



## Lake Advisory Subcommittee Meeting Agenda

Thursday, February 27, 2020  
9:00 AM

Woodland Community College  
15880 Dam Road Ext, Clearlake, CA 95422, Room 211

CALL TO ORDER		
I.		<ul style="list-style-type: none"> <li>A. Call to Order &amp; Introductions</li> <li>B. Public Comment</li> </ul>
CONSENT CALENDAR		
<p>These matters typically include routine financial or administrative <b>action items</b> requiring a vote. Any item will be discussed separately at the request of any person. Items are approved with one single motion</p>		
II.		<ul style="list-style-type: none"> <li>A. Approval of November 21, 2019 Meeting Minutes [Attachment II.A]</li> </ul>
REGULAR CALENDAR		
III.		<ul style="list-style-type: none"> <li>A. Review and accept 2nd Quarter CareerPoint Lake Dashboard Report [Attachment III.A] (<b>Action</b>)</li> <li>B. Return on Investment Report [Attachment III.B] Staff will present a new report that shows the projected return on investment for every WIOA dollar invested in the region and each community. Staff will seek committee input and direction. (<b>Action</b>)</li> </ul>
INFORMATION / DISCUSSION ITEMS		
IV.		<ul style="list-style-type: none"> <li>A. CareerPoint Lake Success Story</li> </ul>
MEMBER / DIRECTOR REPORTS		
V.		<ul style="list-style-type: none"> <li>A. Member</li> <li>B. Director <ul style="list-style-type: none"> <li>a. February 4<sup>th</sup> Regional Workforce Development Conference Summary</li> <li>b. Day at the Capitol March, 2020</li> <li>c. WANB Transition</li> </ul> </li> </ul>
ADJOURN		
VI.		<ul style="list-style-type: none"> <li>A. Adjourn</li> </ul>



## Lake Advisory Subcommittee Meeting Minutes

**Thursday, November 21, 2019  
9:00 AM**

**Mendocino College Lake Center  
2565 Parallel Drive, Round Room  
Lakeport CA 94543**

### CALL TO ORDER

I.	<p>A. Call to Order &amp; Introductions</p> <p>Vice Chair Annette Lee called the meeting to order at 9:02.</p> <p>Members present: Chair Monica Rosenthal (arrived during item III.A), Vice Chair Annette Lee, Paul Castro, Kelly Cox, Alan Flora, Judith Kanavle, Susan Parker, Mary Wilson, Rebecca Southwick.</p> <p>Members Absent: Wilda Shock, Margaret Silveira.</p> <p>Workforce Alliance Staff: Executive Director Bruce Wilson, Business Outreach Stacey Caico, Workforce Development Analyst Sylwia Palczewska.</p> <p>Guests: Program Operation Director Christy Gard, CHD Senior Case Manager Estrella Snariela.</p> <p>B. Public Comment: None</p>
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### CONSENT CALENDAR

These matters typically include routine financial or administrative action items requiring a vote.  
Any item will be discussed separately at the request of any person. Items are approved with one single motion

II.	<p>A. Approval of August 22, 2019 Meeting Minutes [Attachment II.A]</p> <p>Motion made as requested.</p> <p>M/S: Alan Flora / Kelly Cox</p> <p>Motion carried: 7-0</p> <p>Yea: 7</p> <p>Nay: 0</p> <p>Abstentions: Paul Castro</p> <p>Absent: Monica Rosenthal, Wilda Shock, Margaret Silveira</p>
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### REGULAR CALENDAR

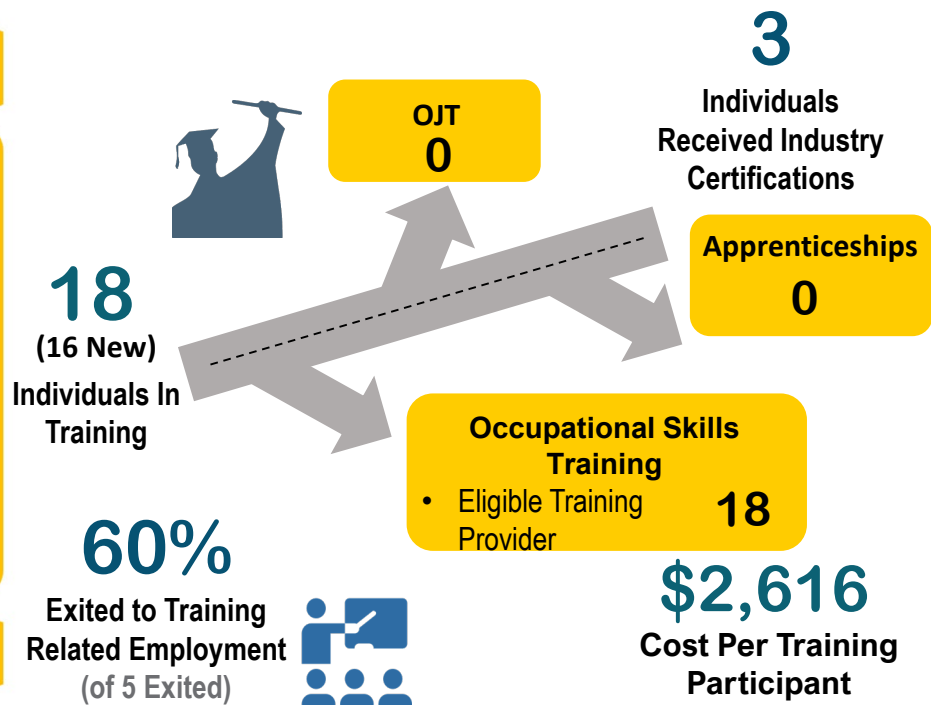
III.	<p>A. Review and accept 1st Quarter CareerPoint Lake Dashboard Report [Attachment III.A] <span style="color: red;">(Action)</span></p> <p>Motion made as requested.</p> <p>M/S: Susan Parker/ Kelly Cox</p> <p>Motion carried: 8-0</p> <p>Yea: 8</p> <p>Nay: 0</p> <p>Abstentions: 0</p> <p>Absent: Monica Rosenthal, Wilda Shock, Margaret Silveira</p> <p>B. Strategic Doing Retreat</p> <p>Board Members will meet from 9:00 AM to 5:00 PM to work on Strategic Doing Initiative [Attachment III.B] <span style="color: red;">(Possible Actions may result)</span></p> <p>No actions taken.</p>
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INFORMATION/DISCUSSION ITEMS		
IV.		<ul style="list-style-type: none"> <li>A. 2020 Master Meeting Calendar [Attachment IV.A]</li> <li>B. Lake Biz Resource Fair - Disaster Recovery Services</li> </ul>
MEMBER/DIRECTOR REPORTS		
V.		<ul style="list-style-type: none"> <li>A. Member</li> <li>B. Director <ul style="list-style-type: none"> <li>a. December 12 Regional Workforce Development Board meeting</li> <li>b. February 4 Workforce Conference</li> <li>c. Lake County Economic and Workforce Reports</li> </ul> </li> </ul>
ADJOURN		
VI.		<ul style="list-style-type: none"> <li>A. Adjourn</li> </ul> <p>Vice Chair Annette Lee adjourned the meeting at 4:45 PM.</p>

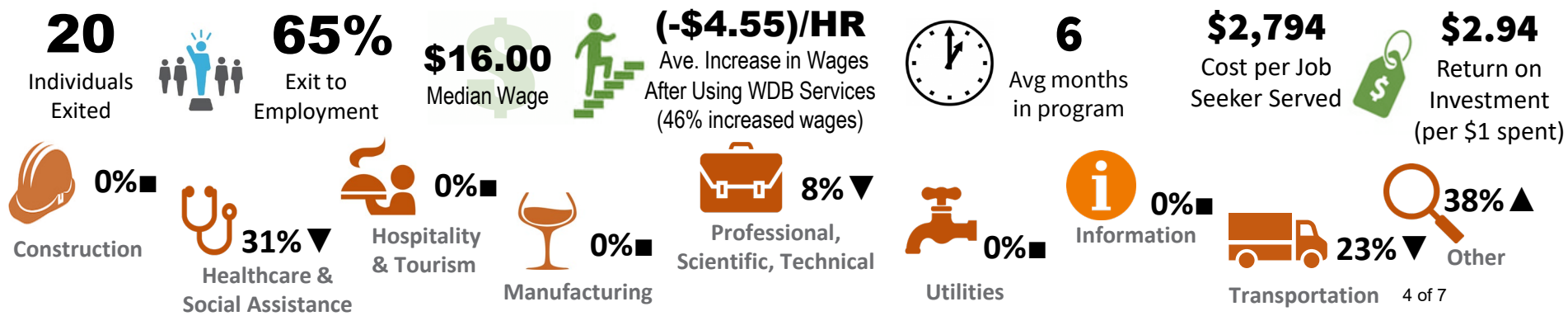
## WIOA Levels of Service



## WIOA Training Services



## WIOA Program Employment Outcomes



## WIOA Adult & DW Priority of Service

## Business Services



Basic Skill Deficient

**2%■**



Low Income

**60%▼**



CalFresh

**8%■**



Military Veterans

**3%▼**

**15**

New Businesses Engaged

**19**

Active Business Services

**1**

Rapid Response Events

**0**

Recruitment Events Held

## WIOA Adult & DW Barriers to Employment



Disability

**2%▲**



Homeless

**2%■**



Justice Involved

**6%■**



English Language Learner

**2%■**



Single Parent

**29%▲**



In-School Youth

**0%■**



Out of School Youth

**100%■**



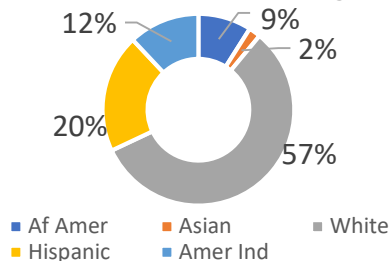
WEX

**18%▲**

## WIOA Youth Details

## Program Participant Demographics

### Race/ Ethnicity

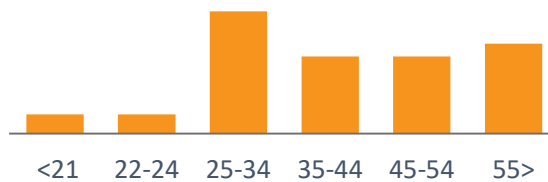


**27% Male**

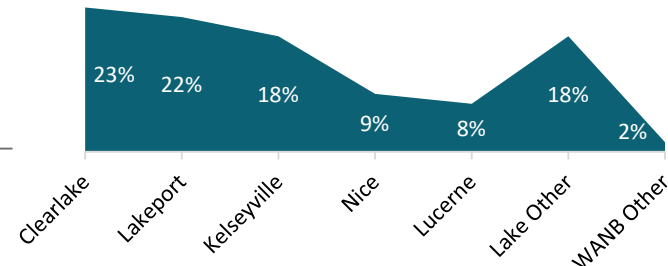


**73% Female**


### Age



### Residence



## Program Provider Details

 WORKFORCE ALLIANCE NORTH BAY DRIVING WORKFORCE TALENT PY2019/2020, Quarter 2 (7/1/2019-12/31/2019)			Carry-ins from PY18-19	New Clients	Total Enrolled			Placements			Exits			Training Req. / WEX - (20%)			Contract Budget		
					(Qtr 2) Actual	Area Plan for PY	% Achieved of Qtr 2	(Qtr 2) Actual	Area Plan for PY	% Achieved of Qtr 2	(Qtr 2) Positive Exits	(Qtr 2) Negative Exits	(Qtr 2) % of Positive Exits to Total Exits	WIOA Funds Spent	Requirement- 20%	% Achieved of Training	(Qtr 2) Expended	Budget in PY	Total % Achieved
Lake	MPIC	Adult	14	17	31	62	50%	4	29	14%	4	4	50%	\$28,507	\$ 66,537	43%	\$96,477	\$226,870	42.5%
		Dislocated Worker	19	15	34	49	69%	9	17	53%	9	3	75%	\$18,576	\$ 62,908	30%	\$85,145	\$180,648	47.1%
Lake	MPIC	Youth	2	11	13	42	31%	1	20	5%	1	0	100%	\$ -	\$ 56,802	0%	\$49,609	\$238,231	21%



# WORKFORCEALLIANCE OF THE NORTH BAY

DRIVING WORKFORCE TALENT

## FOCUS: CAREERPOINT LAKE

# Return on Investment Report



**CareerPoint**  
**LAKE**  
PATHWAYS TO WORK

55 1<sup>ST</sup> STREET  
LAKEPORT, CA 95453

*A proud partner of the America's Job Center of  
California<sup>SM</sup> network.*

PY 2018/2019

## Workforce Alliance of the North Bay - Lake

## Return on Investment (ROI)

### COST CATEGORY

Workforce Innovation and  
Opportunity Act Adult and Dislocated  
Worker Enrolled Customers Funding

# \$2.30

Returned for each \$1.00 invested

This is the quantitative projected ROI for the Workforce Innovation and Opportunity Act (WIOA) system over the next three years.

Visit [www.WorkforceAllianceNorthBay.org](http://www.WorkforceAllianceNorthBay.org) for the ROI formula calculation details.

### Quantitative View

This report projects the return of funds invested over a three year period. This projection is based upon the monetary benefit derived by the WIOA system in terms of tax revenue generated.

The formula by which ROI was calculated includes the following factors:

- ➔ Customers Enrolled into WIOA Programs
- ➔ WIOA Funds Expended within the Program Year
- ➔ Average Cost Per Customer
- ➔ Projected Employment Rate of Exiters Over Three Years
- ➔ Average Projected Participant Wages Over Three Years
- ➔ Projected Tax Benefit Per Customer from Wages Earned Over Three Years.

The following assumptions were made in developing the formula factors:

- ➔ WIOA participants employed in the quarter after exit will remain employed at relatively the same rates over a three year period.
- ➔ Participant wages were calculated as if they would remain static and not subject to cost of living or performance increases.
- ➔ Tax Benefits were calculated based upon an average of 12% Federal and 4% State.

- ➔ WIOA Dollars Invested are calculated based upon expenditures of the allocation for the grant being measured in a particular program year.
- ➔ Reduction in Unemployment Insurance Benefits, Criminal Justice costs for WIOA participants, and many other savings were not included.



### CALCULATIONS: PY2018-2019

87	Customers Enrolled
\$349,296	WIOA Funds Expended
\$4,015	WIOA Cost Per Customer
81%	Employment Rate
\$2,515,478	Average Projected Participant Wages Over Three Years
\$9,252	Projected Tax Benefit Per Customer from Wages Earned Over Three Years



## Qualitative Results

In addition to the quantitative results above which calculate the benefit that is being achieved by the Workforce Innovation and Opportunity Act system on the basis of cost effectiveness and performance achievements, this qualitative section attempts to further illustrate the fulfillment of our workforce mission in human terms. Although the following additional benefiting factors of the WIOA system are not calculated in the quantitative section of this report (for various reasons) they are listed here in order to convey the human benefits of our system.

- Sales tax revenues are generated from customers earning training based payments while enrolled in Work Experience programs;
- Sales, real estate, and school tax revenues are generated from exiters who enter employment;
- Dollars are returned by participants in both of the above categories into the local economy;
- Increased opportunities for existing businesses to expand, and for new ones

to open in the local area are created due to the skilled, competitive workforce being created;

- Recruitment costs for employers are lowered as a result of the job matching services;
- Crime rates and criminal justice costs decrease as a result of services to ex-offenders;
- More adults return to school and achieve General Equivalency Diplomas (GED's);
- Vocational rehabilitation, substance abuse recovery and displaced homemaker programs experience high success rates as a result of sequential or concurrent programming with WIOA;
- Costs for outplacement services are reduced through rapid and expeditious response activities conducted for employers that are downsizing;
- Local workforce development activities are more efficient as a result of these activities;
- The welfare to work rate increases;
- The period of unemployment for dislocated workers is shortened.

## CUSTOMER DATA

CalJOBS<sup>SM</sup> California's workforce services database utilized by all CareerPoint centers within the Alliance for case management and data tracking purposes is the source for customer data.

## Conclusion

While the benefit of the above general factors is manifested both in financial and humanitarian terms, they combine with the quantitative factors to yield perhaps an even greater, but less tangible value in terms of improving the quality of life for our local citizens. Examples of how the system improves the quality of life are as follows:

- Breaking the cycle of poverty and welfare dependency for economically disadvantaged individuals;
- Establishing positive role models for young people in impoverished families;
- Elevating the self-esteem of unemployed individuals by furnishing them with occupational and life skills;
- Maintaining confidence in the strength of the local economy;
- Establishing an efficient transition system for dislocated workers to enable them to address the emotional and psychological issues related to displacement, and at the same time to gain the skills needed to compete in a

labor market affected by corporate restructuring, rapidly emerging technology, and global competition;

- Increased education, employment and training opportunities for heretofore underutilized segments of the workforce including: women in non-traditional employment, minorities, mature workers and individuals with disabilities.
- Private sector direction of workforce innovation and opportunity in the local area as a result of the efforts of the Workforce Development Board (WDB);
- Continuous improvement and increased customer satisfaction as a result of the WDB's quality initiatives; and
- Collaboration among local educational agencies, community based organizations, businesses, commerce organizations, and local government to create opportunities for job seekers and entrepreneurs.



## FOR MORE INFORMATION

[www.WorkforceAllianceNorthBay.org](http://www.WorkforceAllianceNorthBay.org)

1546 First Street, Second Floor

Napa, CA 94559

*Workforce Alliance of the North Bay is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities.*