

### WORKFORCE DEVELOPMENT BOARD RFP Budget Negotiations Committee

May 12, 2023 at 10:00AM

SC Works Clemson Comprehensive Center, Large Conference Room

Conference Call Information:

https://us02web.zoom.us/j/6436419262?pwd=Vm9zNTB2ZDNYU3ZWZno1ZIM2QVBqdz09

Meeting ID: 643 641 9262 Dial: 1-646-558-8656 Passcode: 29631

## AGENDA

١.	Call to Order/Introductions	Jennifer Kelly, Interim Director
١١.	Elect Chair of RFP Budget Negotiations Committee	
III.	PY2023 Budget Review & Deliverables	Eckerd WDS Staff
IV.	Negotiations	Roundtable
V.	<ul> <li>Budget and Deliverable Recommendations</li> <li>a. One Stop Operator &amp; Business Services*</li> <li>b. WIOA Program Services*</li> </ul>	Committee Members
VI.	Other Business	RFP Committee Chair
VII.	Adiourn	

UPCOMING MEETINGS:

WorkLink WDB Meeting, May 31, 2023 @ 1pm Madren Center (Lunch at Noon)

**OneStop Operations Committee Meeting**, August 23, 2023 @ 3pm Clemson SC Works, Large Conference Room or Conference Call

# 8.0.0 PERFORMANCE STANDARDS

- 8.0.1 Operator Deliverables:
  - One staff member identified to serve as the Center Manager and coordinator of job seeker services;
  - One staff member to serve as the Business Services Lead
  - OneStop Certification of all Centers
  - Executed Individual Funding Agreements, includes timely, quarterly reconciliation
  - An SC Works Operations Manual and Business Engagement Plan for the region with subsections for each Center
  - Identify and implement best practices, look for ways to use technology, and try innovative ideas
  - Encourage and strengthen partnerships for the purpose of integration into the SC Works system
  - Establish customer service expectations, surveys and strategies for improvement
  - At a minimum, meets all performance measures (WIOA measures, Business Plan, WDB goals, customer satisfaction, etc.)
  - Ongoing, executed Staff Development and Training plan for all SC Works Center staff, includes partners
  - Maintain (revise/expand if necessary) Access Points service locations
  - Staffing plans, partner coverage for resource rooms, and coordination of all services in the SC Works Center services and programs
  - Workshop schedules on a monthly basis
  - Ongoing participation in workforce development related groups and community events
  - Quarterly Partner Meeting
  - Coordination of SC Works Business Services
  - Quarterly Business Service Team Meetings
  - Participation in Regional Sector Strategies and local employer groups
  - Placement of WIOA participants in WBL and monitoring
  - Facilitate/host one annual SC Works job fair (minimum)
  - Facilitate/coordinate hiring events and focus groups for employers
  - Up-to-date and executed Outreach plan for the SC Works (jobseekers and employers)
  - Ongoing collaboration and information sharing with the WDB staff
  - Expend a minimum of 95% of total grant; every effort should be made to expend 100%
  - Other goals that support the Scope of Work and outlined in the PY2022 RFP submission from Eckerd (please reference the RFP response submitted for Eckerd for other deliverables)

WorkLink Payments to Employers						Adult OSO	DW OSO	Total		
On-the-Job Training (OJT)								63,750.00	14,060.00	77,810.00
(Hrly Wage	\$	20.00	х	Training Hours	480 hours		х			
Reimbursement %		50%	х	# of Participant		16	)			
WorkLink Estimated Average OJT				\$4,800						
Total Payments to Employers								63,750.00	14,060.00	77,810.00

Period	Adult OSO	DW OSO	Total
OJT Plan by Month	14	2	16
July-23	0	0	0
August-23	1	0	1
September-23	1	0	1
October-23	2	1	3
November-23	1	0	1
December-23	1	0	1
January-24	2	0	2
February-24	2	0	2
March-24	2	1	3
April-24	1	0	1
May-24	1	0	1
June-24	0	0	0
PY23 Total Served	14	2	16

## PERFORMANCE STANDARDS

- 11.0.1 Adult/DW Program Management Deliverables:
  - a. At a minimum, meets all performance measures (WIOA measures, Business Plan, WDB goals, customer satisfaction, etc.)
  - b. Integrates Board supported Career Readiness Testing into the WIOA program
  - c. Establishes a systematic way of providing and delivering soft skills and job retention skills to WIOA participants
  - d. Utilizes Career Pathway models in guiding participants into training
  - e. Ongoing, executed Staff Development and Training plan for all WIOA staff, participates in SC Works Center training and staff development plans
  - f. At a minimum, meets negotiated contractor goals for WIOA program participation (i.e. expenditure levels, enrollments, training levels, etc.)
  - g. Ongoing participation in workforce development related community events
  - h. Ongoing collaboration and information sharing with the WDB staff
  - i. Up-to-date and executed Outreach plan for the WIOA program
  - j. Maximizes direct participant costs, minimizes salaries and overhead while maintaining quality services
  - k. Expends a minimum of 90% of their budget; every effort should be made to expend 100%
  - 1. Other goals that support the Scope of Work

#### WORKFORCE INVESTMENT BOARD WorkLink Workforce Investment Area PARTICIPANT FLOW BASIS & PROJECTIONS

#### Service Provider Eckerd Workforce Development

Contract #	
Project Activity	SC Works Adult-DW Services
Fund Source	WIOA Adult & DLW Formula Funds
	PY23

PY22 Non-WIOA Training Funds       \$ 143,951.00       \$ 13,205.00       \$ 157,156.00       As of May 10,2023         PY22 Total Program Expenditure       \$ 732,669.45       \$ 68,018.39       \$ 800,687.84       As of May 10, 2023         PY22 New Enrollments       138       14       152         PY21 Carryovers to PY22       117       12       129         PY22 Active Follow-up       108       6       114         PY22 Total Served       363       32       395		Adult + Resiliency	Dislocated Worker	Total	
PY22 Total Program Expenditure       \$       732,669.46       \$       68,016.39       \$       800,687.84         PY22 New Enrollments       1.13       1.11       1.12       1.20         PY21 Carryovers to PY22       1.117       1.12       1.20         PY22 Active Follow-up       1.018       6       1.114         PY22 Total Served       3.33       3.32       3.935         PY22 Cotst per Participant       \$       9.010.83       \$       5.000.04       \$         PY23 EGS       \$       107,415.03       \$       5.000.05       \$       \$       \$         PY23 Postnet Totals (95% of Contract)       \$       448,600.03       \$       12,500.00       \$       125,000.04       \$ <td>PY22 Actual Budget Expenditure</td> <td>\$ 588,718.45</td> <td>\$ 54,813.39</td> <td>\$ 643,531.84</td> <td>As of May 10, 2023</td>	PY22 Actual Budget Expenditure	\$ 588,718.45	\$ 54,813.39	\$ 643,531.84	As of May 10, 2023
PY22 New Enrollments       138       14       152       As of May 10, 2023         PY21 Carryovers to PY22       117       12       129         PY22 Active Follow-up       108       6       114         PY22 Total Served       363       32       365         PY22 Cost per Participant       \$ 2,018.37       \$ 2,125.57       \$ 2,027.06         PY23 Contract Totals (95% of Contract)       \$ 484,500.63       \$ 85,500.31       \$ 570,000.94         PY23 Contract Totals (95% of Contract)       \$ 484,500.63       \$ 85,500.31       \$ 570,000.94         PY23 Contract Totals (95% of Contract)       \$ 484,500.05       \$ 12,500.00       \$ 125,000.00         PY23 Non-WIOA Training Funds       \$ 112,500.00       \$ 125,000.00       \$ 125,000.00         PY23 Non-WIOA Training Funds       \$ 112,500.00       \$ 125,000.00       \$ 125,000.00         PY23 Controut Totals divided by PY22 Cost Per       -       -       -         Participant equals PY23 Service Levels       349       46       140         PY23 Corryovers from PY22 as of 7/1/2023       141       20       161         PY23 Corryovers from PY23 as of 7/1/2023       7       2       -         Group es of 7/1/2023       7       2       -         PY23 Corryove	PY22 Non-WIOA Training Funds	\$ 143,951.00	\$ 13,205.00	\$ 157,156.00	As of May 10,2023
PY21 Carryovers to PY22       117       12       129         PY22 Active Follow-up       108       6       114         PY22 Total Served       363       32       365         PY22 Cost per Participant       \$ 2,018.37       \$ 2,128.57       \$ 2,027.06         PY23 Contract Totals (95% of Contract)       \$ 484,500.63       \$ 85,500.31       \$ 570,000.94         PY23 Contract Totals (95% of Contract)       \$ 484,500.63       \$ 805,600.31       \$ 570,000.94         PY23 Contract Totals (95% of Contract)       \$ 484,500.63       \$ 12,500.00       \$ 125,000.00         PY23 Non-WIOA Training Funds       \$ 112,500.00       \$ 12,500.00       \$ 125,000.00         PY23 Panned Program Expenditure       \$ 704,415.63       \$ 98,000.31       \$ 802,415.94         PY23 Contract Totals divided by PY22 Cost Per       Participant equals PY23 Service Levels       349       46       395         PY23 Contract Totals divided by PY22 Cost Per       Period       Mout       Total         PY23 Active Follow-up as of 7/1/2023       141       20       161         PY23 Active Follow-up as of 7/1/2023       141       20       161         PY23 New Enrollment Plan by Month       74       20       161         PY23 New Enrollment Plan by Morth       7       2 </td <td>PY22 Total Program Expenditure</td> <td>\$ 732,669.45</td> <td>\$ 68,018.39</td> <td>\$ 800,687.84</td> <td></td>	PY22 Total Program Expenditure	\$ 732,669.45	\$ 68,018.39	\$ 800,687.84	
PY22 Active Follow-up       108       6       114         PY22 Total Served       363       32       395         PY22 Cost per Participant       \$ 2,018,37       \$ 2,125.57       \$ 2,027.06         PY23 Contract Totals (95% of Contract)       \$ 484,500.63       \$ 85,500.31       \$ 570,000.94         PY23 EBS       \$ 107,415.00       \$       \$ 107,415.00         PY23 Ponne WIOA Training Funds       \$ 112,500.00       \$ 12,500.00       \$ 125,000.00         PY23 Ponne Program Expenditure       \$ 704,415.63       \$ 98,000.31       \$ 802,415.94         PY23 Contract Totals divided by PY22 Cost Per Participant equals PY23 Service Levels       349       46       395         PY23 Active Follow-up as of 7/1/2023       134       6       140         PY23 Carryovers from PY22 as of 7/1/2023       141       20       161         PY23 New Enrollment Plan by Month       74       2       9         August-23       7       2       2       2         Cotober-23       7       2       2       2         November-23       6       1       2       2         August-23       7       2       2       2         March-24       6       2       2       2	PY22 New Enrollments	138	14	152	As of May 10, 2023
PY22 Total Served       363       32       395         PY22 Cost per Participant       \$ 2,018.37       \$ 2,125.57       \$ 2,027.06         PY23 Contract Totals (95% of Contract)       \$ 484,500.63       \$ 85,500.31       \$ 570,000.94         PY23 EBS       \$ 107,415.00       \$ -       \$ 107,415.00         PY23 Planned Purgam Expenditure       \$ 704,415.63       \$ 98,000.31       \$ 802,415.94         PY23 Contract Totals divided by PY22 Cost Per Participant equals PY23 Service Levels       349       46       395         P23 Active Follow-up as of 7/1/2023       141       20       161         PY23 Contract Totals divided by PY22 cost Per Participant equals PY23 service Levels       349       46       395         PY23 Active Follow-up as of 7/1/2023       141       20       161         PY23 Corryovers from PY22 as of 7/1/2023       141       20       161         PY23 New Enrollment Plan by Month       74       20       94         January-24       7       2       1         Clients Served       2       1       2         Movember-23       7       2       2         August-23       7       2       2         Movember-23       6       1       2         March	PY21 Carryovers to PY22	117	12	129	
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PY23 Non-WIOA Training Funds       \$ 112,500.00       \$ 12,500.00       \$ 125,000.00         PY23 Planned Program Expenditure       \$ 704,415.63       \$ 98,000.31       \$ 802,415.94         PY23 Contract Totals divided by PY22 Cost Per Participant equals PY23 Service Levels       349       46       395         Clients Served       Clients Served         Clients Served       Clients Served         PY23 Active Follow-up as of 7/1/2023       104       0         Total         PY23 Corryovers from PY22 as of 7/1/2023       141       20         Aduit       DW       Total         PY23 Corryovers from PY22 as of 7/1/2023       141       20         July-23       6       2         Aduit       20         Aduits 23       7       2         Aduits 23       7       2         Aduits 23       7       2         Aduits 23       7       2         Aduits 2	PY23 Contract Totals (95% of Contract)	\$ 484,500.63	\$ 85,500.31	\$ 570,000.94	\$510,000.67 \$90,000.33 \$ 600,001.00
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