



Executive Committee Meeting
Monday, November 4, 2019 - 4:00pm
CSB Boardroom
(Teleconference 321-394-0707)

Attendees: Susie Glasgow (Chair), Daryl Bishop, Lloyd Gregg, Paula Just,
Nancy Heller, Mike Menyhart

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

Introductions

Public Comment:

Action Items:

A. Approval of Executive Minutes for 8/5/19	<i>Susie Glasgow</i>	1 – 2
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Discussion/Information Items:

A. President's Report	<i>Marci Murphy</i>	3
B. Review New Budget Format	<i>Richard Meagher</i>	4 – 5
C. Governance/Finance Committee Report (no brief)	<i>Daryl Bishop</i>	
D. Grow the Resources of the Board		6 - 13

Adjourn

Meeting information is always available @ careersourcebrevard.com

Pursuant to the provisions of the Americans with Disabilities Act, any person requiring special accommodations to participate in this meeting is asked to advise CareerSource Brevard at least 48 hours prior to the meeting by contacting Lyn Sevin at (321) 394-0507. Persons who are hearing or speech impaired can contact Lyn Sevin through the Florida Relay Service by dialing 7-1-1

Upcoming Meetings:

All meetings are in the CSB Boardroom unless otherwise noted

November 2019

4th Governance/Finance Committee-3:00pm

4th Executive Committee-4:00pm

21st Board of Directors-8:00am

December 2019

No meetings

January 2020

14th Industry Workforce Committee-8:30am

28th Career Center Committee-8:30am

February 2020

3rd Governance/Finance Committee-3:00pm

3rd Executive Committee-4:00pm

20st Board of Directors-8:00am

March 2020

No meetings

April 2020

14th Industry Workforce Committee-8:30am

28th Career Center Committee-8:30am

May 2020

4th Governance/Finance Committee-3:00pm

4th Executive Committee-4:00pm

21st Board of Directors Retreat-8:00am-TBD

June 2020

No meetings

CareerSource Brevard (CSB)
Executive Committee Meeting
August 5, 2019

MINUTES

Members in Attendance: Susie Glasgow (Chair), Daryl Bishop, Lloyd Gregg, Nancy Heller, Paula Just (via teleconference).

Members Absent: Mike Menyhart

Staff in Attendance: Judy Blanchard, Jennifer Lasser, Don Lusk, Richard Meagher, Marci Murphy, Lyn Sevin.

Guests: None

Susie Glasgow called the meeting to order at 4:00pm.

Marci introduced Nancy Heller and Lloyd Gregg and welcomed them to the executive committee

Public Comments: There was no public comment.

Action Items:

Approval of Executive Committee Minutes

Motion to approve the Executive Committee minutes for May 16, 2019 made by Daryl Bishop and seconded by Nancy Heller. Motion passed unanimously.

Paula Just joined the meeting via teleconference at 4:10pm.

President's Contract Renewal

On August 16, 2016 the Executive Committee entered into a contractual agreement with Marci Murphy as the President of Brevard Workforce Development Board, Inc. (BW). The term of the contract was for a period of three (3) years with an optional extension on an annual basis thereafter. In lieu of extending the existing contract for one year, the President requested a new contract with the changes presented. Motion to approve President's contract as presented for a period of three years with an optional extension on an annual basis made by Daryl Bishop. Motion seconded by Lloyd Gregg and passed unanimously. Ms. Glasgow requested that references to BW be replaced with CSB when changes are made.

President's PY18-19 Review

Marci Murphy gave a presentation on the accomplishments of her Annual Goals for PY18-19. The Executive Committee made comments and asked questions during the presentation. Motion to approve the President's compensation of 15% of annual base salary to be paid as a lump sum made by Lloyd Gregg and seconded by Nancy Heller. Motion passed unanimously.

President's PY19-20 Proposed Goals

Ms. Murphy presented her Annual Goals for Program Year 2019-20. There was discussion on the workforce pipeline and online learning. Motion to recommend approval of the President's goals for PY19-20 to the Consent Agenda of the next full Board of Directors made by Daryl Bishop and seconded by Nancy Heller. The motion passed unanimously.

Paula Just left at 4:51pm

Discussion/Information Items:

Annual 990 Tax Return

Staff handed out Form 990 Income Tax Return prepared by Grau and Associates for PY 2018-2019 for review. There was no discussion.

Program Year 2019-2020 Budget Update

Staff indicated that the budget of \$10,117,300 approved in May 2019 has increased due to the award of incentive funding from CareerSource Florida and the extension of Florida Rebuilds rental agreement through 2020. As a result of these changes, CSB's current PY 19-20 funding has increased to \$10,570,400. The additional funds will be used for customer training and support services, facility and technical upgrades, and unobligated funds for unexpected expenses.

Governance/Finance Committee (GFC) Update

Daryl Bishop gave an update on the GFC which had met earlier in the day.

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. Items discussed included hurricane funds and updates on the ITN for staffing services.

Adjournment:

The meeting adjourned at 5:00pm.

Submitted by,

Reviewed by,

(signature on file)
Lyn Sevin

8/8/2019
Date

(signature on file)
Susie Glasgow

8/8/2019
Date



November 4, 2019

Information Brief

President's Report

Background

This report will provide the Executive Committee with information at the Federal, State, and local level pertaining to workforce.

- **Federal/State Workforce Focus & Florida's Workforce Development Council's Legislative Agenda**
 - Department of Labor's Current Focus
 - Florida's Focus on Workforce Education and how it all lines up
 - FWDA's 2019 Legislative Agenda
- **Status of Florida's Workforce**
 - What's happening around the State
- **Melbourne Chamber of Commerce Board Membership**
 - A Call for a CSB Board Member Volunteer to sit on the Melbourne Chamber's Board



November 4, 2019

Information Brief

New Financial Report Format

Background

In preparation for the upcoming board member orientation session, CSB staff revised our quarterly financial report format (see Attachment 1) to be consistent with the one used in the board orientation budget module. This improved format displays budgeted revenue, budgeted expenditures, and actual expenditures to date for each of our major funding streams, as recommended by the external monitors. It also provides a comparison of actual indirect costs with those recovered from our federally negotiated indirect cost rate, and shows whether we have a current funding surplus or deficit.

CSB Budget to Actual Report Description

The report provides a comprehensive analysis of funding and spending in the first quarter of program year 2019-2020 as follows:

- Displays all grant revenues for the current year, including carry-in funding from the prior year, current year grant awards, and planned carryover for the next program year. Major funding streams are detailed in separate columns.
- The annual budget and cumulative expenditures are summarized into eight major categories: (1) staff salaries and fringe benefits; (2) program operations and business services costs; (3) infrastructure and maintenance related costs; (4) IT and technology related costs; (5) contracted service provider costs; (6) customer training activities; (7) customer support services; (8) indirect costs.
- Expenditures are displayed in separate columns for each major funding stream. Total expenditures and percentages of the annual budget expended within each category are also shown.
- Actual indirect costs incurred to date are shown in the right column for each expenditure category. The total indirect cost applied to the grants using our federally negotiated indirect cost rate is deducted at the bottom of the column to arrive at the surplus or deficit indirect cost recovered to date.



Budget to Actual Report

As of September 30, 2019

Revenue PY 2019 - 2020	Annual Budget	WIOA Adult	WIOA Youth	WIOA Disl Wkr	Welfare Transition	NEG Hurricanes	Other Grants	INDIRECT POOL
Carry In Funds From PY 18 - 19	1,302,252	1,165,412	-	95,269	3,707	-	37,864	
PY 19 - 20 Awards	16,139,524	1,049,467	788,551	1,101,376	1,307,535	8,704,189	3,188,406	
Award Total - Available Funds	17,441,776	2,214,879	788,551	1,196,645	1,311,242	8,704,189	3,226,270	
LESS planned Carryover For PY 20 - 21	(2,360,276)	(419,757)	-	(440,519)	-	(1,500,000)	-	
Total Available Revenue	15,081,500	1,795,122	788,551	756,126	1,311,242	7,204,189	3,226,270	

Expenditures								Total Expenditures - 9/30/19	% of Budget - 9/30/19	
Staff Salaries/Fringe Benefits	1,845,200	55,013	44,788	18,956	55,205	146,604	108,072	428,638	23.2%	122,847
Program Operations/Business Services	1,838,200	38,931	31,694	13,415	39,067	103,747	76,479	303,333	16.5%	26,914
Infrastructure/Maintenance Related Costs	885,700	17,552	14,290	6,048	17,613	46,775	34,481	136,759	15.4%	5,916
IT Costs/Network Expenses	387,600	4,813	3,919	1,659	4,830	12,828	9,456	37,505	9.7%	756
Contracted One-Stop Services	3,924,100	153,385	151,896	56,589	189,125	42,528	127,917	721,440	18.4%	-
Customer Training Activities	4,281,700	80,873	22,486	69,123	25,772	504,587	19,764	722,605	16.9%	-
Customer Support Services	300,000	11,560	8,686	1,843	9,603	2,806	855	35,353	11.8%	-
Indirect Cost (16.86%)	1,619,000	34,553	20,302	18,380	24,499	102,138	37,142	237,014	14.6%	(237,014)
TOTAL EXPENDITURES	15,081,500	396,680	298,061	186,013	365,714	962,013	414,166	2,622,647	17.4%	(80,581)

REMAINING AVAILABLE FUNDS	1,398,442	490,490	570,113	945,528	6,242,176	2,812,104
% OF FUNDS EXPENDED BY GRANT THROUGH 9/30/19	22.1%	37.8%	24.6%	27.9%	13.4%	12.8%



REVISED
10/20/2019

Grow the Resources of the Board Report

BOLD Denotes
Revisions or Additions

GRANTS (Federal, State Local Competitive and Non-competitive)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
Grant Name: Back to Work 50+ (BTW 50+) Time Frame: 3/1/19 – 12/31/2020 Funding Source: AARP Foundation Partner(s): NA	\$110,000	CSB was selected to submit a grant application & plan which was approved to begin the AARP 50+ Services in Brevard County. The current program focused on Women ends 02/2/2019. This program will focus on all persons 50+. It will allow us continued use of AARP Foundation Logo, outreach support and educational materials	Metrics from March 1 – October 6 efforts include: <ul style="list-style-type: none"> • Attended Workshops – 165 (85% of goal) • Started Coaching – 85 (94% of goal) • Gained Employment – 46 (70% of goal) • Average Wage - \$15.51 Upcoming Waves: Wave 28 / October 2019 *Additional waves may be added in November to meet grant deliverables.	Jana Bauer
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 targets 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.	CSB has enrolled 271 persons in the APG grant. Some additional updates include: <ul style="list-style-type: none"> • Staff is awaiting information from USDOL regarding a budget amendment to the grant necessary to adjust to updated indirect costs. • The August IT Job Fair, with 175 pre-registrants, resulted in 136 jobseekers visiting 15 employers' exhibits. • At the request of USDOL staff attended a meeting with the University of Alabama Birmingham with other APG recipients that allowed us to share best practices. • In addition to our current involvement on EFSC's Cybersecurity & Computer Science Advisory Councils, we're now on Keiser's newly formed Information Technology Advisory Council. Underemployed training program is now in the Strategic Employment Cycle where we are partnering with our certification trainer New Horizons, to improve resumes of graduates, groom participants with interviewing skills training, creating employer interaction at IT Job Fairs & Meet and Greet events. 	Gary Sulski

GRANTS (Federal, State Local Competitive and Non-competitive)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
<p>Name: Cooperative Outreach Program with Moore Communications and CareerSource Florida</p> <p>Time Frame: 10/01/19 – 06/31/20</p> <p>Funding Source: Wagner Peyser State Level Funding</p> <p>Partner(s): CareerSource Florida & Moore Communications</p>	\$40,400	<p>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.</p>	<p>Now in our 5th year receiving these co-op dollars, CSB will implement the following:</p> <p>5th Annual, Out-of-State Engineering Talent Attraction & Recruitment Campaign 15+k campaign successfully ran for 4 years and will re-launch December-May 2020 using similar targeting parameters and most effective creative and messaging. Goals include increased reach, campaign engagement, and CSB counselor engagement.</p> <p>2nd Annual Local Unemployed/Underemployed/Introduction to key industry sectors -- talent attraction campaign— This 15+k campaign successfully ran in 2019 and will re-launch December-May 2020 using similar targeting parameters and most effective creative and messaging. Goals include increased reach, campaign engagement, and CSB counselor engagement plus walk-in traffic.</p> <p>Innaugural Local Business Engagement/Introduction to key sector services campaign— \$10,400 was added to the state's co-op grant for CSB to raise awareness of services to employers. Strategy meetings begin in October based around Apprenticeship-awareness.</p>	Denise Biondi
<p>Grant Name: Dislocated Worker Grants (DWG)</p> <p>Time Frame: Various Dates- 9/30/2020</p> <p>Funding Source: USDOL through DEO DWG</p> <p>Partner(s): NA</p>		<p>Projects for clean-up, demolition, repair, renovation, and reconstruction of destroyed public structures, facilities, and lands within the affected communities.</p> <p>Maria work is focused on evacuees from Puerto Rico.</p> <p>Brevard Recovery Works focused on persons impacted by the Opioid Crisis.</p>		Jim Watson
Matthew	\$6,044,500		<p>DEO provided an additional \$31,000 in funding. All Matthew work was completed by 09/30/19</p> <ul style="list-style-type: none"> • Total 147 Participants • 144 Receiving Services 	Jim Watson

GRANTS (Federal, State Local Competitive and Non-competitive)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
			<ul style="list-style-type: none"> 98 Employment at Exit 	
Irma	\$13,500,000		<p>Extended until 9/30/2020 with the additional of \$7.5 Million.</p> <ul style="list-style-type: none"> Total 214 Participants Enrolled 187 in Receiving Services 121 Employment at Exit 	Jim Watson
Dorian	\$1,300,000		<p>Provided to support National Seashore & Wildlife Refuge Damage.</p>	Jim Watson
Maria	\$125,000		<p>Extended to 9/20/2020. Most funding already obligated.</p> <ul style="list-style-type: none"> Total 28 Participants Enrolled 28 Receiving Services 9 Employment at Exit 	Wendi Bost
Opioid/Brevard Recovery Works	\$2,000,000		<p>Grant time frame is 4/1/19 - 5/31/21. Official kickoff of grant activities was 9/30/2019.</p>	Wendi Bost
<p>Grant Name: Soft Skills Pilot Grant</p> <p>Time Frame: 07/01/2017 - 06/30/2019</p> <p>Funding Source: CS Florida-SS Initiatives Grant</p> <p>Partners: SHRM, AARP, EDC</p>	\$267,968	<p>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.</p>	<p>The final report on the Soft Skills pilot grant 2018-19 for the state was completed by August 28, 2019. It consists of a narrative summary of the entire grant period with metrics showing outcome data, graphs with key findings, survey responses, and retention information. Included in the report was the significance of the support and collaboration of the SHRM members throughout the grant process. According to the online surveys, 93.8% employees agreed that their soft skills training was transferable knowledge into the workplace. 86% of employers indicated they see a difference in their employees that took the soft skills training and 92% said they are more likely to hire those who take the soft skills training.</p>	Foy Staley
<p>Grant Name: Rebuild Florida</p> <p>Time Frame: 09/01/2018 – 06/30/2020</p> <p>Funding Source: DEO/Community Development Block Grant – Disaster Recovery (CDBG-DR)</p> <p>Partner(s): Innovation Emergency Management (IEM)</p>	\$300,000	<p>Rebuild Florida is a partnership of DEO and the U.S. Department of Housing and Urban Development (HUD), which approved funding to local communities for Florida's long-term recovery efforts after the 2017 hurricane season. Rebuild Florida Housing Repair funds will help eligible homeowners impacted by Hurricane Irma.</p>	<p>DEO has extended the grant through 06/30/2020 with the ability to draw down \$300,000. Based on the use and history of this program our actual funds collected are projected to be approximately \$200,000.</p>	<p>Jeff Witt</p> <p>Or</p> <p>Don Lusk</p>

GRANTS (Federal, State Local Competitive and Non-competitive)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
<p>Grant Name: Department of Economic Opportunity Community Development Block Grant – Disaster Recovery (DR) Construction Industry Training</p> <p>Time Frame: Unknown</p> <p>Funding Source: DEO/ Community Development Block Grant – Disaster Recovery (CDBG-DR)</p> <p>Partner(s): Unknown</p>	Unknown	<p>CSB staff responded to the DEO request for information regarding a workforce training opportunity to address construction industry staffing needs. The training \$ amount has not been determined. The target is low to moderate income individuals. Brevard is one of 10 counties identified as impacted by Hurricane Irma designated to benefit from this funding.</p>	<p>Staff is awaiting further instructions regarding establishing a training program focused on the construction industry. Meanwhile staff is researching data and information necessary to roll out a program to meet business and job seeker needs. No Change</p>	James Watson
<p>Grant Name: FloridaMakes - NIST</p> <p>Time Frame: 10/1/19 – 9/30/2020</p> <p>Funding Source: VIA Florida Makes U.S. Department of Commerce National Institute of Standards & Technology</p> <p>Partner(s): Innovation Emergency Management (IEM)</p>	\$125,000	<p>This grant was submitted in support of Florida Makes grant submission to the U.S. Department of Commerce National Institute of Standards & Technology (NIST) to support the expansion of the AeroFlex Pre-apprenticeship Program in Brevard County.</p>	<p>CSB was notified on 9/10/19 that this grant was awarded. Grant management staff is currently working with FloridaMakes to identify performance milestones and outcomes. This planning grant will augment the current initiatives of the AeroFlex Preapprenticeship Grant.</p>	Judy Blanchard
<p>Grant Name: Aero-Flex Pre-Apprenticeship Program Time Frame: 02/01//2019 - 08/331/2020</p> <p>Funding Source: CS Florida – Sector Strategies</p> <p>Partner(s): CareerSource Palm Beach, Tooling U, EDC, FloridaMakes, the Future’s Center for Apprenticeship & Work Based Learning, SpaceFlorida, ASRC, Brevard Adult Ed, Northrup Grumman, Lockheed Martin, South Bay Workforce Investment Board, Training Funding Partners.</p>	\$149,129	<p>CareerSource Brevard (CSB) in partnership and collaboration with CareerSource Palm Beach (CSPB) intend to replicate a very successful, employer-driven pre-apprenticeship program that has been proven to support industry needs in California. The Aero-Flex Pre-Apprenticeship program will also meet the workforce development needs common to our region’s aerospace and aviation manufacturing industry partners. This unique training program provides a customized layer within the framework to allow each employer to design or ‘flex’ its own program, meeting not only needs of the industry but each participating employer.</p>	<p>This grant request was submitted to CareerSource Florida for \$149,129 with a leveraged local funds of \$189,125 for a total of \$338,254. This is a planning grant that is being coordinated with the NIST grant listed above. An outcome of the planning grant is to train 12 persons. We were notified on 01/17/2019 that we received this grant.</p> <p>CSB Communications has produced the first employer outreach collateral which includes a process flow chart on how apprentices will advance through the training tracks as well as the 81 core modules participants will receive prior to employment. Jobseeker outreach collateral, program application and assessment process has also been created. The first cohort training class began on October 28th as a new hire entry level technician recruitment/training program for SpaceX.</p>	Judy Blanchard & Clinton Hatcher

GRANTS (Federal, State Local Competitive and Non-competitive)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
<p>Grant Name: Brevard Adult Education Pre-Apprenticeship Program Expansion Time Frame: 01/01/2019 - 08/31/2020</p> <p>Funding Source: CS Florida – Apprenticeship Expansion</p> <p>Partner(s): Brevard Adult Education, Brevard Air Conditioning Contractors Association (BACCA), ABO Apprenticeship (Coastal Mechanical), Southeast Power Corporation, Brevard Electrical Apprenticeship Program, ABC Institute</p>	\$100,000	<p>This collaboration with Brevard Adult Education Pre-apprenticeship Program to support Building & Construction trades. The following lists each of the apprenticeship partners for this grant and the Pre-Apprenticeship program:</p>	<p>The first cohort for the Trades Pre-Apprenticeship program will complete the first week of December, with 11 expected completors. CSB has been working with Coastal Mechanical to schedule an industry tour for the students. Additional work is being done to develop work experience opportunities. A second cohort will launch October 29, in partnership with The Evans Center. The Evans Center will host the classroom for evening courses. A total of 73 applications were received, with a total of 30 being selected.</p>	Jana Bauer Wendi Bost
<p>Grant Name: R.I.S.E. Brevard</p> <p>Time Frame: 01/01//2019 - 06/30/2020</p> <p>Funding Source: CS Florida – Pathways to Prosperity</p> <p>Partner(s): Brevard County Drug Court & Florida Department of Corrections</p>	\$250,000	<p>“R.I.S.E. Brevard” stands for Re-entry Intervention resulting in Successful Employment. This grant will target the Ex-Offender population from our partners who are in need of vocational training and career assistance.</p>	<p>This grant request was submitted to CareerSource Florida for \$379,005. An outcome of the planning grant is to train 36 persons. CSB started enrolling customers on 4/17/19 as of 10/17/19 – 27 customers enrolled, 8 employed, 1 completed CDL training, 3 have been co-enrolled in the hurricane grant & working on the grant, 1 is in an OJT.</p>	Jim Watson
<p>Grant Name: Florida College Access Network (FCAN) – Seed Grant</p> <p>Time Frame: 05/1/19- 4/30/2020</p> <p>Funding Source: Hosted by University of South Florida</p> <p>Partner(s): Brevard Public Schools & METCA (Macedonia Education & Technology Academy)</p>	\$20,000 (Includes \$10,000 CSB Match)	<p>The focus of this grant is to develop a Local College Access Network (LCAN). These are strategic alliances focused on increasing college and career readiness, access and completion for students. This includes expanding programs, services, resources, policies to address the systemic barriers that prevent access to postsecondary education.</p>	<p>The grant funding has not been awarded as of this date due to CSB’s requirement to collect indirect cost. FCAN provided assistance with getting the grant “re-done” to allow for indirect fees and the amended grant was signed on 9/16/19 and resubmitted for funding.</p> <ul style="list-style-type: none"> The Brevard Healthcare Workforce Consortium held on 9/24/19 focused on LCAN initiatives including sessions on Ways to Support Employee Training and Development and Recruit Your Future Workforce by Engaging Brevard Public Schools Students. CSB hosted a meeting with LCAN Partners and EFSC on 9/26/19 to Establish FAFSA Enrollment Assistance at the CSB 	Megan Cochran

GRANTS (Federal, State Local Competitive and Non-competitive)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
			<p>Career Centers. Plans are in the works for staff to attend upcoming FAFSA Night Workshops at EFSC and EFSC is to provide training dates for selected staff.</p> <ul style="list-style-type: none"> CSB sponsored the Titusville Area Chamber of Commerce Next Steps College and Career Expo held on 9/30/2019 and provided CSB, FCAN and Brevard County labor market information for attendees and presented workshops on soft skills, application process and hot jobs 	

UNRESTRICTED REVENUES (Non-governmental funding, Fee for service, Foundation and Corporate giving programs)				
Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
<p>Grant Name: Ticket to Work (TTW) Program</p> <p>Time Frame: Indefinite</p> <p>Funding Source: Social Security Administration</p> <p>Partner(s): Vocational Rehabilitation</p>	<p>\$257,964 To Date</p>	<p>Focused on eligible TTW customers who want to return unsubsidized employment using the Employment Network (EN).</p>	<p>Staff continue to work with eligible customers who are interested in work or training. EN continues to progress at a modest pace with 46 tickets being assigned. Receipts for the first 4 quarters of the year (7/1/18-06/30/19) are \$11,547 for a cumulative total of \$257,964.</p>	<p>Jim Watson</p>
<p>Grant Name: Florida Partnership Plus</p> <p>Time Frame: Indefinite</p> <p>Funding Source: Social Security Administration</p> <p>Partner(s): Vocational Rehabilitation (VR)</p>	<p>\$11,500 To Date</p>	<p>Exiting Voc. Rehab participants who have found employment and are currently receiving SSI or SSDI. CSB will provide Employment Network mandatory follow up services. Funds are reported as part of the SSA TTW program and our unrestricted. CSB receives compensation in two forms: (1) \$1000 for any participant exiting that remains employed at SGA (Substantial Gainful Activity) for a seven month duration. (2) \$500 for written benefit summary analysis (BSA) completed by a certified Community Partner Work</p>	<p>CSB received \$ 10,000 in PY 16 -17 and 17-18, CSB received \$11,500. There was one new referral for this program in PY 18-19 and no payment has been made to date. No Change</p>	<p>Jim Watson</p>

UNRESTRICTED REVENUES (Non-governmental funding, Fee for service, Foundation and Corporate giving programs)

Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
		Incentive Coordinator (CPWIC).		
<p>Grant Name: Tobacco Free Florida</p> <p>Time Frame: Indefinite</p> <p>Funding Source: Bureau of Tobacco Free Florida</p> <p>Partner(s): Florida Department of Health</p>	<p>\$48,275 To Date</p>	<p>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.</p>	<p>This agreement provides unrestricted revenue.</p> <p>Receipts for PY19-20 first quarter- (7/1/19-9/30/19) is \$2,400. Cumulative total of \$48,275.00</p>	<p>Marina Stone</p>
<p>Grant Name: Healthcare Sector Strategy</p> <p>Time Frame: 7/1/16 – 9/30/19</p> <p>Funding Source: Private Sector</p> <p>Partner(s): A variety of health care employers, training vendors and others.</p>	<p>\$308,000 To Date</p>	<p>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 meet both long and short term goals as established by the industry as a whole.</p>	<ul style="list-style-type: none"> • Exceeded aggregate goals for Quarter 13 and the Addendum 3 & 4 performance measure! • Submitted a new proposal for Addendum 5 for consideration of continued funding for one more year. Status is TBD. • Held the Brevard Healthcare Workforce Consortium meeting 9/24/19 which was attended by 42 healthcare representatives, education, workforce development, government, and community stakeholders. Members were surveyed and HHA, CNA, MA, LPN and RN occupations remain areas of focus, however Dental Assistant, Dental Hygienist, Respiratory Therapist and Healthcare Front Desk Personnel were also identified. 	<p>Megan Cochran</p>
<p>Grant Name: Wells Fargo AARP 50+ Support Services</p> <p>Time Frame: 10/01/2018 - 11/01/2019</p> <p>Funding Sources: Wells Fargo Bank</p> <p>Partners(s): NA</p>	<p>\$10,000</p>	<p>The focus of this grant is to assist participants in our program with support services needed to ensure successful job placement. Services can consist of transportation assistance, clothing to create a good first impression, and test preparation fees, etc.</p>	<p>To date, we have assisted 37 AARP BTW50+ participants with \$3,964 in services. Services have included transportation, first impressions and certification/testing/licensing assistance.</p>	<p>Jana Bauer</p>
<p>Grant Name: Wells Fargo Supportive Services for</p>	<p>\$10,000</p>	<p>The focus of this grant is to assist participants with</p>	<p>Funding will be received in November 2019. Supportive</p>	<p>Jana Bauer</p>

UNRESTRICTED REVENUES (Non-governmental funding, Fee for service, Foundation and Corporate giving programs)

Resource Information	Amount Awarded	Grant Focus	Current Status	Staff Lead
<p>Community Empowerment</p> <p>Time Frame: 10/01/2019-11/01/2020</p> <p>Funding Sources: Wells Fargo Bank</p> <p>Partners(s): NA</p>		<p>supportive services that are not WIOA eligible. 75% of the funding will be to support the AARP Back to Work 50+ program, and the remaining 25% will be to support a two-week internship opportunity for Eau Gallie high school students in the Aviation Fabrication and Assembly Program. A total of ten incoming seniors will be provided with a two-week internship, receiving a supportive service stipend for each day.</p>	<p>services for AARP will begin immediately. Supportive services for the students will be utilized in April/May of 2020.</p>	
<p>Grant Name: Wells Fargo Workforce Roundtable</p> <p>Time Frame: 10/01/2019 – 11/01/2019</p> <p>Funding Sources: Wells Fargo Bank</p> <p>Partners(s): TBD</p>	<p>\$5,000</p>	<p>Funding will be utilized to create a workforce roundtable involving key partners which may include Goodwill, NeighborUp, Community Action, local school board and others to have a discussion around creating site-based programs to pilot to impact the movement of workforce in our low-to-moderate community.</p>	<p>The workforce roundtable will be slated to occur in Spring 2020.</p>	<p>Jana Bauer</p>