

Working Together to Make a Difference

A Conference for Massachusetts Job Developers

April 26, 2007

Bringing together disability and employment professionals who engage with the business community to work towards a common goal of improving employment outcomes for people with disabilities.

8:30–4:00 • Sturbridge Host Hotel • Sturbridge, Massachusetts • Registration deadline–April 4

SCHEDULE

8:30–9:30	REGISTRATION & CONTINENTAL BREAKFAST
9:30–9:45	WELCOME & OPENING REMARKS
9:45–10:30	KEYNOTE ADDRESS James R. Salzano Executive Vice President The Clarks Companies, N.A.
10:30–10:45	Break
10:45–12:00	WORKSHOP SESSION 1
12:00–1:45	LUNCH & REGIONAL ACTIVITY
1:45–2:00	Break
2:00–3:15	WORKSHOP SESSION 2
3:15–3:30	Break
3:30–4:00	A PLAN FOR ACTION

Connections with the business community are an essential ingredient in any effort to improve employment outcomes for people with disabilities. For the first time, Massachusetts job developers from disability-related agencies and the workforce development system are coming together to:

- Hear and share strategies to improve links to the business community
- Learn new information and resources to use in their daily work
- Network with other job developers in their region

Don't miss important updates on the conference website:

www.massworks.org



Executive Office of Health & Human Services
Center for Health Policy and Research, UMass Medical School
Institute for Community Inclusion, UMass Boston



Massachusetts Department of
Workforce
Development



REGISTRATION DEADLINE–APRIL 4

SESSION 1 10:45—12:00

Working for the Commonwealth of Massachusetts (1A)

This session will provide up-to-date information on the types of employment available through the Commonwealth, the application process, and procedures for seeking accommodations. A new executive order on affirmative action will be highlighted.

The Job Vacancy Survey (1B)

Wondering what this is? Learn about the Job Vacancy Survey and how it can help you develop new business relationships.

Developing Relationships with Employers (1C)

Data show that employers who have a successful relationship with a job developer or agency are more likely to return to that source to fill subsequent openings. Come to this session to learn practical strategies for establishing and maintaining employer relationships.

Job Developers Networking Groups (1D)

Many hands make light work! The work of a job developer is usually performed independently, and can seem frustrating at times. Some job developers have found it helpful to meet periodically to network, exchange support and job leads, or work together to plan events. Learn what makes these groups successful and how to find (or start) one of your own.

Understanding and Using Employer Incentives (1E)

Get updated information on financial incentives for employers who hire individuals with disabilities. Learn how to use this information effectively to make placements that will last.

Agencies Working Together (1F)

There is a broad range of resources available to job seekers, but at times it can be difficult to identify them and determine how they can work together. This workshop will share ways to locate resources and determine opportunities, as well as best practices for working together while allowing job seekers their own choices for services and support.

SESSION 2 2:00—3:15

Understanding and Using Labor Market Data (2A)

This session will introduce you to publicly available labor market data and explain how it can be used in the job placement process.

Collaborating Locally to Improve Business Relationships (2B)

Come hear from employment services providers, state agencies, and Career Centers about strategies that can be used to work more collaboratively with local businesses. How can disability-related service providers and the workforce system work together to more effectively engage the business community in efforts to improve employment outcomes?

Representing Job Seekers with Disabilities (2C)

Job development requires strong marketing techniques and an understanding of business needs. Specialized approaches are necessary when representing job seekers with disabilities. Come to this session to learn what successful job developers are doing to present their candidates to employers while attending to issues such as disclosure and self-representation.

What Will It Take? (2D)

What can be done in Massachusetts to expand business relationships and provide more effective job placement services? Share your ideas for systems change and infrastructure development. The information collected at this session will be shared with the EOHHS Steering Committee on Employment and used by the MI-CEO grant to inform future projects.

CORI (2E)

What is Criminal Offender Record Information? Who has access to it? Learn more about CORI, the impact it can have on the job search process, and strategies to deal with CORI issues.

Disability and Employability (2F)

Sometimes workforce development and disability services professionals seem like they're speaking different languages when it comes to issues such as job readiness and what it means. Come to this session to discuss ways to develop a common set of expectations and identify approaches to ensure that job seekers are prepared to engage in employment.

KEYNOTE ADDRESS • JAMES R. SALZANO • 9:45-10:30
Executive Vice President, The Clarks Companies, N.A.

Massachusetts Workforce Regions

Berkshire County

Adams
Alford
Becket
Cheshire
Clarksburg
Dalton
Egremont
Florida
Great Barrington
Hancock
Hinsdale
Lee
Lenox
Lanesborough
Monterey
Mount Washington
New Ashford
New Marlborough
North Adams
Otis
Peru
Pittsfield
Richmond
Savoy
Sandisfield
Sheffield
Stockbridge
Tyringham
Washington
West Stockbridge
Williamstown
Windsor

Boston

Boston

Bristol County

Attleboro
Berkley
Dighton
Fall River
Mansfield
North Attleboro
Norton
Raynham
Rehoboth
Seekonk
Somerset
Swansea
Taunton
Westport

Brockton

Abington
Avon
Bridgewater
Brockton
Easton
East Bridgewater
Hanson
Stoughton
Whitman
West Bridgewater

Cape & Islands

Barnstable
Bourne
Brewster
Chatham
Chilmark
Dennis
Eastham
Edgartown
Falmouth
Gay Head (Aquinnah)
Gosnold
Harwich
Martha's Vineyard
Mashpee
Nantucket
Oak Bluffs
Orleans
Provincetown
Sandwich
Tisbury
Truro
Wellfleet
West Tisbury
Yarmouth

Franklin-Hampshire

Amherst
Ashfield
Athol
Belchertown
Bernardston
Buckland
Charlemont
Chesterfield
Colrain
Conway
Cummington
Deerfield
Easthampton
Erving
Gill
Goshen
Granby
Greenfield
Hadley
Hatfield
Hawley
Heath
Huntington
Leverett
Leyden
Middlefield
Monroe
Montague
New Salem
Northampton
Northfield
Orange
Pelham
Petersham
Phillipston
Plainfield
Rowe
Royalston
Shelburne
Shutesbury
Southampton
South Hadley
Sunderland
Ware
Warwick

Wendell
Westhampton
Whately
Williamsburg
Worthington

Hampden County

Agawam
Blandford
Brimfield
Chester
Chicopee
East Longmeadow
Granville
Hampden
Holland
Holyoke
Longmeadow
Ludlow
Monson
Montgomery
Palmer
Russell
Southwick
Springfield
Tolland
Wales
Westfield
West Springfield
Wilbraham

Lower Merrimack

Amesbury
Andover
Boxford
Georgetown
Groveland
Haverhill
Lawrence
Merrimac
Methuen
Newbury
Newburyport
North Andover
Rowley
Salisbury
West Newbury

Metro North

Arlington
Belmont
Burlington
Cambridge
Chelsea
Everett
Malden
Medford
Melrose
North Reading
Reading
Revere
Somerville
Stoneham
Wakefield
Watertown
Wilmington
Winchester
Winthrop
Woburn

Metro South/West

Acton
Ashland
Bedford
Bellingham
Boxborough
Brookline
Canton
Carlisle
Concord
Dedham
Dover
Framingham
Franklin
Foxborough
Holliston
Hopkinton
Hudson
Lexington
Lincoln
Littleton
Marlborough
Maynard
Medfield
Medway
Millis
Natick
Needham
Newton
Norfolk
Norwood
Plainville
Sharon
Sherborn
Southborough
Stow
Sudbury
Walpole
Waltham
Wayland
Wellesley
Weston
Westwood
Wrentham

Greater Lowell

Billerica
Chelmsford
Dracut
Dunstable
Lowell
Tewksbury
Tyngsborough
Westford

Greater New Bedford

Acushnet
Dartmouth
Fairhaven
Freetown
Lakeville
Marion
Mattapoisett
New Bedford
Rochester
Wareham

North Central

Ashburnham
Ashby
Ayer
Barre
Berlin
Bolton
Clinton
Fitchburg
Gardner
Groton
Harvard
Hubbardston
Lancaster
Leominster
Lunenburg
Pepperell
Princeton
Shirley
Sterling
Templeton
Townsend
Westminster
Winchendon

South Coastal

Braintree
Carver
Cohasset
Duxbury
Halifax
Hanover
Hingham
Holbrook
Hull
Kingston
Marshfield
Middleborough
Milton
Norwell
Pembroke
Plymouth
Plympton
Quincy
Randolph
Rockland
Scituate
Weymouth

Southern Essex

Beverly
Danvers
Essex
Gloucester
Hamilton
Ipswich
Lynn
Lynnfield
Manchester
Marblehead
Middleton
Nahant
Peabody
Rockport
Salem
Saugus
Swampscott
Topsfield
Wenham

Southern Worcester

Auburn
Blackstone
Boylston
Brookfield
Charlton
Douglas
Dudley
East Brookfield
Grafton
Hardwick
Holden
Hopedale
Leicester
Mendon
Milbury
Milford
Millville
New Braintree
Northborough
Northbridge
North Brookfield
Oakham
Oxford
Paxton
Rutland
Shrewsbury
Southbridge
Spencer
Sturbridge
Upton
Uxbridge
Warren
Webster
Westborough
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Worcester

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Cost

This conference is offered free of charge. ICI reserves the right to charge participants who register but do not attend a \$30 fee to cover conference-related costs. This fee will be waived if a participant notifies ICI within three business days that they are unable to attend or of a substitute who will attend in their place.

CRCs

Working Together to Make a Difference has applied for continuing education credits for CRCs. Further information will be available at the conference.

Speakers

Check the conference website (www.massworks.org) for updated information on speakers.

Working Together to Make a Difference has been planned by Massachusetts Department of Workforce Development and the Institute for Community Inclusion/UMass Boston with input from job developers around the state. The conference is funded by the Medicaid Infrastructure and Comprehensive Employment Opportunities grant (MI-CEO) and the New England Rehabilitation Continuing Education Program (NERCEP).

MI-CEO is funded by the Centers for Medicare and Medicaid Services (CFDA #93-768). NERCEP is funded by the U.S. Department of Education, Rehabilitation Services Administration (H264B050009).

Directions:

Sturbridge Host Hotel
366 Main Street
Sturbridge, MA 01566
(508) 347-7393

From the North, East, and West

Take the Massachusetts Turnpike (I-90) to Exit 9, Route 20 West. The hotel is on Route 20, less than a quarter-mile from the first set of traffic lights and immediately past the McDonalds on the right.

From the South

Take either Interstate 84 or Route 131 to Route 20 West. The hotel is on Route 20, less than a quarter-mile from the first set of traffic lights and immediately past the McDonalds on the right.