



NORTHERN REGION

Board of Directors Meeting **Agenda and** **Meeting Materials**

Thursday June 5, 2025
8:30 a.m. – 10:00 a.m.

In-Person Option:
Intelligent Office Tysons Corner
1934 Old Gallows Road, Suite 350
Vienna, VA 22182

Zoom Option:
[https://zoom.us/j/97820426127?pwd=S6XLKDgcRWCfuVZyyEAzsYe5S69P
MN.1](https://zoom.us/j/97820426127?pwd=S6XLKDgcRWCfuVZyyEAzsYe5S69PMN.1)

Meeting ID: 978 2042 6127
Passcode: 905419

**VIRGINIA CAREER WORKS - NORTHERN
BOARD OF DIRECTORS
Quarterly Meeting**

**Thursday June 5, 2025
8:30 a.m. – 10:00 a.m.**

Roll Call

Chairman's Report

Approval of March 6, 2025 Quarterly Board Meeting Summary Notes

Board Committee Reports; The *SkillSource* Group, Inc. Report

Award of Inaugural Virginia Career Works – Northern Employer Impact Award to Enabled Intelligence

Necessary Board Actions Aligned with Approved 2025-2027 Strategic Priorities

Become a Thought Leader for Workforce Development

- Approval of FY 2025 WIOA Dislocated Worker Funding Transfer to WIOA Adult Funding
- Approval of Initial FY 2026 *SkillSource* Group Budget
- Approval of New WIOA Contract Awards for One-Stop Operator, Adult/Dislocated Worker Program Operator, and WIOA Youth Program Operator
- Review of FY 2026 President's Budget Proposal for Federal Labor Programs

Build Sustainable Partnerships with Employers in Target Industries

- Approval of 2025 Quarter 2 VCW Northern Employer Impact Award

Expand Talent Pipeline of Youth and Adults for Business

- Update on Outreach Efforts to Impacted Federal Workers and Contractors
- Update on Summer 2025 Summer Youth Employment Program

Focus on Quality Services through Data Collection and Continuous Improvement

- Northern Virginia One Stop Operator Update on Caseload and Service Strategy for FY 2025

Board Business Items

- Program Management Reports
- Executive Director Items

Adjourn

Virginia Career Works Northern Region
Thursday, March 6, 2025
Quarterly Board of Directors Meeting (Virtual)
Summary Notes

Members Present Virtually:

Shekera Alvarado
Swati Aneja
Michael Becketts
Anthony Cancelosi
Joseph Carter
Julie Coons
Stacey Dessecker
Karen Drenkard
George Harben

Debora Harvey
Debby Hopkins
Daniel McGuire
Susan Mitchell
William Mountjoy
Susan Orehowsky
Steven Partridge
Rachel Payne
Leanne Rerko

Christopher Rieley
Roopal Saran
Daisy Sauls
Cindy Shao
Zuzana Steen
William Trumbull
LeAnn White

Executive Director: David Hunn

Staff: Sabrina Miller, Seema Jain, Haimanot Andualem, Virginia Judd, Deborah Dubin, Angela Harris, Suzanne Boudreaux, Robert Mahon, Sheila Jones, Jannette Sequeira, Claudia Barrios, Ghezal Kohestani, Rebecca Bennett, Karla Quiroz, Maria Nogales, Lauren Parker, Anna Briceno, Ahsan Ijaz, and Joseph Riccardelli

Observers: Lisa Tatum, Trang Montgomery, Tatiana Nuth, Andrew Everett, Greg Vaughn, Lindsay Washington, Robin Baker, Sandra Zacarias, Annie Tamerjan, Dorteia Brown, Rae Nguyen, Kimberly Carr, Daniel Mekibib

The meeting commenced at **8:29 a.m.**

Board Member Roll Call: Sabrina Miller conducted roll call, and a quorum was met.

Approval of December 5, 2024 Summary Notes: A motion was made by George Harben to approve the Board Summary notes from December 5, 2024 and was seconded by Karen Drenkard. The Summary notes were approved unanimously by the full Board of Directors, with no abstentions.

Chairman's Report:

Mr. William Trumbull, the Chairman of the Virginia Career Works - Northern Region Board of Directors, welcomed the Board to the meeting. Chairman Trumbull highlighted that this is the first virtual meeting in 2025.

Mr. Trumbull addressed the recent wave of massive and unauthorized federal employee and contractor layoffs in Washington, D.C., calling it one of the largest employer disruptions ever experienced in the region. Chairman Trumbull noted that VCW Northern staff are actively

coordinating with State Virginia Works officials and the Governor’s Office to monitor the resulting increase in dislocated workers seeking assistance at American Job Centers. As of the meeting date, no new Rapid Response funding had been announced to support the increased demand.

Mr. Trumbull encouraged Board Members to share any observations on the layoffs and emphasized that the dislocation crisis would likely shape the Board's work for years to come. Chairman Trumbull also expressed concern about the pending March 14 Congressional vote on a Continuing Resolution, which will directly impact WIOA funding. He noted that Virginia is already facing a funding decrease due to its previously strong economy, and further reductions may be proposed in the President’s FY 2026 Budget.

The Chairman informed the Board that media interest in the workforce impact has grown, with coverage by local news outlets and inquiries from The New York Times. He previewed agenda items including a review of the 2025–2027 WIOA Operational Plan (currently posted for public comment), the status of Center Certification applications for the region’s five American Job Centers, and a staff presentation on the new Quarterly Employer Recognition Award. He thanked Board Member Dan McGuire for initiating the recognition award and noted that the first honoree is a Northern Virginia IT employer.

Lastly, Mr. Trumbull concluded by highlighting early performance metrics, reporting that VCW Northern had served over 25,847 customers through January 2025, with projections indicating more than 51,000 jobseekers could be served by June—figures expected to rise further due to the recent layoffs. The meeting proceeded with the printed agenda after an invitation for questions and comments from Board members.

Mr. Trumbull then asked for Committee Report Updates, as follows:

The SkillSource Group, Inc. (SSG) Board of Directors: George Harben reported for the SSG Board of Directors. Since the Virginia Career Works Northern Board meeting in December 2024, the SSG Board of Directors met and acted on the following items:

- Approved full-year FY 2025 funding for the Northern Virginia Senior Community Service Employment Program, from the National Council on Aging.
- Approved the public release of the *SkillSource* Group FY 2024 Return on Investment Report, conducted by Chmura Economics and Analytics. This Report highlighted that for every \$1 of public funds allocated to *SkillSource* Group, over \$3 of regional economic activity resulted from our workforce programs. This Report is available on the vcwnorthern.com website.
- Approved the public release of the *SkillSource* Group 2024 IRS Form 990, reflecting last year’s financial activities. This Form 990 document is available on the vcwnorthern.com website.
- The *SkillSource* Group, Inc. and the Virginia Career Works Northern Region ended the PY WIOA Adult and Dislocated Worker grant activity by exceeding the State’s WIOA 40% Training Expenditure requirement. Our region reached 42%.

- Finally, at the February 2025 Board Meeting, we discussed the impact of the mid-February Federal funding freeze impact on our financial condition, noting the challenge to realize timely reimbursements from the State and Federal Government, should this funding freeze ever be undertaken again.

Youth Committee: Leanne Rerko reported for the Youth Committee.

- The Youth Committee last met on December 19, 2024.
- As of November 30, 2024, the Northern Virginia WIOA Youth Program was at 233 enrollments, with 8 In-School Youth enrollment. Over 80% youth are Basic Skills Deficient and nearly 60% have a disability. Northern Virginia is the second largest WIOA Youth Program in the State.
- The Committee was apprised of the data from the State WIOA performance report for the first quarter of PY 2024 – the program is meeting 4 of the 5 performance measures. The WIOA Youth Program is slightly behind on the Measurable Skills Gain performance measure but is expected to meet this measure by the end of the program year.
- Lastly, the Committee reviewed the PY 2023 obligations and expenditures – as of October 2024, the program has spent approximately \$1.2 million of the \$1.4 million in funds available and will utilize all funding by June 30, 2025. The Program is just starting to utilize some PY 2024 funding, that will expire on June 30, 2026

Quality Assurance: Robert Bartolotta reported for the Quality Assurance Committee.

- The Quality Assurance Committee last met on December 18, 2024.
- The Committee reviewed two (2) new Eligible Training Providers and their programs, and approved expanded course offerings for one (1) current Eligible Training Provider.
- The Committee also approved a curriculum change for one (1) ETP.
- As of November 30, 2024, 121 training vouchers had been issued and \$333,571 had been obligated in WIOA training funds.
- Staff apprised the Committee of a letter VCWN set to an Eligible Training Provider with a concern regarding the high cost of one of their courses. Staff also updated the Committee on the status of an appeal made to the State by an Eligible Training Provider removed by VCWN from the ETP State listing.

George Harben motioned for a resolution to support the Virginia Career Works – Northern Decision to remove the Eligible Training Provider from the Eligible Training Provider List; the motion was seconded by Joseph Carter. The motion was passed unanimously, with no abstentions.

Necessary Board Actions Aligned with Approved 2025-2027 Strategic Priorities

Become a Thought Leader for Workforce Development

Review of Impact of Federal Worker and Contractor Layoffs

David Hunn shared a letter sent to Congressman Gerald Connolly by Chairman William Trumbull, with the support of the Virginia Career Works Northern Board of Directors Members sharing concerns of the impact of the Federal funding freeze. The Federal OMB freeze on grant funding through February 10, 2025 places our ability to retain staff and deliver services to jobseekers at great risk. This funding freeze is simply unsustainable beyond several days and will require difficult decisions to cut back or eliminate staff and programs very soon. The OMB-required funding freeze dramatically impacts our ability to serve Northern Virginia jobseekers and employers. The letter urged Congressman Connolly to share these eventual program impacts with his Congressional colleagues and Congressional Leadership as soon as possible.

Mr. Hunn then shared Virginia Career Works Northern website and the efforts put forth to support Federal dislocated workers.

Overview of 2025 – 2027 Northern Virginia WIOA Local Plan

Under the federal Workforce Innovation and Opportunity Act (WIOA), each Local Workforce Development Board must submit a comprehensive four-year local plan to the Governor. This plan must align with the State’s vision and the Virginia Combined State Plan, focusing on strategic alignment rather than just regulatory compliance.

Seema Jain discussed how Virginia Career Works – Northern Region used its recent strategic plan to shape the 2025–2027 Local Plan. This resulted in a detailed operational roadmap to guide the effective use of workforce development resources in alignment with the Board’s goals.

Ms. Jain shared where the local Plan can be reviewed and is open to public comments until March 13, 2025. It has also been published in the Washington Post over several weeks. The plan will be submitted to the State Virginia Works office on March 14, 2025.

Build Sustainable Partnerships with Employers in Target Industries

Approval of 2025 Quarter 1 VCW Northern Employer Recognition Award

Robert Mahon discussed the selection of Enabled Intelligence, Inc. as the recipient of the inaugural Virginia Career Works (VCW) Northern Region Employer Recognition Award. This quarterly award was created to highlight employers who demonstrate outstanding commitment to workforce development and inclusion. Enabled Intelligence was recognized for its innovative approach to hiring and training neurodiverse individuals and people with disabilities, setting a regional example for inclusive talent strategies.

Enabled Intelligence, based in Falls Church, VA, provides secure and accurate data labeling services to support artificial intelligence development across a range of sectors, including national security, public health, transportation, and economic development. Robert noted that the company's inclusive hiring model and strategic workforce partnerships contributed significantly to its recognition. CEO Peter Kant's participation in the Fairfax County Department of Economic Initiative's Council for Economic Opportunity, in collaboration with Director Rebecca Moudry, led to a connection with Virginia Career Works Northern Region. This relationship expanded into a formal partnership involving WIOA funding and coordination with the Fairfax County Department of Family Services. The company also partnered with organizations such as Melwood and the Virginia Department for Aging and Rehabilitative Services (DARS) to recruit and train candidates.

Their workforce model includes a multi-phase approach: candidate identification through community partners, a week-long Geospatial Data Labeling Bootcamp, and a 5-week paid internship. As their hiring needs evolved, Enabled Intelligence transitioned the bootcamp in-house while continuing to collaborate with regional partners. Since engaging with Talent Up Fairfax, the company will have hosted eight interns by March 10, 2025. Of the four who have completed internships, three transitioned into full-time roles. The most recent cohort includes seven contingent hires—one from Talent Up, three from DARS, two from WIOA, and one co-enrolled in both WIOA and Talent Up.

David Hunn and Robert Mahon emphasized that Enabled Intelligence serves as a model for employer-driven workforce development. Their ability to align funding streams, training programs, and inclusive hiring practices demonstrates how public-private partnerships can generate real, scalable workforce impact in Northern Virginia.

A motion to approve Enabled Intelligence for the 2025 Quarter 1 VCW Northern Employer Recognition Award, was made by Daniel McGuire and seconded by Susan Mitchell. The full board approved, with no abstentions.

Expand Talent Pipeline of Youth and Adults for Business

Update on Fairfax County Talent Up Initiative

Robert Mahon presented an update on the Talent Up Fairfax program, which continues to provide fully funded, work-based learning internships to support Fairfax County employers and jobseekers impacted by COVID-19. Over 300 employers have been engaged, and more than 1,000 jobseekers have applied, with 150+ paid internships available through Spring 2025. Talent Up has successfully placed candidates across high-demand fields including IT, healthcare, business, and marketing, with several internships converting to permanent positions.

Focus on Quality Services through Data Collection and Continuous Improvement

Assessment of 2025 – 2027 VCWN American Job Center Certifications

Seema Jain reported that all five Northern Virginia AJCs submitted certification applications, which were reviewed by the Virginia Career Works Northern Center Certification Team (CCT) through both in-person and virtual meetings. The CCT—comprised of Robert Bartolotta, George Harben, Daisy Saulls, Zuzana Steen, David Hunn, Seema Jain, and Sabrina Miller—recommended all five centers for certification. The applications have been forwarded to Fairfax County Board of Supervisors Chairman Jeffrey McKay for review and signature, before final submission to the Virginia State Workforce Development Board for approval.

Northern Virginia One Stop Operator Update on Caseload and Service Strategy for FY 2025

Sandra Zacarias from the Fairfax County Department of Family Services, the One-Stop Operator for the Virginia Career Works Northern Region, gave a presentation reporting on the Training caseloads for FY 2025 during the period of July 2024 through January 2025.

Board Business Items

Executive Director Items

David Hunn provided updates on several key developments in Workforce Area #11, including training and OJT commitments and Talent Up Fairfax Success story videos. Additionally, Mr. Hunn also updated the board on the submission of The *SkillSource* Group's annual IRS Form 990 submission which was completed in February 2025.

Adjournment

With all Board activities completed, Chairman William Trumbull sought a motion to adjourn the meeting. The motion was made and seconded.

The meeting adjourned at 10:05 a.m.

**VIRGINIA CAREER WORKS - NORTHERN
BOARD OF DIRECTORS MEETING
SUMMARY SHEET**

SUBJECT: Approval of FY 2025 WIOA Dislocated Worker Funding Transfer to WIOA Adult Funding

Funds are allowed to be transferred between the WIOA Adult and WIOA Dislocated Worker Programs. The FY25 Budget incorporates a transfer of up to \$650,000 from WIOA Dislocated Worker to WIOA Adult, based on caseloads.

As *SkillSource* anticipates increases to the WIOA Dislocated Worker program due to the impacts on federal workers and contractors, *SkillSource* will factor that in when making the transfer request to the State.

The *SkillSource* Group Finance Committee approved this transfer at its meeting on May 30, 2025.

ACTION REQUESTED:

The Virginia Career Works – Northern Board of Directors approves the transfer of up to \$650,000 from WIOA Dislocated Worker to WIOA Adult, based on caseloads.

STAFF: David Hunn
Seema Jain
Ahsan Ijaz
703-827-3782



The SkillSource Group, Inc.
FY25 Proposed Budget - MOD 1

	FY25 Budget MOD 1	FY25 Budget Final	Change from Prior Version	% Change from Prior Version	Notes
Revenue					
Government Contracts	\$ 11,131,512	\$ 10,520,583	\$ 610,929	6%	Addition of the Arlington WIOA and TANF grants
Restricted Revenue	195,589	-	195,589		Moving the UC FEC grant to Restricted Revenue and updating the amount
Unrestricted Revenue	495,000	594,000	(99,000)	-17%	Moved the rent covered by grants to the government contracts line
Rental Income	537,428	624,861	(87,433)	-14%	
Other Income	2,000	2,000	-	0%	
Total Revenue	12,361,530	11,741,445	620,085	5%	
Personnel Costs					
Salaries	1,860,225	1,720,225	140,000	8%	Addition of 2 FTEs for the Arlington WIOA grant
Fringe	613,874	567,674	46,200	8%	33% fringe benefits for the 2 FTEs added
Total Personnel Costs	2,474,099	2,287,899	186,200	8%	
Operating Costs					
70451 · Annual Report Production	6,000	6,000	-	0%	
50930 · Audit Services	38,000	38,000	-	0%	
50919 · Communication	50,916	50,916	-	0%	
51651 · Contracted Maintenance	33,673	33,673	-	0%	
50920 · Dues & Memberships	4,535	4,535	-	0%	
51763 · Equipment & Maint Costs	12,000	12,000	-	0%	
51770 · IT support	100,800	100,800	-	0%	
50210 · Financial Mgmt Services	120,000	120,000	-	0%	
50900 · HR & PR Processing	76,000	76,000	-	0%	
71651 · Insurance	29,673	29,673	-	0%	
50858 · Meetings & Conferences	5,000	5,000	-	0%	
50879 · Professional Development	8,350	8,350	-	0%	
50200 · Professional Services - Other	152,135	147,820	4,315	3%	Increase in UC FEC passthrough
50878 · Rent	309,993	309,993	-	0%	
50883 · Rent - CAM and Taxes	12,000	12,000	-	0%	
51111 · Security Services	170,000	170,000	-	0%	
50863 · Supplies & Office Expense	154,734	136,725	18,008	13%	Increase in software, database, and supplies related to the 2 new grants.
50940 · Travel - SSG Staff	8,281	5,750	2,531	44%	Increase in travel related to the 2 new grants.
52955 · Utilities	14,250	14,250	-	0%	
Total Operating Costs	1,306,340	1,281,485	24,854	2%	
Program Costs					
50350 · Outreach - SSG	117,573	100,973	16,600	16%	Increase in outreach spend related to the 2 new grants.
50160 · Customer Wages	2,660,143	2,660,143	-	0%	
60100 · Customer Payroll Taxes	90,199	90,199	-	0%	
50952 · Training	308,715	135,915	172,800	127%	Training dollars and participant support costs, provided by the new grants.
58783 · One-Stop Center Set Aside	764,478	764,478	-	0%	
58799 · Unobligated Funds	480,353	337,742	142,611	42%	Other programmatic spend funded by the 2 new grants.
Total Program Costs	4,421,462	4,089,451	332,011	8%	
Contractual Services					
50150 · Contract Personnel	3,038,009	3,038,009	-	0%	
50400 · Contract Operations	126,345	126,345	-	0%	
50600 · Contract Training & Other	885,000	885,000	-	0%	
Total Contractual Services Costs	4,049,354	4,049,354	-	0%	
Indirect Costs	-	-	-	0%	
Total Expenditures	12,251,254	11,708,189	543,065	5%	
Net	\$ 110,276	\$ 33,255	\$ 77,021		

	US DOL - DWDA					US DOL - Other		US HHS		Other Government		Other Programs		Centers		Indirect		SSG							
	WIOAAdmin	WIOAAdult	WIOADW	WIOAYouthOut	NoVAWBL	SCSEP	ICF	ArlingtonWIOA	TANF6	TANF7	Go VA	Go VAAdmin	PW Elevate	Talent Up	Manassas CARES	LW FEC	EYE	DARS SEAL	Ticket to Work	PW Center	Cherokee Center	Indirect - Other	Indirect - Admin	Unrestricted	Total FY25
Revenue																									
Government Revenue	543,140.50	2,968,423.90	851,520.50	2,024,320.10	28,162.15	1,407,631.00	94,763.95	313,747.00	217,165.08	327,585.49	258,365.87	26,945.03	233,956.57	1,815,000.00	20,785.30	195,589.00	-	-	-	-	-	-	-	-	11,131,512.44
Restricted Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	195,589.00	-	-	-	-	-	-	-	195,589.00
Unrestricted Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	120,000.00	225,000.00	150,000.00	-	-	-	-	-	495,000.00
Rental Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	244,522.49	292,905.97	-	-	-	537,428.46
Other Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,000.00
Total Revenue	543,140.50	2,968,423.90	851,520.50	2,024,320.10	28,162.15	1,407,631.00	94,763.95	313,747.00	217,165.08	327,585.49	258,365.87	26,945.03	233,956.57	1,815,000.00	20,785.30	195,589.00	120,000.00	225,000.00	150,000.00	244,522.49	292,905.97	-	-	2,000.00	12,361,529.90
Personnel Costs																									
Salaries	153,913.11	220,276.88	143,459.77	166,330.09	18,982.08	31,183.48	42,042.01	151,179.42	121,680.87	122,176.61	148,690.52	11,180.00	11,179.42	167,429.52	2,341.04	26,121.59	-	-	100,833.46	40,755.77	53,556.51	73,671.73	34,234.80	19,006.00	1,860,224.66
Fringe	50,791.33	72,691.37	47,341.72	54,888.93	6,264.09	10,290.55	13,873.86	49,889.21	40,154.69	40,318.28	49,067.87	3,689.40	3,689.21	55,251.74	772.54	8,620.13	-	-	33,275.04	13,449.40	17,673.85	24,311.67	11,297.49	6,271.98	613,874.14
Total Personnel Costs	204,704.43	292,968.25	190,801.49	221,219.02	25,246.17	41,474.03	55,915.87	201,068.63	161,835.55	162,494.89	197,758.39	14,869.40	14,868.63	222,681.26	3,113.58	34,741.72	-	-	134,108.50	54,205.17	71,230.15	97,983.41	45,532.29	25,277.98	2,474,098.80
Operating Costs																									
70451- Annual Report Production	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,000.00	6,000.00
50930- Audit Services	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	38,000.00	38,000.00
50919- Communication	-	-	-	-	-	1,450.00	-	1,500.00	1,440.00	1,440.00	-	-	-	-	-	-	-	-	-	9,466.00	12,000.00	3,000.00	20,620.00	-	50,916.00
51651- Contracted Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,000.00	-	-	31,673.00	-	-	-	-	33,673.00
50920- Dues & Memberships	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	535.00	-	-	-	4,000.00	4,535.00
51763- Equipment & Maint Costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10,000.00	2,000.00	-	-	12,000.00
51770- IT support	49,890.00	-	-	-	-	-	-	-	-	-	1,200.00	-	-	-	-	-	-	-	-	-	-	-	-	-	100,800.00
50210- Financial Mgmt Services	60,000.00	-	-	-	-	12,000.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	120,000.00
50900- HR & PR Processing	-	-	-	-	-	32,000.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	76,000.00
71651- Insurance	-	-	-	-	-	-	-	-	-	-	5,673.00	-	-	-	-	-	-	-	-	-	-	-	-	-	29,673.00
50858- Meetings & Conferences	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,000.00
50879- Professional Development	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	24,000.00
50200- Professional Services - Other	-	33,000.00	-	-	-	-	-	-	1,000.00	3,500.00	350.00	-	-	-	-	-	94,315.00	-	-	2,500.00	-	-	-	3,500.00	8,350.00
50878- Rent	-	-	-	-	-	1,200.00	-	-	-	15,000.00	-	9,000.00	-	-	-	-	6,000.00	23,581.00	-	105,164.00	156,048.00	-	3,000.00	-	309,993.00
50883- Rent - CAM and Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12,000.00	-	-	-	12,000.00
51111- Security Services	-	56,666.67	56,666.67	56,666.67	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	170,000.00
50863- Supplies & Office Expense	-	-	65,000.00	-	355.79	3,684.52	10,050.00	1,000.00	6,008.25	11,000.00	8,826.68	626.08	-	17,682.38	-	-	-	-	4,500.00	5,000.00	10,000.00	2,000.00	-	-	154,733.69
50940- Travel - SSG Staff	-	-	-	-	-	-	-	531.00	2,000.00	2,000.00	3,750.00	-	-	-	-	-	-	-	-	-	-	-	-	-	8,281.00
52955- Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	14,250.00
Total Operating Costs	109,800.00	89,666.67	121,666.67	56,666.67	355.79	50,334.52	10,050.00	3,031.00	10,448.25	32,940.00	33,119.68	9,626.08	-	43,682.38	-	119,896.00	-	-	-	168,088.00	195,048.00	15,000.00	227,920.00	-	1,306,339.69
Program Costs																									
50350- Outreach- SSG	-	-	70,000.00	-	-	-	-	5,000.00	1,000.00	5,000.00	4,000.00	-	4,500.00	20,000.00	1,473.00	6,600.00	-	-	-	-	-	-	-	-	117,573.00
50160- Customer Wages	-	-	-	-	-	1,045,143.00	-	-	-	-	-	-	-	1,500,000.00	-	-	50,000.00	65,000.00	-	-	-	-	-	-	2,660,143.00
60100- Customer Payroll Taxes	-	-	-	-	-	80,999.00	-	-	-	-	-	-	-	-	-	-	4,000.00	5,200.00	-	-	-	-	-	-	90,199.00
50952- Training	-	22,000.00	22,000.00	22,000.00	-	24,463.27	-	77,000.00	25,800.00	72,000.00	-	-	9,143.06	-	14,309.15	20,000.00	-	-	-	-	-	-	-	-	308,715.48
58783- One-Stop Center Set Aside	76,447.82	330,247.76	130,840.24	226,942.38	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	764,478.20
58790- Unobligated Funds	120,737.80	28,696.12	15,575.71	278,914.06	-	-	11,183.17	-	-	25,246.17	-	-	-	-	-	-	-	-	-	-	-	-	-	-	480,353.03
Total Program Costs	197,185.62	380,943.88	238,415.95	527,856.44	-	1,150,605.27	11,183.17	82,000.00	26,800.00	102,246.17	4,000.00	-	13,643.06	1,520,000.00	15,782.15	26,600.00	54,000.00	70,200.00	-	-	-	-	-	-	4,421,461.71
Contractual Services																									
50150- Contract Personnel	-	1,341,512.00	178,632.00	1,120,698.00	-	151,090.00	-	-	-	-	-	-	131,148.57	-	-	-	51,255.00	63,673.00	-	-	-	-	-	-	3,038,008.57
50400- Contract Operations	-	15,000.00	15,000.00	25,000.00	-	-	-	-	-	-	-	-	68,945.14	-	-	-	1,200.00	1,200.00	-	-	-	-	-	-	126,345.14
50600- Contract Training & Other	-	805,000.00	65,000.00	15,000.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	885,000.00
Total Contractual Services Costs	-	2,161,512.00	258,632.00	1,160,698.00	-	151,090.00	-	-	-	-	-	-	200,093.71	-	-	-	52,455.00	64,873.00	-	-	-	-	-	-	4,049,353.71
Indirect Costs	31,450.44	43,333.10	42,004.39	57,879.97	2,560.20	14,127.18	8,614.90	27,647.37	18,081.28	29,904.44	23,487.81	2,449.55	5,351.17	28,636.36	1,889.57	14,351.28	5,400.00	7,020.00	13,410.85	22,229.32	26,627.82	(110,254.09)	(316,202.92)	-	-
Total Expenditures	543,140.50	2,968,423.90	851,520.50	2,024,320.10	28,162.15	1,407,631.00	94,763.95	313,747.00	217,165.08	327,585.49	258,365.87	26,945.03	233,956.57	1,815,000.00	20,785.30	195,589.00	111,855.00	142,093.00	147,519.35	244,522.49	292,905.97	2,729.32	(42,750.63)	25,277.98	12,251,253.92
Net	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8,145.00	82,907.00	2,480.65	-	-	(2,729.32)	42,750.63	(23,277.98)	110,275.98

**VIRGINIA CAREER WORKS - NORTHERN
BOARD OF DIRECTORS
SUMMARY SHEET**

SUBJECT: Review and Approval of the FY 2026 Budget – Third Draft

The third draft of the FY 2026 Budget estimates total revenues at \$9,886,157 and expenses at \$9,848,214 showing a surplus of \$37,943 for the year. This is the third of multiple upcoming drafts to be presented in upcoming finance committee meetings as the *SkillSource Group* (SSG) competes in several grant renewals and new grant proposals.

Revenue Updates

- The State has not yet provided guidance on Program Year (PY) 2025 WIOA allocations so SSG is assuming a 10% reduction across the three (3) WIOA programs. We have also incorporated estimates of unspent carryover of PY 2024 WIOA funds into FY 2026.
- FY 2026 also includes the remaining portion of the Talent Up Fairfax grants. Several of SSG's grants are in the process of renewal and are assumed to be renewed at the same level as FY25. These renewals include:
 - o SCSEP \$1,408,546
 - o TANF \$598,875
- SSG is anticipating a contract award for a Manufactured Mobile Home Repair Program. If awarded, this will secure an additional \$479,376 in revenue with equivalent expenses.
- SSG has also factored in additional revenues from interest earned from cash investments with the transition of the SSG bank to Old Dominion National Bank.

Expenditure Updates

- The personnel budget assumes a lower level of staffing support as the Talent Up program ends in Q1 FY26.
- Personnel costs assume a 2% COLA increase for the remaining staff.
- Operating costs are reduced by 5% constrained by the drop in WIOA funding.
- Program costs, especially the customer wages, drop because of the Talent Up grant ending in Q1 FY26.
- Contractual costs are proportionately dropped by 10% to account for the drop in WIOA funding and a shift from DFS to SSG for the program delivery for the SCSEP grant.

ACTION REQUESTED:

The Virginia Career Works - Northern Board of Directors approve the initial assumptions for the FY26 Interim *SkillSource* Budget.

STAFF: David Hunn
Seema Jain
Ahsan Ijaz
703-827-3782



The SkillSource Group, Inc.
FY26 Proposed Budget - Draft 3

	FY26 Budget Draft 3	FY25 Budget MOD 1	Change from Prior Year	% Change from Prior Year	Notes
Revenue					
Government Contracts	\$ 8,483,010	\$ 11,131,512	\$ (2,648,503)	-24%	Drop in revenue is from grants expiring either in FY25 or early in FY26 (Elevate, Talent UP), and a drop in WIOA Revenue
Restricted Revenue	181,445	195,589	(14,144)		
Unrestricted Revenue	535,400	495,000	40,400	8%	Projecting slightly higher revenue for the EYE Program
Rental Income	666,302	537,428	128,873	24%	
Other Income	20,000	2,000	18,000	900%	
Total Revenue	9,886,157	12,361,530	(2,475,373)	-20%	
Personnel Costs					
Salaries	1,880,555	1,860,225	20,330	1%	
Fringe	620,583	613,874	6,709	1%	
Total Personnel Costs	2,501,138	2,474,099	27,039	1%	
Operating Costs					
70451 - Annual Report Production	6,000	6,000	-	0%	
50930 - Audit Services	38,000	38,000	-	0%	
50919 - Communication	55,860	50,916	4,944	10%	
51651 - Contracted Maintenance	33,673	33,673	-	0%	
50920 - Dues & Memberships	4,535	4,535	-	0%	
51763 - Equipment & Maint Costs	12,000	12,000	-	0%	
51770 - IT support	100,800	100,800	-	0%	
50210 - Financial Mgmt Services	120,000	120,000	-	0%	
50900 - HR & PR Processing	60,555	76,000	(15,445)	-20%	Lower Payroll Processing as Talent Up ends in Q1
71651 - Insurance	29,673	29,673	-	0%	
50858 - Meetings & Conferences	5,000	5,000	-	0%	
50879 - Professional Development	6,850	8,350	(1,500)	-18%	
50200 - Professional Services - Other	161,635	152,135	9,500	6%	
50878 - Rent	316,629	309,993	6,636	2%	
50883 - Rent - CAM and Taxes	12,000	12,000	-	0%	
51111 - Security Services	170,000	170,000	-	0%	
50863 - Supplies & Office Expense	81,814	154,734	(72,920)	-47%	Decreased due to WIOA revenue reduction
50940 - Travel - SSG Staff	8,431	8,281	150	2%	
52955 - Utilities	17,000	14,250	2,750	19%	
Total Operating Costs	1,240,455	1,306,340	(65,885)	-5%	
Program Costs					
50350 - Outreach - SSG	60,823	117,573	(56,750)	-48%	Removed costs associated with PW Elevate and Talent Up
50160 - Customer Wages	1,387,993	2,660,143	(1,272,150)	-48%	Large decrease due to Talent Up ending in Q1
60100 - Customer Payroll Taxes	90,199	90,199	-	0%	
50952 - Training	354,388	308,715	45,672	15%	
58783 - One-Stop Center Set Aside	688,030	764,478	(76,448)	-10%	Decreased due to WIOA revenue reduction
58799 - Unobligated Funds	129,109	480,353	(351,244)	-73%	Decreased due to WIOA revenue reduction
Total Program Costs	2,710,542	4,421,462	(1,710,920)	-39%	
Contractual Services					
50150 - Contract Personnel	2,655,006	3,038,009	(383,002)	-13%	Decreased due to WIOA revenue reduction and end of Elevate grant. The contract operations increase is for the Mobile Home Repair grant, but is still a drop for DFS.
50400 - Contract Operations	363,573	126,345	237,228	188%	
50600 - Contract Training & Other	377,500	885,000	(507,500)	-57%	
Total Contractual Services Costs	3,396,079	4,049,354	(653,275)	-16%	
Indirect Costs	-	-	-	0%	
Total Expenditures	9,848,214	12,251,254	(2,403,040)	-20%	
Net	\$ 37,943	\$ 110,276	\$ (72,333)		

	US DOL - DWDA				US DOL - Other			USHHS		Other Government		Manassas CARES	Mobile Home Repair	UW FEC	Other Programs		Ticket to Work	Centers		Indirect Indirect	SSG Unrestricted	Total FY25	
	WIOA Admin	WIOA Adult	WIOA DW	WIOA Youth Out	SCSEP	ICF	Arlington WIOA	TANF6	TANF7	Go VA	Go VA Admin				Talent Up	EYE		DARS SEAL					
Revenue																							
Government Revenue	344,015.19	2,247,635.07	728,404.80	1,595,860.98	1,408,546.35	103,682.07	313,747.00	325,813.40	327,584.47	258,365.87	26,945.03	313,242.00	9,791.44	479,376.00	-	-	-	-	-	-	-	8,483,009.68	
Restricted Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	181,445.33	-	-	-	-	-	-	181,445.33	
Unrestricted Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	135,400.00	225,000.00	175,000.00	-	-	-	535,400.00	
Rental Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	344,310.46	321,991.13	-	666,301.59	
Other Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	20,000.00	20,000.00	
Total Revenue	344,015.19	2,247,635.07	728,404.80	1,595,860.98	1,408,546.35	103,682.07	313,747.00	325,813.40	327,584.47	258,365.87	26,945.03	313,242.00	9,791.44	-	181,445.33	135,400.00	225,000.00	175,000.00	344,310.46	321,991.13	-	9,466,780.60	
Personnel Costs																							
Salaries	129,636.46	144,376.96	123,666.40	143,981.76	83,429.84	50,456.64	153,181.60	165,152.00	166,608.00	139,600.00	9,300.00	32,604.00	3,100.24	82,888.00	15,183.58	-	-	100,838.40	90,628.20	73,437.00	172,485.91	-	1,880,555.00
Fringe	42,780.03	47,644.40	40,809.91	47,513.98	27,531.85	16,650.69	50,549.93	54,500.16	54,980.64	46,068.00	3,069.00	10,759.32	1,023.08	27,353.04	5,010.58	-	-	33,276.67	29,907.31	24,234.21	56,920.35	-	620,583.15
Total Personnel Costs	172,416.49	192,021.36	164,476.31	191,495.74	110,961.69	67,107.33	203,731.53	219,652.16	221,588.64	185,668.00	12,369.00	43,363.32	4,123.32	110,241.04	20,194.17	-	-	134,115.07	120,535.51	97,671.21	229,406.27	-	2,501,138.14
Operating Costs																							
70451 - Annual Report Production	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,000.00	-	6,000.00
50930 - Audit Services	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	38,000.00	-	38,000.00
50919 - Communication	-	-	-	-	1,450.00	-	1,500.00	3,500.00	2,750.00	-	-	1,574.38	-	-	-	-	-	-	9,466.00	12,000.00	23,620.00	-	55,860.38
51651 - Contracted Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,000.00	-	-	-	31,673.00	-	-	-	33,673.00
50920 - Dues & Memberships	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	535.00	-	4,000.00	-	4,535.00
51763 - Equipment & Maint Costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10,000.00	2,000.00	-	12,000.00
51770 - IT support	49,800.00	-	-	-	-	-	-	-	-	1,200.00	-	-	-	-	-	-	-	-	-	49,800.00	-	-	100,800.00
50210 - Financial Mgmt Services	18,000.00	-	-	-	12,000.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	90,000.00	-	120,000.00
50900 - HR & PR Processing	-	-	-	-	32,000.00	-	-	-	-	-	-	4,554.52	-	-	-	-	-	-	-	-	24,000.00	-	60,554.52
71651 - Insurance	-	-	-	-	-	-	-	-	-	5,673.00	-	-	-	-	-	-	-	-	-	-	24,000.00	-	29,673.00
50858 - Meetings & Conferences	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,000.00	-	5,000.00
50879 - Professional Development	-	-	-	-	-	-	-	-	1,500.00	1,500.00	350.00	-	-	-	-	-	-	-	-	-	3,500.00	-	6,850.00
50200 - Professional Services - Other	-	42,500.00	-	-	-	-	-	-	-	13,320.00	9,000.00	-	-	-	94,315.00	-	-	-	2,500.00	-	-	-	161,635.00
50878 - Rent	-	-	-	-	1,200.00	-	-	-	-	-	-	-	-	-	23,581.00	-	-	-	126,800.00	156,048.00	9,000.00	-	316,629.00
50883 - Rent - CAM and Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12,000.00	-	-	-	12,000.00
51111 - Security Services	-	56,666.67	56,666.67	56,666.67	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	170,000.00
50863 - Supplies & Office Expense	-	-	-	4,401.79	3,684.52	25,806.95	1,000.00	8,925.00	11,000.00	4,866.78	328.69	-	-	300.00	-	-	-	4,500.00	5,000.00	12,000.00	-	-	81,813.73
50940 - Travel - SSG Staff	-	-	-	-	-	-	531.00	2,000.00	2,000.00	3,750.00	-	-	-	150.00	-	-	-	-	-	-	-	-	8,431.00
52955 - Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	17,000.00	-	-	17,000.00
Total Operating Costs	67,800.00	99,166.67	56,666.67	61,068.46	50,334.52	25,806.95	3,031.00	15,925.00	17,250.00	29,159.78	9,328.69	6,128.90	-	450.00	119,896.00	-	-	-	192,474.00	195,048.00	290,920.00	-	1,240,454.63
Program Costs																							
50350 - Outreach - SSG	-	-	40,000.00	-	-	-	5,000.00	1,250.00	2,500.00	4,000.00	-	-	-	1,473.00	-	6,600.00	-	-	-	-	-	-	60,823.00
50160 - Customer Wages	-	-	-	-	1,045,143.00	-	-	-	-	-	-	227,850.00	-	-	-	50,000.00	65,000.00	-	-	-	-	-	1,387,993.00
60100 - Customer Payroll Taxes	-	-	-	-	80,999.00	-	-	-	-	-	-	-	-	-	-	4,000.00	5,200.00	-	-	-	-	-	90,199.00
50952 - Training	-	130,000.00	24,127.00	22,000.00	24,463.27	-	70,262.47	25,000.00	35,312.62	-	-	-	-	-	3,222.52	20,000.00	-	-	-	-	-	-	354,387.89
58783 - One-Stop Center Set Aside	68,803.04	274,248.09	125,156.29	219,822.97	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	688,030.38
58799 - Unobligated Funds	10,974.02	1,176.41	5,471.39	1,763.00	-	1,342.15	4,074.63	34,376.41	21,334.62	16,050.28	2,797.79	7,423.23	82.47	22,242.24	-	-	-	-	-	-	-	-	129,108.63
Total Program Costs	79,777.05	405,424.50	194,754.69	243,585.97	1,150,605.27	1,342.15	79,337.10	60,626.41	59,147.24	20,050.28	2,797.79	235,273.23	4,777.99	22,242.24	26,600.00	54,000.00	70,200.00	-	-	-	-	-	2,710,541.91
Contractual Services																							
50150 - Contract Personnel	-	1,220,786.10	215,433.00	1,001,078.10	86,781.00	-	-	-	-	-	-	-	-	16,000.00	-	51,255.00	63,673.00	-	-	-	-	-	2,655,006.20
50400 - Contract Operations	-	13,500.00	13,500.00	22,500.00	-	-	-	-	-	-	-	-	-	311,672.72	-	1,200.00	1,200.00	-	-	-	-	-	363,572.72
50600 - Contract Training & Other	-	274,500.00	54,500.00	48,500.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	377,500.00
Total Contractual Services Costs	-	1,508,786.10	283,433.00	1,072,078.10	86,781.00	-	-	-	-	-	-	-	-	-	327,672.72	-	52,455.00	64,873.00	-	-	-	-	3,396,078.92
Indirect Costs	24,021.65	42,236.44	29,074.14	27,632.72	9,863.88	9,425.64	27,647.37	29,609.83	29,598.59	23,487.81	2,449.55	28,476.55	890.13	18,770.00	14,351.28	5,400.00	7,020.00	13,411.51	31,300.95	29,271.92	(403,939.95)	-	-
Total Expenditures	344,015.19	2,247,635.07	728,404.80	1,595,860.98	1,408,546.35	103,682.07	313,747.00	325,813.40	327,584.47	258,365.87	26,945.03	313,242.00	9,791.44	479,376.00	181,041.45	111,855.00	142,093.00	147,526.58	344,310.46	321,991.13	116,386.31	-	9,848,213.61
Net	-	-	-	-	-	-	-	-	-	-	-	-	-	-	403.88	23,545.00	82,907.00	27,473.42	-	-	(116,386.31)	20,000.00	37,942.99

**VIRGINIA CAREER WORKS – NORTHERN
BOARD OF DIRECTORS
SUMMARY SHEET**

SUBJECT: Approval of New WIOA Contract Awards for One-Stop Operator, Adult, Dislocated Worker, and Youth Program Operator

Since 2002, Virginia Career Works - Northern (Workforce Area #11) and the *SkillSource* Group, Inc. have competitively bid out the contract for the Workforce Innovation and Opportunity Act (WIOA) One-Stop Operator and Adult/Dislocated Worker and Youth Program Operator. The One-Stop Operator and Adult/Dislocated Worker contract must be re-bid every four (4) years, per WIOA policy. The WIOA Youth Program contract is re-bid every five (5) years. The Fairfax County Department of Family Services has been the WIOA One-Stop Operator and Adult/Dislocated Worker and Youth Program Operator since 2002, winning the public procurement process each time.

The contract period for the current WIOA One-Stop Operator and Adult/Dislocated Worker Program Operator award ends on June 30, 2025. SSG issued a renewal RFP for new WIOA One-Stop Operator and Adult/Dislocated Worker Program Operator services which was available from April 9, 2025 and due May 9, 2025. An advertisement was placed in the Washington Post during the weekends of April 12th and 13th, April 19th and 20th, and April 26th and 27th. A Virtual Pre-Proposal Conference was held on April 21, 2025.

Four proposals were received in response to this RFP, from the following organizations:

- Fairfax County DFS (the current One-Stop Operator and WIOA Adult/DW Program Operator)
- America Works
- Your Next Jump
- Business Interface, LLC

The contract period for the current WIOA Youth Program Operator award ends on June 30, 2025. SSG issued a renewal RFP for new WIOA Youth Program Operator services which was available from April 17, 2025 and due May 16, 2025. An advertisement was placed in the Washington Post during the weekends of April 19th and 20th, April 26th and 27th, and May 3rd and May 4th. A Virtual Pre-Proposal Conference was held on April 28, 2025.

Two (2) proposals were received in response to this RFP, from the following organizations:

- Fairfax County DFS (the current WIOA Youth Program Operator)
- ChooseU

Two separate RFP Review Committees were assembled to review the proposals received for each RFP, that were comprised of SSG staff and VCWN and SSG Board Members. The Committees reviewed the proposals and awarded the highest marks for both RFPs to the proposal from the Fairfax County Department of Family Services, and unanimously recommended that the *SkillSource* Group, Inc. approve that the contract awards for the WIOA One-Stop Operator and Adult/Dislocated Worker and Youth Program Operator be made to Fairfax County DFS.

The RFP Review Committee for the WIOA One-Stop Operator and Adult/Dislocated Worker Contract was comprised of:

- Joe Diaz - Melwood
- Debora Harvey – Heavy Construction Contractors Association
- William “Ed” Trumbull - ICF International
- David Hunn
- Seema Jain

The RFP Review Committee for the WIOA One-Stop Operator and Adult/Dislocated Worker Contract was comprised of:

- Leanne Rerko – Virginia Department for Aging and Rehabilitative Services
- Daisy Saulls - Sustainable Workforce Development Solutions
- David Hunn
- Seema Jain

The *SkillSource* Executive Committee approved contract awards for both contracts to Fairfax County DFS.

ACTION REQUESTED:

Virginia Career Works – Northern Board of Directors approval of the contract award for the FY 2026 WIOA One-Stop Operator and Adult/Dislocated Worker and Youth Program Operator for Virginia Career Works – Northern to the Fairfax County Department of Family Services.

STAFF: David Hunn
Seema Jain
703-827-782

The SkillSource Group, Inc.
WIOA Adult/DW Program and One Stop Operator Proposal Review
Evaluation Scores
May 21, 2025

	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Reviewer 5	Total
Overall Quality	5	5	5	5	5	25
Experience & Interest	18	20	17	20	20	95
<i>Subtotal - Overall Quality</i>	23	25	22	25	25	120
Demonstrates Understanding of Programs and Outlines Comprehensive Plan to offer One-Stop Services	13	12	13	15	13	66
Demonstrates Awareness of Needs in Region, Performance Measures, and Outlines Comprehensive Plan to Achieve Outcomes	13	15	15	15	15	73
Experience Collaborating with Partners and Established Relationships with Employers	9	10	10	10	10	49
<i>Subtotal - Technical</i>	35	37	38	40	38	188
Total Cost	25	30	20	30	30	135
Evaluation of Costing	5	5	5	5	5	25
<i>Subtotal - Business</i>	30	35	25	35	35	160
Consortium of 3 or more mandated partners	0	5	5	4	3	17
Leveraged Resources	7	7	7	7	7	35
<i>Subtotal - Bonus Points</i>	7	12	12	11	10	52
Fairfax County DFS	95	109	97	111	108	520

	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Reviewer 5	Total
Overall Quality	4	3	5	5	4	21
Experience & Interest	18	18	20	18	17	91
<i>Subtotal - Overall Quality</i>	22	21	25	23	21	112
Demonstrates Understanding of Programs and Outlines Comprehensive Plan to offer One-Stop Services	13	10	15	10	8	56
Demonstrates Awareness of Needs in Region, Performance Measures, and Outlines Comprehensive Plan to Achieve Outcomes	12	10	13	10	10	55
Experience Collaborating with Partners and Established Relationships with Employers	10	6	10	10	7	43
<i>Subtotal - Technical</i>	35	26	38	30	25	154
Total Cost	25	20	26	0	20	91
Evaluation of Costing	5	0	3	0	2	10
<i>Subtotal - Business</i>	30	20	29	0	22	101
Consortium of 3 or more mandated partners	0	0	0	0	0	0
Leveraged Resources	7	0	0	0	0	7
<i>Subtotal - Bonus Points</i>	7	0	0	0	0	7
America Works	94	67	92	53	68	374

	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Reviewer 5	Total
Overall Quality	2	3	5	2	3	15
Experience & Interest	10	12	15	5	12	54
<i>Subtotal - Overall Quality</i>	12	15	20	7	15	69

Demonstrates Understanding of Programs and Outlines Comprehensive Plan to offer One-Stop Services	5	7	11	5	8	36
Demonstrates Awareness of Needs in Region, Performance Measures, and Outlines Comprehensive Plan to Achieve Outcomes	7	6	15	5	5	38
Experience Collaborating with Partners and Established Relationships with Employers	5	4	5	10	5	29
<i>Subtotal - Technical</i>	<i>17</i>	<i>17</i>	<i>31</i>	<i>20</i>	<i>18</i>	<i>103</i>
Total Cost	20	12	30	27	20	109
Evaluation of Costing	2	0	5	3	2	12
<i>Subtotal - Business</i>	<i>22</i>	<i>12</i>	<i>35</i>	<i>30</i>	<i>22</i>	<i>121</i>
Consortium of 3 or more mandated partners	0	0	0	0	0	0
Leveraged Resources	4	0	5	0	1	10
<i>Subtotal - Bonus Points</i>	<i>4</i>	<i>0</i>	<i>5</i>	<i>0</i>	<i>1</i>	<i>10</i>
Your Next Jump	55	44	91	57	56	303

	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Reviewer 5	Total
Overall Quality	4	2	3	3	2	14
Experience & Interest	18	12	12	20	13	75
<i>Subtotal - Overall Quality</i>	<i>22</i>	<i>14</i>	<i>15</i>	<i>23</i>	<i>15</i>	<i>89</i>
Demonstrates Understanding of Programs and Outlines Comprehensive Plan to offer One-Stop Services	12	12	7	10	13	54
Demonstrates Awareness of Needs in Region, Performance Measures, and Outlines Comprehensive Plan to Achieve Outcomes	12	12	7	5	12	48
Experience Collaborating with Partners and Established Relationships with Employers	9	5	5	5	5	29
<i>Subtotal - Technical</i>	<i>33</i>	<i>29</i>	<i>19</i>	<i>20</i>	<i>30</i>	<i>131</i>
Total Cost	28	23	30	20	25	126
Evaluation of Costing	5	2	5	5	3	20
<i>Subtotal - Business</i>	<i>33</i>	<i>25</i>	<i>35</i>	<i>25</i>	<i>28</i>	<i>146</i>
Consortium of 3 or more mandated partners	3	0	0	0	0	3
Leveraged Resources	4	7	7	7	7	32
<i>Subtotal - Bonus Points</i>	<i>7</i>	<i>7</i>	<i>7</i>	<i>7</i>	<i>7</i>	<i>35</i>
Business Interface Workforce Services, LLC	95	75	76	75	80	401

The SkillSource Group, Inc.
WIOA Youth Program Operator Proposal Review
Evaluation Scores
May 30, 2025

	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Total
Overall Quality	15	15	15	14	59
Experience & Interest	9	10	10	10	39
<i>Subtotal - Overall Quality</i>	<i>24</i>	<i>25</i>	<i>25</i>	<i>24</i>	<i>98</i>
Organizational Capacity	15	15	15	14	59
Demonstrates Awareness of Needs and Outlines					
Comprehensive Plan	15	15	13	15	58
Staff Experience	10	10	10	10	40
<i>Subtotal - Technical</i>	<i>40</i>	<i>40</i>	<i>38</i>	<i>39</i>	<i>157</i>
Total Cost	24	25	25	25	99
Evaluation of Costing	10	10	10	10	40
<i>Subtotal - Business</i>	<i>34</i>	<i>35</i>	<i>35</i>	<i>35</i>	<i>139</i>
Fairfax County DFS	98	100	98	98	394

	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Total
Overall Quality	10	9	13	10	42
Experience & Interest	5	4	7	5	21
<i>Subtotal - Overall Quality</i>	<i>15</i>	<i>13</i>	<i>20</i>	<i>15</i>	<i>63</i>
Organizational Capacity	10	13	12	12	47
Demonstrates Awareness of Needs and Outlines					
Comprehensive Plan	10	10	13	11	44
Staff Experience	5	6	10	7	28
<i>Subtotal - Technical</i>	<i>25</i>	<i>29</i>	<i>35</i>	<i>30</i>	<i>119</i>
Total Cost	15	18	25	15	73
Evaluation of Costing	5	8	7	5	25
<i>Subtotal - Business</i>	<i>20</i>	<i>26</i>	<i>32</i>	<i>20</i>	<i>98</i>
ChooseU	60	68	87	65	280

SUMMARY OF PRESIDENT'S FY 2026 BUDGET PROPOSAL FOR U.S. DEPARTMENT OF LABOR

Major Reductions & Eliminations

- **WIOA Adult Program:** ↓ 19% to \$712M
- **WIOA Dislocated Worker (DW) Program:** ↓ 24% to \$1.060B
- **WIOA Youth Program:** Eliminated (\$0)
- **WIOA Title III Wagner-Peyser:** Eliminated (\$0) *States will use the MASA Block Grant to provide for this staffing resource
- **Senior Community Service Employment Program:** Eliminated (\$0)
- **Job Corps:** ↓ 99% to \$176M
- **Bureau of Labor Statistics (BLS):** Eliminated (\$0)
- **Office of Disability Employment Policy:** ↓ \$9M to \$34M
- **Labor Department Management Office:** ↓ 33% to \$340M
- **Women's Bureau:** Proposed for elimination

Increased Funding

- **Veterans Employment and Training Service (VETS):** ↑ \$7M to \$342M

New Program

Consisting of the consolidation of multiple different funding streams has been created, titled 'Make America Skilled Again' (**MASA**), totaling \$1.194B, with a new formula created by the Secretary of Labor. This is likely the WIOA Block Grants to States that has been leaked to the press earlier.

Virginia Career Works Northern Region Employer Recognition Award – June 2025

For the past seven years, the Loudoun Workforce Resource Center has proudly partnered with ABM Aviation at Dulles International Airport, fostering a dynamic collaboration that connects job seekers with meaningful employment opportunities. This partnership has been instrumental in supporting Northern Virginia's thriving aviation industry, as the industry contributes thousands of jobs to the region.

Recognizing the economic prosperity that aviation brings—both in travel and employment—the Virginia Career Works Northern Region Board of Directors acknowledges ABM Aviation's vital role in workforce development. In just the last several months, ABM has helped 50+ job seekers secure full-time positions with competitive wages averaging \$19.50 per hour, along with benefits. These roles, including Cabin Agents, Aviation Passenger Assistants, and other critical airport support positions, are essential to sustaining operations at Dulles, particularly amid the expansion of United Airlines.

The success of this partnership with the Loudoun Workforce Resource Center is evident in recent hiring initiatives:

- 25 new hires at the January 2025 Job Fair
- 28 additional hires through a piloted interview event, designed to streamline the hiring process and ensure direct employer engagement

This model has been so effective in Loudoun County that Fairfax County is now replicating it, further demonstrating the impact of strategic workforce collaborations.

Special recognition goes to Gary Parks and Mark Aldrin Gomez from their recruitment team, whose vision and commitment to workforce development have been instrumental in strengthening this partnership. Their willingness to engage with Virginia Career Works Northern has created lasting opportunities for job seekers and reinforced the value of employer-driven hiring initiatives.

The Virginia Career Works Northern Region Board of Directors commends ABM Aviation as its Highlighted Employer for the Second Quarter of 2025.



NORTHERN REGION

A proud partner of the  AmericanJobCenter network



**Update on Dislocated Federal Worker and
Contractor Utilization - June 5, 2025**

VIRGINIA CAREER WORKS - NORTHERN

- Virginia Career Works – Northern is a team of private and public sector partners who share a common goal-to promote Northern Virginia economic prosperity and long-term growth. With Federal Workforce Innovation and Opportunity Act (WIOA) funds the *SkillSource* Group supports comprehensive employment and training services to area employers, job seekers and youth.
- *SkillSource* operates five (5) One Stop Employment Centers in Annandale, Alexandria, Leesburg, and Woodbridge.
 - The five Virginia Career Works Centers are conveniently located throughout Northern VA.
 - These resource centers supports job seekers in providing numerous career development, training and support services. They support employers with finding available job seekers through hiring events and referrals.



Review of Dislocated Federal Worker Data

	Virginia Career Works						Federal Employee/Contractor Tracker TOTALS									
	Week of 2/21/25	Week of 2/28/25	Week of 3/07/25	Week of 3/14/25	Week of 3/21/25	Week of 3/28/25	Week of 4/04/25	Week of 4/11/25	Week of 4/18/25	Week of 4/25/25	Week of 5/02/25	Week of 5/09/25	Week of 5/16/25	Week of 5/23/25	Week of 5/30/25	Total
Telephone Inquiries	14	15	68	68	54	62	52	49	61	56	56	49	2	0	0	555
Email Inquiries	3	2	9	23	39	40	18	24	27	15	9	18	0	0	0	209
Walk-Ins to Center	78	94	94	79	75	78	92	81	87	69	77	78	114	0	0	904
Virtual Coaching Sessions	7	4	12	20	17	27	20	19	24	21	3	1	6	0	0	174
In-Person Coaching Sessions	3	16	5	7	10	8	9	7	10	8	2	2	7	0	0	85
Workshop Attendees	3	16	5	37	98	44	80	25	10	58	95	210	252	0	0	471
Enrollments into WIOA	0	0	0	1	1	4	1	0	1	1	0	0	0	0	0	9
WIOA Enrollment In-Progress	0	0	0	0	2	4	2	0	1	4	0	0	0	0	0	13
Unemployment Insurance Claims	98	101	109	85	68	52	152	141	118	0	7	14	24	0	0	931

Focus on Providing Information on VCW Northern Website

Dislocated Federal Workers and Contractors

If you have been affected by the recent federal workforce reductions, we have resources that can help!





Dislocated Federal Workers and Contractors

Receive employment assistance and services through WIOA*

*Workforce Innovation and Opportunity Act

Eligible job seekers may receive:

- Career coaching
- Resume and job search assistance
- Interview assistance
- Occupational trainings and credentials
- Access to LinkedIn Learning licenses and other support services

Learn More By:

1. Visiting VCWNorthern.com/WIOA.

OR

2. Registering for an orientation session below.

Orientation Sessions

Virtual and in-person sessions are available. Register at the links below.

Virtual: Fridays at 10 am

Register here:
bit.ly/10WIOA



Virtual: Fridays at 2 p.m.

Register here:
bit.ly/WIOA2



In-person: Mondays at 10:30 am

VCWN Cherokee
5520 Cherokee Ave. Ste 100
Alexandria, VA 22312

Interested in WIOA?

Submit the interest form and a WIOA staff person will contact you.



Interest Form



The WIOA team is ready to help.

For additional assistance, email DFSWIOA@FairfaxCounty.gov or call 703-324-9850, VA Relay 711.

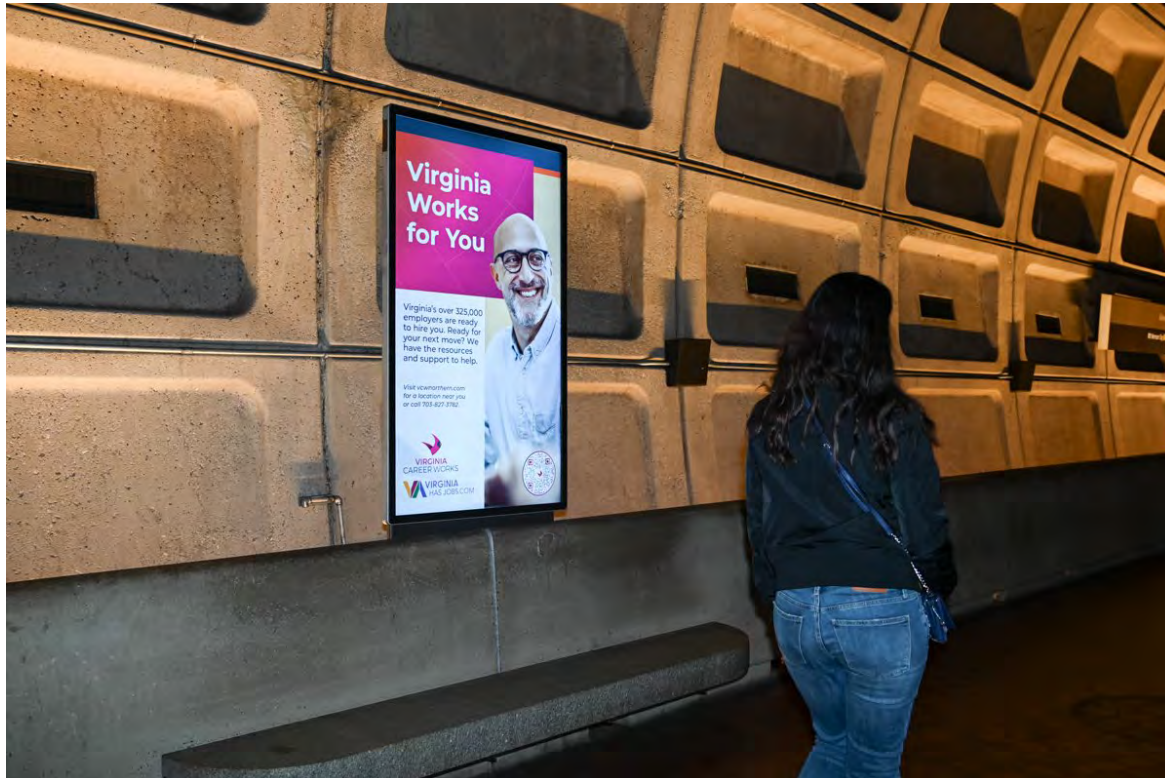
Virginia Career Works – Northern is an Equal Opportunity Employer/Program. Auxiliary aids and services are available upon request to individuals with disabilities. For information, call the Virginia Career Works-Fairfax Centers at 703-533-5400, 711 VA relay. November 2024

This product was created using 26% of federal U.S. Department of Labor Employment and Training Administration Workforce Innovation and Opportunity Act (WIOA) Adult, Dislocated Worker, and Youth award of \$1,643,929 (LWDA 11-23-01) made to Virginia Career Works – Northern on behalf of Northern Virginia Workforce Area #11 by the pass-through entity, the Virginia Department of Workforce Development and Advancement. No costs of this product were financed by nongovernmental sources. The information contained herein does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership.



Example of Outreach Ads on Washington METRO

June 5, 2025



Example of Outreach Ads on Washington METRO

June 5, 2025



Example of Outreach Ads on Virginia Railway Express (VRE) June 5, 2025



Contact Information

David Hunn

Executive Director

Virginia Career Works - Northern

David.hunn@vcwnorthern.com

(703) 827-3782

2025 Summer Educating Youth through Employment (EYE) Updates

June 5, 2025



135-140 projected enrollments



211 positions available with 72 established worksites



6 counselors were hired and have started working with the team on connecting with Youth and worksites



Workshop curriculums have been developed and are scheduled to begin at the end of June

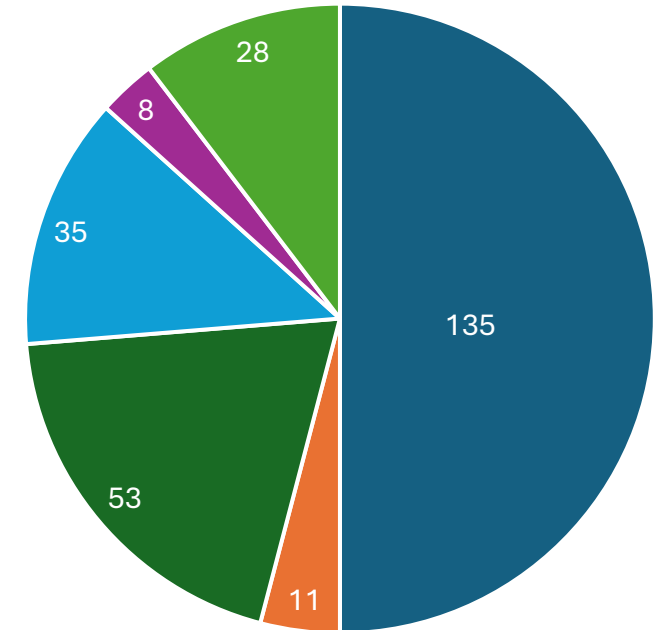


Work experiences will begin in early July



How you can help: Identify worksites or host a youth!

EYE Referrals



■ Total ■ WIOA ■ DARS ■ NCS ■ CYF ■ KP

Department of Family Services

Employment & Training Team Report

thru March 2025

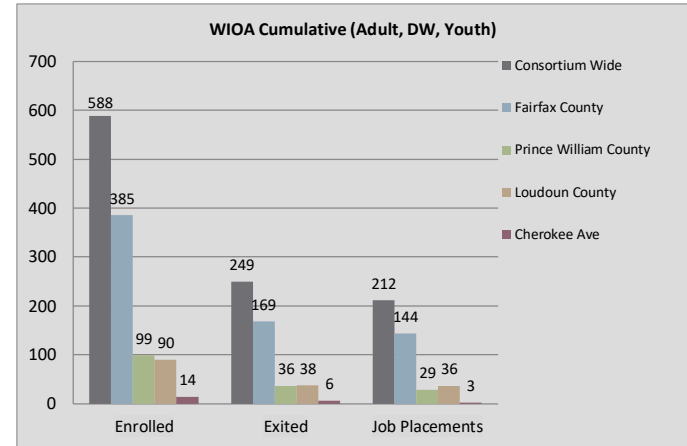
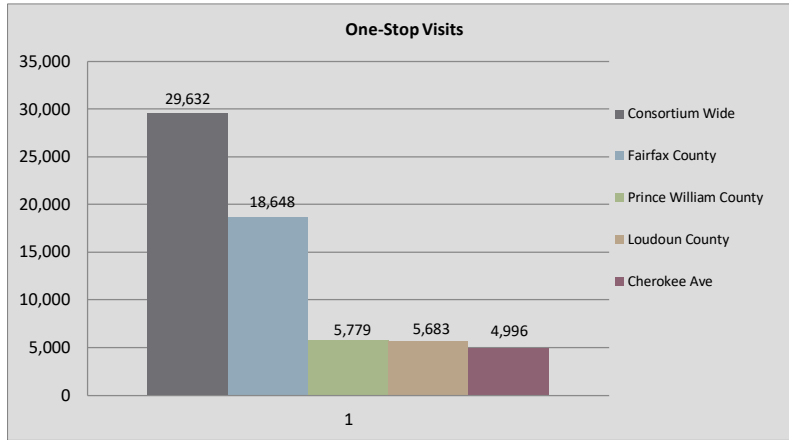


- Pages 1-2: Workforce Innovation and Opportunity Act Program
- Page 3: Workforce Innovation and Opportunity Act/Other Grants
- Page 4: ITA and OJT Breakdown
- Page 5: Senior Community Service Employment Program (SCSEP)

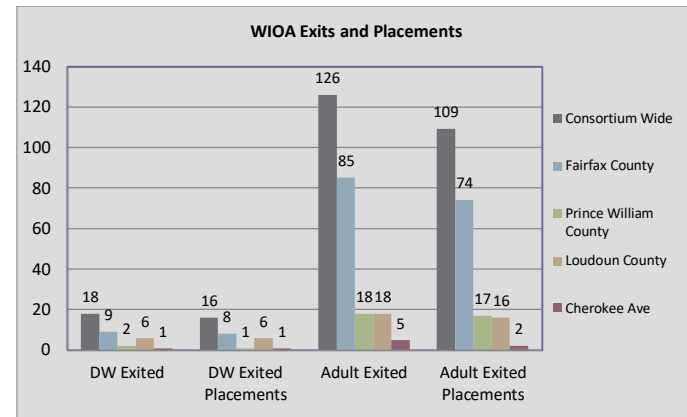
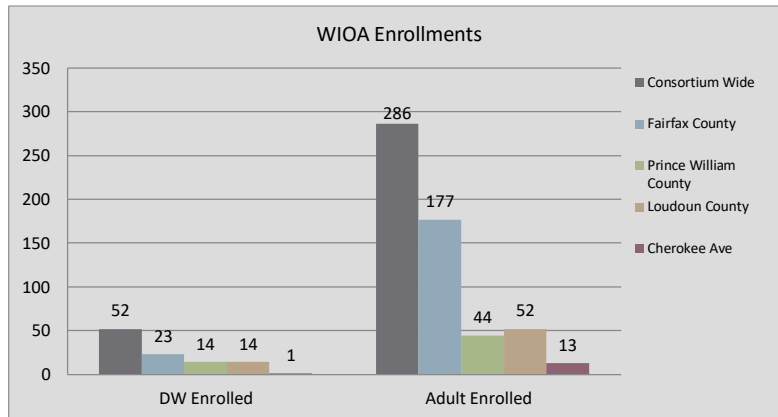


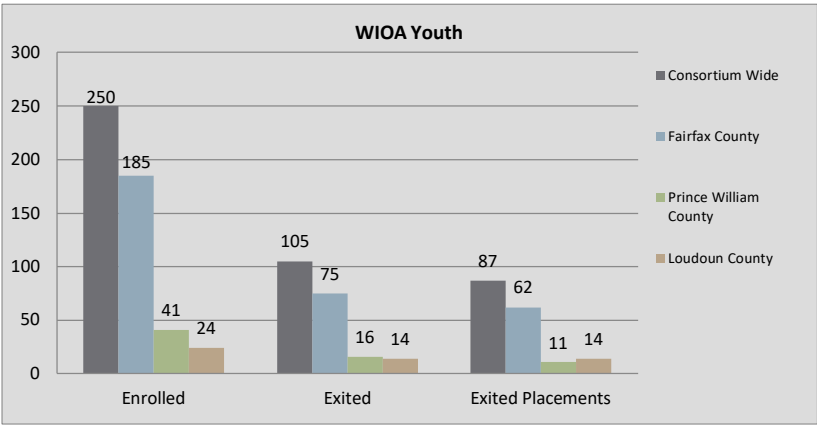
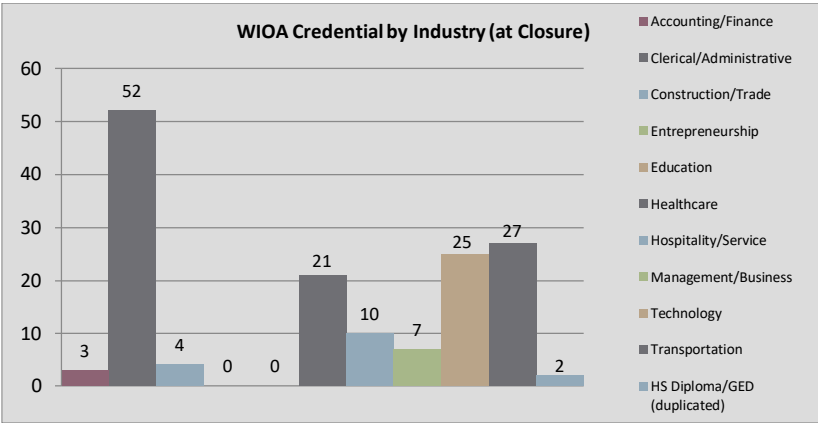
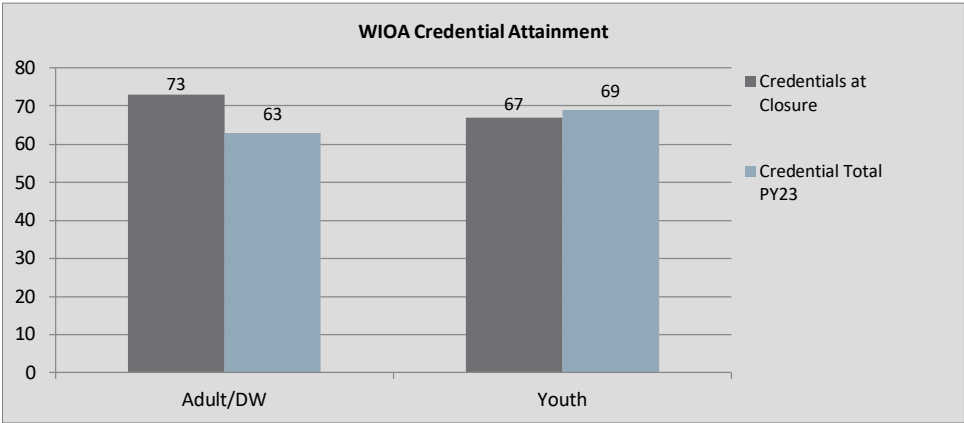
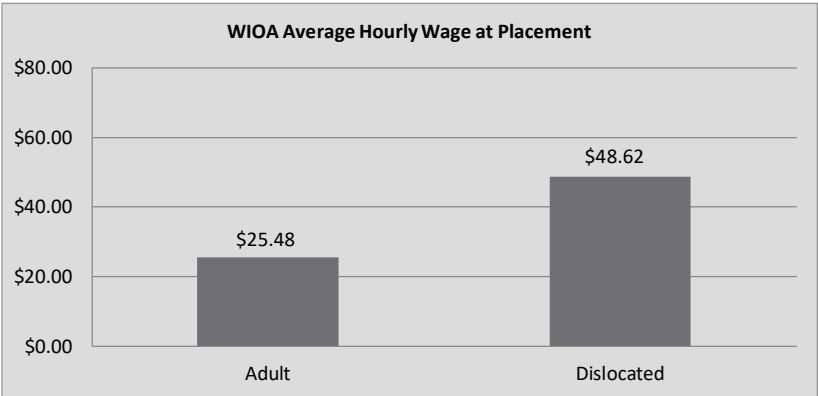
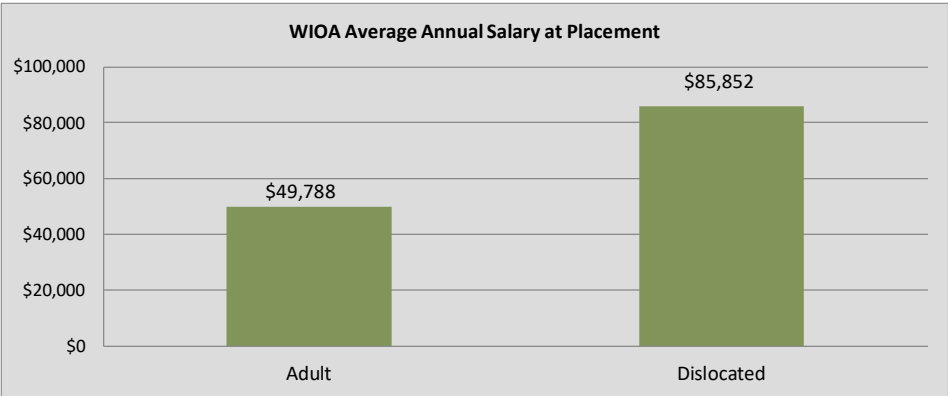
Northern Virginia Workforce Development Area, LWDA XI
WIOA Adult, Dislocated Worker, and Youth Statistics (July 1, 2024 - March 31, 2025)

At-A-Glance		
One-Stop Services*	WIOA Services (Youth/Adult/DW)	All Employment & Training Programs
Center Visits 35,106	Total Participants 588	
One-Stop Job Placements 13	WIOA Job Placements 212	Total Enrolled 588
Average Hourly Wage at Placement \$22.41	Average Hourly Wage at Placement (Adult) \$25.48	Total Exited 249
* Visit numbers include in-person and virtual services being provided by center programs.	Average Hourly Wage at Placement (DW) \$48.62	Total Job Placements 212
	Average Hourly Wage at Placement (Youth) \$16.74	Total Participants with Disabilities 174
Note: Core placements are updated quarterly.	Credentials Received in PY24 132	Total Veterans 18
	Credentials Received at Closure 140	

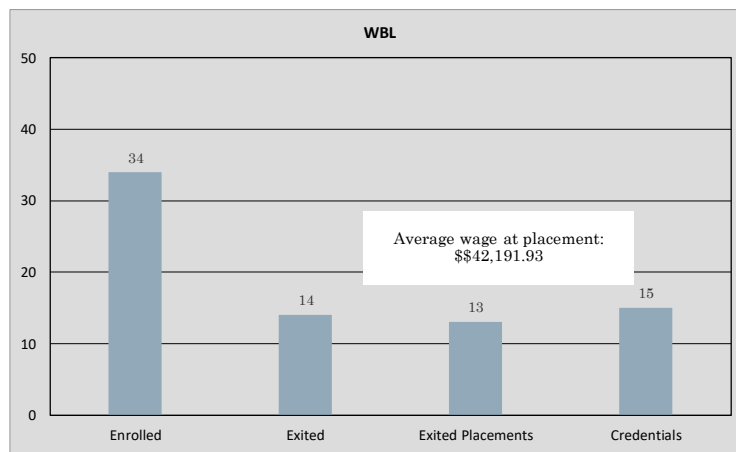
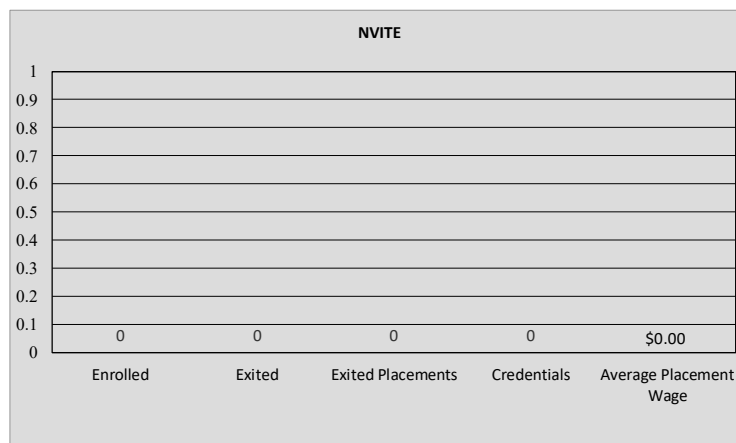
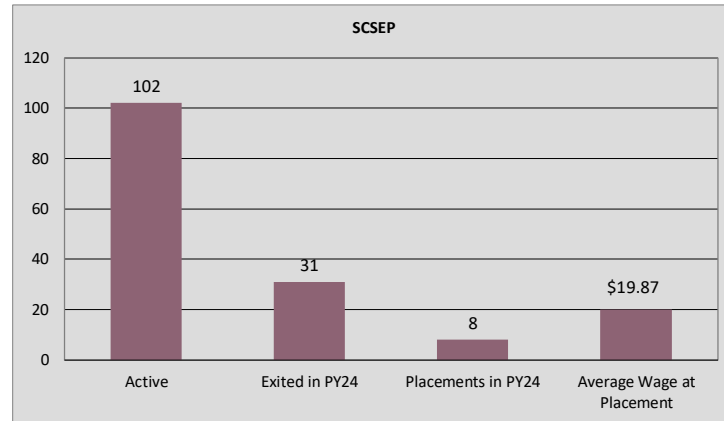


WIOA Breakdown - Adult, Dislocated Worker and Youth





Northern Virginia Workforce Development Area, LWDA XI
WIOA Grants and Other Programs Statistics (July 1, 2024 - March 31, 2025)
Non-WIOA Grants



Breakdown of ITAs and OJTs

As of March 31, 2025

ITAs / INDUSTRY	Obligated Funds	Additional Training Expenses	WIOA YOUTH		WIOA ADULT/DW		TOTAL
			Number	Percent	Number	Percent	
Accounting/Finance (AF)	\$749.00		0	0.00%	2	1.92%	2
Clerical /Administrative (CA)	\$0.00		0	0.00%	0	0.00%	0
Construction / Trade (CT)	\$35,285.00		11	23.40%	5	4.81%	16
Education (Ed)	\$0.00		0	0.00%	0	0.00%	0
Healthcare (He)	\$118,392.00		17	36.18%	22	21.15%	39
Hospitality Services (HS)	\$34,210.00		4	8.51%	7	6.73%	11
Literacy (LA)	\$10,145.00		10	21.27%	1	1.00%	11
Management/Business (MB)	\$56,061.00		2	4.26%	19	18.27%	21
Technology (Tech)	\$68,474.00		3	6.38%	19	18.27%	22
Transportation (TR)	\$127,245.00		0	0.00%	29	27.85%	29
Others	\$0.00		0	0.00%	0	0.00%	0
TOTAL	\$450,561.00	\$0.00	47	100.00%	104	100.00%	151

ITAs / INDUSTRY	Obligated Funds
Accounting/Finance (AF)	\$749.00
Clerical /Administrative (CA)	\$0.00
Construction / Trade (CT)	\$35,285.00
Education (Ed)	\$0.00
Healthcare (He)	\$118,392.00
Hospitality Services (HS)	\$34,210.00
Literacy (LA)	\$10,145.00
Management/Business (MB)	\$56,061.00
Technology (Tech)	\$68,474.00
Transportation (TR)	\$127,245.00
Others	\$0.00
TOTAL	\$450,561.00

OJT Obligated by Grants	OJT /WEX Amount
WIOA Adult	\$73,024
WIOA DW	\$1,589
Youth	\$73,348
TOTAL	\$147,961

Northern Virginia Workforce Area #11 SCSEP Monthly Report - March 2025												
SCSEP Eligible Clients Identified	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
SCSEP Active Participants	116	121	123	119	112	108	107	102	102			
Transferred to NCOA Data Team	0	0	0	0	0	0	0	0	0			
Participants on LWOP	4	4	5	7	6	6	5	5	5			
New SCSEP Enrollments	0	3	1	0	1	1	0	0	1			
Re-Enrollments	0	1	1	0	0	1	0	0	0			
Average Age of Enrolled	66	66	66	66	66	66	66	66	66			
Persons Screened/Intake	33	58	63	71	45	49	47	71	81			
New SCSEP Applications Received	12	14	7	13	7	4	15	12	7			
Exited from Program	3	1	2	4	7	6	2	3	3			
Exited with Placement	1	0	0	1	0	3	0	2	1			
Average Employed Monthly Wage	\$ 15.34	\$ -	\$ -	\$ 22.00	VR Pending	\$ 15.90	NA	\$29.72	\$ 14.50			
Information Session Attendance	11	13	16	27	16	17	20	28	26			
Active Host Site Agencies	23	23	24	24	25	26	27	28	28			
Host Site Agencies with Slots	1	2	4	5	1	1	2	4	4			
Number of Available Slots	1	3	10	16	1	1	3	10	10			
Participants Referred to Host Site	1	4	7	15	1	2	5	10	6			
New Host Site Agencies Contacted	2	6	11	3	4	2	7	1	1			
Referral from WIOA One Stop Centers	3	0	4	8	4	3	9	0	0			
Dual Enrolled with WIOA	0	0	0	0	0	0	1	0	0			

**VIRGINIA CAREER WORKS - NORTHERN
BOARD OF DIRECTORS MEETING**

SUMMARY SHEET

SUBJECT: Executive Director Items

The Executive Director will discuss the following items at the Board of Directors meeting.

- **FY 2025 Workforce Area #11 Training and OJT Commitments** – For FY 2025 (Through April 2025), the Workforce Area #11 One Stop Operator has obligated \$500,141) for 164 WIOA Adult, Dislocated Worker, Youth jobseekers. The summary of funding obligations by each approved training provider is included here.
- **Commonwealth Performance Metrics for FY 2025 and FY 2026** – State officials have issued their WIOA Performance Metric goals for FY 2025 and FY 2026 and are seeking local workforce board responses by mid-July 2025. The State Performance Metrics goals are attached.
- **Contract and Grant Award Matrix** – The pending contract and grant proposal matrix for The *SkillSource* Group, Inc. and the Virginia Career Works Northern Region is attached.

FY 2025 ITA Provider Summary

July 1-APRIL 30, 2025

A. ITA Obligated by Providers

Provider (A-Z)	Training amount	Number of ITA	Training Industries
1st CDL Training Center of NOVA	\$55,000.00	13	Transportation
3T Career Institute	\$5,585.00	2	MB
7 CDL Driving School	\$13,500.00	3	Transportation
A Security Training Academy	\$1,525.00	1	HS
AAA CDL School	\$9,000.00	2	Transportation
AAMU	\$1,800.00	3	LA
American Institute of Health Science & Tech	\$15,000.00	5	Health
ASM Educational Center	\$1,995.00	1	Technology
Astar Education Institute	\$5,860.00	2	Health
Careet Technology Center	\$3,950.00	1	Technology
Carolina Solution Group	\$3,765.00	1	Technology
Clary's LPN School of Nursing	\$3,520.00	2	Health
Commonwealth Criminal Justice Academy	\$500.00	1	HS
Difference Makers	\$3,000.00	2	Health
Fairfax County Public School	\$37,592.00	20	AF, Health & CT
George Mason University	\$29,847.50	11	CA, MB & Tech
Global Institute of Technology	\$3,250.00	1	MB
GUTTS	\$22,010.00	6	CT
Heritage Care	\$6,400.00	2	Healthcare
ImpacTek	\$15,412.00	9	Technology
Intellectual Point	\$19,492.00	8	Health, MB & Tech
International Language Academy	\$850.00	1	LA
Kitchen of Purpose	\$9,000.00	2	HS
Le Arai	\$19,500.00	5	HS
Learnix Tree	\$22,500.00	4	Technology
MedCerts	\$10,500.00	3	Health
Medical Education Center	\$24,145.00	6	Health
Moon River Nursing Careers	\$3,000.00	1	Health
NU Paths	\$21,500.00	4	MB, Technology
NVCC	\$48,596.80	20	Health, Tech & LA
PeopleNTech	\$9,000.00	2	Technology
Quantum Institute of Science	\$4,500.00	1	Technology
Shipper's Choice	\$53,995.00	12	Transportation
Smarthpath	\$3,997.00	3	MB
Spectrum Beauty	\$2,350.00	1	HS
Three T Institute	\$4,604.00	2	Technology
Transformation Service	\$4,100.00	1	Health
TOTAL	\$500,141.30	164	

B. ITA Obligated by Grants

Funding	Training Amount
WIOA Adult	\$325,267.50

WIOA Dislocated	\$51,921.00
WIOA Youth	\$122,952.80
TOTAL	\$500,141.30

June 5, 2025

Northern Virginia Workforce Innovation and Opportunity Act--LWDA XI

July1 - March 31, 2025

FY 2025 OJT Provider Summary

A. OJT/WEX Obligated by Providers:

Provider (A-Z)	Name of OJT/WEX		Training Industries
Afghan Sustainable Economic Foundation	Marketing		
Cardinal Montessori	Teacher Assistant		Ed
Computer CORE	WEX Program		CA
Creative Bar Concepts	WEX Program		MB
Eclips IV	Salon Assistant		HS
Ethiopian Community Development Council (ECDC)	IT Intern		Tech
Enabled Intelligence	WEX Program		Tech
Elevate Vending	Social Media Consultant		Tech
FCPS	Apprenticeship		CT
General Systems Corporation	Digital Marketing Associate		Tech
I-Way Networks	WEX Program		Tech
King Laps Inc.	General Service Technician		CT
Land Development Services	WEX Program		CA
Lutheran Social Services of Nat. Capital area	WEX Program		CA
Metropolitan Washington Council of Gvmt.	Software Engineer		Tech
Signarama Tysons Corner	Production Technician		CA
Windy Hill Collection LLC	Social Media Consultant		Tech

B. OJT/WEX Obligated by Grants:

Grant	OJT/WEX Amount
WIOA Adult	\$67,969.00
WIOA DW	\$1,589.00
Youth	\$75,145.00
Total	\$144,703.00

June 2, 2025

Dear Executive Directors:

RE: Commonwealth Workforce Metrics FY25 and FY26 Goals

We are writing in response to the Virginia Workforce Association's letter dated May 20, 2025, regarding Job Placement and People Trained metric goals.

We appreciate the opportunity to engage with you on implementation of Systemwide Workforce Metrics at the Local Level, Virginia Board of Workforce Development (VBWD) Policy 24-01. We have had productive discussions with VWA leadership about the best way to implement this policy for the benefit of the entire workforce system. Unfortunately, after further review, we are unable to accept the proposal to only set goals and receive metrics as a collective report of all 14 Local Workforce Development Areas (LWDA). While the comprehensive total of the 14 LWDB is valuable, VBWD Policy 24-01 requires Virginia Works to collect and report "these metrics for each AJC service within each local workforce area."

Virginia Works had requested that goals for July 1, 2024-June 30, 2025, and July 1, 2025-June 30, 2026, be established for Job Placement and People Trained metrics for each local area. Per a request from the Secretary of Labor, local areas need to provide goals for the Job Placement and People Trained metrics by local area for July 1, 2024-June 30, 2025, to Commissioner Overley and VBWD Executive Director Reedy and copy Title I Programs Director Green and Outcomes Coordinator Glaze no later than close of business June 10, 2025. A local board's failure to comply with this request will result in the Secretary of Labor's office recommending a 5% increase for all boards and programs (reference table below). Recommendations will be presented at the June 2025 meeting of the Operations and Performance Committee of the Virginia Board of Workforce Development.

Virginia Works acknowledges the Virginia Workforce Association request for additional time to consider goals for the year beginning July 1, 2025, as allocation amounts are in the process of being finalized. Goals for Job Placement and People Trained for the year July 1, 2025-June 30, 2026, for each LWDA must be submitted to Andrea Glaze, Virginia Works Outcomes Coordinator, at andrea.glaze@virginiaworks.gov no later than July 15, 2025. Recommendations will be presented at the September 2025 meeting of the Operations and Performance Committee of the Virginia Board of Workforce Development.

WIOA Title I Adult

Area	Job Placement			People Trained		
	Baseline	LWDA FY25 Goal	SOL Office FY25 Goal	Baseline	LWDA FY25 Goal	SOL Office FY25 Goal
State	1,677		1,761	1,028		1,079
1 Southwest	115		121	34		36
2 New River/Mount Rogers	110		116	34		36
3 Greater Roanoke	162		170	78		82
4 Shenandoah Valley	46		48	32		34
5 Crater Area	55		58	45		47
6 Piedmont	32		34	30		32
7 Central	52		55	35		37
8 South Central	65		68	45		47
9 Capital Region	232		244	60		63
10 West Piedmont	97		102	49		51
11 Northern Virginia	158		166	119		125
12 Alexandria Arlington	44		46	26		27
13 Bay Consortium	92		97	88		92
14 Hampton Roads	417		438	353		371

WIOA Title I Dislocated Worker

Area	Job Placement			People Trained		
	Baseline	LWDA FY25 Goal	SOL Office FY25 Goal	Baseline	LWDA FY25 Goal	SOL Office FY25 Goal
State	285		299	198		209
1 Southwest	7		7	5		5
2 New River/Mount Rogers	34		36	30		32
3 Greater Roanoke	10		11	12		13
4 Shenandoah Valley	3		3	0		1
5 Crater Area	5		5	7		7
6 Piedmont	11		12	5		5
7 Central	18		19	7		7
8 South Central	17		18	7		7
9 Capital Region	79		83	24		25
10 West Piedmont	18		19	24		25
11 Northern Virginia	41		43	30		32
12 Alexandria Arlington	10		11	6		6
13 Bay Consortium	4		4	4		4
14 Hampton Roads	28		29	37		39

WIOA Title I Youth

Area	Job Placement			People Trained		
	Baseline	FY25 Goal	FY25 Goal SOL Office	Baseline	FY25 Goal	FY25 Goal SOL Office
State	521		547	243		255
1 Southwest	45		47	11		12
2 New River/Mount Rogers	51		54	11		12
3 Greater Roanoke	33		35	9		9
4 Shenandoah Valley	9		9	12		13
5 Crater Area	6		6	4		4
6 Piedmont	29		30	12		13
7 Central	59		62	18		19
8 South Central	29		30	14		15
9 Capital Region	72		76	26		27
10 West Piedmont	10		11	1		1
11 Northern Virginia	45		47	25		26
12 Alexandria Arlington	8		8	1		1
13 Bay Consortium	24		25	6		6
14 Hampton Roads	101		106	93		98

The metrics for both job placement and people trained will serve as critical indicators of program success in supporting the workforce needs of the Commonwealth. We greatly appreciate your collaborative efforts throughout this process and your commitment to these important workforce goals. We will continue to work with the LWDA on implementation and refinement of the metrics collection effort with the objective of ensuring alignment with Virginia's workforce development priorities.

We look forward to working together to achieve these shared objectives. If you have any questions or need further clarification, please do not hesitate to contact Andrea Glaze, Virginia Works Outcomes Coordinator, at andrea.glaze@viriniaworks.gov or 804-877-6551.

We appreciate your continued dedication to strengthening Virginia's workforce and your ongoing collaboration in achieving these goals.

Sincerely,

Nicole Overley
Nicole Overley (Jun 7, 2025 17:41 EDT)

Nicole Overley
Commissioner
Virginia Works

Anthony Reedy
Anthony Reedy (Jun 3, 2025 07:40 EDT)

Anthony Reedy
Executive Director
Virginia Board of Workforce Development

The SkillSource Group, Inc. SUMMARY OF PENDING FUNDING AND DEVELOPMENT ACTIVITIES To The Virginia Career Works Northern Region Board of Directors June 5, 2025				
Project Name/Solicitation	Funding Request	SOG Funding	#s to Be Served	Proposal Status
APPROVED				
NOT APPROVED				
PENDING				
Talent Up Federal Northern Virginia Proposal to Virginia Department of Workforce Development and Advancement (One-Year Grant Proposal)	\$150,000	\$150,000	28	Submitted on 4/25/2025
Plumbing Apprenticeship Training (In Partnership with GUTTS) Proposal to Virginia Department of Workforce Development and Advancement (One-Year Grant Proposal)	\$150,000	\$150,000	29	Submitted on 4/25/2025
SkillSource Ticket to Work Program Proposal to Cox Foundation	\$15,000	\$15,000	5	Submitted on 5/15/2025
Fairfax County Manufactured (Mobile) Home Repair Program Proposal to Fairfax County Government (Two-Year Grant Proposal)	\$487,000	\$487,000	32 homes	Invited to Negotiate in early April 2025. Pending County Budget Approval.
Northern Virginia Talent Retention Initiative to GO Virginia Northern Region 7 Council (Two-Year Grant Proposal Focusing on Dislocated Federal Workers and Contractors)	\$4,400,000	\$2,300,000	TBD	Will be submitted in mid-June 2025
Next Level Now Technical Assistance Collaborative Proposal to U.S. Department of Labor (One-Year Partnership with ICF International)	\$99,125	\$99,125	N/A	Submitted on 2/4/2025
	\$5,301,125	\$3,201,125	62 + TBD	