



Business Workforce Committee Meeting

April 4, 2013

8:30 A.M. – BWDB Boardroom

(Teleconference 321-394-0700)

Attendees: Colleen Browne, Teresa Compton, D. Travis Proctor, Jeff Schiff, Mark Senti, Tim Yandell (Chair), Dr. Denise Young

Agenda

Page No.

Call to Order

Tim Yandell

Introductions

Public Comment

Presentation Items:

- BW in Motion Video: Strengthening Key Business Clusters Lisa Rice N/A

Action Items:

- Approval of Minutes for Committee Meeting of January 10, 2013 Tim Yandell 1 – 3
- Individual Training Account Vendor Procurement (rating sheets will be available at the meeting) Don Lusk 4 - 5
- Selection of Key Industries (PY 2013-2014) Don Lusk 7 - 9

Discussion & Information:

- ITA Annual Vendor Evaluation – NEG Data Erma Shaver 10 - 14
- Preliminary Targeted Occupations List Process for 2013-2014 Don Lusk 15 – 16
- Goal 2 Strategy Updates Don Lusk 17 – 20
 - Measure 3 A: Community Resources Report January 2013 Don Lusk 21 - 24
 - Measure 4A: Aerospace Strategic Plan Update Judy Blanchard 25 - 26
 - Measure 4B: Define & Develop One Sector Strategy Don Lusk 27 – 28
- Incumbent Worker Training Grants Don Lusk 29 -31
- Quick Response Training Grants Don Lusk 32
- Attendance Roster

Adjourn

Tim Yandell

Call 321-394-0658 for information

TTY: 711-321-394-0507

Upcoming Meetings:

April 2013

4th Business Workforce Committee-8:30am-BW Boardroom
24th Community Involvement Committee-4:00pm-BW Boardroom

May 2013

7th Executive Committee-4:00pm-BW Boardroom
14th Brevard Workforce Operations Committee-8:00am-BW Boardroom
17th Board Meeting-8:00am-BW Boardroom

June 2013

13th E³ Committee-8:30am-BW Boardroom

Brevard Workforce
Business Workforce Committee (BWC) Meeting
January 10, 2013

Minutes

Members in Attendance: Colleen Browne, D. Travis Proctor, Mark Senti (via teleconference), Tim Yandell (Chair) and Dr. Denise Young

Members Absent: Terry Compton

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

Guests in Attendance: Caroline Joseph-Paul, Tim Morgan, Shawn O'Malley, Bob Knippel and Charles Busterna of Brevard Workforce Career Centers

Call to Order:

Tim Yandell, Chair, called the meeting to order at 8:33 a.m. Introductions were made. There was no public comment.

Action Items:

Approval of Business Workforce Committee Minutes of October 11, 2012

A motion to approve the minutes of the October 11, 2012 Business Workforce Committee Meeting was made by D. Travis Proctor and seconded by Colleen Browne. Motion passed unanimously.

Dr. Denise Young joined the meeting.

Discussion/Information Items

ITA Vendor Evaluation

The annual ITA vendor evaluation performance report and supporting data was presented and discussed along with a separate report showing the amount of money BW obligated to each vendor for PY 11-12 with outcomes.

Workforce Champion Criteria & Purpose

The innovative "Workforce Champion" program was introduced along the criteria and the purpose of the program, including BW being recognized as a model on local, state and federal levels for job seekers and businesses.

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.

Discussion ensued on data challenges necessary to retain aerospace technicians on the TOL, the need for the occupations BW focused on the past two years and the list of occupations provided through Help Wanted On Line (HWOL) that are in demand but not currently on the TOL. Discussion ensued. Staff will provide a report at the next committee meeting which shows where NEG training dollars were spent for ITA's. A motion was made by D. Travis Proctor to add Occupational Therapist Assistants and Web Developers to the TOL and to retain the remainder of the occupations from the list used for last year as listed. Dr. Denise Young 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".

Community Resources Report November 2012

A list of BW Community Resources Workshops for November 2012 was shared.

Measure 4A: Aerospace Cluster Strategic Plan

The Aerospace Industry Strategic Plan progress update was provided. BW has had 4,065 former aerospace workers self report that they have been re-employed as of November 2012.

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, 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. This report is incomplete for a second quarter in a row. BW has made inquiries to the State and will make corrections when the information is obtained.

Quick Response Training (ORT) Grants

QRT grants, administered by Workforce Florida, Inc. (WFI) provide funding for customized training to a new or expanding business. This is a baseline report and is presented for the first time to this committee. The report shows that from 2000 - 2012, Region 13 businesses received \$1,946,393 in funds for 3,404 trainees.

Tim Yandell made an announcement that the Board of Directors meeting is on February 22, 2013, not February 15, 2013 as noted on the agenda page of the package.

Adjourn:

There being no further business, Tim Yandell adjourned the meeting at 9:20 a.m.

Respectfully submitted,

Reviewed by,

Marina Stone 04/04/13
Date

Tim Yandell, Chair 04/04/13
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 3rd quarter, 2 vendors have submitted 5 programs for evaluation. Staff has evaluated all of the information submitted by the vendor. A brief summary for each vendor is as follows:

[DrupalEasy](#) submitted 1 program for review. Coursework the **DrupalEasy Career Starter Program** is provided in a classroom setting and is not Internet-based. DrupalEasy is a private training vendor who is pending State approval at this time. DrupalEasy provides industry-focused Drupal web based software. Drupal is a free, open-source super-powerful content management system for web sites that require information posting and collection, including blogs, forums, videos, photos, and databases of information. Brevard Workforce has previously approved this training for the BW Aerospace Workforce Transition Program which does not require vendors to be on the training vendor list or approved by the State of Florida Department of Education. The approval of this program on our training vendor list will allow for use of WIA formula funds and other specialized funds. At this time this program is producing 100% completion and 60% placement rates, although several students will be self-employed or new entrepreneurs when they have marketed themselves.

[Keiser University](#) has submitted 4 programs for review. Keiser University has been a BW vendor for quite some time. BW and Keiser have an outstanding relationship which benefits customers and students. The programs submitted include Radiologic Technology, Nursing, Diagnostic Medical Sonography and Occupational Therapy Assistant. BW requested Keiser submit these 4 programs at 'full price' offerings since we have had several transitioning aerospace workers ask to attend for re-training. BW approved those

requests by authorizing Contingency Waivers. In order to allow more students to attend these programs, BW needs to add these programs to the ITA Vendor Listing. Although BW cannot provide full funding for these programs, we do assist qualified customers and students to obtain partial funding.

The “Review Sheet for the Proposed Training Program” forms will be provided at the April 4th BWC meeting. A BW staff rating team reviewed the packages 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:

Thresholds for Allowable ITA Investment		
TIER	AVG ENTRY WAGE	MAXIMUM INVESTMENT
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
DrupalEasy	<ul style="list-style-type: none"> DrupalEasy Career Starter Program 	High	Approval contingent upon receipt of the State of Florida Department of Education approval.
Kesier College	<ul style="list-style-type: none"> Radiologic Technology 	High	Approval
	<ul style="list-style-type: none"> Nursing 	High	Approval
	<ul style="list-style-type: none"> Diagnostic Medical Sonography 	High	Approval
	<ul style="list-style-type: none"> Occupational Therapy Assistant 	High	

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 for the next full Board of Directors meeting contingent upon the receipt of additional information.

Action Brief

Selection of Key Industries Program Year 2013 - 2014

Background

Brevard Workforce (BW) periodically reviews Key Industries (sometimes referred to as Key Industry Clusters) by researching and analyzing Labor Market Information (LMI) provided by the State of Florida and other sources. The Business Workforce Committee (BWC) is provided this information in order to garner a business perspective on the Key Industry selection and to make recommendations to the BW Board of Directors regarding any adjustments. The selection of Key Industries allows for BW to deploy limited resources and social capital in a manner to optimize prospects for success. Most of the identified industries represent those which offer the best promise for overall economic growth by attracting and retaining high skill, high wage and value added jobs. However, they could also represent those that require our focus due to major workforce issues (i.e. Shuttle retirement). These Key Industries are also the basis for the Business to Jobs (B2J) model and establishment of business communities, or focus within communities, in the career centers. A quick look at the workforce situation in Brevard will set the stage for reviewing Key Industry information.

- Brevard County's jobless rate decreased to 8.3% from 10.7% comparing December of 2012 to December of 2011 and is the 8th highest (up from 10th in 2011). Brevard unemployment ranks 24th highest (up from 25th in 2011) based on a 67 county comparison. While the decrease in our jobless rate is good, Brevard actually moved up in the rank among the counties and MSA's. Brevard still has a higher unemployment rate than the State of Florida at 7.9% and the United States at 7.6%.
- The labor force participation rate declines in Florida and Brevard have been a concern as workers stop looking for employment. Based on the State of Florida's Long Range Financial Outlook Report from September 2012, 91 percent of the drop in the unemployment rate is due to people dropping out of the labor force.
- Dislocated Aerospace Workers continue to impact our region. While BW is still pursuing an extension of the NEG funding, at this time the funds are still set to expire by June 14, 2013. As BW moves toward the ending date of the NEG and other funds specifically allocated to this subpopulation, there are still 499 persons in training and another 1,998 actively using our assistance to look for work. BW will also be challenged by the secondary impacts of the lost jobs affected by the workers who supported America's space exploration for years.
- Some recent aviation manufacturing sector employers have started operations in Brevard County and leave much hope for the future of the manufacturing industry. This linked with the BW "sector strategy focus on "advanced manufacturing along with efforts by the local economic development, make aviation a great area for future activity. Employ Florida Market Place has shown a total of 104 job listings for Aviation in the last year.
- Hospitality and Tourism have provided a significant increase in Florida Job growth. In a 2011 Georgetown University Study, it was projected that there will be a 15% growth in jobs in this industry by 2018. Based on the DEO LMI 2020 data, Brevard shows continued

growth in this sector. This data source indicates the addition of 521 jobs yearly through 2020. Based on the Brevard County Office of Tourism Development (BCOTD), the total impact to tourism on the county is \$2.86 billion yearly. BCOTD 2011 data also indicates that the tourism industry “indirectly or directly employs approximately 20,900 persons”. As revealed by Fishkind & Associates in Florida Today on March 17, 2013, “Tourism increased 2% which means another 2 Million people visiting but more importantly tourist expenditures were up by over 7%.” The American and Hotel Lodging Association indicates a career ladder for this industry that includes entry level jobs with wages and ladders for progression that would fit our current wage tier structure for training and education opportunities. This could include but not be limited to Front Desk Clerks, Chefs & Head Cooks, Front-Line Supervisors, Customer Service Specialist, Human Resource Assistants, etc.

Discussion

The following table contains the history and trends of employment growth by industry in 2009, 2011 and 2013. This table also shows the selected Key Industries over this time period. The following trends are noted:

↑	Manufacturing, Trade Transportation & Utilities, Financial Activities, Professional & Business Services and Leisure & Hospitality Services are all industries showing positive growth trends. The strongest growth is in Professional & Business Services and Leisure & Hospitality.
→	Construction, Information, Education & Health Services, Other Services and Government are industries showing some leveling or recovery from previous sharp declines


Employment by Industry							
Not Seasonally Adjusted / Over-the-Year Percent Change							
Industry	Brevard Trend	2009		2011		2013	
		Florida	Brevard	Florida	Brevard	Florida	Brevard
Construction	→	-17.5%	-11.4%	-5.0%	-4.8%	-1.9%	-1.3%
Manufacturing	↑	-11.1%	-6.3%	-2.2%	-5.2%	0.4%	0.5%
Trade, Transportation & Utilities	↑	-5.4%	-5.3%	-0.5%	-0.3%	1.4%	2.3%
Information	→	-7.0%	3.6%	-3.4%	-6.9%	-3.3%	-4.3%
Financial Activities	↑	-4.4%	-11.0%	-1.2%	0.0	-0.8%	1.4%
Professional & Business Svcs	↑	-8.2%	-3.2%	1.0%	-2.8%	2.2%	4.8%
Education & Health Svcs	→	0.6%	-0.7%	1.9%	3.2%	1.4%	2.1%
Leisure & Hospitality	↑	-5.8%	-10.6%	3.5%	2.4%	3.1%	4.1%
Other Services	→	-4.6%	-1.2%	-0.5%	5.5%	-1.2%	0.0%
Government	→	-1.1%	-2.7%	-0.2%	-2.4%	-0.8%	0.0%
Selected Key Industries for Brevard		2009		2011		2013	
		Healthcare, Aerospace, Manufacturing & Commercial Construction		Health Care Aerospace & Aviation Manufacturing & Technology		See Recommendation Below	

Below are Focus areas that are emerging technologies in Brevard and can be good opportunities to “crosswalk” our dislocated aerospace population:

- Alternative/Clean Energy – Alternative is an umbrella term that refers to any source of usable energy intended to replace no-renewable, fossil fuel sources without the undesired consequences. Based on the Federal focus and locally based resources including the Space Coast Energy Consortium & the Florida Solar Energy Center this is a positive area of focus.
- Cyber-Security – The word “cyber” is a reference to cyberspace and the virtual world that computers operate in. This actually relates more to information security as applied to computers and networks. The objective of computer security includes protection of information and property from theft, corruption, or natural disaster, while allowing the information and property to remain accessible and productive to its intended users. This is a field of special interest to government entities such as Homeland Security, Department of the Treasury, and Department of Defense. Also of great interest to business as documented cases of cyber-espionage is on the rise.
- Transportation & Logistics – Refers to management of the flow of goods and services between the point of origin and the point of consumption in order to meet the requirements of customers. Logistics involves the integration of information, transportation, inventory, warehousing, material handling, and packaging, and security. Technology is helping to improve and optimize logistics by use of modeling and simulation.
- Medical Device Manufacturing – Taken as a whole, Florida has a large medical device sector and ranks 2nd in the U.S. for the number of FDA registered medical establishments. Brevard’s proximity to the I-4 area associated with current industries and the availability of the aerospace workforce makes this a good focus area.
- STEM Education – This is the acronym for Science, Technology, Engineering and Mathematics and are considered the core underpinnings of our technological society. STEM education references efforts by public education institutions and workforce systems to improve outcomes and provide trained and educated workers enhance the industries that need such talent.
- Laser & Photonics – This includes optical communications, imaging, data storage, detectors and lasers to provide a wide array of health, entertainment, defense and business applications used in everyday life.
- Water Resources & Technology – Is based on the growing concerns over water scarcity and the technologies developing around this concept.
- Digital Media - is a form of electronic media where data is stored in digital form. This can include technical aspects of storage and transmission of information or to the "end product", such as creative digital arts, science, technology and business which allows for human expression, social interaction and education.
- Entrepreneurial & Self-employment - Small businesses are a vital part of our economy as they represent 99.7% of the nation’s employer businesses, pay 44% of the U.S. private payroll and generated 64% of net new jobs over the past 15 years. Development of new small business is an important strategy in accelerating our economic recovery. In Brevard, through the efforts of “*Biz Launch*”, BW has seen approximately 82 new business start-ups in the last 24 months. BW continues to see a strong interest in customers who would like to explore Entrepreneurial & Self-employment opportunities.

Recommendation

Staff recommends the following Key Industries and “Preferred Areas of Focus”.

2013-14 KEY INDUSTRIES											
Key Industry	Rationale	Preferred Areas of Focus in Key Industries									
Aviation, Aerospace & Technology	<ul style="list-style-type: none"> Aviation is a growing industry in Brevard. Ability for aerospace training and experience to “crosswalk” to the aviation industry jobs. Ongoing need to retain local talent for the next generation of space vehicles. Industry focus for Space Florida & Economic Development Commission of Florida’s Space Coast. 	<div style="text-align: center;">  </div> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td style="background-color: #d9e1f2;">Alternative/Clean Energy</td></tr> <tr><td style="background-color: #d9e1f2;">Cyber-Security</td></tr> <tr><td style="background-color: #d9e1f2;">Transportation & Logistics</td></tr> <tr><td style="background-color: #d9e1f2;">Medical Device Manufacturing</td></tr> <tr><td style="background-color: #d9e1f2;">Science, Technology, Engineering & Mathematics (STEM) Education Occupations</td></tr> <tr><td style="background-color: #d9e1f2;">Laser & Photonics</td></tr> <tr><td style="background-color: #d9e1f2;">Digital Media</td></tr> <tr><td style="background-color: #d9e1f2;">Entrepreneurial & Self-Employment</td></tr> <tr><td style="background-color: #d9e1f2;">Water Resources & Technology</td></tr> </table>	Alternative/Clean Energy	Cyber-Security	Transportation & Logistics	Medical Device Manufacturing	Science, Technology, Engineering & Mathematics (STEM) Education Occupations	Laser & Photonics	Digital Media	Entrepreneurial & Self-Employment	Water Resources & Technology
Alternative/Clean Energy											
Cyber-Security											
Transportation & Logistics											
Medical Device Manufacturing											
Science, Technology, Engineering & Mathematics (STEM) Education Occupations											
Laser & Photonics											
Digital Media											
Entrepreneurial & Self-Employment											
Water Resources & Technology											
Manufacturing, & Logistics	<ul style="list-style-type: none"> “Advanced Manufacturing & Technology” is the focus of a BW Sector strategy. Emerging technologies need to be nurtured to assist in creating new jobs that will crosswalk with aerospace careers. Reflects positive trend in Trade, Transportation & Utilities industries. 										
Health Care, Professional & Business Services	<ul style="list-style-type: none"> Local LMI shows strengthening in Education, Health Services, Professional, Business Services and Financial Activities. Demand area for occupational training by BW customers and Business Customers. 										
Leisure & Hospitality	<ul style="list-style-type: none"> Local LMI shows strengthening industry and job growth. Long term growth predicted through 2020. Local growth in the cruise industry & Port Canaveral development. Identification of career ladders & wage projection within the industry. Tourism is a significant industry in Brevard County and based on local and State data, will continue to be a major jobs creation source. 										

Action

Review and approve staff recommendation of the Key Industries & “Preferred Areas of Focus” for PY 2013-2014 for inclusion on the consent agenda of the next Board of Directors meeting

April 4, 2013

Discussion Brief

ITA Vendor Evaluation PY 2011-2012 -NEG

Background

This brief has been prepared as a result of the committee's request to see vendor evaluation data for the vendors serving customers who are funded by National Emergency Grant (NEG) dollars.

The Brevard Workforce Provider Performance (PY 2011-2012) - NEG (Attachment 1) demonstrates the enrollment levels and the successful completion, entered employment and training related employment rates along with the average placement wage for vendors currently servicing NEG funded customers. The information is taken from EFM (Employ Florida Marketplace) for individuals recorded having an approved Individual Training Account (ITA) for Occupational Skills Training. This shows information for the PY 2011-2012 program year only. The following key areas are shown for each program:

- Percent of customers who successfully completed the training program.
- Percent of customers exited who obtained employment.
- Percent of customers exited who obtained employment in a training related field.

This evaluation found the average wage at placement ranged from \$13.00 to \$34.37 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 customer.

While the completion rate for this population runs about 81%, the data indicates that they spend longer in job search and therefore have a smaller placement rate (50%) than is usually seen with our regular programs. The training related placement rate is also lower.

Discussion

The data is provided for committee information at their request and can be provided again when all of the data is available for the NEG program. Because the NEG program is a limited term program and the NEG customers are a unique population, staff are not making recommendations or drawing conclusions on the success or lack of success for any of the vendors on this list. Staff is open to any questions or additional input.

Brevard Workforce Provider Performance (PY 2011-2012) - NEG											
Provider Name	Total Amount Paid	Served	In Training	Successfully Completed	% Successfully Completed	In Job Search	Placed	% Placed in Employment	Training Related	% Placed in Training Related Employment	Average Wage
American Public University System	\$9,750	3	1	2	100%	2	---	---	---	---	---
Ashford University	\$0	1	1	---	---	---	---	---	---	---	---
Barry University	\$76,960	17	4	12	92%	11	7	54%	3	43%	\$ 26.04
Bisk Education, Inc											
FBO Florida Institute of Technology	\$29,818	1	0	1	100%	1	---	---	---	---	---
Brevard Community College	\$217,136	108	52	42	75%	24	22	39%	8	36%	\$ 21.75
Brighton College	\$0	1	1	---	---	---	---	---	---	---	---
CASEL HEALTHCARE TRAINING CENTER	\$9,344	5	2	3	100%	1	2	67%	0	0%	\$ 18.41
Colorado State University	\$9,437	2	0	2	100%	1	1	50%	0	0%	\$ 28.84
Columbia Southern University	\$18,263	8	2	6	100%	3	3	50%	1	33%	\$ 19.06
DAYTONA BCH COMMUNITY COLLEGE	\$865	2	2	---	---	---	---	---	---	---	---
Daytona State College	\$15,475	5	3	1	50%	1	1	50%	1	100%	\$ 20.00

Brevard Workforce Provider Performance (PY 2011-2012) - NEG											
Provider Name	Total Amount Paid	Served	In Training	Successfully Completed	% Successfully Completed	In Job Search	Placed	% Placed in Employment	Training Related	% Placed in Training Related Employment	Average Wage
DeVry University	\$4,510	1	1	---	---	---	---	---	---	---	---
Embry-Riddle Aeronautical Unive	\$76,412	15	4	10	91%	4	7	64%	2	29%	\$ 31.30
Everglades University	\$4,625	1	0	1	100%	1	---	---	---	---	---
Florida Institute of Technology	\$238,411	55	24	25	81%	8	21	68%	6	29%	\$ 28.31
FLORIDA MEDICAL TRAINING INSTITUTE	\$6,028	1	0	1	100%	0	1	100%	1	100%	\$ 20.00
FSU	\$0	1	0	1	100%	0	1	100%	0	0%	\$ 18.05
INDIAN RIVER STATE COLLEGE	\$3,275	1	1	---	---	---	---	---	---	---	---
Justice Electronic Training Center	\$0	1	0	1	100%	1	---	---	---	---	---
Keiser University	\$20,905	3	1	1	50%	0	1	50%	0	0%	\$ 13.00
Liberty University	\$4,919	1	0	1	100%	1	---	---	---	---	---
MID FLORIDA TECH	\$0	1	0	1	100%	0	1	100%	1	100%	\$ 15.11
MTA Schools	\$0	1	0	1	100%	1	---	---	---	---	---

Brevard Workforce Provider Performance (PY 2011-2012) - NEG

Provider Name	Total Amount Paid	Served	In Training	Successfully Completed	% Successfully Completed	In Job Search	Placed	% Placed in Employment	Training Related	% Placed in Training Related Employment	Average Wage
New Horizons Computer Learning Center	\$28,138	6	4	2	100%	2	1	50%	1	100%	\$ 22.33
Penn Foster	\$4,556	1	1	---	---	---	---	---	---	---	---
PROJECT MANAGEMENT INSTITUTE	\$12,638	3	1	1	50%	1	0	0%	---	---	---
Purdue University	\$0	1	1	---	---	---	---	---	---	---	---
Roadmaster Drivers School of Orlando	\$13,190	4	0	3	75%	1	3	75%	2	67%	\$ 30.49
San Diego Christian College	\$3,726	1	0	1	100%	0	1	100%	1	100%	\$ 16.00
Sanford Brown	\$0	1	1	---	---	---	---	---	---	---	---
SANTA FE COMMUNITY COLLEGE	\$1,100	1	1	---	---	---	---	---	---	---	---
SCHOOL BOARD OF BREVARD COUNTY	\$5,998	2	0	0	0%	0	1	50%	0	0%	\$ 19.95
Seminole Community College	\$4,360	1	0	1	100%	0	1	100%	1	100%	\$ 28.19
Stevens Institute of Technology	\$0	1	0	0	0%	0	0	0%	---	---	---

Brevard Workforce Provider Performance (PY 2011-2012) - NEG												
Provider Name	Total Amount Paid	Served	In Training	Successfully Completed	% Successfully Completed	In Job Search	Placed	% Placed in Employment	Training Related	% Placed in Training Related Employment	Average Wage	
Truck Driver Institute of Florida	\$95,370	22	4	14	78%		10	56%	6	60%	\$ 19.61	
University of Central Florida	\$128,240	36	18	16	89%	11	8	44%	4	50%	\$ 31.52	
University of Florida	\$8,879	1	0	1	100%	1	0	0%	---	---	---	
University of Management and Technology	\$4,500	2	0	2	100%	1	1	50%	0	0%	\$ 23.17	
Valencia Community College	\$7,491	3	1	1	50%	0	2	100%	0	0%	\$ 28.78	
Webber International University	\$0	1	1	---	---	---	---	---	---	---	---	
Webster University	\$55,001	9	4	4	80%	3	1	20%	0	0%	\$ 34.37	
Winter Park Tech (Orange County Public Schools)	\$3,401	1	1	---	---	---	---	---	---	---	---	

Discussion 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.

The DEO announced the Preliminary TOL on March 4, 2013 and required that all data be submitted by April 1, 2013. Because the BWC had already discussed the process at the January 10, 2013 BWC meeting, staff was able to immediately begin focusing on collecting data to retain or add occupations suggested by the BWC.

BW uses a collaborative process which includes the BWC, contractor, business liaison, industry relations, community college, school district, and economic development agencies to review the entire list. The final list of submitted occupations is attached. As we have done in previous years, BW has requested State DEO/WFI approval of:

- "Supplemental TOL for Clean Energy Occupations" (also attached)
- Inclusion of surrounding region's TOL with the Region 13 TOL

This year BW has 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. Many BWC members may recall that, two years ago, BW had received approval to fund training for transitioning aerospace workers pursuing a Bachelor's degree. BW discontinued this request due to lack of WFI support and the fact that National Emergency Grant (NEG) monies allowed us to avoid use of WIA funding passed through the State. Current Florida policy limits training expenditures to two year degrees and credentials.

BW intends to request approval to expend training funds on occupations listed on the TOL for persons who are pursuing a Bachelor's degree. The recession, the retirement of the shuttle program and associated secondary losses have brought Region 13 many new challenges associated with the local area's population attaining the needed skills to obtain employment. A surplus in the labor pool and the dynamic nature of the industries gaining the most new

jobs has significantly added pressure on the skills acquisition process by demanding higher levels of education and technical skills required to compete and return to the existing workforce. This request, if DEO and WFI are willing to change the rules, would allow the pursuit of Bachelor Degrees using formula funding for eligible persons using the following rationale and limitations:

Category	Training Limitation	Rationale
Adult & Dislocated with Some College Credits.	<ul style="list-style-type: none"> • Would apply to persons who already have an A.A. or college credits which allow achievement of a Bachelors within 2 years. 	<p>Many of the remaining adult and dislocated workers who were not served by NEG and other special funding sources will remain in our community and continue needing services. Some of these persons have college credit and assisting with completion of a Bachelor's degree may be the most cost effective method to assist them.</p>
Adult & Dislocated Workers Pursuing Community College Bachelor Degree Year Degree Programs	<ul style="list-style-type: none"> • Limited to the training programs with approved Community College training vendors who offer a \$10,000 Bachelor's degree • Limited to locally approved thresholds for allowable ITA investments. • Limited to persons who can provide verification that they have the balance of funds needed to pay for the \$10,000 degree. 	<p>Several Community College training vendors have agreed to offer Bachelor Degree program. Staff believes it is a logical step to allow the use of WIA funds to be used for those Bachelor degree programs. BW's current "High Wage Tier" for ITA's is currently at \$9,000 which is \$1,000 short of funds needed to receive a Bachelor's Degree.</p>

Staff will provide copies of any updated TOL information at the meeting. Data gathering is ongoing at the time this brief was written.

Discussion

It is requested that BWC provide any thoughts or ideas they have regarding pursuit of the approval of the expenditure of WIA formula funding for persons pursuing Bachelor's Degrees for occupations on the TOL.

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:				
<ol style="list-style-type: none"> 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. This year's report is included in this BWC package.
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)	Input	None	This is an annual activity normally scheduled for July and October to coincide with the TOL process.
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
<p>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</p>	<p>Quarterly</p>	<p>Staff</p>	<p>None</p>	<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. These engagements include on-site recruiting events, industry information learning events for Center 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 Career Center 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. PY 12/13 to date events: 69. A few of the unique engagements include; Providing employers with Career Center tours and meeting frontline staff, a QRT/IWT roundtable in partnership with WFI to all regional EDO's/Municipalities, BW Best Practice (AWT Rapid Response/Drupal Training) Presentations at the National Workforce Board Conference, Brevard County Job Fair Expo. PY TO DATE: 62 presentations on BW business services at a variety of forums, which included; Chambers of Commerce, industry organizations, employers, stakeholder partners, workforce conferences, etc.</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	No Activity this quarter.
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"> • Received \$10,000 grant from <u>Lockheed-Martin</u> to support the <u>Military Youth and Dependents for Career Foundations Training</u> program. • Received \$5,000 grant from Wells Fargo <u>Foundation for Inspire Program</u> – Recognition & Exploration event for youth customers. • Working on submitting a grant to <u>Boeing</u> for support the <u>Five Steps Supercharged for Aerospace Workers</u> program. • Working on \$25K from the <u>High Tech Corridor</u> with a possible match from <u>NASA</u> and a supplement from <u>Gannett Foundation</u> to support <u>Startup Quest</u>.
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	Attached is a Community Resources Report highlighting some of the partnerships and activity.
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	See Attached Brief

2012-13 GOAL 2 MEASURES & ACTIVITIES

Measure 4B: Sector Strategies				
Activity	Date	Board Participation	Budget Impact	Status
Ongoing activity to implement sector strategies	Quarterly	Input	Possible	See Attached Brief

Community Resources Monthly Report January 2013

January 2013 Community Resources numbers at a glance:	
Total number of Brevard Workforce customers served in classes taught by <i>Volunteer Community Partners:</i>	939

**January 2013 was a banner month for Community Resources.
The following summary provides the highlights:**

1. **PILOT Biz Launch** Program Launched in **Titusville; 5:00pm-6:45pm** with considerable participation from NASA/KSC workers facing March layoffs
2. **Biz Launch** presented at Center Pointe Church program in Palm Bay as part of congregational entrepreneurial FITF Job Club endeavor
3. National Recruiter, Abby Kohut, provides 4 training sessions throughout the county on the utilization of Linked In as a recruiting tool by national recruiters
www.absolutrlyabby.com (Number of attendees: 165)
4. Community Resources facilitated sessions for BW staff, taught by Abby Kohut on how recruiters nationwide utilize **Linked In** to recruit talent. This **free training** was presented at staff meetings in Palm Bay and Rockledge and was valuable training and education for staff. (This training is *not* reflected in the total number of customers served above.)
5. **Start Up Quest** program Trainer/Entrepreneur Staffing Specialist hiring process was completed with Cathy Musselman selected for the position
6. Two Biz Launch programs were developed and held with participating off-site partners including the **Small Business Development Council, The Melbourne Chamber of East Central Florida** and the **Women’s Business center at F.I.T.** with **60+ BW Biz Launch** customers introduced to these services
7. Community Resources staff attended the *Fast Forward Your Career* program hosted and facilitated by Truth Revealed Ministries in Palm Bay in conjunction with their FITF Job Club. Presenters included Cathy Musselman introducing Start Up Quest and Jan Conrad speaking on the services available through Biz launch. 60+ attendees engaged in questions and inquired about potential opportunities for an evening **Biz Launch** in Palm Bay. Truth Revealed is a willing host for the program. (Again, the attendees at this event are not counted in the number above for the month of January.)
8. Community Resource staff were highly engaged in the development of additional program content and the facilitation of the new **AWT 5 Steps to Rapid Employment Supercharged** Program to be launched in February.
9. Faith In the Future published first monthly newsletter.

Community Resources Monthly Report January 2013

Date	Speaker	Topic	Location / Count
Jan 2	Dan Waters Watersmark MG	Social Media Basics Discover How To Use Social Media To Attract Quality Customers	Rockledge / 58
Jan 3	Norman Koch	Insurance for Business	Palm Bay / 18
Jan 8	Jan Conrad & Guests	Biz Launch 101	Titusville / 9
Jan 9	Kathleen Rich-New	So You Think You Want to Create a Business?	Rockledge / 58
Jan 10	Bill Cunningham	Partnership Program SBDC Presenter Business Planning Avoid Costly Mistakes	Palm Bay / 25
Jan 15	Marcia Gaedcke President, Titusville Area Chamber of Commerce	Titusville: Open for Business	Titusville / 14
Jan 16	Bob Keimer F.I.T Professor Real-World Entrepreneur	The Basics of Sales and Service	Rockledge / 62
Jan 17	Kathleen Rich-New	So You Think You Want to Create a Business?	Palm Bay / 25
Jan 22	Patrick Pearce LightWing Studios	Doing Business Globally, Working From My Home in Titusville	Titusville / 15
Jan 23	Tom Fulmer	Improve Sales and Massively Improve the Customer Experience	Rockledge / 60
Jan 24	Bob Keimer F.I.T Professor	The Basics of Sales and Service From Real-World Entrepreneur	Palm Bay / 31
Jan 29	Donna Thrash BW - CPS	Transitions The Cycles of Loss	Titusville / 12
Jan 30	Howard Tipton Brevard County Manager	Navigating the New Normal in Brevard County	Rockledge / 71
Jan 31	Beth Gitlin Director of Women's Center at F.I.T.	Partnership Program FIT Women's Business Center: Overview of services and tour	Palm Bay / 25
NOTE: Record Attendance			TOTAL / 483

Community Resources Monthly Report January 2013

Cathy Musselman

Entrepreneur Staffing Specialist Report

WIA NEG	26 Active WIA Aerospace Customers – Provided 93 Service Activities
WIA Dislocated Worker	13 Active WIA Dislocated Worker Customers – Provided 42 Service Activities
Wagner Peyser	41 Wagner Peyser Services (non WIA) provided
EWE	4 Active Entrepreneur Work Experience Customers – 5 In Process
Training	4 Customers currently in a Training/Support Services Program
OJT	1 Customer in an OJT
AWE	2 customer in an Adult Work Experience (Drupal)

Community Activities

Space Coast Technical Network: Attend weekly meetings representing Brevard Workforce. Serve on Entrepreneur Focus Group. Provide BW information to STN members.

FIT – Met with Women’s Business Center to discuss partnering options along with Jan Conrad and Erica Lemp.

Met with members of the Scholarship Committee to discuss requirements of customers to participate in the EWE program. Redesign program requirements and training process. Attended Founders Forum representing Brevard Workforce. Spoke with several potential Mentors for the Startup Quest program.

Made presentation on Startup Quest at Truth Revealed Church Entrepreneur Program.

Joyce Young

Faith In the Future

Meetings and trainings:

January 4	FITF/What’s the buzz	Launch Pad Titusville	Joyce Young
January 9	Absolutely Abby in Rockledge CC		Abby Kahout
January 9	Entrepreneur Workshop/Job Fair	Centerpointe Church	Centerpointe
January 10	Absolutely Abby in Palm Bay CC		Abby Kahout
January 10	Meeting with Pastor Dan Walker	Love Inc	Pastor Dan and Joyce

Community Resources Monthly Report January 2013

January 11	Absolutely Abby at Launch Pad Titusville		Abby Kahout
January 24	Interfaith Coalition Meeting	Catholic Charities	Catholic Charities
January 31	Entrepreneurial Workshop	Truth Revealed Ministries,	Jan Conrad, Cathy Musselman, SCORE

Information Sessions:

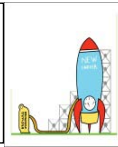
Date	Speaker	Topic	Location
Jan 8	Marc McDermott	Navigating Your Health Insurance Options	Rockledge / 14
Jan 8	Marcel Pope	How to Succeed at the Toughest Job in the World	Rockledge / 12
Jan 8	Gayle Whitworth	Budgeting Basics	Rockledge / 9
Jan 9	Pamela Paquette for Jonathan Lack	Mortgage Choices-FL Hardest Hit	Titusville / 8
Jan 9	Marc McDermott	Navigating Your Health Insurance Options	Titusville / 10
Jan 9	Gayle Whitworth	Budgeting Basics	Titusville / 5
Jan 9	Abby Kohut	How to Maximize Your Positioning with Social Media	Rockledge / 63
Jan 10	Abby Kohut	How to Maximize Your Positioning with Social Media	Palm Bay / 52
Jan 10-11	Allen Waters	The Mature Worker	Rockledge / 10
Jan 15	Gayle Whitworth	Credit 101	Palm Bay / 10
Jan 15	Marc McDermott	Navigating Your Health Insurance Options	Palm Bay / 10
Jan 15	Jonathan Lack	Mortgage Choices-FL Hardest Hit	Palm Bay / 5
Jan 18	Scott Bigley	Surviving Transition	Rockledge / 16
Jan 22	Joyce Young	Basic Computer Skills	Rockledge / 15
Jan 22	Gayle Whitworth	Credit 101	Rockledge / 17
Jan 22	Ellen Little	Social Networking for the Entrepreneur	Rockledge / 20
Jan 23	Ellen Little	Building a Basic Website Business	Titusville / 15
			TOTAL / 291

Respectfully Submitted
Jan Conrad

AEROSPACE STRATEGIC PLAN

PY 2012-13 QUARTERLY REPORT

Issued: March 1, 2013

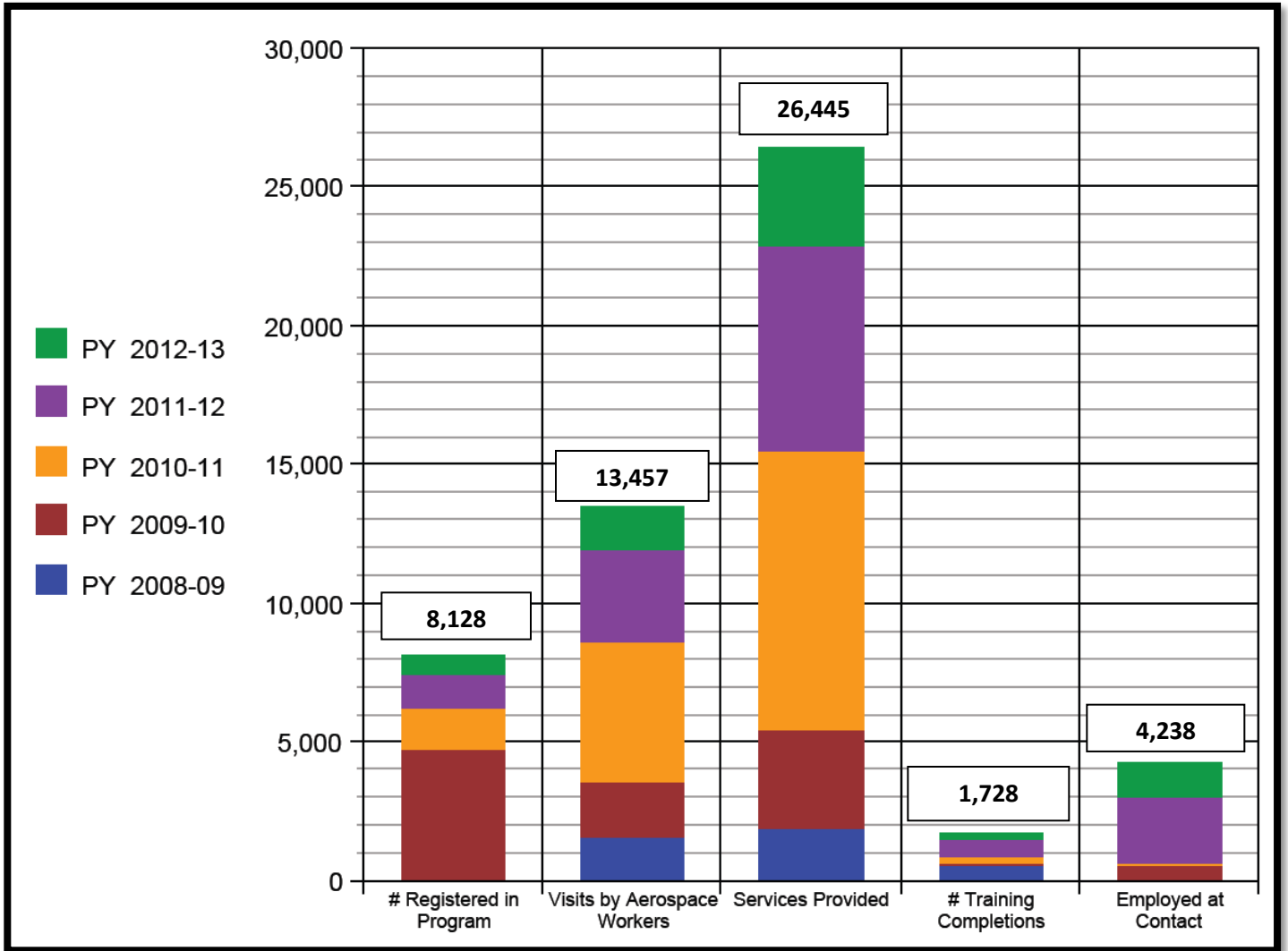


BREVARD WORKFORCE

BW SUPPORT	ACTIVITY SUMMARY	DATA FOR REPORTABLE SERVICES	PROGRAM YEAR					Total (YTD)
			08-09	09-10	10-11	11-12	12-13 (YTD)	
Emerging & Expanding Aerospace Industry	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	28	82
		\$ Value of SFTI OJT's	NA	NA	NA	\$371,899	\$225,785	\$597,684
Established Business	Training for new skills Industry Relations/ Business Liaison All of the above + Obtain appropriate training vendors	# of National Emergency Grant (NEG) OJT's	0	0	50	98	57	205
	Employed Worker Training Customized Training	\$ Value of NEG OJT's	0	0	\$237,285	\$671,446	\$657,879	\$1,566,610
		# of Adult Work Experience (AWE)	0	0	0	0	84	84
		\$ value Employed Worker Training (EWT)	\$24,000	\$386,215	\$14,982	\$14,248	\$5,150	\$444,595
		# of Employed Worker Training	48	681	73	21	26	849
Workers impacted by the changes to the Aerospace Industry	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	3,553	26,445
		# of training completions	558	86	240	592	252	1,728
		# of person employed at contact	0	533	67	2,405	1,233	4,238
		# of workshops	31	125	293	747	104	1,300
		# of workshop participants	360	2,968	1,922	10,340	3,998	19,588
Communication	Business & Customer Outreach Education Campaigns Social Media Customer Surveys	# of visits by Aerospace workers	1,579	2,000	5,025	3,305	1,548	13,457
		# of new workers registered in program	0	4,761	1,439	1,228	700	8,128
Resource Development	Search for Grants	FUNDING SOURCE	PROGRAM			Grant	Status	
	Establish Partnerships Grants Management	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	

Chart Notes: In some program years we have report "0" for data. Staff is currently reviewing past data reports in order to provide the data by program year. The next quarterly report will reflect additional numbers as staff reviews reports & data runs by funding source.

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).

Strategy 4:	Develop and implement cluster-based initiatives in key industries.
Measure 4B:	Sector Strategies
Activity:	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. The following is a summary of related activities:

Brevard County Energy Policy Group: The group has been facilitated by the Brevard County Board of County Commissioners, Housing & Human Services Department. It also includes other local stakeholders who have an interest or knowledge which will help establish an energy policy or planning document designed to improve Brevard County. The group wishes to use the policy or planning document to further the clean energy alternative in Brevard County. Staff is still following up on this group but there appears to have been no meeting since last year. This group was instrumental in allowing for the start of the SELF grant described below. This will be the last time we report on this unless the group is assembled again.



I6 Challenge Grant – I2Can “Cleantech Acceleration Network”:

The partners for this grant are University of Central Florida and University of Florida Clean Energy Systems Consortium. This grant along with the CEJA grant provides some opportunities to work together to benefit the development of the sector. As reported to BW, recent activities have included the following:



- Completed the SBIR series of webinars.
- Scheduled Megawatt Ventures for September to allow new innovative technology companies the opportunity to present their business plans and potentially win an monetary award.
- Launched a Crowd Funding Campaign to support Cleantech.

Florida Solar Energy Center (FSEC): BW continues to send trainees to Photovoltaic Installation trainings. FSEC obtained a \$500k grant for “Advancing Use of Alternative Fuel Vehicles in Florida” from Dept of Energy to help create jobs in the clean automotive sector, thus advance use of alternative fuel vehicles. FSCEC is meeting with Electrification Coalition and Orlando Chamber of Commerce to discuss an electric vehicle initiative for Central Florida.

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.

BW Business Liaison staff assigned to this grant has been working with energy companies and is in the process of developing several training agreements. BW Project Management Staff is currently working with the USDOL regarding a grant amendment that may allow the use of the Incumbent Worker Training (IWT) to assist companies. The program has been fully “rolled out” to career center staff. We have begun to see some results with this grant which include some training for Advanced Magnet Labs, Space Coast Energy Consortium, FPL and Siemens. Training is pending for several eligible participants and businesses. ETA Reporting process is being implemented. Grant writing training series in process.



Space Coast Energy Consortium (SCEC): SCEC is a partner with Space Florida in the EDA portion of the CEJA grant. SCEC is also a “player” in the BW Sector Strategy. SCEC has recently begun the start-up of the *SOLAR AND ENERGY LOAN FUND (SELF) SPACE COAST BRANCH* by hiring a *CLEAN ENERGY LOAN SPECIALIST*. This staff position will assist in expansion of the SELF program into Brevard

County. SELF is a conservation initiative established in St. Lucie County to help reduce energy bills in communities and provide access to various clean energy solutions such as energy conservation, efficiency and renewable energy production. This is a loan program which makes it affordable for home owners and businesses to take advantage of the newest clean energy technology. The SELF program will provide qualifying residents and business owners the ability to secure financing for:

- Weatherization (insulation, caulking, window & door replacement)
- Inefficient Air Conditioning system replacement
- Installation of solar thermal and photovoltaic systems

Under this program the cost of the loans will be offset by savings on utility bills. This helps not only the property owner but all utility customers demand for electricity. For more information on the Solar and Energy Loan Fund call (321) 458- 4187 or visit www.CleanEnergyLoanProgram.org, www.Facebook.com/SolarEnergyLoanFund .

Next Steps: BW staff has submitted the draft of the CEJA grant modification requesting approval to add: Incumbent/Employed Worker Training; H-1B Challenges & Barriers Report; Sector Strategy Deliverables; Clean Energy Occupation Secondary Option; Entrepreneurial Strategy. Per correspondence from USDOL on 03/13/2013, the modification is still under review.

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							
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
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*	8	8	\$203,076	8	\$2,236,674	\$2,439,750	291

*As of 02/28/2013

A summary of the grant awards received in the 2nd Quarter is as follows:

Date Received: 02/28/2013	
Company Profile: Intech, Inc. is headquartered in Melbourne Coast and designs, develops and deploys custom, computer-based solutions for remote monitoring, test & measurement, and process control.	
Description	Data
IWT Assistance:	\$22,781.00
Employer Contribution:	\$91,974.00
Total:	\$114,755.00
Individuals to be trained:	7
Approved Training Courses:	Computer Hardware/Software Skills

Date Received: 02/28/2013	
Company Profile: H.I.S. Painting, Inc. was incorporated in 1992, and uses the latest technologies in surface preparation, application techniques, and green paint systems. H.I.S. Painting has partnered with the National Center for Construction Education and Research and provides advanced continuing education opportunities to employees.	
Description	Data
IWT Assistance:	\$5,005.00
Employer Contribution:	\$51,849.00
Total:	\$570,562.00
Individuals to be trained:	35
Approved Training Courses:	OSHA 30, NCCER, RCRA Hazardous Waste Generator, Hazardous Waste Management, Respiratory Protection & Fit Testing, Aerial Lifts, Forklifts, Lead Worker, Scaffold & Stage, Confined Space Entrant & Attendant, Emergency Preparedness, OSHA 510: Standards for the Construction Industry, NASA Environmental Training for Corrosion Control Specialists.

Date Received: 02/28/2013	
Company Profile: Magnus Hitech – has been operating since 1965 and is an established precision fabricator serving a diversified customer base. Markets served include Aerospace, Defense, Space Operations, Medical, and a variety of commercial applications. Magnus Hitech is a ISO9001:2000 certified company,	
Description	Data
IWT Assistance:	\$12,500.00
Employer Contribution:	\$48,422.00
Total:	\$60,922.00
Individuals to be trained:	45
Approved Training Courses:	AS9100 Aerospace Training

Date Received: 02/28/2013	
Company Profile: Sun Nuclear - was founded in 1984 by an experienced team of radiation measurement scientists and engineers. Their objective was simple: to provide the community with a fresh approach to radiation measurement by improving the measurement quality while also streamlining the process. Sun Nuclear has provides medical physics community with innovative and unique solutions that save valuable time and more importantly improve the integrity of the measurement. Sun Nuclear provided the first modular patient dosimetry system, the first routine QA device with a standard PC trending database, the first film-less 2D array, and the first programmable patient-specific gating and target motion QA solution.	
Description	Data
IWT Assistance:	\$49,850.00
Employer Contribution:	\$570,562.00
Total:	\$620,412.00
Individuals to be trained:	39
Approved Training Courses:	J-STD-001 Training

Date Received: 02/28/2013	
Company Profile: Falcon Marine, LLC . is a manufacturer of private label products for the industrial, marine, entertainment, transportation and aviation markets.	
Description	Data
IWT Assistance:	\$28,474.00
Employer Contribution:	\$71,974.00
Total:	\$100,448.00
Individuals to be trained:	10
Approved Training Courses:	Lean Manufacturing Training

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

BW hosted a meeting on February 27th, 2013 regarding QRT's. This meeting was led by Debbie McMullian of WFI. Debbie shared information about the Governor's request to add additional funds (from \$6M to \$12M) to the QRT program. The following chart depicts how Region 13 ranks compared to other 24 RWB in the State with regard to QRT usage.

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

BUSINESS WORKFORCE COMMITTEE (BWC)

ATTENDANCE RECORD

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