



# VOCATIONAL REHABILITATION

## *Business Collaboration with CRPs*

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# Addressing Business Needs

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## Missouri Business Team

4 years old

8 Statewide Reps

### 3 Charges:

- Outreach/service to business
- Train/resource/SME for VR staff
- Partnering (Workforce agencies, CILs, CRPs, etc).



# Addressing Business Needs

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Business Told Us:

- Confusing!!
- Don't care about us!
- Place and Pray Mentality!

Our response:

- Formation of an Employment Collaborative



# Employment Collaborative

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- VR staff, CRPs and Business
- Share job opportunities (meetings, email)
- Central Point of Contact for Business
- Common marketing strategy to Business
- Equal partnership, targets all clients



# Getting Started

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Employer Summit events

First meeting= 4 partners (including VR)

Current meetings= 30 + partners

Business Hostings/Special events



# Progress and Partnership

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2014

Poses Foundation Grant

Partnership with Greater Kansas City  
Business Leadership Network

Target= 700 jobs, 3 years



Metric	April	May	June
Number of Job Seekers Employed	7	16	19
Number of Different Companies	5	13	9
Applied with Partner Companies	19	8	12
Full time, Part time, Seasonal	4FT,3PT	16 PT	3 FT, 3 PT, 3 seasonal
Wage	1 @ \$7.50-\$8 1@ \$8-\$9.50 1@\$9.50-\$12 4 over \$12.00	2 @ \$7.50-\$8 7 @\$8-\$9.50 7 @ \$9.50-\$12	15 @ \$7.50 - \$8.00 2 @ \$8.00-\$9.50 2 @ \$12.00-\$15.00
Number who reached 90-day retention	6	2	6
Number who ended job	1	0	1
Total number employed from Oct. 2015– June 2016 = <b>133</b>			

**Total number employed overall project.  
215 Y1 + 133 Y2Q3 = 348**

**Total number Y2Q3= 42**

**Source: Nexus Quarterly Employment Data Report**

**April-June 2016**



# Strengths

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Increase in Outcomes-Everyone Wins

New agency outreach to help our clients

Business as Partners

Special Projects: Toys R Us, Staples

Replication to other parts of Missouri





# Challenges

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Lack of Business Savvy by all partners

Competition

Representation by one=representation by all



# Lessons Learned

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Project Management approach

Upfront Strategic Planning

Implementation of a Business Model



# Contact Us

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