

FY2006: A Look At the Numbers

Labor Exchange Program and Performance Summary for ValleyWorks Career Center

Lower Merrimack Valley Workforce Investment Area
Fiscal Year 2006
Second Quarter 7/1/05 — 12/31/05

Program Activity	ANNUAL PLAN	Second Quarter ACTUAL TO DATE	Percent of Plan
A. Job Seekers Served			
1. Total Job Seekers Served (approved services)	15,000	8,590	57%
a. Job Seekers Unemployed	13,000	7,773	60%
b. Persons with Disabilities	700	464	66%
c. UI Claimants Served	5,600	3,720	66%
d. Veterans Served	950	549	58%
B. Employer Services			
1. Total Employers Served	1,100	550	50%
a. New to Career Center	612	259	42%
b. Repeat	488	291	60%
2. Employers Listing Job Orders	450	283	63%

ValleyWorks All-Star: Ben Iacono

No one knows the value of being in the right place at the right time better than Ben Iacono. Of course, it's impossible to know where that right place will be, but when preparation meets opportunity, people like Ben shine.

The former industrial engineer and manufacturing manager worked for Venture Industries for 28 years until being laid off in September, 2004. He was concerned about how his job search might go, as he had not actively searched for work in close to 30 years. His age, he felt, might also be a detriment. So once he joined ValleyWorks, he immediately began utilizing all the resources available to him, preparing for any opportunity that might come his way. From taking a wide variety of workshops to joining the Professional Networking Group, Ben made the most of his time at ValleyWorks.



Ben Iacono knows the value of preparation, networking and using the resources at your disposal.

While networking with a former colleague, Ben learned his colleague's firm was looking for workers with his background. After an initial interview, Ben found himself flying to Florida with the company's CEO (whose time was too tight to meet with Ben for a traditional interview) to visit one of the company's sites as well as customers and suppliers. Making the most of the opportunity, Ben secured a third interview and, two days later, a job offer and a phone call from the CEO welcoming Ben aboard.

Today, Ben is a program manager and manufacturing support specialist for United Plastic Fabricating, Inc. and excited about this next chapter in his working life. And while Ben is solely responsible for discovering and making the most of this opportunity, he feels ValleyWorks played an important role: "The staff is there to support the job seeker with whatever they need, which was refreshing for me as it had been some time since I conducted a job search. Job seekers should take the time to see what's available to them there."