



A proud partner of the  
americanjobcenter®  
network

# Piedmont Workforce Development Board Meeting

## March 10, 2021

Website: [vcwpiedmont.com](http://vcwpiedmont.com)

# Agenda

Item	Agenda Item	Time	Presenters
1	<b>Call to Order/Roll Call</b>	3:00	Steven Ray
2	<b>Determine of Quorum</b>	3:00	Steven Ray
3	<b>Opportunity for Public Comment*</b>	3:05	Steven Ray
4	<b>Items Requiring Approval</b>	3:10	Steven Ray
	Board Meeting Minutes - December 2020		Steven Ray
	VCW-P Policies: New and Modified		Stephanie McNamara
	Career Center Operator		Dave Kilgore
	Youth Provider		Dave Kilgore
	Adult and Dislocated Worker Provider		Dave Kilgore
	WIOA Training Providers and Programs		John Baldino
5	<b>Director's Report</b>	3:35	Sarah Morton
	PPE Grant Addendum and Extension		
	EEl Grant Extension		
	Local Plan and Strategic Plan Status		
	Infrastructure Funding Agreement Status		
	Grants and Funding		
	Goodwill Performance Data		
Annual Timeline			
6	<b>Financial Agent Reports and Financials</b>	3:55	Rahul Maitra
7	<b>Partner and Provider Presentations</b>		
	Virginia Employment Commission	4:05	Don Shotwell / Chris Pope
	Goodwill of the Valleys	4:10	Mary Ann Gilmer
8	<b>Committee Updates</b>		
	Strategic Planning	4:15	Ravi Respeto
	Business and Education Outreach	4:20	Dave Kilgore (acting)
	WIOA	4:25	John Baldino
9	<b>Adjournment</b>	4:30	Steven Ray

Americans with Disabilities Act: In accordance with the Americans with Disabilities Act, the PWDB will make reasonable efforts to accommodate persons with qualified disabilities. If you require an accommodation, please contact Sarah Morton, EO Officer at [smorton@vcwpiedmont.com](mailto:smorton@vcwpiedmont.com) | (434) 979-5610 | TDD/TTY Dial 7-1-1 Toll-free. Requests for assistance should be made at least three business days in advance of the meeting.

\* Submit Public Comments by completing the enclosed form to [smorton@vcwpiedmont.com](mailto:smorton@vcwpiedmont.com) by 7:00 am on Wednesday, March 10, 2020. Those received will be read into the record.

# Public Comments

## PIEDMONT WORKFORCE DEVELOPMENT BOARD (PWDB) MEETING PUBLIC COMMENT FORM

**PIEDMONT WORKFORCE DEVELOPMENT BOARD (PWDB) Meeting.** Please email as an attachment to [smorton@vcwpiedmont.com](mailto:smorton@vcwpiedmont.com) with the subject line "PWDB Meeting Comments." Submissions will be accepted until 7 AM on the day of the meeting.

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

Email: \_\_\_\_\_

Comments in the area below:

# Board Vote on December 2020 Meeting Minutes



# Policies



A proud partner of the  
  
**americanjobcenter**<sup>®</sup>  
network

Website: [vcwpiedmont.com](http://vcwpiedmont.com)

# Policy Changes

## Modified Policies:

1. Eligible Training Provider Policy
2. Business Services Policy
3. Priority of Service Policy
4. Youth Incentive Policy
5. Personal Identifying Information Policy
6. Equal Opportunity (EO) and Nondiscrimination Policy
7. Self-Sufficiency Policy

## New Policies:

1. Compliance/Grievance Policy
2. Data Validation Policy
3. Limited English Proficiency
4. Accessibility & Reasonable Accommodations

All modified and new policies were required by the state as part of the monitoring process.

The new policies were created from existing policies in other regions that have been approved by the state. These policies cover gaps that existed in our previous policy portfolio.

The Staff considers the changes to modified policies to be minor in nature and have not changed the intent of the previous policies.

On 3 March 2021, the new and modified policies were submitted to the Board via email and posted on the website.

# Questions and Answers Board Vote on Policy Changes



# Career Center Operator and Service Provider Award



A proud partner of the  
americanjobcenter®  
network

Website: [vcwpiedmont.com](http://vcwpiedmont.com)



# Process and Selection Committee

Dec 21, 2020	Request for Proposal created and project kick off
Jan 22, 2021	Proposals provided to VCW-P
Jan 25 – Feb 3, 2021	Proposal clarifications, addendums, discussions with potential providers
Feb 4, 2021	Selection Committee rankings, discussion and recommendation
Feb 10, 2021	Preliminary award letter provided to Goodwill with four areas of expected improvement – <i>contingent on Council and Board approvals</i>
Feb 10, 2021	Continuous Improvement project kicked off with Goodwill
Mar 10, 2021	Council and Board Vote on Request for Approval

## Selection Committee

Council Member: Ann Mallek

Board Members: John Baldino, Allyn Gutauskas, Don Cantore

Staff Members: Sarah Morton, Dave Kilgore

# Selection Committee Scoring - Youth

LWDA6 One-Stop Operations and Youth Services

Provider: Goodwill

GENERAL CRITERIA				
Criteria	Workforce Center Operations		Youth Services	
	Score	Max	Score	Max
The experience and evident capability of the Proposer to perform the work required, the ability to meet the program design specifications, the technical knowledge and expertise, and a satisfactory record of past performance.	13.7	20	14.2	20
Proposal presentation and the degree to which the Proposer demonstrates an understanding of the objectives of the RFP, based on the description of program design, implementation, and flow.	11.8	15	12.3	15
Administration, staffing, and the necessary organization, experience, accounting, and operational controls to meet the requirements as a services provider.	10.2	15	11.5	15
A satisfactory record of integrity, business ethics, and fiscal accountability.	7.6	10	7.6	10
<b>TOTALS</b>	<b>43.3</b>	<b>60</b>	<b>45.6</b>	<b>60</b>

Workforce Center Operations			
Criteria	Score	Max	
The proposer has shown that the proposed Workforce Center(s) have adequate accommodations for required Workforce Program Partners, are designed in compliance with RFP specifications, and will comply with all annual certification requirements.	7.4	10	
The proposer has demonstrated the ability to collaborate and form relationships with required Workforce Center Program Partners, the ability to operate the Workforce Center in regards to cost allocation and sharing of resources with required partners, and the ability to create and submit the required operation plans.	9.4	15	
Reasonableness of proposal costs in regards to expenditures necessary to perform functions of the Workforce Center Operator.	10.2	15	
<b>TOTALS</b>	<b>27.0</b>	<b>40</b>	

Youth Services		
Criteria	Youth Services	
	Score	Max
Reasonableness of planned program goals as a result of program design and the ability to provide services that can lead to the achievement of competency by the clients.	6.7	10
Planned program outcomes, performance standards, accomplishments, and qualitative content of the program design, including significant segments/target group work and adequate financial resources.	9.5	15
Reasonableness of proposal costs in regards to allocations for operational costs versus direct participant costs.	9.8	15
<b>TOTALS</b>	<b>26.0</b>	<b>40</b>

Total Count		
Workforce Center Operations	70.3	100
Youth Services	71.6	100

LWDA6 One-Stop Operations and Youth Services

Provider: SkillSource

GENERAL CRITERIA				
Criteria	Workforce Center Operations		Youth Services	
	Score	Max	Score	Max
The experience and evident capability of the Proposer to perform the work required, the ability to meet the program design specifications, the technical knowledge and expertise, and a satisfactory record of past performance.	0	20	14.7	20
Proposal presentation and the degree to which the Proposer demonstrates an understanding of the objectives of the RFP, based on the description of program design, implementation, and flow.	0	15	11.2	15
Administration, staffing, and the necessary organization, experience, accounting, and operational controls to meet the requirements as a services provider.	0	15	10.0	15
A satisfactory record of integrity, business ethics, and fiscal accountability.	0	10	9.6	10
<b>TOTALS</b>	<b>0</b>	<b>60</b>	<b>45.4</b>	<b>60</b>

Workforce Center Operations			
Criteria	Score	Max	
The proposer has shown that the proposed Workforce Center(s) have adequate accommodations for required Workforce Program Partners, are designed in compliance with RFP specifications, and will comply with all annual certification requirements.	0	10	
The proposer has demonstrated the ability to collaborate and form relationships with required Workforce Center Program Partners, the ability to operate the Workforce Center in regards to cost allocation and sharing of resources with required partners, and the ability to create and submit the required operation plans.	0	15	
Reasonableness of proposal costs in regards to expenditures necessary to perform functions of the Workforce Center Operator.	0	15	
<b>TOTALS</b>	<b>0</b>	<b>40</b>	

Youth Services		
Criteria	Youth Services	
	Score	Max
Reasonableness of planned program goals as a result of program design and the ability to provide services that can lead to the achievement of competency by the clients.	7.5	10
Planned program outcomes, performance standards, accomplishments, and qualitative content of the program design, including significant segments/target group work and adequate financial resources.	9.8	15
Reasonableness of proposal costs in regards to allocations for operational costs versus direct participant costs.	9.7	15
<b>TOTALS</b>	<b>27.0</b>	<b>40</b>

Total Count		
Workforce Center Operations	0	100
Youth Services	72.4	100

Goodwill and SkillSource Youth Service scores were similar: 71.6 and 72.4  
SkillSource quoted Youth Services only - no Workforce Center Operations proposal.

# Selection Committee Scoring – Adult and DLW

LWDA6 One-Stop Operations and Adult & Dislocated Worker Services

Provider: Goodwill

GENERAL CRITERIA						
Criteria	Workforce Center Operations		Adult Services		Dislocated Worker Services	
	Score	Max	Score	Max	Score	Max
The experience and evident capability of the Proposer to perform the work required, the ability to meet the program design specifications, the technical knowledge and expertise, and a satisfactory record of past performance.	12.7	20	13.2	20	12.8	20
Proposal presentation and the degree to which the Proposer demonstrates an understanding of the objectives of the RFP, based on the description of program design, implementation, and flow.	12.2	15	12.2	15	12.2	15
Administration, staffing, and the necessary organization, experience, accounting, and operational controls to meet the requirements as a services provider.	10.8	15	10.8	15	10.8	15
A satisfactory record of integrity, business ethics, and fiscal accountability.	6.8	10	6.8	10	6.8	10
<b>TOTALS</b>	<b>42.5</b>	<b>60</b>	<b>43.0</b>	<b>60</b>	<b>42.6</b>	<b>60</b>

Goodwill was the only Provider to respond  
 Workforce Center Operations Score: 70.0/100  
 Adult and DLW Score: 69.1/100 and 68.5/100

Workforce Center Operations			
Criteria	Score	Max	
The proposer has shown that the proposed Workforce Center(s) have adequate accommodations for required Workforce Program Partners, are designed in compliance with RFP specifications, and will comply with all annual certification requirements.	8.0	10	
The proposer has demonstrated the ability to collaborate and form relationships with required Workforce Center Program Partners, the ability to operate the Workforce Center in regards to cost allocation and sharing of resources with required partners, and the ability to create and submit the required operation plans.	9.0	15	
Reasonableness of proposal costs in regards to expenditures necessary to perform functions of the Workforce Center Operator.	10.5	15	
<b>TOTALS</b>	<b>27.5</b>	<b>40</b>	

Adult & Dislocated Worker Services				
Criteria	Adult Services		Dislocated Worker	
	Score	Max	Score	Max
Reasonableness of planned program goals as a result of program design and the ability to provide services that can lead to the achievement of competency by the clients.	7.2	10	7.0	10
Planned program outcomes, performance standards, accomplishments, and qualitative content of the program design, including significant segments/target group work and adequate financial resources.	9.5	15	9.5	15
Reasonableness of proposal costs in regards to allocations for operational costs versus direct participant costs.	9.5	15	9.3	15
<b>TOTALS</b>	<b>26.2</b>	<b>40</b>	<b>25.8</b>	<b>40</b>

Total Count		
Workforce Center Operations	70.0	100
Adult Services	69.1	100
Dislocated Worker Services	68.5	100

# Selection Committee Recommendation

## **Retain Goodwill as the Career Center Operator**

Goodwill is the only Operator that submitted a proposal.

Score of 70/100 indicates that improvements should be made.

## **Retain Goodwill as the Adult and Dislocated Worker Provider**

Goodwill is the only Operator that submitted a proposal.

Score of 70/100 indicates that improvements should be made.

## **Retain Goodwill as the Youth Provider**

Goodwill and SkillSource were similar in the scoring with both at ~72/100

Separating the Career Center Operator, Adult and Dislocated Worker Provider, and the Youth Provider will create inefficiencies and potentially higher overall costs.

SkillSource has limited partnerships and connections in our region, and it will take time to develop these relationships.

Score of 70/100 indicates that improvements should be made.

# Continuous Improvement Plan

If approved by the Board, VCW-P and Goodwill have agreed to joint improvement plans in the following areas:

## **Branding and Outreach**

- Include VCW-P branding in outreach efforts, materials, and advertisements
- Team: Dave Kilgore, Debbie Gannon, Tom Gillette, Marty Bywaters-Baldwin

## **Financial Controls:**

- Improve visibility and transparency to avoid unexpected variances.
- Team: Dave Kilgore, Rahul Maitra, Jenn Gowen, Mary Ann Gilmer
- Project kicked off in Jan 2021

## **Best Practice Sharing:**

- Support PD-10 by implementing PD-9 (and other) best practices.
- Team: Dave Kilgore, Stephanie Hoer, Debbie Gannon, Marty Bywaters-Baldwin

## **Metrics and Key Performance Indicators:**

- Develop more comprehensive metrics and improvement plans in those areas that are not meeting our joint expectations.
- Team: Dave Kilgore, Tonya Brackman, Stephanie Hoer, Debbie Gannon

Dave Kilgore will lead the four projects.

# Questions and Answers Board Vote



# WIOA Training Providers and Programs



A proud partner of the  
americanjobcenter®  
network

Website: [vcwpiedmont.com](http://vcwpiedmont.com)

# WIOA Providers and Programs

- Two new training Providers applying to be added to the Eligible Training Provider List (ETPL)
  - **Rappahannock Center for Education** (approved by Committee)
    - a) Medical Billing and Coding
    - b) Clinical Medical Assistant CCMA
    - c) Phlebotomy Technician
    - d) Limited License Radiologic Technician
  - **Eiden Systems Corporation** (pending approval as of March 3, 2021)
    - a) Cybersecurity Career Pathway IT Cybersecurity Training (IT Fundamentals, A+, Network+, & Security+)
    - b) Cybersecurity Career Pathway A+ Core Series (220-1001) and Core Series (220-1002)
    - c) Cybersecurity Career Pathway Bundle IT Cybersecurity Training (IT Fundamentals, A+, Network+, Security+)
    - d) Cybersecurity Career Pathway Bundle - IT Fundamentals
    - e) Cybersecurity Career Pathway Network+
- One approved Provider has applied to add a Program to its approved list.
  - **New Pathways Tech, Inc.** (Approved Provider)
    - Solid Computer CAM Design (pending approval as of March 3, 2021)



# Questions and Answers Board Vote on ETPL Approval



# Director's Report



A proud partner of the  
americanjobcenter®  
network

Website: [vcwpiedmont.com](http://vcwpiedmont.com)

# Grant Extensions

- PPE Grant Extension and Addendum
  - “COVID-19 and the Virginia Career Works Centers: Reopening Plan: Personal Protective Equipment, Hand Sanitizer, Sanitizing Offices, Protective Shields, and Associated Services”
  - MOU between VEC and VCW-P
  - Allows continuation of purchase for PPE and the Career Centers and offices
  - Signed MOU 2 March 2021
- EEI Grant Extension (Workforce Services Expansion to Increase Economic Equity Grant Initiative)
  - Grant covers LWDA4 and LWDA6 (Piedmont Region) – LWDA4 leads
  - LDWA extension request of \$28,431 to serve more job seekers between now and June 30, 2021
  - The extension request has been submitted and we are waiting on approval

# Local Plan

State requirement for each Virginia Career Works Region - revised every four years.

- Many Plan sections are identical for each Region and governed by state requirements.
- Includes sections on the Regions' strategy.
- Considered a “fixed” document for the period.

## Process and Status

Project Kick-Off	15 Dec 2020
Data Gathering with Consultants	12 Feb 2021
Draft Local Plan Submitted to VCW-P	19 Feb 2021
Committee Reviews – Public Comments	22 Feb – 25 Feb 2021
Final Plan Revisions	26 Feb 2021
Submission to State	1 Mar 2021
State Feedback – Round 1	10 April 2021
VCW-P Committee Feedback	30 April 2021
Resubmission to State (if required)	11 May 2021
Final Approval from State	30 Jun 2021

# Local Plan – Key Points

- Focus is to serve businesses and build interagency collaborative partnerships to strengthen workforce initiatives across the region.
- Strategic Priorities
  - Priority 1: Collaborate with the four business sectors to meet their workforce needs. Work with our partners to ensure that we have innovative solutions while minimizing duplicative efforts.
  - Priority 2: Engage, educate and mobilize a highly skilled, competent, and prudent workforce to address the needs of business and industry.
  - Priority 3: Strengthen outreach and recruitment efforts to promote workforce services and stimulate career awareness.
  - Priority 4: Realign VCW-P Vision Statement to include diversity equity and inclusion language for job seekers and employers. The current vision statement lacks inclusivity.
  - Priority 5: Develop strategies to support staff training and awareness across programs supported by the workforce development system.
  - Priority 6: Operations – Executing, Monitoring and Measuring

# Strategic Plan

Consensus has been reached within the Board, Staff and others that we need to look beyond the Local Plan and the minimum requirements defined by the Plan.

## **Strategic Plan Concept**

Utilizes the strategies and goals identified in the Local Plan as input.

“Higher level” strategy to define our long-term path and outline the future culture/structure.

Considered a “living” document - updates required as inputs change and performance improves.

Follows a traditional Strategic Plan format:

- Vision/Mission
- Value Statement: Diversity, Equity, and Inclusion
- Pertinent data for the region and the entities we serve
- SWOT
- Overall Strategy (3-5 years) with Priorities to guide the intermediate efforts (1-2 years)
- Action Plans to execute the strategy
- Metrics/KPI to monitor progress

# Strategic Plan

Draft Strategic Plan is in development:

- Staff review and consensus 31 Mar 2021
- CVPED review and comments 30 Apr 2021
- Council review and comments 30 Apr 2021
- Strategic Planning Committee review and comments 30 Apr 2021
- Plan updates 31 May 2021
- Presentation to the Council and Board for approval 9 Jun 2021 (board meeting)
  
- Quarterly updates to the Board on progress Board Meetings
- Annual formal review and modifications June Board Meeting

Work on the Strategic Plan, including execution of the strategy, will continue during the development process.

# Infrastructure Funding Agreement Status

- Project kick-off February 2021
- Due in May 2021

## Memorandum of Understanding

- Executed between the Piedmont Workforce Development Board (PWDB), the VA Career Works system Partners (Partners) in the Piedmont Region, and the Chief Local Elected Official (CLEO).
- Developed to confirm the understanding of the Parties regarding the operation and management of the VA Career Works Centers in Region 6. The PWDB provides local oversight of workforce programming for the PWDB.
- The Resource Sharing Agreement and Infrastructure Funding Agreement establishes a financial plan, including terms and conditions, to fund the services and operating costs of the PWDB.
- The **Vision, Mission, System Structure, Terms and Conditions, Resource Sharing Agreement, and Infrastructure Funding Agreement** outlined herein reflect the commitment of the Parties to their job seeker, workers and business customers, as well as to the overall PWDB community.

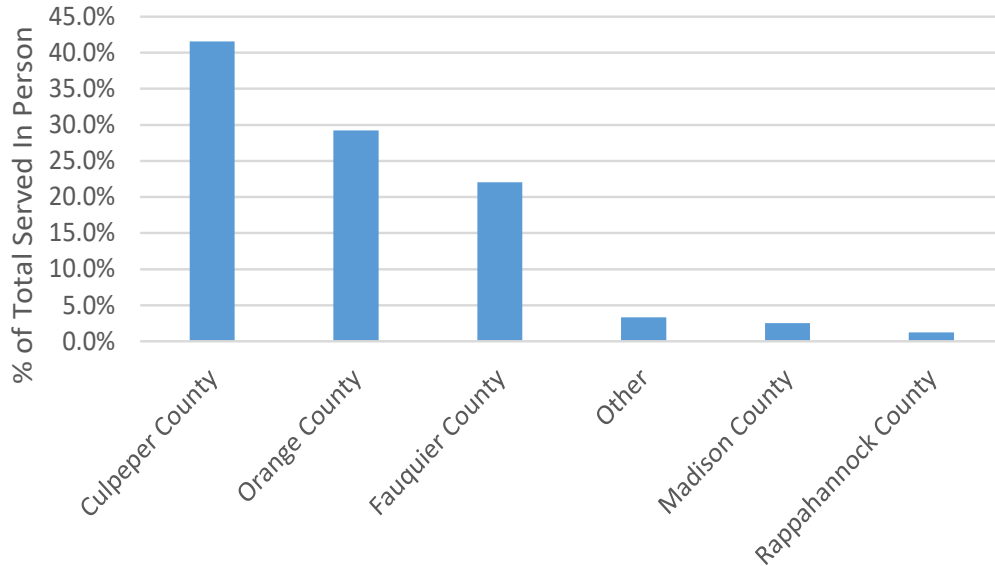


# New Grants and other Funding

- Grant Applications
  - Rappahannock Electric Cooperative – “The Power of Change”
    - \$7K for Career Center computers and Laptop Loaner program
    - Application is in review
  - Women United in Philanthropy
    - \$17K to support women job seekers
    - Application is in review
  - GO Virginia ERR Grant
    - \$150K total: \$100K GO Virginia and \$50K locality match
    - Mobile Workforce - focus on mobile Career Centers in the region’s underserved counties – requires support from Goodwill and county governments.
    - Application due early April
- Locality Funding
  - Some counties within the region have been hesitant to provide per capita funding- we must shift the narrative and show ROI in future requests
  - Requests have been made – waiting on decisions
  - Aligns with the new GO Virginia ERR Grant

# GO Virginia Grant Proposal

Pareto - County Served



Locality of Residence	YTD Traffic Total	% Served	% Cumulative
Culpeper County	520	41.5%	41.5%
Orange County	366	29.2%	70.8%
Fauquier County	276	22.0%	92.8%
Other	42	3.4%	96.2%
Madison County	32	2.6%	98.7%
Rappahannock County	16	1.3%	100.0%

Total In Person (Culpeper - Orange)	837
Total Virtual (Culpeper - Orange)	2416
Total Served (Culpeper - Orange)	3253

% Served Virtually (Culpeper - Orange)	74.3%
% Served in Person (Culpeper - Orange)	25.7%

- ~93% of those served in person are residents of the counties that have Career Centers
- ~75% of our interactions are virtual
- We believe that counties without a Career Center are currently underserved and we need to develop a solution.
- We are proposing a “mobile” case worker/Career Center representative as a pilot program.

# Goodwill Performance Data

\*58.3% through year

## PY2020 WIOA Enrollments

Exceeding Goal	Meeting 80% of Goal	Below 80% of Goal
----------------	---------------------	-------------------

### Adult Enrollments

Participants Served Goals	
Carryover Participants	61
New Enrollment Goal	56
Total Participant Goal	117

### Dislocated Worker Enrollments

Participants Served Goals	
Carryover Participants	9
New Enrollment Goal	15
Total Participant Goal	24

Participants by Month			
Month	Enrollments	Total Participants	% Enrollment Goal
July	2	63	3.6%
August	5	68	12.5%
September	5	73	21.4%
October	5	78	30.4%
November	7	85	42.9%
December	1	86	44.6%
January	8	94	58.9%

Participants by Month			
Month	Enrollments	Total Participants	% Enrollment Goal
July	1	10	6.6%
August	1	11	13.3%
September	1	12	20.0%
October	1	13	26.7%
November	2	15	40.0%
December	0	15	40.0%
January	2	17	53.3%

## PY2020 WIOA Youth Program

Participants Served Goals	
Carryover Participants	27
New Enrollment Goal	45
Total Participant Goal	72

Participants by Month			
Month	Enrollments	Total Participants	% Enrollment Goal
July	2	29	4.4%
August	5	34	15.6%
September	1	35	17.8%
October	2	37	22.2%
November	2	39	26.6%
December	2	41	31.1%
January	4	45	40.0%

Total Participant Count For Past 3-Years For January			
Program	PY2020	PY2019	PY2018
Adult	86	89	89
Dislocated Worker	15	21	36
Youth-In School	41	58	97
Youth-Out School			
<b>Total</b>	142	168	222

# Goodwill Performance Data

## PY2020 Adult Program- January 2020

### *WIOA - Planning District 9 and 10*

Performance					3-Year Trends for January		
Adult	Numerator	Denominator	Rate	Goal	PY2020	PY2019	PY2018
Enter employment Rate	7	12	58.3%	83.0%	58.3%	77.8%	82.4%
Employment 2nd Quarter After Exit				83.0%			
Employment 4th Quarter After Exit				85.0%			
Median Earnings 2nd Quarter After Exit				\$6,100			
Credential Attainment w/in Four Quarters after Exit	8	10	80.0%	74.0%	80.0%	76.2%	80.0%
<i>Measurable Skills Gain</i>	25	38	65.8%	62.0%	65.8%	52.5%	52.5%

## PY2020 Dislocated Worker Program- January 2020

### *WIOA - Planning District 9 and 10*

Performance					3-Year Trends For January		
Dislocated Worker	Numerator	Denominator	Rate	Goal	PY2020	PY2019	PY2018
Entered Employment Rate	1	1	100.0%	85.0%	100.0%	100.0%	80.0%
Employment 2nd Quarter After Exit				85.0%			
Employment 4th Quarter After Exit				90.0%			
Median Earnings 2nd Quarter After Exit				\$8,700			
Credential Attainment w/in Four Quarters after Exit	0	1	0.0%	70.0%	0.0%	75.0%	83.3%
<i>Measurable Skills Gain</i>	4	6	66.7%	60.0%	66.7%	40.0%	40.0%

## PY2020 Youth Program- January 2020

### *WIOA - Planning District 9 and 10*

Performance					3-Year Trends For January		
Youth	Numerator	Denominator	Rate	Goal	PY2020	PY2019	PY2018
Entered Employment Rate	7	7	100.0%	83.9%	100.0%	66.7%	81.6%
Employment 2nd Quarter After Exit				83.9%			
Employment 4th Quarter After Exit				62.8%			
Median Earnings 2nd Quarter After Exit				\$3,817			
Credential Attainment w/in Four Quarters after Exit	4	4	100.0%	70.0%	100.0%	76.9%	85.7%
<i>Measurable Skills Gain</i>	5	16	31.3%	74.6%	31.3%	21.7%	61.5%



## **Questions and Answers**

# **Board Information in Preparation for Voting at June 2021 Board Meeting**



# Financials



A proud partner of the  
americanjobcenter®  
network

Website: [vcwpiedmont.com](http://vcwpiedmont.com)

# Current Financial Status (through 12/31/2020)

	Total Spent from 7/1/2020 through 12/31/2020	PY2019 Funds Carryforward	Unspent New PY2020 Funds	Total Available Funds (PY2019 + PY2020) Remaining at Month End	Total Unspent Portion of PY2020 Budget
Adult	140,405	47,334	175,031	222,365	304,842
Dislocated Worker	52,676	61,719	268,403	330,122	211,899
Youth	84,087	65,778	218,795	284,573	309,294
Admin	47,923	61,607	75,533	137,140	51,326
WIOA Subtotal	<b>325,091</b>	<b>236,438</b>	<b>737,763</b>	<b>974,201</b>	<b>877,361</b>

	Budgeted Spending Amount	Total Spent from 7/1/2020 through 12/31/2020	PY2019 Funds Carryforward	PY2020 Funds Remaining	Remaining Available to Spend
Orange Satellite - Pre-Obligated	20,740	<i>\$20,740 pre-obligated</i>		-	-
Albemarle LIFT Grant	5,000			5,000	5,000
Locality - WIOA Budget	42,897	6,379		36,518	36,518
Locality - Pre-Approved	20,000	1,692		18,308	18,308
Locality - GO Virginia ERR Match	25,000	12,145		12,855	12,855
Locality Balance			89,314	27,891	117,205
Locality Subtotal	<b>113,637</b>	<b>40,955</b>	<b>89,314</b>	<b>100,573</b>	<b>189,887</b>

	Total Grant Amount	Total Spent from 7/1/2020 through 12/31/2020	PY2019 Funds Carryforward	PY2020 Funds Remaining	Remaining Available to Spend
DLW-Temperature Taker Grant	105,084	-		105,084	105,084
PPE Grant	52,926	6,829		46,097	46,097
Network2Work	15,750	-		15,750	15,750
EEI Grant - Program	103,995	52,856		51,139	51,139
EEI Grant - Admin	18,033	18,033		-	-
GO Virginia Grant (Project Reconnect - ERR)	99,500	41,914		57,586	57,586
Wagner-Peyser Grant - Program	147,819	93,978		53,841	53,841
Wagner-Peyser Grant - Admin	29,560	20,176		9,385	9,385
Grants Subtotal	<b>572,667</b>	<b>233,786</b>		<b>338,882</b>	<b>338,882</b>

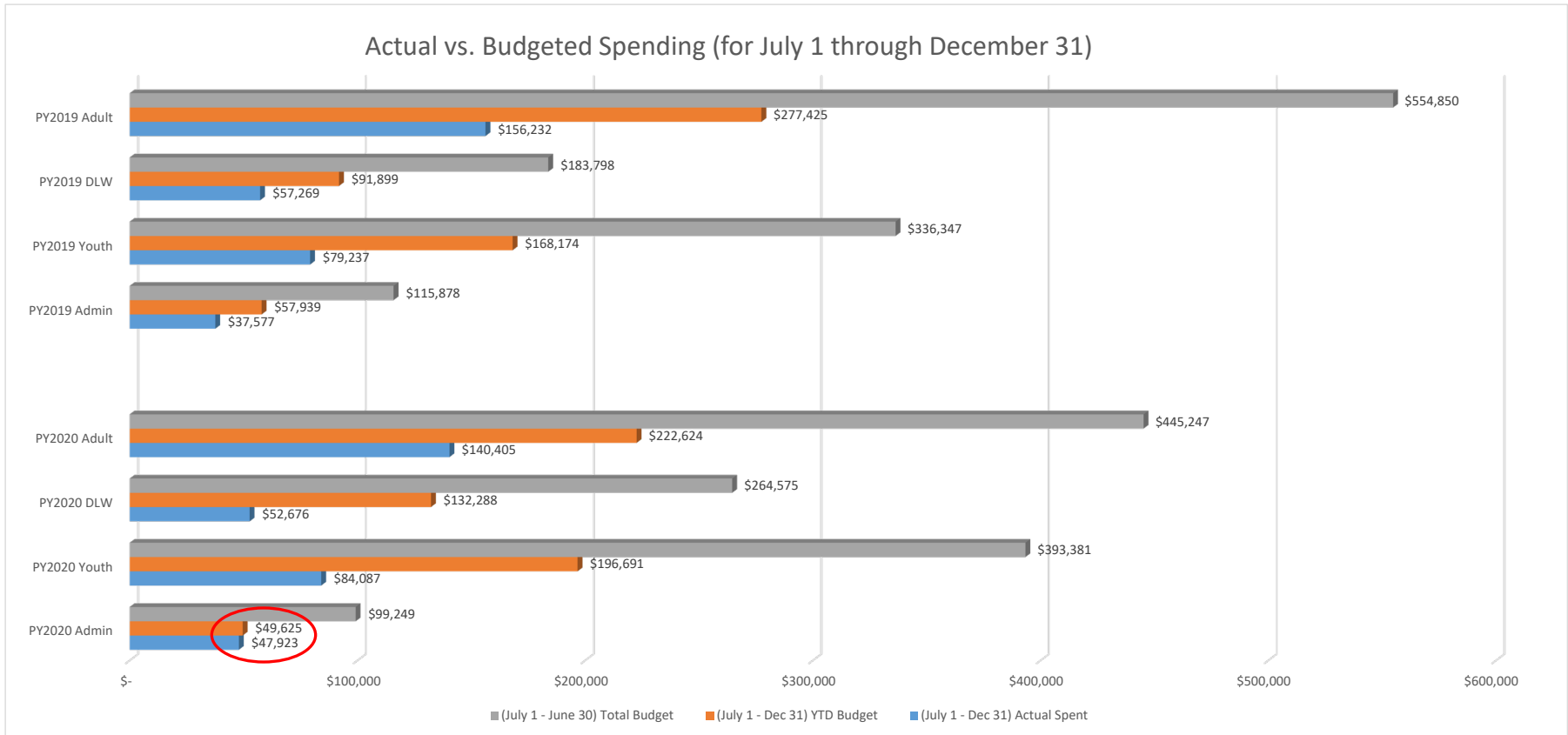
  

<b>TOTAL</b>			<b>\$ 325,752</b>	<b>\$ 1,177,218</b>	<b>\$ 1,502,969</b>	<b>\$ 877,361</b>
--------------	--	--	-------------------	---------------------	---------------------	-------------------

- Spending remains significantly below budget due to lack of job seekers – Covid and unemployment benefits are delaying efforts by those seeking jobs.
- Manufacturing and related businesses are hiring – hospitality recovery is slow.



# Program Spending vs. Budget



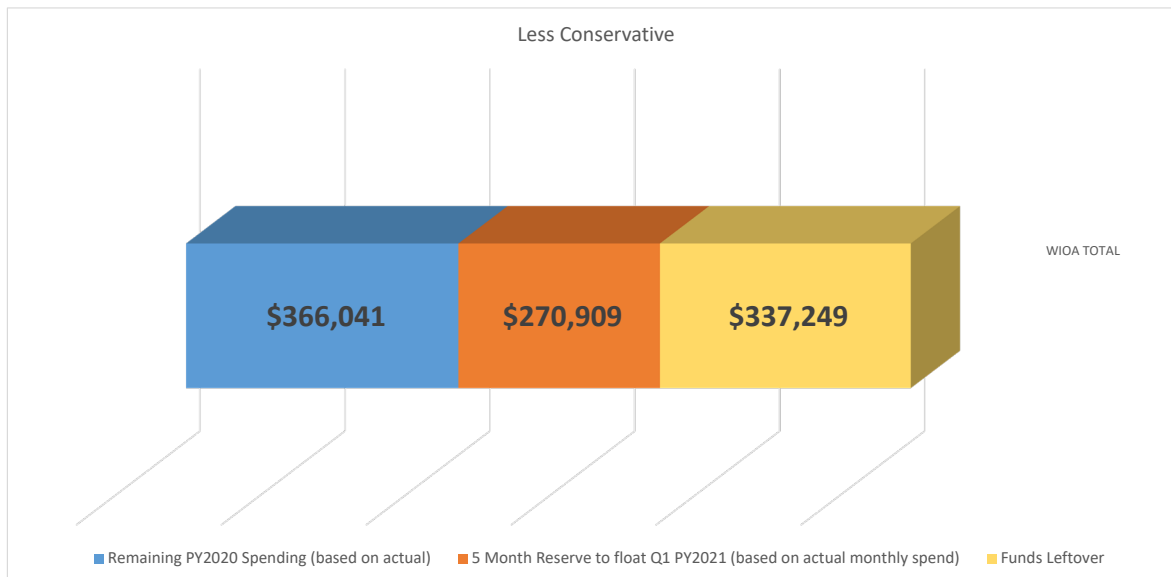
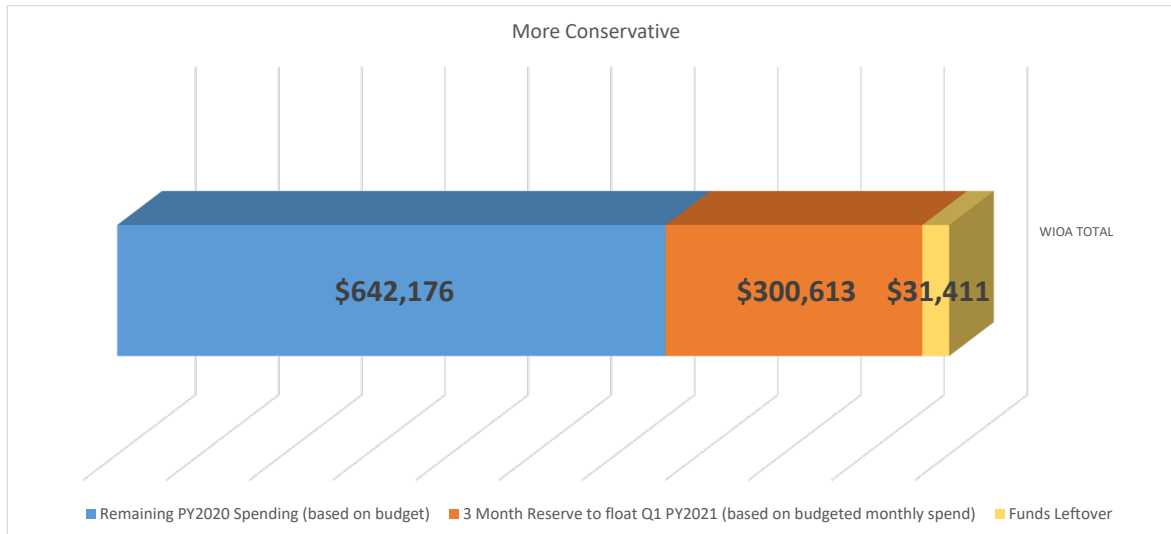
- All spending categories are significantly below expectations except for Admin expenses which are primarily driven by staff levels.
- This is a common statewide issue. Other regions are reporting the same trends on spending vs. budget. Our region is performing well vs. other regions.

# Forecasted Reserve at Year End

<i>More Conservative</i>	Total <i>Actual</i> Spent from 7/1/2020 through 12/31/2020	Total <i>Budgeted</i> Amount to have been spent from 7/1/2020 through 12/31/2020	3 Month Carry-forward (based on <i>budgeted</i> monthly spend) to float Q1 PY2021	Total Available Funds, excluding: 3 Month ( <i>budget</i> based) Reserve	Forecasted spending from 1/1/2021 through 6/30/2021 (based on <i>budget</i> spending)	Funds Leftover
Adult	140,405	222,624	111,312	111,054	240,824	(129,770)
Dislocated Worker	52,676	132,288	66,144	263,978	145,938	118,041
Youth	84,087	196,691	98,345	186,228	201,241	(15,013)
Admin	47,923	49,625	24,812	112,328	54,175	58,153
WIOA Subtotal	325,091	601,226	300,613	673,588	642,176	31,411
<i>Less Conservative</i>	Total <i>Actual</i> Spent from 7/1/2020 through 12/31/2020	Total <i>Budgeted</i> Amount to have been spent from 7/1/2020 through 12/31/2020	5 Month Carry-forward (based on <i>actual</i> monthly spend) to float Q1 PY2021	Total Available Funds, excluding: 5 Month ( <i>actual</i> based) Reserve	Forecasted spending from 1/1/2021 through 6/30/2021 (based on <i>actual</i> spending)	Funds Leftover
Adult	140,405	222,624	117,004	105,361	158,605	(53,244)
Dislocated Worker	52,676	132,288	43,897	286,225	66,326	219,899
Youth	84,087	196,691	70,073	214,500	88,637	125,863
Admin	47,923	49,625	39,936	97,204	52,473	44,731
WIOA Subtotal	325,091	601,226	270,909	703,291	366,041	337,249

- Our expectation is that we will carry over ~\$300K to cover Q1 PY 2021 and we will have an additional \$200k-\$325k in available funds at year end.
  - Spending in January and February 2021 is similar to the monthly YTD spending.
- Analysis considers additional staff spending due to new Operations Manager position.

# Forecasted Reserve at Year End



Average of More Conservative and Less Conservative carry over amount is \$185K

# Financials – Next Steps

- Increase Goodwill spending in Region 10 with a focus on case worker compensation
  - Part of the Continuous Improvement initiatives – best practice sharing
  - One of the consistently reported performance obstacles to overcome
- Goodwill to develop a resource and training plan to prepare for the expected increase in support required when Covid related issues start to resolve
  - Enrollments are starting to increase
  - Expected increase in dislocated workers requiring support
  - Training opportunities opening up
- Considerations must be made for training requirements as a % of the total budget

# Questions and Answers