



# Mercer County One-Stop Career Center Annual Report



A proud partner of the  
**americanjobcenter**  
network

**PY 2023**  
**(7/1/23 – 6/30/24)**

**DAN BENSON ♦ COUNTY EXECUTIVE**

**Anthony Carabelli, Jr. ♦ Director, Economic Development**  
**Virgen Velez ♦ Acting WDB Director**

## Special Events, Initiatives & Business Successes

- **Business Success** – Our distribution list is growing larger and stronger enabling more jobseekers access to our employment opportunities. Currently there are over 140 individuals, libraries, community agencies, training providers and other partners in our Jobseeker Network.

Countywide Job Fair was held on October 25, 2023 with 80 employers in attendance. There were approximately 350 jobseekers.

A total of 87 Positive Recruitments in addition to an estimated 50 hiring events at employer sites were shared with our Jobseeker Network partners

We continue to receive positive feedback from employers, jobseekers, and staff regarding positive results from job openings, open houses, & recruitments.

## Success for One Stop Customers

### YOUTH SUCCESS

The Summer Youth Jobs Connection (SYJC) program served 18 County youth with 12 internships and we are working to transition at the end of the summer into full time employment. In training we have 6 youth, preliminary for CDL training. Partners included 53 employers (business & agencies). 95% of the youth reported accomplishing their goals for the program i.e. gain work experience, earn money, learn responsibility, learn new things, build a resume, etc.

### VETERANS SUCCESS

All veterans coming to the One Stop receive a comprehensive assessment and employment plan after meeting with a DVOP (Disabled Veterans Outreach Specialist).

**Richard Lopez**, a special disabled Army veteran, obtained employment with Rider University as a Security Guard with payrate of \$20 per hour on August 25, 2023.

**John Monaco**, a recently separated, disabled Navy veteran, obtained employment as a Corrections officer with Delaware State Corrections in November 2023 with a salary of \$50k per year.

A special disabled Army veteran seeking work as a security guard obtained part time employment with Costco on February 22, 2024 at \$18 per hour as a stocker with benefits after ninety days.

Individualized career services provided were referrals to jobs, assisting with job applications, updating resume, referral to support agencies for food and rent assistance, and labor market information.

# Customer Flow

# 12,343

**Total Customers Served\*** - An estimated total of 12,343 customers were served during this program year through June 30, 2024.

\*The total number represents customers receiving services listed below. The numbers reflect customers visiting the One Stop on a daily basis, some of whom make multiple visits, i.e. WLL & Resource Room

- ❖ **WIOA** (training orientations, testing, career counseling, Workforce Learning Link)
- ❖ **Labor Exchange** (RESEA orientation, resource room, employability workshops, individual job search assistance)
- ❖ **Veterans Services**
- ❖ **DVR** (Division of Vocational Rehabilitation)
- ❖ **UI** (Unemployment Insurance)
- ❖ **WFNJ TANF & GA** (public assistance employment-directed programs).

## \*Occupational Training Services

|              | Served | Employed | Training Related |
|--------------|--------|----------|------------------|
| <b>PY 23</b> | 53     | 16       | 16               |
| <b>PY 22</b> | 18     | 10       | 10               |
| <b>PY 21</b> | 20     | 17       | 17               |

## Common Measures Performance PY 23 (7/1/23- 6/30/24)

| Measure         | Target  | Actual              | Numerator | Denominator |
|-----------------|---------|---------------------|-----------|-------------|
| <b>Adult</b>    |         |                     |           |             |
| Employment Q2   | 52%     | 0%                  | 0         | 0           |
| Employment Q4   | 51.8%   | 75.00% - E (144.79) | 3         | 4           |
| Credential      | 67.0%   | 75.00% - E (111.94) | 3         | 4           |
| Skill Gains     | 45.8%   | 68.76% - E (150.11) | 11        | 16          |
| Median Earnings | \$4,879 |                     |           |             |

E = Exceeded Target - 3 ♦ M = Met Target (Achieved 90% of Target) - 0 ♦ NM = Target Not Met - 0

| Measure                  | Target  | Actual                | Numerator | Denominator |
|--------------------------|---------|-----------------------|-----------|-------------|
| <b>Dislocated Worker</b> |         |                       |           |             |
| Employment Q2            | 56.0%   | 85.71% - E (153.06%)  | 6         | 7           |
| Employment Q4            | 53.5%   | 55.56% - E (103.84%)  | 10        | 18          |
| Credential               | 62.0%   | 44.44% - NM (71.68%)  | 8         | 18          |
| Skill Gains              | 54.10%  | 68.42% - E (126.47%)  | 13        | 19          |
| Median Earnings          | \$8,592 | \$9,558 - E (111.25%) |           |             |

E = Exceeded Target - 4 ♦ M = Met Target (Achieved 90% of Target) - 0 ♦ NM = Target Not Met - 1

| Measure              | Target  | Actual                | Numerator | Denominator |
|----------------------|---------|-----------------------|-----------|-------------|
| <b>Wagner Peyser</b> |         |                       |           |             |
| Employment Q2        | 48.9%   | 50.15% - E (102.55%)  | 1,367     | 2,726       |
| Employment Q4        | 48.4%   | 52.28% - E (108.01%)  | 1,206     | 2,307       |
| Median Earnings      | \$5,750 | \$8,776 - E (152.63%) |           |             |

E = Exceeded Target - 3 ♦ M = Met Target (Achieved 90% of Target) - 0 ♦ NM = Target Not Met - 0

# WorkFirst NJ Services

**WFNJ TANF SERVICES** (Temporary Assistance to Needy Families) includes Job Search, Community Work Experience Program (CWEP), Education Directly Related to Employment (EDRTE), Job Skills Training Directly Related to Employment (JSTRTE), Occupational Training, English as a Second Language (ESL), and Onsite Child Care Referral.

**PY 21 funded agencies include:** Equus, HomeFront, & Child Care Connection.

**PY 22 funded agencies include:** Arm in Arm, Catalyst Solutions, Equus, Goodwill Industries of Southern NJ & Philadelphia, HomeFront, Latin American Legal Defense & Education Fund (LALDEF), & Child Care Connection.

**PY 23 funded agencies include:** Arm in Arm, Catalyst Solutions, Equus, Goodwill Industries of Southern NJ & Philadelphia, HomeFront, Latin American Legal Defense & Education Fund (LALDEF), & Child Care Connection.

**Mandatory participation** was reinstated effective January 1, 2023 – no sanctions have imposed

**LOS** = Level of Service (# of customers expected to be served)

**Referral** = # referrals made by case managers to vendors

**Enrollments** = # of customers actually enrolled (minimum 10 days)

**Employment** = # of customers that secured unsubsidized employment

|              | LOS | Referrals | Enrollments                         | Employment                      |
|--------------|-----|-----------|-------------------------------------|---------------------------------|
| <b>PY 23</b> | 595 | 594       | 416<br>(70% of referrals – 70% LOS) | 88<br>(21% enrollment- 15% LOS) |
| <b>PY 22</b> | 482 | 378       | 241<br>(64% of referrals – 50% LOS) | 54<br>(14% enrollment- 11% LOS) |
| <b>PY 21</b> | 150 | 362       | 280<br>(77% referrals- 187% LOS)    | 43<br>(12% enrollment- 29% LOS) |

**WFNJ GA/SNAP SERVICES** (General Assistance and Supplemental Nutritional Assistance Program) includes Job Readiness, Supported Work, Adult Basic Education - High School Equivalency - English as a Second Language (ABE-HSE-ESL), and Community Work Experience Program (CWEP).

**PY 21 Funded Agencies:** Catalyst Solutions, Trenton Area Soup Kitchen (TASK), UIH dba The Father Center of NJ.

**PY 22 Funded Agencies:** Arbor dba Equus, Catalyst Solutions, Trenton Area Soup Kitchen (TASK), UIH dba The Father Center of NJ

**PY 23 Funded Agencies:** Arbor dba Equus, Catalyst Solutions, Trenton Area Soup Kitchen (TASK), UIH dba The Father Center of NJ

|              | LOS | Referrals | Enrollments                         | Employment                    |
|--------------|-----|-----------|-------------------------------------|-------------------------------|
| <b>PY 23</b> | 355 | 300       | 224<br>(75% of referrals - 63% LOS) | 26<br>16% enrollment- 10% LOS |
| <b>PY 22</b> | 307 | 351       | 211<br>(60% of referrals - 69% LOS) | 31<br>9% enrollment- 10% LOS  |
| <b>PY 21</b> | 255 | 171       | 141<br>(82% of referrals - 55% LOS) | 14<br>8% enrollment- 5% LOS   |

## Business Services

**POSITIVE RECRUITMENTS** – There has been a steady improvement in the outcomes from Positive Recruitments. We hosted 23 recruitments, served 2,590 customers and have 70 hires through June 30, 2024. During the 1<sup>st</sup> quarter we have hosted 13 recruitments, served 1,570, and have 73 confirmed hires. The number of jobseekers attending the recruitments has substantially decreased from 20 to 3 average primarily due to a vibrant economy.

|       | # Recruitments | # Served | Hired |
|-------|----------------|----------|-------|
| PY 23 | 23             | 2,590    | 70    |

## Youth Services

### SUMMER YOUTH EMPLOYMENT PROGRAM (SYEP)

- 449 Applicants - 230 from Trenton
- Our LOS was 110; 130 started & 115 completed
- Of those youth with barriers – most of them had an IEP
- 66 were returning to high school; 47 returned to college; remaining were out-of-school
- 7 were extended – 6 were expected to be placed in a YCC internship
- 53 Employer Partners; Overall great feedback from participating employers
- Top requested positions by youth was for camp aides and daycare workers

### OUT-OF-SCHOOL (OSY)

The Mercer County Youth Career Connection Initiative (YCC) partners with business and with community and faith-based agencies to prepare young adults between the ages of 18-24 to enter the workforce. Under YCC, youth who are high school graduates are referred for occupational training followed by placement into internships. If youth are not appropriate for training they may be placed directly into the internship after completion of the orientation, assessment and counseling components. Youth who have dropped out of school are referred to Isles, our YCC partner agency.

### **Orientations for YCC**

Virtual orientations are held the 1<sup>st</sup> & 3<sup>rd</sup> Monday of each month at 10:00 a.m. and no appointments are necessary.

### **Mercer County Youth Career Connection Initiative provides**

- Program orientation and comprehensive assessments
- Career Counseling
- Occupational training
- Continuous support to the youth (throughout their program participation) and to employers during the internship
- Internship payments of \$16.00 per hour

**Community and Faith-Based Agencies provide**

- ✓ Attainment of a High School Equivalency (HSE) Credential
- ✓ Life Skills and Job Readiness Skills Training
- ✓ Case Management
- ✓ Stipends to offset expenses

**Employer Internship Sites provide**

- ✓ Internship opportunities for 20 to 25 hours per week for a period of 4 to 6 months
- ✓ Commitment to providing relevant, valuable work experience and mentoring to the intern to become a proficient and professional employee
- ✓ Conduct periodic performance evaluations
- ✓ Consideration for full-time employment at the end of the internship if a position is available and the youth has performed well and has proven their worth to the organization
- ✓ Letter of recommendation and the opportunity for the youth to utilize them as a reference in their job search if a position is not available

**PY 23:**

- ✓ 18 YCC enrollments:
  - 12 internships- working with youth to transition at end of summer into full time employment
  - 6 in training- preliminary CDL
  
- ✓ OSY Contracted Services:
  - 19 enrollments
  - HSE attainments – N/A at this time
  - Employment/Post-secondary – N/A at this time

**Youth Common Measures Performance  
PY 23 (7/1/23- 6/30/24)**

| Measure                  | Target  | Actual              | Numerator | Denominator |
|--------------------------|---------|---------------------|-----------|-------------|
| Employment/Education Q2  | 62.4%   | 53.66% NM (85.99 %) | 22        | 41          |
| Employment /Education Q4 | 59.2%   | 100.0% E (168.92%)  | 13        | 13          |
| Credential Attainment Q4 | 53.7%   | 45.45% NM (84.65)   | 5         | 11          |
| Skills Gains             | 58.00%  | 66.67% E (114.94%)  | 8         | 12          |
| Median Earnings          | \$3,400 | \$2,839 NM (83.49%) |           |             |

E = Exceeded Target - 2 ♦ M = Met Target (Achieved 90% of Target) - 0 ♦ NM = Target Not Met – 3



**MERCER COUNTY EXECUTIVE  
DAN BENSON**

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**Virgen Velez, Acting WDB Director**

**26 Yard Avenue  
Trenton, NJ 08608  
Telephone (609) 989-6824**

