

- How many layoffs can be expected and from whom
- What kind of training and skills are required by employers for particular jobs
- The degree of difficulty in finding qualified applicants (supply vs. demand)
- Local salaries and benefits offered

The survey results assist job seekers, employers, economic development organizations, educational and job training institutions, and others by presenting a comprehensive picture of the current local labor market. For example, the data delineates the availability of jobs by type, wages, specific education and skill requirements for each occupation, by location and industry, etc. Survey results are readily accessible on the www.usworks.com/foothill web page from any internet-connected computer, including the terminals located at the One Stop Center and its network of satellite sites.

Employers and job seekers alike have expressed the sentiment that the information has been helpful, because of the wealth of the information available, the ease of its availability, and the fact that it is local. The website has been very popular; during a recent eleven day period, there were 121 unique visitors to the website; they viewed 2,539 individual pages of graphs, text, and data. With this information, a job seeker can conduct a more informed job search, and an employer can make a more informed hiring decision.

At this time, the Career Services Division requests to contract with ERISS to conduct a third year survey of the employer database. This third-year survey will allow the Foothill WIA to update the current information, revise the survey questions, and include new employers in the survey. In addition, a third year survey will increase the City's knowledge regarding trends in the job market. This is especially important in today's slowing economy, identifying shifts on the labor market throughout the region.

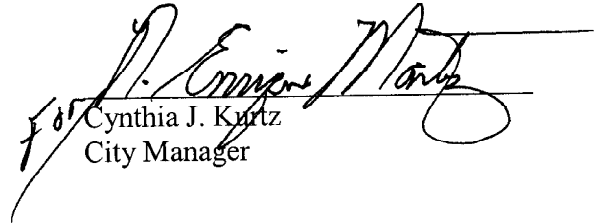
The proposed 2001 survey has been priced as part of a larger survey project with the San Bernardino City and Riverside County Workforce Investment Areas. The Foothill WIB will benefit from the inherent economy of scale for the combined project. It is estimated that the City will save approximately \$22,300 through this joint effort. In order to take advantage of this unique opportunity, it is requested that the City Council grant the proposed contract and exemption from the Competitive Selection process of the Affirmative Action in Contracting Ordinance pursuant to P.M.C. section 4.09.060[C], contracts for which the City's best interests are served.

Through this purchase, ERISS will provide services not previously available to the Foothill WIB. *USWorks for Jobseekers* will enable job seekers to inventory their own job skills, compare those against skill requirements of particular employers, build a resume and then respond to particular online job listings or be matched with local employers in search of qualified applicants. *USWorks for Employers* allows local employers to post job vacancies and receive résumés from job seekers. It also sends out targeted e-mails to employers to notify them of Foothill events and services of benefit to them. *Salary Scanner* provides up to date salary information by occupation, industry, and area. The total cost of \$92,217 represents an increase over last year's cost of \$56,800, due to the inclusion of the additional tools described above, and the higher cost of this year's survey/web application related in part to a smaller overall regional pool.

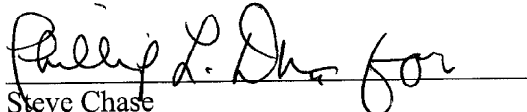
FISCAL IMPACT

Sufficient funds for this contract are provided for in current year Workforce Investment Act and Welfare to Work grant funds. The costs of this contract will be charged to the following cost accounts: 681-649100-47045 and 680-649200-45018.

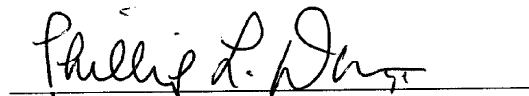
Respectfully submitted,


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