experience)	\$19.88	4%
	3. Sales Manager	Bachelor's Degree	\$61.65	1%

**Top Certifications in Postings**

1. SERVSAFE	6. Inspection Certification
2. CDL Class A	7. Food Service Sanitation Certification
3. Commercial Driver's License	8. Alcohol Server Certification
4. Forklift Operator Certification	9. Cash Handling Certification



# Events & Workshops

## Events



### WORKSHOPS & CLASSES

Learn how to use a computer, how to write a resume, how to interview, and more. Free workshops available every day.

[VIEW CALENDAR](#)



### JOBS & RECRUITMENT

Dozens of recruitment events for hundreds of jobs take place at our career centers every month. Find the one that's right for you.

[VIEW CALENDAR](#)

## Workshops & Classes

Looking to update your resume? Need some pointers on how to master an interview? From job-related training like interviewing, resume writing and improving computer skills, to career specific training opportunities, our Detroit at Work Career Centers have workshops for everyone.

All of the workshops listed on our calendar below are available at each of our [Detroit at Work Career Centers](#), no reservation necessary. Just come by when it's most convenient. We'll see you soon!

EVENTS FROM	SEARCH	NEAR	<b>FIND EVENTS</b>	VIEW AS
<i>Date</i>	<i>Keyword</i>	<i>Location</i>		List

Upcoming Events > Workshops

Show only the first upcoming instance of recurring events

[« Previous Events](#)

[Next Events »](#)

MARCH 2018

#### AM Career Cruising\*

March 7 @ 10:00 am - 11:00 am

Use a guided online, interactive assessment to identify the provided with personalized feedback to help you understand – and apply – the results to your future plans. Explore in-depth information on hundreds of occupations, sample career paths, and more.\*Note: You must have completed an orientation session and be active with one of our Detroit centers prior to participating in this workshop.

[Find out more »](#)

#### PM Resume Maker

March 7 @ 2:00 pm - 3:00 pm

Tired of sending your resumes and getting no response? Learn how to create a resume that provides accurate and needed information in a recognized format. Hands-on staff assistance and computer resources provided. Available at all Detroit at Work Career Center locations.

[Find out more »](#)

# Support Services



**Your Detroit.  
Your ID.**

ACCESS. OPPORTUNITIES. SERVICES.

**DetroitMi.Gov**  
**(800) 408-1599**

**CITY OF DETROIT**  
Municipal Identification Card  
1234567890123456789012

ANY NAME  
SAMPLE SAMPLE  
2345 ANYWHERE ST  
DETROIT MI 48223

HGT: 5' 8" EYES: ANY

DOB 05/23/1997  
ISSUE 07/23/2014  
EXPIRES 07/23/2018

MICHIGAN

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## Help

### WHAT OTHER THINGS CAN WE HELP WITH?

#### Do You Need Help?

Our job is not only to help you find a career, but also to help remove barriers that stop you from getting a career. Find out how we can help.

### SUPPORT SERVICES



#### Adult Basic Education



Even if you graduated high school or you have a GED, sometimes we all need to brush up on certain skills that are needed for a particular job. Through Detroit at Work, you can find out what math or literacy level a job requires, and get help with adult education classes to get you to the level you need to be. [Come in and register](#), and talk to one of our career advisers today.



#### GED Attainment



#### How to Obtain Photo I.D.



#### How to Obtain Proof of Eligibility to Work or SSN



#### Getting Help with Transportation



#### Childcare Resources



# Promoting Training Programs on Social Media

 **Detroit At Work**  
Sponsored · 

Training in the Skilled Trades is available for adults as well as youth at **Randolph Career Tech**. Information sessions run every 2nd and 4th Saturday of the month. The next one is this Saturday, March 10, at 10am. See you there, or visit <http://randolphcareertech.com/>



FOX2DETROIT.COM  
**Detroit job training helps DPS students** [Learn More](#)

 **Deprecia Love**  
What's the age range for the training  
8h Like Reply

 **Danielle Brown**  
**Sunday Brown Devin Marshaun Cartwright** they doing big things up there  
    
4h Like Reply

 **Kaaren Cammon**  
I loved it!  1  
15h Like Reply

 **Bernard Hampton Jr**  
**Tanisha Brown Dee Brown -** This would be good for Malik.  
15h Like Reply



# Expanded marketing of real stories



**Thousands of jobs for Detroiters**

William W.,  
Career Seeker

313-962-WORK  
DetroitAtWork.com



**"I'm finally able to do something I love."**

Timika C.,  
Patient Care Technician

313-962-WORK  
DetroitAtWork.com



**"Completé el programa gratuito de entrenamiento en computación".**

Abraham E., Asistente en  
Tecnología de la Información

313-962-WORK  
DetroitAtWork.com



**"It was a job, but now I'm in a career."**

David G., Industrial  
Hygienist Manager

313-962-WORK  
DetroitAtWork.com



Jobs available TODAY through DETROIT AT WORK

**5,614**

Find yours at [detroitatwork.com](http://detroitatwork.com)



# Detroit at Work Opportunity Fairs

- Job and training fairs
- Build capacity this year to coordinate
  - Goal of having 28 a year, 4 in each council district
  - Participants include:
    - Employers
    - Training partners
    - Support agencies
  - Coordination with City of Detroit departments and agencies
    - HR Department will have hosted 4 career fairs and participated in 8 events by the end of April



**EDUCATION** **AND** **TRAINING** **FAIR**

**Are you interested in getting trained for a new career with better pay?**

Come join **Detroit at Work** to learn about and enroll in our training and certification programs, and meet directly with employers that hire our training graduates.

If you would like to work in industries that include:

- Construction/Skilled Trades
- Cosmetology
- Green Infrastructure/Landscaping
- Health Care
- Information Technology
- Manufacturing
- Retail/ Hospitality
- Transportation/Logistics

**THIS OPPORTUNITY IS FOR YOU!**



**DETROIT AT WORK™**

**YOUR JOB SEARCH STARTS HERE**

**Tuesday, May 8, 2018**  
**Northwest Activities Center**  
18100 Meyers Rd, Detroit, MI 48235  
**9 am – 1 pm**

**Register to attend this event**  
**by visiting [DetroitAtWork.com](http://DetroitAtWork.com)**  
**or call 313-962-WORK.**

**MICHIGAN WORKS!** Proud partner of the American Job Center network

An equal opportunity employer/program. Supported by the State of Michigan, Talent Investment Agency. Auxiliary aids and services available upon request to individuals with disabilities. 1-800-255-WORK, TTY: 711.

# Project Clean Slate Expungements

- Coordinating expungement activities
  - Serving Detroit residents with criminal history
  - Opportunity fairs and in Detroit at Work Career Centers
- Dedicated Staff
  - Project manager coordinating with Law Dept, outside agencies
- Next Expungement Fair planned for early May
  - Two additional fairs planned for Summer 2018





# Drivers Responsibility Fees

# Drivers Responsibility Fees Update

- Full forgiveness of Drivers Responsibility Fees in October 2018
- Still a cost to regain driver's license
  - \$125 Reinstatement Fee (waived April – Dec 2018)
  - \$75 Temporary Permit and Testers Fee (if suspended more than 4 years ago)



Focus: Help Detroiters Regain License Before Dec. 31st



# Drivers Responsibility Fees: Early Elimination

## ■ Payment Plan

- If on a payment plan on or before Feb. 1, 2018
- Immediate debt forgiveness
- MI Dept of Treasury will notify (via phone call)
  - MI Dept of Treasury (800-950-6227)
- Once Notified: Call Secretary of State (888-767-6424) for license reinstatement



# Drivers Responsibility Fees: Early Elimination

## ■ Workforce Program

- Early elimination if enrolled in training between March 31<sup>st</sup> – September 30<sup>th</sup>
  - Immediate debt forgiveness
  - DESC, State Agencies determining eligibility now
- When Debt is forgiven:
  - MI Dept of Treasury will notify (via mail)
  - Once notified: Call Secretary of State (888-767-6424)



# Drivers Responsibility Fees: Early Elimination

## Workforce Program Options (New Programs Launch April 23rd)

- 1. Enroll in a Traditional Program**
  - Completion of an existing job training program
- 2. Complete Online Training**
  - Online modules and self-guided job readiness activities
- 3. Attend DRF Workshops at Detroit at Work Career Center**
  - Workshop and self-guided job readiness activities
- 4. Attend a Designated Detroit at Work Community Event**
  - DRF workshop at event, opportunity fair, self-guided job readiness activities

# Reinstating Drivers License

- **Scenario 1: Eligible for Immediate Reinstatement**
  - No outstanding suspension issues
  - License suspended less than 4 years
  - Request license reinstatement
  - \$125 reinstatement fee waived before 12/31.
- **Scenario 2: Reapplication Required**
  - License suspended 4 years ago or more
  - No other outstanding fees or license suspensions
  - Must reapply for license
    - Must take written and road tests (\$50+)
  - Cost before December 31: \$75
  - Cost after December 31: \$200+
- **Scenario 3: Resolve Additional Issues for Reinstatement**
  - License suspended for other violations
  - Must clear these issues before license can be reinstated



# Community Outreach

- Education and Outreach
  - Communicating to residents that fees will be waived in October
  - Early elimination: enrollment in Workforce Development Programs
- Partnership with Secretary of State and MI Dept. of Treasury
  - Streamline license reinstatement
  - Neighborhood events/fairs

**Are You A Detroiters with Drivers Responsibility Fees?**

**THEY CAN BE ELIMINATED with your Driver's License Reinstatement Fee Waived**

Driver's Responsibility Fees will be forgiven on October 1, 2018, but Detroiters can also earn their Driver's License back now by completing a **10 hour Free Workforce Development Training through Detroit at Work**. The \$125 Driver's License Reinstatement Fee will also be waived.

**Visit our 3 Detroit at Work Career Centers or sign up for the 10 Hour Training at [DetroitatWork.com/DRF](http://DetroitatWork.com/DRF) for a Community Event near you.**

<b>Northwest Activities Center</b> Career Center – Northwest 18100 Meyers (Lodge Fwy. / Meyers)	<b>SER Metro</b> Career Center – Southwest 9301 Michigan Ave. (Michigan Ave. / Wyoming)	<b>Samaritan Center</b> Career Center – East 5555 Conner (I-94 / Conner)
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**CAREER CENTER HOURS | Monday-Friday | 8:00 a.m. – 5:00 p.m. | Open late (7:00 p.m.) Thursday**



**For other questions and options to have your Driver's Responsibility Fees forgiven visit [michigan.gov/driverresponsibility](http://michigan.gov/driverresponsibility) or call Michigan Department of Treasury **1-800-950-6227** Michigan Secretary of State **1-888-767-6424****



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# Partnership Opportunities

- **Opportunity Fairs:** Collaborate with us
- **Neighborhood Events:** Invite us to participate
- **Constituents:** Share information on DRFs and expungement

