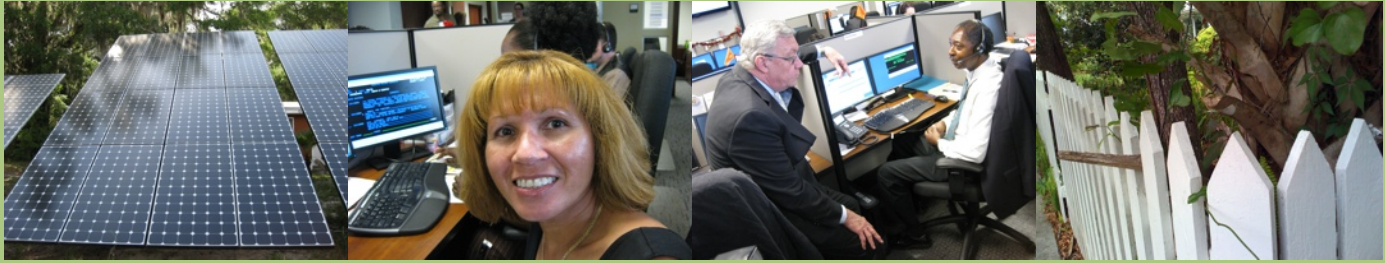


Florida Back To Work

Bringing Jobs Home



Regional Snapshots

Economic Development Success

Florida's Regional Workforce Boards Deliver Florida Back to Work Program

On December 17, 2009, Governor Crist announced Florida Back to Work (FBTW). In three weeks time, private employers, non-profit organizations and local governments across Florida responded to the Governor's announcement and the promotion of FBTW by Florida's twenty-four regional workforce boards by submitting 900 projects that will provide 10,000 jobs to unemployed Floridians. On Friday, January 15, local workforce boards submitted over \$231 million in projects that will utilize the \$200 million in federal stimulus funding that has been reserved for Florida.

Certainly this outpouring of job opportunities is staggering and sorely welcome to the citizens in communities across the state that will be employed through FBTW. The economic impact cannot be minimized. Florida's unemployment insurance (UI) trust funds have been depleted to such an extent by our record unemployment that the state is forced to borrow from the federal government at the same time it has raised unemployment taxes on business to record levels. If the jobs created bring 10,000 people off those unemployment rolls for six months, the savings will be approximately \$65 million. How much this will relieve the stressed UI fund is uncertain, but it certainly cannot be taken for granted.

On top of this impact to the UI trust fund, the multiplier effect of \$200 million in wages paid throughout the State of Florida will inject new spending levels into our customer-driven economy. That injection will stabilize businesses and in some instances allow them to retain or even add employees.

What does this response say about Florida's ability to recover? It just lacks the initial financing to grow. That is what FBTW is doing for Florida business-financing recovery's first steps. What could be accomplished if additional federal funds were available and a FBTW effort was funded and targeted only private businesses?

Congratulations to Governor Crist and the leadership of the Florida Legislature who have supported this concept.

Contact Rusty Skinner, Association President of The Florida Workforce Development Association, at rskinner@clmworkforce.com, for additional information.



Region 1 - Workforce Escarosa

In Escambia and Santa Rosa counties, 21 companies will create 316 jobs using federal stimulus dollars under the FBTW Program. The projects represent a combination of large industries, government, non-profit organizations and small businesses.

Hitachi Cable Florida, Inc. has submitted a proposal to create 157 positions at an average wage of \$9.43. The company, based in Pensacola, Florida manufactures and markets hydraulic brake hoses. The majority of the jobs for this project will be assemblers. With many of the region's jobs tied to health care, tourism and telemarketing, this project will provide much needed manufacturing jobs for the region.

The Escambia County Sheriff's Department has proposed 10 positions for Detention Deputies and Deputy Sheriffs. These non-sworn law enforcement positions, proposed at an average wage of \$14.43 per hour, will provide additional law enforcement protection to the community, will provide employment opportunities over a broad range of skill levels and will introduce job seekers/new employees to careers in criminal justice. Contact: www.workforceescarosa.com, Susan Nelms at snelms@escarosa.org

Region 2 - Workforce Development Board of Okaloosa and Walton Counties

A blend of private sector, public sector, and not-for-profit businesses are taking advantage of the FBTW Program. A total of 17 businesses have listed 164 jobs from the low-skilled to the highly-skilled occupations to be filled by individuals who have been certified as eligible to participate in this program. Okaloosa School District is able to offer much needed additional help for each school from janitorial to classroom help. A small business in Walton County is expanding its custom kitchen design and installation workforce in order to be prepared with a trained and qualified workforce for the inevitable economy turn-around.

Other private sector businesses are seeking individuals who are willing to be trained by their own senior workforce in specific skills as

needed in their industry, as well as training in the company's ethics and corporate culture. Not-for-profit organizations are taking advantage of the FBTW Program to add staff in order to address the dramatic increase in demand for their services. Other businesses and not-for-profits are hopeful their proposed Phase II projects will be approved for implementation in the next quarter. Contact: www.jobsplusonestop.com, Mary Lou Reed at mlreed@jobsplus02.com

Region 3 - Chipola Regional Workforce Development Board

The Chipola Regional Workforce Development Board had a tremendous response to the FBTW Program, with employers from the public sector, non-profit as well as the private sector participating. Richard Williams, Executive Director of Chipola Regional Workforce Board, encourages those individuals who may be qualified to come into the One Stop Centers to be qualified for the program. The positions that are available range from entry level, to those that require specialized skills and/or advanced degrees.

Ice River Springs Plant Manager T.J. East said the stimulus money will allow his company to add an entire shift of bottlers, five to seven people, who will work the 11 p.m. to 7 a.m. shift. The plant currently has two shifts, running from 7 a.m. until 11 p.m., with 14 employees.

The workers will be put on full-time with benefits immediately, he said, as the jobs are intended as permanent positions. The additional work shift will allow Ice River to increase the volume of bottled water it provides existing clients. "This is a great opportunity for us and the community," East said. "It allows us to add employees sooner than we'd planned."

At Hopkins Pontiac GMC, general manager and co-owner Eddie Hopkins expects to hire two sales trainees with the stimulus money. Although he's been frustrated by delays in the release of funds — he hoped to have at least one on board by now — he's grateful for the opportunity.

Hopkins said he would not have been able to fill the positions at all without the stimulus funds. Hopkins said he already has one potential employee in his sights, who will likely be put to work as soon as

**(Region 3 - Continued)**

he qualifies through the workforce board, and is looking for another.

Green Circle Bio-Energy Manager and Vice President Greg Martin noted his company applied for a total of 10 positions through the federal stimulus package. These would be both production and maintenance jobs, Martin stated.

Jackson County Clerk of Court Dale Rabon Guthrie is in line for two employees, and can hardly wait until the money is in hand. She has two positions she wants to fill. One would work with the finance department in the county annex on her behalf, and one would work in the courthouse in traffic, circuit civil court, or other divisions. She's been waiting two years to fill the jobs.

"It is a huge deal," Guthrie said. "I don't have any money, because of the cuts at the state level, and being able to hire these at a fraction of the cost is really going to be a relief for me." Guthrie doesn't know if she'll be able to keep the new employees permanently. As a public entity, she has the option of making the jobs temporary. She said her decision will depend on what happens with her budget this year.

In Grand Ridge, City Manager J.R. Moneyham said the City will hire three employees, some or all of whom could become permanent. He's looking for a maintenance employee, a heavy-equipment operator and a water/wastewater system operator.

The stimulus money will allow Grand Ridge to hire an operator before the construction of its first-ever wastewater plant is completed. Moneyham said this will be to everyone's advantage, allowing the employee an intimate look at the system from the ground up.

If the worker has any free time during the system's construction, they will perform other duties while the project is finished up. Contact: www.onestopahead.com, Kenny Griffin at kennyg@onestopahead.com

Region 4 – Gulf Coast Workforce Board (GCWB)

In Bay, Gulf and Franklin Counties the GCWB has proposed 20 positions with non-profit organizations and county governments. The GCWB itself will also employ workers under the project as case manager assistants and a monitoring assistant.

We recognize the difficult situation our non-profit partners find themselves in: great need for assistance from the public and a choice between hiring staff and investing those dollars in more services. Through FBTW we help make that decision a non-issue – for example, Goodwill will have a Job Coach and the Panama City Rescue Mission will have two Intake Workers and a Volunteer Coordinator.

Gulf Coast Community College suffered budget cuts that eliminated a service to help workers gain English proficiency when its ESOL program was nearly gutted, due to budget cuts. FBTW will staff that program with a lab manager and two teaching assistants.

Franklin County's maintenance division is gaining three new workers and the economic development entities in Bay and Gulf Counties will benefit from the addition of FBTW funded office workers. Hourly wages range from \$9.00 per hour to \$16.00 per hour. Contact: www.workforcecenter.org, Kim Bodine at kbodine@gcwb.org

Region 5 - Workforce Plus

Pending approval of submitted applications. Contact: www.wfplus.org, Kimberly A. Moore at kimberly.moore@wfplus.org

Region 6 - North Florida Workforce

North Florida Workforce (Workforce) has 18 employers committed to providing jobs through FBTW Program in its six-county region, encompassing Hamilton, Jefferson, Lafayette, Madison, Suwannee, and Taylor Counties. These 18 projects together have committed to providing over 250 new positions to this entirely rural region, equaling just over \$4 million in subsidies. Employers vary from government to manufacturing and cover the entire region.

Poppa's Dog House, a hotdog restaurant, and Delta Land Surveyors, both in Monticello (Jefferson County) are taking advantage of the FBTW opportunity. Workforce held a recruiting event in Monticello to specifically assist these employers attract qualified applicants. The fair was held on March 31 and both employers were pleased with the quality of applicants referred. More recruiting events are anticipated as employers with multiple positions become ready to hire.

**(Region 6 - Continued)**

Nearly 200 program-eligible applicants have been referred to FBTW positions through the end of mid-April, at which time the positions had only been posted for a month. Twenty placements have been made, all success stories in their own right.

Workforce looks forward to posting more positions for Round 1 employers as they expand in the coming months. Workforce will submit a number of projects for Round 2, as there was a "waiting list" developed as employers called in after the submittal deadline for the first round. Contact: www.nfworkforce.org, Diane Head at headd@nfwdb.org

Region 7 - Florida Crown Workforce Board

Florida Crown is working with the Lake City Humane Society, a non-profit organization in business since 1963. They accept unwanted pets and strays and find new homes for cats, dogs, and small pets such as rabbits and gerbils, generally serving 20-45 animals at a time. Training classes are offered to the public on the care of animals, nutritional education, dog obedience, and dog groomer training. Dogs are also trained as seeing-eye dogs for the Veterans Program. The Humane Society's sole means of funding comes from private donations. The economic downturn has severely affected the financial donations received while increasing the number of animals dropped off by families no longer able to afford them. With the FBTW, the Humane Society will be able to expand their staff to assist with the abundance of animals coming in daily and will help with obtaining new adoptive families for them.

Florida Crown is working with Concept Construction, the preferred builder for Dollar General. Dollar General is looking at building an additional 12 stores this year. Crawford Construction defines themselves from other construction businesses because of the Design-Build concept they use. The Design-Build concept begins with the client meeting the architects and proceeding through 8 other steps before the actual building takes place to ensure the client understands the product. This is a locally-owned business looking to expand.

Crawford currently employs approximately 20 people; with assistance from Florida Crown and the FBTW Program, they will be able to expand the staff by 7 employees. Concept Construction is looking to expand so they will be able to train employees to do the jobs that they would normally have to contract out to other businesses. Contact: www.floridacrown.org, John Chastain at jc@flcrown.org

Region 8 - WorkSource

WorkSource currently has 16 projects creating over 90 jobs throughout the region. Allied Plastics (12 jobs), the Florida Department of Children and Families (24 jobs) and AlliedBarton Security Services, (10 jobs) are a few examples of our partners success with the FBTW Program. Contact: www.worksourcefl.com, Candace Moody at backtowork@worksourcefl.com

Region 9 - FloridaWorks

In Round 1, in Alachua and Bradford Counties, 62 employers (36 for profit, 26 public and non-profit) created 654 positions for over \$18 million in total project costs. Alachua and Bradford county governments created 167 positions. Bradford County School Board created 37 positions and Santa Fe College created 31. Building contractors, biotech firms, tech startups including robotics and media companies, a medical device company, a concrete pre-caster, an airplane manufacturer, property developers and property management companies proposed hundreds of other new jobs at all pay ranges, some now even able to pay the difference above program limits to create higher salary positions, one engineer at six figures.

FloridaWorks and local non-profits, in partnership with Alachua County, Santa Fe College, private construction contractors and four local banks, proposed two dozen adult jobs to train youth in energy auditing technician and weatherization technician training and positions to work in our community's 10,000 home weatherization project. This project will reduce energy consumption, lower electric bills for low income people and create market demand for qualified homeowners to receive loans to cost effectively weatherize their homes, creating more jobs. These projects target students known to be at

**(Region 9 - Continued)**

risk of dropping out and juvenile justice kids, showing zero recidivism to-date from last year's pilot projects.

In Round 2 we have submitted 9 employers so far and are in the process of creating more jobs in our targeted areas of health sciences, biotech, environmental technologies and technical training across all existing industries. We continue to work within the local "Collaboratory" defined by our community leaders, educators and economic developers, to not only hasten recovery, but also build a new economy. This program is the catalyst we need to jump start this transformational community effort while also helping families stay in their homes and get back to work. Contact:

www.FloridaWorksOnline.com, Kim Tesch-Vaught at Kim@GainesvilleChamber.com

Region 10 – Workforce Connection

The Marion County Health Department, serving a population of approximately 330,000 people, with a majority of residents living in unincorporated areas in a county compared to slightly larger than that of Rhode Island. Marion is known for rolling countryside of horse farms, with growing medical needs, including the expanding sector of the unemployed with few or no health benefits.

A growing population of approximately 33,000 Spanish-speaking residents, clinic aids are needed to help with translating fluently in Spanish and English in all the clinics. Positions for four fluent Spanish and English interpreters, two receptionists, eight clerk specialists and four Licensed Practical Nurses has been proposed for the FBTW Program to accommodate the county's demanding clinical needs.

Steel Structures of Florida, of Inverness, is located in a city known for the Historic Courthouse scenes of Elvis Presley's movie, "Follow That Dream" in 1961. Steel Structures of Florida has constructed over 300 homes in Marion and Citrus Counties since 1993. A proposal for the subsidized work program includes a master carpenter, a carpenter's helper and a sales and marketing position to expand their corporate capabilities.

The steel building materials, designed to withstand winds of 150 mph, offer high strength to weight ratio for residential home framing materials, with high-strength for zones subject to natural disasters, such as hurricanes, tornadoes, and earthquakes.

Steel for building is made from 100 percent recycled materials, making it a "green" or environmentally-friendly material. An average of 2,000 square foot home uses 50-60 old growth trees, while the same home built with steel uses 6 scrapped cars, according to www.steelstructuresofflorida.com. Contact: www.clmworkforce.com, Rusty Skinner at rskinner@clmworkforce.com

Region 11 - The Center for Business Excellence

The Center for Business Excellence is currently engaged in a project aimed at assisting businesses hire new workers. The Subsidized Temporary Employment Program (STEP) our region's version of the FBTW Program, can cover 80 percent of the wages of new employees. Jobs must be full-time, 30 to 40 hours, and pay, in accordance with federal minimum wage, up to \$40,000 per year. This subsidy will cover up to 40 hours per week for a three-month timeframe. Employees must meet certain program criteria.

To-date, there are 17 participating organizations in Volusia and Flagler Counties. These organization are very diverse; ranging from non-profits to manufacturers. Each one has expressed an interest and a commitment to permanently retain all hired employees. We estimate the creation of 300 new jobs for the region at a cost of \$2.5 million. The occupations range from office assistants and technicians to directors, and many others.

National Direct Response is one of the 17 businesses interested in using the STEP Program. They plan to hire 50 telephone service representatives. Each person will be paid \$10 an hour. The STEP Program comes at a perfect time for National Direct Response as they are on the verge of growing their business. Contact: www.centerforbusinessexcellence.net, Lou Paris at louparis@cbe-fvc.org

**Region 12 – Workforce Central Florida**

In the Workforce Central Florida Region, 31 companies will create 145 jobs under the FBTW Program. Sample companies and positions include: Captive Digital, a company that develops multimedia resources such as radio commercials, podcasts, websites, electronic newsletters and T-shirt design, will provide two jobs with the average hourly wage of \$19.50. The first position is an audio and visual media and marketing technician that will help with project acquisition, implementation, supervision, planning, negotiation, marketing, social media management and event planning. The second is an audio engineer technician which will record, edit, and mix an array of audio projects.

An organization that empowers Central Floridians with disabilities, Quest, Inc., will hire 30 people under the program with an average hourly wage of \$9.67. Positions include nine job coaches to provide on-site job training, 18 direct support professionals who will provide care and assistance, two activity directors to support and encourage personal outcomes and one project search coordinator to provide leadership and supervision.

Florida Pediatric Therapy, a company that provides occupational, physical and speech-language evaluation and treatment for children, is hiring for five positions with an average hourly wage of \$12.40. The first position is a receptionist to answer and direct phones and process referrals and new patients. The second and third are a medical billing/insurance coding specialist and a medical billing/insurance assistant which will obtain authorizations, code, submit and track insurance and other payment services. Florida Pediatric Therapy is also hiring two early intervention/infant toddler developmental specialists to become a Medicaid provider of early intervention services for children.

A full-service broadcast television company, Velocity Films, will hire two people with an average hourly wage of \$18.50. Positions include an administrative/executive assistant who will screen calls, arrange meetings and prepare reports, and a digital arts/editor/camera operator/sound mixer who will ensure that acoustics and

sound recordings, playback and editing equipment is functioning properly during a shoot. Contact: www.WorkforceCentralFlorida.com, Gary J. Earl at gjearl@wcfla.com

Region 13 – Brevard Workforce

As of April 2010, the FBTW Program had created 351 jobs in Brevard County. By July 2010, that number is expected to reach approximately 600.

Brevard Workforce has secured contracts with 25 employers, including non-profit organizations as well as a handful of private companies throughout the county.

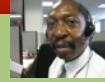
Telecom Service Center, which operates a customer service in-bound call center in Rockledge, had hired 298 employees as of April 1, 2010 and plans to hire an additional 200 by July 2010. The employees earn between \$9 and \$12 an hour. The company was considering operating overseas but was attracted to Brevard County specifically because of the available FBTW Program funds.

Additionally, the owner of the center says he fully expects to retain the employees once the program ends in September 2010. Further positively impacting Brevard's economy, Telecom Service Center has also hired 16 employees outside of the program, including four supervisors, four managers, two human resources professionals, three security guards, two maintenance workers and one director.

The Indialantic-based technology production company Complete Inspection Systems, Inc. has hired six employees through the program, with hourly wages ranging from \$13 - \$17. The positions include an administrative assistant, sales assistant and computer technician.

Blue Tangerine Solutions, Inc., a website development and network support company based in Melbourne, has hired a technician, administrative assistant and a junior web designer, each earning an hourly wage of \$11.

United Way of Brevard used program funds to hire six employees – two childhood success initiative coordinators and four community impact coordinators, who are now all earning an hourly wage of \$15.40. The Women's Center, based in Melbourne, hired eight new employees through the program, with hourly wages ranging from \$10 to \$22.

**(Region 13 - Continued)**

These positions included a transitional housing program director, victim advocate, life skills educator and administrative assistant. Contact: www.brevardjoblink.org, Joan Van Scyoc at jvanscyoc@job-link.net

Region 14 - WorkNet Pinellas

BayCare is a community-based health care system founded in 1997 and located in Pinellas County. Through 11 hospitals, several imaging centers and other regional services BayCare employs over 18,000 people and offers a wide range of healthcare services and programs to its patients.

The company has partnered with organizations in West Central Florida to ensure that the standard level of service that they strive to provide at every opportunity is met. The community benefits from these partnerships as it receives compassionate and high-quality services.

Baycare is partnering with Worknet Pinellas to fill 586 positions through the FBTW Program. The opportunity for job seekers to obtain employment increases at all levels, from entry-level to the licensed professional. The project will result in a decrease in unemployment and an increase in our skilled healthcare workforce.

The organization is concerned about the welfare of the community and supports many local workforce initiatives. Extensys, Inc. was established in 2002, in Pinellas County Florida. The company is a local IT consulting business with local, national and international customers. Extensys, Inc has grown 15 percent every year since opening its doors. In 2008, Extensys, Inc. partnered with IntelMed, a local software company, to create MDIntelleSys, LLC, a company dedicated to surgical specialty Electronic Medical Records (EMR). The company's focus has been on ophthalmology EMR. The merging of the companies has proven to be a success with fifteen new medical practices signing up for the software in the last 3 months of 2009. Major university hospitals such as Queens University are looking at the solution to buy and discussions with Yale University and the University of South Florida are ongoing.

Extensys, Inc. is expecting rapid continuing growth to continue in 2010.

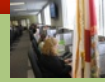
The organization needs the support of a program such as the FBTW Program to enable them to reach their organizational goals of continued growth in EMR and to staff several pending cabling projects.

The EMR and cable projects would create 12 positions in the field of Information technology in the capacities of sales representative, ophthalmology technician, senior programmer, installation/integration technician, cable installer, wiring manager and lead wiring Technician. Contact: www.worknetpinellas.org, Mahalia Guichard at MGuichard@worknetpinellas.org

Region 15 – Tampa Bay WorkForce Alliance

The Epilepsy Services of West Central Florida is committed to promoting health and facilitating healthy lifestyle choices for persons with seizure disorders and their families living in West Central Florida. The Epilepsy Services of West Central Florida promotes community and individual responsibility to attain quality of life. Its purpose is to decrease the number of persons with uncontrolled seizures, emotional challenges and problems and unemployment or under-employment by supporting and enhancing community-based health and social programs in West Central Florida.

By providing current information about epilepsy, and how to prevent it, the Epilepsy Services of West Central Florida helps people learn about seizures and the social issues that go along with having a seizure disorder. The organization is seeking funding for two positions, a Licensed Mental Health Counselor and an event fundraiser planner through the FBTW Program. The Licensed Mental Health Counselor will provide families with the skills to cope with the emotional, social, family and personal challenges and problems facing them. The event fundraiser planner will help to generate additional financial commitments from the community through targeted events. These positions will help Epilepsy Services of West Central Florida further their mission and help to ensure that participants are better prepared to work with persons with epilepsy and have a more positive attitude about epilepsy.

**(Region 15 - Continued)**

Private Sector - 3D Eyewear is a full service Vision Center. 3D Eyewear's vision is to be able to provide affordable services to the community. The services provided are vision screenings, frames, and lenses assessments. They offer vision screenings at various schools and health fairs throughout Hillsborough County. Through the FBTW Program, 3D Eyewear is expanding its optical business, thereby, creating eight new positions. Their new positions include two licensed opticians, two retail salespersons, two lab technicians, and two secretarial positions. The new positions will help support the community by participating in numerous health screening and health fairs. Contact: www.workforcetampa.com Carol Brinkley at brinkleyc@workforcetampa.com

Region 16 - The Pasco Hernando Workforce (PHWB)

The Pasco Hernando Workforce Board's ARC of the Nature Coast FBTW Project answers the needs of employment seekers, the developmentally disabled and an integral non-profit agency in our community. The ARC of the Nature Coast is building a community center and hurricane shelter for those with severe disabilities. FBTW eases some of the projects cost by allowing the ARC to hire a Capital Campaign Coordinator and four construction workers. The shelter represents a positive change for a group often overlooked in disaster planning, and in PHWB's region any project generating employment in construction is greatly welcome.

The Main Street Landing is a FBTW Project combining residential/apartment construction and marketing of the complex. The project will revitalize a waterfront downtown area in New Port Richey and create an urban center with picturesque Pithlachascotte River as its backdrop. The project employs four construction workers and a web designer in permanent employment. The Main Street staff worked closely with PHWB staff to quickly develop the project and initiate recruitment efforts in order to find the right people and get them to work. Contact: www.careercentral.jobs, Dave Hamilton at dhamilton@careercentral.jobs

Region 17 - Polk Works

In Polk County, The FBTW Program will provide up to \$5.1 million in Federal funding for jobs in Region 17. When coupled with employer contributions of 5 percent, the total economic impact will exceed \$6.3 million. Thirty-two Polk County employers are in line to participate in the FBTW initiative, creating 250 jobs. Eligible job seekers can qualify for positions ranging from Assistant Network Administrator to Construction Field Supervisors to RN/LPN positions to Housekeeper positions. Employers have requested an average of \$160,000/per employer in wage and benefits assistance. Hourly wages will range from \$8.00 to \$32.00 per hour.

A variety of industries are represented in this round of the FBTW initiative. The combined projects consist of for-profit entities as well as non-profit and governmental enterprises. The largest project request, \$1.1 million, has come from Central Florida Health Care, Inc. Central Florida Health offers a wide range of health care services from a community health center environment FBTW initiative will allow Central Florida Health Care to expand their services to underserved areas in the community. It is expected that 37 jobs will be filled as a result. Polk County is ranked #1 in the State for citrus production. Florida's Natural Growers, located in Lake Wales, and Juice Bowl Products, located in Lakeland, have requested a combined \$676,000 to create 35 positions. Integrated Metal Products, Inc. offers a comprehensive range of metal products, machining and processing, welding, manufacturing and fabrication services. This company expects to utilize \$507,000 in FBTW funding to create 20 full-time positions, at an average hourly wage of \$14.00/hour.

The FBTW initiative is expected to provide a much needed boost to Polk County's diverse economy. Contact: www.polkworks.org, Nancy Vaughan at Nancy_vaughan@polkworks.org

**Region 18 - Suncoast Workforce Board**

TRC Staffing Services, Inc. (Tampa-Sarasota) is a full-service staffing solutions provider with over 14 years of industry experience that includes a Bradenton office which serves Manatee and Sarasota counties. As per industry experts, the recent economic downturn has adversely affected the staffing service organizations. The FBTW stimulus incentive for businesses will allow TRC Staffing Services, Inc to increase staff by one salary-based outside sales representative and build sales thus leveraging a win for area job seekers and employers.

Smarty Pants Pre-School, LLC. is a Manatee County business committed to maintaining superior policies and procedures and a state-of-the-art learning environment, which includes appropriate student to staff-ratio, staff training, and staff credentials. The FBTW funding will allow Smarty Pants Pre-School to increase their professional teaching staff by adding three new positions, assist in keeping their pledge to raise the bar in early childhood education, and attract and keep qualified childcare professionals. Contact: www.swdb.org, Nancy Kouayara at nkouayara@swdb.org

Region 19 - Heartland Workforce

Our present economic climate has proven especially difficult for small, rural townships such as Zolfo Springs which has an estimated population of 1,705. Located within rural Hardee County, the small town has a long history of fighting to overcome adversity and economic woes. The FBTW Program has enabled the town government to apply for 5 full-time positions ranging from a customer service/accounting/utility clerk to water/wastewater personnel. Skill sets range from general clerical and accounting to water/wastewater equipment maintenance. The Town is committed to retaining the employees after the subsidization period.

Private businesses, such as Promise Technologies/Anderson Arms, are also feeling the sting of our economic duress making expansion difficult or nonexistent. The FBTW Program will provide this

company with the financial boost they need to hire four new employees to expand their existing manufacturing business. Skills include the ability to work in an assembly line environment and to operate hand and/or automatic loading machines.

Contact: www.heartland-workforce.org, Ann Martin at amartin@heartland-workforce.org

Region 20 - Workforce Solutions

In Martin, St. Lucie, Okeechobee and Indian River Counties, 145 businesses have pledged 850 positions for Round 1 of the FBTW Program for over \$16 million in total project costs. Approximately seventy percent or 98 of the businesses are private for profit companies. The jobs created represent various industries including but not limited to healthcare, construction, computer technology, hospitality, manufacturing, marine and internet service solutions.

OcuCue LLC, is a computer software seller that has a global license to sell its Internet-networking software. The company was granted by Indian River County a total of \$131,000 for job creation and is bringing 25 high skill high wage jobs to the county. Through the FBTW Program, OcuCue will create 5 additional positions for a total payroll of \$158,340.00.

Aero Shade Technologies, Inc. is a manufacturer of aircraft parts, specifically the shades for the windows in airplanes. This business has recently relocated to St. Lucie County and is expanding. Aero Shade Technologies is creating 9 additional positions through the FBTW Program for a total payroll of \$160,108.00.

Helping People Succeed, Inc. (HPS), is a non-profit agency that provides unique and valuable services that lead to improved quality of life and independence for individuals with disabilities through community-based employment, education and training for citizens of Martin, St. Lucie, Indian River, and Okeechobee counties. Through the FBTW Program, HPS will create 4 positions for a total payroll cost of \$24,360.00.

**(Region 20 - Continued)**

For Round 2, Workforce Solutions has submitted 37 employers, creating 205 jobs for \$1 million in total project costs. Thirty of the employers are private, for-profit employers. Contact: www.yourworkforcesolutions.com, Gwenda Thompson at gthompson@tcjobs.org

Region 21 – Workforce Alliance

The employers of Palm Beach County have responded in a prompt and enthusiastic manner to Workforce Alliance's announcement and invitation to the business community to participate in the FBTW Program. Seventy employers have requested FBTW funding for over 656 jobs, ranging from entry-level to managerial and engineering positions.

The potential funding for FBTW through Workforce Alliance amounts to \$27.2 million, and coupled with employer contributions to payroll costs brings the total potential impact of the new jobs in Palm Beach County to approximately \$35 million.

The emphasis for the Workforce Alliance staff turns during the month of April to the continued recruiting of eligible applicants for referrals to the 70 employers. The three Workforce Alliance Career Centers are conducting daily orientations to job-seeking applicants. Each session is followed by verification of eligibility of each applicant, followed by a resume review and skill assessment.

The prospective job sites include businesses, non-profits and municipalities located throughout the county, and represent a cross-section of different occupational and career fields for the potential employees, thus giving job-seekers a variety of opportunities.

A sampling of the opportunities include the following: Belcan Corporation, an engineering firm, has submitted a request to fill such positions as inventory technician, financial accountant, material planner and executive administrative assistant. Hospice of Palm Beach County is seeking certified nurse assistants, a therapist and a patient services technician. Sign manufacturer, Sign*A*Rama, is seeking an account representative/graphic designer, a maintenance coordinator, receptionist/ customer service person, a warehouse manager and a junior staff

account. Sancilio and Company, a manufacturer of pharmaceuticals is seeking a machine maintenance/operator, a website developer, a quality assurance assistant and a tablet press operator.

The numerous job positions being offered present eligible Palm Beach County job-seekers a great deal of hope and optimism since the employers have indicated that many of the jobs will lead to permanent positions following the conclusion of the federal funding of the FBTW Program in the fall. Contact: www.pbcalliance.com, Kathryn Schmidt at kschmidt@pbcalliance.com

Region 22 - WorkForce One Employment Solutions (WF1)

In Broward County, 83 employers will be creating 891 jobs as a result of the FBTW Program. The projects represent various industries including but not limited to education, construction, healthcare, sales, hospitality, IT, telecommunications, marine and manufacturing.

Corropack Containers Corporation submitted a project for 23 jobs in the areas of assemblers, business sales and office assistance. With the additional staff they would be able increase the amount of contracts therefore increasing their productivity. From stock cardboard to custom-designed retail packaging and thermo-formed trays, Corropack Containers Corporation delivers on-time, quality products at competitive prices. Their suppliers include national-brand retail design studios and printers with top-quality presses. As part of their operation, they offer fulfillment and warehouse capabilities. Corropack Containers Corporation is a family-run business with over 40 years experience in the packaging and commodity management industries. Two of their main customers are Motorola and Goya Foods.

Synergy Labs submitted a project for 43 jobs, representing quality control inspectors, package line operators, chemical pre-weighers, chemical blenders, order pullers, inventory manager, shipper manager, line mechanics, and facility mechanics. They have over 43 years of combined executive experience in the veterinary and pet product industry, compounded by a

Bringing Jobs Home

Regional Snapshots

(Region 22 - Continued)

sincere mission to create and produce the finest products available. SynergyLabs is proud to introduce cutting-edge products and compelling package design. The company is planning to use the employees under the FBTW Program to expand their operations to include a second shift.

The Museum of Discovery and Science submitted a project for 7 exhibit and IMAX associates and summer program educators. With additional staff the museum would be able to offer more educational programs to the youth in Broward County. The museum is a non-profit organization whose mission is to provide experiential pathways to lifelong learning in science for children and adults through exhibits, programs and films. They have over 200 exhibits for adults and children to explore. Contact: www.wf1broward.com, Melanie R. Magill at mmagill@wf1broward.com

Region 23 - South Florida Workforce Board

Contact: www.southfloridaworkforce.com, Roderick Beasley at rbeasley@southfloridaworkforce.com

Region 24 - Career and Service Centers of Southwest Florida

Contact: www.careerandservicecenter.org, Joseph Paterno at jpaterno@sfwfdb.org

Florida Back To Work

Bringing Jobs Home

**Regional Snapshots**

Contact Rusty Skinner, Association President of The Florida Workforce Development Association, at rskinner@clmworkforce.com, for additional information. To receive a copy by email, contact Jannet Walsh at jwalsh@clmworkforce.com.

Florida Regional Workforce Boards



- Region 1** - Workforce Escarosa, www.workforceescarosa.com
- Region 2** - Workforce Development Board of Okaloosa and Walton Counties, www.jobsplusonestop.com
- Region 3** - Chipola Regional Workforce Development Board, www.onestopahead.com
- Region 4** - Gulf Coast Workforce Board, www.workforcecenter.org
- Region 5** - Workforce Plus, www.wfplus.org
- Region 6** - North Florida Workforce, www.nfworkforce.org
- Region 7** - Florida Crown Workforce Board, www.floridacrown.org
- Region 8** - WorkSource, www.worksourcefl.com
- Region 9** - FloridaWorks, www.FloridaWorksOnline.com
- Region 10** - Workforce Connection, www.clmworkforce.com
- Region 11** - The Center for Business Excellence, www.centerforbusinessexcellence.net
- Region 12** - Workforce Central Florida, www.WorkforceCentralFlorida.com
- Region 13** - Brevard Workforce, www.brevardjoblink.org
- Region 14** - WorkNet Pinellas, www.worknetpinellas.org
- Region 15** - Tampa Bay WorkForce Alliance, www.workforcetampa.com
- Region 16** - The Pasco Hernando Workforce, www.careercentral.jobs
- Region 17** - Polk Works, www.polkworks.org
- Region 18** - Suncoast Workforce Board, www.swdb.org
- Region 19** - Heartland Workforce, www.heartland-workforce.org
- Region 20** - Workforce Solutions, www.yourworkforcesolutions.com
- Region 21** - Workforce Alliance, www.pbcalliance.com
- Region 22** - WorkForce One Employment Solutions, www.wf1broward.com
- Region 23** - South Florida Workforce Board, www.southfloridaworkforce.com
- Region 24** - Career and Service Centers of Southwest Florida, www.careerandservicecenter.org