



# REGIONAL WORKFORCE DEVELOPMENT BOARD EXECUTIVE COMMITTEE MEETING AGENDA

Wednesday, February 12, 2020  
9:00 AM

Napa County: 1546 First Street, Second Floor, Napa, CA  
Mendocino County: 2550 N. State Street, Ukiah, CA

## CALL TO ORDER

- |    |      |                                       |
|----|------|---------------------------------------|
| I. | 9:00 | A. Introductions<br>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

- |     |  |  |
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| II. |  | A. Approve November 13, 2019 Meeting Minutes. [Attachment II.A]<br>B. Approval of Subcommittee Members [Attachment II.B]<br>The committee will review and approve new applications for membership to one or more Advisory Subcommittees: <ul style="list-style-type: none"> <li>Tami Mee, Adult Education Manager, Mendocino County Office of Education</li> <li>Euline Olinger, Director/Program Manager, Mendocino Community College District</li> </ul> |
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## REGULAR CALENDAR

- |      |  |  |
|------|--|--|
| III. |  | A. Return on Investment Reports – 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 [Attachment III.A] <b>(Action)</b><br>B. Contracts – Ratification and approval for following contracts <b>(Walk-in) (Action)</b> <ul style="list-style-type: none"> <li>Clifton Allen Larson Amendment</li> <li>County of Marin Fiscal Agent services</li> <li>P2E contract with Marin Probation</li> </ul> |
|------|--|--|

## MEMBER/DIRECTOR REPORTS

- |    |  |  |
|----|--|--|
| V. |  | A. Member<br>B. Director <ul style="list-style-type: none"> <li>Regional Conference 2.4.2020</li> <li>WANB transition</li> </ul> |
|----|--|--|

## ADJOURN

- |     |  |            |
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| VI. |  | A. Adjourn |
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## ATTACHMENT II.A

### REGIONAL WORKFORCE DEVELOPMENT BOARD EXECUTIVE COMMITTEE MEETING MINUTES

Wednesday, November 13, 2019  
9:00 AM

Napa County: 1546 First Street, Second Floor, Napa, CA  
Marin County: 99 Montecillo Road, Clinical Services  
Building (CSB) # 43, San Rafael, CA  
Mendocino County: 2550 N. State Street, Ukiah, CA  
Lake County: 21735 Dry Creek Road, Middletown, CA



#### CALL TO ORDER

I.	9:00	<p>A. Introductions</p> <p>Members Present: Executive Committee Chair Jeri Hansen; Executive Committee Vice Chair Maureen Mulheren; Policy &amp; Oversight Subcommittee Chair Amar Inalsingh; Mendocino Advisory Subcommittee Chair Lene Vinding, Marin Advisory Subcommittee Chair Susan Byrne, Lake Advisory Subcommittee Chair Monica Rosenthal joined during item III.B.</p> <p>Workforce Alliance Staff Present: Executive Director, Bruce Wilson; Workforce Development Analyst, Sylwia Palczewska; Fiscal Officer, Taylor Swain; Business Services Representative, Stacey Caico.</p> <p>Guests: CareerPoint MARIN Program Manager, Sherry Parr; CareerPoint NAPA Program Manager, Teresa Brown.</p> <p>B. Public Comment: None</p>
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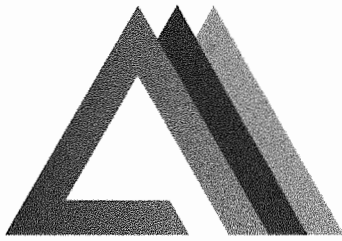
#### CONSENT CALENDAR

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. Approve August 12, 2019 Meeting Minutes. [Attachment II.A]</p> <p>Motion made to approve August 12, 2019 Meeting Minutes.</p> <p>M/S Suzie Byrne / Amar Inalsingh</p> <p>Motion carried: 5-0</p> <p>Yea: 5</p> <p>Nay: 0</p> <p>Abstentions: 0</p> <p>Absent: Monica Rosenthal</p> <p>B. Appointment of a new Chair and Vice Chair for the Napa Advisory Subcommittee and a new Vice Chair for the Marin Advisory Subcommittee</p> <ul style="list-style-type: none"><li>a. Amar Inalsingh – Napa Advisory Subcommittee Chair</li><li>b. Myles Davis – Napa Advisory Subcommittee Vice Chair</li><li>c. Jason Henderson – Marin Advisory Subcommittee Vice Chair</li></ul> <p>Motion made to approve requested action.</p> <p>M/S Jeri Hansen / Lene Vinding</p> <p>Motion carried: 4-0</p> <p>Yea: 4</p> <p>Nay: 0</p> <p>Abstentions: Amar Inalsingh</p> <p>Absent: Monica Rosenthal</p>
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		<p>C. Approve WANB Policies [Attachment II.C]</p> <p>a. Youth Program Eligibility</p> <p>b. Youth Program</p> <p>Motion made to approve requested action.</p> <p>M/S Suzie Byrne / Lene Vinding</p> <p>Motion carried: 5-0</p> <p>Yea: 5</p> <p>Nay: 0</p> <p>Abstentions: 0</p> <p>Absent: Monica Rosenthal</p> <p>D. Ratify approval 2019/2020 agreements [Board Letter II.D]</p> <p>Motion made to approve requested action.</p> <p>M/S Amar Inalsingh / Lene Vinding</p> <p>Motion carried: 5-0</p> <p>Yea: 5</p> <p>Nay: 0</p> <p>Abstentions: 0</p> <p>Absent: Monica Rosenthal</p> <p>E. Approve PY 18/19 4<sup>th</sup> Quarter Program Reports [Attachment II.E]</p> <p>Motion made to approve requested action.</p> <p>M/S Suzie Byrne / Amar Inalsingh</p> <p>Motion carried: 5-0</p> <p>Yea: 5</p> <p>Nay: 0</p> <p>Abstentions: 0</p> <p>Absent: Monica Rosenthal</p>
REGULAR CALENDAR		
III.		<p>A. Customized Training Proposal – CareerPoint Marin [Attachment III.A] (Action)</p> <p>This item was discussed at the August 12 meeting and was requested for review by the Marin Advisory Subcommittee. After review Marin Advisory Subcommittee approved Customized Training Proposal on August 26.</p> <p>Motion made to approve requested action.</p> <p>M/S Amar Inalsingh / Jeri Hansen</p> <p>Motion carried: 5-0</p> <p>Yea: 5</p> <p>Nay: 0</p> <p>Abstentions: 0</p> <p>Absent: Monica Rosenthal</p> <p>B. Approve modified/new additional assistance grant to CWDB (Walk-in) (Action)</p> <p>State decided to move unspent funds from the 2017 Fire Grant, which was closed effective June 30, 2019, as an additional assistance grant.</p> <p>Motion made to approve requested action.</p> <p>M/S Lene Vinding / Amar Inalsingh</p> <p>Motion carried: 5-0</p> <p>Yea: 5</p>

		<p>Nay: 0 Abstentions: Monica Rosenthal</p> <p>C. Approve 2020 Master Meeting Calendar [Attachment III.C] (Action) Motion made to approve requested action. M/S Amar Inalsingh / Jeri Hansen Motion carried: 6-0 Yea: 6 Nay: 0 Abstentions: 0</p>
INFORMATION / DISCUSSION ITEMS		
IV.		<p>A. Reserves development strategy Staff will walk Committee through discussion on creation of a non-WIOA general fund for the WANB. Fiscal Officer Taylor Swain presented possible strategies for developing general funds.</p>
MEMBER / DIRECTOR REPORTS		
V.		<p>A. Member Monica Rosenthal reported on MPIC meeting which she attended with Lene Vinding, Bruce Wilson, and Taylor Swain in September.</p> <p>B. Director</p> <p>a. Regional Conference 2.4.2020 Executive Director Wilson invited all board members to attend the conference.</p> <p>b. Legislation and EMSI reports Executive Director Wilson reported on CWA support legislation. He also promoted labor market information reports that can be prepared by the staff upon request.</p> <p>c. Lake County Strategic Doing Session Next Lake Advisory Subcommittee meeting will be transformed into Strategic Doing Session.</p>
ADJOURN		
VI.		<p>A. Adjourn Chair Jeri Hansen adjourned the meeting at 10:12 am.</p>



# WORKFORCE ALLIANCE OF THE NORTH BAY

DRIVING WORKFORCE TALENT

## Application for Regional and/or Local Advisory Subcommittee Membership

In accordance with the Workforce Innovation and Opportunity Act of 2014 (WIOA), the Workforce Alliance of the North Bay (WANB) Governing Board has established a Regional Workforce Development Board (WDB) for Napa, Marin, Lake and Mendocino counties which sets policy for and provides oversight of workforce development programs in the four counties. Workforce Development Board members are appointed by the Governing Board to represent specified sectors of the community as listed in Section IV below. The county advisory subcommittees were created to make recommendations to the full WDB that specifically pertain to their respective county's employers and their workforce. There is a sub committee for each of the WANB counties.

Individuals interested in serving on the WDB or workforce committee must complete and submit this application for appointment. This application and the related Nomination Form(s), if any, may be subject to public disclosure.

**Please check the appropriate box:**

- ☐ Regional Workforce Development Board (WDB) Membership  
☒ Advisory Subcommittee for MENDOCINO county Membership  
☐ Renew Membership (if your information hasn't changed please fill out only Section I. and sign the form)  
☐ Update Information

### Section I. Personal Information

First Name: TAMI Last Name: MEE M.I.:

Email Address: TMEEC@MCOE.US

### Section II. County / Location

Provide the county in which your residence, business or organization is located: MENDOCINO

### Section III. Occupational Information

Industry Sector: EDUCATION

Occupation / Title: ADULT EDUCATION MANAGER

Employer: MENDOCINO COUNTY OFFICE OF EDUCATION

Employer Address: 2240 OLD RIVER RD.		
City: UKIAH	State: CA	Zip: 95482
Employer Phone: (707) 467-5133		

#### Section IV. Eligibility Certification

Indicate below each membership category for which you are applying. You may mark more than one category but must certify your qualifications for each category for which you are applying. A completed Nomination Form must accompany applications for Business Member, Labor Organization, Adult Education and Literacy and/or Higher Education from an appropriate nominating organization.

☐ Business Member (Do you represent a "small business" as defined by the U.S. Small Business Administration? ☐ Y ☐ N)

Name of Business:

☐ Labor Organization

Name of

Organization:

☐ Joint Labor-Management Apprenticeship Program

Name of

Organization:

☐ Community-based Organization

Name of

Organization:

☒ Adult Education and Literacy

Name of Provider: MCOE - ADULT CAREER TECHNICAL EDUCATION

☐ Higher Education

Name of Institution:

☐ Economic and Community Development

Name of Entity:

☐ State Employment Office

☐ Vocational Rehab

Name of Program:

#### Section V.

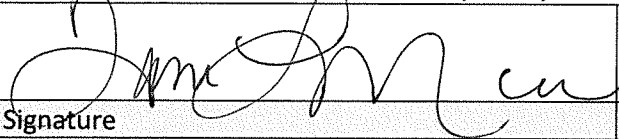
Describe how your participation on the WDB would advance Workforce Development programs.

I am a past member of the WIA Youth Council. I have 16 yrs experience managing JTPA/WIA Youth programs. I was most recently a Board member for MPIC, Inc. for four years. In my current role at MCOE I manage our Adult medical programs and work very closely with our County's largest medical employers. I am familiar with WIOA, performance outcomes, services, etc.

**Please be advised that members of the Workforce Development Board:**

- **May be required to take an Oath of Office.**
- **Must comply with the County's Ethics Ordinance.**
- **Must participate in State-mandated ethics training.**
- **Must disclose financial interests as required by the County Code (Form 700).**
- **Must report any conflicts of interest as required by the County Code.**

I hereby certify that all statements in this Application are true and complete to the best of my knowledge and execute this Application under penalty of perjury. I further certify that if I am appointed, I will serve fairly, impartially, and to the best of my ability.



Signature

2/5/2020

Date

Send completed applications to:

Workforce Alliance of the North Bay  
1546 First Street  
Napa, CA 94559

or email to:

[boardadmin@workforcealliancenorthbay.org](mailto:boardadmin@workforcealliancenorthbay.org)



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- ☐ Regional Workforce Development Board (WDB) Membership
- ☒ Advisory Subcommittee for Lake County county Membership
- ☐ Renew Membership (if your information hasn't changed please fill out only Section I. and sign the form)
- ☐ Update Information

### Section I. Personal Information

First Name: Euline Last Name: Olinger M.I.: P.

Email Address: eolinger@mendocino.edu

### Section II. County / Location

Provide the county in which your residence, business or organization is located: Residence: Lake County; organization: Mendocino County

### Section III. Occupational Information

Industry Sector: Mendocino-Lake County Adult & Career Education Program (ML ACE)

Occupation / Title: Director/ Program Manager

Employer: Mendocino Community College District



Employer Address:	1000 Hensley Creek Road		
City:	Ukiah	State:	CA
		Zip:	95482
Employer Phone:	707-468-3000		
<b>Section IV. Eligibility Certification</b>			
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<input type="checkbox"/> Business Member (Do you represent a "small business" as defined by the U.S. Small Business Administration? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N) <i>Name of Business:</i>			
<input type="checkbox"/> Labor Organization <i>Name of Organization:</i>			
<input type="checkbox"/> Joint Labor-Management Apprentice Program <i>Name of Organization:</i>			
<input type="checkbox"/> Community-based Organization <i>Name of Organization:</i>			
<input checked="" type="checkbox"/> Adult Education and Literacy <i>Name of Provider:</i> Mendocino-Lake Adulity and Career Education Program (ML ACE)			
<input checked="" type="checkbox"/> Higher Education <i>Name of Institution:</i> Mendocino College			
<input type="checkbox"/> Economic and Community Development <i>Name of Entity:</i>			
<input type="checkbox"/> State Employment Office			
<input type="checkbox"/> Vocational Rehab <i>Name of Program:</i>			
<b>Section V.</b>			
Describe how your participation on the WDB would advance Workforce Development programs.			
<p>ML ACE offers short-term, non-credit classes in Career Technical Education, High school equivalency / diplomas and Basic Education Skill classes to equip adults with job skills and improve their economic and social status.</p> <p>The exchange of information and collaborative work with ML ACE and WDB would benefit Adult learners and advance their job skills/training.</p>			

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Signature	Date

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Workforce Alliance of the North Bay  
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Napa, CA 94559

or email to:  
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# WORKFORCEALLIANCE OF THE NORTH BAY

DRIVING WORKFORCE TALENT

## RETURN ON INVESTMENT REPORT

### Workforce Alliance of the North Bay - Regional Area

### Return on Investment (ROI)

#### COST CATEGORY

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

# \$2.28

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 from Wages Earned Over Three Years Per Customer.

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.



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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

380	Customers Enrolled
\$1,539,619	WIOA Funds Expended
\$4,052	WIOA Cost Per Customer
76%	Employment Rate
\$10,962,848	Average Projected Participant Wages Over Three Years
\$9,232	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.*





# 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.

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- ➔ 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.

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- Increased opportunities for existing businesses to expand, and for new ones

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- 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:

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- 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

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1546 First Street, Second Floor

Napa, CA 94559

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# WORKFORCE ALLIANCE OF THE NORTH BAY

DRIVING WORKFORCE TALENT

## FOCUS: CAREERPOINT MARIN

## Return on Investment Report



**CareerPoint**  
**MARIN**  
PATHWAYS TO WORK

120 N REDWOOD DRIVE  
SAN RAFAEL, CA 94903

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

PY 2018/2019

## 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.

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

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



## 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.



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Napa, CA 94559

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# WORKFORCE ALLIANCE OF THE NORTH BAY

DRIVING WORKFORCE TALENT

## Return on Investment Report



**CareerPoint**  
**MENDOCINO**  
PATHWAYS TO WORK

2550 N STATE STREET #3  
UKIAH, CA 95482

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

### FOCUS: CAREERPOINT MENDOCINO

PY 2018/2019

## Workforce Alliance of the North Bay - Mendocino Return on Investment (ROI)

#### COST CATEGORY

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

# \$2.45

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

79	Customers Enrolled
\$369,766	WIOA Funds Expended
\$4,681	WIOA Cost Per Customer
82%	Employment Rate
\$2,834,557	Average Projected Participant Wages Over Three Years
\$11,482	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;
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# WORKFORCE ALLIANCE OF THE NORTH BAY

DRIVING WORKFORCE TALENT

## FOCUS: CAREERPOINT NAPA

## Return on Investment Report



**CareerPoint**  
**NAPA**  
PATHWAYS TO WORK

2751 NAPA VALLEY  
CORPORATE DR.  
BUILDING A-106  
NAPA, CA 94559

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California<sup>SM</sup> network.*

PY 2018/2019

## Workforce Alliance of the North Bay - Napa

### Return on Investment (ROI)

#### COST CATEGORY

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

# \$1.97

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.

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#### 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
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- ➔ Reduction in Unemployment Insurance Benefits, Criminal Justice costs for WIOA participants, and many other savings were not included.



#### CALCULATIONS: PY2018-2019

79	Customers Enrolled
\$398,799	WIOA Funds Expended
\$5,048	WIOA Cost Per Customer
77%	Employment Rate
\$2,456,531	Average Projected Participant Wages Over Three Years
\$9,951	Projected Tax Benefit Per Customer from Wages Earned Over Three Years





## Qualitative Results

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### CUSTOMER DATA

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