

Marin Advisory Subcommittee Meeting Agenda

Wednesday, February 26, 2020 8:00 AM

CareerPoint MARIN 120 North Redwood Drive, San Rafael CA 94903, Redwood Room, Second Floor

	1	CALL TO ORDER										
١.	1	A. Call to Order & Introductions										
		B. Public Comment										
		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										
11.		A. Approval of August 28, 2019 Meeting Minutes [Attachment II. A]										
	REGULAR CALENDAR											
III.		 A. Review and accept 1st and 2nd Quarter CareerPoint Marin Dashboard Report [Attachment III.A] (Action) 										
		 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. (Action) 										
		C. Joanne Webster, President & CEO, San Rafael Chamber of Commerce Ms. Webster will present the details of the upcoming Marin County Career Fair and request WANB co- host the event. (Action)										
		INFORMATION/DISCUSSION ITEMS										
IV.		A. 2020 Master Meeting Calendar [Attachment IV.A]										
		B. Mike Blakeley, CEO, Marin Economic Forum – Report on Marin County Business Retention and Expansion Survey.										
		C. Cynthia Gunselman, One Stop Operator, CareerPoint Marin – Success stories.										
	<u> </u>	MEMBER/DIRECTOR REPORTS										
V.		A. Member										
		 B. Director a. February 4th Regional Workforce Development Conference Summary b. Day at the Capitol March, 2020 c. WANB Transition 										
VI.		A D J O U R N A. Adjourn										
VI.												



Marin Advisory Subcommittee Meeting Minutes

Wednesday, August 28, 2019 8:00 AM

Marin Office of Education 1111 Las Gallinas, Board Room, San Rafael, CA 94903

	CALL TO ORDER
١.	A. Call to Order & Introductions
	Chair Susan Byrne called the meeting to order at 8:11 AM.
	Members Present: Chair Suzie Byrne, Jack Buckhorn, Keith Dias, Robert Eyler, Kelley Hartman, Jason
	Henderson, Katheryn Horton, Ken Lippi, Jaemi Naish, Mary Ann Perrine, Bill Scott, Joanne Webster, Cecilia
	Zamora.
	Members Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.
	Workforce Alliance Staff Present: Executive Director Bruce Wilson; Operations Analyst Tamara Ochoa;
	Workforce Development Analyst Sylwia Palczewska.
	Guests: Marin WIOA Services Manager, Sherry Parr; One Stop Operator Cynthia Gunselman.
	B. Public Comment – None.
	CONSENT CALENDAR
	These matters typically include routine financial or administrative action items requiring a vote.
11.	Any item will be discussed separately at the request of any person. Items are approved with one single motion A. Approval of May 22, 2019 Meeting Minutes [Attachment II. A]
	Motion made to approve requested action.
	M/S: Katheryn Horton / Keith Dias
	Yea: 12-0
	Nay: 0
	Abstentions: Joanne Webster
	Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.
	Absent. Menssa Cauet, Anurea Lackey, Mary Kay Sweeney, Rick Wens.
	REGULAR CALENDAR
	A. Modification to CareerPoint Marin contract for the following not to exceed amounts: (Action)
	Adult – \$365,719
	DW – \$72,290
	OSO – \$38,087
	030 \$50,007
	Motion made to approve modification to CareerPoint Marin contract as requested.
	M/S: Joanne Webster / Keith Dias
	Yea: 13-0
	Nay: 0
	Abstentions: 0
	Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.
	B. Modification to CareerPoint Marin Youth Services/PPS contract for a not to exceed amount of

	\$142,360 (Action)
	Motion made to approve modification to CareerPoint Marin Youth Services/PPS contract as requested. M/S: Robert Eyler / Keith Dias Yea: 13-0
	Nay: 0
	Abstentions: 0
	Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.
	C. Customized Training Proposal [Attachment III.C] (Action) CareerPoint Staff will present a new approach to training for consideration and adoption.
	Shery Parr, Workforce Program Manager, CareerPoint Marin, presented WIOA budget program overview for PY 19/20.
	Motion made to approve CareerPoint Marin Customized Training Proposal. M/S: Ken Lippi / Robert Eyler Yea: 13-0
	Nay: O
	Abstentions: 0
	Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.
	D. CareerPoint Marin plan on PY 18/19 unspent Adult and DW training funds (Action) CareerPoint Marin has unspent training funds in the <u>estimated</u> amount of: Adult – \$8,887.76
	DW – \$33,861.88
	CareerPoint Staff will present a specific plan for spending training funds and seek approval to carry forward.
	Motion made to approve requested action. M/S: Keith Dias / Robert Eyler
	Yea: 13-0
	Nay: O
	Abstentions: 0
	Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.
	E. Review and accept 4th Quarter CareerPoint Marin Dashboard Report [Attachment III.E] (Action)
	Motion made to approve requested action. M/S: Cecilia Zamora / Robert Eyler
	Yea: 13-0
	Nay: 0
	Abstentions: 0
	Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.
	F. Marin Advisory Subcommittee Vice Chair Nomination & Election (Action)
	Jason Henderson volunteered as Marin Advisory Subcommittee Vice Chair.
	Motion made to approve Jason Henderson nomination as Marin Advisory Subcommittee Vice Chair.
1	M/S: Keith Dias / Robert Eyler
	Yea: 12-0
	Nay: 0
	Abstentions: Jason Henderson
	Absent: Melissa Cadet, Andrea Lackey, Mary Kay Sweeney, Rick Wells.

	INFORMATION/DISCUSSION ITEMS
IV.	 A. February 4th Regional Workforce Development Conference All Board Members are invited to attend Regional Workforce Development Conference organized in cooperation with Sonoma and Solano Workforce Boards.
	B. Prison to Employment \$55,800 contract with Marin County Probation Department Prison to Employment grant is designed to develop or expand programs to improve employment opportunities for adults ages 18-24 who have been incarcerated in the youth or adult criminal justice system, and adults ages 25 or older, released from prison or jail within two years of enrollment.
	MEMBER/DIRECTOR REPORTS
V.	A. Member Cecilia Zamora asked if WANB works with Census 2020 and Sherry Parr confirmed that CP Marin is working closely with Census 2020 and Hiring Events are being held at CP Marin. Jaemi Naish reported on programs and certifications at Tamalpais Adult School. Ken Lippi updated Board Members on programs at Career and College Readiness Department at Marin County Office of Education. Katheryn Horton reported on certificates offered at College of Marin. Bill Scott reported on construction programs at North Bay TIP.
	 B. Director a. Conflict of Interest Code Revisions [Attachment V.B] As a government agency Workforce Alliance is required to have a Conflict of Interest Code. Last updates include clarification what positions are responsible for making decisions with federal money, also Mendocino County Service provider was added to the list. b. Board Orientation Packet online For convenience of our Board Members Board Orientation Packet was shared on our website:
	www.workforcealliancenorthbay.org under Board Governance page.
VI.	A. Adjourn
	Chair Suzie Byrne adjourned the meeting at 9:48 AM.



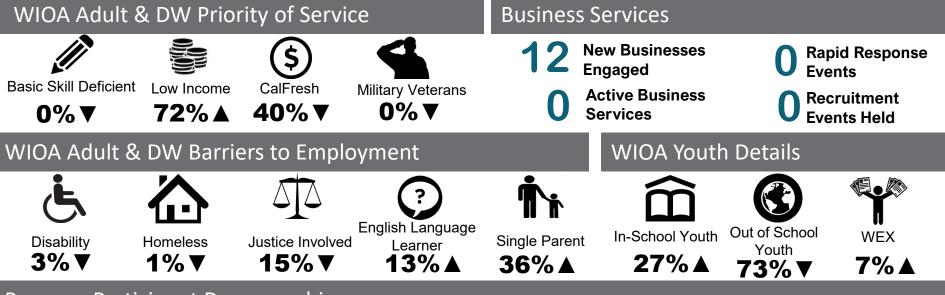
Social Assistance

ATTACHMENT III.A

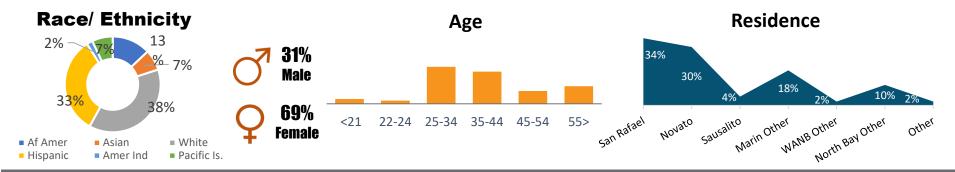
Workforce Alliance of the North Bay Q1|PY19-20

CareerPoint Marin





Program Participant Demographics



Program Provider Details

WORKFORCEALLIANCE NORTH BAY DIVING WORKFORCE TALENT PY 2019/2020, Quarter 1 (7/1/2019-9/30/2019)			_		Total Enrolled			Placements			Exits			Training Req. / WEX - (20%)			Contract Budget		
			Carry-ins from PY18-19	New Clients	(Qtr 1) Actual	Area Plan for PY	% Achieved of Qtr 1	(Qtr 1) Actual	Area Plan for PY	% Achieved of Qtr 1	(Qtr 1) Positive Exits	(Qtr 1) Negative Exits	(Qtr 1) % of Positive Exits to Total Exits	WIOA Funds Spent	Requirement- 20%	% Achieved of Training	(Qtr 1) Expended	Budget in PY	Total % Achieved
	Marin HHS	Adult	35	19	54	129	42%	4	40	10%	4	1	80.0%	\$39,666	\$ 88,338	44.9%	\$130,020	\$365,719	35.6%
Marin		Dislocated Worker	10	3	13	21	62%	2	6	33%	2	2	50.0%	\$ 6,415	\$ 17,462	36.7%	\$47,591	\$72,290	65.8%
Marin	PPS	Youth	13	2	15	22	68%	0	1	0%	0	0	0.0%	\$ 2,774	\$ 36,019	7.7%	\$18,597 6 of	\$164,275 11	11.3%



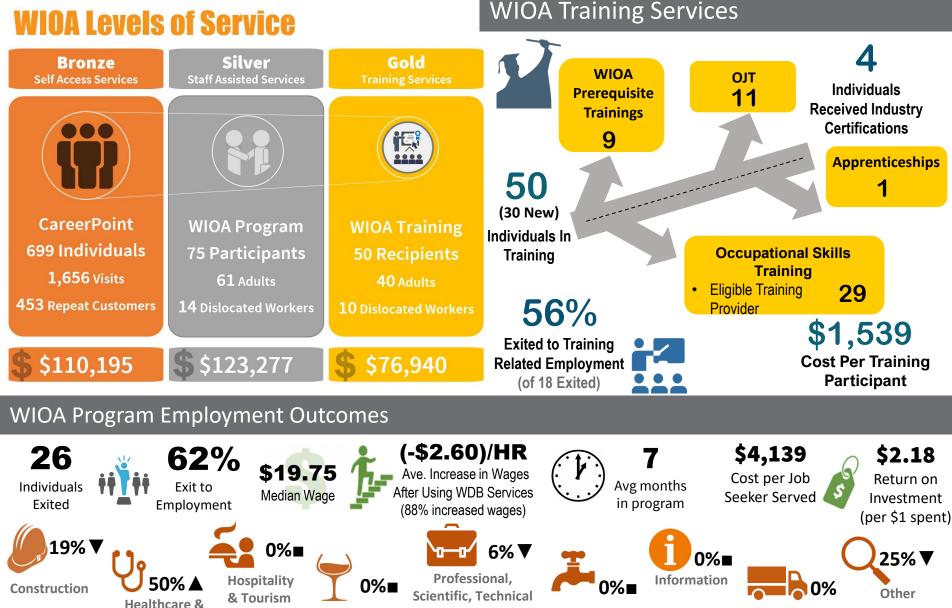
Workforce Alliance of the North Bay Q2|PY19-20

Manufacturing

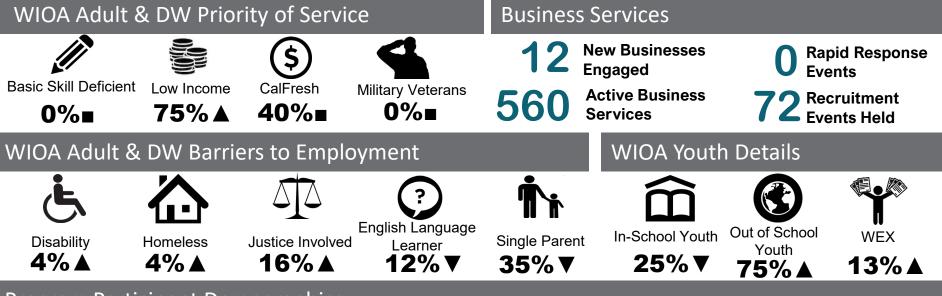
Social Assistance

CareerPoint Marin

Transportation 7 of 11



Utilities



Program Participant Demographics



Program Provider Details

					Total Enrolled			Placements			Exits			Training Req. / WEX - (20%)			Contract Budget		
WORKFORCEALLIANCE NORTH BAY DEVING WORFOCCT TALENT PY2019/2020, Quarter 2 (7/1/2019-12/31/2019)			Carry-ins from PY18-19	New Clients	(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
Marin	Marin	Adult	34	27	61	125	49%	13	40	33%	13	7	65%	\$65,778	\$ 88,338	74%	\$210,234	\$365,719	57.5%
Marin	HHS	Dislocated Worker	11	3	14	21	67%	3	6	50%	3	3	50%	\$11,162	\$ 17,462	64%	\$100,220	\$72,290	138.6%
Marin	PPS	Youth	13	3	16	22	73%	0	1	0%	0	0	0%	\$ 4,023	\$ 36,019	11%	\$50,808 8 of	\$164,275	31%



WORKFORCEALLIANCE OF THE NORTH BAY

DRIVING WORKFORCE TALENT

FOCUS: CAREERPOINT MARIN

Workforce Alliance of the North Bay -Marin

Return on Investment (ROI)

COST CATEGORY

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

\$1.16

Returned for each \$1.00 invested

This is the quantitative projected ROI for the workforce innovation and opportunity system over the next three years.

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% <u>Federal</u> and 4% <u>State</u>.

Return on Investment Report



120 N REDWOOD DRIVE SAN RAFAEL, CA 94903

A proud partner of the America's Job Center of California SMnetwork.

PY 2018/2019

- 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

83	Customers Enrolled
\$421,759	WIOA Funds Expended
\$5081	WIOA Cost Per Customer
57%	Employment Rate
\$1,532,483	Average Projected Participant Wages Over Three Years
\$5,908	Projected Tax Benefit Per Customer from Wages Earned Over Three Years

RETURN ON INVESTMENT REPORT



CUSTOMER DATA

<u>CalJOBS</u>SM, 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.

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 exoffenders;
- 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.

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 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.

ATTACHMENT IV.A

					ATTACHM									
	W	ORKFOR	CE ALLIAN	ICE OF TH	IE NORTH	BAY MA	STER ME	ETING CA	ALENDAR	2020	02.19.20			
JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPT	ОСТ	NOV	DEC			
	REGIONAL WORKFORCE DEVELOPMENT BOARD 2nd Thursday @ 10:00 AM-2:00 PM													
					6/11/20 10:00-2:00						12/10/20 10:00-2:00			
GOVERNING BOARD 3rd Friday @ 9-10:30 AM														
		3/20/20 9-10:30			6/19/20 9-10:30			9/18/20 9-10:30			12/18/20 9-10:30			
EXECUTIVE COMMITTEE 2nd Wednesday @ 9-10:30 AM														
	2/12/20 9-10:30		4/8/20 9-10:30	5/13/20 9-10:30		7/8/20 9-10:30	8/12/20 9-10:30		10/14/20 9-10:30	11/4/20* 9-10:30				
	POLICY AND OVERSIGHT SUBCOMMITTEE 1st Tuesday @ 3-4:30 PM													
	2/4/20		4/7/20		6/2/20		8/4/20		10/6/20		12/1/20			
	3-4:30		3-4:30		3-4:30		3-4:30		3-4:30		3-4:30			
			LAK	E ADVISORY	SUBCOMMITT	EE 4th Thurs	day @ 9-10:3	MA 0						
	2/27/20			5/28/20			8/27/20			11/19/20**				
	9-10:30			9-10:30			9-10:30			9-10:30				
			MARI	N ADVISORY	SUBCOMMIT	TEE 4th Wed	nesday @ 8-9	:30 AM						
	2/26/20			5/27/20			8/26/20			11/18/20**				
	8-9:30			8-9:30			8-9:30			8-9:30				
			MENDOC		RY SUBCOMN	IITTEE 4th Th		0-5:00 PM		1				
	2/27/20			5/28/20			8/27/20			11/19/20**				
	3:00-5			3:00-5			3:00-5			3:00-5				
			NAP		SUBCOMMITT	EE 4th Wedr	-	:30 PM	1					
	2/26/20			5/27/20			8/26/20			11/18/20**				
	3-4:30			3-4:30			3-4:30			3-4:30				



* Due to Veteran's Day, Executive Committee will meet a week earlier in November.

**Due to Thanksgiving, Advisory Subcommittees will meet a week earlier in November.

REQUIRED ATTENDANCE

Regional Workforce Development Board (RWDB)

All appointed RWDB members

Governing Board

Governing Board Members representing Lake, Marin, Mendocino, and Napa Counties

Executive Committee

RWDB Officers & Chairs

Policy and Oversight Subcommittee

RWDB Members representing Lake, Marin, Mendocino, and Napa Counties

Lake Advisory Subcommittee

RWDB Members representing Lake & Appointed Lake Advisory Subcommittee Members

Marin Advisory Subcommittee

RWDB Members representing Marin & Appointed Marin Advisory Subcommittee Members

Mendocino Advisory Subcommittee

RWDB Members representing Mendocino & Appointed Mendocino Advisory Subcommittee Members

Napa Advisory Subcommittee

RWDB Members representing Napa & Appointed Napa Advisory Subcommittee Members