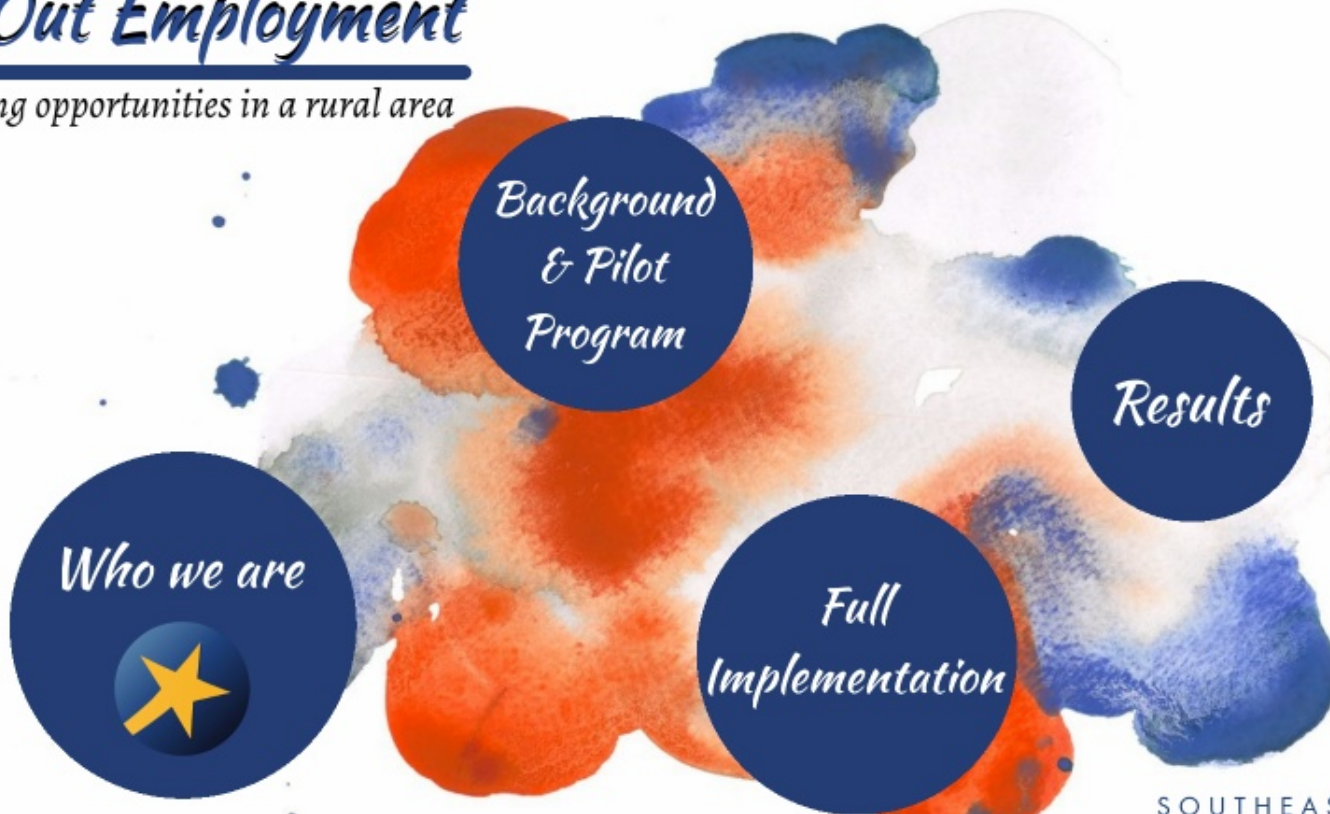


Try Out Employment

Creating opportunities in a rural area



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*Area
Information*



Local Area V is located in Southeast Kansas. We have 5 offices located in our 17 county region. With a mixture of rural counties and small pockets of higher populations we have tailored our services to both job seekers and employers. Our Try Out Employment program is a highlight of one of our successful services that we provide.



*Job
Seekers*

Employers



- Average Rural Population= 63%
- 4 counties have 100% rural population
- Highest populated city is 24,707

*Job
Seekers*

Employers

- Average Rural Population= 63%
- 4 counties have 100% rural population
- Highest populated city is 24,707
- Average poverty percentage by county is 16.8%, highest is 23.2%
- Few towns have limited public transportation, most have none

*Job
Seekers*

Employers



Job Seekers

Job Seekers

- High Poverty Rate
- Decrease of Traditional Classroom Training

Job Seekers

- **High Poverty Rate**
- **Decrease of Traditional Classroom Training**
- **Increase of Job Seekers with multiple barriers to employment**
- **Increase of referrals from community partners & agencies**

Common Barriers

- Criminal Background
- Transportation
- Housing
- Child Care
- Work History

Job Seekers

- **High Poverty Rate**
- **Decrease of Traditional Classroom Training**
- **Increase of Job Seekers with multiple barriers to employment**
- **Increase of referrals from community partners & agencies**
- **Increase of "I just need a job!"**

Common Barriers

- Criminal Background
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Employers

Top Industries

- Manufacturing
- Construction
- Health Care

Employers

- Decrease in Unemployment Rate
- Increase of open Job Orders on www.KANSASWorks.com

Top Industries

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- Health Care

Employers

- Decrease in Unemployment Rate
- Increase of open Job Orders on www.KANSASWorks.com
- Shrinking qualified labor pool
- Businesses needing "soft skills" addressed
- Businesses needing workers to just "show up".

Top Industries

- Manufacturing
- Construction
- Health Care

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Who we are



*Background
& Pilot
Program*

*Full
Implementation*

Results

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Unemployment Rate

Local Area range from
3.2%-4.9%

Fall 2017= 3.5%

The Pilot Program

Outreach

*Pilot
Results*

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The Pilot Program

- WIOA Transition & Creation of Transitional Jobs
- Needed a bridge to On-the-Job Training

Outreach

*Pilot
Results*

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- Introduced Soft Skills Training
- Introduced new services to Business Services Functional Team in September of 2017

Outreach

*Pilot
Results*

The image features a watercolor-style background with soft, blended colors of orange, red, and blue. A large, thick blue circle is centered on the page, containing the word "Outreach" in a dark blue, cursive font. The word is underlined with a thin blue horizontal line. The overall aesthetic is artistic and professional.

Outreach

Outreach

- Business Service Representatives & WIOA Career Advisors teamed up to do outreach and "market" the new service to employers
- Initial hesitation

Outreach

- Business Service Representatives & WIOA Career Advisors teamed up to do outreach and "market" the new service to employers
- Initial hesitation
- Established job sites
- Continued referrals from partner agencies
- Built internal applicant pool to help pitch to job sites

Pilot Results

Pilot Results

- Initial guidance was 29 hours per week and 500 hours in a lifetime
- \$7.25-\$10.00/hour
- First contract written in November 2017

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Supportive Services

- Transportation
- Work Attire
- Pre-Paid Cards

Pilot Results

- Initial guidance was 29 hours per week and 500 hours in a lifetime
- \$7.25-\$10.00/hour
- First contract written in November 2017
- 46 individual contracts written from November 2017 thru June of 2018
- 69.5% Successful Completions
- Nearly 20% transitioned to an OJT

Supportive Services

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Full Implementation

Unemployment Rate

- Local Area range from 3.5%-5.1% in 2018
- State Unemployment- 3.4%

*Current
Program
Year*

Full Implementation

- July 1, 2018 (PY18)
- Refined our approach

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*Current
Program
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- Introduced initial 8 week contracts
- Changed from 29 to 32 per week

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*Current
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- Dedicated 50% of participant cost to Work Based Learning

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*Current
Program
Year*

Current Program Year

*Data as of 4/1/19

Current Program Year

- 33 Try Out Employment contracts
- 85% successful completions

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Partners

- Corrections
- Vocational Rehab
- Catholic Charities
- Multiple
Community
Agencies

Current Program Year

- 33 Try Out Employment contracts
- 85% successful completions
- Created connections with new partners
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- Noted as Best Practice by Kansas Dept. of Labor & Kansas Dept. of Commerce

*Data as of 4/1/19

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Results

Data

Testimonials

Results

- Buy-in from businesses
- Multiple Try-Out-Employments end early due to direct hire

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Results

- Buy-in from businesses
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- Regular partner communication & collaboration
- New footholds in local communities

Data

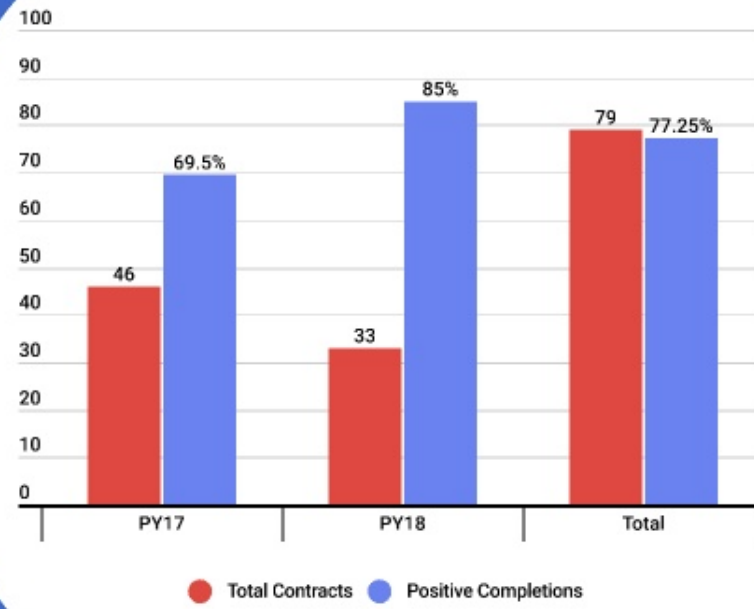
Testimonials

Results

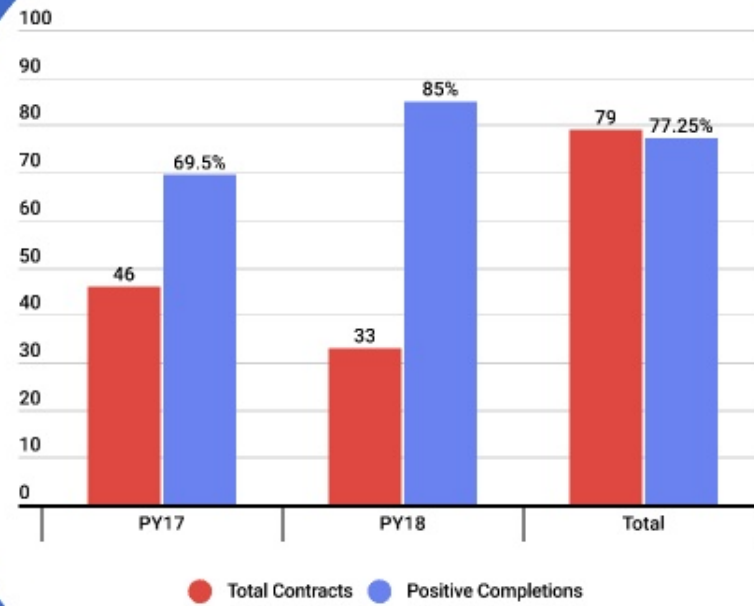
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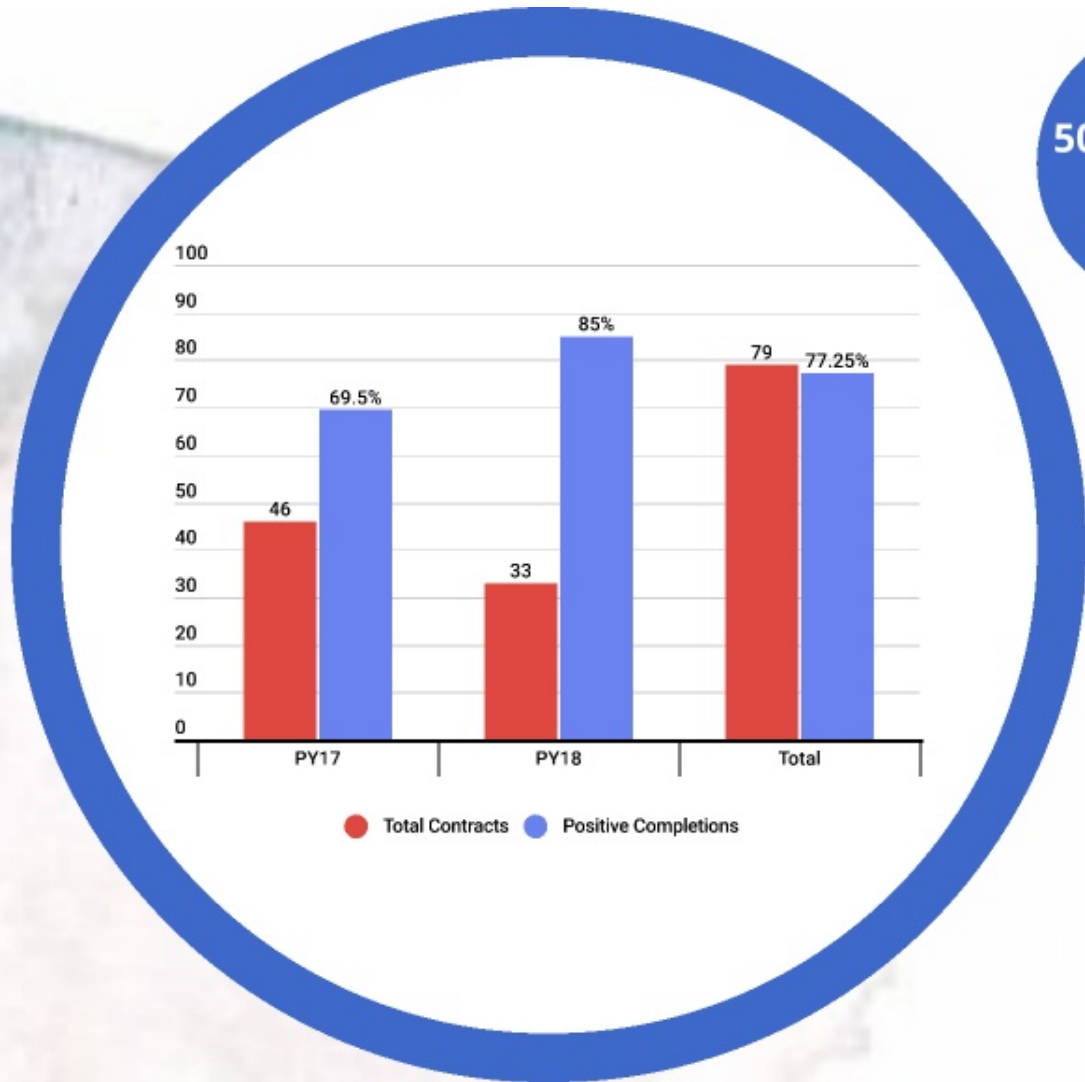
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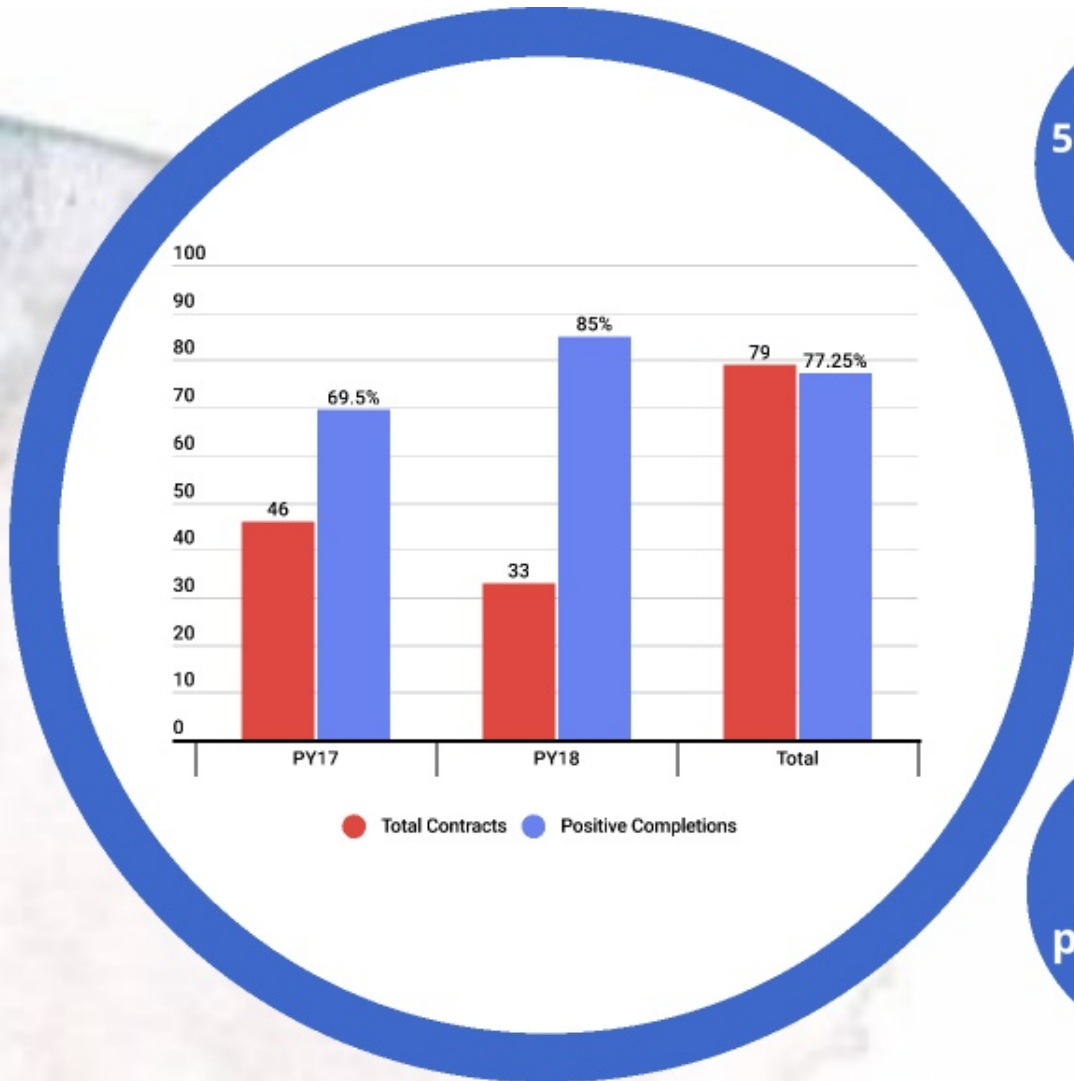
50 Individual
Job Sites





50 Individual
Job Sites

25% Increase
in OJTs



50 Individual
Job Sites

25% Increase
in OJTs

Sub 10%
non-
participants

Testimonials

Jack Hatzenbuehler
HR Manager Matcor
Fabrication

*Success
Story*

Testimonials

How did you feel about the Try Out Employment experience, overall?

Jack Hatzenbuehler
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*Success
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Testimonials

How did you feel about the Try Out Employment experience, overall?

"It's been a very good experience, we were able to find a few good employees that are still with us. Today's employee market is weak at best for our location so it's natural to have to weed through a few to get a good one, so every time we find a good employee through this program it's good."

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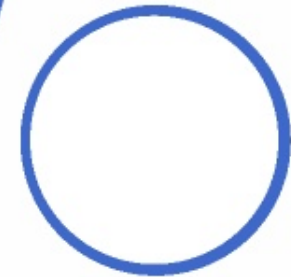
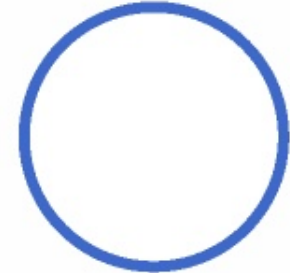
Did the Try Out Employment help the candidate transition to the OJT, and ultimately, to full time un-subsidized employment with your company?

"It really did, by only being able to work the 29 hours per week, it made them hungry to continue to improve knowing there is more at the end of the program. I really think it does motivate the employee to be successful, plus some of these employees are on their last chance and they know it, so giving them that last chance to improve also motivates some of them."

Jack Hatzenbuehler
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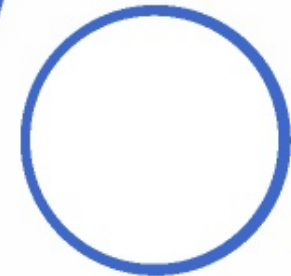
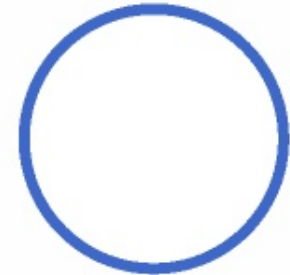
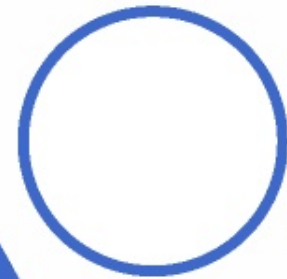
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Customer Success Story



Customer Success Story

Do you feel that the Try Out Employment was positive? Did the Try Out Employment help you get your foot in the door and help with the transition to full time employment?

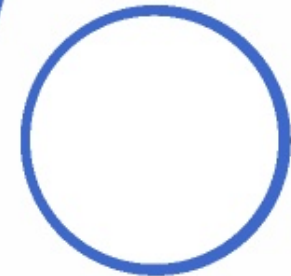
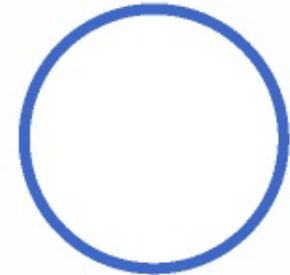
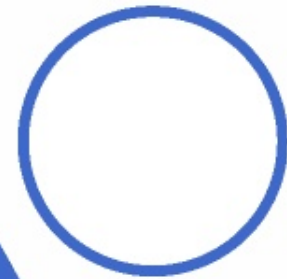


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"The Try Out Employment was very positive and very helpful. It helped me get my foot in the door and without that, or the OJT program I wouldn't have had a chance. It has helped me get full-time employment. I am nearing 9 months of being employed. I love the job, good pay and good people to work for."

-Nate: First participant in Try Out Employment & On The Job Training Programs at Matcor Fabrication



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Thank You!

Matt McNally

Operations Manager
mmcally@sekworks.org

Dylan Wren

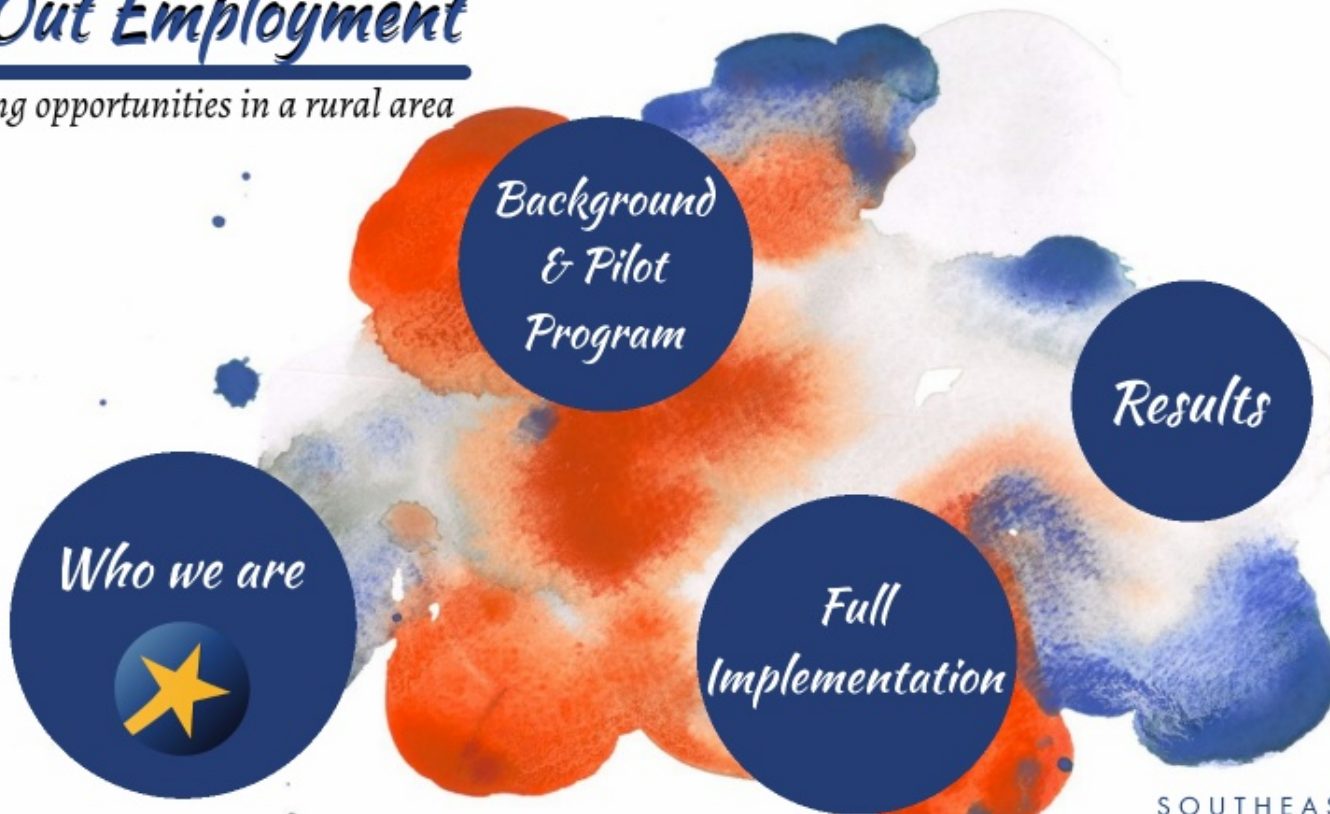
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