

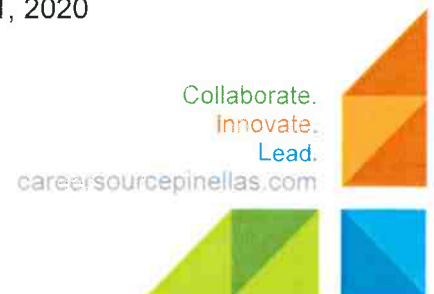


October 8, 2019, 2:30 P.M.  
Epicenter – 13805 58<sup>th</sup> St. N., Clearwater, FL  
Conference Dial: 1-844-815-8411  
Conference Code: 268-750#

## Workforce Solutions Committee Agenda

- I. **Welcome and Introductions** ..... Mark Hunt, Chair
- II. **Action/Discussion Items**
  - 1. Approval of Minutes – August 20, 2019 WFS Meeting..... Page 2
- III. **Other Administrative Matters**  
*(Items of urgency not meeting the seven-day guideline for review)*
- IV. **Information Items**
  - 1. 2018 – 2019 Workforce Solutions Goals Update..... Torregiante, Page 11
  - 2. Monthly Management Report (MMR) ..... Torregiante, Page 20
  - 3. DEO Daily Governor’s Report ..... Torregiante, Page 21
  - 4. Training Provider Performance Report..... Shepherd, Page 22
  - 5. Training Provider Financial Summary .....Meier, Page 29
  - 6. On-the-Job Training Spending .....Meier, Page 30
  - 7. Help Wanted Online..... Torregiante, Page 31
- V. **Industry Insights**
  - a. Education ..... Committee Members
  - b. Economic Development ..... Committee Members
  - c. Healthcare ..... Committee Members
  - d. Other Industry Sector..... Committee Members
- VI. **Public Comments**
- VII. **Committee Members Comments**
- VIII. **Adjournment**

Next Workforce Solutions Committee Meeting – February 11, 2020





## **Action Item 1**

### **Approval of Minutes**

In accordance with Article VII, Section 1(H), of the approved WorkNet Pinellas By-Laws: Minutes shall be kept of all Board and Committee meetings. Minutes shall be reviewed and approved at the next CareerSource Pinellas Board or Committee meeting as appropriate.

The official minutes of meetings of the Board and Committees of the Board are public record and shall be open to inspection by the public. They shall be kept on file by the Board Secretary at the administrative office of CareerSource Pinellas as the record of the official actions of the Board of Directors.

The draft minutes from the August 20, 2019 Workforce Solutions Committee meeting have been prepared and are enclosed.

#### **RECOMMENDATION**

Approval of the draft minutes, to include any amendments necessary.

**CareerSource Pinellas  
Workforce Solutions Committee  
Meeting Minutes**

Date: August 20, 2018 at 2:30 p.m.  
Location: 13805 58<sup>th</sup> Street N. Clearwater, FL, 33760

**Call to Order**

Committee Chair Mark Hunt called the meeting to order at 2:31pm. There was a quorum present with the following committee members participating. Mr. Hunt introduced new member Denise Sanderson. Ms. Sanderson is the Director of Economic Development and Housing for the City of Clearwater.

**Members in attendance**

Vivian Amadeo (phone), Jody Armstrong, James England, Andrea Henning, Mark Hunt, Michael Jalazo (phone), Jason Krupp, Andrea Falvey (for Meidel), Denise Sanderson, Zachary White (phone)

**Members not in attendance**

Candida Duff, Michael Logal, Rebecca Sarlo, Glenn Willocks.

**Staff Present**

Steven Meier, Don Shepherd, April Torregiante, Luna Clarke, Steven Blakey.

**Action/Discussion Items**

**Item 1 – Approval of minutes**

The minutes of the May 14, 2019 Workforce Solutions Meeting were presented for approval.

Motion: Jody Armstrong  
Second: Jason Krupp

*The minutes were approved as presented. The motion carried.*

**Other Administrative Matters**

None

**Information Items**

**Info 1. Workforce Solutions Strategic Plan: Goals Update (Covering thru December 2018)**

**Goal I - Provide Employers with a Skilled Workforce**

**Professional Talent of Tampa Bay:** networking group providing professional level job seekers the ability to connect and interact with their peers as well as a dedicated Business Services staff member

Period	Performance	YTD
Program Year 2017-2018	No of Placements	383
	Average Wage \$	32.03
Program Year 2018-2019	No of Placements	120
	Average Wage \$	28.65

**Goal II - Develop Effective Employer Based Workforce Programs**

Employers may utilize the OJT program to effectively mitigate the upfront training costs associated with hiring new employees.

**On the Job Training (OJT)**

Period	Performance	YTD
Program Year 2017-2018	Total Funding	\$ 311, 773
	# of Trainees	167
	# of Employers	57
	Ave. Wage at Placement \$	16.84
Program Year 2018-2019	Total Funding	\$ 415, 000
	# of Trainees	39

	# of Employers	21
	Ave. Wage at Placement \$	16.10

**Paid Work Experience (PWE)** is a career preparation program intended to expose young workers to a business environment, with a focus on skill development in high demand occupations.

Period	Performance	YTD
Program Year 2017-2018	Total Funding	\$ 146,654
	# of Trainees	109
	# of Employers	32
	Ave. Wage at Placement \$	10.46
Program Year 2018-2019	Total Funding	\$275,000
	# of Trainees	7
	# of Employers	5
	Ave. Wage at Placement \$	\$11.58

The **EWT (Employed-Worker Training) program** is designed for businesses who seek to enhance the professional skills of existing employees.

Period	Performance	YTD
Program Year 2017-2018	# of EWT Awards	19
	# of Trainees	611
	Total EWT Funding	\$ 216,825.97
Program Year 2018-2019	# of EWT Awards	8
	# of Trainees	284
	Total EWT Funding	\$142,081

**IWT:** For-profit, small- to mid-sized businesses in Florida may be eligible for grant dollars to help pay for training existing employees.

Company	Amt. Requested
Arrowhead Global	\$13,875.00
Awning Works, Inc.*	\$24,113.00
Davis Bews Design Group, Inc.	\$14,025.00
Eagle Datagistics LLC	\$13,447.00
Hyperactive Components, Inc DBA Homeland Components, Inc.	\$7,000.00
Intellitech International Inc	\$31,500.00
MarineMax, Inc.	\$21,000.00
Plasma Therm	\$9,680.00
Power Design, Inc.	\$52,875.00
Quest Diagnostics Incorporated	\$17,948.00
Soft Computer Consultants, Inc.	\$79,004.00
<b>Total:</b>	<b>\$284,467.00</b>

**QRT:** For 2018-2019, there are no posted new QRT (Quick Training Responses) for Pinellas businesses.

**TampaBayIntern.com** provides an exclusive and unique opportunity for employers to connect with current students and recent graduates seeking employment opportunities.

#### Internship Programs

Period	Performance	YTD
Program Year 2017-2018	No of Employers	91
	No of Internships	152
	No of Interns Registered	532
	No of Placement	92

Program Year 2018-2019	No of Employers	15
	No of Internships	16
	No of Interns Registered	94
	No of Placement	8

**Goal III – Effectively Market and Brand Services and Programs**

There was some discussion about the progress of the new website. Ms. Brackney gave an ETA for launch for the beginning of October 2018. Members expressed their encouragements for continuous social media postings, in order to continue to reach our customer-base to promote the various programs, job fairs and career events. It was also recommended by the committee chair that an event be put in place, to cater to employer-needs. An example would be to hold a session where employers would be invited to learn more about the programs we offer, and how their business can benefit from those available programs.

**Website Traffic:**

Period	Performance	YTD
Program Year 2017-2018	# of People Visited Site	106,329
	# of Visits	165,601
	Page Views	692,835
	Returning Visitors	21.7%
	New Visitors	72.3%
Program Year 2018-2019	# of People Visited Site	82,416
	# of Visits	130,772
	Page Views	589,409
	Returning Visitors	25.68%
	New Visitors	74.31%

**Social Media Traffic:**

Period	Performance	YTD
Program Year 2017-2018	# of New Twitter Followers	93
	# of New Facebook Fans	338
	# of New LinkedIn Followers	237
	# of Engagements	6129
	# of Impressions	2,209,900
Program Year 2018-2019	# of New Twitter Followers	9
	# of New Facebook Fans	641
	# of New LinkedIn Followers	595
	# of Engagements	21,916
	# of Impressions	2,668,328

**Career Fairs:**

Date	Type	Number of Employers	Number of Job Seekers
6/14/2018	Construction Job Fair	23	112
7/31/2018	Amazon Job Fair (Epi Center & South County)	1	84
09/06/2018	Customer Service Rep/Hospitality Job Fair	20	122
10/25/2018	Manufacturing Job Fair	14	158
11/14/2018	Veteran's Job Fair	25	137 (54 Vets)
1/31/2019	Professional Mixer	10	107
03/28/2019	Spring Career General Career Fair	45	307
5/30/2019	Healthcare Career Fair	22	110
6/27/2019	I.T. Career Fair	17	100



### In-House Recruitment (IHR) Events

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
PY 2017-2018	# IHR events	9	24	11	17	9	6	5	5	18	12	15	6	137
	# IHR Job seekers	79	241	92	351	283	26	26	63	112	74	96	40	1,483
PY 2018-2019	# IHR events	17	14	13	10	9	10	10	14	13	21	23	20	174
	# IHR Job seekers	171	113	113	80	108	78	112	94	111	247	298	222	1,747

### Objective 3: Encourage participation with partners within the community.

In November 2017, CareerSource Pinellas approved the release of a Request for Qualifications in order to develop a performance-based partnership. In 2018, the requirements were modified to attract partnerships through membership with local chambers and business associations. CSPIN is currently working with the following to finalize partnerships.

Chamber or Organization	Membership Fee	Services Available
Clearwater Chamber	\$395	Listing within Chamber Directory, website with linkage to CSPIN website, and promotional opportunities through Chamber. Networking at monthly meetings.
Palm Harbor Chamber	\$305	Listing within Chamber Directory, website with ability to post CSPIN webpage with linkage to CSPIN website, and promotional opportunities through Chamber. Networking at scheduled meetings.
Upper Tampa Bay Chamber	\$695	As a Member, the Upper Tampa Bay Chamber provides CareerSource Pinellas with the opportunity to increase impact and effectiveness of strategic partnerships by providing support for member companies. The specific marketing opportunities include a listing in the Chamber Directory, website with linkages to CSPIN, promotional opportunities through the Chamber and scheduling through the Chamber Directory, website and networking.
St. Petersburg Area Economic Development Corporation	\$5000	As an Ambassador, the St. Petersburg EDC provides CareerSource Pinellas with the opportunity to increase effectiveness of strategic partnerships by providing support for growing companies, job creation projects in targeted industries, and focusing on target industry talent pipeline activities. The marketing opportunities include monthly e-updates, quarterly newsletter; link in the Online Investor Directory; participate in targeted industry-exclusive events; engage in job creation projects; ability to grow leads for workforce pipeline initiatives; participate in committees, taskforces and roundtables, and engage in economic development conferences
Recruiter Networking Group (RNG) Tampa Bay	\$2500	As a Partner, RNG provides CareerSource Pinellas with the opportunity to increase impact and effectiveness of strategic partnerships by providing support for growing companies, participating in recruitment events and supporting the workforce pipeline. Through this partnership, we will build direct relationships between talent and the in-house recruitment efforts of local companies and CareerSource Pinellas. These relationships will be developed through conducting outreach, marketing and networking efforts. The marketing opportunities include monthly updates; link on the website; participate in targeted industry events; support hiring efforts of growing companies; and engage in workforce pipeline activities.
Pinellas Park Chamber	NA	Listing within Chamber Directory, website with linkage to CSPIN website, and promotional opportunities through Chamber. Networking at monthly meetings.

### Information Item 2 – Monthly Management Report (06/30/2019) (Wagner-Peyser)

WP Entered Employment Rate (for those unemployed at time of first service)	YTD R14 7/1/2018 – 03/31/2019
A. The # of individuals identified as employed in Employ FL or found on the Dept. of Revenue's New Hire report since they last received a service.	6,020
B. The # of job seekers who have not received a WP reportable service in 90 days and were unemployed when they first started receiving services.	15,228
<b>Performance (A÷B)</b>	<b>39.5%</b>
<b>Ranking</b>	<b>12th</b>

<b>WP Entered Employment Rate (for those already employed at time of first service)</b>		
A. The # of individuals employed when they first received a service that are identified as now employed in Employ FL or found on the Dept. of Revenue's the New Hire report since they last received a service.		922
B. The # of job seekers who have not received a WP reportable service in 90 days and were employed when they first started receiving services.		2,228
	<b>Performance (A÷B)</b>	<b>41.4%</b>
	<b>Ranking</b>	<b>6<sup>th</sup></b>
<b>Short Term Veterans Entered Employment Rate</b>		
A. The # of veterans who were unemployed when they first received a service who are identified as now employed in Employ FL or found on the Dept. of Revenue's the New Hire report since they last received a service.		435
B. The # of veterans who have not received a WP reportable service in 90 days and were unemployed when they first started receiving services.		1,143
	<b>Performance (A÷B)</b>	<b>38.1%</b>
	<b>Ranking</b>	<b>14<sup>th</sup></b>
<b>WP Job Placement Wage Rate</b>		
A. The average wage of job openings' placements.		\$13.22
B. Regionally adjusted federal low income guideline for family of 3.		\$14.50
	<b>Performance (A÷B)</b>	<b>91.2%</b>
	<b>Ranking</b>	<b>8<sup>th</sup></b>

**Information 3: DEO Daily Governor's Report: Local Tracking for Program Year 2018-2019**

CareerSource Pinellas				
PY 18/19	Placements	Composite Score	Ranking	Statewide Placements
July	799	166.01%	8	10,973
August	938	161.75%	8	12,656
September	955	162.37%	6	12,922
October	1,020	155.32%	6	14,407
November	765	143.56%	8	11,914
December	658	148.21%	8	11,230
January	711	137.22%	6	12,219
February	703	165.17%	6	9,840
March	654	144.95%	6	10,266
April	610	139.04%	8	10,234
May	660	139.25%	9	11,061
June	455	121.38%	6	8,606
Totals	8,473	151.17%	7.1	127,722

**Information 4: Training Provider Report – Region 14 Total (PY 18/19- Thru 06/30/2019)**

1. Number that exited training: 161
2. Exited without completing training: 10
3. Exited after completing training: 151
4. No job at the point of training completion: 63
5. Had a job at the point of training completion: 88
6. Number that obtained a job whether or not they completed training: 93
7. Number that obtained job directly related to the training: 63
8. Training completion rate: 94%
9. Job placement rate: 58%
10. Training related job placement rate: 39%
11. Average wage at job placement: \$20.35

**Information 5: OJT Provider Spending: Thru June 30, 2019**

OJT Provider	OJT Spending	Participants	Average
Advance Tool Company	\$ 2,880.00	1	\$ 2,880.00
AECI	\$ 2,276.26	1	\$ 2,276.26
Allen's Plumbing, Inc.	\$ 713.25	1	\$ 713.25
American Strategic Insurance	\$ 22,150.04	7	\$ 3,164.29
Anondyne Therapy, LLC	\$ 3,560.03	2	\$ 1,780.02
APEDF	\$ 2,351.40	1	\$ 2,351.40
Awning Works, Inc.	\$ 9,987.02	3	\$ 3,329.01
CCS Medical	\$ 2,448.12	1	\$ 2,448.12
Cloud Guru LLC dba Marketopia	\$ 3,094.40	1	\$ 3,094.40
ConnectYourCare, LLC	\$ 2,949.38	2	\$ 1,474.69
Crown Auto Dealerhips Inc dba Crown Buick GMC	\$ 1,623.42	1	\$ 1,623.42
e-TeleQuote Insurance, Inc.	\$ 7,317.80	2	\$ 3,658.90
EI Manufacturing Services	\$ 3,081.28	1	\$ 3,081.28
Freedom Metal Finishing	\$ 3,986.70	1	\$ 3,986.70
Lincare Inc.	\$ 13,817.96	7	\$ 1,973.99
On Top of The World	\$ 1,964.13	2	\$ 982.07
Parallon Business Performance Group	\$ 3,873.24	2	\$ 1,936.62
Pinellas County School Board	\$ 1,457.69	1	\$ 1,457.69
Ruhl Enterprises, Inc.	\$ 2,626.75	1	\$ 2,626.75
Salvo Technologies, Inc.	\$ 2,878.73	1	\$ 2,878.73
St. Luke's Cataract & Laser Institute	\$ 6,966.83	2	\$ 3,483.42
St. Mark Village, Inc.	\$ 5,959.15	2	\$ 2,979.58
St. Petersburg Kennel Club, Inc. dba Derby Lane	\$ 2,615.04	2	\$ 1,307.52
Thinkdirect Marketing	\$ 2,554.69	4	\$ 638.67
Universal Solutions Group, LLC	\$ 2,436.55	4	\$ 609.14
West Pharmaceutical Services (SP)	\$ 4,502.19	2	\$ 2,251.10
<b>Total</b>	<b>\$ 120,072.05</b>	<b>55</b>	<b>\$ 2,183.13</b>

**Information 6: Training Provider Spending Summary (July 1, 2018 – June 30, 2019)**

Training Provider	Customer Training	Approved Spending (if required)	Remaining	# of Participants	Avg/ Per Participant
Access Computer Training (Hillsborough)	\$ -				
Adam's State University	\$ 8,162.40			1	\$ 8,162.40
American Manufacturing Skills Initiative (AmSkills)	\$ -				
ATA, Career Institute of Florida, (Hernando)	\$ -				
BizTech Learning Centers, Inc., ( Pinellas)	\$ 27,000.00			6	\$ 4,500.00
Brewster Technical Center	\$ 448.29			1	\$ 448.29
Center for Technology Training	\$ 43,490.00			9	\$ 4,832.22
Central Florida Heat and Frost Insulators J.A.C. (RA)	\$ -				
Computer Coach Training	\$ 68,500.00			14	\$ 4,892.86
Concorde Career Institute, (Hillsborough)	\$ -				
Eckerd College *	\$ -	\$ 75,000.00	\$ 75,000.00		



Florida School of Traditional Midwifery, (Alachua)	\$ -				
Galen College of Nursing, (Pinellas)	\$ 275,577.98			73	\$ 3,775.04
Hillsborough Community College	\$ 999.51			1	\$ 999.51
IEC- Independent Electrical Contractors, FAAC	\$ -				
International Union of Operating Engineers (RA)	\$ -				
Ironworkers (RA) *	\$ -	\$ 100,000.00	\$ 100,000.00		
JATC - Tampa Area Electrical JATC, (Hillsborough), FAAC (RA) *	\$ 51,916.40	\$ 100,000.00	\$ 48,083.60	60	\$ 865.27
Jersey College, ( Hillsborough)	\$ 10,812.65			3	\$ 3,604.22
LaSalle Computer Learning Center, (Hillsborough)	\$ 10,000.00			2	\$ 5,000.00
Learning Alliance Corporation	\$ -				
Masonry (RA)	\$ -				
National Aviation Academy, (Pinellas)	\$ 89,621.50			16	\$ 5,601.34
New Horizon Computer Learning Center, (Hillsborough)	\$ 477,480.00			86	\$ 5,552.09
Pinellas Technical Education Centers *	\$ 121,381.06	\$ 100,000.00	\$ (21,381.06)	57	\$ 2,129.49
Plumbers and Pipefitters and HVAC, local union 123 (RA) *	\$ -	\$ 100,000.00	\$ 100,000.00		
Rasmussen College	\$ -				
Refrigeration & Air Conditioning Contractors (RACCA) (RA)	\$ -				
Roadmaster Drivers School, Inc., (Hillsborough)	\$ 10,000.00			2	\$ 5,000.00
RV Training Center, (Pinellas)	\$ -				
Schiller International University, (Pinellas)	\$ -				
Science and Technology Education Innovation Center, (Pinellas)	\$ -				
Southern Technical Institute, Pinellas Park, (Pinellas)	\$ 4,847.82			8	\$ 605.98
St. Petersburg College *	\$ 288,403.58	\$ 300,000.00	\$ 11,596.42	249	\$ 1,158.25
Sullivan Cogliano Training Centers, (Miami-Dade)	\$ -				
Tampa Truck Driving School, Inc.	\$ 20,000.00			4	\$ 5,000.00
Ultimate Medical Academy (Hillsborough) Online Only	\$ 6,450.00			1	\$ 6,450.00
Ultimate Medical Academy (Pinellas)	\$ 44,810.00			9	\$ 4,978.89
University of South Florida / Innovative Education, SACS	\$ 10,489.00			3	\$ 3,496.33
Utica College	\$ -				
<b>Total</b>	<b>\$ 1,570,390.19</b>			<b>605</b>	<b>\$ 2,595.69</b>

### **Information 7: Help Wanted Online**

Help Wanted Online™ (HWOL) from The Conference Board is a measure of real-time labor demand captured through online job ads. The Conference Board compiles online job ads from over 16,000 sources and publishes the data in an online application that covers national, state, Metropolitan Statistical Area (MSA) and county levels, detailed by occupation, industry and employer. Online jobs ads are an additional measure of labor demand. Reports of hiring demand by area, industry, occupation, and employer are a valuable tool for identifying employment opportunities and helping with the reemployment of Florida's out-of-work citizens. The Florida Department of Economic Opportunity, Bureau of Workforce Statistics and Economic Research compiles and publishes reports every month from Help Wanted Online that show hiring demand at both the state level and the regional workforce board level. Below is the online Ads data for the Pinellas Region (Region 14).

<b>July 2019</b>	<b>June 2019</b>	<b>July 2018</b>	<b>Over the Month Change</b>	<b>Over the month % change</b>	<b>Over the year change</b>	<b>Over the year % change</b>
17,792	17,872	18,852	-80	-0.4%	-1,060	-5.6%

### **Workforce & Education Summit**

The Workforce and Education Summit is being planned for February 20, 2020 (alternate date of February 21). The venue and speakers are currently in consideration and planning stages. The "invitation-only" one day event has been proposed as follows:

- 7:30am – Continental Breakfast
- 8:30am – Keynote speaker; economics expert with a futurist's acumen to target the "bigger picture"
- 9:30am – Breakout sessions or panel discussion focused on various sectors in both education and business environments
- 11:30 – Recap of information gathered and discussed during sessions and/or panel
- Event would wrap up by 1:00pm.

The Workforce and Education Summit will coincide with Career and Education Month. As partners and representatives on the Workforce Solutions Committee, both Pinellas Technical College and St. Petersburg College will assist with planning the event. Potentially, members of the group would participate in the panel of discussion for the event. Also, any interest in sponsoring would be welcome.

### **Industry Insights**

The Workforce Solutions Committee focuses on monitoring trends in sectors such as: workforce, education, and economic development. Using this information, the committee will promote the identification and analysis of market demands, the outcome of which is expected to enhance the region's global competitiveness in the area of workforce resources. To this end, committee members are encouraged to share some insights from their respective industry. Pinellas Technical College will hold an apprenticeship fair in November 2019. St. Petersburg College expressed interest in partnering in the event. CSPIN will partner in promoting this event.

### **Public Comments**

None

### **Adjournment**

The meeting was adjourned at approximately 3:07 p.m.



**Information Item 1**  
**Workforce Solutions Strategic Plan Goals Update**  
 PY 2019-2020: Period Covering thru September 2019

**Goal I**

**Provide Employers with a Skilled Workforce**

**Objective 1** Provide workforce resources to employers.

**Professional Networking Group**

*The Professional Networking Group provides professional level job seekers the ability to connect and interact with their peers as well as a dedicated Business Services staff member. In addition, candidates are provided access to additional training to make them more marketable to hiring employers. Guest employers may also be featured during the weekly meetings, which improves the employers' visibility to a diverse talent pool.*

**Professional Networking Group**

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
<b>Program Year 2018-2019</b>	No of Placements	5	4	11	9	14	26	6	12	5	16	7	5	120
	Average Wage \$	\$33.85	\$26.36	\$27.62	\$30.31	\$34.14	\$31.45	\$17.78	\$47.50	\$18.96	\$22.34	\$28.00	\$25.50	\$28.65
<b>Program Year 2019-2020</b>	No of Placements	10	5	4										19
	Average Wage \$	\$31.08	\$24.52	\$26.61										\$27.40

**Objective 2** Identify training opportunities for targeted occupations.

The targeted training opportunities are outlined in the Targeted Occupations List. The approved regional targeted occupation list is located on the CSPIN website at: <https://careersourcepinellas.com/employers/how-to-become-a-training-provider/>



**Paid Work Experience** is a career preparation program intended to introduce young workers to a business environment, with a focus on skill development in high demand occupations. Due to DEO policy changes, OJT and PWE programs were reduced in order to review and amend local procedures for compliance. As adjustments have been made, we will move forward with implementation of these revitalized programs.

**Paid Work Experience (PWE)**

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
<b>Program Year 2018-2019</b>	Total Funding													\$ 275,000
	# of Trainees	3	3	1	0	0	0	0	0	0	0	0	0	7
	# of Employers	2	2	1	0	0	0	0	0	0	0	0	0	4
	Ave. Wage at Placement \$	14.00	10.63	9.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$11,58
<b>Program Year 2019-2020</b>	Total Funding													\$ 0
	# of Trainees	0	0	0										0
	3 of Employers	0	0	0										0
	Ave. Wage at Placement \$	0	0	0										\$0

**Objective 2 Encourage employer involvement in the Local Employed (EWT) and Incumbent Worker Training (IWT) programs.**

The **EWT program** is designed for businesses who seek to enhance the professional skills of existing employees. The program increases workforce availability and skills to support targeted industry sectors and apprenticeship programs. This strategy promotes business retention and contributes to the overall economic growth within the region.

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
<b>Program Year 2018-2019</b>	# of EWT Awards	0	0	0	0	0	0	0	2	7	0	8	8	8
	# of Trainees	0	0	0	0	0	0	0	75	268	0	276	284	284
	Total EWT Funding	0	0	0	0	0	0	0	\$29,789	\$137,469	0	\$142,081	\$142,081	\$142,081
<b>Program Year 2019-2020</b>	# of EWT Awards	0	0	0										0
	# of Trainees	0	0	0										0
	Total EWT Funding	0	0	0										\$0

At this time, we are reviewing changes in State policy pertaining to Work based training programs in order to evaluate our current process and determine a course moving forward. During this review, we are continuing to educate, direct and assist interested employers in applying for CareerSource Florida Flex Training Grants through Incumbent Worker Training (IWT) and Quick Response Training (QRT), as addressed below in Objective 3.



**Objective 3** Connect employers with the Florida Flex Program administered by CareerSource Florida.

FloridaFlex is administered by CareerSource Florida and offers businesses in Florida, or relocating to Florida, a completely integrated talent support solution to help them compete and grow with programs such as the Incumbent Worker Training Program (IWT) and Quick Response Training (QRT).  
 IWT: For-profit, small- to mid-sized businesses in Florida may be eligible for grant dollars to help pay for training existing employees.

**PY2018-2019**

Company	Amt. Requested
Arrowhead Global	\$13,875.00
Awning Works, Inc.*	\$24,113.00
Davis Bews Design Group, Inc.	\$14,025.00
Eagle Datagistics LLC	\$13,447.00
Hyperactive Components, Inc DBA Homeland Components, Inc.	\$7,000.00
Intellitech International Inc	\$31,500.00
MarineMax, Inc.	\$21,000.00
Plasma Therm	\$9,680.00
Power Design, Inc.	\$52,875.00
Quest Diagnostics Incorporated	\$17,948.00
Soft Computer Consultants, Inc.	\$79,004.00
<b>Total:</b>	<b>\$284,467.00</b>

**PY2019-2020**

Company	Amt. Requested
BioDerm Inc.	\$5,125.00
Englander Englander Enterprises Inc.	\$5,927.00
Exaxol Chemical Corp	\$11,250.00
Sign-Age of Tampa bay, Inc.	\$10,500.00
Salvo Technologies Inc	\$20,400.00
<b>Total:</b>	<b>\$54,202.00</b>

**QRT:** New businesses or those relocating to or expanding in Florida may be eligible for grant dollars to help pay for training new employees.

For PY2018-2019, there were no posted new QRT (Quick Training Responses) for Pinellas businesses.

**PY2019-2020**

Company	Amt. Requested
Power Design, Inc.	\$724,500.00
Powertown Line Construction, LLC	\$367,500.00
<b>Total:</b>	<b>\$1,092,000.00</b>

**Objective 4 Encourage employer participation in the internship programs.**

*PinellasInterns.com has been launched and is operational for Pinellas County. PinellasInterns.com provides an exclusive and unique opportunity for employers to connect with current students and recent graduates seeking employment opportunities. Once connected to PinellasInterns.com, staff assists employers with recruiting and referring candidates for their open positions. Prior to September 2019, CareerSource Pinellas shared a website and intern initiative with TampaBayIntern.com.*

**Internship Programs**

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
<b>Program Year 2018-2019</b>	No of Employers	2	5	3	3	0	0	1	0	0	1	0	0	15
	No of Internships	4	6	3	1	1	0	0	0	0	1	0	0	16
	No of Interns Registered	30	27	19	18	4	4	8	3	7	4	3	2	94
	No of Placements	0	2	4	2	0	0	0	0	0	1	0	0	8
<b>Program Year 2019-2020</b>	No of Employers	0	0	1										1
	No of Internships	0	0	0										0
	No of Interns Registered	6	4	24										34
	No of Placements	0	0	0										0

**Objective 5 Apprenticeship Initiatives**

**CSF 2019 Apprenticeship Expansion grant: \$100,000**

This grant will target expanding apprenticeship opportunities in the Tampa Bay region, targeting Pinellas County. The grant will fund the development of a centralized Apprenticeship Portal to increase awareness and knowledge of local apprenticeship programs. It will also expand apprenticeship by funding 82 enrollments into an apprenticeship, providing supported services and assisting with On-the-Job Training for an employer sponsor. The CSF 2019 Apprenticeship Expansion ends August 31, 2020.

**Goal III**

**Effectively Market and Brand Services and Programs**

**Objective 1** Develop innovative strategies and outreach materials to market various programs.

*CareerSource Pinellas utilizes a range of tools and tactics to help raise awareness and encourage use of services and programs. The outreach strategy includes an emphasis on digital sources, as well as television, radio, and print advertising to reach customer. Each message is developed to reflect a call to action to job seekers seeking to advance in their careers and employers encouraging them to visit careersourcepinellas.com. We use a suite of social media platforms to complement other outreach efforts aimed at informing and engaging job seekers, workers and businesses.*



## Social Media Traffic

Social Media Traffic	Period	Jan	Feb	Mar	Apr	May	Jun	YTD
Performance								
Program Year 2018-2019	# of New Twitter Followers	0	3	6	0	0	-1	9
	# of New Facebook Fans	64	47	246	92	97	10	641
	# of New LinkedIn Followers	40	81	89	113	53	58	595
	# of Engagements	1,760	1,456	4,274	1,504	4,891	3,754	21,916
	# of Impressions	98,092	201,087	1,282,536	328,910	388,329	139,646	2,668,328
Program Year 2019-2020	# of New Twitter Followers							9
	# of New Facebook Fans	58						151
	# of New LinkedIn Followers	78						226
	# of Engagements	5,287						17,606
	# of Impressions	176,700						563,300

**Objective 2** Host employer focused and sponsored events based on trends and interest.

### Career Fairs

It is CSPIN's mission to support local businesses and community partners by providing opportunities to connect job-seekers with employers. These events provide businesses with the opportunity to meet and consider qualified job-seekers for open positions.

### PY2018-2019

Date	Type	Number of Employers	No. of Job Seekers
6/14/2018	Construction Job Fair	23	112
7/31/2018	Amazon Job Fair (Epi Center & South County)	1	84
09/06/2018	Customer Service Hospitality Job Fair	20	122
10/25/2018	Manufacturing Job Fair	14	158
11/14/2018	Veteran's Job Fair	25	137 (54 of these registered as veterans)
1/31/2019	Professional Mixer	10	107

03/28/2019	Spring Career General Career Fair	45, plus 5 training provider booths	307
05/30/2019	Healthcare Career Fair	22	110
6/27/2019	IT Career Fair	17	100

**PY2019-2020**

Date	Type	No. of Employers	No. of Job Seekers
7/23/19	Professional Career Fair	5	106
8/14/19	Hospitality & Customer Service Career Fair	29	179
9/26/19	Pinellas Intern Fair	10	63

**In-House Recruitment (IHR) Events**

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
<b>PY 2018-2019</b>	# IHR events	17	14	13	10	9	10	10	14	13	21	23	20	174
	# IHR Job seekers	171	113	113	80	108	78	112	94	111	247	298	222	1,747
<b>PY 2019-2020</b>	# IHR events	17	18											35
	# IHR Job seekers	141	214											355

**Objective 3** Encourage participation with partners within the community.

CareerSource Pinellas attracts partnerships through membership with local chambers and business associations. Currently, CSPIN is working with the following chambers or organizations.

Chamber or Organization	Membership Fee	Services Available
Clearwater Chamber	\$395	Listing within Chamber Directory, website with linkage to CSPIN website, and promotional opportunities through Chamber. Networking at monthly meetings.
Palm Harbor Chamber	\$305	Listing within Chamber Directory, website with ability to post CSPIN webpage with linkage to CSPIN website, and promotional opportunities through Chamber. Networking at scheduled meetings.
Upper Tampa Bay Chamber	\$695	As a Member, the Upper Tampa Bay Chamber provides CareerSource Pinellas with the opportunity to increase impact and effectiveness of strategic partnerships by providing support for member companies. The specific marketing opportunities include a listing in the Chamber Directory, website with linkages to CSPIN, promotional opportunities through the Chamber and scheduling through the Chamber Directory, website and networking.
Pinellas Park Chamber	NA	Listing within Chamber Directory, website with ability to post CSPIN webpage with linkage to CSPIN website, and promotional opportunities through Chamber. Networking at scheduled meetings.
St. Petersburg Area Econ. Development Corporation	\$5000	As an Ambassador, the St. Petersburg EDC provides CSPIN with the opportunity to increase effectiveness of strategic partnerships by providing support for growing companies, job creation projects in targeted industries, and focusing on target industry talent pipeline activities. The marketing



<p>opportunities include monthly e-updates, quarterly newsletter; link in the Online Investor Directory; participate in targeted industry-exclusive events; engage in job creation projects; ability to grow leads for workforce pipeline initiatives; participate in committees, taskforces and roundtables, and engage in economic development conferences.</p>		
<p>As a Partner, RNG provides CSPIN with the opportunity to increase impact and effectiveness of strategic partnerships by providing support for growing companies, participating in recruitment events and supporting the workforce pipeline. Through this partnership, we will build direct relationships between talent and the in-house recruitment efforts of local companies and CareerSource Pinellas. These relationships will be developed through conducting outreach, marketing and networking efforts. The marketing opportunities include monthly updates; link on the website; participate in targeted industry events; support hiring efforts of growing companies; and engage in workforce pipeline activities.</p>	<p>\$2500</p>	<p>Recruiter networking group</p>

*CSPIN is strategizing ways to maximize its current partnerships with the chambers and business associations as well as reaching out to other organizations for potential partnerships.*



## Information Item 2 - Monthly Management Report (Through 08/31/2019)

### Wagner-Peyser (WP)

	YTD R14 7/1/2018 – 06/30/2019	YTD R14 7/1/2019 – 08/31/2020	YTD STW 7/1/2019 – 06/30/2020
	6,020	674	9,846
	15,228	1,483	23,899
	<b>39.5%</b>	<b>45.4%</b>	<b>41.2%</b>
	<b>12<sup>th</sup></b>	<b>8<sup>th</sup></b>	

#### WP Entered Employment Rate (for those unemployed at time of first service)

- The # of individuals identified as employed in Employ FL or found on the Dept. of Revenue's New Hire report since they last received a service.
- The # of job seekers who have not received a WP reportable service in 90 days and were unemployed when they first started receiving services.

**Performance (A÷B)  
Ranking**

#### WP Entered Employment Rate (for those already employed at time of first service)

- The # of individuals employed when they first received a service that are identified as now employed in Employ FL or found on the Dept. of Revenue's the New Hire report since they last received a service.
- The # of job seekers who have not received a WP reportable service in 90 days and were employed when they first started receiving services.

**Performance (A÷B)  
Ranking**

	922	101	1,795
	2,228	216	4,788
	<b>41.4%</b>	<b>46.8%</b>	<b>37.5%</b>
	<b>6<sup>th</sup></b>	<b>2<sup>nd</sup></b>	

#### Short Term Veterans Entered Employment Rate

- The # of veterans who were unemployed when they first received a service who are identified as now employed in Employ FL or found on the Dept. of Revenue's the New Hire report since they last received a service.
- The # of veterans who have not received a WP reportable service in 90 days and were unemployed when they first started receiving services.

**Performance (A÷B)  
Ranking**

	435	67	727
	1,143	163	1,911
	<b>38.1%</b>	<b>41.1%</b>	<b>38.0%</b>
	<b>14<sup>th</sup></b>	<b>6<sup>th</sup></b>	

#### WP Job Placement Wage Rate

- The average wage of job openings' placements.
- Regionally adjusted federal low income guideline for family of 3.

**Performance (A÷B)  
Ranking**

	\$13.22	\$12.96	\$11.86
	\$14.50	\$14.87	\$14.87
	<b>91.2%</b>	<b>87.2%</b>	<b>79.6%</b>
	<b>8<sup>th</sup></b>	<b>14<sup>th</sup></b>	

Highlight indicates regional average higher than state average.



### Information Item 3

#### DEO Daily Governor's Report – (Placement as reported in the Employ Florida system) Local Tracking for Program Year 2019-2020 and 2018-2019

CareerSource Pinellas				
PY 2019/2020	Placements	Composite Score	Ranking	Statewide Placements
July	371	104.17%	11	8,426
August	341	117.58%	12	6,985
September				
Totals	712	110.88%	11.5	15,411

CareerSource Pinellas				
PY 2018/2019	Placements	Composite Score	Ranking	Statewide Placements
July	799	166.01%	8	10,973
August	938	161.75%	8	12,656
September	955	162.37%	6	12,922
October	1,020	155.32%	6	14,407
November	765	143.56%	8	11,914
December	658	148.21%	8	11,230
January	711	137.22%	6	12,219
February	703	165.17%	6	9,840
March	654	144.95%	6	10,266
April	610	139.04%	8	10,234
May	660	139.25%	9	11,061
June	455	121.38%	6	8,606
Totals	8,473	151.17%	7.1	127,722

#### DEO Definitions and report methodology

The Monthly Job Placement Report - developed by the Florida Department of Economic Opportunity and [CareerSource Florida](#) - supports measurement, management and service improvements aimed at helping Floridians find jobs through services and resources provided by Florida's workforce system.

The Monthly Job Placement Report provides real-time measurement of job placement performance by the state's [24 Local Workforce Development Areas](#) and the nearly 100 [CareerSource centers](#) they direct. Monthly reports address Governor Rick Scott's call for enhanced performance measurement in workforce and economic development focused on critical results that bolster Florida's economic recovery and growth.



## Information Item 4

### TRAINING PROVIDER REPORT

Period covering: PY 2019- 2020

Thru September 2019

CareerSource Pinellas provides funded training services with a focus on successful completion of demand-driven industry qualifications and training programs.

By Training Providers.....	Page 23
By Program within each Training Providers .....	Page 24-25
<b>Three Year-Period Update</b> .....	Page 26-28









Provider	Enrolled	# that exited training	Exited without completing training	Exited after Completing training	No job at the point of training completion	Had a job at the point of training completion	# that obtained a job whether they completed training or not	# that obtained a job that was directly related to their training	Training completion rate	Job placement rate	Training related placement rate	Average wage at job placement
Region Total	857	422	46	376	80	296	328	211	89%	78%	50%	\$ 22.44
	527	234	26	208	23	185	208	127	89%	89%	54%	\$ 22.61
	555	179	19	160	51	109	117	83	89%	65%	46%	\$ 22.29
	440	9	1	8	6	2	3	1	89%	33%	11%	\$ 17.17
Access Computer Training	0											
American Red Cross	0											
AmSkills Manufacturing Training and App	0											
Biztech Learning Centers, Inc	15	14		14	1	13	13	6	100%	93%	43%	\$ 12.30
	11	7		7	7	7	7	3	100%	100%	43%	\$ 11.91
	8	7		7	1	6	6	3	100%	86%	43%	\$ 12.75
	1											
Center for Technology Training	22	15	1	14	2	12	13	8	93%	87%	53%	\$ 21.69
	20	13	1	12	2	10	11	7	92%	85%	54%	\$ 23.33
	9	2		2		2	2	1	100%	100%	50%	\$ 12.70
	7											
Central Florida Heat and Frost Insulators	4											
Computer Coach IT Training Solutions	0											
Concorde Institute	6	5		5		5	5	3	100%	100%	60%	\$ 17.78
	6	4		4		4	4	2	100%	100%	50%	\$ 17.73
	2	1		1		1	1	1	100%	100%	100%	\$ 18.00
	1											
Florida School of Traditional Midwifery	0											
Florida Technical College (Formerly LaSalle)	10	10		10	3	7	7	4	100%	70%	40%	\$ 36.23
	10	8		8	3	5	5	2	100%	63%	25%	\$ 34.93
	2	2		2		2	2	2	100%	100%	100%	\$ 39.49
	0											
Galen Health Institute, Inc.	106	54	6	48	9	39	42	39	89%	78%	72%	\$ 22.82
	56	27	3	24	3	21	23	21	89%	85%	78%	\$ 22.04
	68	27	3	24	6	18	19	18	89%	70%	67%	\$ 23.76
	52											
IEC- Independent Electrical Contractors- F	0											
International Union of Operating Enginee	10											
Ironworkers (RA)	5											
Jersey College (The Center for Allieand Hea	4											
Learning Alliance Corp.	0											
Masonry (RA)	0											
National Aviation Academy	54	38		38	6	32	32	25	100%	84%	66%	\$ 19.56
	39	27		27	3	24	24	21	100%	89%	78%	\$ 19.75
	21	10		10	2	8	8	4	100%	80%	40%	\$ 18.99
	16	1		1	1				100%	0%	0%	
New Horizons Computer Learning Center	150	90	2	88	8	80	82	45	98%	91%	50%	\$ 30.00
	80	60	1	59	4	55	56	28	98%	93%	47%	\$ 28.59
	79	29	1	28	4	24	25	17	97%	86%	59%	\$ 33.56

Provider	Enrolled	# that exited training	Exited without completing training	Exited after Completing training	No job at the point of training completion	Had a job at the point of training completion	# that obtained a job whether they completed training or not	# that obtained a job that was directly related to their training	Training completion rate	Job placement rate	Training related job placement rate	Average wage at job placement
	61	1		1		1	1		100%	100%	0%	20.00
Pinellas County Schools	65	37	4	33	10	23	24	16	89%	65%	43%	16.73
	27	12	2	10	1	9	10	5	83%	83%	42%	14.99
	49	22	2	20	7	13	13	10	91%	59%	45%	17.98
	30	3		3	2	1	1	1	100%	33%	33%	18.00
Plumbers and Pipefitters and HVAC, local	49	3	2	1	1		2	1	33%	67%	33%	19.64
	49	2	2				2	1	100%	100%	50%	19.64
	47	1		1	1				100%	0%	0%	
	46											
Rasmussen	4	3		3		3	3	2	100%	100%	67%	25.74
	3	3		3		3	3	2	100%	100%	67%	25.74
	1											
	1											
Refrigeration & Air Conditioning Contract	47	6	5	1	1	1	6	5	17%	100%	83%	18.16
	47	6	5	1	1	1	6	5	17%	100%	83%	18.16
	41											
	41											
Roadmaster Driver's School, Inc.	4	4		4	2	2	2	2	100%	50%	50%	16.50
	2	2		2	1	1	1	1	100%	50%	50%	18.00
	2	2		2	1	1	1	1	100%	50%	50%	15.00
	0											
RV Training Center, Inc.	3	1		1		1	1	1	100%	100%	100%	18.00
	0											
	2	1		1		1	1	1	100%	100%	100%	18.00
	2											
Schiller International University	0											
Southern Technical Institute (Florida Med	1	1		1	1				100%	0%	0%	
	0											
	1	1		1	1				100%	0%	0%	
	0											
St. Petersburg College	184	101	20	81	33	48	64	31	80%	63%	31%	17.73
	75	42	11	31	4	27	37	17	74%	88%	40%	18.73
	116	55	8	47	26	21	26	14	85%	47%	25%	16.46
	86	4	1	3	3		1	1	75%	25%	0%	13.50
Tampa Area Electrical JATC (partnership b	83	19	4	15		15	16	9	79%	84%	47%	21.36
	70	12	1	11		11	12	6	92%	100%	50%	20.98
	67	7	3	4		4	4	3	57%	57%	43%	22.51
	63											
Tampa Truck Driving School	7	6		6	1	5	5	4	100%	83%	67%	19.55
	2	2		2		2	2	2	100%	100%	100%	22.50
	5	4		4	1	3	3	2	100%	75%	50%	17.58
	1											
Ultimate Medical Academy, Inc.	7	2		2	1	1	1	1	100%	50%	50%	16.94







**CareerSource Pinellas**  
**Information Item 5 - Training Provider Spending**  
**For the period July 1, 2019 - August 31, 2019**

Training Provider	Customer Training	Approved Spending (if required)	Remaining	# of Participants	Avg/ Per Part
Access Computer Training (Hillsborough)					
Adam's State University	\$ 4,099			1	\$ 4,099
American Manufacturing Skills Initiative (AmSkills)	-				
ATA, Career Institute of Florida, ( Hernando)	-				
BizTech Learning Centers, Inc., ( Pinellas)					
Brewster Technical Center					
Center for Technology Training	5,000			1	5,000
Central Florida Heat and Frost Insulators J.A.C. (RA)					
Computer Coach Training	16,295			4	4,074
Concorde Career Institute, (Hillsborough)					
Eckerd College			-		
Florida School of Traditional Midwifery, (Alachua)					
Galen College of Nursing, (Pinellas)	54,367			20	2,718
Goodwill Industries - Suncoast*		50,000	50,000		
Hillsborough Community College					
IEC- Independent Electrical Contractors, FAAC					
International Union of Operating Engineers (RA)					
Ironworkers (RA)					
JATC - Tampa Area Electrical JATC, (Hillsborough), FAAC (RA)	28,214			31	910
Jersey College, ( Hillsborough)	5,000			1	5,000
LaSalle Computer Learning Center, (Hillsborough)					
Learning Alliance Corporation					
Masonry (RA)					
National Aviation Academy, (Pinellas)	9,603			2	4,802
New Horizon Computer Learning Center, (Hillsborough)	95,000			19	5,000
Pinellas Ex-Offender Re-Entry Coalition*		50,000	50,000		
Pinellas Technical Education Centers *	18,919	300,000	281,081	26	728
Plumbers and Pipefitters and HVAC, local union 123 (RA) *		50,000	50,000		
Rasmussen College	4,266			1	4,266
Refrigeration & Air Conditioning Contractors (RACCA) (RA)					
Roadmaster Drivers School, Inc., (Hillsborough)					
RV Training Center, (Pinellas)					
Schiller International University, (Pinellas)					
Science and Technology Education Innovation Center, (Pinellas)					
Southern Technical Institute, Pinellas Park, (Pinellas)	1,073			1	1,073
St. Petersburg College *	68,928	300,000	231,072	62	1,112
Sullivan Cogliano Training Centers,(Miami-Dade)					
Tampa Truck Driving School, Inc.	5,000			1	5,000
The Bernd Group	3,000			1	3,000
Ultimate Medical Academy (Hillsborough) (Online Only)					
Ultimate Medical Academy (Pinellas)*	14,740	75,000	60,260	4	3,685
University of Illinois	6,470			1	6,470
University of South Florida / Innovative Education, SACS	2,842			2	1,421
Utica College	-				
<b>Total</b>	<b>\$ 342,816</b>			<b>178</b>	<b>\$ 1,926</b>

\* Contracts required two-third board approval.



**CareerSource Pinellas**  
**Information Item 6 - OJT Spending**  
**For the period July 1, 2019 - August 31, 2019**

OJT Provider	OJT Spending	Participants	Average	Prior Year Spending
Advance Tool Company				\$ 2,880
AECI				2,276
Allen's Plumbing, Inc.	\$ 360	1	\$ 360	713
American Strategic Insurance				22,150
Anodyne Therapy, LLC				3,560
APEDF				2,351
Awning Works, Inc.				9,987
CCS Medical				2,448
Cloud Guru LLC dba Marketopia				3,094
ConnectYourCare, LLC				2,949
Crown Auto Dealerhips Inc dba Crown Buick GMC				1,623
e-TeleQuote Insurance, Inc.				7,318
EEL Manufacturing Services				3,081
Freedom Metal Finishing				3,987
Lincare Inc.				13,818
On Top of The World				1,964
Parallon Business Performance Group				3,873
Pinellas County School Board				1,458
Ruhl Enterprises, Inc.				2,627
Salvo Technologies, Inc.				2,879
St. Luke's Cataract & Laser Institute				6,967
St. Mark Village, Inc.				5,959
St. Petersburg Kennel Club, Inc. dba Derby Lane				2,615
Thinkdirect Marketing				2,555
Universal Solutions Group, LLC				2,437
West Pharmaceutical Services (SP)				4,502
<b>Total</b>	<b>\$ 360</b>	<b>1</b>	<b>\$ 360</b>	<b>\$ 120,072</b>



## Local Workforce Development Areas

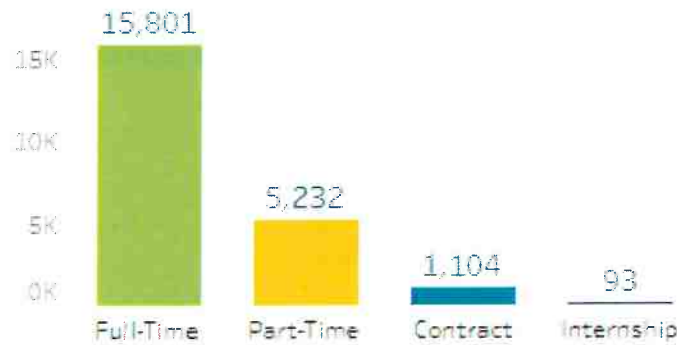
Select Category: All Occupations

Select Area: CareerSource Pinellas (14)

### Total Online Ads

August 2019	July 2019	August 2018	Over the Month Change	Over the Month Percent Change	Over the Year Change	Over the Year Percent Change
17,535	17,069	18,961	466	2.7%	-1,426	-7.5%

### Job Type Distribution\*



#### Definitions

**Full-time jobs:** People who work 35 hours or more per week.

**Part-time jobs:** People who work 1 to 34 hours per week.

**Contract jobs:** Refers to an employee who works under contract for an employer. A contract employee is hired for a specific job at a specific rate of pay. A contract employee does not become a regular addition to the staff and is not considered a permanent employee.

**Internship:** Refers to the position of a student or trainee who works in an organization, sometimes without pay, in order to gain work experience or satisfy requirements for a qualification.

**Job ads:** Refers to total ads that are unduplicated for a specific reference period.

## Top 10 Staffing Firms/Recruiters by Online Ads

Firm/Recruiter	👤	August 2019
Robert Half International		191
Kelly Services		172
Kforce Professional Staffing, Inc.		169
Randstad		132
Express Employment Professionals		114
Staffing Now		113
Accountemps		82
Hiregy		71
Accounting Now		69
Tech USA		55

## Top 10 Direct Employers by Online Ads

Employer	👤	August 2019
HCA - The Healthcare Company		356
Pinellas County Schools		341
Raymond James		277
Beall's Inc.		188
Johns Hopkins All Children's Hospital		164
All Children's Hospital		160
TECH DATA		139
Bayfront Health System		134
Southeastern Grocers		120
BayCare		113

## STATEWIDE

### Top 20 Counties with the Most Online Ads

Rank	County	August 2019	August 2018
1	Miami-Dade County	38,566	39,972
2	Orange County	34,738	36,886
3	Hillsborough County	34,080	36,109
4	Broward County	31,245	33,556
5	Palm Beach County	24,706	27,715
6	Duval County	22,524	23,611
7	Pinellas County	17,351	18,969
8	Brevard County	10,785	12,025
9	Lee County	10,069	10,797
10	Polk County	7,611	7,435
11	Volusia County	7,575	7,910
12	Seminole County	7,481	7,527
13	Leon County	6,891	5,846
14	Sarasota County	6,791	8,024
15	Okaloosa County	5,570	5,562
16	Alachua County	5,432	6,123
17	Escambia County	5,142	5,559
18	Pasco County	4,808	4,770
19	Collier County	4,550	5,328
20	Osceola County	4,301	4,197



## STATEWIDE

### Top 15 Certifications by Online Ads

Rank	Certifications	August 2019
1	Driver's License	31,928
2	Basic Life Support (BLS)	13,441
3	Certified Registered Nurse (RNC)	10,947
4	Commercial Driver's License (CDL)	8,828
5	Class A Commercial Drivers License (CDL A)	8,794
6	Security clearance	8,626
7	Certification in Cardiopulmonary Resuscitation (CPR)	7,288
8	Advanced Cardiac Life Support (ACLS)	6,866
9	Food safety programs (HACCP)	6,660
10	Occupational Safety & Health Administration Certification (OSHA)	6,145
11	Continuing Education (CE)	4,496
12	Licensed Practical Nurse (LPN)	4,186
13	HAZMAT	3,698
14	Board Certified (BC)	3,272
15	Pediatric Advanced Life Support (PALS)	3,193



## **Industry Insights**

The Workforce Solutions Committee focuses on monitoring trends in sectors such as: workforce, education, and economic development. Using this information, the committee will promote the identification and analysis of market demands, the outcome of which is expected to enhance the region's global competitiveness in the area of workforce resources.

To this end, committee members are encouraged to share some insights from their respective industries.