

**Brevard Workforce**  
Business Workforce Committee (BWC) Meeting  
April 4, 2013

**Minutes**

**Members in Attendance:** Daryl Bishop, Colleen Browne, Terry Compton, D. Travis Proctor, Tim Yandell (Chair)

**Members Absent:** Jeff Schiff and Mark Senti, Denise Young

**Staff in Attendance:** Lisa Rice, Marci Brilley, Don Lusk, Erma Shaver (via teleconference) and Marina Stone

**Guests in Attendance:** Caroline Joseph-Paul of Brevard Workforce Career Centers and Gwendolyn Anello of DrupalEasy

**Call to Order:**

Tim Yandell, Chair, called the meeting to order at 8:35a.m. Introductions were made. There was no public comment.

**Presentation Items:**

Ms. Rice shared a BW in Motion Video regarding Strengthening Key Business Clusters.

**Action Items:**

Approval of Business Workforce Committee Minutes of January 10, 2013

A motion to approve the minutes of the January 10, 2013 Business Workforce Committee Meeting was made by Colleen Browne and seconded by Travis Proctor. Motion passed unanimously.

Individual Training Account Vendor Procurement

A new brief and accompanying rating sheets were disseminated to members. Two vendors submitted a total of five programs for evaluation this quarter. DrupalEasy submitted Drupal Career Starter Program and Keiser University submitted Radiologic Technology, Nursing, Diagnostic Medical Sonography and Occupational Therapy Assistant for review. A motion to approve all program offerings presented was made by Travis Proctor and seconded by Daryl Bishop. Motion passed unanimously. Colleen Browne abstained from discussions and voting.

Selection of Key Industries (PY 2013-2014)

Brevard Workforce (BW) periodically reviews Key Industries by researching and analyzing Labor Market Information (LMI) provided by the State of Florida and other key sources. The stage is set by taking into consideration the workforce situation in Brevard. Most of the

identified industries represent those which offer the best promise for overall economic growth by attracting and retaining high skills, high wage and value added jobs. The Key Industries are also the basis for the Business to Jobs (B2J) model and establishment of business communities. Discussion ensued. Colleen Browne made a motion to define the 2013-2014 Key Industries as presented by staff; Aerospace and Aviation, Manufacturing and Logistics, Health Care, Professional and Business Services and Leisure and Hospitality and to further define the preferred Areas of Focus in Key Industries include Alternative/Clean Energy, Cyber-Security, Transportation & Logistics, Medical Device Manufacturing, Science, Technology, Engineering & Mathematics (STEM) Education Occupations, Laser and Photonics, Digital Media, Entrepreneurial & Self-Employment, Water Resources & Technology. Daryl Bishop seconded the motion. Motion passed unanimously. Travis Proctor inquired about the number of new businesses resulting from BizLaunch and what their current status was. Lisa Rice indicated that a follow up would be done and provided at the next meeting.

### **Discussion/Information Items**

#### ITA Vendor Evaluation – NEG Data

Results of the committee's request to view vendor evaluation data for vendors serving customers funded by the National Emergency Grant (NEG) were presented. The evaluation found the average wage at placement ranged from \$13.00 to \$34.47 per hour. This is a higher wage range when compared to a range of \$8.00 to \$30.00 for Adult or Dislocated Worker formula funded customers.

#### Preliminary Targeted Occupations List Process for 2013-2014

The TOL is a mechanism by which the State of Florida and Regional Workforce Boards (RWB) direct public workforce funding to programs in order to meet high demand/ high wage business employment needs. The TOL locks RWB's into what programs they may expend Workforce Investment Act (WIA) Adult and Dislocated Worker Individual Training Account (ITA) funds on. Staff provided an update on the occupations that BW asked to be added. As in previous years, the TOL will include certain occupations from the contiguous areas as well as the "Clean Energy" occupations. This year BW will also ask the State of Florida to consider adding the ability of using formula funding for training for persons desiring a Bachelor's Degree. A motion was made by Colleen Browne that a letter be written by BW which conveys that this committee supports the approval of the expenditure of WIA formula funding for persons pursuing Bachelor's Degrees for occupations on the TOL. Daryl Bishop seconded the motion. Motion passed unanimously.

#### Goal 2 Strategy Updates

Staff reviewed the strategies and measures for Goal 2, "Strengthen key business clusters by working with them to identify and solve workforce issues they face".

#### Measure 3A: Community Resources Report January 2013

A list of BW Community Resources Workshops for January 2013 was shared.

Measure 4A: Aerospace Cluster Strategic Plan

The Aerospace Industry Strategic Plan progress update was provided. BW provided new data on former aerospace workers from Program Year 2008-2009 through March 2013.

Measure 4B: Define and Develop One Sector Strategy

Measure 4B is to “define & develop one Sector Strategy”. Staff provided an update on the approved Advanced Manufacturing & Technology Sector Strategy establishing the Alternative/Clean Energy as a focus. A summary of related activities regarding Brevard County Energy Policy Group, I6 Challenge Grant, Florida Solar Energy Center (FSEC), Jobs and Innovation Accelerator Challenge Grant, and Space Coast Energy Consortium (SCEC) were shared.

Incumbent Worker Training Grants

Florida businesses are served through Employed Worker Training grants (EWT) and Incumbent Worker Training grants (IWT). This program provides customized training for existing for-profit businesses which meet established criteria as outlined by the State of Florida. IWT grants received in this period were provided. Since July 1, 2011 BW has assisted companies with IWTs that have resulted in \$678,531 coming to Brevard businesses and has impacted 1062 jobs.

Quick Response Training (QRT) Grants

QRT grants, administered by Workforce Florida, Inc. (WFI) provide funding for customized training to a new or expanding business. There were no new reported QRT’s for Brevard in the last quarter. However, BW joined with WFI to host a meeting for local municipalities and economic development entities to educate them about the QRT program and the amount of money expected for the program in the coming year.

**Adjourn:**

There being no further business, Tim Yandell adjourned the meeting at 9:41a.m.

Respectfully submitted,

Reviewed by,

\_\_\_\_\_  
Marina Stone                      06/13/13  
Date

\_\_\_\_\_  
Tim Yandell, Chair                      06/13/13  
Date

## Action Brief

### Individual Training Account Vendor Procurement

#### Background

The Workforce Investment Act (WIA) requires interested training providers to participate in an evaluative procurement process to be placed on the Brevard Workforce list of training vendors (ITA Vendors List). Training is provided through an Individual Training Account (ITA) or a pre-vocational training voucher. This process allows for WIA required customer choice for training vendors. Brevard Workforce (BW) staff reviews all of the information submitted by training vendors and submits those that meet the criterion to the Business Workforce Committee (BWC). Programs not recommended are usually due to the training vendor not providing data to substantiate one or all of the following: 1.) Program does not address a targeted occupation on the TOL [Targeted Occupation List], 2.) Program has not been in place for 12 months or attended for 1 rotation. 3.) Vendor does not submit the letters verifying placements of graduates. 4.) Vendor has used outdated forms that do not contain the required data necessary to evaluate.

For the PY 2012-2013 4<sup>th</sup> quarter, 2 vendors have submitted 2 programs for evaluation. Of the 2 vendors, only the STEP Medical/Learning Teaching was able to be evaluated. The Florida School for Traditional Midwifery was unable to attend this meeting and has elected to have their program reviewed by the BWC at the October 2013 meeting. A brief summary is as follows:

[Step Medical Teaching /Learning, Inc.](#) submitted 1 program for review. This vendor was initially approved by BW in November 2012. The vendor is seeking to add **Certified Nursing Assistant** to current, approved course offerings of Home Health Aide and Patient Care Technician.

A BW staff rating team reviewed the package (Rating Sheet Attached) submitted by the vendor based on all the applicable evaluation criteria as established in BW Policy PLN 02-03 "Selection of ITA Training Providers". Each of the programs fits in one of the wage tiers in BWC Policy PLN 02-02 "ITA System" as follows:

<b>Thresholds for Allowable ITA Investment</b>		
<b>TIER</b>	<b>AVG ENTRY WAGE</b>	<b>MAXIMUM INVESTMENT</b>
Entry	\$9.00 or less	\$5,500
Bridge	\$9.01 – 14.00	\$7,000
High	\$14.01 and up	\$9,000

Based on the review, the following matrix contains the recommended action:

Training Vendor	Program Name	Wage Tier	Recommended Action
<a href="#">Step Medical Teaching /Learning, Inc</a>	• <b>Certified Nursing Assistant Program</b>	Entry	Approval

BWC members are reminded that in the recent revisions to F.S. 445.007 (6), *“regional workforce boards may not restrict the choice of training providers based upon cost, location, or historical training arrangements”*.

Action

Discuss the staff recommendations, revise and/or approve for the consent agenda of the next full Board of Directors meeting.

## REVIEW SHEET FOR PROPOSED TRAINING PROGRAMS

VENDOR: STEP Medical Teaching/Learning PROGRAM: Nursing Assistant III

PROGRAM TYPE Certificate POTENTIAL JOB: Nursing Assistant TOL ENTRY WAGE: \$10.73

**Brief Program Description:**

Students participate in theoretical and clinical training consistent with State requirements to be licensed by the State of Florida, including externship and a total of 75 skills. Instruction will include comfort and personal care measures; basic emotional, physical, psychological and spiritual support to the client; how to cooperate with or assist the health care team members to coordinate delivery of Nursing Assistant care and to seek guidance when necessary.

Evaluation Criteria	Comments	Sources	Meets
<b>1. Training for Targeted Occupations</b>			
Training in Demand for Local/Regional Market <ul style="list-style-type: none"> <li>10 Open Job Orders/ Employer Documented Support (EDS)</li> <li>Training for Occupations projected to recover (Example of No is: Negative projected growth, no job openings or no Employer Documented Support)</li> </ul>	FL LMI data shows 2.37% increase and 81 annual openings  31 HWOL ads in Brevard within the past 53 days	Labor Market Information/ Help Wanted Online	Yes
<b>2. Quality of Training Facility</b>			
Adequacy of Training Facility/Current Technology & Equipment <ul style="list-style-type: none"> <li>Facilities are conducive to a good learning environment</li> <li>Up to Date audio/visual equipment</li> <li>Meets ADA requirements</li> <li>Instructor qualifications verified</li> </ul>	Meets all requirements; all classrooms include hands on training with instructor facilitated labs.	Site Visit Required for New Vendors Only	Yes
<b>3. Online Program Offerings</b>			
Industry typically requires Hands-On training, Clinical or Internship Component? If so, is this provided as part of the Program Curriculum and part of the cost?	Not an Online Program	Industry Research by Staff	N/A
Is online training from a Third Party Vendor? If yes, what institution is listed on the certificate or diploma?	Not an Online Program	Application	NA
<b>4. Quality of Program Offering</b>			
<ul style="list-style-type: none"> <li>Percentage of Students Who Complete Program</li> <li>Upon completion of Program, Percentage of Students Who Obtain Jobs in Field of Study</li> </ul>	90% of Students Complete Program  70% Obtain Jobs in Field of Study	Application (using PCT)	Discuss
All letters must be dated within the past 12 months <ul style="list-style-type: none"> <li>1 letter from a local area employer specifically stating that they have hired one of the graduates for the proposed occupation and that the graduate's skills/training met their industry standards and were an integral part of obtaining employment <b>OR</b></li> <li>2 letters from local businesses stating that they would employ a graduate with the certificate/diploma proposed</li> </ul>	<ul style="list-style-type: none"> <li>Letters from Internal Medicine &amp; Cardiology Associates of Brevard and Island Health &amp; Rehabilitation stating they have employed student from STEP Medical and found them to be both knowledgeable and proficient in their skills. They would consider other students for employment.</li> </ul>	Application	Yes
Is there a nationally recognized industry certification test offered for this program?	Yes, State of Florida, Board of Nursing	Application	N/A
<b>5. Cost of Training</b>			
Scholarships/Waivers Available <ul style="list-style-type: none"> <li>Special discounted pricing for Brevard Workforce enrollees and/or Vendor has defined waivers and scholarships.</li> </ul>	STEP offers One Scholarship Per Year Also offers 15% Workforce Discount	Application	Yes
If applicable, is a nationally recognized industry certification test included in tuition rates?	No	Application	N/A
<b>6. Cost Analysis</b>			
Is Cost reasonable based on a high level staff analysis? i.e. Program Length, Cost Comparison of other similar programs, Entry Wage, Nationally Recognized Certificate, etc.	<b>7 Weeks, 130 Clock Hours, \$975</b>  6 Weeks, 165 Clock Hours, \$1,253 6 Weeks, 165 Clock Hours, \$1,186	Application and Staff Research	Yes

Date: 7/10/13

**OVERALL RECOMMENDATION** Approve

## *Information Brief*

### **Preliminary Targeted Occupation List (TOL) PY 2013-2014**

#### Background

The TOL is a mechanism by which the State of Florida and Regional Workforce Boards (RWB) direct public workforce funding to programs in order to meet high demand/ high wage business employment needs. The Preliminary TOL is provided on a yearly basis to the RWB after review by the Workforce Estimating Conference (WEC) and Workforce Florida, Inc. (WFI) staff. The list is developed based on industry and occupational employment wage projections prepared by the State of Florida, Department of Economic Opportunity (DEO). The list locks RWB's into which programs they may expend Workforce Investment Act (WIA) Adult and Dislocated Worker Individual Training Account (ITA) funds on. If a careful review is not taken of the TOL, it may be difficult to provide training to customers in high demand occupations. The TOL process requires RWB's to review the preliminary list and provide data to support any changes to the list.

#### *Status of the TOL:*

The DEO announced the Preliminary TOL on March 4, 2013 and required that all data be submitted by April 1, 2013. The BW staff submitted all of the requisite data and are currently awaiting the release which generally occurs during the first or second week of July of each program year. At the WFI meeting on May, 22, 2013, Attachment I was presented and approved by the state board and contains the status of all of the occupations for our TOL. This includes the occupations related to "Clean Energy", Contiguous Regions and those that staff collected data on to retain or add to the TOL. The next step once the final listing is provided is to create the Region 13 Customized TOL. This document will be presented at the next meeting scheduled in October 2013.

#### *Status of Request to Provide Training Assistance for Bachelor's Degrees:*

This year BW determined that there is a need for the local region to be able to provide training assistance for persons who are pursuing a 4 year degree. BW provided a letter requesting consideration and approval by (WFI) for expenditure of training funds on occupations listed on the Region 13 Targeted Occupations List (TOL) for eligible customers pursuing Bachelor Degrees.

The DEO staff reviewed our request and sent a recommendation to WFI, which stated that "*Regional Requests...Not Recommended – Due to Educational Levels Outside of the PSAV/CC [Current Policy only allows training at the PSAV Certificate (3)and Community College Credit/Degree (4) levels]*". BW was in attendance at the WFI meeting to request discussion on the recommendation. Based on discussion at this meeting, the WFI determined that there would be a work group established to review this topic. BW intends to follow up with the work group. At this writing BW is unclear on the establishment or time table for the work group.

The BWC members will be kept apprised of any progress made on this issue.

**ATTACHMENT I:  
PRELIMINARY TARGETED OCCUPATIONS LIST 2013-2014**

As Reviewed By WFI May 22, 2013

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	REGION 13 CONTIGUOUS REGION SUPPLEMENTAL TOL		
	Region	RWB Name	Counties
	11	Center for Business Excellence	Volusia
	12	Workforce Central Florida	Orange, Osceola, Seminole, Lake, Sumter
20	Workforce Solutions	Indian River, Martin, Okeechobee, St. Lucie	

SOC Code	SOC Title	Annual Openings	Mean Wage	Entry Wage	Training Code	Region
319099	Health Care Support Workers, All other	10	\$12.54	\$10.17	3	12
492011	Computer, ATM & Office Machine Repairers	10	\$14.75	\$12.323	3	12
493021	Automotive Body and Related Repairers	10	\$20.30	\$14.40	3	12
493031	Bus & Truck Mechanics & Diesel Engine Specialists	10	\$18.37	\$14.27	3	12
512091	Fiberglass Laminators & Fabricators	10	\$12.54	\$10.17	3	20
531031	First Line Super. Of Material Moving Vehicle Operators	10	\$25.95	\$18.74	3	20

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SUPPLEMENTAL Clean Energy TOL Update 2013-14					
SOC Code	SOC Title	Annual Openings	Entry Wage	Mean Wage	Training Code
13-1199.01	Energy Auditors	20	\$16.04	\$28.27	3
47-1011.03	Solar Energy Installation Managers	20	\$18.33	\$27.86	3
41-4011.07	Solar Sales Representatives & Assessors	10	\$17.83	\$32.33	3

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Workforce Region 13: 2013-2014 Preliminary Targeted Occupations List							
OC Code	SOC Title	Annual Growth Rate	Annual Openings	Mean Wage	Entry Wage	Training Code	Source
113011^	Administrative Services Managers	1.53%	10	\$47.11	\$27.62	4	R
413011	Advertising Sales Agents	0.23%	372	\$22.16	\$12.02	3	S
493011^	Aircraft Mechanics and Service Technicians*	1.04%	11	\$23.62	\$16.92	3	R
493023	Automotive Service Technicians and Mechanics*	1.03%	1,612	\$18.14	\$11.29	3	S
433031	Bookkeeping, Accounting, and Auditing Clerks*	1.47%	68	\$15.52	\$11.39	4	R
472021	Brickmasons and Blockmasons*	4.42%	243	\$17.84	\$13.06	3	S
131199^	Business Operations Specialists, All Other*	0.42%	64	\$31.66	\$18.08	4	R



**Workforce Region 13: 2013-2014 Preliminary Targeted Occupations List**

OC Code	SOC Title	Annual Growth Rate	Annual Openings	Mean Wage	Entry Wage	Training Code	Source
292031	Cardiovascular Technologists and Technicians	3.15%	12	\$18.35	\$12.20	3	R
472031	Carpenters*	2.91%	2,365	\$17.71	\$11.36	3	S
472051	Cement Masons and Concrete Finishers*	4.12%	11	\$15.91	\$11.68	3	R
131031^	Claims Adjusters, Examiners, and Investigators*	0.43%	535	\$27.26	\$18.06	3	S
532012^	Commercial Pilots*	1.07%	10	\$28.20	\$15.88	4	R
131041^	Compliance Officers, Exc. Safety, Agri, Constr & Transp.*	1.59%	371	\$27.98	\$17.05	3	S
151131^	Computer Programmers	0.63%	556	\$34.31	\$21.06	3	S
151150^	Computer Support Specialist	0.29%	34	\$25.64	\$16.32	3	R
151121^	Computer Systems Analysts	0.70%	23	\$41.00	\$28.46	4	R
474011^	Construction and Building Inspectors	2.33%	11	\$25.98	\$18.72	3	R
119021^	Construction Managers*	2.46%	22	\$38.97	\$23.23	4	R
333012	Correctional Officers and Jailers*	1.36%	16	NR	NR	3	R
131051^	Cost Estimators*	4.75%	16	\$25.66	\$16.43	4	R
151141^	Database Administrators	2.70%	222	\$35.63	\$22.79	4	S
319091	Dental Assistants	2.59%	736	\$16.19	\$12.06	3	S
292021^	Dental Hygienists	2.78%	17	\$27.54	\$20.46	4	R
292032^	Diagnostic Medical Sonographers	3.80%	264	\$28.50	\$22.27	4	S
472081	Drywall and Ceiling Tile Installers*	4.36%	10	\$15.74	\$12.27	3	R
499051^	Electrical Power-Line Installers and Repairers*	2.17%	352	\$25.86	\$18.18	3	S
472111^	Electricians*	3.36%	56	\$21.38	\$14.37	3	R
292041	Emergency Medical Technicians and Paramedics	2.19%	12	\$16.61	\$13.39	3	R
436011	Executive Secretaries and Administrative Assistants*	1.25%	33	\$21.02	\$15.51	3	R
332011	Fire Fighters*	1.03%	30	\$19.51	\$13.93	3	R
471011^	First-Line Superv. of Construction and Extraction Workers*	3.53%	43	\$29.22	\$19.73	4	R
351012	First-Line Superv. of Food Preparation & Serving Workers	2.02%	49	\$15.66	\$11.06	3	R
371012	First-Line Superv. of Landscaping and Groundskeeping	1.89%	511	\$20.28	\$13.70	3	S
491011^	First-Line Superv. of Mechanics, Installers, and Repairers*	0.98%	19	\$30.34	\$22.33	3	R
431011^	First-Line Superv. of Office and Admin. Support Workers	1.65%	86	\$22.44	\$13.73	4	R
511011^	First-Line Superv. of Production and Operating Workers*	0.42%	361	\$27.19	\$17.86	3	S
411012^	First-Line Supervisors of Non-Retail Sales Workers*	0.25%	17	\$39.27	\$21.43	4	R
391021	First-Line Supervisors of Personal Service Workers*	1.17%	15	\$18.75	\$13.87	3	R
411011	First-Line Supervisors of Retail Sales Workers	0.71%	88	\$20.47	\$13.04	3	R
119051^	Food Service Managers	0.05%	10	\$23.28	\$17.38	4	R
111021^	General and Operations Managers	0.40%	38	\$52.67	\$24.86	4	R
472121	Glaziers*	4.53%	218	\$17.20	\$11.60	3	S
271024	Graphic Designers*	0.27%	12	\$19.84	\$14.31	4	R
292799	Health Technologists and Technicians, All Other	1.82%	180	\$19.82	\$13.38	3	S
499021	Heating, A.C., and Refrigeration Mechanics and Installers*	4.06%	30	\$19.70	\$14.42	3	R
492097	Home Entertainment Electronics Installers and Repairers*	2.10%	160	\$15.95	\$11.04	3	S
434161	Human Resources Assistants, Exc. Payroll*	1.93%	449	\$16.83	\$12.53	3	S
499041	Industrial Machinery Mechanics	1.18%	13	\$21.04	\$14.40	3	R
151179^	Information Security Analysts and Web Developers	1.67%	24	\$31.10	\$20.58	3	R
413021^	Insurance Sales Agents*	0.73%	21	\$37.24	\$18.51	3	R

**Workforce Region 13: 2013-2014 Preliminary Targeted Occupations List**

OC Code	SOC Title	Annual Growth Rate	Annual Openings	Mean Wage	Entry Wage	Training Code	Source
271025	Interior Designers*	1.85%	199	\$23.28	\$12.27	4	S
436012	Legal Secretaries*	1.72%	444	\$19.22	\$13.41	3	S
292061	Licensed Practical and Licensed Vocational Nurses*	2.96%	66	\$20.62	\$16.38	3	R
132071	Loan Counselors	2.62%	156	\$19.99	\$14.85	4	S
132072^	Loan Officers*	3.15%	22	\$27.63	\$18.00	4	R
514041	Machinists*	1.26%	10	\$19.26	\$12.29	3	R
499071	Maintenance and Repair Workers, General	1.14%	70	\$16.92	\$10.96	3	R
319011	Massage Therapists	1.72%	450	\$18.04	\$10.96	3	S
319092	Medical Assistants	2.35%	1,478	\$13.99	\$10.86	3	S
499062	Medical Equipment Repairers	2.81%	189	\$19.45	\$11.84	3	S
292071	Medical Records and Health Information Technicians	2.10%	449	\$17.10	\$11.27	4	S
436013	Medical Secretaries*	3.21%	798	\$14.23	\$11.26	3	S
131121^	Meeting and Convention Planners	3.47%	218	\$23.73	\$14.98	4	S
493042^	Mobile Heavy Equipment Mechanics, Except Engines	2.42%	11	\$21.50	\$14.62	3	R
493051	Motorboat Mechanics	2.57%	176	\$17.60	\$10.91	3	S
151142^	Network and Computer Systems Architects and Administrators	1.96%	14	\$35.71	\$23.49	4	R
472073	Operating Engineers/Construction Equipment Operators*	2.55%	13	\$18.72	\$14.27	3	R
472141	Painters, Construction and Maintenance*	2.35%	27	\$17.16	\$11.64	3	R
232011	Paralegals and Legal Assistants*	3.01%	12	\$20.35	\$13.65	3	R
292052	Pharmacy Technicians	2.59%	18	\$13.71	\$11.32	3	R
312021^	Physical Therapist Assistants	2.89%	183	\$27.66	\$21.29	4	S
472151	Pipelayers*	3.07%	249	\$16.07	\$11.70	3	S
472152	Plumbers, Pipefitters, and Steamfitters*	4.09%	53	\$19.65	\$13.28	3	R
333051^	Police and Sheriff's Patrol Officers*	1.22%	39	\$21.50	\$17.69	3	R
119141	Property, Real Estate & Community Association Managers	1.14%	15	\$23.30	\$11.18	4	R
131023^	Purchasing Agents, Except Farm Products & Trade*	0.84%	481	\$27.02	\$17.41	4	S
292037^	Radiologic Technologists and Technicians	2.84%	20	\$26.07	\$19.68	3	R
419022	Real Estate Sales Agents*	2.26%	36	\$23.67	\$11.22	3	R
291111^	Registered Nurses	3.19%	237	\$29.45	\$22.54	4	R
291126^	Respiratory Therapists	2.90%	10	\$26.60	\$21.60	4	R
472181	Roofers*	1.63%	12	\$17.83	\$14.08	3	R
414011^	Sales Reps., Wholesale & Mfg, Tech. & Sci. Products	1.07%	31	\$39.05	\$24.97	3	R
414012^	Sales Reps., Wholesale and Manufacturing, Other*	0.64%	56	\$27.38	\$14.89	3	R
492098	Security and Fire Alarm Systems Installers	2.89%	427	\$18.11	\$13.44	3	S
472211	Sheet Metal Workers*	2.59%	284	\$17.52	\$12.30	3	S
211093	Social and Human Service Assistants*	1.22%	400	\$14.39	\$10.82	3	S
151132^	Software Developers, Applications	0.61%	22	\$44.85	\$31.80	4	R
292055	Surgical Technologists	1.65%	225	\$18.66	\$14.92	3	S
492022^	Telecommunications Equipment Installers and Repairers	0.95%	427	\$23.65	\$16.08	3	S
472044	Tile and Marble Setters*	3.59%	16	\$14.92	\$11.00	3	R
533032	Truck Drivers, Heavy and Tractor-Trailer*	1.44%	2,419	\$17.79	\$12.16	3	S
292056	Veterinary Technologists and Technicians*	4.80%	15	\$14.25	\$11.29	4	R
251194^	Vocational Education Teachers, Postsecondary	2.87%	315	\$27.65	\$16.57	4	S
514121	Welders, Cutters, Solderers, and Brazers*	1.60%	15	\$18.09	\$13.14	3	R

**SOC code**^ denotes a high skill/high wage occupation, whereas **NR** denotes not releasable data  
**SOC title**\* denotes an occupation found in declining industries and are not projected to return to their historical peak during the forecast period. They may have an oversupply of trained workers.

**FLDOE Training Codes 3** (PSAV Certificates) and **4** (Community College Credit/Degree)  
**Source = R** meets regional wage and openings criteria based on state Labor Market Statistics employer survey data. Regional data are shown.  
**Source = L** Occupation requested by the regional workforce board and approved by WFI. Local data are shown. Annual growth rate not applicable  
**Source = S** meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data. Statewide data are shown.

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SOC Code	SOC Title	Annual Openings	Mean Wage	Entry Wage	Training Code
173021^	Aerospace Engineering and Operations Technicians	28	\$21.07	\$13.45	4
512011^	Aircraft Structure, Surfaces, and Systems Assemblers	14	\$22.50	\$13.45	3
532022^	Airfield Operations Specialists	10	\$25.00	\$15.00	4
532011^	Airline Pilots, Copilots, and Flight Engineers	10	\$35.00	\$21.00	4
173011^	Architectural and Civil Drafters	10	\$24.86	\$17.00	3
493023	Automotive Service Technicians and Mechanics	16	\$13.45	\$10.95	3
492091^	Avionics Technicians	14	\$22.66	\$16.66	3
194021	Biological Technicians	10	\$17.47	\$14.42	3
535021^	Captains, Mates, and Pilots of Water Vessels	25	\$21.90	\$17.90	3
351011	Chefs and Head Cooks	18	\$13.45	\$10.93	3
151131^	Computer Programmers	51	\$32.62	\$26.71	3
434051	Customer Service Representative	10	\$15.00	\$11.00	3
173023	Electrical and Electronic Engineering Technicians	42	\$19.02	\$12.28	4
492094	Electronics Repairers, Commercial and Industrial Equip.	21	\$16.50	\$11.25	3
434161	Human Resources Assistants, Exc. Payroll	15	\$15.60	\$12.70	3
119081	Lodging Managers	21	\$19.50	\$15.80	3
173027^	Mechanical Engineering Technicians	34	\$24.05	\$14.74	4
311012	Nursing Aides, Orderlies, and Attendants	40	\$13.45	\$11.00	3
312011^	Occupational Therapist Assistants	49	\$35.36	\$28.94	4
292081	Opticians, Dispensing	11	\$14.54	\$11.89	3
472151^	Pipe-layers	10	\$21.79	\$21.79	3
435031^	Police, Fire, and Ambulance Dispatchers	19	\$21.07	\$13.45	3
252011	Preschool Teachers, Except Special Education	61	\$9.50	\$8.50	3
259041	Teacher Assistants	20	\$14.00	\$10.50	3
518031^	Water and Liquid Waste Treatment Plant Operators	21	\$27.21	\$18.17	3

Annual openings, mean wage, or entry wage in **red** denotes submitted data did not meet region's criteria.  
**Action:** Review (pending WFI recommendation) whereas Approve | Denied (WFI recommendation; pending final decision)  
**SOC code^** denotes a high skill/high wage occupation

5

Region 13 Occupations Denied by WFI		
SOC Code	SOC Title	Training Code
119041.01	Biofuels/Biodiesel Technology & Product Development Managers	Does not meet criteria for training codes
474099.01	Solar Photovoltaic Installers	Does not meet criteria for training codes
474099.02	Solar Thermal Installers and Technicians	Does not meet criteria for training codes
474099.03	Weatherization Installers and Technicians	Does not meet criteria for training codes

## Information Brief

### BizLaunch Business Start Up Data

#### Background

At the April 4, 2013 Business Workforce Committee meeting, additional data was requested regarding the BizLaunch start-ups. Specifically, how many were still in business and how many jobs have been created? Based on this request, the Community Resources staff initiated a survey which is not yet complete. Follow-up with customers served in our programs is a challenge. This is also true of our BizLaunch participants. The following data is provided as a snap shot of the survey results as of June 18<sup>th</sup>, 2013. Staff is continuing to obtain data as participants and former participants respond.

DATA ELEMENT	DATA
<b>Individuals Assisted</b>	95
<b>Businesses Started</b>	96
<b>Individuals Served By Career Center</b>	Titusville 6% Rockledge 70% Palm Bay 20% Multiple Centers 4%
STATUS OF INDIVIDUALS SERVED	
<b>No Longer Pursuing Business – Currently Employed</b>	6
<b>Pursuing Business + Have Other Employment</b>	7
<b>Pursuing Business Full Time</b>	57
<b>Not Responding to the Survey</b>	25
JOB CREATION*	
<b>Jobs Created for Business Owner</b>	64
<b>Additional Jobs Created for Employees of the Business</b>	15
<b>Total Jobs Created</b>	79

The data presented is based on a verbal response from survey participants. Some of the jobs created are 1099 employees.

## 2012-13 GOAL 2 MEASURES & ACTIVITIES

### Goal 2 – Strengthen key business clusters by working with them to identify and solve workforce issues they face.

Strategies:

1. Understand industry data to use in strategic planning purposes, including identifying industry trends, needs, potential solutions and for allocation of BW resources.
2. Participate with other organizations in conducting industry discussions for strategic planning purposes (i.e. planning, analysis, action strategies and pilot programs relevant to that industry)
3. Grow the resources of the Board.
4. Develop and implement cluster-based initiatives in key industries

#### Strategy 1: Understand Industry data from to use in strategic planning purposes, including identifying industry trends, needs ,potential solutions and for allocation of BW resources.

##### Measure 1A: Data Collection and Key Cluster Development

Activities	Date	Board Participation	Budget Impact	Status
Ongoing activity to collect and analyze current industry data to assist in deciding which key industry will be the focal point for the upcoming year's strategic planning.	Annual (April)	Committee & Staff	None	This is an annual activity scheduled April each program year.

##### Measure 1B: Customize Local Target Occupation List (TOL)

Activities	Date	Board Participation	Budget Impact	Status
Ongoing activity to collect and analyze data necessary to produce a customized TOL using business and industry data to be used as guidance for training job seekers.	Annual (July/October)	Input	None	<b>This is an annual activity which results in final approval of the TOL in July. The Customized TOL is provided to the BWC at their October meeting. See Attached Brief.</b>

##### Measure 1C: Data Analysis

Activity	Date	Board Participation	Budget Impact	Status
The Board will review data for overall business use of the BW business services.	Annually (October)	Staff	None	This is an annual activity scheduled again for October 2013.

## 2012-13 GOAL 2 MEASURES & ACTIVITIES

Strategy 2: Participate with other organizations in conducting industry discussions for strategic planning purposes (i.e. planning, analysis, action strategies and pilot programs relevant to that industry)				
Measure 2A: Industry Discussions				
Activities	Date	Board Participation	Budget Impact	Status
Ongoing activity to engage business in communications designed to gather data, trends and critical information for the strategic planning process and delivery of services in the (B2J) Business to Jobs model	Quarterly	Staff	None	<p>The Industry Relations Department, through Business Liaison outreach and relationship development with Brevard businesses, has implemented employer engagements and conversations as monitored departmental performance. This includes on-site recruiting events, industry information learning events for staff and jobseekers, targeted industry focus groups for strategic growth and planning, industry specific workforce challenges and best practices. Where most are facilitated within the Career Centers, several include field trips to employer's business site with frontline staff to learn firsthand the skills in need, workforce challenges and environment/culture of a unique business which enhances the ability to successfully place jobseekers into permanent employment.</p> <p><b>PY 12/13 to date events: 98. A few of the unique engagements include; A fieldtrip for frontline staff to Brevard County Public Schools' facilities to learn about departmental skill needs/challenges, tandem employer visits with BW Board Members/Champions, BW Best Practice presentations on Aerospace Rapid Response &amp; OJT as a Business Engagement at USDOL Business Services Summit in Atlanta. PY TO DATE: 77 presentations on BW business services at a variety of forums.</b></p>

## 2012-13 GOAL 2 MEASURES & ACTIVITIES

Strategy 3: Grow the resources of the Board				
Measure 3A: Determine Goals (s):				
Activity	Date	Board Participation	Budget Impact	Status
Ongoing activity is to pursue federal, state and local competitive and non-competitive <u>grants</u>	Quarterly	Staff & Possible Board Activity	Contingent on Grant & Success of Efforts	<ul style="list-style-type: none"> <li>• <b>National Emergency Grants (NEG) for Dislocated Workers: Sequestration Impacts</b></li> <li>• <b>EDA Sequestration DoD Impact Planning Grant</b></li> <li>• <b>Trade Adjustment Assistance Community College &amp; Career Training Grant (TAACCCT) in Partnership with Brevard Community College: Health Information IT, Homeland Security &amp; Aviation</b></li> </ul>
Ongoing activity is to pursue <u>unrestricted revenues</u> by focusing on non-governmental funding, fee for service, foundation and corporate giving programs.	Quarterly	Staff & Possible Board Activity	Contingent on Grant & Success of Efforts	<ul style="list-style-type: none"> <li>• <b>Non- WIA Youth Skills Training - \$20,000 potential revenue</b></li> <li>• <b>Brevard Community College Student Engagement/Business Advisory Councils - \$26,500</b></li> <li>• <b>Technical Assistance for Small Business Loan Plan Development</b></li> <li>• <b>Submitted grant to Boeing for support the <i>Five Steps Supercharged for Aerospace Workers</i> program- \$5,000</b></li> <li>• <b>Received \$25K from the Florida High Tech Corridor to support <i>Startup Quest</i></b></li> <li>• <b>Pending \$30K from NASA to support <i>Startup Quest</i></b></li> <li>• <b>Received \$7k for 1 VJF Contract, 2 Pending Virtual Job Fair Contracts for \$12,000.</b></li> <li>• <b>Received \$5,000 Wells Fargo grant for the “Transportation to Work” Program.</b></li> </ul>

## 2012-13 GOAL 2 MEASURES & ACTIVITIES

Ongoing activity is to establish and nurture <u>partnerships</u> and relationships with business and non-profit organizations necessary to bring resources to BW and leverage existing assets.	Quarterly	Staff & Possible Board Activity	Contingent on Grant & Success of Efforts	<ul style="list-style-type: none"> <li>• <b>Military Officers Association of America (MOAA) – Jim Watson Chair the Employment &amp; Education Committee</b></li> <li>• <b>Melbourne Chamber of Commerce Veterans Resource Committee</b></li> <li>• <b>Staff on the Board of Directors for Family Promise of Brevard- a new organization which helps homeless families (with at least one child) regain stable footing through life skills, career readiness and job search assistance.</b></li> </ul> <p style="color: red; margin-top: 0;"><b>See Attached Community Services Report</b></p>
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**Strategy 4: Develop and implement, cluster-based initiatives in key industries.**

**Measure 4A: Current Initiative Monitoring.**

Activity	Date	Board Participation	Budget Impact	Status
Aerospace Strategic Plan Implementation	Quarterly	Possible	Yes, specific funding	<b>See Attached Brief</b>

**Measure 4B: Sector Strategies**

Activity	Date	Board Participation	Budget Impact	Status
Ongoing activity to implement sector strategies	Quarterly	Input	Possible	<b>See Attached Brief</b>



# Community Resources Monthly Report | 2013

## May 2013 Community Resources numbers at a glance:

Total number of Brevard Workforce customers served by <i>Volunteer Community Partners:</i>	<b>815</b>
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### Tuesday Information Sessions:

- 1<sup>st</sup> Tuesday of the Month** classes are held in **Titusville**
- 2<sup>nd</sup> Tuesday of the Month** classes are held in **Rockledge**
- 3<sup>rd</sup> Tuesday of the Month** classes are held in **Palm Bay**
- 4<sup>th</sup> Tuesday of the Month** classes are held in **Rockledge**

Tuesday	Speaker	Topic	Location
May 02	Joyce Young	Word Press	Palm Bay / 23
May 07	Jonathan Lack	Mortgage Choices-FL Hardest Hit	Titusville / 13
May 07	Marcel Pope	How to Succeed at the Toughest Job in the World	Titusville / 11
May 07	Marc McDermott	Navigating Your Health Insurance Options	Titusville / 19
May 14	Gayle Whitworth	Budget Basics	Rockledge / 20
May 14	Gayle Whitworth	Buying & Selling on Internet Venues	Rockledge / 38
May 14	Marcel Pope	Preparing for Transition	Rockledge / 18
May 14	Marc McDermott	Navigating Your Health Insurance Options	Rockledge / 18
May 21	Gayle Whitworth	Credit 101	Palm Bay / 18
May 21	Jonathan Lack	Mortgage Choices-FL Hardest Hit	Palm Bay / 11
May 21	Marc McDermott	Navigating Your Health Insurance Options	Palm Bay / 18
May 28	Joyce Young	Basic Computer Skills	Rockledge / 15
May 28	Marcel Pope	How to Succeed at the Toughest Job in the World	Rockledge / 16
May 28	Gayle Whitworth	Credit 101	Rockledge / 20
			<b>TOTAL / 235</b>

# Community Resources Monthly Report | 2013

## May Biz Launch Attendance

Date	Speaker	Topic	Location / Count
May 01	Vince Lo Presti	Overview of SBA	Rockledge / 55
May 02	Debbie Featherston	Navigating the Entrepreneurial Option: A Road Map for Success	Palm Bay / 37
May 07	Michael Bak-Boyчук	California Patent Attorney	Titusville / 15
May 08	Michael Bak-Boyчук	California Patent Attorney	Rockledge / 49
May 09	Michael Bak-Boyчук	California Patent Attorney	Palm Bay / 33
May 14	Karen Gregory	Impression Management	Titusville / 17
May 15	Angela Lo Presti	The Petite Boutique: A Small Business Incubator	Rockledge / 53
May 16	Marty Ward	Kiss Procrastination Goodbye	Palm Bay / 29
May 21	Joyce Wilden	Buzz Biz Public Relations	Titusville / 14
May 22	JB Kump	Role of Politics in the Business Community	Rockledge / 59
May 23	Pat Higgs	MOO Marketing Operations Org.	Palm Bay / 45
May 28	Gary Bronga	If I could become a Successful Entrepreneur, Yeah but	Titusville / 14
May 29	Alan Musselman	How to Build Financials into your Business Plan	Rockledge / 80
May 30	Ken Berry	Founders Forum "HOT SEAT" Finalist	Palm Bay / 33
			<b>TOTAL / 533</b>

## **Biz Launch Highlights for May** **Jan Conrad, Community Resources Coordinator**

1. California Patent Attorney flew into Brevard County to present at all three Biz Launch sessions. Gentleman no longer practices but had assisted a businessman from Michigan who'd introduced him to the group.
2. The South Florida Regional Manager for SBA presented at Biz Launch Rockledge introducing participants to many ways of access to SBA services
3. An "After Hours" biz Launch was conducted in Palm bay with Sterling Bates, CEO of Step Research teaching Wordpress Website Development
4. Applications being solicited for Consultant Consortium participation from those individuals with a high skill set that can no longer secure employment in organizations. Examples include Corporate Travel Professional, Environmental Engineer, Human Resource Executive, Custom Software Engineer, Project Management and others. Beginning June 19<sup>th</sup> these individuals will take part in **Consultant Consortium – 8 Weeks to Business Launch**. The program is being facilitated by Pamela Paquette, Entrepreneur Staffing Specialist and is held on Wednesdays from 1:00pm-3:00pm.

## **Jan Conrad, Community Resources Highlights for May**

1. Presented Entrepreneur and Biz Launch Program at the Southeastern Region's DOL Conference May 7<sup>th</sup> – May 10<sup>th</sup> in Atlanta
2. Met with Fran Tarkenton and his group on May 8<sup>th</sup> in Atlanta – continue to pursue potential partnerships with his organization
3. Facilitated bringing Dr. Karen Meyer, Stratwell Inc. to 5 Steps to Employment Supercharged in May to present Health and Welles program.
4. Supported Startup Quest Program through assistance with Kickoff Event
5. Provided resource contacts for elderly client in AWT utilizing Aging Matters, Marcel Pope a volunteer presenter and the Viera Lions Club
6. Participated in Palm Bay Mayor's Small Business Roundtable.
7. Presented Biz Launch and Entrepreneur Program to Colorado Springs Workforce visitor's group
8. Working with AWT Grant Manager to facilitate funding of Wellness Program for FY2013/2014 5 Steps to Rapid Employment Supercharged
9. Working to solidify policy with Board for SBA Technical Assistance Program Operations and Procedures
10. Met with UF Extension Agents on potential collaboration with their small business clients and Biz Launch content. Preliminary conversations taking place

**May 2013**  
**Pamela Paquette**  
**Entrepreneur Staffing Specialist**

WIA NEG	_15_ Active WIA Aerospace Customers – Provided _17_ Service Activities
WIA Dislocated Worker	_11_ Active WIA Dislocated Worker Customers – Provided _14_ Service Activities
Wagner Peyser	_18_ Wagner Peyser (non WIA) Customers - Provided _31_ Services provided
EWE	_2_ Active Entrepreneur Work Experience Customers _2_ In Process
Training	_0_ Customer(s) currently in a Training/Support Services program
OJT	_0_ Customer(s) in an OJT
AWE	_0_ Customer(s) in an Adult Work Experience

**Additional Work Activities, Pamela Paquette**

**Consultant Consortium.** Began development of an 8-week, pilot program designed to introduce jobseekers with specialized, technical, or skills-specific experience to the opportunities of independent, consultant employment. During the class, which will meet each Wednesday’s, the group will learn how to establish and market a consultant business and how to maximize their unique experience. The program will kick-off with an Exploration Session on Wednesday, June 5<sup>th</sup>, 2013.

**Community Activities, Pamela Paquette**

Tuesday, May 21, 2013: Attended Founder’s Forum event, “The Hot Seat”, where local entrepreneurs pitched their business concepts to a group of successful entrepreneur panelists for a chance to win \$1,000.

**May 2013**  
**Cathy Musselman**  
**Trainer/Specialist SUQ Report**

<b>WIA NEG</b>	<b>6</b> <b>Active WIA Aerospace Customers – Provided 23 activities</b>
<b>WIA Dislocated Worker</b>	<b>2</b> <b>Active WIA Dislocated Worker Customers –Provided 7 activities</b>
<b>Wagner Peyser</b>	<b>1</b> <b>Wagner Peyser Services (non WIA) provided</b>
<b>Startup Quest SUQ</b>	<b>82</b> <b>participants, both control and treatment groups, have been enrolled in BASEC Startup Quest grant. 25 Veterans are in program but not enrolled due to DOL instructions. Total 107</b>
<b>OJT</b>	<b>1</b> <b>Customer in an OJT</b>

**Activities, Cathy Musselman**

**Space Coast Technical Network:** Attend weekly meetings representing Brevard Workforce. Serve on Entrepreneur Focus Group. Provide BW information to STN members. Continue to promote workshops, grant programs, and other BW events to group. Promote SUQ Program.

**Startup Quest:** Facilitate weekly training program. Responsible for case management of 107 customers. Responsible for securing weekly subject matter experts. Responsible for trouble shooting.

- Attended Founders Forum
- Assist with Business Conference planning.
- Assist with Tarkenton Group proposal.
- Working on SBA Loans, Technical Assistance Program standard operating procedures.

**Joyce Young**  
**Community Resource Specialist**  
**Faith In the Future**

May 1	Meeting with Jan Everson	Congregations for Greater Community Action	
May 1	Tour of BW	First Church of Nazarene	Joyce
May 2	Space Coast Prayer Breakfast	Space Coast Prayer Breakfast	Assorted
May 3	Inspire		NextGen
May 15	Youth resources	North Brevard Human Services Coalition	Assorted
May 16	Social Media for non profits		FL Today
May 23	Interfaith Coalition	Interfaith Coalition	Assorted
May 30	Making Homes Affordable Webinar		Speakers: * Jack Lew, Secretary of the Treasury * Mark McArdle, Chief of Treasury's Homeownership Preservation Office

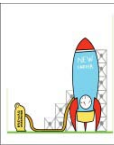
**Other Activities**

1. **Event Brite Update** ; Need to find a back up for Titusville.
2. Invited Dawn Hamilton, NextGen to the North Brevard Human Resources Coalition. Topic of the month was Youth in Titusville. Crosswinds, Sally Chin and Parks/Rec spoke. Dawn ended up speaking on NextGen and created some interest, especially with Trey Gordon. I think that relationship will go well. Trey also expressed an interest in Faith in the Future.
3. During the webinar held on May 30, we were told that the MHA (Making Homes Affordable) program would be extended thru Dec 2015. Originally the program was to end Dec 2013.
4. Started working with communications on the Biz Launch e-newsletter. Started the weekly newsletter in Constant Contact.

# AEROSPACE STRATEGIC PLAN

PY 2012-13 QUARTERLY REPORT

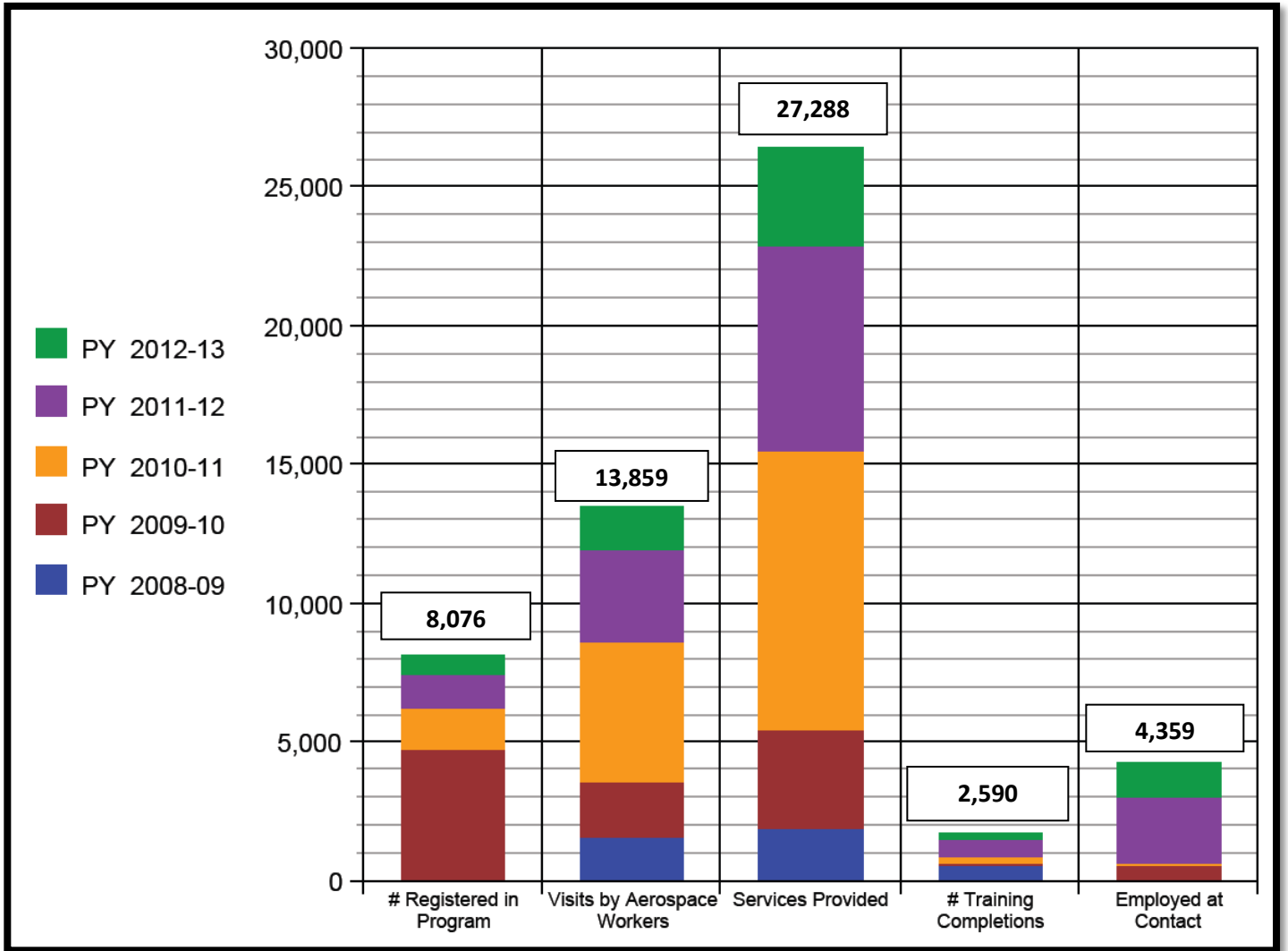
Issued: May 1, 2013



# BREVARD WORKFORCE

BW SUPPORT	ACTIVITY SUMMARY	DATA FOR REPORTABLE SERVICES	PROGRAM YEAR					Total
			08-09	09-10	10-11	11-12	12-13 (YTD) - as of 4/30/13	
<b>Emerging &amp; Expanding Aerospace Industry</b>	Economic Development Crosswalk Skills Determine needed skill sets Assess Skill of Existing Workers	# of Space Florida Training Initiative (SFTI) OJT's	NA	NA	NA	54	30	84
		\$ Value of SFTI OJT's	NA	NA	NA	\$371,899	\$236,845	\$608,744
<b>Established Business</b>	Training for new skills Industry Relations/ Business Liaison All of the above + Obtain appropriate training vendors Employed Worker Training Customized Training	# of National Emergency Grant (NEG) OJT's	0	0	50	98	64	212
		\$ Value of NEG OJT's	0	0	\$237,285	\$671,446	\$731,802	\$1,640,533
		# of Adult Work Experience (AWE)	0	0	0	0	86	86
		\$ value Employed Worker Training (EWT)	\$24,000	\$386,215	\$14,982	\$14,248	\$6,400	\$445,845
		# of Employed Worker Training	48	681	73	21	27	850
<b>Workers impacted by the changes to the Aerospace Industry</b>	Assessment & Career Planning Individual Training Accts Follow up & Support Svcs. Workshops Job Club Career Progression Services BizLaunch	# of services provided	1,863	3,586	10,020	7,423	4,396	27,288
		# of training completions	558	865	240	592	335	2,590
		# of person employed at contact	0	533	67	2,405	1,354	4,359
		# of workshops	31	125	293	747	331	1,527
		# of workshop participants	360	2,968	1,922	10,340	6,364	21,954
<b>Communication</b>	Business & Customer Outreach Education Campaigns Social Media Customer Surveys	# of visits by Aerospace workers	1,579	2,000	5,025	3,305	1,950	13,859
		# of new workers registered in program	0	4,761	1,439	1,228	648	8,076
<b>Resource Development</b>	Search for Grants Establish Partnerships Grants Management	FUNDING SOURCE	PROGRAM			Grant	Status	
		State	WIA Rapid Resp.			\$500,000	CLOSED	
		State/AWI	Gen. Rev.			\$1,250,000	CLOSED	
		State/AWI	WIA Rapid Resp.			\$1,850,000	CLOSED	
		Federal/USDOL	Earmark			\$238,000	CLOSED	
		Federal /USDOL	Earmark			\$1,000,000	CLOSED	
		Federal/USDOL	NEG			\$15,000,000	OPEN	
State/Space Florida	Various			\$3,200,000	OPEN			

**AEROSPACE CLUSTER STRATEGIC PLAN**  
DATA GRAPH FOR SELECTED DATA SETS





## Information Brief

### Measure 4B: Define & Develop One Sector Strategy

#### Background

The Brevard Workforce Strategic Plan includes the following measure/activity for the Business Workforce Committee (BWC).

<b>Strategy 4:</b>	<b>Develop and implement cluster-based initiatives in key industries.</b>
<b>Measure 4B:</b>	<b>Sector Strategies</b>
<b>Activity:</b>	Ongoing activity to implement sector strategies.

The purpose of this brief is to provide an update on the approved Advanced Manufacturing & Technology Sector Strategy establishing the Alternative/Clean Energy as a focus. Normally, this brief include the activities of the Brevard County Energy Policy Group, the I6 Challenge Grant – I2Can “Cleantech Acceleration Network, Florida Solar Energy Center and the Space Coast Energy Consortium. The Brevard County Energy Policy Group has stopped meeting and the remaining groups will be reported on during the next quarterly meeting. The focus of this quarter’s report is the following:

**Jobs & Innovation Accelerator Challenge Grant:** This grant is a \$2,148,198 combined grant using funding from the Economic Development Administration (EDA), USDOL Employment and Training Administration (ETA) and the Small Business Administration (SBA) and is focusing on the Clean Energy cluster and jobs. The *Space Coast Clean Energy Jobs Accelerator (CEJA)* is a comprehensive and coordinated project designed to elevate, integrate and accelerate the development of the Space Coast Clean Energy Cluster that has emerged in East Central Florida. During the week of May 13<sup>th</sup> Brevard Workforce and the grant lead, Space Florida were visited by the U.S. Department of Labor to review grant. This review followed an April 24-25 mandatory training at the USDOL Regional Headquarters in Atlanta. During the visit, BW staff received technical assistance on grant implementation. As a result, staff is in the process of making some adjustments in the administration of the grant. Staff will provide a brief slide presentation regarding the accommodations which relate to the following:



- Reversing the focus of the grant
- Expanding our view of clean energy
- Expanding our survey methods
- Commitment of CEJA funding for economic development projects
- Creative uses of existing training tools
- Expand Outreach

**Next Steps:** BW staff is awaiting the final USDOL monitoring report and will be implementing all of the recommended changes. The various accommodations will assist us in meeting grant performance.

## Information Brief

### Incumbent Worker Training Grants

#### Background

The Florida [Incumbent Worker Training Program](#) (IWT) provides grant funding for customized training for existing for-profit businesses. Through this customer-driven program, Florida is able to effectively retain and keep businesses competitive through training that upgrades the skills of existing full-time employees. Workforce Florida, Inc. administers the program; however, Brevard Workforce (BW) Business Services staff, are instrumental in educating and/or guiding business organizations to/through the process. Businesses applying for the Florida IWT's must be in operation for one year prior to the application date, have at least, one full time employee, demonstrate financial viability and be current on all state tax obligations. Funding priority is given to businesses with 25 or fewer employees, located in distressed Rural, Urban Inner-City Areas or Enterprise Zones in qualified targeted industries. Priority is also given to grant proposals that represent a significant layoff avoidance strategy and an upgrade in employee skills. BW guides companies to the IWT program and tracks the notifications provided by the Workforce Florida, Inc. BW regularly reviews local performance as detailed in the chart as follows:

History: Incumbent Worker Training Program Local Performance							
<u>Program Year</u>	<u># of Grants Awarded</u>	<u># of Business Impacted</u>	<u>IWT Grant Awarded</u>	<u>Ranking by Grant \$ Awarded (24 RWB's)</u>	<u>Employer Contribution (w/wages)</u>	<u>Total</u>	<u>Number of Jobs Impacted</u>
2008-2009	10	10	\$178,890	5	\$738,780	\$917,670	391
2009-2010	6	6	\$113,733	13	\$232,489	\$346,222	244
2010-2011	13	13	\$307,930	7	\$1,215,736	\$1,523,666	363
2011-2012	21	27	\$475,455	5	\$9,350,776	\$10,077,226	771
2012-2013*	11	11	\$645,124	4 <span style="color: green;">↑</span>	\$4,394,758	\$5,039,882	759

\*As of 05/31/2013 – this is not the final report for the Program Year. Additional awards may be provided based on recaptured & unspent funding.

A summary of the grant awards received in the 3<sup>rd</sup> Quarter is as follows:

<b>Date Received:</b> 06/03/2013	
<b>Company Profile:</b> <a href="#">Advanced Magnet Lab</a> (AML) is headquartered in Palm Bay and provides technology for the design and manufacture of advanced coils, magnets and magnet systems for a variety of applications and markets. AML's 3D coil design software and automated construction processes enable rapid deployment of complex state-of-the-art magnets, operating in either resistive or superconducting modes. As a result of these automated processes, AML is capable of designing and building magnets with high performance and reliability at low cost.	
<b>Description</b>	<b>Data</b>
<b>IWT Assistance:</b>	\$29,903
<b>Employer Contribution:</b>	\$144,247
<b>Total:</b>	\$174,150
<b>Individuals to be trained:</b>	9
<b>Approved Training Courses:</b>	ITAR Export Compliance, 610/620 IPC Training, Welder #1, Forklift Training, HAAS VF4CNC, HAAS VF1CNC, Autoclave Training, CamWorks Software Training, Human Resource Responsibility, Solidworks , Camsol MultiPhysics

**Date Received:** 06/03/2013

**Company Profile:** [Harris Corporation](#) is an international communications and information technology company serving government and commercial markets in more than 125 countries. Headquartered in Melbourne, Florida, the company has approximately \$5.5 billion of annual revenue and about 15,000 employees – including 6,000 engineers and scientists. Harris is dedicated to developing best-in-class assured communications® products, systems, and services.

Description	Data
<b>IWT Assistance:</b>	\$375,000
<b>Employer Contribution:</b>	\$1,869,042
<b>Total:</b>	\$2,244,042
<b>Individuals to be trained:</b>	375
<b>Approved Training Courses:</b>	See Attachment I

**Date Received:** 06/03/2013

**Company Profile:** [BRPH Architects Engineers, Inc.](#) – BRPH is an international architecture and engineering design and construction services firm providing comprehensive and fully integrated services to our clients. BRPH is recognized as a leader in planning, design, engineering, and construction of a wide range of project types including aviation, aerospace, federal government, commercial/industrial and education/institutional.

Description	Data
<b>IWT Assistance:</b>	\$37,145
<b>Employer Contribution:</b>	\$144,795
<b>Total:</b>	\$181,940
<b>Individuals to be trained:</b>	84
<b>Approved Training Courses:</b>	Revit Basic, Revit Intermediate I, II and III, Revit Advanced, Adobe Indesign CS6, Managing People Problems, BRPH Project Management and PSMJ Boot camp

## Information Brief

### Quick Response Training Grants

#### Background

The [Quick Response Training \(QRT\)](#) grants, administered by Workforce Florida, Inc. (WFI) provide funding for customized training to new or expanding businesses. The goal of the program is to retain and attract businesses creating new high-quality jobs. The grants are structured to be flexible and "respond quickly" to meet the business's training objectives. Program requirements include that new, existing or expanding Florida business produce an exportable good or service, create new, full-time, permanent jobs in qualified target industries, meet certain wage requirement and require custom entry level training of less than 24 months. Training expenses can include trainer salaries, curriculum development and textbook/manuals. QRT grants must be done in coordination with a local training institution. BW guides companies to the QRT program and tracks notifications provided by WFI. BW Industry Relations staff provides information to local business about this program and refer interested persons directly to WFI for application and review. This type of training grant may be of interest to BWC members and is provided here as information. BW's goal is to maximize this type of information to local business as necessary to assist with retaining, attracting and creating high quality jobs. The following chart shows the history of awards for Region 13 for the time period 2002-2012 and includes the name of each company and the award amount. There has been no new QRT's issued this quarter.

QRT Awards in Brevard County 2002-2012 (As of 12/31/2012)					
FY	COMPANY	GRANT \$ AMOUNT	COMMITTED TRAINEES	ACTUAL TRAINEES	FUNDS USED \$
2002	The Boeing Co.	197,610	110	71	55,293.89
2004	WAMU	372,068	410	351	318,525.47
2004	Med Solutions	110,437	108	208	110,437.00
2004	Confluent	173,313	100	16	16,539.09
2006	Med Solutions	109,683	163	79	37,283.88
2010	Info. Sys. & Global Solutions	142,254	110	164	142,254.00
2010	Embraer Aircraft	183,326	103	102	159,043.50
2010	AAR Airlift Group, Inc.	498,750	300	375	467,766.92
2012	Harris Corporation	2,000,250	2000	926	639,249.51
	TOTALS	3,787,691	3404	2292	1,946,393

The 2013-14 State budget includes 12 Million dollars for QRT in the State this next year. This is in keeping with the Governor's promise to double QRT funds. According to Debbie McMullian with WFI, the State hopes to begin making larger awards to more businesses. BW will share any notice of program changes with BWC members as new information is available.

Quick Response Training Program Local Performance as of 12/31/2013							
Program Year	# of Grants Awarded	# of Business Impacted	IWT Grant Awarded	Ranking by Grant \$ Awarded (24 RWB's)	Employer Contribution (w/wages)	Total	Number of Jobs Impacted
2012-2013	1	1	\$2,000,250	1	\$150,010,000	\$17,001,250	2,000

Attachment I - Harris IWT Training Course Listing

Course Description/Topic	Hours	Provider	Slots	Job Functions
The Ultimate Supervisor	1 day	Career Track Seminars	1	Engineering IT, IS job titles
Certified Quality Eng, Mfg, Auditor and Inspector	3 days	ASQ, Harris	55	Engineers and Mfg employees
Manufacturing Skills Standard C	40 hours	MSSC, Harris	14	Engineering and Mfg job titles
Network Security Training	4 days	Watchguard, SANS Institute,	15	Engineering IT, IS job titles
recertification, Federal Regulations	2 days	Global Knowledge and	10	Accounting and Finance job titles
Internal Accounting/Financial	2 hours	External Provider	15	Accounting and Finance job titles
CMMI (Capability Maturity Model	3 days	Layman and Layman	12	Engineering IT, IS job titles
databases, Engineered systems, Operating Systems,	3 days	Oracle/New Horizons	36	Engineering IT, IS job titles
(certifications, servers, SQL, administration)	4 days	Knowledge/Microsoft/New	13	Engineering IT, IS job titles
CompTIA Security+ Certification Voucher	5 days	Global Knowledge	4	Engineering IT, IS job titles
Intermediate/Advanced C# .Net (MS Certs)	5 days	New Horizons, Microsoft	9	Engineering IT, IS job titles
Security+	5 days	Horizons/Global Knowledge	20	Engineering IT, IS job titles
CISSP (Certified Information Systems Security Professional)	5 days	ISC2	13	Engineering IT, IS job titles
Junos Foundations: JNCIA-Junos Boot Camp (IJOS, JRE)	2 days	Networks/Global Knowledge	1	Engineering IT, IS job titles
Cisco Training (including CISCO certifications such as CCNA)	5 days	Horizons/Global Knowledge/CIS	44	Engineering IT, IS job titles
Agile Training	3 hours	New Horizons	12	Engineering IT, IS job titles
BizTalk Expert Series: EDI (Virtual)	3 days	New Horizons, EDI	1	Engineering IT, IS job titles
Bug Tracking & SDLC using TFS	3 days	ONLC Training	7	Engineering IT, IS job titles
Citrix Training	5 days	New Horizons, Citrix	2	Engineering IT, IS job titles
Configuring BIG-IP LTM (F5 Training)	4 days	Global Knowledge	1	Engineering IT, IS job titles
Management System Training - Harris Internal	3 days	Harris, Global Knowledge	2	Finance and PM titles
HTML5 + DHTML (jQuery)	4 days	Global Knowledge	8	Engineering IT, IS job titles
Mobile Development (iOS/Android)	5 days	Global Knowledge	8	Engineering IT, IS job titles
Project Management	4 days	Institute, Learning Tree	14	Engineering IT, IS job titles
Public Speaking	3 days	Florida Institute of Tech	4	Customer facing employees
Secure Software Development	4 days	New Horizons, Sans Institute	3	Engineering IT, IS job titles
Software & DB Design / Architecture	2 days	New Horizons	3	Engineering IT, IS job titles
Tableau Software	3 days	Tableau/New Horizons	3	Engineering IT, IS job titles
Time Management	2 days	Global Knowledge	1	Engineering IT, IS job titles
Tipping Point IPS Basic	5 days	Knowledge/HP/Next Step	1	Engineering IT, IS job titles
SiteMinder Training	3 days	CA Technologies	2	Engineering IT, IS job titles

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Course Description/Topic	Hours	Provider	Slots	Job Functions
ISO2000 Information Technology Internal Auditor	2 days	BSI, ASQ	1	Engineering IT, IS job titles
Effective Technical Writing	3 days	Global Knowledge	4	Engineering IT, IS job titles
Exadata and Database Machine Administration Workshop	4 days	Oracle/New Horizons	1	Engineering IT, IS job titles
ITIL Service Design	5 days	Global Knowledge	1	Engineering IT, IS job titles
Firewall/IPSec VPN Products (CJFV)	3 days	Global Knowledge	1	Engineering IT, IS job titles
Eclipse RCP (Rich Client Platform) Development	5 days	Global Knowledge	1	Engineering IT, IS job titles
ImageNow	3 days	Oracle, Image Now	1	Engineering IT, IS job titles
SAAS (Software as a Service Cloud)	5 days	New Horizons, Learning Tree	3	Engineering IT, IS job titles
NetBackup Training	5 days	EMC, Symantec	1	Engineering IT, IS job titles
SCOM 2007 Advanced	3 days	New Horizons, Microsoft	1	Engineering IT, IS job titles
SNIA Storage	3 days	Global Knowledge	1	Engineering IT, IS job titles
Unix/VCS Training	5 days	Global Knowledge	1	Engineering IT, IS job titles
Information Technology and IS Security Training	5 days	Institute/New Horizons	5	Engineering IT, IS job titles
CRM (Customer Relationship Management) Training	5 days	Global Knowledge	1	Engineering IT, IS job titles
BizTalk 2010 Developer Deep Dive	5 days	New Horizons/ONLC	2	Engineering IT, IS job titles
Introduction to IPv6: Protocols, Services, and Migration	4 days	Global Knowledge	2	Engineering IT, IS job titles
VSphere5 Fast Track	5 days	Global Knowledge	1	Engineering IT, IS job titles
Web Application Firewall Training	5 days	Global Knowledge	1	Engineering IT, IS job titles
Symantec PGP Universal Server Administration	5 days	Knowledge, Symantec	1	Engineering IT, IS job titles
Siebel 8.1.x Tools	5 days	New Horizons, Oracle	1	Engineering IT, IS job titles
Visual Studio, Visual C++, Media Authoring, Windows, Office	4 days	Knowledge/Sans	5	Engineering IT, IS job titles
HDI Support Center Analyst	2 days	HDI, Global Knowledge	5	Engineering IT, IS job titles
			375	

# BUSINESS WORKFORCE COMMITTEE (BWC)

## ATTENDANCE RECORD

PY 2012-2013	JULY	OCT	JAN	APR
Browne, Colleen	P	P	P	p
Cobb, Ron	P	P	resigned 11/12	
Compton, Terry	A	A	A	A
O'Connell, Al	A	A	resigned 11/12	
Proctor, D. Travis	P	A	P	P
Schiff, Jeff				new 4/13
Senti, Mark	P	A	P	A
Yandell, Tim	P	P	P	P
Young, Denise	P	A	P	A