

San Luis Obispo County
WORKFORCE
DEVELOPMENT BOARD

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Pacific Western Bank

Louise Matheny, Vice Chair
Morris & Garritano

Dr. James J. Brescia
SLO County Office of
Education

Loreli Cappel
Economic Vitality
Corporation

Isiah Gomer
Paso Robles Waste &
Recycle

William Hills
United Staffing
Associates, LLC

Suzanne Hosn
Pacific Gas & Electric Co.

Verena Latona-Tahlman
Cannon Corporation

Patrick McGuire
Mid-State Precision, Inc.

Justin McIntire
Department of
Rehabilitation

Mary Navarro-Aldana
Employment Development
Department

Mark Simonin
Local IBEW 639

Dr. Jill Stearns
Cuesta College

Jennifer Stubbs
iPromote

Courtney Taylor
Law Office of
Courtney E. Taylor

VISION: The Workforce needs of employers and job seekers in San Luis Obispo County are met.

WORKFORCE DEVELOPMENT BOARD MEETING AGEND

Date: Thursday, August 6, 2020

Time: 8:00 AM – 10:00 AM

Location: Virtual Meeting via Zoom

<https://slohealth.zoom.us/j/96654696994?pwd=Y1BqNktqZFNHWG14NDEzS2JQNzNLdz09>

Public Comment Line: 805-781-1908

(*Public Comment Voicemails will be accepted until Wednesday August 05, 2020 at 3PM. Voicemail will be shared at meeting.)

- 1. Call to Order and Introductions** Dudley
- 2. Share Public Comments Received**
- 3. Consent Items:** Dudley
 - 3.1 Approve the November 7, 2019 Minutes
 - 3.2 Approve Workforce Development Board (WDB) member appointment for submittal to the San Luis Obispo County Board of Supervisors
- 4. Presentations:** Skinner
 - 4.1 SB1 Presentation
- 5. Action Items:** Boulanger
 - 5.1 Review and Approve Program Year 2020-21 Local Area Budget for Workforce Services in the Amount of \$2,376,636
- 6. Information/Discussion Items:**
 - 6.1 Receive Quarter 4 AJCC Contract Performance Report Hayter
 - 6.2 Receive Quarter 4 Eckerd Youth Contract Performance Report Hayter
 - 6.3 Receive Program Year 2019-20 Rapid Response Update Marin
- 7. Reports:**
 - a.) Executive Committee Report Dudley
 - b.) Business Council Report Gomer
 - c.) Services & Strategies Committee Report McIntire
 - d.) Staff Report Boulanger
- 8. Board Member Workforce Development Updates**
- 9. Next Meeting:**

November 5, 2020 at 8:00 a.m.
Location: To be Determined
- 10. Adjournment**

Public Comment: Members of the public may address the committee on items appearing on the agenda. The public may also address items of interest to the committee which are within the jurisdiction of the WDB. However, in compliance with Government Code section 64954.3(a), the committee shall take no action on any item not appearing on the agenda. Speakers are asked to limit their remarks to a maximum of three minutes.

This WIOA Title I - financially assisted program or activity is an equal opportunity employer/program. Auxiliary aids and services available upon request to individuals with disabilities. California Relay Service 711 or 1-800-735-2922 (English) 1-800-855-3000 (Spanish).

**WORKFORCE DEVELOPMENT BOARD
of San Luis Obispo County**

WORKFORCE DEVELOPMENT BOARD MEETING MINUTES

Date: Thursday, November 7, 2019
Time: 8:00 a.m.
Location: 3433 S. Higuera Street, San Luis Obispo, Room 101

Present: Carl Dudley, Louise Matheny, Josh Cross, Isiah Gomer, Patrick McGuire, Justin McIntire, Mary Navarro-Aldana, Jennifer Stubs, Colleen Bunch, William Hills, Mark Simonin, Charlissa Skinner
Absent: Dr. James J. Brescia, Loreli Cappel, Tony Ray Hoffman, Suzanne Hosn, Verena Latona-Tahlman, Dr. Jill Stearns, Courtney Taylor
Guests: Allison Schiavo, Jenny Huss, Jenna Morton, Anna Zurik, Brian Coleman, Sally Ames
Staff: Dawn Boulanger, Sarah Hayter, Leann Ross, Diana Marin

1. Call to Order and Introductions:

Chairperson Carl Dudley called the meeting to order at 8:03 a.m. **Quorum reached.**

2. Public Comment:

Chair Dudley: opened the floor to public comment without response.

3. Consent Items:

- 3.1** Approve the August 1, 2019 Minutes
- 3.2** Approve Appointment of Laura Lewis to the Services and Strategies Committee

The Board approves consent items 3.1 and 3.2.

Motion: William Hills

Second: Isiah Gomer

Abstentions: None

Motion Passed Unanimously

4. Presentations:

- 4.1** Brown Act
 Jenna Morton (County Counsel, County of San Luis Obispo) facilitated the presentation outlining the Ralph M. Brown Act which governs meeting conducted by local legislative bodies. The intent of the Brown Act is that elected and appointed officials' actions "be taken openly and their deliberations be conducted openly." The presentation slides are available as an addendum to the agenda. The full report is available at: www.sloworkforce.com

- 4.2** OJT
 Allison Schiavo (Eckerd Connects, Workforce Development) facilitated the presentation outlining the steps involved in creating an On-the-Job Training contract with local employers. The presentation slides are available as an addendum to the agenda. The full report is available at: www.sloworkforce.com

5. Action Items:

- 5.1** Review and Approve Regional Contract

Dawn Boulanger (Staff) presented the item, which is available as part of the agenda.

Chair Dudley: opened the floor to public comment without response.
The Board approves the Regional Contract as presented.

Motion: Mary Navarro-Aldana

Second: Justin McIntire

Abstentions: None

Motion Passed Unanimously

5.2 Review and Approve AJCC Contract Budget Adjustment

Dawn Boulanger (Staff) requested Sarah Hayter (Staff) report out on the item, which is available as part of the agenda.

Chair Dudley: opened the floor to public comment without response.
The Board approves the AJCC Contract Budget Adjustment as presented.

Motion: Josh Cross

Second: Justin McIntire

Abstentions: None

Motion Passed Unanimously

6. Information/Discussion Items:

6.1 Receive and discuss Eckerd WIOA AJCC Services contract first quarter performance report

Sarah Hayter (Staff) presented the item, which is available as part of the agenda.

Chair Dudley: opened the floor to public comment without response.

6.2 Receive and discuss Eckerd WIOA Youth Services contract first quarter performance report

Sarah Hayter (Staff) presented the item, which is available as part of the agenda.

Chair Dudley: opened the floor to public comment without response.

6.3 Receive and Review Fiscal Budget Update

Dawn Boulanger (Staff) presented the item, which is available as part of the agenda.

Chair Dudley: opened the floor to public comment without response.

6. Reports:

- 6.1 a) Executive Committee Report:** Chairperson Dudley reported that on September 11, 2019 the Executive Committee approved the Local Area Policy on Incumbent Worker Training and discussed Procurement Process for WIOA AJCC Services Provider for the program year 2020-21. The Committee made a recommendation that the successful proposal identified through RFP make a presentation to the Board and at a minimum to the Executive Committee prior to selection. October 29, 2019 the Executive Committee approved updates to several local area policies such as On the Job Training, ITA's, and Supportive Services. The Board sponsored the North County Chambers State of the North County event which took place August 28, 2019 in Paso Robles.

b) Business Council Report: Chairperson Isiah Gomer reported to the Board that the Business Council met on August 15, 2019. They received an update on the Class B Commercial License Prep Course at Cuesta College and that Cuesta is going through insurance and finalizing instructor costs. The committee also discussed the SLO County Health Workforce Forum, that took place October 16. Lastly, a discussion on creating an action plan for the Downtown SLO Business Walk occurred and this Walk is expected to take place March 2020.

c) Services & Strategies Committee Report: Chairperson Justin McIntire reported to the Board that the Committee met on September 10, 2019 and received and discussed a Community Services Resource Guide. This guide will connect participants to services and community partners to navigate through all the different services available to them. Chairperson McIntire shared the Committee approved the change of meeting dates to the third Thursday of odd months from 8:30 – 10:00 AM, with the next meeting being held November 21, 2019.

d) Staff Report: Dawn Boulanger (Staff) provided updates on the Prison to Employment grant and service implementation, Slingshot 2.0 (Regional Business Engagement), and SB1 training grant opportunity. Boulanger also discussed the partnership with County Child Support Services which will work with non-custodial parents to find work.

7. Board Member Updates:

Chair Dudley: opened the floor to updates from the Board membership.

Louise Matheny, Justin McIntire, Isiah Gomer, Patrick McGuire, Josh Cross, Jennifer Stubbs, Charlissa Skinner, William Hills, Mark Simonin, Colleen Bunch, Carl Dudley: speak.

8. Next Meeting:

February 6, 2020

8:00 – 10:00 AM

Department of Social Services 3433 South Higuera, Room 101, 1st Floor, San Luis Obispo, CA

9. Adjournment:

Chair Dudley: adjourned the meeting at 9:52 A.M.

I, Leann Ross, Clerk of the Workforce Development Board of San Luis Obispo, do hereby certify that the forgoing is a fair statement of the proceedings of the meeting Thursday, November 7, 2019 by the Workforce Development Board of San Luis Obispo County.

Leann Ross, WDB Program Specialist

Dated: November 7, 2019



San Luis Obispo County Workforce Development
PO Box 8119 • San Luis Obispo, CA 93403-8119
Phone (805) 781-1908 • Fax (805) 781-1944
www.SLOworkforce.com

San Luis Obispo County Workforce Development Board (WDB) Member Application

Name: Sally Ames Date Submitted: July 13, 2020
Title: Coordinator of Adult Education Programs
Business/Organization Name: San Luis Coastal Unified School District and San Luis Obispo County Adult Education Consortium

Representation

Please indicate the category that you represent (Please Select One):

- | | |
|------------------------------------------------------------------------|----------------------------------------------------------|
| <input type="checkbox"/> Business | <input checked="" type="checkbox"/> Education & Training |
| <input type="checkbox"/> Economic and Community Development | <input type="checkbox"/> Community Based Organization |
| <input type="checkbox"/> Labor Organization / Workforce Representative | <input type="checkbox"/> Wagner-Peyser |
| <input type="checkbox"/> Rehabilitation | |

Please indicate the industry cluster(s) that you represent (Please Select All That Apply):

- | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|
| <input type="checkbox"/> Building, Design & Construction | <input type="checkbox"/> Specialized Manufacturing |
| <input type="checkbox"/> Energy | <input type="checkbox"/> Health Services |
| <input type="checkbox"/> Uniquely SLO (Agriculture, Recreation & Accommodation, Wine) | |
| <input checked="" type="checkbox"/> Knowledge & Innovation (information, communication & technology, professional & technical services, education & training) | |

Contact Information

Business/Organization Address: [REDACTED]
City: San Luis Obispo State: CA Zip Code: 93401
Phone: [REDACTED] Fax: [REDACTED]
Mobile: [REDACTED] City of Residence: [REDACTED]
Email Address: [REDACTED]
Website Address: SLOadultschool@slcusd.org
Business License Number: NA - Local Education Agency
Assistant: Michele Chapman Scurria Phone: [REDACTED]
Email Address: [REDACTED]

Business Related Questions

Please answer the following questions and attach any additional pages if necessary:

- Number of current employees: San Luis Coastal Adult School - 66
- Number of years with current business/organization: 26

3. Number of years in business in San Luis Obispo County: over 50
4. Please describe the nature of your business and your position:
We offer classes to help adults earn their high school diploma or high school equivalency certificate.
We offer classes in English as a Second Language and some computer classes to support adults in increasing their job skills.
5. Please list your current chamber and association memberships, the duration of each membership and the positions you currently hold:
San Luis Coastal Unified School District is a member. The Adult School is not.
6. Please list any professional award(s) or recognition you have received within the last 5 years:
7. As a member of your business with optimum policy authority, please describe your responsibilities within your organization:
I serve as the administrator or principal of the Adult School.

References

Business Reference:

Name: Rick Mayfield Title: Director of Instruction and Learning Achievement
 Company: San Luis Coastal Unified School District Phone: [REDACTED]

Personal Reference:

Name: Charlissa Skinner Phone: [REDACTED]
 Relationship: Adult Education colleague - Lucia Mar Adult Ed (retired)

Other Reference:

Name: Cheryl London Phone: [REDACTED]
 Relationship: Adult Education colleague - Templeton Adult Ed

Please provide a letter of recommendation (if applicable):

- If you are a business member, please include a letter of recommendation for appointment to the San Luis Obispo WDB from your Chamber of Commerce or other organization, such as the Human Resources Association of the Central Coast (HRCC).
- If you are representing a labor organization, please include a letter of recommendation from the Central Labor Council affirming that you have been recommended, by popular vote, for a labor position on the San Luis Obispo County WDB.

San Luis Obispo WDB Related Questions

Please answer the following questions and attach any additional pages if necessary:

1. Please list any areas in which you are currently involved in workforce development:
Our Adult School works with American Jobs Center and other agencies to refer and support our students and graduates to find work.
We offer a limited number of computer classes each semester to help students develop their skills.

2. What experience in the areas of fundraising, budget analysis, workforce policy development, youth services, knowledge of the labor market, and community involvement or linkages with educational agencies do you bring to the San Luis Obispo County WDB, as applicable?

As a school teacher and more recently as a school principal. I have organized fundraising events.

The Adult School budget is complex. I have several connection with educational organizations

3. Does your business/organization utilize the America's Job Center of California (AJCC)? yes

If so, which services? (i.e. recruitment, job posting, labor market information)

We work together to help and support our students find meaningful work.

They hold office hours in our facility one day/month.

4. What do you think are the critical workforce issues in our region?

We need to develop childcare centers, family childcare and other opportunities so parents can return to work.

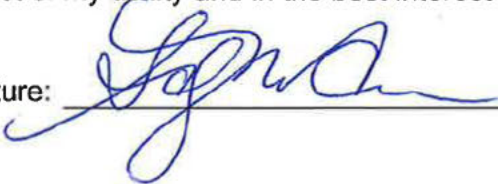
5. Why do you wish to serve on the San Luis Obispo County WDB?

I would like to represent Adult Education programs in our county.

Signature and Acknowledgement

I formally request that consideration be given to my nomination for appointment to the Workforce Development Board of San Luis Obispo County. I, the undersigned, certify that the information on this application is true and correct to the best of my knowledge and that, if appointed to serve, I will do so to the best of my ability and in the best interest of San Luis Obispo County and its citizens.

Signature: _____



Date: _____

7.13.20

**Workforce Development Board
ACTION ITEM
August 6, 2020**

AGENDA ITEM NUMBER: 5.1

ITEM: Review and Approve Program Year 2020-21 Local Area Budget for Workforce Services in the amount of \$2,376,636

ACTION REQUIRED: Review and approve the proposed PY 2020-21 local area WIOA budget plan.

SUMMARY NARRATIVE:

The State Employment Development Department (EDD) released the revised WIOA formula allocations for Adult, Dislocated Worker, and Youth funding streams on May 14, 2020, and the Rapid Response and Layoff Aversion allocations on July 7, 2020. San Luis Obispo County WDB will receive \$1,574,261 in WIOA formula funds for PY 2020-21 (an increase of \$141,976 from PY 2019-20) which includes the following:

- \$410,777 in Adult funds
- \$377,165 in Dislocated Worker funds
- \$532,711 in Youth funds
- \$204,958 in Rapid Response funds
- \$48,650 in Rapid Response Layoff Aversion funds

The Administrative Entity is projecting \$443,029 in unexpended funds from 2019-20 in carry over funding:

Funding Source	Carryover
Adult	\$ 96,837
Dislocated Worker	\$ 78,332
Youth	\$ 267,860
Rapid Response	\$ 0
Rapid Response Layoff Aversion	\$ 0
Total C/O available	\$ 443,029

Additionally, the San Luis Obispo County WDB has received additional grant funding totaling \$359,346 that is incorporated into the 2020-21 WIOA budget as outlined below to diversify the WIOA formula funds budget:

- \$ 75,433 in grant funds from the California Workforce Development Board (CWDB) for Prison to Employment Supportive Services/Earn and Learn programming

- \$ 102,056 in grant funds from the CWDB for Prison to Employment Implementation and Direct Services programming
- \$ 16,777 in Regional Workforce Funding for the Slingshot 2.0 regional business engagement initiative
- \$ 155,000 in National Dislocated Worker Grant funds from the State EDD for services to individuals who have lost employment due to COVID-19
- \$ 10,080 in Supportive Services funds to support individuals impacted by COVID-19

The local area's proposed budget is attached (Attachment 5.1) for the WDB's review and approval. The budget incorporates projected unexpended funds from 2019-20, the new WIOA formula allocation, and the additional grant funding outlined above into a single year budget and allows for approximately 20% planned carryover of funds from 2020-21 to 2020-22. Local areas may carry-over up to 20% of their allocation, based on a two-year cycle for funds. A summary of the funds available and projected obligations are as follows:

PY 2020-21 allocation	\$ 1,574,261
PY 2019-20 carryover funds	\$ 443,029
Combined Grant funds	\$ 359,346
Total	\$ 2,376,636
Planned Obligations	\$ 2,065,568
C/O to PY 2021-22	\$ 311,068

Per the proposed plan, funds will be directed towards the following uses:

- \$582,800 AJCC Contract for AJCC Operator, Adult, Dislocated Worker, and Employer services.
- A combined total of \$309,321 in grant funding to the AJCC Contract.
- \$575,000 WIOA Youth Services contract.
- \$454,776 for WDB Administrative Entity and Fiscal Agent staff costs.
- \$16,400 for operating and programmatic costs.
- \$122,971 in services and systems purchase orders (*note this category now includes the transition of the AJCC lease expenses to the Administrative Entity and no longer incorporated into AJCC service provider contract)
- \$4,300 in WDB Set-Aside budget.

BUDGET OR FINANCIAL IMPACT:

Upon WDB approval of this item, the PY 2020-21 WIOA subgrant agreement with the State EDD will go before the County Board of Supervisors for approval and execution of the subgrant agreement to allocate WIOA funds to the County.

7/24/2020

WIOA Formula Plan FY 2020-2021

	Formula Allocations			Information only Training Dedication		Final Carryover	TOTAL FORMULA FUNDING	WIB & AE (DSS) Staff Salaries	DSS Operating	AJCC Contract	WIOA Youth Services Contract	Service & Systems P.O.s	WDB Set- Aside	Total Planned Obligations	Est Available Balance
	Round 1	Round 2	Total	(Possible Leverage)											
				20%	10%										
Adult	68,577	342,200	410,777	82,155	41,078	96,837	507,614	53,783	3,667	291,400	0	50,005	1,434	400,289	107,325
DLW	68,874	308,291	377,165	75,433	37,717	78,332	455,497	53,783	3,667	291,400	0	50,006	1,433	400,289	55,208
Youth	532,711		532,711			267,860	800,571	81,833	3,866	0	575,000	3,960	1,433	666,092	134,479
RR	37,427	167,531	204,958				204,958	182,479	5,000		0	4,000		191,479	13,479
RR/LA	8,884	39,766	48,650				48,650	32,873	200		0	15,000		48,073	577
P2E SSEL			75,433				75,433	7,543		67,890				75,433	0
P2E IDS			102,056				102,056	10,205		91,851				102,056	0
Slingshot 2			16,777				16,777	16,777						16,777	0
NDWG			155,000				155,000	15,500		139,500				155,000	0
COVID SS			10,080				10,080			10,080				10,080	0
Total		1,933,607		157,588	78,794	443,029	2,376,636	454,776	16,400	892,121	575,000	122,971	4,300	2,065,568	311,068

311,068

0

1,320,653	264,131
WIOA Formula Total:	c/o allowable

236,383 Total Training Requirement

\$ -

DSS Operating Expenditure Budget

Fiscal Year 2020-2021

	FY20/21 Budget	Funding Source for budget	Adult	DLW	Youth	RR	RR/LA	Total
Travel - (AE staff only)	4,000	A/DW/Y/RR	500	500	1,000	2,000		\$ 4,000
Registrations for conferences, workshops, seminars (AE Staff only)	2,000	A/DW/Y/RR	500	500	500	500		\$ 2,000
Auditing (County Auditor)	5,000	A/DW/Y	1,667	1,667	1,666			\$ 5,000
Office Supplies	3,400	A/DW/Y/RR/LA	500	500	200	2000	200	\$ 3,400
Publication and Legal Notices	2,000	A/DW/Y/RR/LA	500	500	500	500		\$ 2,000
Total:	16,400		\$ 3,667	\$ 3,667	\$ 3,866	\$ 5,000	\$ 200	\$ 16,400

Travel: All costs for Admin entity (other than the Registrations for conferences, workshops or seminars)

WIOA Contracts

Fiscal Year 2020-2021

Vendor	Description	FY20/21 Budget	Funding Source for budget	Adult	DLW	Youth	NDWG	COVID SS	P2E SSEL	P2E IDS	Total
Eckerd	AJCC One-Stop System Operation	582,800	A/DW	291,400	291,400						\$ 582,800
Eckerd	Out-of-School Youth Services	575,000	Youth			575,000					\$ 575,000
Eckerd	NDWG	139,500	CWDB Grant				139,500				\$139,500
Eckerd	COVID SS	10,080	CWDB Grant					10,080			\$10,080
Eckerd	Prison to Employment SSEL	67,890	Regional Grant						67,890		\$67,890
Eckerd	Prison to Employment IDS	91,851	Regional Grant							91,851	\$91,851
Total Contracts:		\$ 1,467,121		\$ 291,400	\$ 291,400	\$ 575,000	\$ 139,500	\$ 10,080	\$ 67,890	\$ 91,851	\$ 1,467,121

WIOA Services & Systems Purchase Orders

Fiscal Year 2020-2021

Vendor	Description	FY20/21 Budget	Funding Source for budget	Adult	DLW	Youth	RR	LA	Total
TBD	Labor Market Information Subscription	10,000	A/DW/Y	2,000	2,000	2,000	4,000		\$ 10,000
County Property Services	AJCC Rent	85,158	A/DW/Y	42,579	42,579				\$ 85,158
WDB/DSS	LA Small Biz Grant Fund	15,000	LA					15000	\$ 15,000
FIT	AJCC & Youth facility moves	12,813		5,426	5,427	1,960			\$ 12,813
		-							\$ -
Total Services & Systems P.O.s:		\$ 122,971		\$ 50,005	\$ 50,006	\$ 3,960	\$ 4,000	\$ 15,000	\$ - \$ 122,971

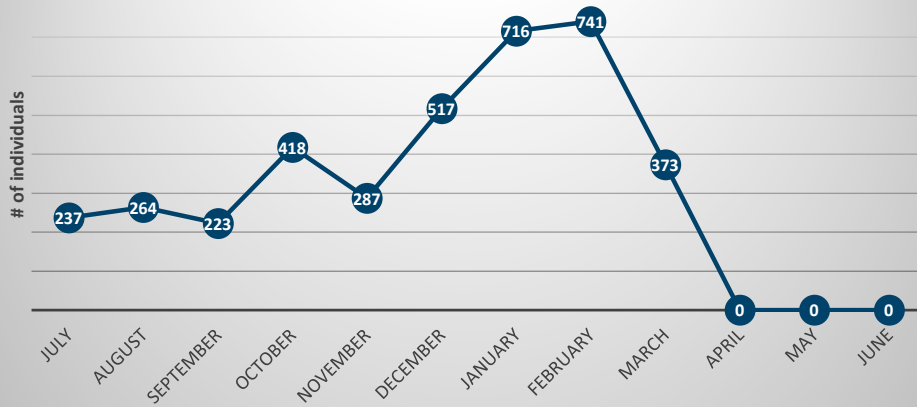
WIOA WDB Set-Aside

Fiscal Year 2020-2021

Description	FY20/21 Budget	Funding Source for budget				Total
		Adult	DLW	Youth		
CWA (Youth/Spring/Fall) Conference (WDB Board Members)	1,500	A/DW/Y 500	500	500		\$ 1,500
Membership Renewals/Sponsorships (Chambers/CWA)	2,500	A/DW/Y 834	833	833		\$ 2,500
Recognition	300	A/DW/Y 100	100	100		\$ 300
Total WDB Set-Aside Budget:	\$ 4,300	\$ 1,434	\$ 1,433	\$ 1,433		\$ 4,300

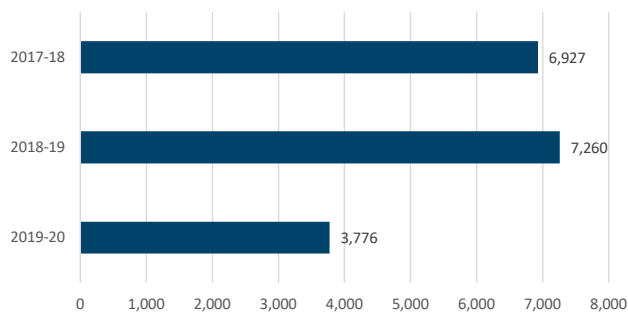
WIOA AJCC Services Program Year 2019-2020

Customer Visits to AJCC

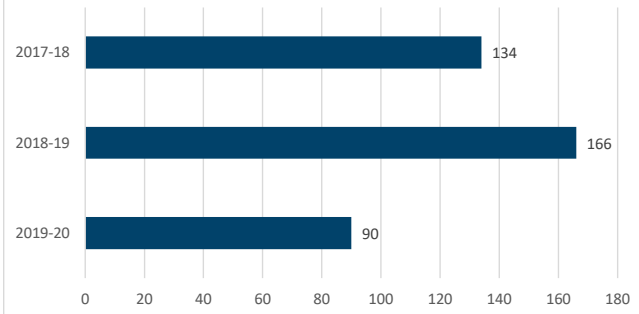


- The AJCC closed in-person operations beginning March 16, 2020 to comply with State Mandates due to COVID-19.
- A total of 3,776 customer visits to the AJCC occurred during PY 2019-2020.
- PY 2019-2020 provided 6,957 new CalJOBS registrants into the system.
- The AJCC held 221 workshops during PY 2019-2020, which were attended by 602 attendees. Eckerd moved to web-based workshops during 4th quarter offering 15 different Zoom workshops every week.

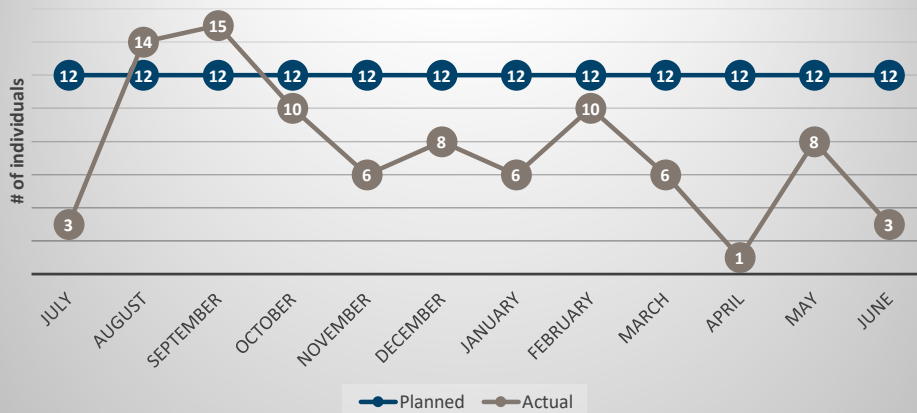
Historical - Customer Visits



Historical - WIOA Enrollments



WIOA Enrollments



Enrollments are not separated out by Adult or Dislocated Worker programs. The numbers in *Planned* and *Actual* represent totals from both programs.

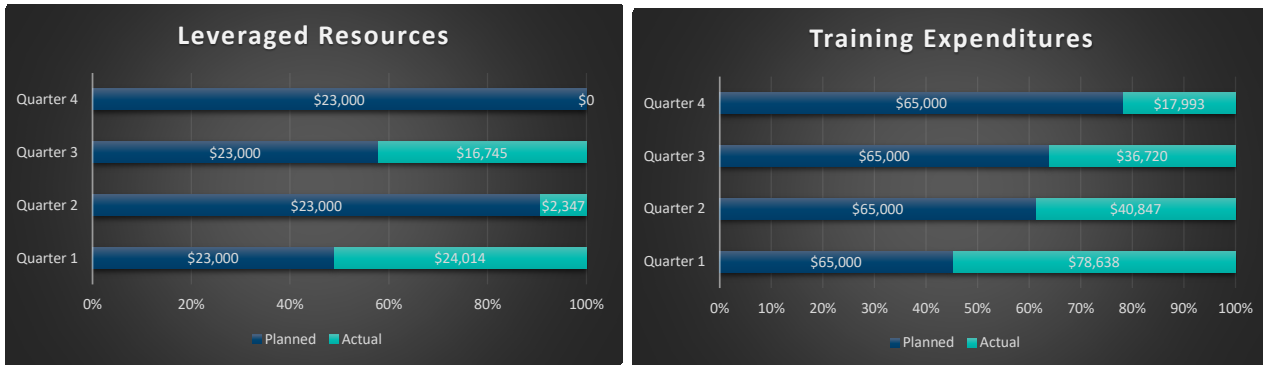
- A total of 90 new career service enrollments occurred during PY 2019-2020.
- The revised contract goal of 97 new career service enrollments was approved by WDB Executive Committee on April 8, 2020. At Program Year end, Eckerd met 93% of the new career service enrollment goal.

• Outreach - Business and Participant

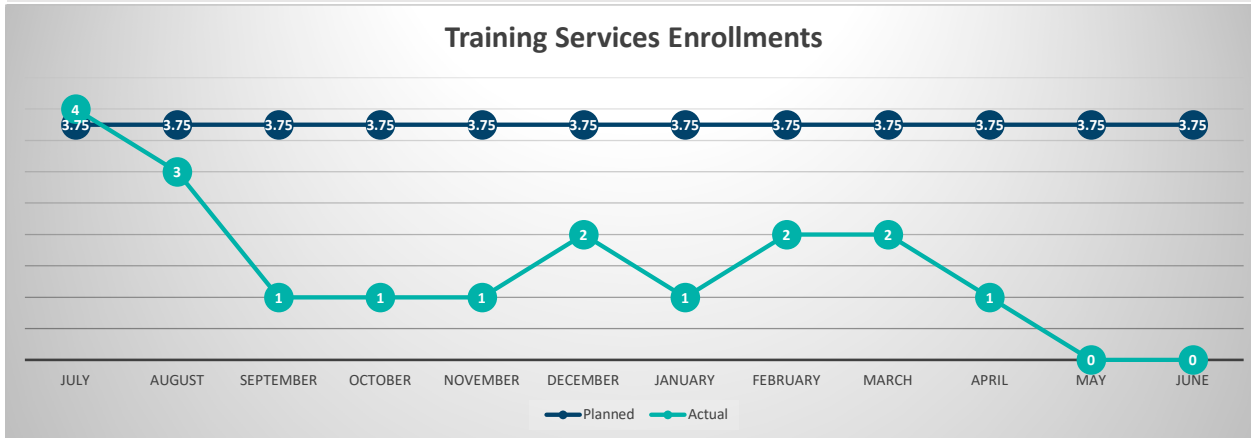
- In 3rd Quarter, Eckerd provided a Community Outreach Plan with details on a coordinated outreach to partner agencies and business-facing groups. Eckerd's plan was developed in February in conjunction with an all-staff cross training to ensure that staff could promote all three of Eckerd's workforce programs and find the right fit for employers/participants reached. 100% of agencies listed were contacted in Q3 and remained on track to maintain efforts throughout the shelter-at-home order using Constant Contact and social media.
- During 4th Quarter, Eckerd prioritized digital/social media outreach to participants during the shelter-at-home order. Facebook data for 4th quarter included 43 posts reaching 5,372 people with 602 post engagements. Increased followers from 38 to 433 and page likes went up by 25.

WIOA AJCC Services Program Year 2019-2020

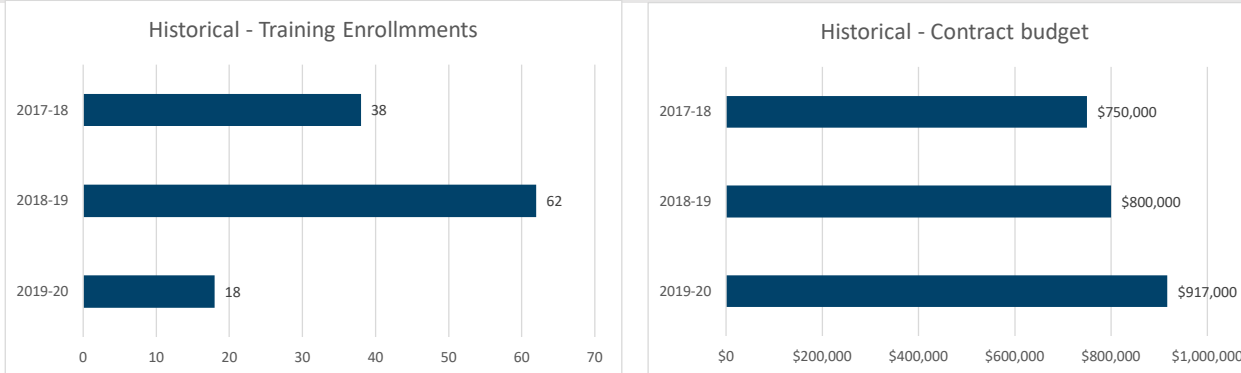
Item 6.1



PY 2019-20 *Leveraged Resources* total \$43,106 or 46.9% of the contract goal of \$92,000. *Training Expenditures* reflect *actual* invoiced participant training costs. PY 2019-20 *Training Expenditures* total \$174,198 or 96.7% of the \$180,000 contract goal.



Enrollments are not separated out by Adult or Dislocated Worker programs. The numbers in *Planned* and *Actual* represent totals from both programs. PY 2019-20 Training enrollment goal of 45 job seekers in On-the-Job Training (OJT) and Individual Training Account (ITA) enrollments. 40% of this goal was attained.



3rd Quarter On-The-Job (OJT) Training Contracts

Employer	Occupation	Hourly Rate
Eagle Medical Packaging Sterilization Inc	Engineering Technician	\$20

3rd Quarter Individual Training Agreements (ITAs)

Training Provider	Program	Cost
UC Davis Continuing and Professional Education	Certificate Program in Paralegal Studies Online	\$7,795
Design's School of Cosmetology	Skin Care/Esthetics	\$8,975
Loyola Marymount University Extension	Pharmacy Technician Online	\$2,795
UC Irvine Extended Education	Digital Marketing and Communications Online	\$3,335

4th Quarter On-The-Job (OJT) Training Contracts

Employer	Occupation	Hourly Rate
SPOKES - This was a Work Experience (WEX), not traditional OJT	Training Program Assistant	\$16

4th Quarter Individual Training Agreements (ITAs)

Training Provider	Program	Cost
Design's School of Cosmetology	Skin Care/Esthetics	\$8,975

Steve came to Eckerd Connects as a dislocated worker feeling down and degraded after being laid off from a steady retail job where he had given his heart and soul. Over his seven years at the store, he rose to the position of manager, schooling himself on consumer trends, product ordering, employee relations, and customer service.

Steve had never heard about America's Job Center of California or Eckerd Connects, but was referred to the AJCC and by EDD. At 49, he wanted a job that was going to last, one he "could retire from." At first he attended the workshops just to satisfy his unemployment requirements, but he discovered quickly that getting up, dressed, and ready for job seeking actually was his job. The workshops provided a good review for a person who already had a strong work ethic and motivation. He reported the resume clinic as one of the most helpful, upgrading his outdated document so that prospective employers would view him in the best possible light. Working one on one with a career coach, he set goals and created a clear path forward. He took his job search and readiness seriously, gained confidence, and found the AJCC feedback invaluable. "Nobody ever taught me how to get a job."

Steve applied to several employers and became excited when he landed a first, then second interview at a bio science research, development, and manufacturing company. Steve was hired as part of the shipping and receiving staff. He started work March 16, 2020, just as the Covid-19 virus started to envelope our county. The company makes parts for the Covid-19 test kits and are in production 7 days a week. The full-time position works 4 days on and 4 days off, so as not to cross contaminate the shipping/receiving crews, should one person test positive for Covid-19.

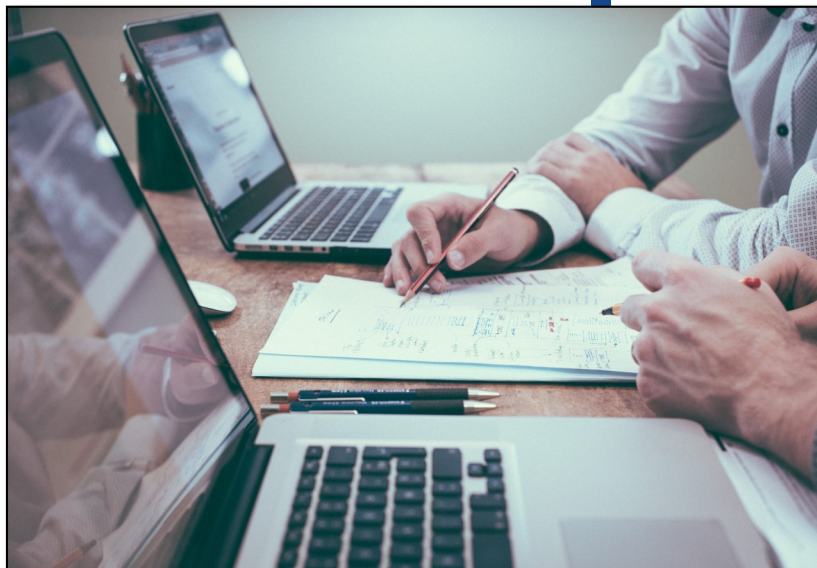
Eckerd Connects helped Steve rediscover the confidence and skills that he already possessed, and bring them out into the light.

***"I couldn't have
expected to get in
with a better
company."***

-Steven

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Frank's Journey



"The paid training and Career Coach support gave me the tools I needed to become qualified for the position I wanted."

- Frank M.

Frank was guided to WIOA during a Rapid Response Orientation during a company-wide layoff. This was his second layoff in eight years. He was concerned about the stability of his industry and wanted to do whatever he could to make sure it didn't happen again.

Frank and his Career Coach explored training options to help him build skills to enter into a management position. Based on local labor market data and Frank's existing skills, he enrolled in a WIOA-funded training at Loyola Marymount College in Human Resource Management. With the help of his Career Coach and an Employer Champion, Frank connected to local HR groups and began attending events while completing his training.



Frank successfully completed training and earned his credential! He participated in AJCC workshops to update and target his resume reflecting his new skills. Frank worked with his Career Coach to apply for management positions in the retail sector. He accepted a management position with a national store in Atascadero. He loves his position and has received recognition for his outstanding performance.

Frank has retained his position during the shelter-at-home order—as an essential worker his job is pandemic proof! Just the stability Frank sought out when he enrolled in workforce services.

WWW.ECKERD.ORG/SLO

Services provided by:

Eckerd
CONNECTSTM

**WORKFORCE
DEVELOPMENT**

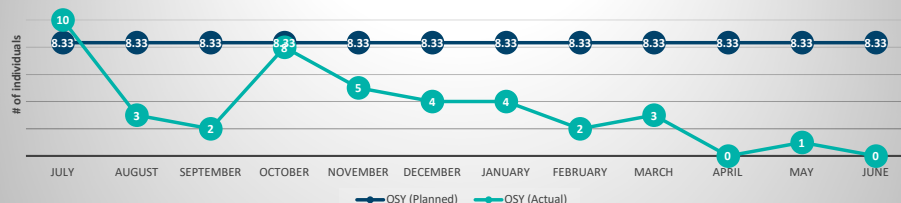
THIS WIOA TITLE I FINANCIALLY ASSISTED PROGRAM OR ACTIVITY IS AN EQUAL OPPORTUNITY EMPLOYER/PROGRAM. AUXILIARY AIDS AND SERVICES ARE AVAILABLE UPON REQUEST TO INDIVIDUALS WITH DISABILITIES. CALIFORNIA RELAY SERVICE (CRS) 711 OR 1-800-735-2922 (ENGLISH) OR 1-800-855-3000 (SPANISH).

WIOA Youth Services Program Year 2019-2020

• Youth Outreach - Business and Participant

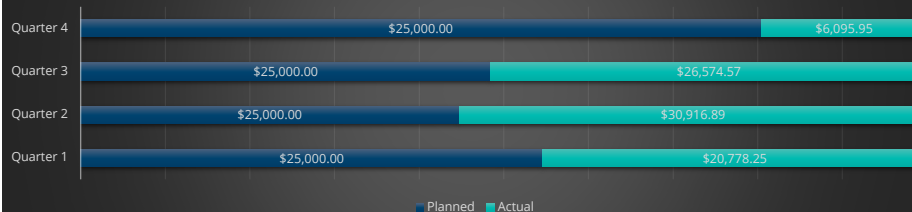
- Participant Outreach- In 3rd Quarter, Eckerd held an all-staff meeting to develop a coordinated outreach strategy to increase enrollments and service coordination with partner agencies. Staff made contact with 100% of agencies listed in plan. Eckerd also made contact with all important Youth partners through the staffing changes so that referring partners have up-to-date point of contact information. Eckerd is prioritizing partner engagement during the shelter-at-home order through the use of Constant Contact and social media. Outreach to recruit new participants in Q4 was minimal. The primary focus was on engaging existing and follow-up participants to ensure basic needs were met, connect to community resources, and provide educational/employment services as indicated.
- Business Outreach - Eckerd staff who conduct outreach discuss all workforce programs available to meet the expressed need of each employer. The instability of Covid-19 led to some hiring outreach to employers; however, most of our employer engagement was related to layoff aversion and rapid response.

Youth Enrollment



The revised contract goal of 75 new career service enrollments was approved by WDB Executive Committee on April 8, 2020. At Program Year end, Eckerd met 56% of the new career service enrollment goal.

Work Experience (WEX) Participant Expenditure*

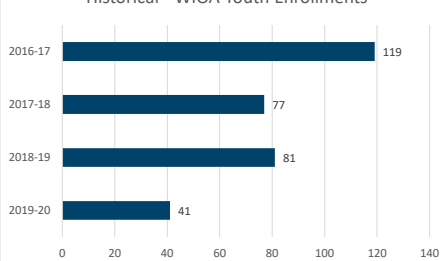


3rd Quarter Work Experience Placements

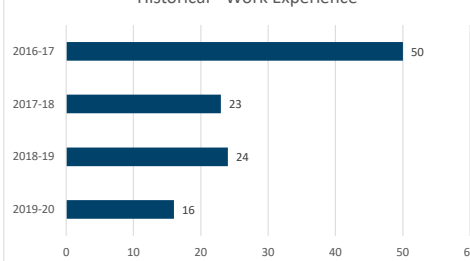
Employers	Occupation	Hourly Rate
Nipomo Feed and Hay	Store Helper	\$13.00
Pool Corp	Warehouse Associate	\$15.00
Pool Corp	Retail Salesworker	\$15.00

Uncertainty around health and safety and compliance issues regarding WEX along with a broad shutdown of youth-friendly businesses due to the shelter-at-home prevented placing youth in WEX during 4th Quarter.

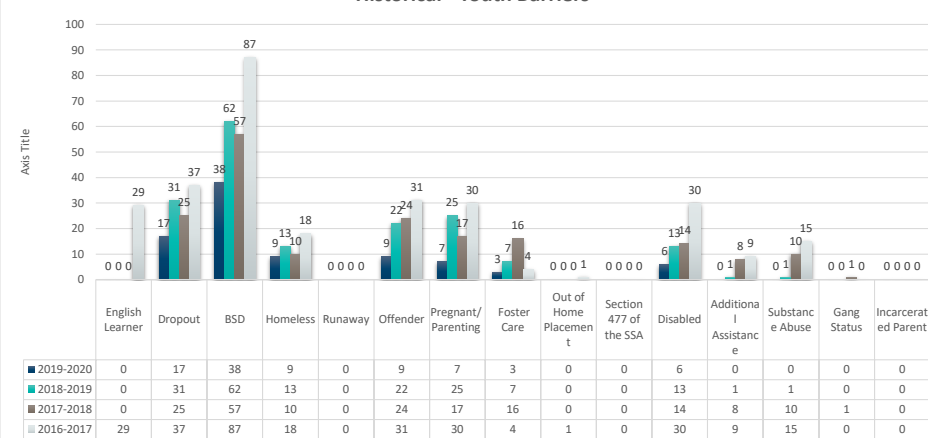
Historical - WIOA Youth Enrollments



Historical - Work Experience



Historical - Youth Barriers



Success Story: A Partnership to Employ Youth

SCP Distributors LLC is part of a distribution network that is the world's largest wholesale distributor of swimming pool supplies, equipment and related leisure products. Early this year, sales were on the rise in the Paso Robles location and they were in need of bringing on new employees. After seeing jobs posted online, Eckerd Connects staff invited SCP Branch Manager, Levi Marks, to attend a Career Opportunity Event at America's Job Center of California to connect him to candidates and promote SCP employment opportunities.

Levi attended the event and learned more about WIOA business services. Eckerd's Workforce Development Specialist connected Levi to a youth client for a job as a Warehouse Associate. The Youth, who had received work readiness support from a Career Coach, interviewed successfully for the position and was offered a full-time, paid Work Experience (WEX) starting at \$15/hour. He has nearly completed his paid WEX and has been provided skill building opportunities processing inventory, assisting with deliveries, providing customer service, and soft skills development. SCP consistently gives the Youth successful evaluations and states that he exceeds expectations in dependability, communication skills, work performance, and attitude. As an essential business, SCP Distributors remains open through the shelter-at-home order and this Youth is now being onboarded to join their team as a regular employee!

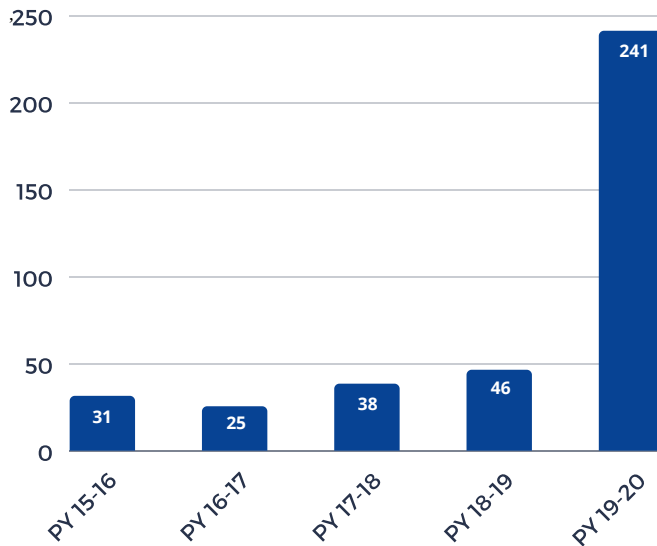
Eckerd Connects recognizes SCP Distributors as an excellent workforce partner and an employer committed to mentoring young employees. As a result of this partnership with Eckerd Connects, SCP seeks out opportunities to collaborate with other WIOA programs where their distribution centers are located.

Thank you Levi and the SCP team!

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Rapid Response

PROGRAM YEAR 2019-2020



RAPID RESPONSES BY PROGRAM YEAR

Prior to the 2019-20 program year San Luis Obispo County had been reporting an average of 35 Rapid Responses received via WARN and non-WARN sources annually. However, from March through July 2020, there were 210 responses to layoffs and closures totaling 241 responses for program year 2019-20. This was over 6 times the 4-year average prior to the COVID-19 pandemic.

RESPONSES BY QUARTER

In Q1 (July-Sept) there were 16 responses to business closures/layoffs. Q2 (Oct-Dec) resulted in 15 confirmed affected businesses. Responses rose substantially in Q3 (Jan-March) to 104 as a result of the shelter-in-place order. Of the 104 responses in Q3, 61 took place in the month of March. Responses remained higher than average in Q4 (April-June), but dropped from the previous quarter to 76.



15.2K

Unemployed civilians in San Luis Obispo County in the month of June

#12

San Luis Obispo County's rank for CA lowest unemployment rate

6X

Increase of Rapid Responses in PY 19-20
(compared to 4-yr average prior to COVID-19)

Rapid Response

PROGRAM YEAR 2019-2020



LOCAL UI CLAIMS DATA

Week Ending	Number of Weekly New UI Claims	New PUA Claims	Total New Initial + PUA Claims
3/21/2020	893		
3/28/2020	8959		
4/4/2020	6131		
4/11/2020	3737		
4/18/2020	2584		
4/25/2020	1294		
5/2/2020	1380	2292	3672
5/9/2020	904	811	1715
5/16/2020	1085	625	1710
5/23/2020	689	506	1195
5/30/2020	679	369	1048
6/6/2020	710	360	1070
6/13/2020	572	322	894
6/20/2020	630	379	1009
6/27/2020	570	393	963
7/4/2020	507	312	819

DEMOGRAPHIC DATA

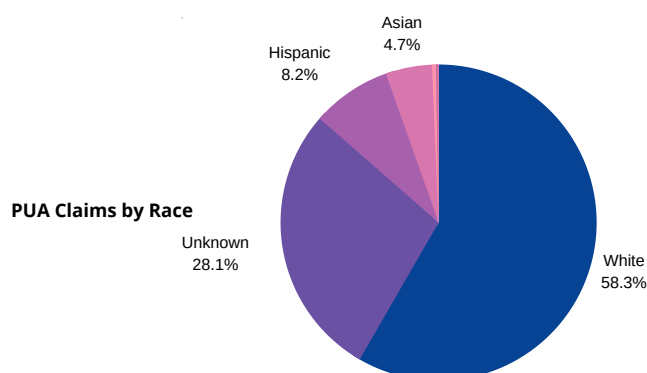
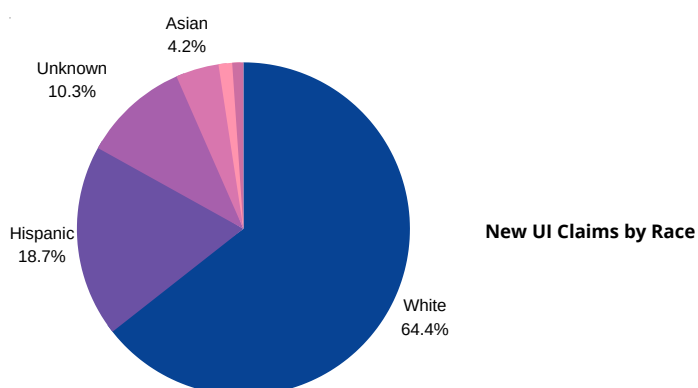
EDD UI demographic data between the weeks ending 3/21/2020 and 6/27/2020 revealed that of those who have applied for UI, the age group hardest hit were those between the ages of 25-34. The data also showed that those between the ages of 55-64 have experienced the third highest impact. Of those who applied for PUA benefits the main working age is 35-64.

In terms of gender, 25k new UI claims were filed by women, men accounted for 20k claims, and 62 were for claimants who were categorized as unknown. Of the PUA claims received by EDD, more than 3,200 were women and approximately 2,700 were men.

Almost 20,000 of the local UI claims were for claimants whose highest education was a High School Diploma/GED. Claimants with a Masters Degree or higher were among the least impacted.

Over 64% of all new UI claimants in SLO County were White. Hispanics accounted for just under 19% and Asians made up roughly 4%. Of the PUA applicants in the County, just over 58% were White. Whereas only about 5% of applicants were of Native American/Alaskan, Asian and Black races combined.

New local Unemployment Insurance claims rose drastically since the onset of COVID-19 and the shelter-in-place order. UI data provided by EDD shows that 31,324 new UI claims have been filed in SLO County between the weeks ending 3/21/2020 and 7/4/2020- **an average of 1,958 new UI claims per week**. Prior to COVID-19, between the weeks ending 1/4/2020 through the week ending 3/7/2020, UI weekly claims were at an average of 130 per week. On 4/28/2020, as part of the federal CARES Act, EDD began accepting applications for the new Pandemic Unemployment Assistance (PUA) program. PUA helps unemployed business owners, self-employed individuals, independent contractors, individuals with limited work history, and others not usually eligible for regular state UI benefits who have been affected as a direct result of the pandemic. Since it's first week (the week ending 5/5/2020) and through the week ending 7/4/2020, SLO County has had 6,369 PUA UI claims-**an average of 637 PUA claims per week**.



Rapid Response

PROGRAM YEAR 2019-2020



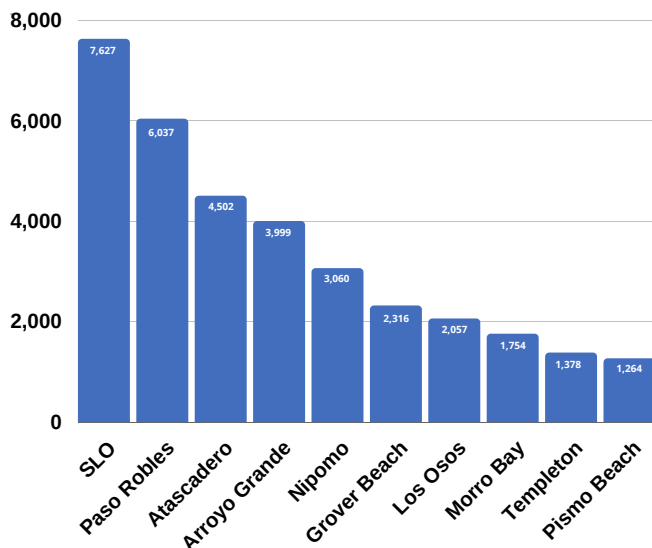
Rapid Responses by Industry



INDUSTRY DATA

In PY 2019-20 the Rapid Response data showed that the *Retail* and *Accommodation & Food Services* industries were among the hardest hit. The two industries comprised nearly 45% of the Rapid Responses conducted in San Luis Obispo County. The *Other Services* industry (i.e. fitness gyms, salons, barbershops, etc) was another that was noticeably affected, totaling 31 individual business responses. *Health Care and Social Assistance* accounted for 13, *Manufacturing* totaled 11. The *Transportation & Warehousing*, *Real Estate & Rental Leasing*, *Arts Entertainment & Recreation* industries had 9 responses each.

UI Claims data also indicated that of the UI claims received between the weeks ending 3/22/2020 and 6/27/2020 most were reported within the *Accommodation and Food Service* industry. Also at the top of the list were the *Health Care and Social Assistance* and *Retail* industries.



DATA BY LOCATION

While it has not been possible to track all local business closures and layoffs, the collected data reveals that the highest number of responses were conducted for businesses in the city of San Luis Obispo. Paso Robles and Pismo Beach were also among the top three cities in SLO County that were most affected. EDD data showed that San Luis Obispo residents filed the highest number of UI claims with a total of 7,627. Paso Robles residents accounted for 6,037 claims. The residents of the cities of Atascadero, Arroyo Grande and Nipomo also made the list with 4,502 claims, 3,999 claims and 3,060 claims respectively.

Rapid Response

PROGRAM YEAR 2019-2020



SERVICES

The COVID-19 pandemic has had a tremendous impact not only on the local workforce and business climate, but nationally and globally as well. As a result, we have experienced a record number of closures (temp and otherwise) as well as UI claims. The WDB and AJCC staff have been working hard to keep up with outreach to impacted businesses to ensure those affected employees and business owners are aware of the resources available to them. Despite the challenging nature of the current circumstances, resources have been provided to affected employers and employees through our outreach efforts. Rapid Response Orientations have been made available online for public access on YouTube in both English and Spanish. All the information provided can be found on the SLO County WDB website at SLOWorkforce.com and Facebook page at Facebook.com/sloworkforce.

CHANGES IN PY 2020-21

In PY 2020-21 Rapid Response services, previously conducted by service provider staff, have been reassigned to the administrative staff of the WDB. Prior to July 1st, Eckerd Business Service staff would conduct Rapid Response outreach and record them in CalJOBS system. WDB administrative staff would then submit Rapid Response data to the State. WDB Rapid Response funding is reliant upon business outreach and services to displaced workers. Please assist our team by notifying WDB staff of any business closures or layoffs as soon as you become aware of them.

Please notify our team about any business closures or
layoffs at (805) 781-1943 or
SLOWorkforce@co.slo.ca.us