



Board of Directors Meeting

Agenda and Meeting Materials

Friday, April 14, 2023

11:30 a.m. – 12:30 p.m.

Join Zoom Meeting

<https://us02web.zoom.us/j/86163055713?pwd=YzJPQ1NyeG9qTm9nZlRSK2FKaVFwUT09>

Meeting ID: 861 6305 5713

Passcode: 442177

www.vcwnorthern.com

**THE SKILLSOURCE GROUP, INC.
Board of Directors Meeting**

**April 14, 2023
11:30 a.m. – 12:30 p.m.**

Join Zoom Meeting

<https://us02web.zoom.us/j/86163055713?pwd=YzJPQ1NyeG9qTm9nZlRSK2FKaVFwUT09>

Meeting ID: 861 6305 5713

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AGENDA

Chairman's Comments

Approval of Summary Meeting Notes from March 10, 2023 Board of Directors Meeting

Action Items:

- Approval of Revised FY 2023 Budget
- Approval of FY 2024 Initial Budget – First Pass
- Approval of New Incumbent Worker Training Applications
- Approval of New *SkillSource* Positions for Support of WIOA Youth Program

Information Items:

- WIOA Youth Program Expenditure Rate Update
- *SkillSource* Group February 2023 Financial Management Reports
- Northern Virginia One Stop Operator Program Report
- Update on FY 2023 WIOA 40% Expenditure Rate
- Approved/Pending Contracts and Grants Matrix

Adjournment

**The SkillSource Group, Inc.
Board of Directors Meeting
Summary Notes
March 10, 2023**

The *SkillSource* Board of Directors meeting commenced at 11:31 a.m.

Members participating via Zoom: Christopher Rieley, Marc Tate, Patrick Small, James Thomas, Debra Eshelman, William Trumbull, Wayne Hallheimer, George Harben, Rebecca Hughes, and Robert Bartolotta

President and CEO: David Hunn

SSG Staff: Seema Jain, Nancy Nguyen, and Sabrina Miller

Observers: Desiree Roberts and Lily Parker

Approval of February 16, 2023 Summary Notes:

A motion was made by James Thomas and seconded by Marc Tate to accept the February 16, 2023, Summary Notes and approved unanimously, with no abstentions.

Action Items:

FY 2023 Internal Budget Reallocations for WIOA One-Stop Operator

David Hunn reported DFS is requesting \$13k in incremental funds to support the WIOA Adult and Dislocated grant programs. DFS would like to transfer \$132k of the WIOA Dislocated award to the WIOA Adult program, consistent with current caseload data.

DFS is also requesting \$144k in incremental funds to support the WIOA Youth grant programs. Based on the January 3, 2023 memorandum “Request for changes to WIOA personnel Allocations”, semi-annually DFS reviews the level of effort staff expend on WIOA grant programs. After this review, it was determined that 33% of Tatiana Nuth and Lisa Vivian’s time should be allocated to WIOA youth effective January 2023.

Lastly, DFS is requesting \$26.6k in additional funding to support the Prince William Elevate grant program driven by an increase in staff salary expenditures.

A motion was made to approve the FY 2023 Internal Budget Reallocations for the WIOA One-Stop Operator by Debra Eshelman and seconded by William Trumbull. The motion was approved, with an abstention by Robert Bartolotta.

Information Items:

Approval of FY 2024 Initial Budget Assumptions

David Hunn reported the State has not yet provided guidance on FY 2024 WIOA allocations; however, Federal guidance states that new program year allocations cannot decrease by more than

10% from the prior year's level. For the FY 2024 budget, the *SkillSource* Group is assuming a 10% reduction across the three (3) WIOA programs.

Since it is unknown at this time if the WIOA Adult and Dislocated Worker FY 2023 budgets will be fully expended, carry-in is projected at the FY 2023 budgeted One-Stop Set Aside, or an estimate of \$551,146, collectively.

The FY 2024 budget will assume 10% WIOA Administration (maximum allowable is 10%) and **the WIOA Adult & Dislocated Worker Training rate at a minimum of 40%**. Transfer from WIOA Dislocated Worker to Adult is expected, and the specific amount of transfer will be calculated when the interim FY 2024 budget is presented.

Additional personnel and fringe budget assumptions include:

SkillSource Group

- 16 FTEs with eight (8) funded directly by WIOA, including portions of the President and CEO, Vice President and Deputy Director, Director of Budget & Financial Accounting, Junior Accountant, Program Coordinator, Resource Coordinator at the VCW – Cherokee Avenue Center, Ticket to Work Program Senior Director, and Ticket to Work Program Case Manager.
- 4% preliminary cost of living increase.
- 9% health insurance increase on average.
- 6% life & disability insurance increase on average.
- 30% average fringe rate, which includes payroll taxes, unemployment insurance taxes, health insurance, STD, LTD, life insurance, and a 10.4% retirement plan contribution and maximum \$520 annual match.

One-Stop Operator – Fairfax County Department of Family Services

- 23 FTEs with 12 for the WIOA Adult and Dislocated Worker programs, 6 for the WIOA Youth program, 2 for the Senior Community Service Employment Program (SCSEP), and 3 for the Prince William ELEVATE program. *SkillSource* will be working with Fairfax County DFS on their FY 2024 budget projections.

There are no staff reductions currently proposed in this Draft Budget.

Grants and awards incorporated in the interim FY 2024 budget include:

- Renewed award from the National Council on Aging to serve older workers through the WIOA Title V Older Worker program, known as the Senior Community Service Employment Program. (2.0 DFS FTE)
- Two renewed annual awards from the Virginia Department of Health and Human Services Employment Advancement for Temporary Assistance for Needy Families (TANF) to assist current TANF participants in the VIEW program, as well as parent(s) below 200% of the Federal poverty guidelines, who reside in Fairfax, Prince William and Loudoun in securing employment, often through paid work experience. (2.25 SSG FTEs)
- One new award from the Virginia Department of Health and Human Services Employment Advancement for Temporary Assistance for Needy Families (TANF) to assist current TANF participants in the VIEW program, as well as parent(s) below 200% of the Federal

poverty guidelines, who reside in Fairfax, Prince William and Loudoun in securing employment, often through paid work experience. (1.10 SSG FTEs)

- Renewed award as the Supporting Organization for Go Virginia Region 7 (1.65 SSG FTE)
- Renewed award from ICF International through a U.S. Department of Labor H-1B grant award (0.6 SSG FTE)
- Continued funding for the CAREER NEG (through September 2023), the Department of Aging and Rehabilitative Services (DARS) Summer Earn and Learn grant (through December 2023), and the Prince William County ELEVATE grant (through October 2024).
- New funding in July 2023 from the United Way Financial Empowerment Center award, which provides year-round integrated financial services in the Woodbridge Center, and NVITE, which focuses on jobseekers moving into IT training and employment. (.18 SSG FTEs)

We are assuming no state funding for the security services at the VCW – Prince William Center and the VCW – Cherokee Avenue Center after June 30, 2023. The security services cost for FY 2024 will be funded by WIOA and is estimated at \$168,901.

Educating Youth through Employment (EYE) is budgeted to continue in 2024 with breakeven financial results. The Woodbridge and Alexandria Center budgets will incorporate an increase in personnel costs due to cost-of-living adjustments and increase in other operating costs due to inflation, with the SkillSource portions represented in the line-item Comprehensive Center Costs (2.50 FTEs.).

Indirect costs will be based on the De minimis rate method. The De minimis rate is 10% of the Modified Total Direct Costs (MTDC). MTDC includes direct salaries and wages, applicable fringe benefits, materials and supplies, services, travel, and up to the first \$25,000 of each subaward (regardless of the period of performance of the subawards under the award). There are currently no budgeted unbillable indirect costs.

Review of WIOA Client Demographics

Seema Jain shared the Northern Virginia WIOA Demographics. The demographics were separated by gender, age, race, and disability or veteran status.

Memo on WIOA Youth Program Spending

David Hunn shared a memo that was sent to the Northern Virginia WIOA Youth Program Operator, Fairfax County Department of Family Services, regarding concerns on meeting Federal and State guidelines on obligating and spending the PY 2022 WIOA Youth Allocations by the required timeframe. *SkillSource* is discussing strategies with Fairfax County DFS, which the Board will continue to be apprised on.

SkillSource Group January 2023 Financial Management Reports

Nancy Nguyen and Seema Jain reviewed the financial results of operations for the seven months ended January 31, 2023, reflect a **decrease in Net Assets of \$95,074** on a budgeted increase of

\$1,400, resulting in an unfavorable variance of \$96,474.

The Change in Net Assets comprises:

Increase (Decrease) in Net Assets Without Donor Restrictions	\$9,365
Increase (Decrease) in Net Assets With Donor Restrictions	<u>\$(104,439)</u>
Total Increase (Decrease) in Net Assets	<u>\$(95,074)</u>

The changes in Net Assets Without Donor Restrictions and Net Assets With Donor Restrictions reflect the difference between revenues and expenses in each class of net assets.

Increase in Net Asset Without Donor Restrictions reflects unrestricted revenue from Ticket to Work (TTW), interest revenue, Federated Campaigns, and the surplus of billable indirect costs over actual indirect costs, offset by expenses in the TTW program, and other expenses charged to Unrestricted Funds.

The decrease in Net Assets With Donor Restrictions reflects the timing difference between revenue and expense recognition, and not an indication of under-performance. The UW FEC grant revenues of \$206,973 received in March 2022 were recognized at that time as FY 2022 funds under recommendation from the SkillSource auditors; however, many expenses did not incur until the second half of calendar year 2022, which is the first half of FY 2023. As of January 2023, UW FEC expenses totaled \$118,284, resulting in the deficit in the same amount for this program in FY 2023. The United Way of the National Capital Area (UWNCA) may approve a some new funding before the end of FY 2023; however, it is not expected to cover all FY 2023 costs, therefore, this program will show a deficit at the end of this fiscal year. In the past, the surplus in this program helped offset the deficits in the Net Assets Without Donor Restrictions.

This will not be an issue for future fiscal years, as SkillSource is working with UWNCA to move to an annual grant agreement from June to July that will align with SkillSource's fiscal year.

The anticipated deficit can be improved if the Ticket to Work program brings in more revenues than budgeted as we move towards the end of FY 2023.

Program Activities:

WIOA: As of January 31, 2023, PY 2021 Adult, Dislocated Worker, and Youth programs have expended 100% of total allocations. Adult and Dislocated Workers' combined training rate was 44.6%, exceeding the required minimum rate of 40%. WIOA Youth's cumulative Work Experience expenditure rate is 33.5%, exceeding the required minimum rate is 20%. PY 2022 Adult and Dislocated Worker training rate was 8.3%.

Ticket to Work: Cash receipts after seven months totaled \$86,820, of which \$30,000 was FY 2022 revenue that was accrued at the end of FY 2022. Therefore, only \$56,820 was recognized as FY 2023 revenue, \$42,347 short of the budgeted revenue of \$99,167 for seven months.

Indirect costs:

Actual indirect cost rate as of January 31, 2023 was 9.06%, while allowable indirect costs are based on de minimis rate is 10%.

Update on FY 2023 WIOA 40% Expenditure Rate

David Hunn discussed per the formula prescribed in *VWL 14-17 Change 2* and *VWL 14-17 Change 3*, the PY 2021 training rate as of January 31, 2023(FINAL), is 44.6%. The PY 2022 training rate as of January 31, 2023, is 8.3%.

SkillSource Group Editorial in the Washington Business Journal

David Hunn reviewed an editorial written by the *SkillSource* Vice Chairman, Marc Tate, that was posted on the Washington Business Journal website on March 3, 2023, titled “How Northern Virginia Employers can Recruit and Retain Staff Amid Economic Uncertainties and Labor Shortages”.

Approved/Pending Contracts and Grants Matrix

David Hunn reviewed the current new grants, pending grants and Contracts Matrix and responded to questions from Board members.

The Board of Directors meeting adjourned at 12:36 p.m.

**THE SKILLSOURCE GROUP, INC.
BOARD OF DIRECTORS
SUMMARY SHEET**

SUBJECT: Approval of Revised FY 2023 SkillSource Budget

The updated draft of the FY 2023 SkillSource budget reflects approximately \$9.875 million in revenues and \$10.049 million in expenses, with the resulting Decrease in Net Assets of \$174,158.

The breakdown of the net loss is outlined in the chart below.

NVITE	-17,191
UW FEC	-152,561
Unrestricted	-4,406
Total	-174,158

The decrease in Net Assets With Donor Restrictions reflects the timing difference between revenue and expense recognition for two programs – the Prince William Financial Empowerment Center funded by the United Way of the National Capital Area (UWNCA) grant, and the Northern Virginia IT Employment (NVITE) program through the Greater Washington Community Foundation, and are not an indication of under-performance. *SkillSource* received \$206,973 from UWNCA in March 2022 to run the Prince William Financial Empowerment Center in the Virginia Career Works – Prince William Center Woodbridge, and the full funding was recognized as revenue in FY 2022. However, many expenses did not incur until the second half of calendar year 2022, which is the first half of fiscal year 2023. *SkillSource* is currently in a no-cost extension period for January to June 2023 for the UWNCA grant; therefore, all expenses that incurred in FY23 are not covered by any new revenue. To avoid this problem in the future, *SkillSource* is working with UWNCA to move the next grant award to align with *SkillSource*'s fiscal year for July to June. In the past, the surplus in this program helped offset the deficits in the Net Assets Without Donor Restrictions (see subsequent tables).

Other changes incorporated in the updated FY 2023 budget include:

WIOA

- Increased WIOA Admin expenses to include additional staff-related expenses.
- Increased WIOA Adult, DW, Youth operating expenses to include security costs not funded by the AJC Security grant.
- At the request of the One-Stop Operator, costs for WIOA personnel, operating costs, and training were increased.
- Transferred \$470,000 from WIOA Dislocated Worker to Adult to cover the increase in Adult caseloads compared to DW's and associated expenses.
- Updated actual WIOA PY 2021 expenses covered by the FY23 budget (to calculate how much PY22 training funds to be spent to achieve the 40% training rate)

The requirement to obligate 80% of PY 2022 WIOA funds by the end of June 30, 2023 should be met. The WIOA Youth Obligations, when including both the anticipated expenses for the One-Stop Operator and *SkillSource*, should be at 80%.

Other Programs

- Added the new Virginia Department of Social Services TANF grant award (BEN 22-099) funding for the period from March 1 – June 30, 2023, and moved existing staff person assigned to that grant.
- Added the VCCS AJC Security grant (\$40k).
- Removed security costs from the shared costs for the VCW – Prince William and Cherokee Avenue Centers, due to state agencies being unwilling to pay for these costs. Half of the security costs from January – June 2023 have been moved to WIOA.
- Removed anticipated revenue for the UWFEC grant, as previously explained.
- Adjusted TTW revenue down to \$162,633 from \$170,000. Further adjustments might be made at a later date.
- Miscellaneous wage percentage adjustments.

SkillSource staff are continuing to monitor unrestricted expenses, and other factors that may impact the proposed FY 2023 budget.

The *SkillSource* Finance Committee approved these revisions at its last meeting on March 30, 2023.

ACTION REQUESTED:

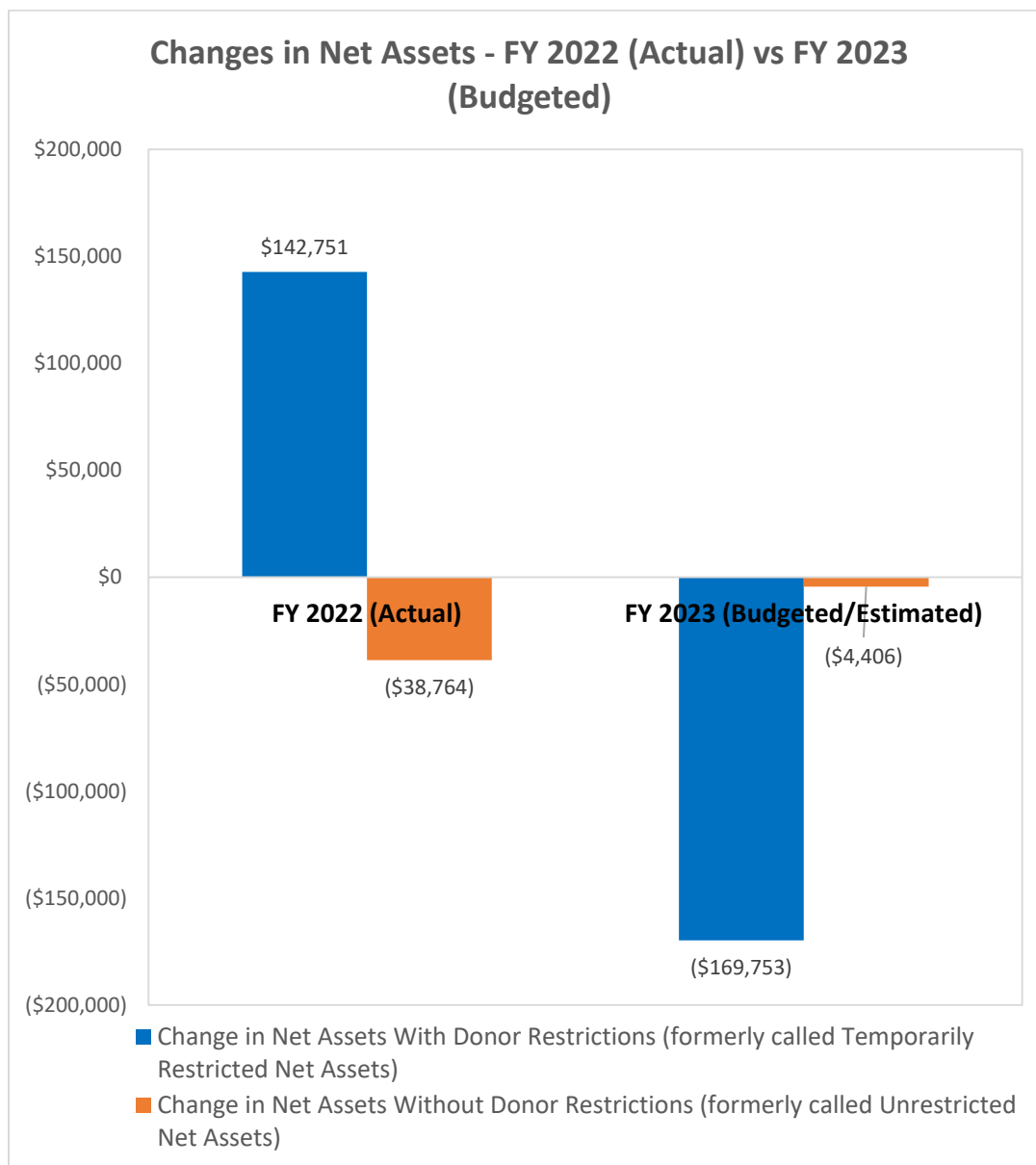
The *SkillSource* Group Board of Directors approves the updated FY 2023 *SkillSource* Budget.

STAFF: David Hunn
Nancy Nguyen
Seema Jain
703-827-3782

The **SkillSource** Group
 March 30, 2023

Changes in Net Assets - FY 2022 (Actual) vs FY 2023 (Budgeted)

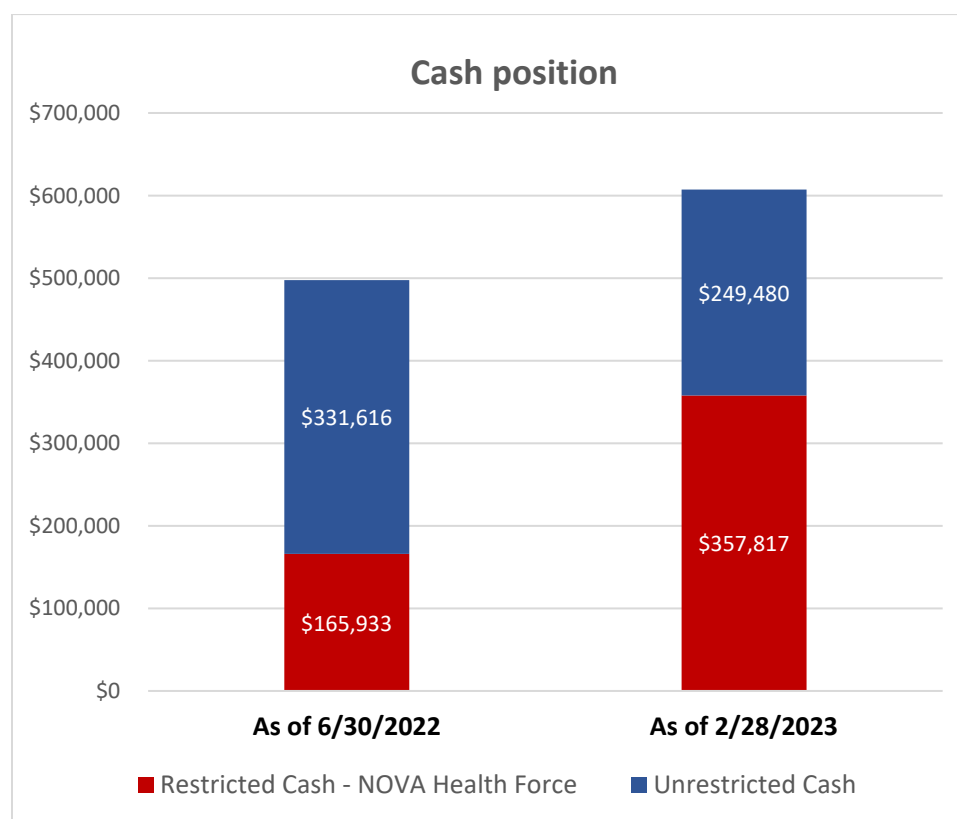
	FY 2022 (Actual)	FY 2023 (Budgeted/Estimated)
Change in Net Assets With Donor Restrictions (formerly called Temporarily Restricted Net Assets)	\$142,751	(\$169,753)
Change in Net Assets Without Donor Restrictions (formerly called Unrestricted Net Assets)	(\$38,764)	(\$4,406)



The **SkillSource** Group
 March 30, 2023

Cash position as of 6/30/2022 vs. 2/28/2023

	As of 6/30/2022	As of 2/28/2023
Unrestricted Cash	\$331,616	\$249,480
Restricted Cash - NOVA Health Force	\$165,933	\$357,817



**THE SKILLSOURCE GROUP, INC.
BOARD OF DIRECTORS MEETING
SUMMARY SHEET**

SUBJECT: Approval of FY 2024 Initial Budget – First Pass

The first draft of the FY 2024 Budget shows total revenues at \$9.793 million, total expenses \$9.806 million, and estimated loss of \$12,323, which is the net result of a small increase in Net Assets With Donor Restrictions and a decrease in Net Assets Without Donor Restrictions.

Program	Increase / (Decrease) in Net Assets
United Way Financial Empowerment Center (UW FEC)	5,529
Ticket to Work	(15,013)
Unrestricted Program	(2,839)
Total Increase / (Decrease) in Net Assets	(12,323)

The State has not yet provided guidance on FY 2024 WIOA allocations; however, Federal guidance states that new program year allocations cannot decrease by more than 10% from the prior year’s level. For the FY 2024 budget, the *SkillSource* Group is assuming a 10% reduction across the three (3) WIOA programs.

Since it is unknown at this time if the WIOA Adult and Dislocated Worker FY 2023 budgets will be fully expended, carry-in is projected at the FY 2023 budgeted One-Stop Set Aside, or an estimate of \$601,579, collectively.

The FY 2024 budget will assume 10% WIOA Administration (maximum allowable is 10%) and **the WIOA Adult & Dislocated Worker Training rate at approximately 43%**. Transfer from WIOA Dislocated Worker to Adult is estimated to be \$385,000.

Additional personnel and fringe budget assumptions include:

***SkillSource* Group**

- 16 FTEs with eight (8) funded directly by WIOA, including portions of the President and CEO, Vice President and Deputy Director, Director of Budget & Financial Accounting, Junior Accountant, Program Coordinator, Resource Coordinator at the VCW – Cherokee Avenue Center, Ticket to Work Program Senior Director, and Ticket to Work Program Case Manager.
- 4% preliminary cost of living increase.
- 9% health insurance increase on average.
- 6% life & disability insurance increase on average.
- 30% average fringe rate, which includes payroll taxes, unemployment insurance taxes, health insurance, STD, LTD, life insurance, and a 10.4% retirement plan contribution

and maximum \$520 annual match.

One-Stop Operator – Fairfax County Department of Family Services

- Number of staff is currently assumed to be the same as in FY 2023: 23 FTEs with 12 for the WIOA Adult and Dislocated Worker programs, 6 for the WIOA Youth program, 2 for the Senior Community Service Employment Program (SCSEP), and 3 for the Prince William ELEVATE program. COLA is estimated to be at 4%. *SkillSource* will revise these numbers when Fairfax County DFS submits their FY 2024 budget.

There are no staff reductions currently proposed in this Draft Budget.

Grants and awards incorporated in the interim FY 2024 budget include:

- Renewed award from the National Council on Aging to serve older workers through the WIOA Title V Older Worker program, known as the Senior Community Service Employment Program. (2.0 DFS FTE)
- Two renewed annual awards from the Virginia Department of Health and Human Services Employment Advancement for Temporary Assistance for Needy Families (TANF) to assist current TANF participants in the VIEW program, as well as parent(s) below 200% of the Federal poverty guidelines, who reside in Fairfax, Prince William and Loudoun in securing employment, often through paid work experience. (2.25 SSG FTEs)
- One new award from the Virginia Department of Health and Human Services Employment Advancement for Temporary Assistance for Needy Families (TANF) to assist current TANF participants in the VIEW program, as well as parent(s) below 200% of the Federal poverty guidelines, who reside in Fairfax, Prince William and Loudoun in securing employment, often through paid work experience. (1.10 SSG FTEs)
- Renewed award as the Supporting Organization for Go Virginia Region 7 (1.65 SSG FTE)
- Renewed award from ICF International through a U.S. Department of Labor H-1B grant award (0.6 SSG FTE)
- Continued funding for the CAREER NEG (through September 2023), the Department of Aging and Rehabilitative Services (DARS) Summer Earn and Learn grant (through December 2023), and the Prince William County ELEVATE grant (through October 2024).
- New funding in July 2023 from the United Way Financial Empowerment Center award, which provides year-round integrated financial services in the Woodbridge Center, and NVITE, which focuses on jobseekers moving into IT training and employment. (.18 SSG FTEs)

This draft budget assumes there will be no state funding for security services at the VCW – Prince William Center and the VCW – Cherokee Avenue Center after June 30, 2023. The security services cost for FY 2024 will be funded by WIOA and is estimated at \$168,901.

Approximately 25% of the Ticket to Work staff time will be charged to WIOA Adult and Dislocated Worker, and 15% of their time will be charged to WIOA Youth due to the ongoing work that the TTW staff has been doing to support participants dual enrolled in TTW and WIOA, the technical assistance that the TTW staff provides to WIOA staff and the One-Stop Centers and

introducing every TTW customer to the public workforce system services.

Educating Youth through Employment (EYE) is budgeted to continue in 2024 with breakeven financial results. The Woodbridge and Alexandria Center budgets will incorporate an increase in personnel costs due to cost-of-living adjustments and increase in other operating costs due to inflation, with the *SkillSource* portions represented in the line-item Comprehensive Center Costs (2.50 FTEs.).

Indirect costs will be based on the De minimis rate method. The De minimis rate is 10% of the Modified Total Direct Costs (MTDC). MTDC includes direct salaries and wages, applicable fringe benefits, materials and supplies, services, travel, and up to the first \$25,000 of each subaward (regardless of the period of performance of the subawards under the award). There are currently no budgeted unbillable indirect costs.

ACTION REQUESTED:

The *SkillSource* Group Board of Directors approves the initial assumptions for the FY 2024 Interim *SkillSource* Budget.

STAFF: David Hunn
Nancy Nguyen
Seema Jain
703-827-3782

The SkillSource Group, Inc.
FY 2024 Budget

April 14, 2023



The **SKILLSOURCE GROUP, INC.**
Fiscal Year 2024 Consolidated Budget

	Budget FY 2024	Budget FY2023	Inc. (Dec) in Budget FY23 to FY24	Discussion of Budget FY 2023 to Budget FY 2024
Revenues				
Government contracts	\$ 8,559,643	\$ 8,850,879	(291,236)	Estimated Reduced WIOA funding; conclusion of AJC Security, Covid Disaster Relief, Covid CWH Discretionary, NVITE
Other restricted income	1,071,969	859,296	212,674	Increase in UW FEC funding and increased rental revenue due to increased total One-stop center operating costs
Unrestricted income	160,300	162,808	(2,508)	
Interest	1,800	1,800	-	
Total Revenues	9,793,712	9,874,782	(81,070)	
Expenditures				
<u>SSG Personnel costs</u>				
Salaries	1,389,117	1,335,298	53,819	Salary increase due to COLA
Fringe benefits	398,555	389,574	8,981	Fringe increase due to COLA and estimated increases in health insurance and disability insurance premiums
Total Personnel Costs	1,787,672	1,724,872	62,800	
<u>Operating Expenses</u>				
Annual report production	6,000	6,000	-	
Audit	37,000	38,522	(1,522)	
Communications	43,211	42,631	580	
Contracted maintenance & Other repairs	68,366	68,366	-	
Dues and memberships	4,035	4,035	-	
Equipment leases & maintenance	13,350	13,350	-	
Financial mgt services	24,000	35,833	(11,833)	
Insurance (business)	29,084	27,084	2,000	
Leases	493,956	482,512	11,444	Increase in Lease costs
Meetings and conference fees	3,225	3,225	-	
Supplies	81,967	81,170	797	
Payroll & HR Services	53,150	53,150	-	
Professional services/Consultants	81,000	129,238	(48,238)	Remove Security Services from Professional Services/Consultant
Security Services	168,901	-	168,901	Security Services funded by WIOA
Staff training & development	14,500	4,000	10,500	Lead Virginia training costs for Program Director
Travel (staff)	8,220	8,355	(135)	
Utilities	31,500	31,500	-	
Total - SSG Operating	1,161,465	1,028,971	132,494	
<u>SSG Program Costs</u>				
Outreach	68,259	45,009	23,250	Increase in Outreach costs for PW ELEVATE
One-stop center costs	160,878	160,331	547	
Incumbent worker training	120,000	130,000	(10,000)	
Pay for Performance Bonus Payment	35,000	35,000	-	
Transitional Employment Work Exp	1,099,687	1,101,076	(1,389)	
Other training & support	307,145	235,630	71,515	
Program transportation & vouchers	5,943	5,943	-	
One Stop Center FY20 Set Aside	606,739	601,579	5,160	
Unobligated Funds	260,687	751,279	(490,592)	Decreased WIOA Funding and increased personnel costs due to COLA
Total - SSG Program	2,664,338	3,065,847	(401,508)	
<u>Subcontract services - One-stop Operator</u>				
One-stop Operator personnel	2,874,536	2,748,935	125,601	Increase personnel costs due to COLA
One-stop operations	39,788	39,788	-	
Subtotal - Personnel & Operations	2,914,324	2,788,723	125,601	
Training	1,183,921	1,226,357	(42,436)	Decreased WIOA Funding (Est.)
Total Subcontract - One-stop Operator	4,098,245	4,015,080	83,165	
<u>Other subcontract and programmatic services</u>				
Contractual personnel & Services	-	119,855	(119,855)	Conclusion of the American Job Center Security grant
Contractual operations	94,315	94,315	-	
Other Training & Services	-	-	-	
Total Subcontract - Others	94,315	214,170	(119,855)	
Total Expenditures	9,806,035	10,048,941	(242,905)	
Increase (Decrease) in Net Assets	\$ (12,323)	\$ (174,158)	161,835	

**The SkillSource Group, Inc.
Incumbent Worker Training Grants Review
April 14, 2023**

Summary of Grant Requests

In FY 2023, \$90,000 in funding has been allocated for Incumbent Worker Training (IWT). Approximately \$18,523 has been obligated in IWT funding, leaving \$71,477 remaining in IWT funding.

Company	Company Size	Total Training Cost	Total Grant Request	% of Total Training Cost	Total Employees Trained	SSG Cost Per Employee Trained	Certifications
Black Hydrovac, LLC	16	\$29,970	\$26,973	90%	6	\$4,495	Commercial Driver's License (CDL)
iPower, LLC	24	\$3,395	\$3,395	90% (employee wages are being used as match)	1	\$3,395	Certified Cybersecurity Maturity Model (CMMC) Assessor
TOTAL/ AVG	--	\$33,365	\$30,368	--	7	--	--



The SkillSource Group, Inc. and
The Northern Virginia Workforce Development Board (Area #11)

Incumbent Worker Training Application Form

Employer Name: Black Hydrovac, LLC
Address: 38993 Hughesville Road, Hamilton, VA 20158
Telephone: (571)307-0552
Email: kristy@blackhydrovac.com
Contact Name: Kristy Black
of Employees: 16
Industry Type: Construction

Detailed Description of Incumbent Worker Training Request:

Six incumbent workers taking the CDL driving training with tank endorsements, drug tests, and CDL license tests at the Fredricksburg CDS Tractor and Trailer Training facility.

Types of Occupations Impacted:

hydroexcavation

Identified Training Provider

Shippers Choice Driving School, Manassa Virginia

Total Costs Per Trained Incumbent Worker

\$4995

Signature*

Name

Owner

Title

Date

*Signed form to be submitted with letter of request on Employer stationery.



Dear David Hunn,

The purpose of this letter is a request to use the Workforce Innovation and Opportunity Act to train our employees in gaining their CDL licenses. We petition for 90% reimbursement for all candidates who successfully complete their training and tests.

Black Hydrovac was created, licensed, and began operations in 2020 by owner Kristy Black. This woman owned business has successfully outrode COVID-19, employs 16 people, has seven hydrovac trucks, and over 23 clients.

Black Hydrovac, uses specialized trucks and equipment to dig holes using high powered water pressure and vacuum.

To operate this machine, as well as work on site, the driver must have a CDL license, OSHA10 certificate, equipment training, as well as pass a background test and drug screening. Currently due to a shortage of CDL drivers, we are only able to operate 4 out of 7 trucks per day, leaving three as lost revenue each day.

When we have more CDL licensed drivers, we will be able to grow our clientele and outreach to different sites in the NOVA area, as well as utilize our whole truck fleet. Furthermore, we will be able to grow our business and employ more laborers. With all seven trucks running, we will increase our revenue by 40%, and become more competitive in the market.

Our employees who do not have their CDL license make \$18-\$22 per hour, with a minimum 30 hours paid per week. This increases to \$26-\$30 when they have their CDL credentials. This training will provide our employees with the necessary skills to increase their competitiveness and gain industry knowledge.

We plan on using Shippers Choice Driving School in Manassas Virginia. The cost per employee is \$4995 including books and testing. We plan on training six employees using this course. With the Workforce Innovation and Opportunity Act grant of 90%, we will be able to provide our employees with necessary skills training while increasing the competitiveness of Black Hydrovac.

Sincerely,

Kristy Black/ Black Hydrovac

Date
Mar 10, 2023

March 6, 2023

David Hunn
SkillSource President and CEO
8300 Boone Boulevard
Suite 450
Vienna, Virginia 22182

Re: Northern Virginia Incumbent Worker Training Grant Application

Dear Mr. Hunn:

iPower is one of the first companies in the nation to be certified as an Authorized CMMC Third-Party Assessor Organization (C3PAO) and is now qualified to conduct CMMC assessments for companies supporting the DoD who wish to pursue certification. To provide these assessment services, iPower employees must become Certified CMMC Assessors (CCAs), which entails taking a four-day training class and a certification exam.

Obtaining this certification will benefit iPower by allowing the company to qualify for additional contracts with the Department of Defense as CMMC becomes a requirement and by expanding our consulting services, offering CMMC assessments and auditing assistance to hundreds of firms in our county and other parts of Northern Virginia. CMMC certification can also be used as a recruitment tool as technologists and cybersecurity experts, who are greatly in demand, seek to work for firms in our area who have this prestigious and valuable certification.

This certification benefits our employees by expanding their knowledge of cybersecurity, allowing them to become a valuable part of the nation's efforts to secure the networks that serve our government and American citizens. It will enhance their value to iPower and allow them to better serve our customers. Additionally, having these certifications will give them a new skill and increased confidence in their cybersecurity abilities. Their individual resumes as well as the capabilities of our woman-owned small business will be greatly enhanced.

The cost of the requested training for one additional employee is \$2,995.00 for the training and \$400 for the exam fee. Total wages of \$1,415 will be paid to the employee while sitting for four days in this training class. Therefore, we are requesting that wages in the amount \$1,415 be applied to our 10% matching contribution. We are seeking a total reimbursement of \$3,395.00.

Sincerely,

A handwritten signature in black ink that reads "Deborah A. Hunt".

Deborah A Hunt
President/CEO, iPower LLC

Enclosure: Northern Virginia Incumbent Worker Training Request Form

1 of 1

703-338-7436 • info@ipowerllc.com • <http://www.ipowerllc.com>
iPower LLC • P.O. Box 8624 • Reston, Virginia 20195

**The SkillSource Group, Inc. and
The Northern Virginia Workforce Development Board (Area #11)**

Incumbent Worker Training Application Form

Employer Name: _____

Address: _____

Telephone: _____

Email: _____

Contact Name: _____

of Employees: _____

Industry Type: _____

Detailed Description of Incumbent Worker Training Request:

Types of Occupations Impacted:

Identified Training Provider

Total Costs Per Trained Incumbent Worker

Signature*

Name

Title

Date

*Signed form to be submitted with letter of request on Employer stationery.

Incumbent Worker Training Application Form Addendum

Detailed Description of Incumbent Worker Training Request:

To support iPower’s CMMC assessment services, iPower employees must become Certified CMMC Assessors (CCAs).

CERTIFIED CMMC Assessor (CCA):

A CCA is a person who is able to perform assessment, examination, verification, and review of an organization for compliance to a respective level of CMMC standards. They will utilize compliance checklists prescribed by the CMMC standard to control scope and ensure fairness in applied criteria. Assessors may work for a C3PAO or be independent.

As a Certified CMMC Assessor (CCA for Level 2) these individuals have received rigorous training from a Licensed Training Provider (LTP) and will be required to take and pass the upcoming certification exams. Once they pass their certification exam(s) they will become certified assessors. To be a Level 2 assessor the individual must hold both a CCP and CCA certification, be a US citizen, have participated in a minimum of three (3) Level 2 assessments, and achieved a favorable DoD suitability determination.

We have another employee pursuing this training and credential. The employee will attend training provided by Precision Execution LLC. More information on the course is available on the provider website: <https://www.precisionexecutionllc.com/course-offering/p/cmmc-20-certified-professional-cca>

The exam will be provided by Cyber AB. Information on the process, exam, and fees can be found on the provider website: <https://cyberab.org/CMMC-Ecosystem/Ecosystem-Roles/Assessing-and-Certification>

iPower’s employee plans to take the required training and schedule the 4-hour proctored exam in the third quarter of 2023.

Total Costs Per Trained Incumbent Worker:

Training Course cost (Precision Executions LLC):	\$2,995.00
Certification exam cost (Cyber AB):	\$400.00
No of employees taking exam:	1 employee
Total cost:	\$3,395.00
Course plus exam duration	32 hours
Employee hourly wages:	\$44.23
Total wages (for 40 hours)	\$1,415

**THE SKILLSOURCE GROUP, INC.
BOARD OF DIRECTORS MEETING
SUMMARY SHEET**

SUBJECT: Approval of New *SkillSource* Positions for Support of WIOA Youth Program

SkillSource and the Northern Virginia WIOA Youth Program Operator, Fairfax County Department of Family Services, have been discussing the need to increase staffing and caseloads, in order to ensure that the WIOA Youth funding allocations are fully spent by the required deadline (for PY 2022 funding, 100% of funds must be expended by June 30, 2024). Given the challenges that Fairfax County DFS have in adding new County positions, *SkillSource* has offered to hire the new positions to support the Northern Virginia WIOA Youth Program. These positions will be co-managed by *SkillSource* and Fairfax County DFS staff.

The potential new positions are as follows:

Youth Ambassadors will use their experiences to help benefit other youth facing similar life challenges by advising Virginia Career Works – Northern in developing youth-focused programs and services, conducting outreach to help identify youth who might benefit from these programs, and sharing their stories and experiences to inspire and inform other youth, all under the guidance and mentorship of a supervising Success Coach. Additionally, Youth Ambassadors will help interested and qualified young job seekers to apply for services and programs available to them. This will be either one full-time position or two part-time positions.

The **Job Developer** will work with the business community and other workforce partners such as employers, Fairfax County Department of Family Services staff, and the Regional Employer Solutions Team to meet employer and job seeker needs. The WIOA job developer serves as a representative of WIOA Employment Services at business association meetings, conferences, and business networking events and is responsible for supporting the outreach and promotion of employment services programs to the community, and internal or external stakeholders. The WIOA Job Developer will be responsible for developing work-based learning and on-the-job training experience opportunities with local employers and coordinating participant placement with the WIOA Youth team. This position is ideal for an individual with extensive knowledge of the needs and opportunities available in the local labor market and experiencing developing and nurturing business relationships. This will be one full-time position.

ACTION REQUESTED:

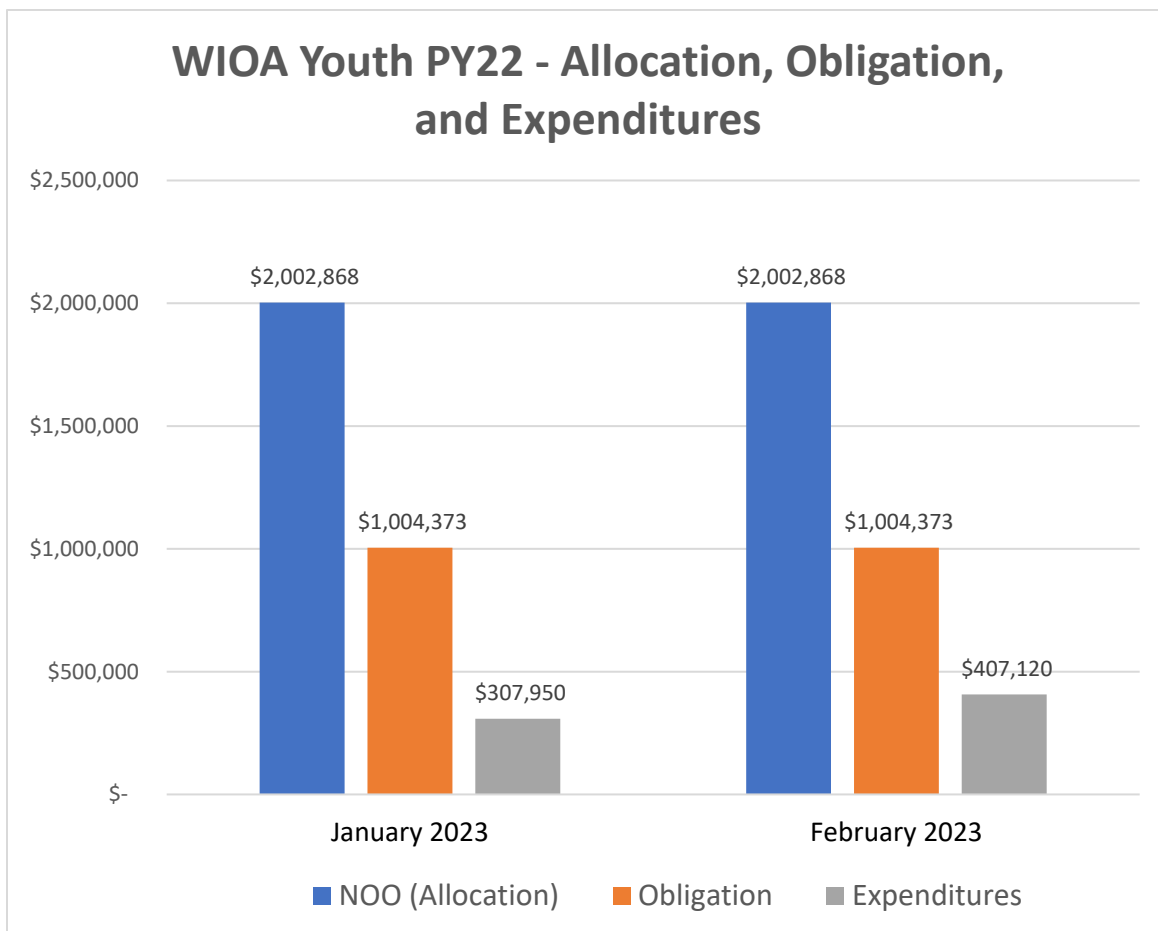
The *SkillSource* Group Board of Directors approves the addition of new *SkillSource* positions to support the Northern Virginia WIOA Youth Program.

STAFF: David Hunn
Seema Jain
703-827-3782

The SkillSource Group, Inc.

PY22 WIOA Youth Programs – Allocation, Obligation, and Expenditures

WIOA Youth	January 2023	February 2023
NOO (Allocation)	\$ 2,002,868	\$ 2,002,868
Obligation	\$ 1,004,373	\$ 1,004,373
Expenditures	\$ 307,950	\$ 407,120



THE SKILLSOURCE GROUP, INC.
FINANCE COMMITTEE
SUMMARY SHEET

April 14, 2023

SUBJECT: February 28, 2023 Management Report Notes

The financial results of operations for the eight months ended February 28, 2023, reflect a **decrease in Net Assets of \$73,542** on a budgeted increase of \$1,600, resulting in an unfavorable variance of \$75,139.

The Change in Net Assets comprises:

Increase (Decrease) in Net Assets Without Donor Restrictions	\$12,330
Increase (Decrease) in Net Assets With Donor Restrictions	<u>\$(85,872)</u>
Total Increase (Decrease) in Net Assets	\$(73,542)

The changes in Net Assets Without Donor Restrictions and Net Assets With Donor Restrictions reflect the difference between revenues and expenses in each class of net assets.

The detailed changes in Net Assets Without Donor Restrictions and Net Assets With Donor Restrictions are presented in the tables below:

Category	Change in Net Assets Without Donor Restrictions
Fundraising	186
Unrestricted	(3,668)
Indirect (surplus)	15,812
Total change in Net Assets Without Donor Restrictions	12,330

Increase in Net Asset Without Donor Restrictions reflects unrestricted revenue from Ticket to Work (TTW), interest revenue, Federated Campaigns, and the surplus of billable indirect costs over actual indirect costs, offset by expenses in the TTW program, and other expenses charged to Unrestricted Funds.

Program	Change in Net Assets With Donor Restrictions
SCSEP	29,776
NVITE	(13,310)
UW FEC	(123,195)
EYE	11,434
MWCOG Van sale proceeds	3,500
TANF4	5,300
Donation restricted for VCW Northern branded clothing	622
Total change in Net Assets With Donor Restrictions	(85,872)

The decrease in Net Assets With Donor Restrictions reflects the timing difference between revenue and expense recognition for two programs – the Prince William Financial Empowerment Center funded by the United₂₈ Way of the National Capital Area (UWNCA)

grant, and the Northern Virginia IT Employment (NVITE) program through the Greater Washington Community Foundation, and are not an indication of under-performance. ^{April 14, 2023} These have been offset by temporary increases in other programs, as shown in the above table. *SkillSource* received \$206,973 from UWNCA in March 2022 to run the Prince William Financial Empowerment Center in the Virginia Career Works – Prince William Center Woodbridge, and the full funding was recognized as revenue in FY 2022. However, many expenses did not incur until the second half of calendar year 2022, which is the first half of fiscal year 2023. *SkillSource* is currently in a no-cost extension period for January to June 2023 for the UWNCA grant; therefore, all expenses that incurred in FY23 are not covered by any new revenue. As of February 2023, UW FEC expenses totaled \$123,195, resulting in a deficit in the same amount for this program in FY 2023. To avoid this problem in the future, *SkillSource* is working with UWNCA to move the next grant award to align with *SkillSource's* fiscal year for July to June. In the past, the surplus in this program helped offset the deficits in the Net Assets Without Donor Restrictions.

FASB's ASC 842 – Leases

Starting this month, the *SkillSource* Group's interim Statement of Financial Position reflects the recognition of lease assets and liabilities to comply with FASB's new accounting standards regarding lease accounting (ASC 842). Private companies with the fiscal year ending 6/30/2022 must implement the new financial reporting requirement starting with the fiscal year beginning 7/1/2022. The *SkillSource* Group engaged GRF CPA to assist with the calculations related to the adoption of Accounting Standards Update (ASU) 2019-01, *Leases* in November 2022. The current report reflects the recognition of lease right of use asset and long-term lease liabilities related to the office space leases for the two Virginia Career Works- One-stop centers in Woodbridge and Alexandria.

Program Activities:

WIOA: As of February 28, 2023, PY22 WIOA Adult, Dislocated Worker, and Youth have expended 39%, 19% and 20% of allocations, respectively. PY 2022 Adult and Dislocated Worker training rate was 11.1%, while the required minimum is 40%. The training rate will be higher as more funds are spent and eventually will meet or exceed the 40% requirement by the end of June 2024.

Ticket to Work: Cash receipts after eight months totaled \$86,820, while the FY23 goal is \$170,000.

Indirect costs:

The actual indirect cost rate as of February 28, 2023 was 8.93%, while allowable indirect costs are based on de minimis rate is 10%.

The SkillSource Group, Inc.
Budget to Actual
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
Revenue					
Government Contracts	4,246,928	5,979,942	(1,733,014)	8,969,913	4,722,985
Other Restricted Income	575,854	734,751	(158,897)	1,102,127	526,273
Unrestricted Income	109,856	113,450	(3,594)	170,175	60,319
Interest Income	1,305	1,200	105	1,800	495
Total	4,933,943	6,829,343	(1,895,400)	10,244,015	5,310,072
Personnel Expenses					
Salaries & Wages	901,259	903,611	2,352	1,355,417	454,158
Fringe	255,987	265,109	9,122	397,663	141,676
Total Personnel	1,157,246	1,168,720	11,474	1,753,079	595,834
Operating Expenses					
Annual Report	5,510	4,000	(1,510)	6,000	490
Audit	38,991	25,681	(13,310)	38,522	(469)
Communications	29,806	28,122	(1,684)	42,183	12,377
Contracted Maintenance	31,988	43,860	11,872	65,790	33,802
Dues & Memberships	4,425	2,690	(1,735)	4,035	(390)
Equipment & Maintenance Costs	28,173	8,900	(19,273)	13,350	(14,823)
Financial Management	17,588	23,889	6,301	35,833	18,246
HR & PR Processing	32,209	35,433	3,225	53,150	20,941
Insurance	17,280	18,056	776	27,084	9,804
Leases	321,613	320,195	(1,418)	480,293	158,680
Meetings & Conferences	1,804	2,150	346	3,225	1,421
Professional Development	-	2,667	2,667	4,000	4,000
Professional Services	31,300	99,485	68,185	149,228	117,928
Supplies	56,603	53,896	(2,707)	80,844	24,241
VCW Branded Clothing	3,378	-	(3,378)	-	(3,378)
Travel	8,668	5,437	(3,231)	8,155	(513)
Utilities	18,325	21,000	2,675	31,500	13,175
Total Operating Expenses	647,661	695,461	47,800	1,043,192	395,531
Program Services					
Outreach	19,877	26,736	6,859	40,104	20,227
Onestop center shared costs	78,106	108,820	30,714	163,230	85,124
Incumbent Worker Training	14,680	86,667	71,987	130,000	115,320
Pay for Performance Bonus Payment (WIOA Youth)	-	23,333	23,333	35,000	35,000
Transitional/Work Experience	635,764	734,051	98,287	1,101,076	465,312
Training & Other Supportive	111,557	231,975	120,419	347,963	236,406
Transportation & vouchers	385	7,851	7,466	11,776	11,391
Total Program Services	860,368	1,219,433	359,064	1,829,149	968,781
Contractual Services - One Stop Operator					
Personnel	1,617,069	1,749,957	132,888	2,624,935	1,007,866
Operating	1,741	14,525	12,784	21,788	20,047
Training & Supportive Services	521,131	807,571	286,440	1,211,357	690,226
Total Contractual - One Stop Operator	2,139,941	2,572,053	432,113	3,858,080	1,718,139
Contractual Services - Other					
Personnel	107,954	52,551	(55,403)	78,827	(29,127)
Operating	94,315	62,877	(31,438)	94,315	-
Training & Customer Services	-	-	-	-	-
Total Contractual Services - Other	202,269	115,428	(86,841)	173,142	(29,127)
Total Contractual	2,342,210	2,687,481	345,271	4,031,222	1,689,012
Total Expense					
Unobligated Funds	-	689,193	689,193	1,033,789	1,033,789
NoVA HealthForce Program Services	-	-	-	-	-
One-Stop Center Set Aside	-	367,459	367,459	551,188	551,188
Total Expense	5,007,485	6,827,744	1,820,261	10,241,619	5,234,135
Change in Net Assets	(73,542)	1,600	(75,139)	2,396	75,937

Assets					
Current Assets					
Cash & Equivalents					
Operating & Payroll					242,052
Insured Cash Sweep					365,245
Total Cash & Equivalents					<u>607,297</u>
Contracts Receivable					1,105,756
Other Current Assets					
Employee Advances					7,243
Other Account Receivable					409
Total Other Assets					<u>7,652</u>
Prepaid Expenses					42,877
Total Current Assets					<u>1,763,583</u>
Fixed Assets					
Property and Equipment					76,671
Less Accumulated Depreciation					<u>(51,373)</u>
Total Fixed Assets					<u>25,299</u>
Other Assets					
Right of Use Asset					1,570,779
Less Right of Use Asset Accumulated Amortization					<u>(267,089)</u>
Total Other Assets					<u>1,303,690</u>
Total Assets					<u><u>3,092,572</u></u>
Liabilities and Net Assets					
Current Liabilities					
Accounts Payable					559,212
Deferred Income					12,289
Accrued Expenses					173,271
Other Current Liabilities					980
NOVA HealthForce Funds Held in Trust					<u>357,817</u>
Total Current Liabilities					<u>1,103,570</u>
Long Term Liabilities					
Long-term Lease Liability					<u>1,303,690</u>
Total Long Term Liabilities					<u>1,303,690</u>
Total Liabilities					2,407,260
Net Assets					
	<u>Beginning</u>	<u>Increase</u>	<u>Decrease</u>	<u>Change</u>	<u>Year-to-date</u>
Unrestricted Net Assets	446,623	12,330	-	12,330	458,952
Restricted Net Assets					
MWCOG	-	3,885	(385)	3,500	3,500
UW FEC at PW Center	252,928	-	(123,195)	(123,195)	129,733
NVITE	31,859	-	(13,310)	(13,310)	18,549
Other restricted - Donation	-	4,000	(3,378)	622	622
SCSEP	-	758,011	(728,235)	29,776	29,776
TANF4	27,444	93,310	(88,010)	5,300	32,744
EYE	-	30,375	(18,941)	11,434	11,434
Total Temporarily Restricted Net Assets	<u>312,231</u>	<u>889,581</u>	<u>(975,453)</u>	<u>(85,872)</u>	<u>226,359</u>
Total Net Assets	<u>758,854</u>	<u>901,910</u>	<u>(975,453)</u>	<u>(73,542)</u>	<u>685,312</u>
Total Liabilities and Net Assets					<u><u>3,092,572</u></u>

The SkillSource Group, Inc.
Workforce Innovation and Opportunity Act Programs
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
WIOA Administration					
<i>SkillSource</i>					
Salaries & Wages	99,940	86,877	(13,063)	130,315	30,375
Fringe	28,555	26,282	(2,273)	39,423	10,868
Operating & Outreach	53,640	40,691	(12,949)	61,036	7,396
Unobligated	-	148,097	148,097	222,145	222,145
Indirect Costs	57,197	41,763	(15,434)	62,644	5,447
Total WIOA Administration	239,331	343,709	104,377	515,563	276,232
WIOA Adult					
<i>SkillSource</i>					
Salaries & Wages	123,030	108,411	(14,618)	162,617	39,587
Fringe	34,151	27,136	(7,015)	40,704	6,553
Operating	25,921	6,826	(19,095)	10,239	(15,682)
Outreach	7,220	2,071	(5,149)	3,107	(4,113)
One-stop Centers Shared Costs	24,949	31,414	6,465	47,121	22,172
Training-Incumbent Worker	2,531	30,000	27,469	45,000	42,469
Other training and support	22,155	24,054	1,899	36,081	13,926
One-Stop Center Set Aside	-	156,467	156,467	234,701	234,701
Unobligated	-	85,755	85,755	128,632	128,632
Total SkillSource	239,957	472,135	232,177	708,202	468,245
<i>DFS</i>					
Personnel & Fringes	541,474	625,404	83,930	938,106	396,632
Operations	(1,307)	3,333	4,640	5,000	6,307
Training & Supportive Services	308,269	355,333	47,064	533,000	224,731
Total DFS	848,437	984,071	135,634	1,476,106	627,669
Indirect Costs	3,402	5,805	2,403	8,707	5,305
Total WIOA Adult	1,091,796	1,462,010	370,214	2,193,015	1,101,219
WIOA Dislocated Worker					
<i>SkillSource</i>					
Salaries & Wages	116,178	119,433	3,254	179,149	62,971
Fringe	28,076	29,735	1,659	44,603	16,527
Operating	13,451	5,352	(8,099)	8,028	(5,423)
Outreach	3,997	1,017	(2,980)	1,526	(2,471)
One-stop Centers Shared Costs	12,288	24,234	11,946	36,351	24,063
Training-Incumbent Worker	2,531	30,000	27,469	45,000	42,469
Other training & support	19,623	11,816	(7,807)	17,724	(1,899)
One-Stop Center Set Aside	-	65,413	65,413	98,119	98,119
Unobligated	-	85,560	85,560	128,340	128,340
Total SkillSource	196,145	372,560	176,415	558,840	362,695
<i>DFS</i>					
Personnel	240,074	308,035	67,960	462,052	221,978
Operations	(53)	3,333	3,386	5,000	5,053
Training & Supportive Services	20,672	108,000	87,329	162,000	141,329
Total DFS	260,693	419,368	158,675	629,052	368,359
Indirect Costs	3,020	6,260	3,240	9,390	6,370
Total WIOA Dislocated Worker	459,858	798,188	338,330	1,197,282	737,424

The SkillSource Group, Inc.
Workforce Innovation and Opportunity Act Programs
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
WIOA Youth					
<i>SkillSource</i>					
Salaries & Wages	66,086	64,101	(1,985)	96,151	30,065
Fringe	17,013	16,427	(586)	24,641	7,628
Operating	13,209	3,303	(9,906)	4,955	(8,254)
Outreach	2,039	545	(1,493)	818	(1,221)
Comprehensive Center Costs	15,234	25,903	10,668	38,854	23,620
Pay per performance bonus	-	23,333	23,333	35,000	35,000
Training-SSG	21,522	6,330	(15,192)	9,495	(12,027)
One-Stop Center Set Aside	-	145,579	145,579	218,368	218,368
Unobligated	-	369,781	369,781	554,672	554,672
<i>Total SkillSource</i>	<u>135,103</u>	<u>655,303</u>	<u>520,199</u>	<u>982,954</u>	<u>847,851</u>
<i>DFS</i>					
Personnel & Fringe	512,894	506,249	(6,645)	759,373	246,479
Operations	2,226	3,333	1,108	5,000	2,774
Work experiences	25,511	46,667	21,155	70,000	44,489
Training & Supportive Services	47,932	113,333	65,401	170,000	122,068
<i>Total DFS</i>	<u>588,564</u>	<u>669,582</u>	<u>81,018</u>	<u>1,004,373</u>	<u>415,809</u>
Indirect Costs	1,915	3,681	1,766	5,521	3,606
<i>Total WIOA Youth</i>	<u>725,582</u>	<u>1,328,565</u>	<u>602,984</u>	<u>1,992,848</u>	<u>1,267,266</u>

Senior Community Service Employment Program (SCSEP)

<i>SkillSource</i>					
Personnel	14,248	14,198	(50)	21,297	7,049
Fringe	4,594	4,441	(154)	6,661	2,067
Operating & Outreach	24,687	25,639	952	38,458	13,771
Transitional Work Experience	610,001	681,900	71,899	1,022,850	412,849
<i>Total SSG</i>	<u>653,530</u>	<u>726,177</u>	<u>72,647</u>	<u>1,089,266</u>	<u>435,736</u>
<i>DFS</i>					
Personnel & Fringe	67,279	99,746	32,467	149,619	82,340
Operations	44	-	(44)	-	(44)
Training + Supportive Services	1,700	-	(1,700)	-	(1,700)
<i>Total DFS</i>	<u>69,023</u>	<u>99,746</u>	<u>30,723</u>	<u>149,619</u>	<u>80,596</u>
Indirect Costs	5,681	5,793	111	8,689	3,008
<i>Total SCSEP</i>	<u>728,235</u>	<u>831,716</u>	<u>103,481</u>	<u>1,247,574</u>	<u>519,339</u>

Covid CWH Discretionary (3/1/2022 - 8/31/2022)

<i>Contractual - FCHD</i>					
Personnel & Fringe	49,825	50,633	808	50,633	808
Mileage	830	-	(830)	0	(830)
<i>Total expenses</i>	<u>50,655</u>	<u>50,633</u>	<u>(22)</u>	<u>50,633</u>	<u>(22)</u>

American Job Center Security (6/14/2021 - 12/31/2022)

<i>SkillSource</i>					
Security Service for one-stop centers	79,855	78,827	(1,028)	78,827	(1,028)
<i>Total Expenses</i>	<u>79,855</u>	<u>78,827</u>	<u>(1,028)</u>	<u>78,827</u>	<u>(1,028)</u>

American Job Center Security (1/1/2023 - 6/30/2023)

<i>SkillSource</i>					
Security Service for one-stop centers	12,318	13,333	1,015	40,000	27,682
<i>Total Expenses</i>	<u>12,318</u>	<u>13,333</u>	<u>1,015</u>	<u>40,000</u>	<u>27,682</u>

The *SkillSource* Group, Inc.
Workforce Innovation and Opportunity Act Programs
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
Workforce Innovation-NVCPR (11/1/2022 - 3/31/2024)					
Personnel	10,506	11,032	526	16,548	6,042
Fringe	2,641	3,235	593	4,852	2,211
Operating & Outreach	115	5,485	5,370	8,227	8,112
Work Based Learning & Supportive Service	250	25,067	24,817	37,600	37,350
Indirect	1,326	1,975	649	2,963	1,637
Total Expenses	14,838	46,793	31,956	70,190	55,352
Area 14 - CAREER (9/13/2021 - 9/12/2023)					
<i>SkillSource</i>					
Personnel	252	2,359	2,107	2,949	2,697
Fringe	85	544	459	680	595
Other (outreach, etc.)	0	7,622	7,622	9,527	9,527
<i>Contractual - DFS</i>					
Supportive Services	600	62,966	62,366	78,707	78,107
Total Direct Expenses	938	73,490	72,553	91,863	90,925
Indirect	867	2,386	1,519	2,982	2,115
Total Expenses	1,805	75,876	74,071	94,845	93,040

The SkillSource Group, Inc.
Other Government Programs
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
TANF3 Employment Assistance					
Personnel	56,078	53,403	(2,674)	80,105	24,027
Fringe	14,981	20,045	5,064	30,067	15,086
Operating & Outreach	6,768	10,321	3,553	15,481	8,713
Transitional Employment & Training	14,900	18,680	3,780	28,020	13,120
<i>Total Direct</i>	<u>92,726</u>	<u>102,449</u>	<u>9,723</u>	<u>153,673</u>	<u>60,947</u>
<i>Indirect</i>	7,247	7,575	328	11,363	4,116
<i>Total TANF 3</i>	<u><u>99,973</u></u>	<u><u>110,024</u></u>	<u><u>10,051</u></u>	<u><u>165,036</u></u>	<u><u>65,063</u></u>

TANF4 P4P					
Personnel	48,413	48,638	225	72,957	24,544
Fringe	12,849	12,303	(547)	18,454	5,605
Operating & Outreach	11,959	9,459	(2,500)	14,188	2,229
Transitional Employment & Training	8,178	14,000	5,822	21,000	12,822
<i>Total Direct</i>	<u>81,399</u>	<u>84,399</u>	<u>3,001</u>	<u>126,599</u>	<u>45,200</u>
<i>Indirect</i>	6,611	6,458	(153)	9,687	3,076
<i>Total TANF 3</i>	<u><u>88,010</u></u>	<u><u>90,857</u></u>	<u><u>2,848</u></u>	<u><u>136,286</u></u>	<u><u>48,276</u></u>

GO Virginia					
Personnel	90,066	91,208	1,142	136,812	46,746
Fringe	30,922	31,336	414	47,004	16,082
Operating	6,850	7,103	253	10,654	3,804
<i>Total Direct</i>	<u>127,837</u>	<u>129,647</u>	<u>1,809</u>	<u>194,470</u>	<u>66,633</u>
<i>Indirect</i>	12,784	12,965	181	19,447	6,663
<i>Total Go Virginia</i>	<u><u>140,621</u></u>	<u><u>142,611</u></u>	<u><u>1,990</u></u>	<u><u>213,917</u></u>	<u><u>73,296</u></u>

PW Elevate (3/1/2022-10/31/2024)					
<u>SSG</u>					
Personnel	11,715	18,841	7,126	14,131	2,416
Fringe	2,534	3,739	1,204	2,804	270
Operating & Outreach	6,427	20,333	13,907	15,250	8,823
IWT & other	9,617	53,333	43,716	40,000	30,383
<u>DFS</u>					
Personnel & Fringes	198,492	329,333	130,841	247,000	48,508
Training	116,446	246,667	130,221	185,000	68,554
<i>Total Direct</i>	<u>345,232</u>	<u>672,247</u>	<u>327,015</u>	<u>504,185</u>	<u>158,953</u>
<i>Indirect</i>	2,693	8,104	5,411	4,052	1,359
<i>Total ELEVATE</i>	<u><u>347,924</u></u>	<u><u>680,351</u></u>	<u><u>332,426</u></u>	<u><u>508,237</u></u>	<u><u>160,313</u></u>

Manassas City CARES (8/1/2020 - 6/30/2023)					
<i>SkillSource</i>		-			
Personnel	3,324	1,269	(2,055)	1,903	(1,421)
Fringe	775	285	(490)	428	(347)
Operating & Outreach	811	2,667	1,856	4,000	3,190
Incumbent worker training & Other training	5,975	48,517	42,542	72,776	66,801
<i>Contractual Personnel & Fringes - DFS</i>	0	-	0	-	0
Contract Operation	0	-	0	-	0
Supportive Services	0	-	0	-	0
Training including ITAs, OJTs	0	-	0	-	0
<i>Contractual - NOVA</i>	0	-	0	-	0
<i>Total Direct Expenses</i>	<u>10,884</u>	<u>52,738</u>	<u>41,854</u>	<u>79,107</u>	<u>68,223</u>
<i>Indirect</i>	491	-	(491)	633	142
<i>Total Expenses</i>	<u><u>11,375</u></u>	<u><u>52,738</u></u>	<u><u>41,363</u></u>	<u><u>79,740</u></u>	<u><u>68,365</u></u>

The SkillSource Group, Inc.
Other Government Programs
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
DARS SEAL (3/1/2022 - 9/30/2022)					
<i>SkillSource</i>					
Personnel	294	1,474	1,180	1,474	1,180
Fringe	82	350	268	350	268
Operating & Outreach	1,063	2,300	1,238	2,300	1,238
Transitional Work Experience	25,763	62,168	36,405	62,168	36,405
Training & Support	0	5,000	5,000	5,000	5,000
<i>Contractual - DFS</i>					
		-			
Personnel & Fringe	7,030	25,836	18,806	25,836	18,806
Operations	0	500	500	500	500
Total Direct Expenses	34,231	97,628	63,397	97,628	63,397
Indirect	1,644	1,662	18	1,662	18
Total Expenses	35,875	99,290	63,415	99,290	63,415
ICF-H1B					
SkillSource Salary & Fringe	47,619	77,449	29,830	67,768	20,149
Operating & Program	599	12,584	11,985	18,876	18,277
Indirect	4,822	5,776	954	8,664	3,842
Total expenses	53,041	95,809	42,768	95,308	42,267
Total Other Government (Expenditures)	955,291	1,425,944	470,653	1,529,209	573,918

The SkillSource Group, Inc.
Other Programs
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
NoVaHealthForce					
Balance Forward, July 1, 2022	165,933				
Cash Receipts & Receivables	191,884				
	<u>357,817</u>				
<i>SkillSource</i>					
Professional Expenses					
Meeting Expenses	0				
Program Expenses	0				
<i>Total NoVAHealthForce</i>	<u>0</u>				
<i>Ending Balance</i>	<u><u>357,817</u></u>				
NVITE (Community Foundation)					
<i>Revenue</i>	0	11,476.00	(11,476)	17,214	17,214
<i>Expenses</i>					
Personnel	2,011	1,966.00	(45)	2,949	938
Fringe	543	466.67	(77)	700	157
Operating & Outreach	9,546	6,666.67	(2,879)	10,000	454
Program Services	0	1,333.33	1,333	2,000	2,000
Indirect	1,210	1,043.33	(167)	1,565	355
Total	<u>13,310</u>	<u>11,476</u>	<u>(1,834)</u>	<u>17,214</u>	<u>3,904</u>
<i>Excess/Deficit</i>	<i>(13,310)</i>				
United Way Financial Empowerment Center					
<i>Revenue</i>	0	63,962	(63,962)	95,943	95,943
Personnel	6,626	14,647	8,020	10,985	4,359
Fringe	3,720	7,645	3,925	5,734	2,014
Operating & Outreach	16,111	20,668	4,557	15,501	(610)
Contractual Services	94,315	79,389	(14,926)	59,542	(34,773)
Indirect	2,422	5,576	3,154	4,182	1,760
Total	<u>123,195</u>	<u>127,925</u>	<u>4,730</u>	<u>95,944</u>	<u>(27,251)</u>
<i>Excess of Revenue over Expenses</i>	<i>(123,195)</i>				
Project Educating Youth Through Employment					
Balance Forward	0			-	
<i>Revenue</i>					
Government	30,375	22,677	7,698	34,016	3,641
Restricted Income	0	0	0	0	0
Total Income	<u>30,375</u>	<u>22,677</u>	<u>7,698</u>	<u>34,016</u>	<u>3,641</u>
<i>SkillSource</i>					
Personnel & Fringe	492	1,216	724	1,824	1,332
Operating, Outreach & Program Expenses	23	3,961	3,939	5,942	5,920
Work Experience - Salaries & Fringe	18,375	16,982	(1,393)	25,473	7,098
Total SkillSource	<u>18,889</u>	<u>22,159</u>	<u>3,270</u>	<u>33,239</u>	<u>14,350</u>
<i>DFS</i>					
Personnel & Fringe	0	0	0	0	0
Operations, Telecommunications & Travel	0	0	0	0	0
Total DFS	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Indirect	51	0	0	777	726
Total Expense	<u>18,941</u>	<u>22,159</u>	<u>3,270</u>	<u>34,016</u>	<u>15,075</u>
Current Year Net Income (Loss)	<u>11,434</u>	<u>-</u>	<u>(11,434)</u>	<u>-</u>	<u>(11,434)</u>
Excess (Deficit)	<u>11,434</u>	<u>0</u>	<u>(11,434)</u>	<u>0</u>	<u>(11,434)</u>

The SkillSource Group, Inc.
Other Programs
For the Eight Months Ended February 28, 2023

April 14, 2023

	Actual	Current Budget	Variance	Annual Budget	Balance
Ticket to Work					
<i>Revenues</i>	108,458	113,333	(4,876)	170,000	61,542
<i>Expenses</i>					
Personnel & Fringe	91,409	90,883	(526)	136,325	44,916
Operating & Outreach	6,662	5,577	(1,086)	8,365	1,703
Program Costs	579	2,400	1,821	3,600	3,021
Indirect	9,807	9,646	(161)	14,469	4,662
<i>Total Expenses</i>	108,458	108,506	48	162,759	54,301
<i>Excess (Deficit)</i>	0	4,827	(4,924)	7,241	7,241
Unrestricted (Program-Other-Fundraising)					
Contribution	266	-	266	-	(266)
Federated Campaigns	1,133	116.67	1,016	175.00	(958)
Interest	1,305	1,200	105	1,800	495
<i>Total Income</i>	2,704	1,317	1,387	1,975	(729)
Personnel	0	0	0	0	0
Fringe	47	0	(47)	0	(47)
Operating & Program & Contractual	5,924	4,166	(1,758)	6,249	325
Indirect	215	87	(128)	131	(84)
<i>Total Expenses</i>	6,186	4,253	(1,933)	6,380	194
<i>Excess (Deficit)</i>	(3,482)	(2,937)	3,320	(4,405)	(535)

The SkillSource Group, Inc.
 One-stop centers and Indirect costs
 For the Eight Months Ended February 28, 2023

April 14, 2023

Virginia Career Works - Woodbridge Comprehensive Center					
	Actual	Current Budget	Variance	Annual Budget	Balance
Revenue					
Restricted Income	366,463	409,410	(42,947)	614,115	247,652
Personnel Expenses					
Salaries & Wages	56,986	61,761	4,775	92,641	35,655
Fringe	25,193	25,395	202	38,092	12,899
<i>Total Personnel</i>	<u>82,179</u>	<u>87,155</u>	<u>4,976</u>	<u>130,733</u>	<u>48,554</u>
Operating Expenses					
Communications	12,333	10,507	(1,826)	15,760	3,427
Contracted Maintenance	31,492	39,727	8,234	59,590	28,098
Dues & Memberships	550	357	(193)	535	(15)
Equipment & Maintenance Costs	11,945	3,680	(8,265)	5,520	(6,425)
Professional Services	70	36,463	36,393	54,695	54,625
Outreach	689	667	(22)	1,000	311
Rent	185,254	186,600	1,346	279,900	94,646
Supplies	7,328	5,333	(1,995)	8,000	672
Utilities	18,323	19,000	677	28,500	10,177
<i>Total Operating Expenses</i>	<u>267,983</u>	<u>302,333</u>	<u>34,350</u>	<u>453,500</u>	<u>185,517</u>
<i>Indirect</i>	<u>16,301</u>	<u>19,921</u>	<u>3,619</u>	<u>29,881</u>	<u>13,580</u>
Total Expense	<u>366,463</u>	<u>409,409</u>	<u>42,946</u>	<u>614,114</u>	<u>247,651</u>

Virginia Career Works - Cherokee Center					
	Actual	Current Budget	Variance	Annual Budget	Balance
Revenue					
Restricted Income	201,891	196,017	5,874	294,025	92,134
Personnel Expenses					
Salaries & Wages	38,184	41,903	3,719	62,855	24,671
Fringe	7,862	8,230	368	12,345	4,483
<i>Total Personnel</i>	<u>46,046</u>	<u>50,133</u>	<u>4,087</u>	<u>75,200</u>	<u>29,154</u>
Operating Expenses					
Communications	8,587	7,233	(1,354)	10,850	2,263
Contracted Maintenance	0	3,133	3,133	4,700	4,700
Dues & Outreach	0	0	0	0	0
Equipment Costs	14,639	2,920	(11,719)	4,380	(10,259)
Professional Services	323	30,830	30,507	46,245	45,922
Rent	112,210	110,280	(1,930)	137,850	25,640
Supplies	6,733	667	(6,066)	1,000	(5,733)
<i>Total Operating Expenses</i>	<u>142,492</u>	<u>155,063</u>	<u>12,571</u>	<u>205,025</u>	<u>62,533</u>
<i>Indirect</i>	<u>7,889</u>	<u>9,200</u>	<u>1,311</u>	<u>13,800</u>	<u>5,911</u>
Total Expense	<u>196,427</u>	<u>214,397</u>	<u>17,970</u>	<u>294,025</u>	<u>97,598</u>

The SkillSource Group, Inc.
One-stop centers and Indirect costs
For the Eight Months Ended February 28, 2023

April 14, 2023

SkillSource Group Indirect Costs					
	Actual	Current Budget	Variance	Annual Budget	Balance
Personnel Expenses					
Salaries & Wages	41,175	40,789	(387)	61,183	20,008
Fringe	13,215	13,069	(146)	19,603	6,388
Total Personnel	54,390	53,857	(533)	80,786	26,396
Operating Expenses					
Annual Report	-	-	0	-	0
Audit	21,117	12,841	(8,276)	19,261	(1,856)
Communications	1,682	2,667	985	4,000	2,318
Dues & Memberships	-	667	667	1,000	1,000
Equipment & Maintenance Costs	928	2,300	1,372	3,450	2,522
Financial Management Services	17,588	23,889	6,301	35,833	18,246
Payroll & HR	11,625	14,000	2,375	21,000	9,375
Insurance	12,196	14,667	2,471	22,000	9,804
Legal fees	-	-	0	-	0
Meetings & Conferences	-	-	0	-	0
Professional Development	-	667	667	1,000	1,000
Professional Services	520	7,025	6,505	10,538	10,018
Rent	5,392	5,585	193	8,377	2,985
Supplies	6,345	14,079	7,733	21,118	14,773
Travel	-	-	0	-	0
Total Expenses	131,783	152,242	20,459	228,363	96,580

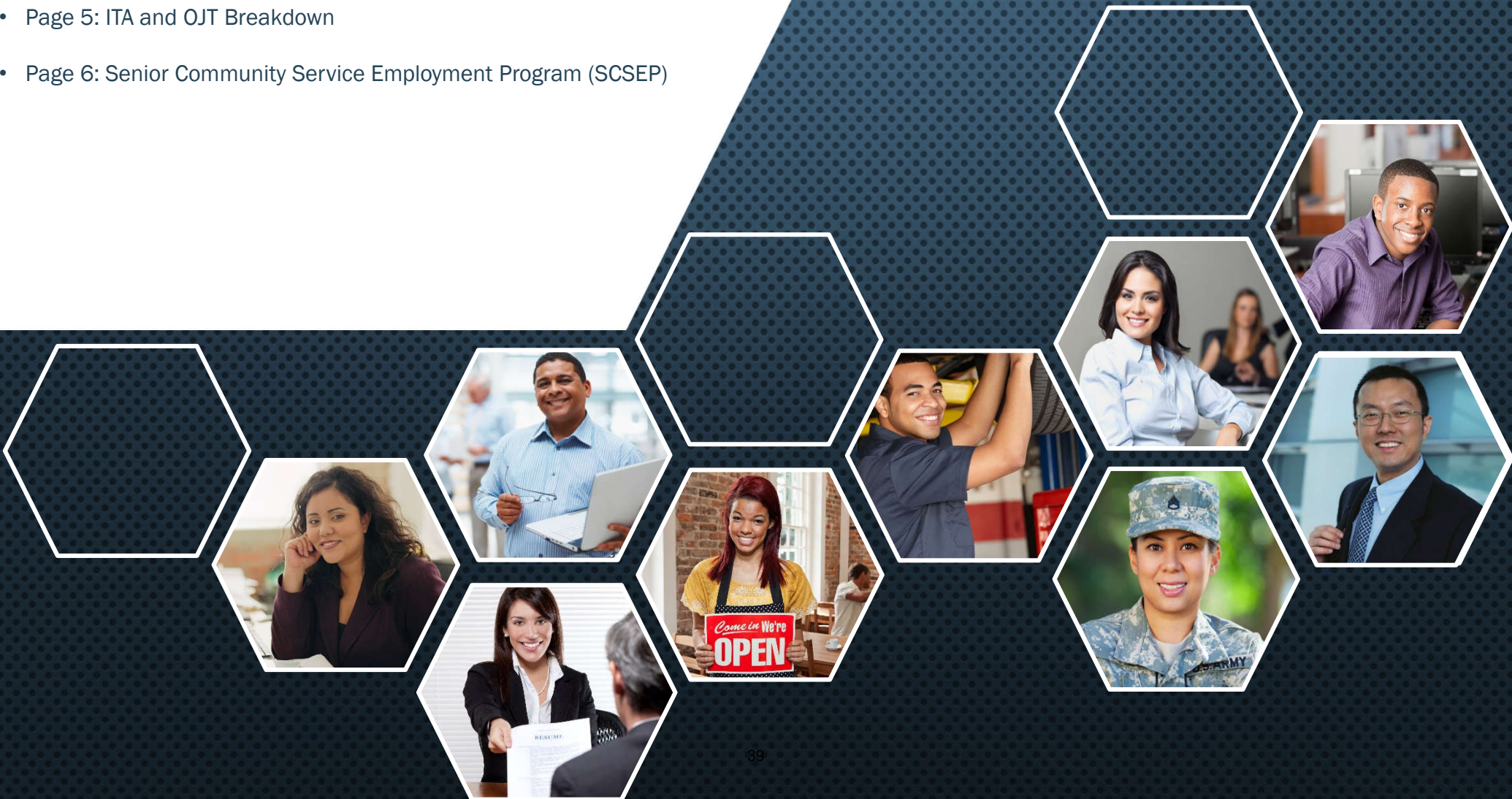
Department of Family Services

Employment & Training Team Report

March 2023

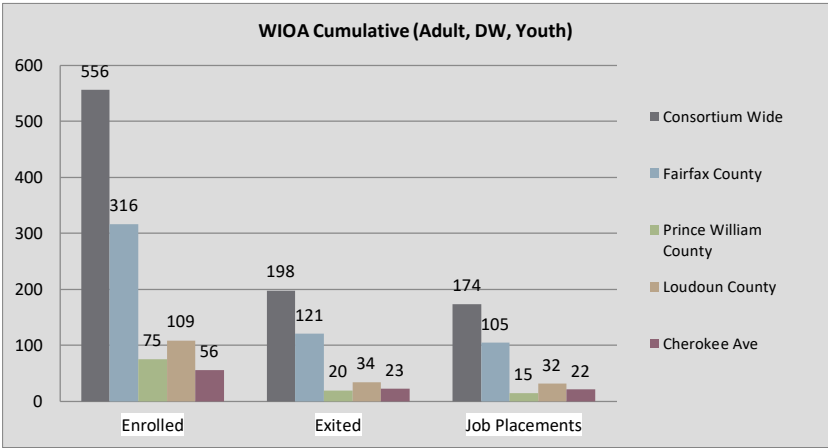


- Pages 1-2: Workforce Innovation and Opportunity Act Program
- Page 3: Workforce Innovation and Opportunity Act/Other Grants
- Page 4: Fairfax Alternative Incarceration Branch (AIB) Center
- Page 5: ITA and OJT Breakdown
- Page 6: Senior Community Service Employment Program (SCSEP)



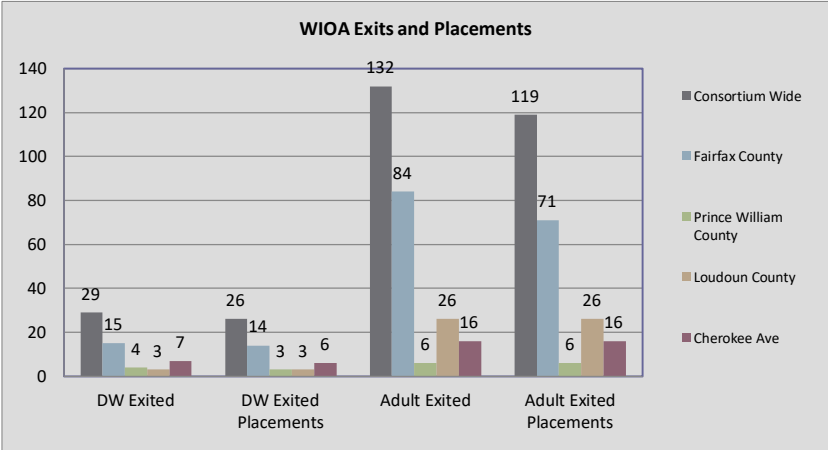
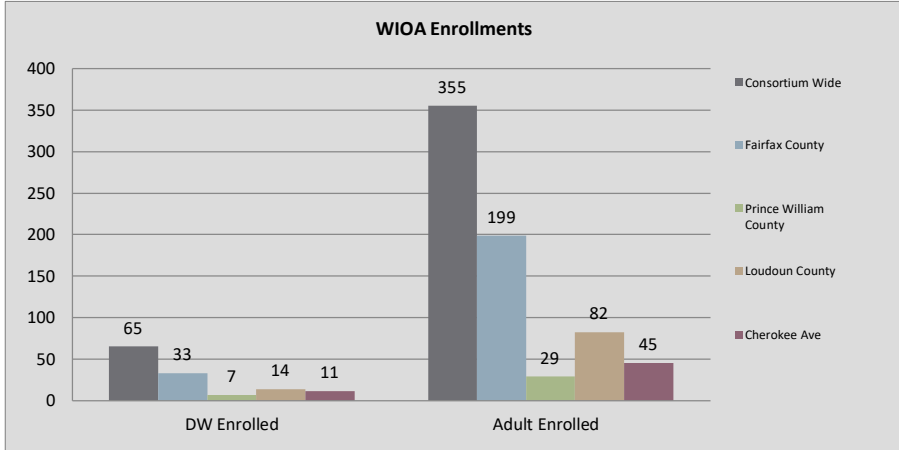
Northern Virginia Workforce Development Area, LWDA XI
 WIOA Adult, Dislocated Worker, and Youth Statistics (July 1, 2022- March 31, 2023)

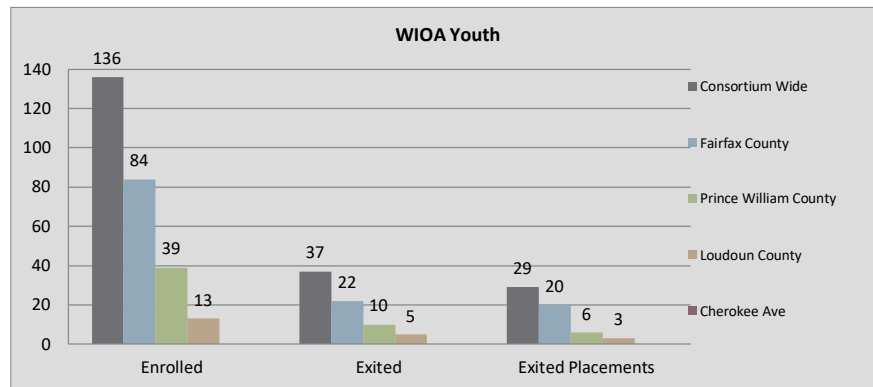
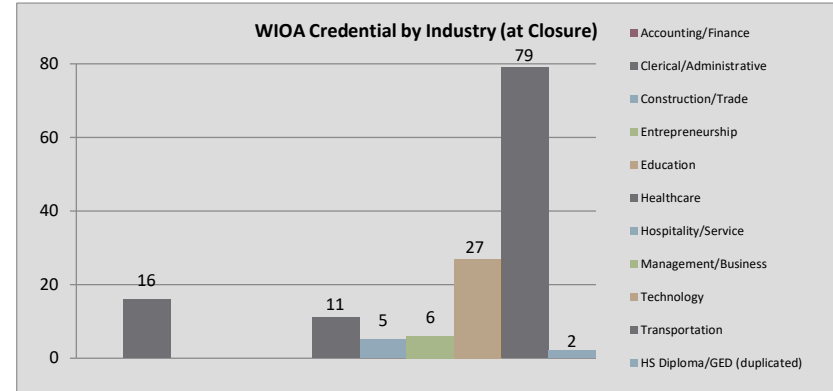
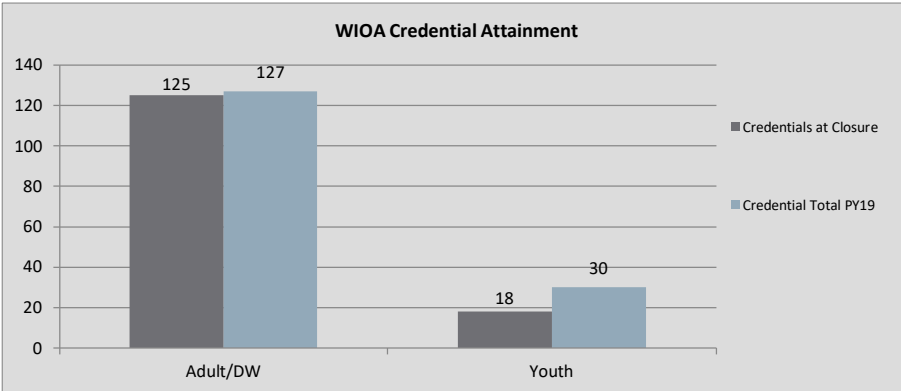
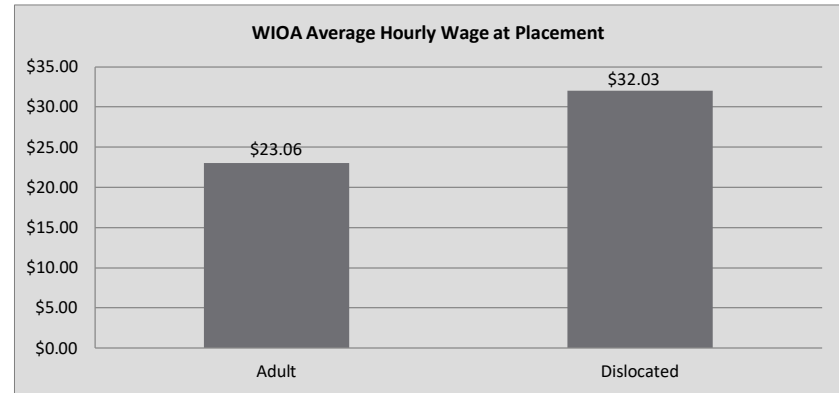
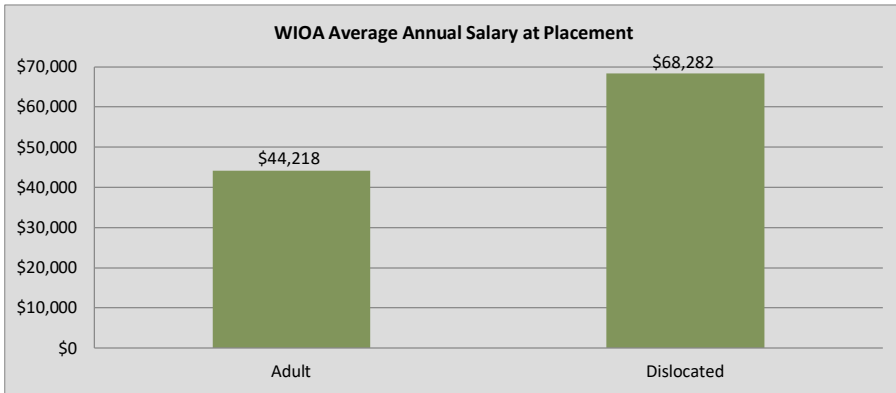
One-Stop Services*		At-A-Glance		All Employment & Training Programs	
		WIOA Services (Youth/Adult/DW)			
Center Visits	40,251	Total Participants	556	Total Enrolled	556
One-Stop Job Placements	66	WIOA Job Placements	174	Total Exited	198
Average Hourly Wage at Placement	\$23.04	Average Hourly Wage at Placement (Adult)	\$23.06	Total Job Placements	174
* Visit numbers are being brought current to include all virtual services being provided by center programs that would have utilized pre-COVID walk-in services during this PY if available. Note: Core placements are updated quarterly.		Average Hourly Wage at Placement (DW)	\$32.03	Total Participants with Disabilities	106
		Average Hourly Wage at Placement (Youth)	\$15.16	Total Veterans	9
		Credentials Received in PY22	157		
		Credentials Received at Closure	143		



*IWT not included, see Page 3 for Data

WIOA Breakdown - Adult, Dislocated Worker and Youth





BREAKDOWN REPORT ON ITAS AND OJTS
Monthly Report

ITAs / INDUSTRY	Obligated Funds	Additional Training Expenses	WIOA YOUTH		WIOA ADULT/DW		TOTAL
			Number	Percent	Number	Percent	
Accounting/Finance (AF)	\$3,623.00		0	0.00%	5	2.75%	5
Clerical /Administrative (CA)	\$10,483.00		0	0.00%	4	2.20%	4
Construction / Trade (CT)	\$9,511.00		5	14.29%	2	1.10%	7
Education (Ed)	\$0.00		0	0.00%	0	0.00%	0
Healthcare (He)	\$126,754.00		21	60.00%	27	14.84%	48
Hospitality Services (HS)	\$16,514.00		1	2.86%	3	1.65%	4
Literacy (LA)	\$7,935.00		2	5.72%	1	0.55%	3
Management/Business (MB)	\$11,723.00		0	0.00%	6	3.30%	6
Technology (Tech)	\$118,812.00		2	5.72%	52	28.57%	54
Transportation (TR)	\$325,389.00		4	11.44%	82	45.05%	86
Others	\$0.00		0	0.00%	0	0.00%	0
TOTAL	\$630,744.00	\$0.00	35	100%	182	100.0%	217

ITAs / INDUSTRY	Obligated Funds
Accounting/Finance (AF)	\$3,623.00
Clerical /Administrative (CA)	\$10,483.00
Construction / Trade (CT)	\$9,511.00
Education (Ed)	\$0.00
Healthcare (He)	\$126,754.00
Hospitality Services (HS)	\$16,514.00
Literacy (LA)	\$7,935.00
Management/Business (MB)	\$11,723.00
Technology (Tech)	\$118,812.00
Transportation (TR)	\$325,389.00
Others	\$0.00
TOTAL	\$630,744.00

OJT Obligated by Grants	OJT /WEX Amount
WIOA Adult	\$13,615
WIOA DW	\$3,360
Youth	\$27,071
TOTAL	\$44,046

Northern Virginia Workforce Area #11
SCSEP Monthly Report

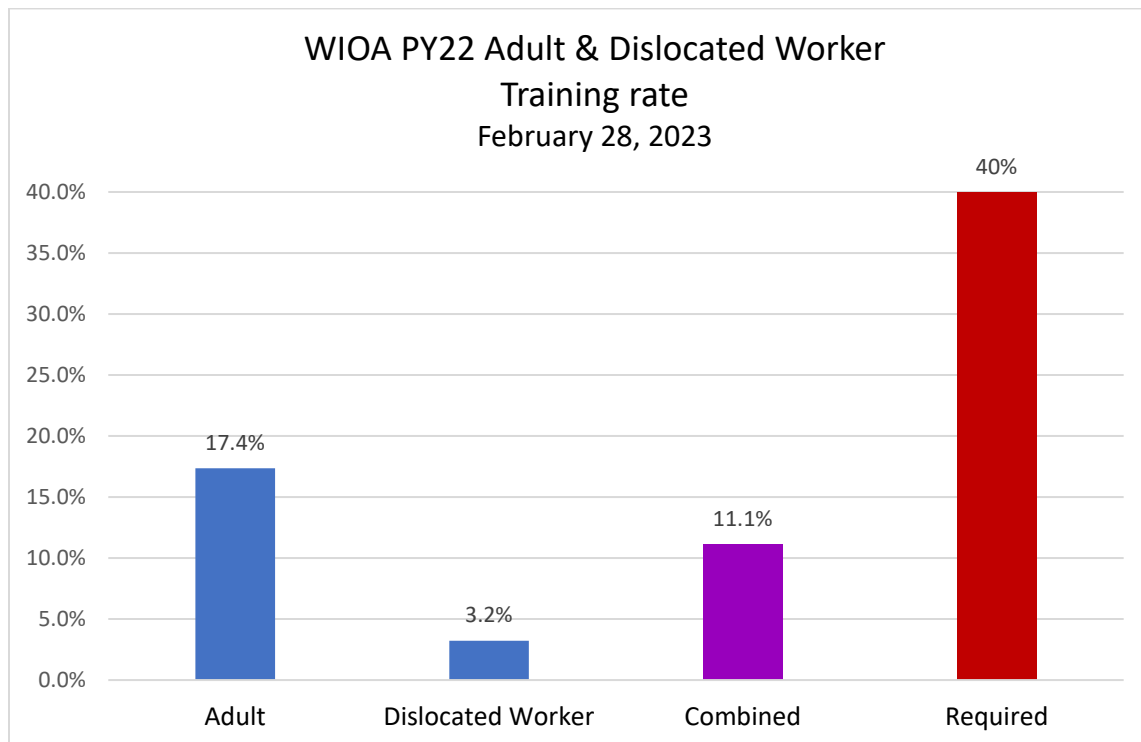
SCSEP Eligible Clients Identified	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-23	23-Jan	Feb-23	Mar-23	Apr-23	May-23	Jun-23
SCSEP Active Participants	114	115	114	113	117	115	115	112	113			
Transferred to NCOA Data Team	0	0	0	0	0	0	0	0	0			
Participants on LWOP	6	8	7	9	9	4	5	6	8			
New SCSEP Enrollments	1	5	6	3	9	7	3	0	9			
Average Age of Enrolled	66	66	65	65	66	66	66	66	66			
New SCSEP Pending Applications	9	5	4	6	5	7	5	4	5			
Exited from Program	6	2	6	4	7	9	3	5	5			
Exited with Placement	4	0	1	2	3	2	0	3	0			
Average Employed Monthly Wage	\$ 14.00	\$ -	\$ 17.00	\$ 12.00	\$ 16.00	\$ 17.85	\$ -	\$ 17.75	\$ -			
Active Host Site Agencies	25	25	26	27	27	27	28	30	29			
Host Site Agencies with Slots	3	3	1	2	4	3	2	6	4			
Number of Available Slots	3	4	4	2	8	5	3	9	8			
Participants Referred to Host Site	4	5	4	3	8	5	3	9	9			
New Host Site Agencies Contacted	15	13	6	5	3	2	3	2	3			
Referral from WIOA One Stop Centers	7	7	29	8	8	5	10	6	4			
Dual Enrolled with WIOA	1	1	1	1	0	0	0	1	1			

**THE SKILLSOURCE GROUP, INC.
FINANCE COMMITTEE MEETING
SUMMARY SHEET**

SUBJECT: Update on PY22 WIOA 40% Expenditure Rate

PY 2022 Training rate as of February 28, 2023:

Per VW: #14-17, Change 2& 3	Adult	Dislocated Worker	Combined
WIOA PY22– NOO (less 10% Administration)	1,704,787.20	1,340,520.30	3,045,307.50
Training expenditure	194,019	9,405	203,424
Portion of case managers’ compensation for provision of training services	101,955	33,798	135,753
Total Training	295,974	43,203	339,178
Training percentage	17.4%	3.2%	11.1%



The <i>SkillSource</i> Group, Inc. SUMMARY OF PENDING FUNDING AND DEVELOPMENT ACTIVITIES To the <i>SkillSource</i> Board of Directors April 14, 2023				
Project Name/Solicitation	Funding Request	SSG Funding	#s to Be Served	Proposal Status
APPROVED				
Employment Supports for Lifelong Achievement (ESLA) Proposal to Virginia Department of Social Services (March 2023 - June 2024)	\$203,998	\$203,998	30	Approved
	\$203,998	\$203,998	30	
NOT APPROVED				
	\$0	\$0	0	
PENDING				
2023 Fairfax County Department of Economic Initiatives - Work-Based Learning Project (May 2023 - October 2024)	\$2,800,000	\$900,000	125	In Scope of Work Development
2023 Prince William Financial Empowerment Center No-Cost Extension Request to United Way of the National Capital Area (January 2023 - June 2023)	\$0	\$0	600	Submitted
Work-Based Learning Grant to Virginia Community College System	\$150,000	\$150,000	TBD	To be Submitted on 4/21/2023
U.S. Department of Justice Second Chance Act Improving Reentry Education and Employment Outcomes	\$900,000	\$900,000	150	Submitted on 4/4/2023
	\$3,850,000	\$1,950,000	875	