



ALEXANDRIA | ARLINGTON REGION

Alexandria/Arlington Regional Workforce Council*
Quarterly Meeting Agenda
December 6, 2018
8:30 am to 9:30 am**

Welcome Message	<i>Daniel Gomez</i>
Economic Development Update	<i>Cynthia Richmond & Ryan Touhill</i>
Presentation: Arlington's Creative Economy	<i>Christian Conroy</i>
Regional Labor Market Update	<i>Alex Cooley</i>
Consent Agenda Approval • Past Meeting Minutes • One-Stop Operator Report • WIOA Eligible Training Provider List • WIOA Formula Funding Transfer	<i>Daniel Gomez</i>
Executive Director's Report • Professional Skill Position Statement • Continue Regional Needs Conversation	<i>David Remick</i>
Public Comment Period	<i>David Remick</i>
Education, & Workforce Partners Update	<i>Various Speakers</i>
Adjourn	<i>Daniel Gomez</i>

*****Odds the number of times the word "Amazon" will be used during this meeting +30.**

UPCOMING MEETINGS

March 14, 2019

June 13, 2019

8:30 am to 9:30 am

Arlington County Department of Human Services

2100 Washington Blvd, Lower Level Auditorium

Arlington, VA 22204



ALEXANDRIA
ECONOMIC
DEVELOPMENT
PARTNERSHIP

Ryan Touhill | Chief of Staff

GROW

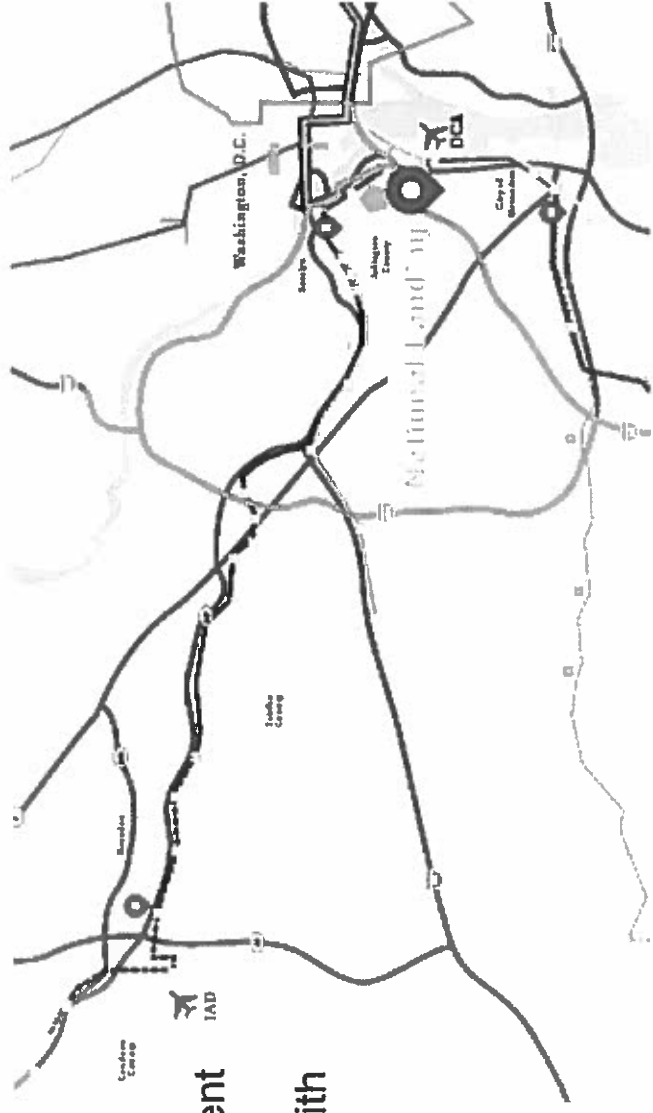
ALEXANDRIA

AMAZON HQ2 & VIRGINIA TECH ANNOUNCEMENT

DECEMBER 6, 2018

Amazon Selects Northern VA for HQ2 Site

- Joint proposal by Arlington & Alexandria identified sites in **National Landing** – Pentagon City, Crystal City, and Potomac Yard
 - Located in the heart of the DMV adjacent to Reagan National Airport
 - Single Development Partner– JBG Smith
 - Highly educated market
 - Proximity to the Nation's capital
 - Extensive transportation network
 - Over +17 million square feet of office space



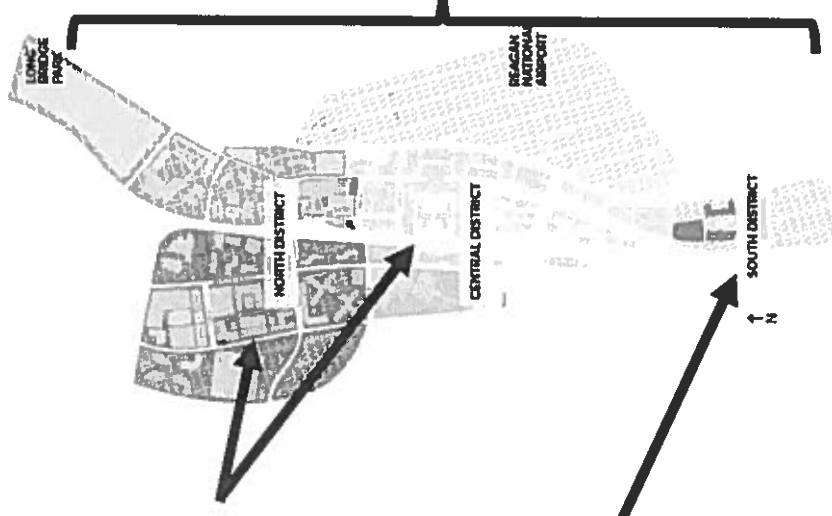
Amazon Selects Northern VA for HQ2 Site

Amazon selects NOVA for HQ2 site after 14 month search

- \$2.5 billion investment by Amazon in Arlington County
- At least 25,000 new HQ jobs within 12 years

New Virginia Tech Innovation Campus to locate in Alexandria

- \$1 billion investment by VT
- 1 million square foot mixed-use campus



New State investments
in transportation, higher
education, and K-12
education for National
Landing and NOVA

Win for Commonwealth & NOVA

- A transformational opportunity to drive diversification and innovation
- Retention of college grads and reversal of out-migration trend
- Doubling of Virginia's tech-talent pipeline, benefiting all tech firms
- Post-performance incentives, with positive General Fund revenues from day one
- Transportation commitments funded by non-General Fund sources
- Non-incentive elements would be good investments even without HQ2
- \$1.2B+ in net new General Fund \$s after all obligations (over 20 years at 25k jobs)
- Scale and character of growth aligned with existing community plans
- Modest impacts on rents and traffic mitigated by investments, long ramp up
- ~\$700 million in new higher ed and K12 funding outside of NOVA
- A winning package for far less than many others offered (e.g., MD, NYC)

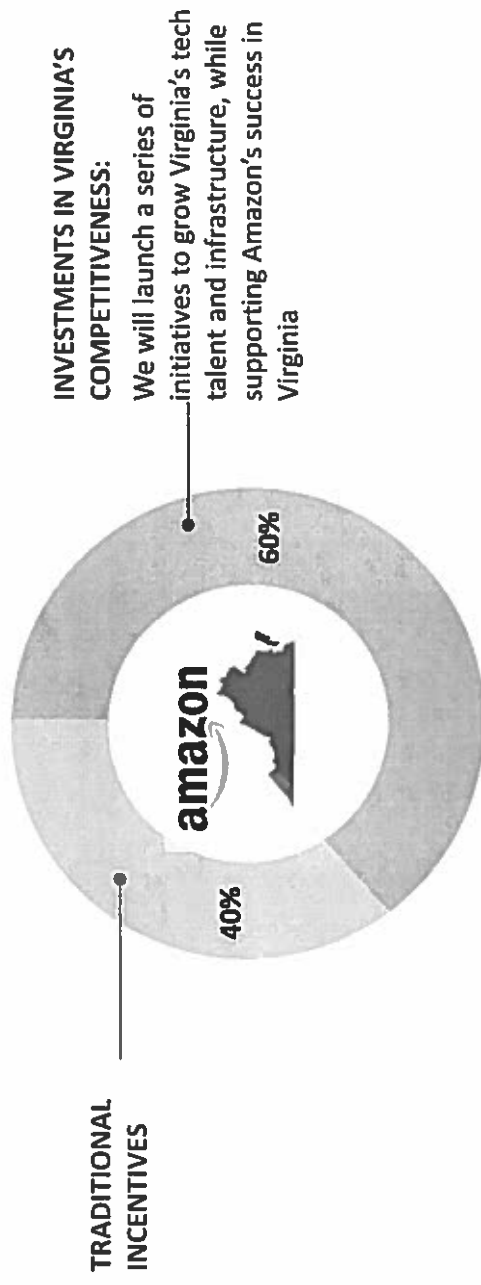
HQ2 Impact- By the Numbers

- 1** Strengthen Virginia's leadership position in technology, corporate headquarters, business services, and innovation
- 1x** Project HQ2 would directly create about the same number of direct jobs as all greenfield auto plant deals signed in the last 15 years, combined
- \$2B+** Capital expenditure at 25,000 jobs would be \$2+ billion, dozens of times greater than Amazon Web Services East Coast Corporate Campus
- >6:1** Ratio of 20-year estimated NPV of general fund revenues to NPV of post-performance company incentive payments
- \$150k+** Average salary of Amazon workers is expected to be roughly double the prevailing wages in Northern Virginia
- 15-25%** Jobs created in first decade would close at least 15-25% of the 10-year job gap to Virginia's growth aspiration (i.e., getting back to the top 5-10 states)
- >\$290MM** Size of opportunity to grow state GF revenue per year (by year 15 for ramp to 25,000 jobs)
- AAA** Opportunity to diversify state revenue base and enhance state fiscal strength

Partnership Investment Proposal

WE ARE PURSUING A DISTINCTIVE STRATEGY FOR HQ2 THAT WILL POSITION OUR ENTIRE TECH SECTOR FOR SUCCESS

From the outset, we committed to **match the scale and structure of the financial commitment for HQ2 with the ambition of the project** through a combination of company commitments and investments in our state and regional competitiveness for all technology firms and corporate headquarters



State and Local Public Investments

- **Transportation** - accelerate/increase investments in multimodal transportation infrastructure, integrated/smart street networks, and transit expansion
 - State has pledged at least \$195 million for new infrastructure projects
 - Alexandria projects- Potomac Yard Metro south entrance & Transit-way expansion (\$55 M)
 - Alexandria leveraged \$330 million in existing investments
- **Housing** - expand affordable and workforce housing stock
 - City proposed at least \$1 million of new funding annually
 - State providing additional \$15 million annually to Northern Virginia

State and Local Public Investments

- **\$50 million: K-12 Education** – Alexandria to have access to new statewide resources for:
 - ongoing professional development for current and future teachers
 - high-quality curriculum and related resources
 - summer and after-school programming for students; and
 - meaningful career exposure and work-based learning opportunities in high-demand fields
- **\$1 billion +: Tech Talent Pipeline** - new investments in community college, bachelor's-level, and master's-level education to produce more tech talent, which includes Virginia Tech Innovation Campus

Virginia Tech Innovation Campus

- In Alexandria, the **Virginia Tech Innovation Campus** will deliver leading programs in computer science and software engineering for graduate and doctoral level students
- Will locate in **Oakville Triangle**
 - \$1 billion investment by Virginia Tech, over two phases
 - Phase 1 = 1 million square feet mixed-use campus with academic, residential, commercial neighborhood serving retail; delivery in 2022



Virginia Tech's Innovation Campus

VIRGINIA TECH INNOVATION CAMPUS

Where people, research, industry, and ideas collide to catalyze transformation in the high-tech sector



~300K SQUARE FEET OF
ACADEMIC SPACE, HOME TO
CUTTING-EDGE R&D FACILITIES



~250K SQUARE FEET OF PARTNER
SPACE, DEDICATED TO STARTUPS
AND CORPORATE FACILITIES



~350K SQUARE FEET OF
HOUSING SPACE FOR
STUDENTS AND FACULTY



~100K SQUARE FEET
OF RETAIL AND
SUPPORT SPACES



- The City and VT have signed an MOU valid through March 1, 2019, that sets the terms for development of the Innovation Campus
- Total potential development of up to 2M SF with Phase 1 including approximately 1M SF

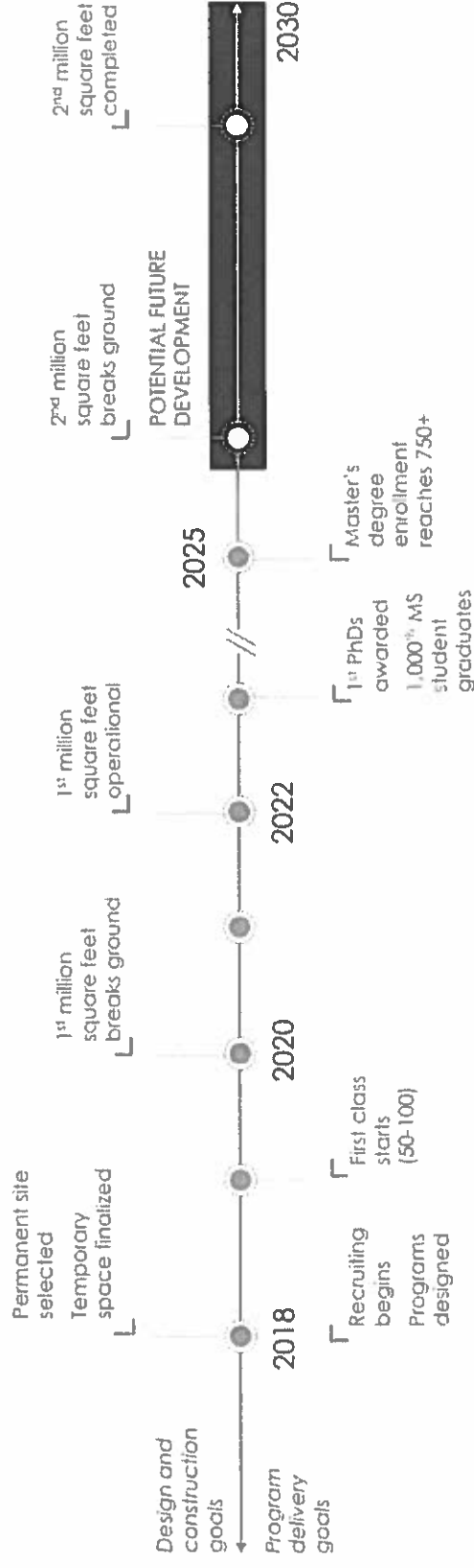
Virginia Tech's Innovation Campus

A global center for excellence in computer science and software engineering

	KEY FOCUS AREAS OF THE INNOVATION CAMPUS	OUR GOAL BY 2025 Incremental annual increase in NOVA	OUR ASPIRATION FOR 2035 Incremental annual increase in NOVA
TALENT PRODUCTION	NEW GRADUATES	+750 master's degrees +20 PhDs awarded	+1,500 master's degrees +40 PhDs awarded
	STUDENTS ON CAMPUS	+750 master's students +250 undergraduate students +125 PhD students	+1,500 master's students +1,000 undergraduate students +250 PhD students
INNOVATION & COMMERCIALIZATION	R&D EXPENDITURES	+\$25M in R&D expenditures	+\$75M in R&D expenditures
	NOVA REGIONAL PRESENCE	+45 faculty +\$500M invested +1M square feet	+110 faculty +\$1B invested +2M square feet

Virginia Tech's Innovation Campus

- The City has proven success managing complex development projects that require attention to budgets and timelines
- A staff working group has been convened and all normal development review process will be followed.



Next Steps and Learn More

- Regular project updates will be provided and the community can expect the normal planning and review process to take place
- Schedule for community engagement on planning/land for Virginia Tech Innovation Campus will be shared this winter
- Additional details, including information about the proposal to Amazon, can be found at the websites below
- Project Website – www.hqnova.com
- City of Alexandria - <https://www.alexandriava.gov/NationalLanding>
- AEDP's Website – www.growalx.com
- Arlington County - <https://www.arlingtonva.us/amazon>

Consent Agenda Begins



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Workforce Council

Consent Agenda Notes

- September 27, 2018 Meeting Minutes – Recommendation: Approval
- November 30, 2018 Executive Committee Meeting Minutes – Recommendation: Approval
- WIOA Performance Report:
 - Final PY17 WIOA Performance Report: Alexandria/Arlington's WIOA Program performed well during Program Year 2017/Fiscal Year 2018. We beat our goals for our Dislocated Worker program. We were close to meeting our Adult and Youth goals (and we beat our credential attainment goals for both programs). We will be using this data to determine how we can improve our performance during Program Year 2018/Fiscal Year 2019.
 - Q1 PY2018 Performance Report: We are on track to meeting our Program Year 2018/Fiscal Year 2019 goals for our Adult and Dislocated Worker programs. We anticipate our Youth performance will improve by Q3.
- Training Provider Information and Outcomes Report: The training programs within this report are due for renewal on Alexandria/Arlington's Eligible Training Provider List – Recommendation: Approval
- PY18 WIOA Funding Transfer Request: The region requests the Council's permission transfer \$68,094.00 from our Dislocated Worker fund to our Adult fund. This transfer is allowable through WIOA law and requires the Council and the WIOA State Administrator's approval – Recommendation: Approval



ALEXANDRIA | ARLINGTON REGION

**Alexandria/Arlington Regional Workforce Council
Quarterly Meeting Minutes
September 27, 2018
8:00 am to 10:00 am**

Attendance: Kate Bates, Stephanie Briggs, Karen Brown, Dottie Brown, Stacey Butler, Sherri Chapman, John Gallagher, Lesa Gilbert (proxy given to Daniel Mekibib), Shana Hargrove, Elizabeth Jones (proxy given to Kate Bates), Alberto Marino, Kris Martini, Christine McCurdy, Erik Pages, Andrea Rubino, Marie Schuler, Chastity Thornton

Absent: Eduardo Achach, Lisa Bauer, Patrick Brennan, Dennis Desmond, Daniel Gomez, Ellen Harpel, David Harris, Maria Marion, Nate Mauer, Steve Partridge, Cynthia Richmond, Fernando Torrez, Ryan Touhill, Darren Tulley, Landon Winkelvoss

Staff: Alamelu Dev, Gabe Hamda, David Remick

Meeting commenced at 8:05am.

PRESENTATIONS:

- Tara Palacios, Director of BizLaunch, presented information about resources and services BizLaunch provides to small businesses and entrepreneurs in Arlington County. She also discussed provision of referrals to assist Alexandria small businesses. Information about BizLaunch is available at <https://www.arlingtoneconomicdevelopment.com/business-services/start-and-grow-your-small-business/>.
- Alex Cooley, Northern Virginia Community College, presented his own analysis and information regarding the prospects for Amazon locating its second headquarters in the Northern Virginia area. The meeting attendees discussed the potential economic and labor market implications for the area.

ONE STOP OPERATOR REPORT:

- Alamelu Dev, ICATT Consulting, provided an update on LWDA 12's Performance for Program Year 2018.

EXECUTIVE DIRECTOR'S REPORT:

- David Remick presented several items requiring votes. For each item below, a motion was made, seconded, and unanimously approved.
 - Meeting minutes for April 12 and June 21, 2018 RWC meetings.
 - 2018-2019 WIOA Youth Waiver
 - RWC Bylaws



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- PY 18 Policy Manual, including updates to the Title I adult funding priority of service policy
- Consent agenda
- Membership of the Executive Committee

PARTNER UPDATES:

- Washington Gas has committed to hiring several entry-level positions over next five years, in coordination with other industry competitors. Will provide on-the-job training and offer career paths. Candidates must pass Workkeys assessments.
- WAMTA is hiring bus drivers and has a high need for track inspectors. Focusing on youth hiring.
- Introduction of new Business Services Manager for the Alexandria Workforce Development Center, Linda Gilmore.
- Upcoming job fair in Arlington, October 17th at George Mason University at 10am.
- Comcast has a vast array of positions available, not only technicians, and will provide in-house training to candidates that pass a math and communications test.
- NOVA hiring for a PT graphic designer and a FT apprenticeship manager. They are also launching a new website soon.
- The APS CTE program successfully rolled out its cyber security program.
- Governor Northam will be visiting TC Williams HS for a ribbon cutting for the new Healthcare Academy. Features a partnership with GWU, including admission to GW or NOVA, for successful students. Academy offers seven pathways to choose from.

The meeting adjourned at 10:00 a.m.



ALEXANDRIA | ARLINGTON REGION

**Alexandria/Arlington Regional Workforce Council
Executive Committee Meeting Agenda
November 30, 2018
8:30 am to 9:30 am**

**Arlington County Department of Human Services
2100 Washington Blvd, AEC Conference Room
Arlington, VA 22204**

Attendance: Lisa Bauer, Dennis Desmond (via phone), Daniel Gomez, Alberto Marino, Erik Pages, Linda Seyer

Staff: Alamelu Dev (via phone), David Remick

Meeting was called to order at 8:30am

- December meeting agenda was reviewed and unanimously approved.
- December's Consent Agenda Package was reviewed. Executive Committee asked Executive Director to add the number of WIOA customers enrolled in each program to the Eligible Training Provider List Certification report. With this change, the Consent Agenda Package was unanimously approved.
- Executive Committee members discussed and unanimously approved the "Essential Professional Skills" position statement.

Meeting adjourn at 9:30am



ALEXANDRIA | ARLINGTON REGION

WIOA PERFORMANCE REPORT
PY 2018 - Q1 Report

Prepared by:
One Stop Operator – ICATT Consulting:
Alamelu Dev
Alamelu.dev@icatt.net

**PY 2017/FY 2018 Alexandria/Arlington Region - WIOA Performance Report
FINAL**

PY 2017 - FINAL

LWDA 12

	Negotiated	Actual	% of
	Level	Performance	Negotiated
Adult			Level
Employment 2nd Quarter after Exit	80.0	79.3	99.13%
Employment 4th Quarter after Exit	85.0	71.4	84.00%
Median Earnings 2nd Quarter after Exit	\$5,500	\$5,481	99.65%
Credential Attainment within 1 year	84.1	87.5	104.04%
Measurable Skills Gain	Baseline	64.8	
Dislocated Workers			
Employment 2nd Quarter after Exit	83.0	92.1	110.96%
Employment 4th Quarter after Exit	85.0	87.2	102.59%
Median Earnings 2nd Quarter after Exit	\$9,427	\$9,500	100.77%
Credential Attainment within 1 year	86.0	96.8	112.56%
Measurable Skills Gain	Baseline	60.0	
Youth			
Employment 2nd Quarter after Exit	87.0	71.4	82.07%
Employment 4th Quarter after Exit	73.5	69.2	94.15%
Median Earnings 2nd Quarter after Exit	Baseline	\$2,978	
Credential Attainment within 1 year	73.9	75.0	101.49%
Measurable Skills Gain	Baseline	88.2	

Table 1 S.No.	Period (PY2018 - July 2018 to June 2019) Data measure	Q1 (July, Aug, Sept)		
		WDC	AEC	Total
1	Career Services customer satisfaction results	91%	pending	pending
2	Business Services satisfaction results	100%	100%	100%
3	Businesses served	-	-	231
4	Total One-Stop Center Visitors (duplicated)	3778	3774	7552
5	Total One-Stop Center Visitors (unduplicated)	2179	n/a	n/a
6	New WIOA Title I Adult Participants	5	18	23
7	New WIOA Title I Dislocated Workers Participants	1	4	5
8	New WIOA Title I Youth Participants	1	0	1
9	Active WIOA Title 1 Adult Participants	42	66	108
10	Active WIOA Title I Dislocated Workers Participants	19	12	31
11	Active WIOA Title I Youth Participants	19	1	20

Data Source:

Measures #1-5 - One Stop Centers system of records.

Measures #6-11 & State WIOA Perf. measures - Virginia Workforce Connection (VaWC)

Table 2 S.No.	PY2018 - Q1 Progress against Annual Goals WIOA Title 1 Performance Measures	Q1 (July, Aug, Sept)			LWDA 12 Annual Goals
		WDC	AEC	Regional Total *	
	Adults				
1(a)	Employment 2nd Quarter after Exit (#)	1 of 2	10 of 10	-	-
1(b)	Employment 2nd Quarter after Exit (%)	50%	100%	75%	80.0%
2(a)	Employment 4th Quarter after Exit (#)	13 of 13	12 of 14	-	-
2(b)	Employment 4th Quarter after Exit (%)	93%	86%	89%	85.0%
3(a)	Credential Attainment within Four Quarters after Exit (#)	10 of 12	2 of 2	-	-
3(b)	Credential Attainment within Four Quarters after Exit (%)	83%	100%	92%	84.1%
4	Median Earnings 2nd Quarter after Exit	n/a	n/a	n/a	\$6,000
	Dislocated Workers				
5(a)	Employment 2nd Quarter after Exit (#)	2 of 2	6 of 6	-	-
5(b)	Employment 2nd Quarter after Exit (%)	100%	100%	100%	84.0%
6(a)	Employment 4th Quarter after Exit (#)	n/a	2 of 3	-	-
6(b)	Employment 4th Quarter after Exit (%)	n/a	67%	-	87.5%
7(a)	Credential Attainment within Four Quarters after Exit (#)	n/a	2 of 2	-	-
7(b)	Credential Attainment within Four Quarters after Exit (%)	n/a	100%	-	86.0%
8	Median Earnings 2nd Quarter after Exit (#)	n/a	n/a	n/a	\$9,427
	Youth				
9(a)	Employment 2nd Quarter after Exit (#)	0 of 2	8 of 9	-	-
9(b)	Employment 2nd Quarter after Exit (%)	0%	89%	44%	87.0%
10(a)	Employment 4th Quarter after Exit (#)	2 of 4	1 of 1	-	-
10(b)	Employment 4th Quarter after Exit (%)	50%	100%	75%	73.5%
11(a)	Credential Attainment within Four Quarters after Exit (#)	n/a	0 of 1	-	-
11(b)	Credential Attainment within Four Quarters after Exit (%)	n/a	0%	-	73.9%

Note:

Table 2 Data Source: Virginia Workforce Connection (VaWC).

Measures #4, #8 - information to be provided by VCCS.

Alexandria/Arlington Regional Workforce Council
Training Provider Information and Outcomes for PY17 WIOA Participants

Last update November 9, 2018

Provider	Program/Certification	Number of WIOA Participants Enrolled	Training Completion Rate (VA Target = 50%)	Credential Attainment Rate (VA Target = 65%)	Recommendation
1st CDL Training Center of Northern Virginia	Commercial Driver's license CDL A	83	71%	70%	Approve Renewal for Additional Year
1st CDL Training Center of Northern Virginia	Commercial Driver's license CDL B	32	90%	75%	Approve Renewal for Additional Year
Arlington Public Schools - REEP Program	ESOL/ServSafe Food Manager Certification	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Arlington Public Schools - REEP Program	NorthStar Digital Literacy Course (MS Office Certification)	1	100%	100%	Approve Renewal for Additional Year
EduWorkforce Training and Consulting, Inc.	Child Development Associate Training Program	1	100%	Count to be reported in 1/19	Approve Renewal for Additional Year
George Mason University	A+ Certification	8	88%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Accounting and Auditing for Government Contracts	3	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Amazon Web Services (AWS) Certified Solutions Architect	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Cisco Certified Network Associate (CCNA)	7	71%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Certified Information Systems Security Professional (CISSP)	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Cloud Computing with Hadoop	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Contract Changes and Equitable Adjustments	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Cost Accounting Standards	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Cost and Price Analysis for Government Contracts	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Essentials of Home Resource Management	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Ethics and Compliance in Government Contracting	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Financial Management Program (FMP) Finance and Business	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Financial Management Program FMP Leadership and Strategy	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Financial Management Program FMP Operations and Maintenance	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Financial Management Program FMP Project Management	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Government Contracting Fundamentals	2	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Human Resource Management Certificate	4	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Masters Academy in Government Contracting	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Microsoft Certified Technology Specialist	6	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Navigating the FAR: Practical Applications	2	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Negotiations Strategies and Techniques in Government Contracting	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Network+	7	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Oracle 12c Certified associate	2	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Oracle 12c Certified Professional	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Oracle 12c Structured Query Language	2	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Oracle PL/SQL	2	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Paralegal Certificate	3	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Preparing Compliant Proposals	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Python Programming	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Quality Assurance Testing	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Security+	10	90%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Timekeeping for Government Contractors	1	100%	Determining how to track in 2019	Approve Renewal for Additional Year
George Mason University	Web Design	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
George Mason University	Web Development	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Global Educational Institute, LLC	Registered Medication Aide Training Program	2	100%	100%	Approve Renewal for Additional Year
Global Educational Institute, LLC	Nursing Assistant Training Program (for CNA Certification)	15	93%	86%	Approve Renewal for Additional Year
Global Educational Institute, LLC	CPR/AED/First Aid	13	100%	100%	Approve Renewal for Additional Year
Global Educational Institute, LLC	Personal Care aide/Home Health Aide	4	100%	100%	Approve Renewal for Additional Year
La Cocina VA	Bilingual Culinary Arts Job Training Program (for ServSafe Certification)	11	91%	100%	Approve Renewal for Additional Year
MedCerts	Medication Care Coordinator Program	6	100%	Count to be reported in 1/19	Approve Renewal for Additional Year

MedCerts	Professional Coder	36	78%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Medical Billing Specialist	6	91%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Medical Front Office Administration	32	97%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Pharmacy Technician Specialist	3	100%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Medical Front Office and Electronic Health Records	25	88%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Electronic Health Records Specialist	11	100%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Electronic Health Records & Reimbursement Specialist	81	94%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Allied Healthcare Professional	47	96%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	IT Help Desk Administrator	28	100%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	PC Technician	2	100%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	IT Network Technician	1	100%	Count to be reported in 1/19	Approve Renewal for Additional Year
MedCerts	Healthcare IT Technician	3	100%	Count to be reported in 1/19	Approve Renewal for Additional Year
Quantum Studios Institute for Technology	Web Design and Development	0	New program	New program	Approve Renewal for Additional Year
Quantum Studios Institute for Technology	Web Design	0	New program	New program	Approve Renewal for Additional Year
Quantum Studios Institute for Technology	Administrative Assistant	0	New program	New program	Approve Renewal for Additional Year
Quantum Studios Institute for Technology	Workforce Readiness Skills	0	New program	New program	Approve Renewal for Additional Year
Quantum Studios Institute for Technology	SharePoint	0	New program	New program	Approve Renewal for Additional Year
Quantum Studios Institute for Technology	Word Processing Program	0	New program	New program	Approve Renewal for Additional Year
Spectrum Beauty Academy, LLC	Cosmetology	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Spectrum Beauty Academy, LLC	Barbering	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Spectrum Beauty Academy, LLC	Nail Technology	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Spectrum Beauty Academy, LLC	Esthetics	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Spectrum Beauty Academy, LLC	Master Esthetics	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Spectrum Beauty Academy, LLC	Instructor Training	0	No WIOA students	No WIOA students	Approve Renewal for Additional Year
Together We Bake	Culinary Skills and Personal Development (for ServSafe Certification)	8	100%	100%	Approve Renewal for Additional Year



ALEXANDRIA / ARLINGTON REGIONAL

Workforce Council

November 15, 2018

Mr. George Taratsas
WIOA Administrator
Virginia Community College System
Arboretum III
300 Arboretum Place, 3rd Fl-Ste 390
Richmond, VA 23236

RE: PY18 WIOA FUNDING TRANSFER REQUEST

Dear Mr. Taratsas:

Virginia Career Works Alexandria/Arlington requests the transfer of \$68,094.00 from PY18 WIOA Dislocated Worker funds to the PY18 WIOA Adult funds. This request will cover additional projected expenses in FY19 as follows: \$30,000 for personnel expenses; and \$38,094.00 for client training related expenses. A WIOA Title I programmatic and financial analysis pertaining this request can be found in Attachment A.

Thank you in advance for your attention to this request. Should you have questions please contact David Remick at dremick@arlingtonva.us or 703.228.1412.

Sincerely,

Daniel Gomez
Chair

CC: David Remick

ATTACHMENT A

WIOA Title I Training Expenses for VCWAA				
	ADULT		DW	
	# Active Participants	Expenditures	# Active Participants	Expenditures
PY 2015	97	\$ 238,403.00	35	\$ 365,531.00
PY 2016	81	\$ 282,866.37	35	\$ 249,653.73
PY 2017	71	\$ 301,622.31	31	\$ 184,865.99
WIOA ADULT PY 2018	Total	40% Training	Supportive Services	Staff/Operating
Budget	\$ 162,581.40	\$ 65,032.56	\$ 0.00	\$ 97,548.84
Projected Expenses	\$ 230,675.40	\$ 103,126.56	\$ 0.00	\$ 127,548.84
Shortfall	(\$ 68,094.00)	(\$ 38,094.00)	\$ 0.00	(\$ 30,000)
WIOA DW PY 2018	Total	40% Training	Supportive Services	Staff/Operating
Budget	\$ 254,834.10	\$ 101,933.64	\$ 0.00	\$ 152,900.46
Projected Expenses	\$ 186,740.10	\$63,839.64	\$ 0.00	\$122,900.46
Surplus	\$ 68,094.00	\$38,094.00	\$ 0.00	\$30,000.00
Transfer Request Total (DW to Adult):				\$ 68,094.00

Consent Agenda Ends

Alexandria/Arlington Regional Workforce Council
Position Statement
The Importance of Essential Professional Skills

Essential professional skills represent the skill set in greatest demand across all business, industries, and occupations and are transferrable skills that employees use in every job. Research conducted by Harvard University, the Carnegie Foundation and Stanford Research Center has concluded that 85% of job success comes from having well-developed professional and people skills, and only 15% of job success comes from technical skills and knowledge (hard skills)¹. LinkedIn found that "57 percent of leaders say essential professional skills are more important than hard skills"². In the Greater Washington region, 40% of the Top 50 in-demand skills are professional-skills³. A partial list of such skills includes: communication, teamwork, self-motivation, flexibility, leadership, and time management.

The Alexandria/Arlington Regional Workforce Council seeks to infuse its customers with essential professional skills that we hear our region's employers demand. Research shows that such skills can be taught and learned but more must be done to equip the workforce with them. The Council believes the following actions are key to improving the acquisition of essential professional skills.

- Universal recognition of the value that strong essential professional skills bring to the workplace;
- Increased training investments by government and businesses in essential professional skills development;
- Integration of essential professional skills development opportunities into elementary and secondary school curriculum; and
- Introduction of essential professional skills learning opportunities within certificate and credential-bearing programs.

¹ <https://www.nationalsoftskills.org/the-real-skills-gap/>

² <https://learning.linkedin.com/blog/top-skills/the-skills-companies-need-most-in-2018--and-the-courses-to-get-t>

³ JobsEQ.

JOBRISE

A ZERO MODEL COMPANY

Jobrise is a national social enterprise providing life-changing employment for the formerly incarcerated. We believe that potential is universal, but opportunities are not and we exist to create economic opportunities for hard working individuals determined to earn a second chance.

We have found that people with a criminal background (and make it through our extensive vetting process) make better employees than the average candidate found on the job boards. This is because it is very difficult to vet for attitude, work ethic, and loyalty. We work with candidates that can objectively demonstrate their track record of professionalism and dependability, while also requiring personal references from persons in authority positions.

The results are exceptional candidates, who in turn, lower turnover rates and increase company productivity.

Just a few reasons to partner with Jobrise

- 1) Lower your turnover rate and increase your productivity: By intentionally recruiting candidates who are often ignored or avoided in the labor market, our people are more loyal to the employer who believed in them, and gave them an opportunity. This saves thousands of dollars in recruiting and re-training time, while longer tenured employees are more productive than new ones.
- 2) Jobrise's strong relationships with our referral partners: Referrals are always the best way to find top candidates. Nearly all of the individuals we work with are referred and recommended by leaders who have seen and observed the work ethic, character, and dependability of our candidates. We have troves of positive data on every person we submit for hire.
- 3) Increased levels of social support from our team: Our Director of Talent is the former Chief of Probation for the City of Alexandria. She knows and understands this demographic better than anyone. She also leads our "case management" team, which plays an active role in our employee's lives and helps them address any issues which might interfere with their work (i.e. housing, car trouble, personal affairs).
- 4) Invest in and benefit your community: According to the National Institute of Justice, the average recidivism rate over 5 years is 75%. The recidivism rate for our employees is 6%. You have the ability to give opportunities to worthy individuals and help end this perpetual cycle of criminalization.

Three Models to partner with Jobrise

- 1) Long-term contract (i.e. 1+ year contract): Jobrise will recruit, screen and present qualified candidates to your company. Put candidates through your own interview process and tell Jobrise if you would like to hire any of the candidates.

Jobrise will onboard the candidate as a W2 employee, pay all of their wages, taxes, and insurances costs and bill company at a rate of 1.5X of the employee's pay rate.

- 2) Contract to Perm: Same as above, except the bill rate will be 1.7X of the employee's pay rate and your company will have the opportunity to convert the candidate to their own internal employee after candidate has worked 500 hours. Between 500 hours and 750 hours there will be a small conversion fee. After 750 hours there will be no conversion fee.

- 3) Direct hire: Jobrise will recruit, screen and present qualified candidates to your company. Put candidates through your own interview process and tell Jobrise if you would like to hire any of the candidates. Jobrise will then invoice your company 20% of the annualized salary of the hired candidate. I.e. if the candidate is offered \$15.50/hr., their annualized salary would be \$32,240 and the fee would be \$6,448.

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