**AGENDA**
**Workforce Development Board**
**Tuesday, September 17, 2019**
**8:00 AM to 9:30 AM**
**The Builder's Exchange of Rochester**
**180 Linden Oaks, Suite 100**
**Lower Level**

*RochesterWorks! increases the economic vitality of the community.*

1. Call to Order:
   A. Introductions
   B. Approval of the June 18, 2019 Meeting Minutes

2. Finance Committee:
   A. Financial Report-Michael DeBole

3. Youth Committee:
   A. Youth Services Update - Antwan Williams

4. Workforce Innovation Committee:
   A. Performance Activity & FLH Summary Reports - Lee Koslow
   B. Career Center Report - Viatta Carter/Clark Rodman - Opioid Grant
   C. Business Services Update - John Premo
   D. St. Paul Career Center Report - Kathy Ziegler

5. Director's Report:
   A. Lease Renewal & Options
   B. County Contract and Interlocal Agreement
   C. Resolution - Payrolling Contracts
   D. Firewall Policy - Revision Approval

6. Other:
   A. Members Sharing & Feedback

7. Adjournment

2019-2020 Meeting Schedule, 8:00-9:30 AM at The Builder's Exchange of Rochester

December 17, 2019
March 17, 2020
June 16, 2020

**Workforce Development Board**
**Meeting Minutes**
**Tuesday, June 18, 2019**
**8:00AM - 9:30AM**
**The Builder's Exchange of Rochester**

**Attendees**: Dana Abramson, Mary Beth Artuso, Rachel Baranello, Bert Brinkerhoff, Catherine Chabrier, Sergio Esteban, Adrian Hale, Ann Kowal, Gary Rogers, George Scharr, Timothy Shortsleeve, Randy Andre, Joseph Leone, Danielle Maloy, Mark Rogacki, Richard Turner, Joseph Hamm

**Absent**: Kyle Banks, Thomas Battley, Christopher Cimini, Alice Curry, Glen Jeter, Kevin Kelly, Kathy Miner, Joe Wesley, Jeff Adair, Corrinda Crossdale, Lynn Freid, Romanda Gibson-Stevenson, Dan Maloney, Roosevelt Mareus, Todd Oldham, Arnetta Powell, Patricia Stovall-Lane, Jerome Underwood

**Staff**: Peter Pecor, Michael DeBole, John Premo, Antwan Williams, Lee Koslow, Viatta Carter, Kathy Ziegler, Theodore Jordan, Marisol Young, Shawn Curran, Behiye Mansour, Annette DiPalma, Vanessa Tassone, Mary McKeown, Corey Nash

**Call to Order:**

The meeting was called to order by Sergio Esteban at 8:07AM.

**Introductions:**

**Welcome New Members**

Sergio Esteban welcomed new members of the Board, which included Rachel Baranello; Harris Beach, Bert Brinkerhoff; M&T Bank, Catherine Chabrier; Rochester Regional Health System and Randy Andre; Department of Labor.

**Approval of Meeting Minutes**

A motion to approve the March 19, 2019 meeting minutes was made by Gary Rogers and seconded by Joseph Leone. The motion was carried unanimously.

**Finance Committee:**

**Michael DeBole Provided a PowerPoint Presentation on Q3 July- March 2019 Financial Initiatives**

Michael DeBole began with a brief overview of WIOA funding for new members stating that we are the fiscal agent of Monroe County. Mike included that we receive State Funding directly from the State and we're responsible for spending 80% of our program year funds and at this point, we are on track with our 80% allocations spend-down. Michael also included the Finger Lakes Hired grant, which was a 4-year grant worth $5M and included a staff of 8 employees. This grant has a sunset date of July 31, 2019. This was a successful grant, very rewarding and a good experience, and as of May we have approximately $140K remaining in the grant, which we anticipate being able to spend-down to zero.

Michael also mentioned a part of protocol for WIOA funding, which was heavily discussed at the Executive, Finance & Audit Committee Meeting, is that we need to transfer some funds out of Admin, approximately $280K, of which $162K will be going into Adult funding and $117K going into Dislocated Worker funding. This is to carry us over into the first quarter. Another request was raised to transfer back $150K to Dislocated Worker from Adult. At this time, Michael asked the Board if we could confirm the transfers of funding to be approved.

A motion to include these requests to transfer funds from Administration to Adult and Dislocated Worker and then a request to transfer from Adult to Dislocated Worker was made by Joseph Leone and seconded by Timothy Shortsleeve. The motion was carried unanimously.

Michael also reported on the budget, and our funding this year has increased by $285K. Included in the PY19 budget is a 3% to 4% increase for employee salaries. The offset being the Finger Lakes Hired and LEAP Programs due to the sunset of each grant. The major increases were the WIOA Funding; the Adult, Dislocated Worker and Youth altogether and the Summer Youth Program, which was $152K more than prior year. The WIOA increases are providing our Service Providers for the WIOA Youth and Summer Youth Program, an increase of $284K. We had an additional $600K funds for the WIOA Youth Program where we had to come up with an aggressive plan to provide additional Navigators for the Youth Providers. We have 5 Navigators in our local area and they are responsible for getting the participants into the Work Experience. Our Direct Services, mainly the other part of $600K, which is for the Adult and Dislocated Worker and this year our ITAs (Individual Training Accounts) doubled, they're $750K. The other part is for the Youth an additional $100K for ITA's, creating the increase for the Direct Services. We do have a challenge and an aggressive approach to get the funds spent down for next year. The Expenditures are at 48%, a little less than prior, due to the Finger Lakes Hired grant. Our Provider Payments and Direct Services are holding about the same as far as how much of the budget is being appropriated to the respective services.

A motion to approve the budget as presented was made by Timothy Shortsleeve and seconded by Gary Rogers. The motion was carried unanimously.

**Youth Committee:**

**Youth Services Update & Youth Navigator Budget Amendment**

Antwan Williams reviewed that several weeks ago, the Executive, Finance & Audit Committee approved the usage of adding more Navigators to our system. We currently have 16 Navigators in place that are serving 400 Youth. Navigators educate, train and connect young adults to employment opportunities and education opportunities, prior to minimizing the barriers to such. Right now we have 13 Navigators embedded into 5 community-based organizations and we have 3 Navigators in-house. With the addition of 5 Navigators to our system, were looking to serve 525 young adults in the new program year, ages 16-21.

**Youth Committee Navigator Presentation – Barbara Maryniak, Starbridge**

Barbara Maryniak gave an overview of her day-to-day activities in working with youth and explained that she's a Youth Workforce Development Service Navigator and works for Starbridge, RochesterWorks! and the Federal Government. Barbara teaches self-confidence and how to become a successful adult. She works with youth in recognizing their skills and building their self-confidence. In helping the youth get ready for the workforce, Barbara will search for pre-workforce programs that would be a good fit. She'll work 1 on 1 with the individuals in helping them reach their goals by utilizing Career Zone activities, providing instruction on how to complete job applications, reviewing the importance of accuracy, punctuation and grammar, teaching networking and taking the youth to job fairs.

A motion to approve the amount of $600,000 to bring on 5 additional Navigators with a 6% cost of living for each contract was made by Richard Turner and seconded by Ann Kowal. The motion was carried unanimously.

**Workforce Innovation Committee:**

**Performance Activity Report & Resolution Reauthorizing One Stop Operator Agreement**

Lee Koslow reviewed the highlights of performance for the current program year through the end of May, which include:

- 10,731 active Career Center customers through May 31, 2019
- 68% are Dislocated Workers
- 606 participants in skills training
- We exceeded statewide goal in our Adult and Dislocated Worker employment rate and median earnings measures for the first two quarters of PY 2018
- We exceeded minimum performance thresholds in our Youth employment, education or training placement measures for the first two quarters of PY 2018

Lee also reported on April Unemployment Rate Trends, including that in April 2019, we were at 3.6% in Monroe County. That's the lowest April unemployment rate since 2001. Lee also discussed the actual number of individuals that were unemployed. This is the number of individuals who are available to work and want to work but aren't working right now. We're down to 13,100 in April 2019, again the lowest number since 2001, reflecting a tight labor market that we're working with. The trend for Career Center Participants this program year to-date is 10,731, and this also, reflective of the unemployment rate, is at its lowest level since we functionally aligned between WIOA and NYSDOL Wagner-Peyser Employment Services Program.

Lee also discussed the Resolution to Approve Renewal for One-Stop Operator Contract for PY 2019. Under WIOA, there are about 15 different partner programs that are mandated to be part of the One-Stop System and one of the requirements is that there be an MOU, Memorandum of Understanding, among all of the partners we have. There is also a requirement that we procure a One-Stop Operator. Locally, we have a One-Stop System Operator which is an organization that convenes all the required partners four times per year and helps them to achieve what they have agreed to do under the MOU.

Lee provided the following information on the One-Stop Operator Contract:

At the June 2017 Workforce Development Board Meeting, the Board approved a contract with the Genesee/Finger Lakes Regional Planning Council to serve as the One-Stop System Operator for the period, July 1, 2017 - June 30, 2018, with a budget of $6,000. The RFP allows for the WDB, at its discretion, to renew this contract for up to 3 additional one-year periods. The Board approved a first renewal in 2018.

Genesee/Finger Lakes Regional Planning Council has successfully achieved grant objectives during the 2018 program year.

A motion to approve the renewal of the One-Stop System Operator Contract for Genesee/Finger Lakes Regional Planning Council for the period, July 1, 2019 - June 30, 2020, with a budget of $6,000 was made by Danielle Maloy and seconded by Timothy Shortsleeve. The motion was carried unanimously. There were no voting conflicts of interest at this time.

**Career Center Report**

Viatta Carter reported on how Career Center and DOL staff provide tools the job seekers need to become employable, which include workshops, assessments, training opportunities and career guidance. When a job seeker comes through the Career Center, they meet with a career advisor and a career action plan is developed. There are additional programs in the Career Center for job seekers including Finger Lakes Hired, 2nd Chance Monroe and the Opioid Recovery Program.

The Second Chance Monroe Grant is a partnership with Monroe County, MCIDC, RochesterWorks!, and the Monroe County Sheriff's Department. The purpose of the program is to provide training and employment opportunities to 75 participants and will focus on manufacturing and construction. This program began in October 2018 with the first year running through September 2019. To date, there have been 5 cohorts. 40 Participants have been enrolled, which include 30 men and 10 women. 45 Individuals have been referred to the Career Center from the Monroe Correctional Facility. Of those

individuals that have been released, 17 have come into the Career Center for their first-time visit, which included 14 men and 3 women.

Some challenges encountered so far with the program have included moving activities from the Monroe Correctional Facility to the Downtown Jail. Plans are to run more classes once we re-establish ourselves with the staff in the Downtown Jail. Security is more stringent in the Downtown Jail and we need to continue to establish positive relationships and build trust with staff at the jail. Keeping in contact with the individuals once they've been released has been a challenge also.

Success we have with the program includes having full support of MCIDC and Monroe Correctional Facilities. We have a full team of staff that includes 1 Transition Specialist from Delphi Rise and 2 Career Advisors from RochesterWorks!

Viatta also reported on the recent Careers Panel held by RochesterWorks! on June 5th. This event focused on the Peer Recovery Coach and Counseling. 6 Panelists from various agencies in the Rochester area and 20 customers participated in the event. The event was focused on peer recovery. Panelists shared their experiences in working with individuals having an addiction to opioids or any other addiction and discussed how they've worked with the individuals going through those situations.

**Business Services Update**

John Premo reported on ways in which the Business Services Team assists companies in the business community. They help promote visibility by posting job openings, hosting job fairs and customized recruitments and offering hiring incentives/grants. Agencies they collaborate with in doing so include Department of Labor, Monroe County Workforce Development and community agency partners.

John shared a challenge they have, in welcoming nearly 11,000 visitors on an annual basis. They do not have nearly enough staff to provide the in-depth/intensive level services that maybe a staffing firm would provide. Their role is to enhance and gain visibility for businesses and make job seekers aware of the opportunities that are available.

In closing, John introduced Annette DiPalma and Vanessa Tassone and thanked them for their participation in the Finger Lakes Hired program. The program will be coming to a sunset July 31, 2019.

**St. Paul Career Center Report**

Kathy Ziegler explained how the St. Paul Street Career Center is located in the Department of Human Services Building and they work almost exclusively with people who are receiving some form of benefits. Services provided at the St. Paul Street Career Center include:

- The Work Experience Program: At any given time they have 800 individuals who are doing some type of volunteer internship within the community at a Non-Profit. This gives the individuals experience and skills and hopefully from there they can be moved into some type of paid employment and remove them off the benefits.
- Employability Assessment: This is an assessment that will help decide what they want to do for the next year, i.e.: do they want to go back to school or get a job?
- Job Readiness Training for Families: This is a very holistic approach to individuals that have families. They discuss barriers, specific needs, advice about the family, credit information and job readiness training. This is a very collaborative effort in that they work with; ABVI (image and interview attire), Consumer Credit (financial information), ABC (child development) and RochesterWorks! (career related, special emphasis on self-sufficiency, problem solving and longevity).
- Job Readiness Training for Youth: There is a Youth Navigator on hand to help individuals age 18-20 get off of benefits at that point, in hopes of improving their life and steering them down a better path for later in life.
- Job Readiness/Placement, for any group: This is a little bit different in that they do placement for individuals in their programs. They try to get individuals into businesses and use different incentives to help with this. They work on getting the individuals employed. Their focus is to take the individual out of Department of Human Services and into employment.

**Director's Report:**
**Nomination & Election 2019 Board Officers**
Peter Pecor reported this was the annual meeting with the budget approval and asked the Board for nominations from the floor for the offices of Chairman, Vice Chairman and Treasurer. Peter does have a slate of candidates for these offices. No nominations from the floor were raised at this time.

A motion to close nominations from the floor was made by Adrian Hale and seconded by Rachel Baranello. The motion was carried unanimously.

At this time, Peter Pecor presented a slate of nominations for Officers that included Chairman; Sergio Esteban, Vice Chairman; Timothy Shortsleeve, Treasurer; George Scharr and Patricia Stovall-Lane; Chair Person Youth Committee.

A motion to approve the nominations and appointments as presented was made by Ann Kowal and seconded by Danielle Malloy. The motion was carried unanimously.

**Adjournment 9:30AM**

A motion to adjourn the meeting was made by Gary Rogers and seconded by Timothy Shortsleeve. The motion was carried unanimously.

**2019 Meeting Schedule:**
September 17, 2019
December 17, 2019

Approved

_____
Peter C. Pecor

_____
Date

Submitted by: Mary McKeown

Reviewed by:
Peter Pecor 7/16/19
Michael DeBole 7/16/19
Antwan Williams 7/12/19
Lee Koslow 7/22/19
Viatta Carter 7/26/19
John Premo 7/15/19
Kathy Ziegler 7/26/19

# RochesterWorks! System

July 1, 2018 – June 30, 2019

Operational Expenses

- Salaries & Fringe Benefits are under budget by 3% & 21%.
- Rent is under budget by 11%.
- Building maintenance are under budget by 4%.
- Utilities & Water Usage are under budget by 6%.
- Telephone/Cellular are over budget by (76%).
- Office Supplies are over budget by (149%).
- Printing/Postage are under budget by 5%.
- Equipment are over budget by (36%).
- Training/Prof Development are over budget by (76%).
- Contract services are over budget by (17%).
- **Overall our Operational Expenses are under budget by 3%**.

Provider Payments

- The year-round youth provider payments are under budget by 7%.
- FLH Community Colleges are under budget by 45%.
- The Summer Youth Employment Program ended Sept. under budget by 9%.
- **Overall the Provider Payments are under budget by 12%.**

Direct Service Expenses

- Individual Assessment/Training is under budget by 10%.
- Business Training Grants are under budget by 15%.
- Client Services are under budget by 4%.
- Youth Wage Subsidies are over budget by (23%).
- **Overall the Direct Services are over budget by (1%).**

Other Expenses

- Advertising/Outreach is under budget by 33%.

**Overall, we are under budget by 3%.**

Individual Training Accounts (ITAs) by Provider

- The ITA's by Provider report shows the top three funded schools are Monroe Community College, Finger Lakes Community College, and Wayne Finger Lakes BOCES. There are 222 participants in training and the average ITA amount is $4,094.

# RochesterWorks! System
## Budget Vs. Actual
### July 1, 2018 - June 30, 2019

| | Actual | Budget | Remaining | % Remaining |
|---|---|---|---|---|
| **REVENUE:** | | | | |
| **Grant Revenue** | 4,713,500 | **5,726,436** | 1,012,936 | 18% |
| **TANF** | 1,270,671 | **1,372,003** | 101,332 | 7% |
| **FLH** | 1,073,554 | **1,410,283** | 336,729 | 24% |
| **LEAP 2** | 60,557 | **140,000** | 79,443 | 0% |
| **TAA** | 312,567 | **250,000** | (62,567) | -25% |
| **Monroe County Services** | 804,008 | **1,175,000** | 370,992 | 32% |
| **NEG / NDWG** | 43,897 | **-** | (43,897) | 0% |
| **MCIDC** | 176,747 | **300,000** | 123,253 | 0% |
| **Other** | 179,368 | **-** | (179,368) | 0% |
| | **8,634,868** | **10,373,722** | **1,738,854** | 17% |
| **PROGRAM EXPENSES:** | | | | |
| **Direct Services** | 2,644,533 | **2,612,620** | (31,913) | -1% |
| **Service Providers: WIOA & TANF** | 1,298,320 | **1,473,780** | 175,460 | 12% |
| **Advertising/Outreach** | 13,393 | **20,000** | 6,607 | 33% |
| | **3,956,247** | **4,106,400** | **150,153** | 4% |
| **RWI Operational Expenses** | | | | |
| **Salaries** | 3,113,940 | **3,212,194** | 98,254 | 3% |
| **Fringe Benefits** | 727,554 | **925,112** | 197,558 | 21% |
| **Operational expenses** | 742,844 | **599,654** | (143,190) | -24% |
| **Total Operational Expenses** | **4,584,338** | **4,736,960** | **152,622** | 3% |
| **Total Expenses** | **8,540,585** | **8,843,360** | **302,775** | 3% |
| **Carryover** | **94,284** | **1,530,362** | **1,436,079** | |

# RochesterWorks! System
## Funds Available Vs. Expenditures/Obligations
### July 1, 2018 - June 30, 2019

| | Adult | Youth | Dis. Worker | Admin | TAA Training | TANF | FLH | LEAP 2 | Other Revenue | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|
| **Funding Available to Date** | | | | | | | | | | |
| **Grant Revenue - WIOA** | 1,592,215 | 1,785,005 | 992,913 | 343,367 | | | | | | **4,713,499.65** |
| **Grant Revenue - TANF** | | | | | | 1,270,671 | | | | **1,270,671** |
| **Grant Revenue - TAA** | | | | | 312,567 | | | | | **312,567** |
| **Grant Revenue - LEAP 2** | | | | | | | | 60,557 | | **60,557** |
| **Grant Revenue - FLH** | | | | | | | 1,073,554 | | | **1,073,554** |
| **Grant Revenue - SP-NEG** | | | | | | | | | 43,897 | **43,897** |
| **Grant Revenue - WEP/EAP** | | | | | | | | | 804,008 | **804,008** |
| **Grant Revenue - MCIDC** | | | | | | | | | 176,747 | **176,747** |
| **Other Revenue** | | | | | | | | | 179,368 | **179,368** |
| **Total Funding Available to Date** | **1,592,215** | **1,785,005** | **992,913** | **343,367** | **312,567** | **1,270,671** | **1,073,554** | **60,557** | **1,204,020** | **8,634,869** |
| **EXPENDITURES** | | | | | | | | | | |
| **Salaries** | 799,654 | 351,010 | 622,592 | 221,533 | | 64,623 | 380,787 | 37,763 | 635,978 | 3,113,940.45 |
| **Fringe Benefits** | 177,546 | 72,840 | 142,987 | 46,294 | | 10,613 | 89,515 | 5,965 | 181,794 | **727,553.73** |
| **Insurance** | 4,782 | 1,478 | 1,905 | 880 | | 0 | 1,741 | 0 | 2,652 | **13,438.14** |
| **Rent** | 53,617 | 27,930 | 53,518 | 6,253 | | 3,670 | 18,446 | 738 | 20,294 | **184,465.21** |
| **Building Maintenance** | 10,520 | 4,010 | 10,169 | 655 | | 422 | 2,430 | 201 | 4,075 | **32,482.20** |
| **Utilities** | 6,642 | 2,301 | 6,278 | 100 | | 247 | 1,483 | 180 | 2,321 | **19,551.18** |
| **Water Usage** | 134 | 40 | 98 | 0 | | 15 | 44 | 8 | 28 | **366.30** |
| **Telephone/Internet** | 9,668 | 4,714 | 7,624 | 1,986 | | 770 | (2,000) | 71 | 10,480 | **33,313.44** |
| **Cellular Phone** | 2,893 | 2,517 | 2,006 | 295 | | 1,422 | 11,336 | 78 | 3,342 | **23,889.72** |
| **Office Supp/Pub. & Sub./Software** | 23,041 | 11,060 | 22,179 | 9,992 | | 4,165 | 15,168 | 1,270 | 13,341 | **100,214.65** |
| **Printing/Postage** | 6,601 | 2,622 | 5,316 | 1,593 | | 1,532 | 1,902 | 14 | 5,009 | **24,589.19** |
| **Equipment** | 17,162 | 7,241 | 14,288 | 6,024 | | 1,387 | -4,032 | -427 | 14,195 | **55,840.24** |
| **Travel** | 1,607 | 9,689 | 1,504 | 530 | | 2,465 | 15,251 | 371 | 877 | **32,293.67** |
| **Training/Professional Dev.** | 1,528 | 4,618 | 1,271 | 2,445 | | 199 | 220 | 0 | 23,481 | **33,761.25** |
| **Meetings/Membership Dues** | 2,732 | 2,906 | 2,145 | 681 | | 8,061 | (80) | 12 | 5,342 | **21,798.14** |
| **Contract Services** | 14,292 | 4,770 | 10,297 | 43,424 | | 68,292 | 6,667 | 1,095 | 18,002 | **166,840.62** |
| **General Accruals** | 0 | 0 | 0 | - | | 0 | 0 | 0 | | - |
| **Total RWI Operational Expenses** | **1,132,419** | 509,747 | 904,177 | **342,683** | **0** | **168,018** | **538,878** | **47,339** | **941,211** | **4,584,338.13** |
| WIA Youth - In School | - | (59) | - | - | - | - | - | | | **(59)** |
| WIA Youth - Out of School | - | 588,536 | - | - | - | - | - | | | **588,536** |
| WIOA Youth - Out of School WE | | 106,468 | | | | - | | | | **106,468** |
| MC Job Readiness Training | | | | | | | | | **32,421** | **32,421** |
| 2nd Chance Monroe Svc Prov Pymnts | | | | | | | | | **9,436** | **9,436** |
| One Stop System Operator Payments | 2,241 | 513 | 3,103 | | | | | | | **5,857** |
| FLH Contracts | - | - | - | - | - | | 84,132 | | - | **84,132** |
| LEAP2 Contracts | | | | | | | | 11,057 | | **11,057** |
| Summer Youth Employment Pgrm | | - | - | - | - | 460,471 | - | | **0** | **460,471** |
| **Provider Payments** | **2,241** | **695,458** | **3,103** | **-** | **-** | **460,471** | **84,132** | **11,057** | **41,858** | **1,298,320** |
| Individual Assessment/Training | 378,686 | 44,476 | 64,496 | 35 | 312,567 | 113 | 9,607 | 71 | 24,247 | **834,298** |
| Business Training Grants/Customized | 39,791 | - | 5,999 | - | - | - | 425,347 | | 82,903 | **554,040** |
| Client Services | 6,098 | 63,563 | 4,402 | 617 | - | 28,557 | (161) | 2,083 | 3,039 | **108,197** |
| Wage Subsidies | 30,927 | 471,577 | 8,497 | - | - | 613,504 | 13,226 | | 10,267 | **1,147,999** |
| **Direct Service Expenses** | **455,501** | **579,616** | **83,395** | **652** | **312,567** | **642,174** | **448,019** | **2,154** | **120,456** | **2,644,533** |
| Advertising/Outreach | 2,054 | 183 | 2,238 | 32 | - | 8 | 395 | 6 | 6,327 | **11,242.58** |
| FLH- Incentive Payments | | | | | | | 2,130 | | | **2,130.00** |
| Misc | 0 | - | - | 0 | - | 0 | 0 | | 21 | **21** |
| **Other Expenses** | **2,054** | **183** | **2,238** | **32** | **-** | **8** | 2,525 | **6** | **6,347** | **13,393** |
| | **1,592,215** | **1,785,004** | **992,913** | **343,367.45** | **312,567** | **1,270,671** | **1,073,554** | **60,557** | **1,109,871.97** | **8,540,585** |
| **Balance Remaining** | 0 | 0 | - | - | 0 | - | 0 | - | 94,282 | 94,284 |
| **Obligations** | | | | | | | | | | |
| WIA Youth - Out of School | - | 964,020 | | | | | | | | 964,020 |
| WIOA Youth - Out of School WE | - | 0 | | | | | | | | - |
| Individual Assessment/Training | 51,170 | 2,912 | 635 | - | - | - | - | - | 915 | 55,632 |
| Business Training Grants/Customized | 3,681 | - | - | - | - | - | - | - | 1,080 | 4,761 |
| Eiron Associates Rent Obligations | 60,904 | 19,335 | 62,712 | 883 | - | - | 2,797 | - | 23,671 | 170,301 |
| UWGR | 7,411 | 6,756 | 7,339 | 6,142 | - | - | 1,965 | - | 1,338 | 30,952 |
| **Total Obligations** | **123,166** | **993,023** | **70,686** | **7,025** | **-** | **-** | **4,761** | **0** | **27,004** | **1,225,666** |
| **Total 18/19 Accrued/Oblig Funds** | **1,715,381** | **2,778,027** | **1,063,599** | **350,393** | **312,567** | **1,270,671** | **1,078,315** | **60,557** | **1,136,876** | **9,766,251** |

# RochesterWorks! System
# Individual Training Accounts (ITAs) by Provider
# July 1, 2018 - June 30, 2019

| Vendor | Participants | | | | Total | Adult | Dislocated Worker | TAA | Youth | Total | % | AVG COST/ PART. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Adult | DW | TAA | Youth | Participants | | | | | | | |
| **Monroe Community College** | **2** | **3** | **21** | | **26** | **9,000** | **6,500** | **100,110** | | **115,610** | **13.4%** | **4,447** |
| **Finger Lakes Community College** | **33** | **2** | | | **35** | **110,390** | **2,760** | | | **113,150** | **13.1%** | **3,233** |
| **Wayne Finger Lakes BOCES** | **30** | **2** | | **1** | **33** | **98,780** | **5,006** | | **1,666** | **105,452** | **12.2%** | **3,196** |
| Isabella Graham School of Nursing | 24 | 2 | | 1 | 27 | 81,542 | 5,193 | | 4,112 | 90,847 | 10.5% | 3,365 |
| Genesee Valley BOCES | 16 | 3 | 2 | 1 | 22 | 61,646 | 11,950 | 9,045 | 1,667 | 84,308 | 9.8% | 3,832 |
| Professional Driving Institute (PDI) | 10 | 3 | 2 | 1 | 16 | 35,195 | 9,195 | 15,267 | 2,840 | 62,497 | 7.2% | 3,906 |
| Roberts Wesleyan | 2 | | 3 | | 5 | 8,375 | | 37,434 | | 45,809 | 5.3% | 9,162 |
| Rochester Institute of Technology | | | 2 | | 2 | | | 34,804 | | 34,804 | 4.0% | 17,402 |
| Monroe #2 Orleans BOCES | 1 | 3 | 1 | 3 | 8 | 2,300 | 10,574 | 6,800 | 15,000 | 34,674 | 4.0% | 4,334 |
| Finger Lakes Health College | **5** | **2** | | | 7 | **18,708** | **10,000** | | | 28,708 | 3.3% | 4,101 |
| SUNY Brockport | | | 3 | | 3 | | | 25,201 | | 25,201 | 2.9% | 8,400 |
| New Horizans | 1 | 1 | 5 | | 7 | 2,495 | 197 | 22,153 | | 24,845 | 2.9% | 3,549 |
| University of Massachusetts Lowell | | | 1 | | 1 | | | 18,667 | | 18,667 | 2.2% | 18,667 |
| Canandaigua Driving School | 3 | 2 | | | 5 | 8,900 | 6,325 | | | 15,225 | 1.8% | 3,045 |
| Greece Community Education | 2 | 1 | 1 | | 4 | 3,947 | 3,350 | 3,850 | | 11,147 | 1.3% | 2,787 |
| Rochester City School District | | | 1 | 3 | 4 | | | 2,000 | 7,950 | 9,950 | 1.2% | 2,488 |
| International Sports Science Assoc. | | | 1 | | 1 | | | 6,973 | | 6,973 | 0.8% | 6,973 |
| Bryant & Stratton | | | 1 | | 1 | | | 5,583 | | 5,583 | 0.6% | 5,583 |
| NCADD (Rochester Area Health Assoc.) | 1 | 2 | | | 3 | 1,295 | 4,255 | | | 5,550 | 0.6% | 1,850 |
| Onondaga School of Therapeutic Massage | 1 | | | | 1 | 5,000 | | | | 5,000 | 0.6% | 5,000 |
| Sharp Edgez Barber Institute | | | | 1 | 1 | | | | 5,000 | 5,000 | 0.6% | 5,000 |
| Genesee Community College | 1 | 1 | | | 2 | 1,799 | 1,799 | | | 3,598 | 0.4% | 1,799 |
| Western Governors University | | | 1 | | 1 | | | 3,485 | | 3,485 | 0.4% | 3,485 |
| Journey Consulting | | 2 | | | 2 | | 2,500 | | | 2,500 | 0.3% | 1,250 |
| Rochester Construction Training Ctr | 1 | | | | 1 | 1,935 | | | | 1,935 | 0.2% | 1,935 |
| Project Solvers of America | | 1 | | | 1 | | 1,223 | | | 1,223 | 0.1% | 1,223 |
| EPTAC | | | 1 | | 1 | | | 995 | | 995 | 0.1% | 995 |
| Recovery Coach University | 1 | | | | 1 | 915 | | | | 915 | 0.1% | 915 |
| Job search | | | 1 | | 1 | | | 115 | | 115 | 0.0% | 115 |
| **TOTAL** | **134** | **30** | **47** | **11** | **222** | **452,222** | **80,827** | **292,482** | **38,235** | **863,766** | **100.00%** | |
| Average Cost Per Participant | | | | | | 3,375 | 2,694 | 6,223 | 3,476 | | | 4,094 |

# RochesterWorks! System
## Budget Vs. Actual
### July 1, 2018 - June 30, 2019
### WIOA Funding P&L

| RWI Operational Expenses | Actual | Budget | Remaining | % Remaining |
|---|---|---|---|---|
| Salaries | 1,994,789 | 2,077,992 | 83,203 | 4% |
| Fringe Benefits | 439,667 | 598,462 | 158,795 | 27% |
| Operation expenses | 454,571 | 413,815 | (40,756) | -10% |
| **Total Operational Expenses** | **2,889,027** | **3,090,269** | **201,242** | 7% |
| **Provider Payments** | | | | |
| In-School/Out-of-School Youth | 588,477 | 649,000 | 60,523 | 9% |
| Staff Wages Youth Navigator (W.E.) | 106,468 | 100,467 | (6,001) | -6% |
| **Total Provider Payments** | **700,802** | **749,467** | **48,665** | 6% |
| **Direct Service Expenses** | | | | |
| Individual Assessment/Training | 487,693 | 444,000 | (43,693) | -10% |
| Business Training Grants | 45,791 | 50,000 | 4,209 | 8% |
| Client Services | 74,679 | 46,000 | (28,679) | -62% |
| Wage Subsidies | 511,001 | 310,396 | (200,605) | -65% |
| **Total Direct Services** | **1,119,164** | **850,396** | **(268,768)** | -32% |
| **Other Expenditures** | | | | |
| Marketing/Outreach | 4,507 | 16,000 | 11,493 | 72% |
| **Total Other Expenditures** | **4,507** | **16,000** | **11,493** | 72% |
| **Total Expenses** | **4,713,500** | **4,706,132** | **(7,368)** | 0% |

# RochesterWorks! System
## Budget Vs. Actual
### December 1, 2014 - July 31, 2019
### Finger Lakes Hired P&L

| | Actual | Budget | Remaining |
|---|---|---|---|
| **Personnel** | 1,421,739 | 1,421,739 | 0 |
| **Fringe Benefits** | 347,024 | 347,024 | 0 |
| **Educational Courses** | 1,296,996 | 1,296,996 | 0 |
| **OJT/Work Experience+Customized** | 1,424,801 | 1,424,801 | (0) |
| **College Liasons** | 451,698 | 451,698 | 0 |
| **Other expenses** | 247,590 | 247,590 | 0 |
| **Total Expenses** | **5,189,848** | **5,189,848** | **0** |

# RochesterWorks! System
## Budget Vs. Actual
### July 1, 2018 - June 30, 2019
### Final MCIDC P&L

| RWI Operational Expenses | Actual | Budget | Remaining | % Remaining |
|---|---|---|---|---|
| **Total Operational Expenses** | **90,307** | **147,000** | 56,693 | 39% |
| **Provider Payments** | | | | |
| **Total Provider Payments** | **9,436** | **58,000** | 48,564 | 0% |
| **Direct Service Expenses** | | | | |
| **Total Direct Services** | **2,004** | **95,000** | 92,996 | 98% |
| **Total Expenses** | **101,747** | **300,000** | **198,253** | 66% |