

Proactively Identifying and Engaging with Federal Contractors in Your Region

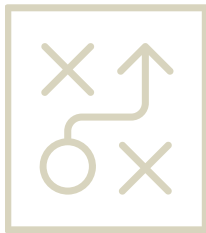




Program

Anticipating the DOGE-related impact on Federal contractors in their state, a State workforce department (WDB) wanted to implement a proactive outreach and engagement program with Federal contractors in each of their workforce regions to provide information and resource availability and build a supportive relationship with the employers.





Challenge

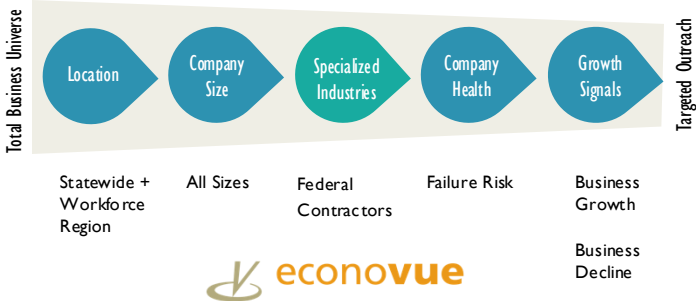
The State WBD lacked clear info on identifying, assessing, and engaging the Federal contractors across their state:

- Who, where and how many are there?
- Contact information for the businesses.
- Impact assessment data, such as size, employment counts. and industry.
- Qualitative business health info to assess if those Federal contractors are currently strong or struggling, to better triage impact risk and engagement prioritization.



Solution

EconoVue's Advanced Search feature identified all Federal contractors – and segmented them by workforce region, NAICS, employment counts, failure risk, and business growth and decline indicators.





Results

The State identified 4,190 Federal contractors (employing 216,000 workers) within its 290,000 businesses statewide. Based on business data, the state established an “outreach prioritization matrix” and then distributed each workforce board their local list for direct outreach and engagement.



Bottom Line

EconoVue's specialty business data, combined with ease-of-use queries, analysis, and segmentation, enables the development of statewide strategic programs with local implementation.