# Department of Family Services Employment & Training Team Report – May 2017

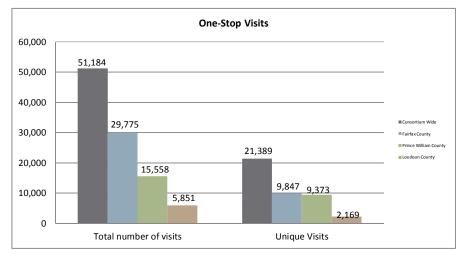
- Pages 1-2: Workforce Innovation and Opportunity Act Program
- Pages 3-4: Workforce Innovation and Opportunity Act/ Other Grants
- □ Page 5: Virginia Serious and Violent Offender Reentry (VASAVOR)
- Page 6: Fairfax Pre-Release Center
- □ Page 7: Success through Education, Employment and Reintegration (STEER)
- □ Page 8: Virginia Financial Services Network (VFSN)
- Page 9: ITA and OJT Breakdown
- Page 10: The Center for Business Planning and Development

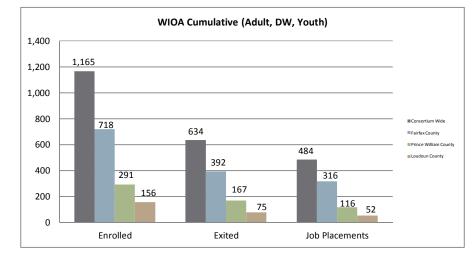


## Northern Virginia Workforce Innovation and Opportunity Act, Area XI

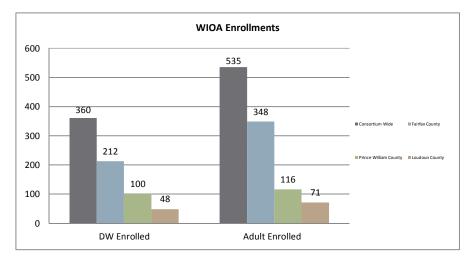
WIOA Adult, Dislocated Worker, and Youth Statistics (July 1, 2016- May 31, 2017)

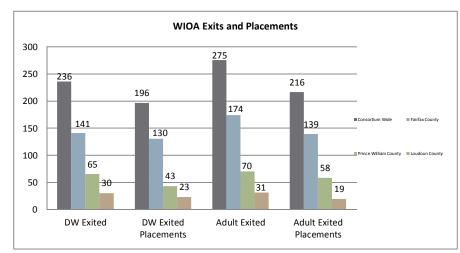
| At-A-Glance                      |         |  |         |                                      |       |  |  |  |  |  |  |
|----------------------------------|---------|--|---------|--------------------------------------|-------|--|--|--|--|--|--|
| One-Stop Services                |         | WIOA Services (Youth/Adult/DV            | V)      | All Employment & Training Programs   |       |  |  |  |  |  |  |
| Center Visits                    | 51,184  | Total Participants                       | 1,165   |                                      |       |  |  |  |  |  |  |
| Unique One-Stop Visits           | 21,389  | WIOA Job Placements                      | 484     | Total Enrolled                       | 1,474 |  |  |  |  |  |  |
| One-Stop Job Placements          | 565     | Average Hourly Wage at Placement (Adult) | \$15.59 | Total Exited                         | 826   |  |  |  |  |  |  |
| Average Hourly Wage at Placement | \$14.48 | Average Hourly Wage at Placement (DW)    | \$32.73 | Total Job Placements                 | 667   |  |  |  |  |  |  |
|                                  |         | Average Hourly Wage at Placement (Youth) | \$10.36 | Total Participants with Disabilities | 185   |  |  |  |  |  |  |
|                                  |         | Credentials Received in PY16             | 267     | Total Veterans                       | 46    |  |  |  |  |  |  |
|                                  |         | Credentials Received at Closure          | 282     |                                      |       |  |  |  |  |  |  |

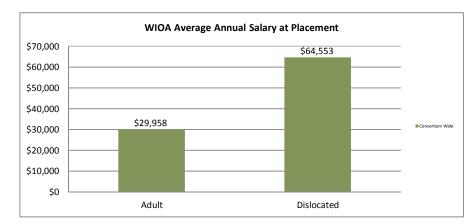


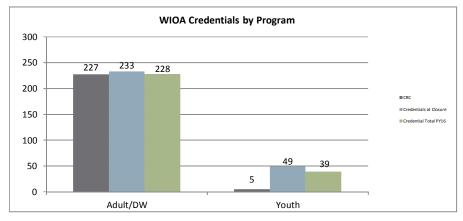


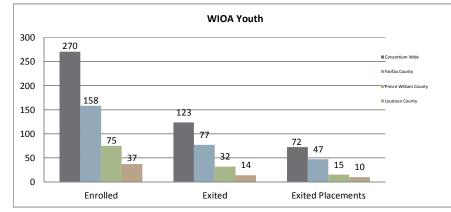
#### WIOA Breakdown - Adult, Dislocated Worker and Youth

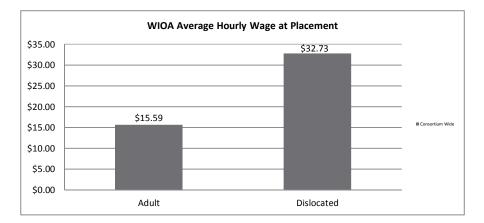


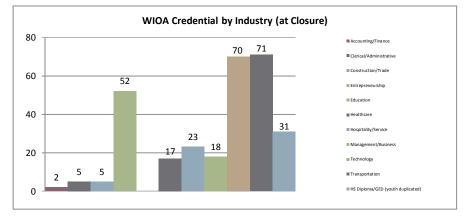


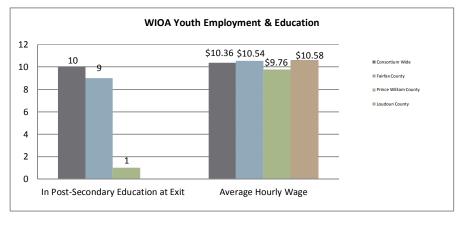








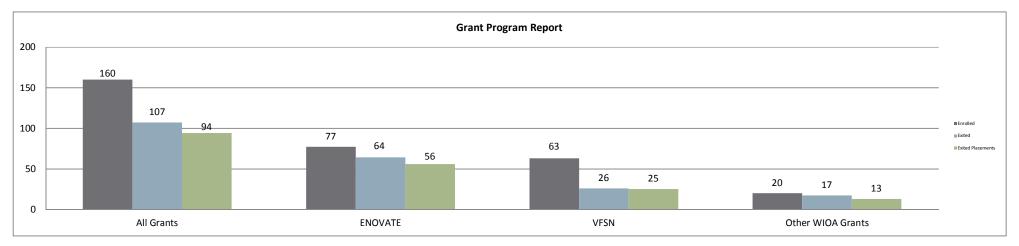


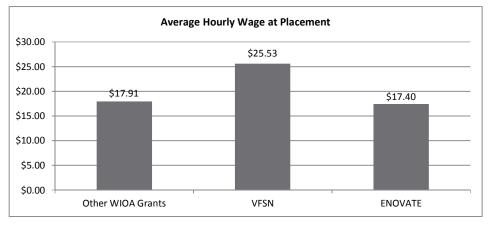


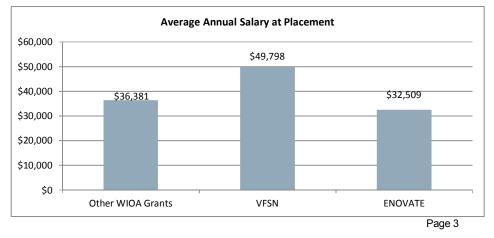
Page 2

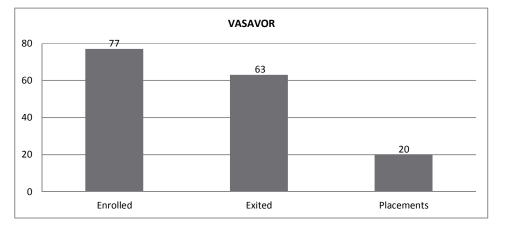
# Northern Virginia Workforce Innovation and Opportunity Act, Area XI

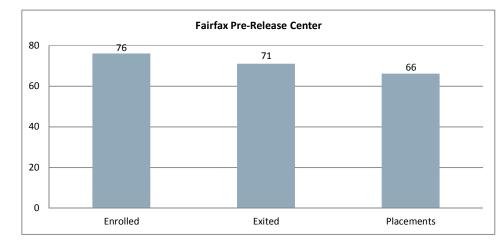
WIOA Grants and Other Programs Statistics (July 1, 2016- May 31, 2017)

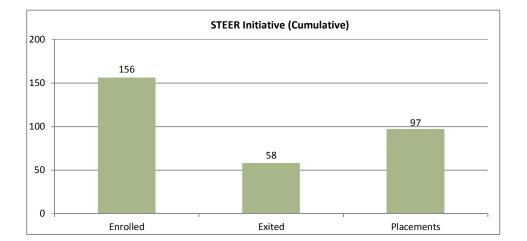


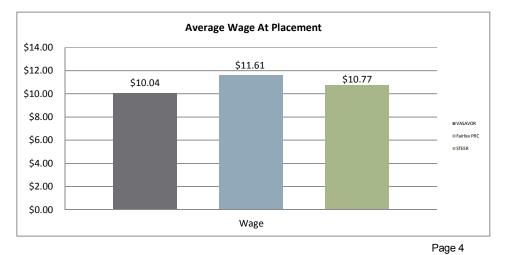












## Non WIOA Grants

#### Virginia Serious and Violent Offender Reentry Program Monthly Report

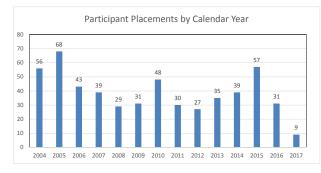
|                                  | Jul-16 | Aug-16     | Sep-16     | Oct-16     | Nov-16     | Dec-16  | Jan-17      | Feb-17 | Mar-17     | Apr-17   | May-17   | Jun-17 |
|----------------------------------|--------|------------|------------|------------|------------|---------|-------------|--------|------------|----------|----------|--------|
| Active Caseload                  | 53     | 49         | 42         | 40         | 37         | 36      | 26          | 23     | 21         | 23       | 17       |        |
| Receiving Placement Services     | 44     | 42         | 38         | 37         | 34         | 33      | 25          | 23     | 21         | 23       | 17       |        |
| New Placements                   | 3      | 3          | 4          | 1          | 1          | 3       | 1           | 1      | 4          | 0        | 2        |        |
| Unique Placements                | 2      | 2          | 3          | 1          | 0          | 3       | 1           | 1      | 4          | 0        | 1        |        |
| Currently Working                | 28     | 27         | 27         | 24         | 21         | 19      | 16          | 15     | 17         | 15       | 12       |        |
| Receiving SSI                    | 0      | 0          | 0          | 0          | 0          | 0       | 0           | 0      | 0          | 0        | 0        |        |
| Technical Violations             | 1      | 2          | 1          | 1          | 2          | 1       | 1           | 0      | 0          | 1        | 0        |        |
| Re-Offended                      | 0      | 0          | 0          | 0          | 0          | 0       | 1           | 0      | 0          | 0        | 0        |        |
| New enrollments                  | 5      | 2          | 2          | 4          | 2          | 3       | 3           | 1      | 1          | 5        | 3        | -      |
| Returned to program              | 0      | 0          | 0          | 0          | 0          | 0       | 0           | 0      | 0          | 0        | 0        |        |
| Upcoming referrals               | 2      | 2          | 4          | 2          | 4          | 3       | 3           | 2      | 1          | 3        | 8        |        |
| Exited from Program              | 3      | 6          | 6          | 7          | 5          | 4       | 13          | 4      | 3          | 3        | 9        |        |
| Dual Enrollment Referral(WIOA)   | 0      | 0          | 0          | 0          | 0          | 0       | 0           | 0      | 0          | 0        | 0        |        |
| Training Expenditures            | \$0    | \$ 760.00  | \$1,050.00 | \$9,000.00 | \$1,050.00 | \$0     | \$0         | \$0    | \$0        | \$0      | \$0      |        |
| Supportive Services Expenditures | \$30   | \$1,890.00 | \$230.00   | \$184.00   | \$2,860.00 | \$24.00 | \$ 1,985.00 | \$0.00 | \$2,850.00 | \$ 24.00 | \$ 10.00 |        |

| Cumulative (since program incept | · · ·     |
|----------------------------------|-----------|
| Enrollment                       | 558       |
| Placements*                      | 563       |
| Exited**                         | 542       |
| Deceased                         | 7         |
| Average Hourly Wage              | \$10.04   |
| Re-Offended                      | 23        |
| Insured by Federal Bonding       | 88        |
| Total Bonding Value              | \$445,000 |
| Training Expenditures            | \$394,155 |

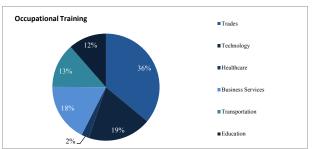
\*Multiple placements may be made for one participant \*\*Exited participants may be returned to program \*Final Supportive Services Expenditures Reported on One Month Delay

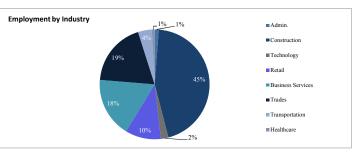
| May            |                   |               |                |           |
|----------------|-------------------|---------------|----------------|-----------|
| Position       | Industry          | Starting Wage | Hours Per Week | Benefits? |
| Tech Assistant | Business Services | \$10.00       | 40             | No        |
| Server         | Food Industry     | \$8.50        | 25             | No        |

Recidivism Rate: 4%







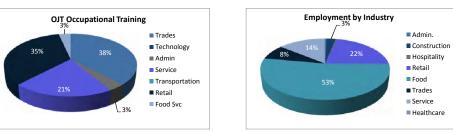


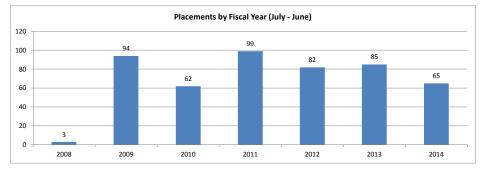
### Fairfax Pre-Release Center Monthly Report

|                      | Jul-16  | Aug-16  | Sep-16  | Oct-16  | Nov-16  | Dec-16  | Jan-17  | Feb-17  | Mar-17  | Apr-17  | May-17  | Jun-17 |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|
| Enrolled             | 7       | 9       | 8       | 5       | 9       | 6       | 7       | 7       | 5       | 8       | 5       |        |
| Placed in Employment | 9       | 7       | 4       | 5       | 8       | 7       | 8       | 2       | 4       | 8       | 4       |        |
| Exited               | 4       | 4       | 9       | 11      | 4       | 5       | 8       | 6       | 5       | 8       | 8       |        |
| Employed at Exit     | 3       | 4       | 7       | 9       | 4       | 5       | 7       | 5       | 4       | 6       | 8       |        |
| Unemployed at Exit   | 1       | 0       | 2       | 2       | 0       | 0       | 1       | 1       | 1       | 2       | 0       |        |
| Currently Employed   | 16      | 19      | 14      | 14      | 18      | 18      | 18      | 14      | 14      | 15      | 9       |        |
| Average Hourly Wage  | \$10.59 | \$11.03 | \$11.39 | \$11.48 | \$11.65 | \$11.62 | \$11.78 | \$11.82 | \$11.93 | \$12.26 | \$12.14 |        |

| Cumulative                       |           |
|----------------------------------|-----------|
| Enrolled                         | 825       |
| Non-Exited Placements            | 129       |
| Exited                           | 679       |
| Unemployed at Exit               | 118       |
| Employed at Exit                 | 550       |
| Insured by Federal Bonding       | 64        |
| Total Bonding Value              | \$320,000 |
| Total On the Job Trainings       | 29        |
| On the Job Training Expenditures | \$62,628  |
| Re-Offended                      | 64        |

Recidivism Rate 8%





#### Sample of Monthly Placements

| Positions | Employers           | Wage    |
|-----------|---------------------|---------|
| Laborer   | Shirley Contracting | \$12.00 |
| Crew      | Chipotle            | \$9.00  |
| Crew      | McDonald's          | \$9.00  |

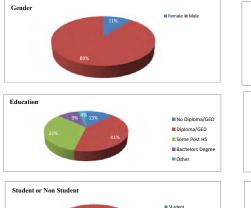
The SkillSource Group, Inc. Success Through Education, Employment and Reintegration (STEER)

|                                  | Jul-15 to<br>Jun-16 | Jul-16 | Aug-16 | Sep-16     | Oct-16  | Nov-16  | Dec-16  | Jan-17 | Feb-17  | Mar-17  | Apr-17  | May-17 J | Jun-17 | Cumulative | To Date<br>Enrollment<br>Goal | Program<br>Goals |
|----------------------------------|---------------------|--------|--------|------------|---------|---------|---------|--------|---------|---------|---------|----------|--------|------------|-------------------------------|------------------|
| Total Clients Enrolled           | 88                  | 9      | 5      | 5          | 7       | 14      | 3       | 6      | 1       | 9       | 4       | 5        |        | 156        | 208%                          | 150              |
| Pre-Release Center (WR)          | 54                  | 6      | 4      | 1          | 6       | 8       | 3       | 6      | 1       | 5       | 4       | 5        |        | 103        |                               |                  |
| AIB-Non-Work Release (NWR)       | 16                  | 3      | 1      | 0          | 1       | 4       | 0       | 0      | 0       | 3       | 0       | 0        |        | 28         |                               |                  |
| Adult Detention Center (ADC)     | 18                  | 0      | 0      | 3          | 0       | 2       | 0       | 0      | 0       | 0       | 0       | 0        |        | 23         |                               |                  |
| Public referrals                 | 0                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 0       | 0       | 0       | 0        |        | 0          |                               |                  |
| Released                         | 58                  | 9      | 3      | 5          | 5       | 2       | 9       | 6      | 9       | 11      | 6       | 12       |        | 135        |                               |                  |
| Referral Partners (OAR, WIOA)    | 0                   | 0      | 0      | 1          | 0       | 0       | 0       | 0      | 0       | 1       | 0       | 0        |        | 2          |                               |                  |
| Active                           | 87                  | 9      | 5      | 5          | 7       | 14      | 3       | 6      | 1       | 9       | 4       | 5        |        | 155        |                               |                  |
| Inactive                         | 1                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 28      | 13      | 7       | 9        |        | 58         |                               |                  |
| Enrolled in WIOA                 | 2                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 0       | 0       | 0       | 0        |        | 2          |                               |                  |
| STEER Training Amount            | \$4,610             | \$0    | \$250  | \$3,000    | \$150   | \$950   | \$150   | \$50   | \$100   | \$2,260 | \$0     | \$200    |        | \$11,720   |                               |                  |
| WIOA Training Amount             | \$3,639             | \$0    | \$0    | \$1,605.72 | \$0     | \$0     | \$0     | \$0    | \$0     | \$0     | \$0     | \$0      |        | \$5,245    |                               |                  |
| Completed Training               | 40                  | 0      | 6      | 0          | 3       | 7       | 3       | 1      | 2       | 8       | 0       | 4        |        | 74         |                               |                  |
| Received Credential              | 39                  | 0      | 5      | 0          | 3       | 7       | 1       | 1      | 1       | 8       | 0       | 4        |        | 69         |                               |                  |
| Federal Bonding                  | 4                   | 0      | 0      | 1          | 0       | 0       | 0       | 1      | 0       | 0       | 3       | 0        |        | 9          |                               |                  |
| Entered Employment               | 52                  | 4      | 3      | 2          | 8       | 6       | 4       | 5      | 1       | 3       | 6       | 3        |        | 97         |                               |                  |
| Clients Exited                   | 2                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 27      | 13      | 7       | 9        |        | 58         |                               |                  |
| Violation                        | 9                   | 0      | 2      | 4          | 2       | 2       | 2       | 4      | 2       | 2       | 1       | 1        |        | 31         |                               |                  |
| Re-offended                      | 0                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 0       | 0       | 0       | 0        |        | 0          |                               |                  |
| EIP                              | 1                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 0       | 0       | 0       | 2        |        | 3          |                               |                  |
| Recidivism Rate                  | TBD                 | TBD    | TBD    | TBD        | TBD     | TBD     | TBD     | TBD    | TBD     | TBD     | TBD     | TBD      |        | TBD        |                               |                  |
| Dropped Out of Services          | 2                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 0       | 0       | 0       | 0        |        | 2          |                               |                  |
| Employment at Exit               | 1                   | 0      | 0      | 0          | 0       | 0       | 0       | 0      | 9       | 4       | 2       | 1        |        | 17         |                               |                  |
| Average Hourly Wage at Placement | \$9.45              | \$8.37 | \$8.66 | \$12.50    | \$15.47 | \$12.08 | \$11.91 | \$9.20 | \$12.00 | \$10.00 | \$11.58 | \$8.00   |        | \$10.77    |                               |                  |

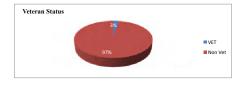
| Placements |     |
|------------|-----|
| WR         | 83  |
| NWR        | 7   |
| ADC        | 7   |
| Referrals  | 0   |
| Released   | 135 |

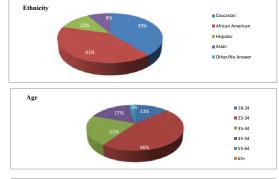
|                              | Outcomes | Goals |  |
|------------------------------|----------|-------|--|
| Enrollment Rate              | 208%     | 100%  |  |
| Participation Rate           | 100%     | 90%   |  |
| Work readiness Rate          | 100%     | 80%   |  |
| Post-release Enrollment Rate | 87%      | 80%   |  |
| Placement Rate               | 62%      | 60%   |  |
| Employment Retention Rate    | 47%      | 70%   |  |
| Recidivism Rate              | TBD      | 22%   |  |

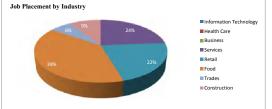
#### **Client Demographics**









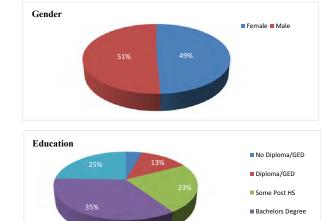


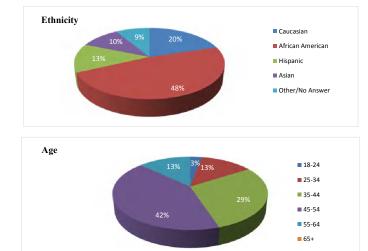
## The SkillSource Group, Inc.

Virginia Financial Services Network (VFSN)

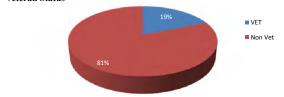
|                                  | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Cumulative | Goals |
|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------------|-------|
| Provided Information on VFSN     | 195    | 183    | 77     | 19     | 26     | 72     | 94     | 41     | 39     | 51     | 54     | 32     | 34     | 36     | 38     | 45     | 36     | 14     | 1086       |       |
| Viewed VFSN Video                | 22     | 13     | 49     | 17     | 26     | 32     | 50     | 41     | 39     | 51     | 54     | 32     | 34     | 36     | 38     | 45     | 36     | 14     | 629        |       |
| Interested in VFSN               | 18     | 8      | 21     | 4      | 12     | 19     | 18     | 12     | 14     | 19     | 15     | 12     | 10     | 9      | 7      | 6      | 25     | 6      | 235        |       |
| Applied for VFSN                 | 3      | 0      | 2      | 9      | 2      | 0      | 10     | 9      | 7      | 7      | 10     | 11     | 5      | 7      | 7      | 6      | 22     | 5      | 122        | 600   |
| Treatment                        | 1      | 0      | 1      | 5      | 1      | 0      | 5      | 5      | 3      | 3      | 5      | 3      | 2      | 5      | 2      | 3      | 10     | 2      | 56         | 300   |
| Control                          | 2      | 0      | 1      | 4      | 1      | 0      | 5      | 4      | 4      | 4      | 5      | 4      | 2      | 1      | 4      | 3      | 11     | 2      | 57         | 300   |
| Veterans                         | 1      | 0      | 3      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 4      | 1      | 1      | 1      | 0      | 1      | 1      | 13         |       |
| Receiving Financial Coaching     | 2      | 0      | 3      | 4      | 1      | 0      | 5      | 5      | 3      | 1      | 4      | 7      | 8      | 6      | 2      | 3      | 11     | 5      | 70         |       |
| Receiving WIOA Training          | 0      | 3      | 0      | 0      | 0      | 1      | 0      | 2      | 1      | 1      | 7      | 10     | 7      | 6      | 6      | 3      | 2      | 4      | 53         |       |
| Clients Exited                   | 0      | 1      | 0      | 4      | 0      | 1      | 0      | 0      | 4      | 3      | 0      | 0      | 4      | 1      | 0      | 4      | 2      | 2      | 26         |       |
| Received Industry Credential     | 0      | 0      | 0      | 2      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 2      | 0      | 2      | 0      | 1      | 7          | 190   |
| Entered Employment               | 0      | 1      | 0      | 4      | 0      | 0      | 1      | 0      | 0      | 3      | 0      | 0      | 3      | 2      | 0      | 4      | 2      | 2      | 22         | 216   |
| Average Hourly Wage at Placement | n/a    | \$24   | n/a    | \$13   | n/a    | \$14   | \$17   | n/a    | n/a    | \$30   | n/a    | n/a    | \$22   | \$23   | n/a    | \$34   | \$30   | \$22   | \$23       |       |

## **Client Demographics**





Veteran Status



Other

# BREAKDOWN REPORT ON ITAS AND OJTS

July 1, 2016 -May 31, 2017

| ITAs / INDUSTRY                | Obligated<br>Funds | Additional<br>Training | WIOA           | YOUTH   | WIC<br>ADULT/DW/ | TOTAL   |     |
|--------------------------------|--------------------|------------------------|----------------|---------|------------------|---------|-----|
|                                |                    | Expenses               | Number Percent |         | Number           | Percent |     |
| Accounting/Finance (AF)        | \$22,617           |                        | 3              | 3.90%   | 12               | 2.70%   | 15  |
| Clerical / Administrative (CA) | \$14,881           |                        | 5              | 6.49%   | 5                | 1.13%   | 10  |
| Construction / Trade (CT)      | \$16,747           |                        | 5              | 6.49%   | 8                | 1.80%   | 13  |
| Education (Ed)                 | \$3,807            |                        | 0              | 0.00%   | 2                | 0.45%   | 2   |
| Healthcare (He)                | \$189,735          |                        | 37             | 48.05%  | 58               | 13.06%  | 95  |
| Hospitality / Services (HS)    | \$30,214           |                        | 3              | 3.90%   | 11               | 2.48%   | 14  |
| Literacy Activities (LA)       | \$22,331           |                        | 8              | 10.39%  | 18               | 4.05%   | 26  |
| Management/Business (MB)       | \$166,082          |                        | 3              | 3.90%   | 79               | 17.79%  | 82  |
| Technology (Tech)              | \$361,353          |                        | 10             | 12.99%  | 141              | 31.76%  | 151 |
| Transportation (Tr)            | \$335,060          |                        | 3              | 3.90%   | 110              | 24.77%  | 113 |
| Others                         | \$0                | \$0                    | 0              | 0.00%   | 0                | 0.00%   | 0   |
| TOTAL                          | \$1,162,826        | \$0                    | 77             | 100.00% | 444              | 100.00% | 521 |

AF: bookkeeping

CA: Administrative Certificate, MS Office Certificate

CT: HVAC, plumbing, electric

Ed: teaching, childcare

LA: ESL, basic computer

He: medical, dental, pet health

HS: food, design, massage, hair

Tech: information technology

Tr: CDL ( A & B or endorsement)

MB: government contracts, HR, project management

| ITA Obligated by Grants | Training<br>Amount |
|-------------------------|--------------------|
| WIOA Adult              | \$622,299          |
| WIOA Dislocated         | \$394,872          |
| WIOA Youth              | \$124,006          |
| VASAVOR                 | \$21,649           |
| TOTAL                   | \$1,162,826        |

| OJT Obligated by Grants | OJT /WEX<br>Amount |
|-------------------------|--------------------|
| WIOA Adult              | \$11,202           |
| WIA DW                  | \$12,792           |
| VASAVOR                 | \$5,823            |
| TOTAL                   | \$29,817           |

| OJTs / INDUSTRY                | Obligated | VASA   | VOR     | WIOA A/V | TOTAL   |   |
|--------------------------------|-----------|--------|---------|----------|---------|---|
|                                | Funds     | Number | Percent | Number   | Percent |   |
| Accounting/Finance (AF)        | \$0       | 0      | 0.00%   | 0        | 0.00%   | 0 |
| Clerical / Administrative (CA) | \$0       | 0      | 0.00%   | 0        | 0.00%   | 0 |
| Construction / Trade (CT)      | \$4,309   | 0      | 0.00%   | 1        | 11.11%  | 1 |
| Education (Ed)                 | \$0       | 0      | 0.00%   | 0        | 0.00%   | 0 |
| Healthcare (He)                | \$14,710  | 0      | 0.00%   | 4        | 44.44%  | 4 |
| Hospitality / Services (HS)    | \$4,805   | 0      | 0.00%   | 2        | 22.22%  | 2 |
| Literacy Activities (LA)       | \$0       | 0      | 0.00%   | 0        | 0.00%   | 0 |
| Management/Business (MB)       | \$4,616   | 0      | 0.00%   | 1        | 11.11%  | 1 |
| Technology (Tech)              | \$1,378   | 0      | 0.00%   | 1        | 11.11%  | 1 |
| Transportation (Tr)            | \$0       | 0      | 0.00%   | 0        | 0.00%   | 0 |
| TOTAL                          | \$29,817  | 0      | 0.00%   | 9        | 100.00% | 9 |

#### CENTER FOR BUSINESS PLANNING AND DEVELOPMENT

(Business Development Assistance Group, Inc.)

|  | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | TOTAL |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Client Overview                            |        |        |        |        |        |        |        |        |        |        |        |        |       |
| Walk-In                                    | 23     | 20     | 22     | 20     | 21     | 22     | 20     | 24     | 20     | 24     | 22     |        | 238   |
| One-on-One Counseling (1st time<br>client) | 1      | 8      | 9      | 13     | 6      | 8      | 9      | 14     | 9      | 18     | 16     |        | 111   |
| Training and Event Attendees*              | 55     | 0      | 23     | 0      | 36     | 8      | 0      | 29     | 34     | 202    | 0      |        | 387   |
| Total:                                     | 79     | 28     | 54     | 33     | 63     | 38     | 29     | 67     | 63     | 244    | 38     | 0      | 736   |
| Economic Impact                            |        |        |        |        |        |        |        |        |        |        |        |        |       |
| New Businesses Created**                   | 0      | 1      | 0      | 0      | 0      | 1      | 1      | 0      | 0      | 0      | 0      |        | 3     |
| New Jobs Created                           | 0      | 1      | 0      | 0      | 0      | 1      | 1      | 0      | 0      | 0      | 0      |        | 3     |
| Businesses Expanded                        | 0      | 0      | 0      | 0      | 1      | 1      | 1      | 2      | 0      | 0      | 0      |        | 5     |
| Total:                                     | 0      | 2      | 0      | 0      | 1      | 3      | 3      | 2      | 0      | 0      | 0      | 0      | 11    |
| Services Utilized                          |        |        |        |        |        |        |        |        |        |        |        |        |       |
| TA for Business Startup                    | 1      | 6      | 7      | 13     | 6      | 7      | 8      | 10     | 2      | 15     | 14     |        | 89    |
| TA for Business Expansion                  | 0      | 2      | 2      | 0      | 0      | 1      | 1      | 4      | 4      | 3      | 2      |        | 19    |
| Total:                                     | 1      | 8      | 9      | 13     | 6      | 8      | 9      | 14     | 6      | 18     | 16     | 0      | 108   |

FISCAL YEAR 2017

One on One Counseling (1st Time Client) Demographic

