Teresa Mena Regional Business Consultant for the Maryland Department of Labor





The struggle is real!

Learn about Tools to Build your Workforce!

MARYLAND WORKFORCE EXCHANGE (MWE) Maryland

https://mwejobs.maryland.gov





Recruitment Assistance at your local AJC

Maryland's American Job Centers are conveniently located throughout the State and are dedicated to serving businesses and job seekers. Simply visit https://www.dllr.state.md.us/county/ and click the **county** of your choice to find out more information about our services that help meet your employment needs.

MARYLAND AMERICAN JOB CENTERS

CENTRAL REGION GARRETT ALLEGANY WASHINGTON HARFORD CECIL FREDERICK CARROLL BALTIMORE WESTERN MARYLAND HOWARD EASTERN SHORE MONTGOMERY CAPITAL REGIONA PRINCE GEORGE'S CALVERT CHARLES DORCHESTER A proud partner of the WICOMICO SOUTHERN MARYLANI WORCESTER American Job Center network



Recruitment Assistance

Talent Recruitment - Virtual Job Fairs & In-person hiring events

After fully understanding your company needs, our experts identify a highly qualified pool of talented candidates for your consideration. We minimize your recruitment costs by:

- Advertising your recruitments for free
- Recruiting talent based on your specifications
- Screening applications to identify the most qualified
- Holding job fairs and providing venues for interviews
- Providing job readiness training at no cost to applicants
- Linking candidates to assistance with transportation options, child-care and other resources
- Providing information for you about tax incentives, business demographics, employee commute patterns, occupational wages and more





Maryland Business Works – Retention

The Maryland Department of Labor has partnered with Maryland's businesses to support employer strategies for retention, growth expansion, and layoff aversion. Training funds are provided to businesses serious about increasing employee productivity, upgrading the skills of current employees, and <u>creating opportunities for expanding your existing workforce</u>. Training should be credentialed and portable.

The Maryland Business Works Program...

- Invests in Maryland Private Sector Businesses -- Private sector businesses with 500 employees or fewer that provide indemand products or services are eligible to apply.
- Provides True Partnership with Businesses -- There is a dollar-to-dollar match requirement, and a \$4500 training cap funding level that may be awarded to a specific trainee for a project or series of projects. The maximum request per year cannot exceed \$40,000.
- Meets your Business's Training Needs -- The Program funds classroom-based training, in-house staff training, apprenticeships, and other opportunities for Maryland's businesses as they create and foster their talent pipeline.

For More Information... Visit the Maryland Department of Labor's website at labor.maryland.gov/employment/mbw.shtml, or contact the Division of Workforce Development and Adult Learning at diwdalbusinessservices-LABOR@maryland.gov.



Veteran Services

Business Tax Credit Incentives for Hiring Veterans



Work Opportunity Tax Credit - WOTC

- The Work Opportunity Tax Credit (WOTC) is a federal tax credit available to employers who invest in American job seekers who have consistently faced barriers to employment. Employers may meet their business needs and claim a tax credit if they hire an individual who is in a WOTC targeted group.
- ► https://www.dol.gov/agencies/eta/wotc



Apprenticeship



What is Apprenticeship?





Apprenticeship offers **Employers** in every industry the tools to develop a highly skilled workforce to help grow their business. For **Workers** it offers opportunities to earn a salary while learning the skills necessary to succeed in high-demand careers!

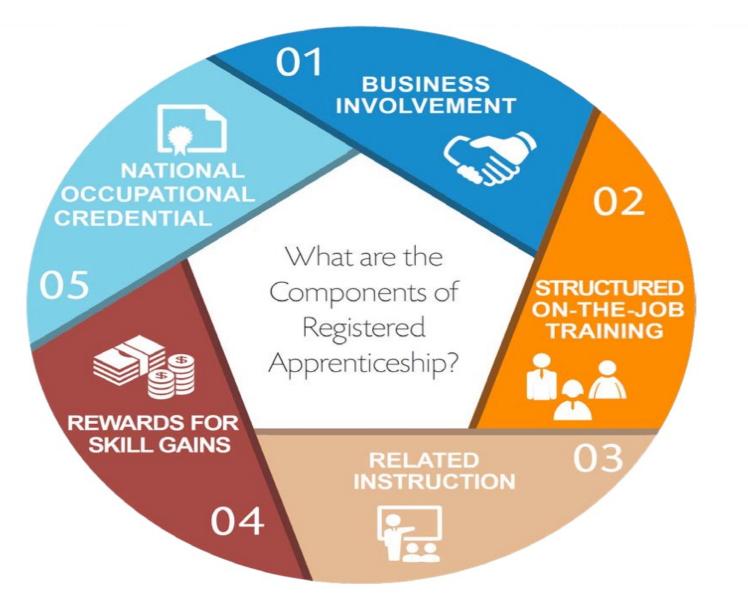
Registered Apprenticeships MUST HAVE BOTH:

- Related Training Instruction (RTI) must have at least <u>144 hours of related instruction per year</u> of the apprenticeship.
- ➤ On-the-Job Training (OJT)
 must consist of at least 2,000 hours per year of the apprenticeship AND take place at the work site under the direction of a highly skilled journeyworker(s).



THE FIVE COMPONENTS OF APPRENTICESHIPS









APPRENTICEABLE OCCUPATIONS

Over 230 traditional and **NON-TRADITIONAL** occupations

- Cloud and Data Center Support
- Cyber Security Professional
- Environmental Care Supervisor
- > IT Project and Business Analyst
- ➤ Software Development
- > Telecommunication Tower Technician
- Validation Technician



Apprenticeship for your Business

You are not limited to the existing occupations. You can create new ones!





Registered Apprenticeship is Good for Business

- Build your workforce
- Registered apprenticeship trains workers in the specific skills needed by your company.
- Reduce turnover costs Increase productivity Make your workplace safer!
- Plan for employee succession
- Take advantage of tax credits and financial incentives that include:
 - SAIR Sponsor Apprenticeship Incentive Reimbursement Program is a rolling reimbursement program where Sponsors can be granted up to \$2,500 to offset the costs of On the Job Learning (OJL) or Related Instruction (RI).

Maryland Re-Entry Business Services



Navigator Services for Employers

- Federal Bonding Program
- Work Opportunity Tax Credit assistance
- Access to an untapped talent pool
- Prepare job seekers to meet the needs of businesses in the community
- Connection to recruitment events in pre-release correctional facilities





Federal Bonding

Federal Bond Benefit to the Employer

- The fidelity bonds protect employers against employee fraud and dishonesty.
- The Federal Bonding Program reimburses the employer for any loss due to employee theft of money or property up to \$5,000 during the first six months of an eligible individual's term of employment.
- Employers receive the bonds at no cost as an incentive to hire applicants considered "high risk."
 - For additional information on business incentives, please visit: https://www.dlr.state.md.us/employment/reentryincentives.pdf





Want more information?

- Regional Business Solutions Consultants: https://www.dllr.state.md.us/employment/busconsultants.shtml
- **Veterans:**https://www.dllr.state.md.us/employment/vetsposbrochure.pdf
- Apprenticeship: https://www.dllr.state.md.us/employment/appr/apprnavigators.shtml
- Re-Entry: https://www.dllr.state.md.us/employment/reentry.shtml

