



Joseph M. Carbone
President and Chief Executive Officer
The WorkPlace

Joe Carbone has been President and Chief Executive Officer of The WorkPlace since 1996. During Joe's tenure, The WorkPlace has evolved into a nationally recognized leader in creating innovative workforce programs. The WorkPlace's entrepreneurial approach to workforce development has expanded the agency's capacity to assist underserved populations, including workers with disabilities, at risk youth, veterans, and the LGBT community. Most recently, The WorkPlace launched a unique program for "99ers," the growing ranks of unemployed persons who have exhausted their state and federal unemployment compensation benefits.

Joe has branded The WorkPlace as a competitive business rather than a traditional nonprofit. For example, The WorkPlace has a division which solicits philanthropic gifts, often for specific projects serving targeted populations. The WorkPlace's aggressive pursuit of competitive grants from both government and private foundations has secured \$60 million in additional funding to expand programming. These initiatives and support services have provided life-changing assistance to thousands of people each year in Southwestern Connecticut.

Some of the pioneering programs established by Joe and his team include:

- The SWCT Works Assisted Services Center— Operating since 2002, this innovative venture, a first of its kind and only one in Connecticut, focuses on ensuring the American workforce system is accessible to people with disabilities. Grant funds were used to obtain assistive technology, along with trained staff, to assist jobseekers with disabilities as they seek training and employment opportunities.
- Workforce Innovation for Economic Development (WIRED)—a regional alliance between Westchester County, NY, and Fairfield County, CT, which united workforce, economic development, business and community organizations to achieve common goals. WIRED broke down an "invisible wall" that had prevented cooperation between the two communities.
- Veterans' Services — The WorkPlace has taken the initiative to provide veterans, including homeless and incarcerated veterans, a variety of job training, re-employment assistance and support services. Training is available in "green," energy efficiency, building performance, energy audit, weatherization and renewable energy.
- Add Us In—an initiative to provide a full range of employment assistance (career coaching, skills assessments, training and job searches) to LGBT adults and youth with disabilities.

- The bluegreen Research Institute—a fee-for-service research and consulting service for nonprofits that has generated over \$1 million in revenue while operating in 12 states and Latin America. This work has secured over \$32 million to support bluegreen’s nonprofit clients.
- Mortgage Crisis Job Training Program—a groundbreaking initiative aimed to save the homes of financially stressed families with incomes of less than \$120,000. Participants improve their financial stability through occupational skills training to increase earnings potential, along with financial literacy and credit counseling services. The WorkPlace created partnerships with housing counseling agencies, court mediators and other support agencies to stabilize homeowner’s debt situation. This program is the only one of its kind in the nation and has received \$5 million in support from the State of Connecticut.
- Maturity Works—a program that helps unemployed people 55 or older, gain skills to re-enter the workforce through paid community service opportunities. The WorkPlace operates this program in 1/2 of the State of Connecticut.
- Platform to Employment (P2E)—a privately funded program to create a pathway back to employment for individuals (“99ers”) who have exhausted their maximum 99 weeks of unemployment benefits. P2E provides customized training in job skills, eight weeks of subsidized employment, personal support, and access to existing jobs open with local employers in several industries, including finance/banking, media, manufacturing, and entertainment. This program is in its pilot phase of the first 100 participants and is also unique in the nation.

With programs like these, The WorkPlace functions as a think-tank for workforce solutions. Joe often initiates projects that address developing issues, such as the plight of “99ers,” before they receive national attention.

Prior to joining The WorkPlace, Joe was Executive Assistant to the Mayor of New Haven, CT. Serving as Chief of Staff, he supervised the economic development, human services, and administrative operations to achieve the mayor’s objectives. Joe is a seasoned administrator with private-sector experience, having managed government relations for Textron and the Allied Signal Corporations. As a leader, Joe’s style emphasizes entrepreneurship, inclusion, cooperation, and accountability.

Joe is in demand as a guest speaker. He has made presentations to congressional committees, as well as national and international forums in 23 states, the District and Canada. Audiences have included the National Association of Workforce Boards, the National Coalition for Homeless Veterans, and the Conference of Mayors. The diverse topics on which Joe has presented include “Approaches to Address and Support 99ers,” “Solutions to the Mortgage Crisis,” “Innovative Funding Tactics for WIBs,” “Successful Veteran Reintegration Initiatives,” “Improving Our Youth Workforce,” and “Finding the Future Workforce.”