

Executive Committee Meeting Monday, February 5, 2018 - 4:00pm CSB Boardroom

(*Teleconference* 321-394-0707)

Attendees: Susie Glasgow, Robert Jordan, Paula Just, Travis Mack, Mike

Menyhart, Patty Stratton, Daryl Bishop

Agenda

To facilitate and be the catalyst for workforce development services that are responsive to the employment needs of Brevard County

Page No. Call to Order Paula Just **Introductions Public Comment: Action Items:** A. Approval of Executive Minutes for 10/30/17 1 - 2Discussion/Information Items: A. Rockledge Relocation Analysis Marci Murphy 3-4 B. Annual Board Retreat (no brief) C. Contractor Performance Report 5-7 D. Media Update (no brief) B. Grow the Resources of the Board 8-13

> Meeting information is always available @ careersourcebrevard.com For questions please call 321-394-0507 TTY: 711-321-394-0507 Upcoming Meetings:

All meetings are in the CSB Boardroom unless otherwise noted

February 2018
13th Board of Directors Annual Retreat-8am-Rockledge Career Center
March 2018
8th Career Center Committee-8:30am
April 2018

15th Board of Directors-8am <u>June 2018</u> 14th Career Center Committee-8:30am

April 2018 26th Industry Workforce Committee-8:30am 30th Governance/Finance Committee-4pm 30th Executive Committee-4pm May 2018

Adjourn

CareerSource Brevard (CSB)

Executive Committee Meeting
October 30, 2017

MINUTES

Members in Attendance: Daryl Bishop, Robert Jordan (via teleconference), Paula Just (Chair), Patty Stratton (via teleconference), Travis Mack (via teleconference), Mike Menyhart.

Members Absent: Susie Glasgow

Staff in Attendance: Denise Biondi, Judy Blanchard, Don Lusk, Richard Meagher, Marci

Murphy, Lyn Sevin.

Guests: None

Paula Just called the meeting to order at 4:00pm.

Public Comments: There was no public comment.

Action Items:

Approval of Executive Committee Minutes

Motion to approve the Executive Committee Minutes for July 31, 2017 made by Mike Menyhart and seconded by Robert Jordan. Motion passed unanimously.

Discussion/Information Items:

Hurricane Process Overview

The President gave an overview of the actions that CSB is required to take when a Hurricane strikes. These actions depend upon declarations made by the Federal, State, and Local Governments and the services include helping residents file for disaster unemployment compensation, staffing disaster recovery centers, hiring staff to administer the food stamps program, placing the unemployed in jobs to restore the community damaged by a hurricane, and support for businesses through social media campaigns. It was noted that CSB worked with DCF to hire 65 workers to assist 127,000 individuals receive disaster food stamps in Brevard County after Hurricane Irma. Other activities following a hurricane included assessing and repairing damage to the three CSB facilities. CSB was recognized recently at the State level for the speed at which each center was up and running and for the assistance given to DCF for hiring workers to assist in the disaster food stamp process.

President's Goals

The President presented updates on her annual goals approved at the August 2017 Board Meeting. These included sector strategies, legislative advocacy One-Stop Operator services and the Marketing Plan. Ms. Murphy asked for feedback on the status of her goals and the committee said that she was making good progress on her goals and they had no issues with her outcomes thus far.

Governance/Finance Committee

The President reviewed the new Governance/Finance (GF) Committee's responsibilities which are as follows:

- Review CSB financial reports to maintain fiscal oversight. Financials will no longer be addressed at the Executive Committee unless there is an issue or decision that needs review or approval.
- Select Board of Director training. This year's training will be Florida Sunshine Laws and Financial Interest Forms.
- Select candidates for board membership prior to Board approval.
- Review the Bylaws. It was noted that the Bylaws have already been reviewed by the GF Committee and, after legal review, will be sent to the Board of Directors for approval and the County Commission for ratification.

Grow the Resources of the Board

A matrix was shared showing grant opportunities, unrestricted revenue projects and partnerships that CSB is pursuing to help grow the resources of the Board. There was brief discussion on various grants and the President said that three grants were pending. They are the Soft Skills Pilot Grant, the Nursing Career Pathways Training Proposal, and the Jobs Wall Pilot Grant.

Financial Reports

Staff reviewed the financial activity for the fiscal period ending on December 31, 2016. There was discussion on sending staff to Colorado to train other workforce staff as a fee for service.

Vendor Payment Report:

The Vendor Payment report from October 1, 2016 through December 32, 2016 was reviewed.

Other Business:

Workforce Summit

The President said that Jeff Arnott, Brevard County Schools, received the Partner of the Year Award at this year's Summit. Staff member Nancy Waldhour received the workforce Professional Champion Award and the Workforce Advocate Award. CSB was also recognized for its efforts during the recent hurricanes.

<u>Media</u>

WESH channel 2 will be interviewing Marci Murphy, Lynda Weatherman, and Frank Dibello for a story on how Brevard County bounced back after shuttle retirement.

Adjournment:

Paula Just adjourned the meeting at 4:54pm.

Submitted by, Reviewed by,

(signature on file) 11/3/2017 (signature on file) 11/3/2017 Date Paula Just Date



Informational Brief

Facilities Plan Analysis

Background

One of the President's Goals for PY 17-18 is to research and analyze facility costs to ensure CSB is in line with the Brevard market and getting the best ROI for the company. The focus of our analysis was the Rockledge Office since it is the largest facility and square footage is more than is needed by approx. 5500 square ft. The Rockledge facility currently has one year remaining on the current lease which is set to expire in February 2019. The Rockledge Facility consists of 27,492 sq. feet at a lease rate is \$7.75 per sq. foot plus \$3.00 per sq. foot for Common Area Maintenance (CAM)with annual lease rate increases of \$.25 per square foot. In addition to the facility lease, there is an adjacent parking lot lease for \$1950 per month The Rockledge Facility has a total annual cost of \$318,939.

The following were established as requirements for a centrally located facility:

- Overall annual cost below current cost.
- Located between SR 528 and Pineda Causeway
- Single location with approximately 22,000 sq.ft. OR
- Two locations
 - o One location approximately 5,500 sq.ft.
 - o One location approximately 17,000 sq.ft.

Results

Staff worked with several realtors and leasing agents to evaluate properties that were available or would become available within the established parameters. There was only one location, in Merritt Island, that met most of the parameters but the square footage was higher than we needed and the build out costs were estimated at \$300,000 - \$500,000, so it was not a viable option. What we did learn was that we are paying a fair market value for our facility costs.

In an effort to reduce the current costs, staff engaged the landlord for the Rockledge location in conversations aimed at possible changes that would be of advantage to CSB. In those discussions the following were offered:

- The current parking lot lease was reduced 10.5% percent to \$1,750 per month. This will result in an annual savings of \$2400.
- The current five year lease renewal effective after the current lease expires will allow for the rate to remain flat for the first three years of the renewal period. This will result in an annual saving of \$6873.

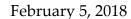
• Pending Air Conditioning repair costing \$51,000 which would have been part of the CAM will be covered by the landlord.

Over the course of the next three years, there will be an \$81,000 savings to CSB when these changes are made.

Conclusion

The facilities analysis resulted in the following conclusions:

- The amount of facilities costs we are paying in Rockledge is fair market value
- There are not any properties within our requirements that could reduce our costs
- Staff was able to negotiate additional cost savings with the current landlord.





Information Brief

Second Quarter Contractor Performance PY 2017-2018

Background

The CSB Workforce Operations contract is cost reimbursement for direct program costs, however, profit is withheld from the Contractor until measurable performance outcomes are achieved. Payments of withheld costs are available to the Contractor to earn on a quarterly basis.

Payment of withheld profit uses a performance measurement model based on the following elements:

- A) Meeting or exceeding 5 out of 9 measures as shown in the contract.
- ❖ Measures 1 through 7 Rank at 13 or less on specific measures from the Monthly Management Report
- ❖ Measure 8 Meet or exceed the minimum percentages set on 5 out of 8 Performance Standards established in the contract.
- ❖ Measure 9 Obtain an overall system score of 90% or higher on the Career Center Standards
- B) Meet or exceed the accelerated percentages set on 5 out of the 8 Performance Measures established in the contract.
- C) Meeting or exceeding a minimum score of 75 on a Board performance evaluation related to programmatic monitoring results.

PY 2017-18 Performance Results

The Contractor succeeded in meeting or exceeding the performance criteria and was paid all withheld costs.

Elements of Contractor Performance Earnings PY 17-18

Element A					
Objective/Criteria	1st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	
Meet 5 out of 9 measures below					
Welfare Transition Entered	No-	No-			
Employment Rate (Rank between 1-	Ranked 22	Ranked *			
13 on State Quarterly MMR)	Ranked 22	Rankea			
Welfare Transition Federal All	No-	No –			
Family Participation Rate (Rank	Ranked 21	Ranked *			
between 1-13 on State Quarterly					
MMR)					
WIA Adult Employed Worker	Yes –	Yes –			
Outcome Rate (Rank between 1-13	Ranked 6	Ranked 1			
on State Quarterly MMR) WIA Adult & Dislocated Worker	•/	•			
	Yes –	Yes –			
Entered Employment Rate (Rank between 1-13 on State Quarterly	Ranked 1	Ranked 1			
MMR)					
Wagner-Peyser entered	Yes –	Yes –			
Employment Rate (Rank between 1-					
13 on State Quarterly MMR)	Ranked 6	Ranked 4			
Short Term Veterans Entered	Yes –	Yes –			
Employment Rate (Rank between 1-	Ranked 3	Ranked 3			
13 on State Quarterly MMR)	Natikeu 5	Natikeu 5			
Wagner-Peyser Percent of Job	Yes –	Yes –			
Openings Filled (Rank between 1-13	Ranked 9	Ranked 4			
on State Quarterly MMR)					
Met the minimum percentages set	Yes – Met	Yes – Met			
on 5 out of 8 Performance	Minimum	Minimum			
Standards established in	on 7 of 8	on 7 of 8			
Attachment F.	011 / 01 0	011 / 01 0			
Obtained an overall system score of 90% or higher on the Career Center		Yes – 100	10/_		
Standards		1 es – 100	0 /0		
* Updated Welfare Transiti	on Measure Results we	re not available at the	time of this reno	ort.	
Element B					
Met the accelerated percentages set	Yes – Met	Yes – Met			
on 5 out of the 8 Performance	Accelerated	Accelerated			
Measures established in					
Attachment F	on 5 of 8	on 6 of 8			

Element C		
Met a minimum score of 75 or		
higher on the CSB performance		
evaluation related to the annual	Available at the end of the year	
state programmatic monitoring		
results		

The one measure not met was a new measure for increasing the number of customers being served by the Career Centers. The goal was to reach 13,412 customers and there were actually 12,686 reached. Contributing factors include Hurricane Irma and upgrades to EFM that have caused several problems with registering customers in the system (including password reset issues, SSN verification issues, email notifications, and others).



REVISED 01/25/2017

Grow the Resources of the Board Report

BOLD denotes Revisions or Additions

GRANTS (Federal, State Local Competitive and Non-competitive)				
Resource Information	Amount	Grant Focus	Current Status	Staff Lead
	Awarded			
Grant Name: AARP Foundation Back to Work 50+ Women's Economic Stability Incentive Initiative (WESI) Time Frame: 3/1/15 – 12/31/18 Funding Source: Social Innovation Fund (SIF) & AARP Foundation. Partner(s): NA	\$263,936	Offering unemployed women information sessions; computer, financial literacy, and job skills training; coaching and job search assistance for women ages 50-64.	This program has been fully transitioned from Eastern Florida State College to CSB. The new year 4 grant began on 12/1/2017. The transition now includes direct AARP Foundation funding and SIF. The net increase in funding to CSB was \$134,786. The program has been extended until 12/31/18. The first Year 4. Information sessions for the first "Wave" of 2018 were conducted during the week of 1/10/18. Over 70 interested persons attended and over 40 were selected to attend the "core" workshop.	Jana Bauer
Grant Name: Florida Sector Partnership National Emergency Grant Time Frame: 7/1/15-6/30/18 Funding Source: USDOL through DEO Partner(s): NA	\$865,000	Advanced in Manufacturing (AIM) utilizing a Sector Strategy approach to assist with relevant skills training and OJT training dollars to place dislocated workers in the manufacturing sector & to fill the employment gaps.	This program has been extended until 6/30/2018 and been allotted an additional \$50,000 for manufacturing & health care skills training for dislocated workers and employed worker training. CSB has assisted 131 participants with this program to date.	Tina Berger
Grant Name: H-1B American Promise Grant (APG) Time Frame: 01/01/17 – 12/31/20 Funding Source: USDOL Partner(s): LWDB 12 Central Florida	\$2,380,337	This project will target high-growth jobs aligned with the Information Technology (IT) and IT-Related industry sector, ranging from entry-level occupations to high-level management positions in LWDB Region 12 & 13 using a sector strategy approach.	Community Kick off with APG partners is 2/1/18. EFSC IT Advisory Board meetings continue to garner feedback and interaction between IT Industry & education partners. The Sector Strategy is supported with regular one-on- one meetings discovering additional education and industry partners and sharing the benefits of the APG. Gary Sulski is in full swing with John Berardi IT Sector Business Liaison's assistance with moving the sector activities forward.	Gary Sulski

GRANTS (Federal, State Local Com	petitive and Non-comp	petitive)		
Resource Information	Amount	Grant Focus	Current Status	Staff Lead
Name: Cooperative	Awarded \$31,406	This funding is allocated	Two six month talent	Denise
Name: Cooperative Outreach Program with Moore Communications and CareerSource Florida Time Frame: 01/01/17 – 12/31/20 Funding Source: Wagner Peyser State Level Funding Partner(s): CareerSource Florida & Moore Communications	\$31,406	This funding is allocated based on our region size and is focused on strengthening CSF network brand, influencing action by business/job seekers to use CSB services, connect business with talent and to offset communication outreach costs and support local efforts.	Two six month talent recruitment campaigns have launched: Engineer Recruitment campaign: Updates are being made to 2017 campaign that include new employers, testimonials, video links, and demographical updates to target 5-10 year-experienced Systems, Mechanical and Electrical, engineers from high yield cities such as: NYC, Wichita, select cities in TX and CA. Healthcare Recruitment campaign: developing copy, and content with sector partner help and searching "change drivers for city/states to target Registered Nurses, and all levels of Medical Assistants, and Licensed Practical Nurses. Expecting more than 300 is headers.	Denise Biondi
			jobseeker leads per campaign for CSB's recruitment team to engage, support and provide connections with Brevard's hiring managers. In February and again in March, data from the paid media portion of both	
Overt News at Harrison	\$4.500.000		campaigns will be available for review, and recalibration as needed.	Jim Watson
Grant Name: Hurricane Matthew Dislocated Worker Grant Time Frame: 12/1/2016 - 9/31/2018	\$4,523,092	Projects for clean-up, demolition, repair, renovation, and reconstruction of destroyed public structures, facilities, and lands within the affected communities.	The total CSB award for Phase I was \$1,723,092 and has been obligated. This grant is focusing on an array of projects in cities, county, and the wildlife refuge as well as other locations where damage	Watson
Funding Source: USDOL through DOE			occurred. Brevard has received an additional \$2,800,000 funding and an	
Partner(s): NA			extension until 9/31/18 for Phase II.	
Hurricane Irma Dislocated Worker Grant Time Frame: 09/07/2017 - 9/31/2018	\$900,000	Projects for clean-up, demolition, repair, renovation, and reconstruction of destroyed public structures, facilities, and lands within the affected communities. Grant	The initial CSB award for Phase I was \$400,000 for the first 60 days. Staff submitted a Phase II budget for approximately \$5 million. As a part of this Phase II process,	Jim Watson
Funding Source: USDOL through DEO		allows for the expenditure of	DEO may approve funding for persons from Puerto Rico who	

GRANTS (Federal, State Local Com Resource Information	Amount	Grant Focus	Current Status	Staff
	Awarded	Orant i oous	Janoni Jatus	Lead
Partners: NA		training funds to support DWG workers transitioning out of the temporary work.	have relocated to Brevard County. That budget is still pending at this time. CSB received an additional \$500,000 on 1/10/18 for a total of \$900,000 to date.	
Grant Name: Governors Challenge Time Frame:01/01/2018 – 12/31/2018 Funding Source: DEO Partners(s): None	\$20,000	The focus of this grant is provide assistance to individuals who have relocated from Puerto Rico and the Virgin Islands due to Hurricane Maria. Allowable activities include: outreach to targeted populations, assessment of needs, and the provision of WIOA services to help eligible participants [re]gain employment.	The current plan for this grant is to focus on establishing English as Second Language (ESOL) classes for those who have relocated to Brevard County. Staff is working the Adult Education staff to provide both individual and group sessions as needed to serve the target population.	TBD
Grant Name: Soft Skills Pilot Grant Time Frame:07/01/2017 - 10/31/2018 Funding Source: CS Florida- SS Initiatives Grant Partners: SHRM, AARP, EDC	\$267,968	Pilot program to build on our Sector Strategy initiatives by listening to the voice and concerns of industry. In Phase One we will offer 500 participants basic soft skills training thru a national partner that is practical, self-paced, credentialed and credible to employers and monitor hiring and retention patterns for positive results.	Grant has been approved. Foy Staley has been hired as the Program Manager started on 1/8. We will provide 500 career seekers with behavioral based competency tested soft skills certifications. The goal is to improve employee retention rates by 20%. This is a one year grant with a plan for future expansion of the program into specific sector skills.	Tina Berger
Grant Name: Nursing Career Pathways Training Proposal Time Frame: 07/01/2017 - 08/31/2019 Funding Source: CS Florida – SS Initiatives Grant Partner(s): Macedonia Community Development Corp. (MCDC)	\$350,387	Focused on filling training program vacancies with a talent pipeline to address the nursing shortage. Contracting services for pipeline recruiting efforts through Macedonia Community Development Corporation (MCDC) to recruit 300 prospects for healthcare training as part of an enrollment funnel for 23 LPN trainees, 20 CNA or PCT trainees to enter training programs by 4/30/2018. One Staffing Specialist position is also funded through the grant.	Grant was awarded and is effective November 1. 2017 thru April 30, 2019. MCDC agreement executed on 12/18/17 Staffing Specialist anticipated start date 1/22/18 4 approved LPN scholarship submissions as of 1/18/18 MCDC held recruiting events on 11/20/17 and 1/17/18 CSB staff also recruiting candidates.	Megan Cochran

Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
Grant Name: Jobs Wall Pilot Grant Time Frame: Funding Source: CS Florida – SS Initiatives Grant Partner(s): NA	\$152,028	Focus will be on digitally expanding the jobseeker services footprint through the utilization of technology and leveraging local community partnerships. The grant would bring the critical pieces of the career center to targeted community locations accessible to the customers. A minimum of 900 unique customers would be served.	This grant was not funded in the first round of approvals. Follow up with CSF indicated the likelihood of receiving approval is very low as CSF was reticent to fund equipment. The grant fund source is not fully expended and staff will continue to monitor and hope that the grant does receive funding.	Jana Bauer

UNRESTRICTED REVENUES (Non-governmental funding, Fee for service, Foundation and Corporate giving programs)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
Grant Name: Eastern Florida State College (EFSC) Student Engagement/ Industry Advisory Councils Time Frame: 8/1/2013 - Indefinite Funding Source: EFSC Partner(s): NA	\$166,400 As of 12/31/2017	Student data research and Industry Advisory Councils include: Manufacturing & Engineering Technology; Computer Science & Information Technology; Business Administration & Office Technology; Transportation, Logistics & Maritime; Healthcare & Life Sciences. The councils are comprised of groups of industry and technical leaders in the field to advise the college administrators and faculty on development of quality career and technical education programs.	We are in our 5th year of this activity. CSB has facilitated 61 industry councils held to date.	Michelle Jones
Grant Name: Ticket to Work (TTW) Program Time Frame: Indefinite Funding Source: Social Security Administration Partner(s): Vocational Rehabilitation	\$206,746 To Date	Focused on eligible TTW customers who want to return unsubsidized employment using the Employment Network (EN).	Staff continue to work with eligible customers who are interested in work or training. EN continues to progress at a modest pace with 45 tickets being assigned. Receipts through 6/30/17 are \$158,878; year-to-date this year \$47,868; cumulative total of \$206,746.	Watson
Grant Name: Florida Partnership Plus Time Frame: Indefinite	\$11,500 To Date	Exiting Voc. Rehab participants who have found employment and are currently receiving SSI or	Application Process complete. CSB eligible to receive referrals, 24 BSA requests received to date. For each referral CSB will receive	Jim Watson

UNRESTRICTED REVENUES (Non-governmental funding, Fee for service, Foundation and Corporate giving programs)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
Funding Source: Social Security Administration Partner(s): Vocational Rehabilitation		SSDI. CSB will provide Employment Network mandatory follow up services. Funds are reported as part of the SSA TTW program and our unrestricted.		
Grant Name: Tobacco Free Florida Time Frame: Indefinite Funding Source: Bureau of Tobacco Free Florida Partner(s): Florida Department of Health	\$32,512.50 To Date	The Bureau of Tobacco Free Florida (BTFF) partners with Florida RWB's to promote the "3 Free and Easy Ways to Quit" program to help clients quit tobacco and improve their employability. While this program is available free to all Florida residents, the Department of Health targets workforce clients and reward LWDB's for each client referral	Program Year 2015-2016, CSB received \$14,925 in unrestricted funding, Program Year 2016-2017 CSB received \$12,637.50. For PY 2017-2018 we have earned \$4,950.00 to date.	Marina Stone
Grant Name: Healthcare Sector Strategy Time Frame: 7/1/16 – 6/30/18 Funding Source: Private Sector Partner(s): A variety of health care employers, training vendors and others.	\$91,351	Employ a Healthcare Sector Strategist to coordinate Healthcare Sector Strategy to facilitate solutions for current workforce needs, projections for workforce issues over the next five years, and resources to	The grant has been extended to June 30, 2018. Consortium Committees are addressing: • Current Brevard pipeline of CNAs, LPNs and RNs does not produce enough talent to fill local employer needs • Soft Skills are lacking in pipeline/workforce • Filling education training programs • Retention of healthcare-oriented students in Brevard County • Attraction of Nursing Faculty to fill vacancies • Next Brevard Healthcare Workforce Consortium meeting is March 7, 2018.	Megan Cochran

UNRESTRICTED REVENUES (Non-governmental funding, Fee for service, Foundation and Corporate giving programs)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
Grant Name: City of Palm Bay – Juniors to Jobs Program Time Frame: Summer 2018 Funding Source: City of Palm Bay	\$27,000	Using a combination of \$ from Palm Bay and USCM, CSB will facilitate the "Juniors to Jobs" summer youth training program focusing on teaching 25 high-school juniors the skills they need to obtain employment.	Dates have been set for the 2018 Juniors to Jobs program. Training will be held June 4 – June 8.	Jana Bauer
Partner(s): US Conference of Mayors				
Grant Name: City of Cocoa Youth Summer Employment Program Time Frame: Summer 2018 Funding Source(s): City of Cocoa Partner(s): NA	\$40,000	Using funding from the City of Cocoa, CSB will facilitate a summer youth training program focusing on teaching 22 high school juniors and seniors the skills they need to obtain employment. This includes a paid Work Experience piece with the City.	The City of Cocoa has verbally committed to a third year of Cocoa Works, but no further planning has been done.	Jana Bauer
Grant Name: AIM Manufacturing Summer Internship Program Time Frame: Summer 2018 Funding Sources: Brevard County Manufacturing Companies Partners(s): Brevard Public Schools	\$25,000	Using funding from local manufacturers, CSB will facilitate a summer youth training program focusing on teaching 10 high school juniors and seniors the skills they need to obtain employment. This includes a paid Work Experience piece in a local manufacturing company.	Dates have been set for the 2018 AIM Summer Internship Program. Students will have 2.5 days of essential workforce skills training, followed by a six week internship from June 25 – Aug 3. The goal is to have 10 interns this year. BPS CTE office will be hand-selecting those students within the CTE programs to invite them to participate in the program. Manufacturers will sponsor the students, and will determine the positions and PT or FT available.	Tina Berger & Jana Bauer