

# BLM State Policy Position: Business Attraction and Retention Job Training Policy Principles

February 21, 2018



**POLICY POSITION:** Business Leaders for Michigan believes a highly responsive job training system that supports business attraction and retention is critical to Michigan becoming a “Top Ten” state for jobs, personal income and a healthy economy. The ability to meet the talent needs of employers that are expanding or relocating to Michigan in a timely and customized manner is critical to the long-term prosperity of our state. Therefore, we support the following policy principles:

## Single Point of Contact

1. Assign the MEDC with the responsibility of driving a customer-centered, coordinated approach to job training service delivery for new or expanding businesses as part of the state’s economic development program. The MEDC should facilitate (a) collaboration and sharing of best practices among job training service providers; and (b) navigation of programs and partners for new or expanding businesses.

## On-Demand Job Training

1. Job training should be provided to meet the needs of employers expanding or relocating to Michigan at the time, place and schedule that meets their needs.
2. The speed of delivering on-demand job training can be accelerated by regularly anticipating high-demand employer skill requirements to develop customized training solutions.

## Flexible and Recognizable Source of Funding

1. Design and fund through existing resources a state on-demand job training program that is flexible and responsive to the talent recruitment and training needs of business attraction and retention projects with minimal administrative burden for the business.
2. Establish a brand for on-demand job training that is promoted, recognized and sustained to strengthen Michigan’s reputation of delivering these services.

## Fully Leverage Resources

1. Notwithstanding the need for a dedicated source of fully flexible funds, every federal and state-funded job training program should be examined to ensure resources are fully leveraged to respond to employer needs.