



Employment Sector Council of London and Middlesex – Job Developer’s Network Project

Presented by Wilma de Rond, Co-Chair, ESCLM

Good afternoon, Mayor Brown, London City Councilors and City Staff. Thank you for the opportunity to present to you on behalf of the Employment Sector Council of London and Middlesex also known as the ESCLM in order to share some information on the valuable work this council does on behalf of the City. I am Wilma de Rond, the Co-Chair of this council and the Executive Director of WIL Employment Connections. With me this afternoon is Carol Stewart, the ESCLM Project Manager.

The ESCLM is a unique network of over 40 employment and training organizations; including non-profit and public service delivery agencies, training and education institutions, community and economic development organizations and three levels of government. For more than 20 years, the ESCLM has brought a collaborative and coordinated approach to the employment and training sector which has resulted in a seamless, “no wrong door” service delivery system to reduce duplication and maximize resources to support local job seekers and employers alike. In the package provided, we have provided a number of items, including our membership list which we hope you will use as you continue your discernment and decision-making process.

We are here to ask for continued funding for this project at a time that is critical for the ongoing prosperity of our city and its citizens and in particular for those seeking employment. While ESCLM has been in existence for over 20 years, it has only been in the last two years through funding provided by the City that we have been able to develop the Job Developers’ Network. This was one of only five proposals identified as part of the “A Path to Prosperity: Community Business Ideas to Stimulate our Economy” report received by the previous Council in December 2012. The Investment and Economic Prosperity Committee funded the Job Developers’ Network (JDN) in June 2013 as a one year pilot project with the option to extend the pilot for one further year based on the year-end results report. In September 2014, the JDN was extended for an additional year based on the impressive outcomes it had achieved for local job seekers. Results of the first year of this project are evidence of its success. The project achieved:

- 393% of target in the number of job seekers matched or marketed to jobs, this represents the combined number of clients served by Job Developers from the 11 London agencies;
- 419% of target in the number of job seekers hired. 62% of those hired were on a full-time basis and 32% for part-time work and 6% were hired temporarily; and
- 460% of target in the number of job postings shared, on average 10 postings per month were shared across member agencies, postings ranged from highly skilled positions in London’s financial institutions to those at the then newly opened Dr. Oetker Canada.

Fifteen months into the project, the JDN has been responsible for over **5,000 Londoners** being hired and we are well on track to achieve our targets for this second year.

The ESCLM Job Developers' Network project has directly addressed key elements in the City of London's Strategic Plan – it has supported the development of a strong economy by building partnerships among key employment agencies, by serving job seekers and employers to find the right fit for the jobs available. It has supported the City's approach to a caring community by developing a supportive network that put Londoners to work, where none existed before.

When we presented our results to the IEPC in August of 2014, it was the recommendation of that committee that future funding be developed through the city's Strategic Planning Framework. As a result, we come before you today, requesting approximately \$20,000 for 2015, this represents four months of transition funding to move from our former funding source to the Strategic Planning Framework. In the material provided you will find our more detailed proposal.

The Re-Think London process has resulted in an enthusiasm across our community to become a community that embraces change for the good of all its citizens. The ESCLM supports the London Plan and is uniquely positioned to provide a collaborative, comprehensive and well-established mechanism to grow our economy by directly connecting employers and job seekers resulting in reduced unemployment rates and a more prosperous community.

Thank you again for the opportunity to present to you and to answer any questions you may have.