



June 23, 2022 - 2:30 P.M.
 Hybrid Meeting – EpiCenter
 13805 58th St. N.
 Room 1-455
 Clearwater, FL 33760

Zoom

*Join via Zoom – Meeting ID: 338 034 9468

[Zoom Link](#)

*Dial In via Phone – Meeting ID: 338 034 9468

Phone: +1 646-558-8656

Workforce Solutions Committee
 Agenda

I. Welcome and IntroductionsMark Hunt, Chair

II. Public Comment

Members of the public may raise their virtual hand during the Public Comment portion of the meeting. Members of the public who do so will be acknowledged by the Chair and provided up to three minutes to make public comment.

III. Roll Call

IV. Action/Discussion Items

- 1. Approval of minutes - April 21, 2022 Workforce Solutions Committee Meeting Page 1
- 2. Regional Targeted Occupations List..... Page 18
- 3. Approval of Training Provider – Galen Nursing Page 26
- 4. Approved Training Providers: Renewal Agreements Page 27
- 5. ETPL Application Requirement..... Page 28

V. Information Items

- 1. Workforce Solutions Goals Update Page 29
- 2. WIOA Primary Indicators Report Page 45
- 3. Training Provider Spending Page 46
- 4. Work-Based Learning Spending..... Page 47
- 5. Help Wanted Online Report Page 48

VI. Industry Insights

- 1. Education..... Committee Members
- 2. Economic Development..... Committee Members
- 3. Healthcare Committee Members
- 4. Other Industry Sector Committee Members



VII. Other Administrative Matters

(Items of urgency not meeting the seven-day guideline for review.)

VIII. Open Discussion

IX. Adjournment

Next Workforce Solutions Committee – August 18, 2022 (2:30 pm - 3:30 pm)

**All parties are advised that if you decide to appeal any decision made by the Board with respect to any matter considered at the meeting or hearing, you will need a record of the proceedings, and that, for such purpose, you may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based.*

**If you have a disability and need an accommodation in order to participate in this meeting, please contact the Executive Assistant at 727-608-2551 or admin@careersourcepinellas.com at least two business days in advance of the meeting.*





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 April 21, 2022 meeting of the Workforce Solutions Committee have been prepared and are enclosed.

RECOMMENDATION

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

CareerSource Pinellas Workforce Solutions Committee Minutes

Date: April 21, 2022, at 2:30 pm
Location: 13805 58th St. N. 1-455, Clearwater, FL 33760

Call to Order

Mark Hunt called the meeting to order at 2:31 pm. There was a quorum with the following members participating.

Members in Attendance

Candida Duff, Denise Sanderson, Glenn Willocks, Mark Hunt, Michael Jalazo, Dr. Rebecca Sarlo, Eric McClendon sitting in for Belinthia Berry

Members not in Attendance

Andrea Cianek, Chris Owens, Ivonne Alvarez, Kevin Knutson

Guest

Shellonda Rucker

Staff

Steven Meier, Mary Jo Schmick, Jay Burkey, Kristopher Lucas, Ahmed Amer, Leah Geis

ACTION ITEM 1 – Approval of Minutes

The minutes from the February 17, 2022, Workforce Solutions Committee meeting were presented for approval.

Motion: Dr. Rebecca Sarlo

Second: Glenn Willocks

The minutes were approved as presented. The motion carried unanimously. There was no further discussion.

ACTION ITEM 2 – Related Party Contracts for PY'2022-2023

Local Workforce Development Boards (LWDBs) are required to comply with all requirements of FL Statute Section 445.007 prior to contracting with a board member, with an organization represented by its own board member, or with any entity where a board member has any relationship with the contracting vendor. This section mandates that all LWDBs entering into a contract with an organization or individual represented on the Board, must meet the following requirements:

- a) Approve the contract by a two-thirds (2/3rd) vote of the Board when a quorum has been established.
- b) Board members who could benefit financially from the transaction or who have any relationship with the contracting vendor must disclose any such conflicts prior to the board vote on the contract.
- c) Board members who could benefit financially from the transaction or board members who have any relationship with the contracting vendor must abstain from voting on the contracts; and
- d) Such contracts must be submitted to the Florida Department of Economic Opportunity and CareerSource Florida for review.

CareerSource Pinellas offers several programs to assist in training and maintaining a highly skilled workforce. These programs include:

On the Job Training program (OJT) assists companies find, interview, and hire the right person for their job vacancies. The OJT program provides a unique opportunity for employers to train the new employee to their processes and standards. The skills learned are directly relevant to the work the employee will perform. Employers who hire new, full-time workers under OJT receive reimbursement of

50% of the candidate's hourly wage or salary for up to 10-weeks of employment if the individual meets certain eligibility criteria.

- **Paid Work Experience (PWE)** is a CareerSource Pinellas program that works with local employers to place individuals who are just entering the workforce or others who are re-entering the job market into a position at their company. After placing them at the company, CareerSource Pinellas employs and pays them for 30 days. CareerSource Pinellas also covers all unemployment taxes and workers comp during this "trial" period.
- **Grant Training** is defined as services not offered by CareerSource Pinellas that must be performed by educational institutions as outlined in the proposal and award.
- **Leases** with various institutions and organizations are necessary to cost effectively deliver services within the community.
- **Individual Training Accounts (ITAs)** are provided to program-specific eligible individuals to receive funding for educational programs for the institution selected. CareerSource Pinellas identifies and maintains a list of qualified training institutions which provide occupational training in skill areas of sustained labor market demand or growth.
- **Contracts** with various institutions and organizations are necessary to cost effectively deliver services within the community.

A listing of related party contracts requiring two-third board approval is below.

Action Item	Company	Board Member	OJT/PWE (not to exceed)	Leases (not to exceed)	Grant Training (not to exceed)	ITA (not to exceed)	Contracts
A	Ultimate Medical Academy	Rebecca Sarlo	\$100K			\$250K	
B	St. Petersburg College	Belinthia Berry		\$160K		\$1.2M	\$125K
C	Pinellas County Schools	Mark Hunt		\$130K		\$300K	
D	Pinellas Ex-Offender Re-Entry Coalition	Michael Jalazo			\$50K		

Note: For the record, Board Members listed must verbally abstain from the vote related to their respective organization.

RECOMMENDATION

Approval of the PY'2022-2023 related party contracts by a two-thirds (2/3rd) vote.

Discussion: None

2a	Motion:	Michael Jalazo
	Second:	Denise Sanderson
	Abstention:	Dr. Rebecca Sarlo
2b	Motion:	Michael Jalazo
	Second:	Glenn Willocks
	Abstention:	Eric McClendon
2c	Motion:	Michael Jalazo
	Second:	Dr. Rebecca Sarlo
	Abstention:	Mark Hunt
2d	Motion:	Glenn Willocks
	Second:	Denise Sanderson

Abstention:	Michael Jalazo
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The Workforce Solutions Committee motioned for approval of the PY'2022-2023 related party contracts by a two-thirds (2/3rd) vote. The motion carried unanimously. There was no further discussion.

ACTION ITEM 3 – Approved Training Providers: Renewal Agreements

CareerSource Pinellas enters into individual training provider agreements with each approved training provider. These agreements have previously been administered annually with a two year renewal period contingent upon Workforce Solutions Committee and Board of Directors approval. Training providers are also annually required to:

- Provide most recent Florida Education & Training Placement Information Program (FETPIP) Reports to include: enrollment, completion, retention, employment rates of students.
- Provide Training Provider Renewal Application.
- Provide Program Cost details (tuition, books, supplies and testing fees) and a copy of current catalog and schedule or website link with required information.
- Provide a copy of a valid license from the Commission for Independent Education (CIE).
- Provide current Liability Insurance with CareerSource Pinellas listed.
- Provide a copy of completed W-9 form.
- Remain in compliance with performance, financial and other mandated requirements.

Staff monitors training provider performance and presents this information to the Workforce Solutions Committee on a quarterly basis. Training providers that are determined to have performance issues or other issues, are brought to the committee and board throughout the year for review and potential removal.

The following have been returned and are being reviewed for completeness.

Access Computer Training (Hillsborough) CIE #5237
Center for Technology Training, (Hillsborough), CIE #3094
Computer Coach IT Training Solutions (Hillsborough) CIE #5831
Concorde Career Institute, (Hillsborough) CIE #333
Florida Technical College (formerly LaSalle Computer Learning Center, Hillsborough) CIE #2715
Galen College of Nursing, CIE #3150
Galen College of Nursing - Sarasota Campus - new location
Genuine Healthcare Institute
Jersey College, (Hillsborough) CIE #3719
National Aviation Academy, CIE #1785
New Horizons Computer Learning Center, (Hillsborough), CIE #3178
Pinellas County Schools, COE & SACS CASI (includes Community Adult Education & Pinellas Technical College - PTC)
Roadmaster Drivers School, Inc., (Hillsborough), CIE #1757
Southern Technical Institute, Pinellas Park, CIE #3918
St. Petersburg College, SACS - COC
Tampa Truck Driving School, Inc. (Hillsborough), CIE #5380

University of South Florida / Innovative Education, SACS
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The following providers have not yet returned their packets. Reminders have been sent.

ACI Learning responded, will get forms completed
BizTech Learning Centers, Inc. CIE #2678
Rasmussen College (Pasco) CIE #3226
RV Training Center, CIE #3440 – moving locations
Schiller International University
Ultimate Medical Academy, (Hillsborough) Online Only CIE #4379
Ultimate Medical Academy, CIE #1606

RECOMMENDATION

Approval to recommend to the full Board to enter into two year (7/1/22-6/30/24) renewal agreements with approved training providers, contingent on receipt and review of all required information. Training providers listed have finished their initial one year term and are in continued eligibility status for review and two year renewal.

Discussion: None

Pinellas County Schools, COE & SACS CASI (includes Community Adult Education & Pinellas Technical College – PTC)	Motion:	Michael Jalazo
	Second:	Eric McClendon
	Abstention:	Mark Hunt
St. Petersburg College, SACS - COC	Motion:	Michael Jalazo
	Second:	Denise Sanderson
	Abstention:	Eric McClendon
Ultimate Medical Academy, (Hillsborough) Online Only CIE #4379; Ultimate Medical Academy, CIE #1606	Motion:	Glenn Willocks
	Second:	Michael Jalazo
	Abstention:	Dr. Rebecca Sarlo
The remaining providers listed above.	Motion:	Michael Jalazo
	Second:	Denise Sanderson

The Workforce Solutions Committee motioned for approval to recommend to the full Board to enter into two year (7/1/22-6/30/24) renewal agreements with approved training providers, contingent on receipt and review of all required information. Training providers listed have finished their initial one year term and are in continued eligibility status for review and two year renewal. The motion carried unanimously. There was no further discussion.

The following training providers have submitted an initial application to be an eligible provider for CareerSource Pinellas.

Applied Technology
CodeBoxx
Florida Career College
Galen College of Nursing – Sarasota – New Location
Genuine Healthcare
Tampa Medical College

RECOMMENDATION

Approval to recommend to the full Board to enter into one year (7/1/22-6/30/23) initial agreements with new training providers, contingent on receipt and review of all required information.

Discussion: None

Motion:	Michael Jalazo
Second:	Denise Sanderson

The Workforce Solutions Committee motioned for approval to recommend to the full Board to enter into one year (7/1/22-6/30/23) initial agreements with new training providers, contingent on receipt and review of all required information. The motion carried unanimously. There was no further discussion.

INFORMATION ITEM 1 – Workforce Solutions Goals Update

Report included in meeting packet.

INFORMATION ITEM 2 – WIOA Primary Indicators Report Q1

Report included in meeting packet.

INFORMATION ITEM 3 – Training Provider Spending

Report included in meeting packet.

INFORMATION ITEM 4 – Work-Based Learning Spending

Report included in meeting packet.

INFORMATION ITEM 5 – Help Wanted Online Report

Report included in meeting packet.

INFORMATION ITEM 6 – Grant and Activities Updates

Grant and activities update for Apprenticeship, Recovery, Rapid Response and Get there Faster Returning Adult Learning:

Apprenticeship

Q1, 2022 Apprenticeship Coordinator participated in the expansion of a new registered pre-apprenticeship and apprenticeship program by placing the first eight (8) pre-apprentices in IT Apprenticeship. The pre-apprentices will ultimately be able to enroll in the corresponding registered apprenticeship program upon successful completion. Pre-apprentices were identified from WIOA candidates who were recruited internally from staff caseloads, hiring events, career centers, and from Employ Florida. CSP provided its support to partially fund their Related Technical Instruction tuition expenses. In line with expansion of another Registered Apprenticeship Program sponsored by St. Petersburg College, CSP was also able to fund apprentices recruited and hired internally for the Geographic Solutions Apprenticeship.

Recovery Navigator

The Recovery Navigator provides support and guidance in assisting job seekers with substance use disorders (SUD) and those in recovery with services that lead to employment and self-sufficiency. They serve as the organizational and community liaison for establishing key linkages and partnerships with community addiction service providers and other partners in the joint effort to serve those in recovery. In the past few months, our current recovery navigator has partnered with the Pinellas Opioid Taskforce and Project Opioid of Tampa Bay. She has identified nearly 50 treatment facilities and 15 12-step programs in Pinellas County. Outreach has begun and partners such as Operation Par, Westcare, the VA, Groups Recover Together, and ServiceSource have been identified. 20 Second chance employers have been discovered through career fairs and relationship building with the goal of 100 by the end of this fiscal year.

Rapid Response

The Rapid Response Navigator provides a framework for CareerSource Pinellas to design and implement a local business engagement strategy and articulates the role of layoff aversion within the area of operation. WIOA requires states to implement statewide activities to assist adversely affected employers and workers as quickly as possible following the announcement of permanent closure, layoff, or natural or other disaster resulting in a mass job dislocation. Rapid Response promotes economic recovery and vitality by developing ongoing, comprehensive approaches to identifying, planning for, or responding to layoffs and preventing or minimizing the impacts of layoffs on workers, businesses, and communities.

Recent activity includes communicating with employers who have recently reported WARN activities to the state, active layoff aversion monitoring through EconoVue and updating CareerSource Pinellas emergency response work continuity plan to ensure appropriate readiness for the upcoming hurricane season.

Get There Faster Grant – Get there Faster WIOA Competitive Grant aims to ensure all Floridians have access to education and training that leads to Career paths for in-demand, middle-to-high wage jobs. Through Competitive grant opportunities, funding is available to address priority commitments for programs and initiatives that will have long-term impact in enabling program participants to gain and retain employment and attain self-sufficiency. Funds for this grant are focused on low-income returning adult learners. In partnership with CS Pasco-Hernando, we were awarded the highest amount in an award of \$750,000.

INFORMATION ITEM 7 – Skillbridge

DoD SkillBridge programs provide our retiring and transitioning Service members the opportunity to participate in industry training programs while transitioning out of their Military careers. The DoD covers Military pay and benefits during a Service member's time in a SkillBridge program, providing an invaluable experience for the Service member and the Industry Partner.

Program partners include employers in all career fields such as:

- Amazon
- John Deere
- Lockheed Martin
- UnitedHealth Group
- U.S. Veterans Administration

Industry Insights – Some committee members gave updates about their respective sectors.

Other Administrative Matters - None

Open Discussion - None

Adjournment – Mark Hunt adjourned the meeting at 3:32pm.

FORM 8B MEMORANDUM OF VOTING CONFLICT FOR COUNTY, MUNICIPAL, AND OTHER LOCAL PUBLIC OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME Jalazo, Michael David	NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE CareerSource Pinellas
MAILING ADDRESS 110 Ricardo Way NE Unit 6	THE BOARD, COUNCIL, COMMISSION, AUTHORITY OR COMMITTEE ON WHICH I SERVE IS A UNIT OF: <input type="checkbox"/> CITY <input checked="" type="checkbox"/> COUNTY <input type="checkbox"/> OTHER LOCAL AGENCY
CITY COUNTY St. Petersburg Pinellas	NAME OF POLITICAL SUBDIVISION: Pinellas County Government
DATE ON WHICH VOTE OCCURRED April 21, 2022	MY POSITION IS: <input type="checkbox"/> ELECTIVE <input checked="" type="checkbox"/> APPOINTIVE

WHO MUST FILE FORM 8B

This form is for use by any person serving at the county, city, or other local level of government on an appointed or elected board, council, commission, authority, or committee. It applies to members of advisory and non-advisory bodies who are presented with a voting conflict of interest under Section 112.3143, Florida Statutes.

Your responsibilities under the law when faced with voting on a measure in which you have a conflict of interest will vary greatly depending on whether you hold an elective or appointive position. For this reason, please pay close attention to the instructions on this form before completing and filing the form.

INSTRUCTIONS FOR COMPLIANCE WITH SECTION 112.3143, FLORIDA STATUTES

A person holding elective or appointive county, municipal, or other local public office MUST ABSTAIN from voting on a measure which would inure to his or her special private gain or loss. Each elected or appointed local officer also MUST ABSTAIN from knowingly voting on a measure which would inure to the special gain or loss of a principal (other than a government agency) by whom he or she is retained (including the parent, subsidiary, or sibling organization of a principal by which he or she is retained); to the special private gain or loss of a relative; or to the special private gain or loss of a business associate. Commissioners of community redevelopment agencies (CRAs) under Sec. 163.356 or 163.357, F.S., and officers of independent special tax districts elected on a one-acre, one-vote basis are not prohibited from voting in that capacity.

For purposes of this law, a “relative” includes only the officer’s father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A “business associate” means any person or entity engaged in or carrying on a business enterprise with the officer as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

* * * * *

ELECTED OFFICERS:

In addition to abstaining from voting in the situations described above, you must disclose the conflict:

PRIOR TO THE VOTE BEING TAKEN by publicly stating to the assembly the nature of your interest in the measure on which you are abstaining from voting; *and*

WITHIN 15 DAYS AFTER THE VOTE OCCURS by completing and filing this form with the person responsible for recording the minutes of the meeting, who should incorporate the form in the minutes.

* * * * *

APPOINTED OFFICERS:

Although you must abstain from voting in the situations described above, you are not prohibited by Section 112.3143 from otherwise participating in these matters. However, you must disclose the nature of the conflict before making any attempt to influence the decision, whether orally or in writing and whether made by you or at your direction.

IF YOU INTEND TO MAKE ANY ATTEMPT TO INFLUENCE THE DECISION PRIOR TO THE MEETING AT WHICH THE VOTE WILL BE TAKEN:

- You must complete and file this form (before making any attempt to influence the decision) with the person responsible for recording the minutes of the meeting, who will incorporate the form in the minutes. (Continued on page 2)

APPOINTED OFFICERS (continued)

- A copy of the form must be provided immediately to the other members of the agency.
- The form must be read publicly at the next meeting after the form is filed.

IF YOU MAKE NO ATTEMPT TO INFLUENCE THE DECISION EXCEPT BY DISCUSSION AT THE MEETING:

- You must disclose orally the nature of your conflict in the measure before participating.
- You must complete the form and file it within 15 days after the vote occurs with the person responsible for recording the minutes of the meeting, who must incorporate the form in the minutes. A copy of the form must be provided immediately to the other members of the agency, and the form must be read publicly at the next meeting after the form is filed.

DISCLOSURE OF LOCAL OFFICER'S INTEREST

Michael Jalazo
I, _____, hereby disclose that on April 21, 20 22 :

(a) A measure came or will come before my agency which (check one or more)

- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, _____ ;
- inured to the special gain or loss of my relative, _____ ;
- inured to the special gain or loss of potential program funds _____, by whom I am retained; or
- inured to the special gain or loss of _____, which is the parent subsidiary, or sibling organization or subsidiary of a principal which has retained me.


(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

within the CareerSource Pinellas budget are funds pertaining to the Florida HIRES program, and potential training funds for the Pinellas Ex Offender Reentry Coalition related to this. I abstained from the vote for Party Related Contracts to this end.

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

6/9/2022

Date Filed

DocuSigned by:

 7C39232997C643D...
 Signature

NOTICE: UNDER PROVISIONS OF FLORIDA STATUTES §112.317, A FAILURE TO MAKE ANY REQUIRED DISCLOSURE CONSTITUTES GROUNDS FOR AND MAY BE PUNISHED BY ONE OR MORE OF THE FOLLOWING: IMPEACHMENT, REMOVAL OR SUSPENSION FROM OFFICE OR EMPLOYMENT, DEMOTION, REDUCTION IN SALARY, REPRIMAND, OR A CIVIL PENALTY NOT TO EXCEED \$10,000.

FORM 8B MEMORANDUM OF VOTING CONFLICT FOR COUNTY, MUNICIPAL, AND OTHER LOCAL PUBLIC OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME Hunt William Mark	NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE CareerSource Pinellas
MAILING ADDRESS 301 Fourth Street SW	THE BOARD, COUNCIL, COMMISSION, AUTHORITY OR COMMITTEE ON WHICH I SERVE IS A UNIT OF: <input type="checkbox"/> CITY <input checked="" type="checkbox"/> COUNTY <input type="checkbox"/> OTHER LOCAL AGENCY
CITY Largo	COUNTY Pinellas
DATE ON WHICH VOTE OCCURRED April 21, 2022	NAME OF POLITICAL SUBDIVISION: Pinellas County Government
	MY POSITION IS: <input type="checkbox"/> ELECTIVE <input checked="" type="checkbox"/> APPOINTIVE

WHO MUST FILE FORM 8B

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Your responsibilities under the law when faced with voting on a measure in which you have a conflict of interest will vary greatly depending on whether you hold an elective or appointive position. For this reason, please pay close attention to the instructions on this form before completing and filing the form.

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For purposes of this law, a “relative” includes only the officer’s father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A “business associate” means any person or entity engaged in or carrying on a business enterprise with the officer as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

* * * * *

ELECTED OFFICERS:

In addition to abstaining from voting in the situations described above, you must disclose the conflict:

PRIOR TO THE VOTE BEING TAKEN by publicly stating to the assembly the nature of your interest in the measure on which you are abstaining from voting; *and*

WITHIN 15 DAYS AFTER THE VOTE OCCURS by completing and filing this form with the person responsible for recording the minutes of the meeting, who should incorporate the form in the minutes.

* * * * *

APPOINTED OFFICERS:

Although you must abstain from voting in the situations described above, you are not prohibited by Section 112.3143 from otherwise participating in these matters. However, you must disclose the nature of the conflict before making any attempt to influence the decision, whether orally or in writing and whether made by you or at your direction.

IF YOU INTEND TO MAKE ANY ATTEMPT TO INFLUENCE THE DECISION PRIOR TO THE MEETING AT WHICH THE VOTE WILL BE TAKEN:

- You must complete and file this form (before making any attempt to influence the decision) with the person responsible for recording the minutes of the meeting, who will incorporate the form in the minutes. (Continued on page 2)

APPOINTED OFFICERS (continued)

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DISCLOSURE OF LOCAL OFFICER'S INTEREST

william Mark Hunt

I, _____, hereby disclose that on April 21, 20 22 :

(a) A measure came or will come before my agency which (check one or more)

- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, _____ ;
- inured to the special gain or loss of my relative, _____ ;
- inured to the special gain or loss of Pinellas County Schools, by whom I am retained; or
- inured to the special gain or loss of _____, which is the parent subsidiary, or sibling organization or subsidiary of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

Vote to renew Related Party Training Provider Contracts for the 2022-2023 Plan Year. Before the committee was a contract with Pinellas County Schools for whom I am employed fulltime. Pinellas County Schools provides training services for CSPIN clients and receives funding for these services.

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

6/9/2022

Date Filed

DocuSigned by:

William Mark Hunt

2649368DE026444

Signature

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FORM 8B MEMORANDUM OF VOTING CONFLICT FOR COUNTY, MUNICIPAL, AND OTHER LOCAL PUBLIC OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME Sarlo, Rebecca Kaye		NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE CareerSource Pinellas	
MAILING ADDRESS 1331 Brunswick Dr.		THE BOARD, COUNCIL, COMMISSION, AUTHORITY OR COMMITTEE ON WHICH I SERVE IS A UNIT OF:	
CITY Clearwater	COUNTY Pinellas	<input type="checkbox"/> CITY <input checked="" type="checkbox"/> COUNTY <input type="checkbox"/> OTHER LOCAL AGENCY	
DATE ON WHICH VOTE OCCURRED April 21, 2022		NAME OF POLITICAL SUBDIVISION: Pinellas County Government	
		MY POSITION IS: <input type="checkbox"/> ELECTIVE <input checked="" type="checkbox"/> APPOINTIVE	

WHO MUST FILE FORM 8B

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For purposes of this law, a "relative" includes only the officer's father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A "business associate" means any person or entity engaged in or carrying on a business enterprise with the officer as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

* * * * *

ELECTED OFFICERS:

In addition to abstaining from voting in the situations described above, you must disclose the conflict:

PRIOR TO THE VOTE BEING TAKEN by publicly stating to the assembly the nature of your interest in the measure on which you are abstaining from voting; *and*

WITHIN 15 DAYS AFTER THE VOTE OCCURS by completing and filing this form with the person responsible for recording the minutes of the meeting, who should incorporate the form in the minutes.

* * * * *

APPOINTED OFFICERS:

Although you must abstain from voting in the situations described above, you are not prohibited by Section 112.3143 from otherwise participating in these matters. However, you must disclose the nature of the conflict before making any attempt to influence the decision, whether orally or in writing and whether made by you or at your direction.

IF YOU INTEND TO MAKE ANY ATTEMPT TO INFLUENCE THE DECISION PRIOR TO THE MEETING AT WHICH THE VOTE WILL BE TAKEN:

- You must complete and file this form (before making any attempt to influence the decision) with the person responsible for recording the minutes of the meeting, who will incorporate the form in the minutes. (Continued on page 2)

APPOINTED OFFICERS (continued)

- A copy of the form must be provided immediately to the other members of the agency.
- The form must be read publicly at the next meeting after the form is filed.

IF YOU MAKE NO ATTEMPT TO INFLUENCE THE DECISION EXCEPT BY DISCUSSION AT THE MEETING:

- You must disclose orally the nature of your conflict in the measure before participating.
- You must complete the form and file it within 15 days after the vote occurs with the person responsible for recording the minutes of the meeting, who must incorporate the form in the minutes. A copy of the form must be provided immediately to the other members of the agency, and the form must be read publicly at the next meeting after the form is filed.

DISCLOSURE OF LOCAL OFFICER'S INTEREST

I, Rebecca Sarlo, hereby disclose that on April 21, 20 22 :

(a) A measure came or will come before my agency which (check one or more)

- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, _____ ;
- inured to the special gain or loss of my relative, _____ ;
- inured to the special gain or loss of tuition revenue _____, by whom I am retained; or
- inured to the special gain or loss of _____, which is the parent subsidiary, or sibling organization or subsidiary of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

I abstained from a vote on Action Item 2 which was a vote on Related Party Contracts for PY'2022-2023 due to a possible conflict of interest.

Action Item 2 - Related Party Contracts PY'2022-2023

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

6/9/2022

Date Filed

DocuSigned by:

Dr. Rebecca Sarlo

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Signature

NOTICE: UNDER PROVISIONS OF FLORIDA STATUTES §112.317, A FAILURE TO MAKE ANY REQUIRED DISCLOSURE CONSTITUTES GROUNDS FOR AND MAY BE PUNISHED BY ONE OR MORE OF THE FOLLOWING: IMPEACHMENT, REMOVAL OR SUSPENSION FROM OFFICE OR EMPLOYMENT, DEMOTION, REDUCTION IN SALARY, REPRIMAND, OR A CIVIL PENALTY NOT TO EXCEED \$10,000.

FORM 8B MEMORANDUM OF VOTING CONFLICT FOR COUNTY, MUNICIPAL, AND OTHER LOCAL PUBLIC OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME Hunt William Mark		NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE CareerSource Pinellas	
MAILING ADDRESS 301 Fourth Street SW		THE BOARD, COUNCIL, COMMISSION, AUTHORITY OR COMMITTEE ON WHICH I SERVE IS A UNIT OF: <input type="checkbox"/> CITY <input checked="" type="checkbox"/> COUNTY <input type="checkbox"/> OTHER LOCAL AGENCY	
CITY Largo	COUNTY Pinellas	NAME OF POLITICAL SUBDIVISION: Pinellas County Government	
DATE ON WHICH VOTE OCCURRED April 21, 2022		MY POSITION IS: <input type="checkbox"/> ELECTIVE <input checked="" type="checkbox"/> APPOINTEE	

WHO MUST FILE FORM 8B

This form is for use by any person serving at the county, city, or other local level of government on an appointed or elected board, council, commission, authority, or committee. It applies to members of advisory and non-advisory bodies who are presented with a voting conflict of interest under Section 112.3143, Florida Statutes.

Your responsibilities under the law when faced with voting on a measure in which you have a conflict of interest will vary greatly depending on whether you hold an elective or appointive position. For this reason, please pay close attention to the instructions on this form before completing and filing the form.

INSTRUCTIONS FOR COMPLIANCE WITH SECTION 112.3143, FLORIDA STATUTES

A person holding elective or appointive county, municipal, or other local public office **MUST ABSTAIN** from voting on a measure which would inure to his or her special private gain or loss. Each elected or appointed local officer also **MUST ABSTAIN** from knowingly voting on a measure which would inure to the special gain or loss of a principal (other than a government agency) by whom he or she is retained (including the parent, subsidiary, or sibling organization of a principal by which he or she is retained); to the special private gain or loss of a relative; or to the special private gain or loss of a business associate. Commissioners of community redevelopment agencies (CRAs) under Sec. 163.356 or 163.357, F.S., and officers of independent special tax districts elected on a one-acre, one-vote basis are not prohibited from voting in that capacity.

For purposes of this law, a "relative" includes only the officer's father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A "business associate" means any person or entity engaged in or carrying on a business enterprise with the officer as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

* * * * *

ELECTED OFFICERS:

In addition to abstaining from voting in the situations described above, you must disclose the conflict:

PRIOR TO THE VOTE BEING TAKEN by publicly stating to the assembly the nature of your interest in the measure on which you are abstaining from voting; *and*

WITHIN 15 DAYS AFTER THE VOTE OCCURS by completing and filing this form with the person responsible for recording the minutes of the meeting, who should incorporate the form in the minutes.

* * * * *

APPOINTED OFFICERS:

Although you must abstain from voting in the situations described above, you are not prohibited by Section 112.3143 from otherwise participating in these matters. However, you must disclose the nature of the conflict before making any attempt to influence the decision, whether orally or in writing and whether made by you or at your direction.

IF YOU INTEND TO MAKE ANY ATTEMPT TO INFLUENCE THE DECISION PRIOR TO THE MEETING AT WHICH THE VOTE WILL BE TAKEN:

- You must complete and file this form (before making any attempt to influence the decision) with the person responsible for recording the minutes of the meeting, who will incorporate the form in the minutes. (Continued on page 2)

APPOINTED OFFICERS (continued)

- A copy of the form must be provided immediately to the other members of the agency.
- The form must be read publicly at the next meeting after the form is filed.

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- You must disclose orally the nature of your conflict in the measure before participating.
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DISCLOSURE OF LOCAL OFFICER'S INTEREST

William Mark Hunt
I, _____, hereby disclose that on April 21, 20 22 :

(a) A measure came or will come before my agency which (check one or more)

- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, _____ ;
- inured to the special gain or loss of my relative, _____ ;
- inured to the special gain or loss of Pinellas County Schools, by whom I am retained; or
- inured to the special gain or loss of _____, which is the parent subsidiary, or sibling organization or subsidiary of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

Vote to renew Related Party Training Provider Contracts for the 2022-2023 Plan Year. Before the committee was a contract with Pinellas County Schools for whom I am employed fulltime. Pinellas County Schools provides training services for CSPIN clients and receives funding for these services.

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

6/9/2022

Date Filed

DocuSigned by:

William Mark Hunt

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Signature

NOTICE: UNDER PROVISIONS OF FLORIDA STATUTES §112.317, A FAILURE TO MAKE ANY REQUIRED DISCLOSURE CONSTITUTES GROUNDS FOR AND MAY BE PUNISHED BY ONE OR MORE OF THE FOLLOWING: IMPEACHMENT, REMOVAL OR SUSPENSION FROM OFFICE OR EMPLOYMENT, DEMOTION, REDUCTION IN SALARY, REPRIMAND, OR A CIVIL PENALTY NOT TO EXCEED \$10,000.

FORM 8B MEMORANDUM OF VOTING CONFLICT FOR COUNTY, MUNICIPAL, AND OTHER LOCAL PUBLIC OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME Sarlo, Rebecca Kaye		NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE CareerSource Pinellas	
MAILING ADDRESS 1331 Brunswick Dr.		THE BOARD, COUNCIL, COMMISSION, AUTHORITY OR COMMITTEE ON WHICH I SERVE IS A UNIT OF: <input type="checkbox"/> CITY <input checked="" type="checkbox"/> COUNTY <input type="checkbox"/> OTHER LOCAL AGENCY	
CITY Clearwater	COUNTY Pinellas	NAME OF POLITICAL SUBDIVISION: Pinellas County Government	
DATE ON WHICH VOTE OCCURRED April 21, 2022		MY POSITION IS: <input type="checkbox"/> ELECTIVE <input checked="" type="checkbox"/> APPOINTIVE	

WHO MUST FILE FORM 8B

This form is for use by any person serving at the county, city, or other local level of government on an appointed or elected board, council, commission, authority, or committee. It applies to members of advisory and non-advisory bodies who are presented with a voting conflict of interest under Section 112.3143, Florida Statutes.

Your responsibilities under the law when faced with voting on a measure in which you have a conflict of interest will vary greatly depending on whether you hold an elective or appointive position. For this reason, please pay close attention to the instructions on this form before completing and filing the form.

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For purposes of this law, a "relative" includes only the officer's father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A "business associate" means any person or entity engaged in or carrying on a business enterprise with the officer as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

* * * * *

ELECTED OFFICERS:

In addition to abstaining from voting in the situations described above, you must disclose the conflict:

PRIOR TO THE VOTE BEING TAKEN by publicly stating to the assembly the nature of your interest in the measure on which you are abstaining from voting; *and*

WITHIN 15 DAYS AFTER THE VOTE OCCURS by completing and filing this form with the person responsible for recording the minutes of the meeting, who should incorporate the form in the minutes.

* * * * *

APPOINTED OFFICERS:

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APPOINTED OFFICERS (continued)

- A copy of the form must be provided immediately to the other members of the agency.
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DISCLOSURE OF LOCAL OFFICER'S INTEREST

I, Rebecca Sarlo, hereby disclose that on April 21, 20 22 :

(a) A measure came or will come before my agency which (check one or more)

- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, _____ ;
- inured to the special gain or loss of my relative, _____ ;
- inured to the special gain or loss of tuition reimbursement, by whom I am retained; or
- inured to the special gain or loss of _____, which is the parent subsidiary, or sibling organization or subsidiary of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

I abstained from a vote on Action Item 3 which was a vote on Approved Training Providers - Renewal Agreements, due to a possible conflict of interest.

Action Item 3 - Approved Training Providers - Renewal Agreements

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

6/9/2022

Date Filed

DocuSigned by:

Dr. Rebecca Sarlo

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Signature

NOTICE: UNDER PROVISIONS OF FLORIDA STATUTES §112.317, A FAILURE TO MAKE ANY REQUIRED DISCLOSURE CONSTITUTES GROUNDS FOR AND MAY BE PUNISHED BY ONE OR MORE OF THE FOLLOWING: IMPEACHMENT, REMOVAL OR SUSPENSION FROM OFFICE OR EMPLOYMENT, DEMOTION, REDUCTION IN SALARY, REPRIMAND, OR A CIVIL PENALTY NOT TO EXCEED \$10,000.



ACTION ITEM 2

Regional Targeted Occupations List (RTOL)

The Department of Economic Opportunity's (DEO) Bureau of Labor Market Statistics (LMS) published the 2022-2023 Statewide Demand Occupational Lists on the Department's website. The Statewide Demand Occupations list identifies the labor market needs of Florida's business community and encourages job training based on those needs, with emphasis on jobs that are both in high demand and high skill/high wage and is used as a baseline for establishing the local Targeted Occupations List (TOL). The Local Workforce Development Boards (LWDBs) develop and use their TOLs to identify occupations for which eligible adults and dislocated workers may receive training assistance under the Workforce Innovation and Opportunity Act (WIOA).

A TOL must be updated when occupations are deleted or added. Each LWDB must update and publish the updated TOL to its website and submit a link to DEO by June 30, 2022.

Staff reviewed the new 2022-2023 Regional Demand Targeted Occupations List (TOL) for Pinellas County published by the Labor Market Unit with DEO, analyzing the changes from the 2021-2022 TOL previously approved by the board in June 2021.

Lists of potential additions and deletions were drafted with accompanying Labor Market Information to request review and approval to finalize the 2022-2023 TOL.

RECOMMENDATION

Approval to adopt the 2022-2023 Regional Demand Occupations for CareerSource Pinellas.



DRAFT 2022-23 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Development Area 14 - Pinellas County

Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 80 annual openings and positive growth
- 3 Mean Wage of \$15.13/hour and Entry Wage of \$12.31/hour
- 4 High Skill/High Wage (HSHW) Occupations:
Mean Wage of \$23.73/hour and Entry Wage of \$15.13/hour

SOC Code†	HSHW††	Occupational Title†	2020 Hourly Wage				FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
			Annual Percent Growth	Annual Openings	Mean	Entry			
132011	HSHW	Accountants and Auditors	1.59	8,177	36.04	21.46	5	Yes	R
113010	HSHW	Administrative Services and Facilities Managers	1.86	1,634	45.03	24.82	5	Yes	R
493011	HSHW	Aircraft Mechanics and Service Technicians	2.86	1,509	32.76	19.73	3	Yes	S
119041		Architectural and Engineering Managers	4.10	15	73.25	76.43			S
274011		Audio and Video Equipment Technicians	3.63	932	24.00	14.18	4	No	S
493023		Automotive Service Technicians and Mechanics	1.02	4,922	21.09	12.71	3	No	R
433031		Bookkeeping, Accounting, and Auditing Clerks	0.52	11,538	20.36	13.81	4	Yes	R
493031	HSHW	Bus and Truck Mechanics and Diesel Engine Specialists	1.63	1,356	24.01	16.64	3	Yes	S
152051		Business Intelligence Analysts	NR	NR	48.52	52.24			S
131199	HSHW	Business Operations Specialists, All Other	NR	NR	35.90	38.10		NR	S
131020	HSHW	Buyers and Purchasing Agents	0.33	2,324	31.36	18.98	4	Yes	R
535021	HSHW	Captains, Mates, and Pilots of Water Vessels	1.96	532	39.00	14.77	3	Yes	S
435011		Cargo and Freight Agents	1.63	826	21.40	14.08	3	Yes	S
472031		Carpenters	1.29	6,614	20.22	14.57	3	No	R
472051		Cement Masons and Concrete Finishers	1.06	1,579	19.14	14.26	3	No	S
351011		Chefs and Head Cooks	2.90	1,880	26.59	15.31	3	No	R
172051		Civil Engineers	8.20	25	42.33	45.91			S
131031	HSHW	Claims Adjusters, Examiners, and Investigators	0.34	2,054	31.58	20.20	3	Yes	R
532012	HSHW	Commercial Pilots	2.00	538	60.80	24.50	3	Yes	S
131141	HSHW	Compensation, Benefits, and Job Analysis Specialists	1.94	688	27.61	18.52	4	Yes	S
131041	HSHW	Compliance Officers	1.48	2,245	33.00	17.49	3	Yes	R
113021	HSHW	Computer and Information Systems Managers	2.57	2,128	70.47	43.03	5	Yes	R
151231	HSHW	Computer Network Support Specialists	1.66	834	31.77	18.35	3	Yes	S
151299	HSHW	Computer Occupations, All Other	1.64	1,186	38.03	19.27	3	Yes	S
151211	HSHW	Computer Systems Analysts	2.13	2,676	42.29	25.33	4	Yes	R
151232		Computer User Support Specialists	2.13	4,313	24.89	15.43	3	Yes	R
474011	HSHW	Construction and Building Inspectors	1.25	1,208	29.39	18.84	3	Yes	S
119021	HSHW	Construction Managers	2.10	3,342	50.70	28.86	4	No	R
131051	HSHW	Cost Estimators	1.10	1,318	31.39	19.39	4	No	S
151245	HSHW	Database Administrators and Architects	2.38	725	46.29	26.88	4	Yes	S
319091		Dental Assistants	1.51	2,649	19.80	15.22	3	Yes	R
291292		Dental hygienists	11.20	16	37.41	39.12			S
292032	HSHW	Diagnostic Medical Sonographers	19.00	7	37.38	38.79			S
173023	HSHW	Electrical and Electronic Engineering Technologists and Technicians	1.78	731	28.99	17.65	4	Yes	S
472111		Electricians	1.91	5,609	22.06	15.51	3	No	R
292042		Emergency Medical Technicians	NR	NR	17.05	17.64			S
132051	HSHW	Financial Analysts	NR	NR	44.03	49.53		NR	S
132098	HSHW	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	1.86	2,229	36.70	20.72	3	Yes	R
113031	HSHW	Financial Managers	2.77	3,444	65.55	33.81	5	Yes	R
332011	HSHW	Firefighters	1.13	1,618	25.35	15.95	3	No	S
371012		First-Line Superv. Landscaping & Groundskeeping Workers	2.37	1,754	23.97	15.45	3	No	S
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	1.60	5,670	30.37	19.97	4	No	R
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	1.62	3,138	30.83	19.59	3	No	R
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	0.84	11,717	28.26	17.81	4	Yes	R
511011	HSHW	First-Line Superv. of Production and Operating Workers	1.42	2,722	29.36	18.69	3	Yes	R
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.40	2,343	40.97	22.70	4	No	R
391098		First-Line Supervisors of Personal Service and Entertainment and Recreation Workers, Except Gambling Se	2.62	1,992	22.64	14.38	3	No	S
411011		First-Line Supervisors of Retail Sales Workers	0.88	10,637	22.76	14.22	3	No	R
531047	HSHW	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supe	1.75	2,868	27.03	16.93	3	Yes	R
531047		First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supe	5.80	62	26.37	28.16			S
119051		Food Service Managers	1.81	3,364	28.03	17.18	4	No	S
111021	HSHW	General and Operations Managers	1.92	14,755	51.80	23.11	4	Yes	R
271024		Graphic Designers	1.43	1,759	24.81	15.68	4	Yes	R
292099		Health Technologists and Technicians, All Other	NR	NR	21.98	23.67			S
319099		Healthcare Support Workers, All Other	10.50	14	18.14	19.56			S
499021		Heating, A.C., and Refrigeration Mechanics and Installers	1.48	3,701	21.85	15.26	3	No	R
533032		Heavy and Tractor-Trailer Truck Drivers	1.34	12,116	20.74	13.91	3	No	S
113121		Human Resources Managers	9.20	15	60.69	65.67			S
131071	HSHW	Human Resources Specialists	1.74	4,239	29.54	18.50	5	Yes	R
172112	HSHW	Industrial Engineers	2.74	1,028	41.55	27.82	5	Yes	R
499041		Industrial Machinery Mechanics	2.37	1,585	24.71	16.39	3	Yes	S
113051		Industrial Production Managers	5.30	14	49.59	56.62			S
537051		Industrial Truck and Tractor Operators	1.22	3,260	18.48	13.27	3	Yes	R
151212	HSHW	Information Security Analysts	4.93	883	45.77	27.75	3	Yes	S
413021		Insurance Sales Agents	1.49	5,427	29.60	15.06	3	Yes	R
292061		Licensed Practical and Licensed Vocational Nurses	1.72	4,214	22.45	18.33	3	Yes	R
132072	HSHW	Loan Officers	0.85	1,394	36.61	17.13	4	Yes	S
119081	HSHW	Lodging Managers	1.97	543	31.72	17.69	4	No	S
514041		Machinists	1.71	1,100	20.93	14.51	3	Yes	R
499071		Maintenance and Repair Workers, General	8.10	152	20.76	21.60			S
131111	HSHW	Management Analysts	2.47	7,009	40.46	20.29	5	Yes	R
119199	HSHW	Managers, All Other	NR	NR	59.93	62.36		NR	S
131161	HSHW	Market Research Analysts and Marketing Specialists	3.46	5,811	29.84	15.98	5	Yes	R
112021	HSHW	Marketing Managers	2.23	1,343	64.06	32.18	5	Yes	R

172141		Mechanical Engineers	7.00	20	45.82	46.64			S
292010		Medical and Clinical Laboratory Technologists and Technicians	1.67	1,607	25.47	15.07	4	Yes	R
119111	HSHW	Medical and Health Services Managers	NR	NR	48.72	57.61	5	Yes	R
319092		Medical Assistants	3.14	8,736	16.74	13.51	3	Yes	S
292098		Medical Dosimetrists, Medical Records Specialists, and Health Technologists and Technicians, All Other	1.70	2,227	21.04	14.20	3	Yes	R
292072		Medical Records Specialists	NR	NR	22.43	23.23			S
436013		Medical Secretaries	10.60	75	18.01	19.11			S
131121	HSHW	Meeting, Convention, and Event Planners	2.56	1,018	24.20	14.10	4	No	S
119121		Natural Sciences Managers	5.80	6	66.30	75.05			S
151244	HSHW	Network and Computer Systems Administrators	1.76	1,513	39.71	25.41	4	Yes	R
311131		Nursing Assistants	8.30	187	14.57	15.99			S
472073		Operating Engineers/Construction Equipment Operators	1.32	2,593	20.44	14.77	3	No	R
472141		Painters, Construction and Maintenance	1.40	3,131	18.12	13.79	3	No	R
232011		Paralegals and Legal Assistants	1.95	3,937	25.10	16.95	3	Yes	R
132052	HSHW	Personal Financial Advisors	1.88	1,837	49.46	17.41	5	No	R
119198	HSHW	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Man	1.06	4,905	49.14	26.79	5	No	R
372021		Pest Control Workers	1.90	1,535	18.85	13.32	3	No	S
292052		Pharmacy Technicians	4.00	32	17.66	18.25			S
319097		Phlebotomists	2.86	1,116	16.68	13.36	3	Yes	S
312021	HSHW	Physical Therapist Assistants	3.82	1,121	30.28	21.23	4	Yes	S
472152		Plumbers, Pipefitters, and Steamfitters	1.49	3,412	21.92	15.59	3	No	R
333051	HSHW	Police and Sheriff's Patrol Officers	1.10	3,295	30.13	20.83	3	No	R
251199	HSHW	Postsecondary Teachers, All Other	1.12	1,956	26.86	13.69	4	No	S
131198	HSHW	Project Management Specialists and Business Operations Specialists, All Other	1.88	10,076	35.31	18.03	4	Yes	R
119141	HSHW	Property, Real Estate & Community Association Managers	1.34	3,134	29.99	17.14	4	No	R
273031	HSHW	Public Relations Specialists	2.06	1,437	28.04	16.55	5	Yes	R
113061		Purchasing Managers	6.10	6	61.13	64.71			S
292034	HSHW	Radiologic Technologists	1.71	1,023	27.69	19.63	3	Yes	S
419021		Real Estate Brokers	1.65	754	32.12	14.88	3	No	S
419022	HSHW	Real Estate Sales Agents	1.63	4,521	29.39	11.93	3	No	R
291141	HSHW	Registered Nurses	1.54	12,883	33.42	25.51	4	Yes	R
291126	HSHW	Respiratory Therapists	2.92	685	28.91	24.43	4	Yes	S
112022	HSHW	Sales Managers	1.92	2,636	64.65	30.50	5	Yes	R
414011	HSHW	Sales Representatives, Wholesale & Mfg, Tech. & Sci. Prod.	1.49	2,439	44.18	18.61	3	Yes	R
414012		Sales Representatives, Wholesale and Manufacturing, Other	1.19	9,272	31.64	14.78	3	Yes	R
436014		Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	-7.60	195	18.21	19.75			S
413031	HSHW	Securities and Financial Services Sales Agents	1.44	3,268	37.35	18.33	5	No	R
492098		Security and Fire Alarm Systems Installers	1.99	785	21.74	15.08	3	No	S
151256	HSHW	Software Developers and Software Quality Assurance Analysts and Testers	3.86	7,095	48.10	28.91	5	Yes	R
211018		Substance Abuse, Behavioral Disorder, and Mental Health Counselors	2.87	2,006	22.10	14.68	5	Yes	R
292055		Surgical Technologists	1.70	782	22.46	16.39	3	Yes	S
492022	HSHW	Telecommunications Equipment Installers and Repairers	1.04	2,280	27.56	18.44	3	No	R
472044		Tile and Marble Setters	2.53	771	18.88	14.33	3	No	S
113131		Training and Development Managers	10.70	4	57.76	61.92			S
131151		Training and Development Specialists	2.02	2,403	29.14	15.75	5	Yes	R
113071	HSHW	Transportation, Storage, and Distribution Managers	8.30	12	47.22	50.76		NR	S
151257	HSHW	Web Developers and Digital Interface Designers	2.35	803	32.55	18.24	3	Yes	S
514121		Welders, Cutters, Solderers, and Brazers	1.68	1,746	21.04	15.19	3	Yes	R

New Occupational Titles for CSP PY 22-23

Keep from CSP PY21-22 RTOL

Requested additions

†SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.

††HSHW = High Skill/High Wage.

†††Data Source:

R = Meets regional wage and openings criteria based on state Labor Market Statistics employer survey data. Regional data are shown.

S = Meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data. Statewide data are shown.

NR = Not releasable.

EFI - Enterprise Florida, Inc.



2022-23 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Development Area 14 - Pinellas County

Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 80 annual openings and positive growth
- 3 Mean Wage of \$15.13/hour and Entry Wage of \$12.31/hour
- 4 High Skill/High Wage (HSHW) Occupations:
Mean Wage of \$23.73/hour and Entry Wage of \$15.13/hour

SOC Code†	HSHW††	Occupational Title†	2020 Hourly Wage				FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
			Annual Percent Growth	Annual Openings	Mean	Entry			
132011	HSHW	Accountants and Auditors	1.59	8,177	36.04	21.46	5	Yes	R
113010	HSHW	Administrative Services and Facilities Managers	1.86	1,634	45.03	24.82	5	Yes	R
493011	HSHW	Aircraft Mechanics and Service Technicians	2.86	1,509	32.76	19.73	3	Yes	S
274011		Audio and Video Equipment Technicians	3.63	932	24.00	14.18	4	No	S
493023		Automotive Service Technicians and Mechanics	1.02	4,922	21.09	12.71	3	No	R
433031		Bookkeeping, Accounting, and Auditing Clerks	0.52	11,538	20.36	13.81	4	Yes	R
493031	HSHW	Bus and Truck Mechanics and Diesel Engine Specialists	1.63	1,356	24.01	16.64	3	Yes	S
131199	HSHW	Business Operations Specialists, All Other	N/A	N/A	N/A			NR	
131020	HSHW	Buyers and Purchasing Agents	0.33	2,324	31.36	18.98	4	Yes	R
535021	HSHW	Captains, Mates, and Pilots of Water Vessels	1.96	532	39.00	14.77	3	Yes	S
435011		Cargo and Freight Agents	1.63	826	21.40	14.08	3	Yes	S
472031		Carpenters	1.29	6,614	20.22	14.57	3	No	R
472051		Cement Masons and Concrete Finishers	1.06	1,579	19.14	14.26	3	No	S
351011		Chefs and Head Cooks	2.90	1,880	26.59	15.31	3	No	R
131031	HSHW	Claims Adjusters, Examiners, and Investigators	0.34	2,054	31.58	20.20	3	Yes	R
532012	HSHW	Commercial Pilots	2.00	538	60.80	24.50	3	Yes	S
131141	HSHW	Compensation, Benefits, and Job Analysis Specialists	1.94	688	27.61	18.52	4	Yes	S
131041	HSHW	Compliance Officers	1.48	2,245	33.00	17.49	3	Yes	R
113021	HSHW	Computer and Information Systems Managers	2.57	2,128	70.47	43.03	5	Yes	R
151231	HSHW	Computer Network Support Specialists	1.66	834	31.77	18.35	3	Yes	S
151299	HSHW	Computer Occupations, All Other	1.64	1,186	38.03	19.27	3	Yes	S
151211	HSHW	Computer Systems Analysts	2.13	2,676	42.29	25.33	4	Yes	R
151232		Computer User Support Specialists	2.13	4,313	24.89	15.43	3	Yes	R
474011	HSHW	Construction and Building Inspectors	1.25	1,208	29.39	18.84	3	Yes	S
119021	HSHW	Construction Managers	2.10	3,342	50.70	28.86	4	No	R
131051	HSHW	Cost Estimators	1.10	1,318	31.39	19.39	4	No	S
151245	HSHW	Database Administrators and Architects	2.38	725	46.29	26.88	4	Yes	S
319091		Dental Assistants	1.51	2,649	19.80	15.22	3	Yes	R
173023	HSHW	Electrical and Electronic Engineering Technologists and Technicians	1.78	731	28.99	17.65	4	Yes	S
472111		Electricians	1.91	5,609	22.06	15.51	3	No	R
132051	HSHW	Financial Analysts	N/A	N/A	N/A			NR	
132098	HSHW	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	1.86	2,229	36.70	20.72	3	Yes	R
113031	HSHW	Financial Managers	2.77	3,444	65.55	33.81	5	Yes	R
332011	HSHW	Firefighters	1.13	1,618	25.35	15.95	3	No	S
371012		First-Line Superv. Landscaping & Groundskeeping Workers	2.37	1,754	23.97	15.45	3	No	S
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	1.60	5,670	30.37	19.97	4	No	R
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	1.62	3,138	30.83	19.59	3	No	R
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	0.84	11,717	28.26	17.81	4	Yes	R
511011	HSHW	First-Line Superv. of Production and Operating Workers	1.42	2,722	29.36	18.69	3	Yes	R
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.40	2,343	40.97	22.70	4	No	R
391098	HSHW	First-Line Supervisors of Personal Service and Entertainment and Recreation Workers, Except Gambling Se	2.62	1,992	22.64	14.38	3	No	S
411011		First-Line Supervisors of Retail Sales Workers	0.88	10,637	22.76	14.22	3	No	R
531047	HSHW	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Super	1.75	2,868	27.03	16.93	3	Yes	R
119051		Food Service Managers	1.81	3,364	28.03	17.18	4	No	S
111021	HSHW	General and Operations Managers	1.92	14,755	51.80	23.11	4	Yes	R
271024		Graphic Designers	1.43	1,759	24.81	15.68	4	Yes	R
499021		Heating, A.C., and Refrigeration Mechanics and Installers	1.48	3,701	21.85	15.26	3	No	R
533032		Heavy and Tractor-Trailer Truck Drivers	1.34	12,116	20.74	13.91	3	No	S
131071	HSHW	Human Resources Specialists	1.74	4,239	29.54	18.50	5	Yes	R
172112	HSHW	Industrial Engineers	2.74	1,028	41.55	27.82	5	Yes	R
499041		Industrial Machinery Mechanics	2.37	1,585	24.71	16.39	3	Yes	S
537051		Industrial Truck and Tractor Operators	1.22	3,260	18.48	13.27	3	Yes	R
151212	HSHW	Information Security Analysts	4.93	883	45.77	27.75	3	Yes	S
413021		Insurance Sales Agents	1.49	5,427	29.60	15.06	3	Yes	R
292061		Licensed Practical and Licensed Vocational Nurses	1.72	4,214	22.45	18.33	3	Yes	R
132072	HSHW	Loan Officers	0.85	1,394	36.61	17.13	4	Yes	S
119081	HSHW	Lodging Managers	1.97	543	31.72	17.69	4	No	S
514041		Machinists	1.71	1,100	20.93	14.51	3	Yes	R
131111	HSHW	Management Analysts	2.47	7,009	40.46	20.29	5	Yes	R
119199	HSHW	Managers, All Other	N/A	N/A	N/A			NR	
131161	HSHW	Market Research Analysts and Marketing Specialists	3.46	5,811	29.84	15.98	5	Yes	R
112021	HSHW	Marketing Managers	2.23	1,343	64.06	32.18	5	Yes	R
292010		Medical and Clinical Laboratory Technologists and Technicians	1.67	1,607	25.47	15.07	4	Yes	R
119111	HSHW	Medical and Health Services Managers	N/A	N/A	N/A			NR	
319092		Medical Assistants	3.14	8,736	16.74	13.51	3	Yes	S
292098	HSHW	Medical Dosimetrists, Medical Records Specialists, and Health Technologists and Technicians, All Other	1.70	2,227	21.04	14.20	3	Yes	R
131121	HSHW	Meeting, Convention, and Event Planners	2.56	1,018	24.20	14.10	4	No	S
151244	HSHW	Network and Computer Systems Administrators	1.76	1,513	39.71	25.41	4	Yes	R
472073		Operating Engineers/Construction Equipment Operators	1.32	2,593	20.44	14.77	3	No	R
472141		Painters, Construction and Maintenance	1.40	3,131	18.12	13.79	3	No	R
232011		Paralegals and Legal Assistants	1.95	3,937	25.10	16.95	3	Yes	R
132052	HSHW	Personal Financial Advisors	1.88	1,837	49.46	17.41	5	No	R
119198	HSHW	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Man	1.06	4,905	49.14	26.79	5	No	R
372021		Pest Control Workers	1.90	1,535	18.85	13.32	3	No	S

319097		Phlebotomists	2.86	1,116	16.68	13.36	3	Yes	S
312021	HSHW	Physical Therapist Assistants	3.82	1,121	30.28	21.23	4	Yes	S
472152		Plumbers, Pipefitters, and Steamfitters	1.49	3,412	21.92	15.59	3	No	R
333051	HSHW	Police and Sheriff's Patrol Officers	1.10	3,295	30.13	20.83	3	No	R
251199	HSHW	Postsecondary Teachers, All Other	1.12	1,956	26.86	13.69	4	No	S
131198	HSHW	Project Management Specialists and Business Operations Specialists, All Other	1.88	10,076	35.31	18.03	4	Yes	R
119141	HSHW	Property, Real Estate & Community Association Managers	1.34	3,134	29.99	17.14	4	No	R
273031	HSHW	Public Relations Specialists	2.06	1,437	28.04	16.55	5	Yes	R
292034	HSHW	Radiologic Technologists	1.71	1,023	27.69	19.63	3	Yes	S
419021		Real Estate Brokers	1.65	754	32.12	14.88	3	No	S
419022	HSHW	Real Estate Sales Agents	1.63	4,521	29.39	11.93	3	No	R
291141	HSHW	Registered Nurses	1.54	12,883	33.42	25.51	4	Yes	R
291126	HSHW	Respiratory Therapists	2.92	685	28.91	24.43	4	Yes	S
112022	HSHW	Sales Managers	1.92	2,636	64.65	30.50	5	Yes	R
414011	HSHW	Sales Representatives, Wholesale & Mfg. Tech. & Sci. Prod.	1.49	2,439	44.18	18.61	3	Yes	R
414012		Sales Representatives, Wholesale and Manufacturing, Other	1.19	9,272	31.64	14.78	3	Yes	R
413031	HSHW	Securities and Financial Services Sales Agents	1.44	3,268	37.35	18.33	5	No	R
492098		Security and Fire Alarm Systems Installers	1.99	785	21.74	15.08	3	No	S
151256	HSHW	Software Developers and Software Quality Assurance Analysts and Testers	3.86	7,095	48.10	28.91	5	Yes	R
211018		Substance Abuse, Behavioral Disorder, and Mental Health Counselors	2.87	2,006	22.10	14.68	5	Yes	R
292055		Surgical Technologists	1.70	782	22.46	16.39	3	Yes	S
492022	HSHW	Telecommunications Equipment Installers and Repairers	1.04	2,280	27.56	18.44	3	No	R
472044		Tile and Marble Setters	2.53	771	18.88	14.33	3	No	S
131151		Training and Development Specialists	2.02	2,403	29.14	15.75	5	Yes	R
113071	HSHW	Transportation, Storage, and Distribution Managers	8.30	12	47.23				NR
151257	HSHW	Web Developers and Digital Interface Designers	2.35	803	32.55	18.24	3	Yes	S
514121		Welders, Cutters, Solderers, and Brazers	1.68	1,746	21.04	15.19	3	Yes	R

New Occupational Titles for CSP PY 22-23

Keep from CSP PY21-22 RTOL due to 50+ Job Orders and \$20+ median wage

†SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.

††HSHW = High Skill/High Wage.

†††Data Source:

R = Meets regional wage and openings criteria based on state Labor Market Statistics employer survey data. Regional data are shown.

S = Meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data. Statewide data are shown.

NR = Not releasable.

EFI - Enterprise Florida, Inc.



JOBS BY OCCUPATION

CareerSource Pinellas

Employment

SOC Code	SOC Title	Employment				Total Job Openings
		2020	2030	Growth	Percent Growth	
119041	Architectural and Engineering Managers	198	206	8	4.1	15
152051	Business Intelligence Analysts	N/A	N/A	N/A	N/A	N/A
172051	Civil Engineers	310	335	25	8.2	25
113121	Human Resources Managers	162	177	15	9.2	15
113051	Industrial Production Managers	189	199	10	5.3	14
172141	Mechanical Engineers	299	320	21	7.0	20
119121	Natural Sciences Managers	79	84	5	5.8	6
113061	Purchasing Managers	74	79	5	6.1	6
113131	Training and Development Managers	42	47	5	10.7	4

* Annual wage rates are reported where hourly wage rates do not exist but annual wage rates do. These rates are italicized.

** Education levels are abbreviated as follow.

U.S. Department of Labor, Bureau of Labor Statistics

A: associate degree

B: bachelor's degree

D: doctoral or professional degree

HS: high school diploma or GED

M: master's degree

NR: no formal educational credential required

PS: postsecondary non-degree award

SC: some college, no degree

Job Order Openings	2021 Median Hourly Wage (\$)*	2021 Median Job Order Wages	<u>Education</u>	
			BLS**	CSP Comments
24	73.25	49.47	B	
65	N/A	30.50	B	
25	42.33	26.16	B	
89	60.69	40.60	B	
40	49.59	34.45	B	
40	45.82	27.97	B	
36	66.30	29.04	B	
25	61.13	36.20	B	
23	57.75	36.47	B	



2022-23 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Development Area 14 - Pinellas County

SOC Code†	HSHW††	Occupational Title‡	Annual Percent Growth	Annual Openings	2020 Hourly Wage Mean	Annual Job Openings in Region	Median Wage in Region
113011	HSHW	Administrative Services Managers	N/A	N/A	N/A	0	N/A
532011	HSHW	Airline Pilots, Copilots, and Flight Engineers	13.70	10	97.20	0	N/A
392021		Animal Caretakers	34.40	56	13.75	0	N/A
173011	HSHW	Architectural and Civil Drafters	-0.90	9	29.01	5	\$22.59
493021		Automotive Body and Related Repairers	5.30	15	22.73	3	\$14.00
513011		Bakers	9.50	28	14.30	6	\$17.58
472021		Brickmasons and Blockmasons	-5.30	6	28.53	3	\$15.69
533051		Bus Drivers, School	N/A	N/A	N/A	9	\$15.10
533021		Bus Drivers, Transit and Intercity	N/A	N/A	N/A	0	N/A
399011		Childcare Workers	8.50	150	13.22	28	\$11.00
211099		Community and Social Service Specialists, All Other	13.30	12	22.78	28	\$13.84
151143	HSHW	Computer Network Architects	N/A	N/A	N/A	0	N/A
151199	HSHW	Computer Occupations, All Other	N/A	N/A	N/A	0	N/A
151131	HSHW	Computer Programmers	N/A	N/A	N/A	0	N/A
434051		Customer Service Representatives	-1.20	362	17.75	597	\$12.95
151141	HSHW	Database Administrators	N/A	N/A	N/A	0	N/A
292021	HSHW	Dental Hygienists	N/A	N/A	N/A	0	N/A
292032	HSHW	Diagnostic Medical Sonographers	19.00	7	37.38	25	\$27.96
212021		Directors, Religious Activities and Education	2.20	17	22.59	1	\$10.95
252021	HSHW	Elementary School Teachers, Except Special Education	7.40	111	29.52	3	\$30.00
119161	HSHW	Emergency Management Directors	6.20	1	36.89	2	\$24.36
292041		Emergency Medical Technicians and Paramedics	N/A	N/A	N/A	0	N/A
371011		First-Line Superv. of Housekeeping & Janitorial Workers	5.90	27	19.05	33	\$13.57
331099		First-Line Superv., Protective Service Workers, All Other	N/A	N/A	N/A	15	\$17.94
391021		First-Line Supervisors of Personal Service Workers	N/A	N/A	N/A	0	N/A
331012	HSHW	First-Line Supervisors of Police and Detectives	6.80	9	47.75	3	\$33.95
531048	HSHW	First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators, except aircraft	N/A	N/A	N/A	0	N/A
194092	HSHW	Forensic Science Technicians	15.60	3	29.77	0	N/A
472121		Glaziers	4.70	6	22.68	4	\$17.00
292099		Health Technologists and Technicians, All Other	N/A	N/A	N/A	232	\$12.95
319099		Healthcare Support Workers, All Other	10.50	14	18.14	95	\$15.69
499098		Helpers--Installation, Maintenance, and Repair Workers	7.40	13	15.91	7	\$15.00
311011		Home Health Aides	N/A	N/A	N/A	0	N/A
373011		Landscaping and Groundskeeping Workers	7.60	158	16.55	331	\$14.01
533033		Light Truck Drivers	9.80	128	18.40	46	\$11.10
434131		Loan Interviewers and Clerks	-2.40	18	22.09	23	\$16.88
499071		Maintenance and Repair Workers, General	8.10	152	20.76	203	\$13.84
292071		Medical Records and Health Information Technicians	N/A	N/A	N/A	0	N/A
436013		Medical Secretaries	10.60	75	18.00	156	\$13.66
252022		Middle School Teachers, Except Special and Career/Technical Education	7.50	48	29.48	3	\$20.85
493042		Mobile Heavy Equipment Mechanics, Except Engines	11.70	18	27.90	4	\$16.25
493051	HSHW	Motorboat Mechanics and Service Technicians	13.30	3	22.47	4	\$18.00
311014		Nursing Assistants	N/A	N/A	N/A	0	N/A
439061		Office Clerks, General	-2.10	325	17.80	43	\$12.37
292052		Pharmacy Technicians	4.00	32	17.66	116	\$12.92
472151		Pipelayers	-1.50	4	22.11	9	\$15.73
292053		Psychiatric Technicians	12.80	8	17.58	14	\$12.24
435031		Public Safety Telecommunicators (formerly Police, Fire and Ambulance Dispatchers)	8.20	10	22.44	3	\$18.27
493092		Recreational Vehicle Service Technicians	17.20	2	20.94	1	\$20.00
472181		Roofers	4.60	16	22.65	18	\$19.48
535011		Sailors and Marine Oilers	10.40	4	22.46	0	N/A
252031	HSHW	Secondary School Teachers, Exc. Special and Voc. Ed.	7.80	77	29.72	0	N/A
436014		Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	-7.60	195	18.21	77	\$13.31
211093		Social and Human Service Assistants	16.60	59	18.08	173	\$13.20
151132	HSHW	Software Developers, Applications	N/A	N/A	N/A	0	N/A
151133	HSHW	Software Developers, Systems Software	N/A	N/A	N/A	0	N/A
472221		Structural Iron and Steel Workers	5.90	8	28.15	0	N/A
173031		Surveying and Mapping Technicians	3.70	7	22.55	0	N/A
259045		Teaching Assistants, Except Postsecondary	8.90	136	14.12	0	N/A
292056		Veterinary Technologists and Technicians	14.90	10	17.72	1	\$10.00
251194	HSHW	Vocational Education Teachers, Postsecondary	3.40	11	28.77	3	\$17.13
151134	HSHW	Web Developers	N/A	N/A	N/A	0	N/A

†SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.

††HSHW = High Skill/High Wage.

No discernable reason to keep



ACTION ITEM 3

Approval of Training Provider Galen College of Nursing-Sarasota Campus 501 N. Cattleman Road, Sarasota, FL 34232

Galen College of Nursing in Tampa is a current, approved training provider for CareerSource Pinellas. The Sarasota Campus is a new off-campus instructional site. They are licensed by Commission for Independent Education by means of accreditation (SACSCOC).

Courses/Certificate/Diploma Programs

Program –Type of Degree or Certificate	Books & Supplies	Tuition & Fees	Total Cost	Duration of Training	Completion Rate	Average Wage at Placement	Retention Rate
BA of Science-Nursing Pre-licensure option	\$3,600	\$72,285	\$75,885	36 months	new	\$33	new
AS Nursing, 2-year option	\$3,050	\$46,970	\$50,020	24 months	new	\$23	new
ADN bridge option	\$2,700	\$35,700	\$38,400	15-18 months	new	\$23	new

- Galen College of Nursing-Sarasota Campus is opening for the Fall term in July 2022

RECOMMENDATION

Approval to add Galen College of Nursing-Sarasota Campus to the CSP Eligible Training Provider List.



ACTION ITEM 4

Approved Training Providers: Renewal Agreement

CareerSource Pinellas enters into individual training provider agreements with each approved training provider. These agreements have previously been administered annually with a two year renewal period contingent upon Workforce Solutions Committee and Board of Directors approval. Training providers are also annually required to:

- Provide most recent Florida Education & Training Placement Information Program (FETPIP) Reports to include: enrollment, completion, retention, employment rates of students.
- Provide Training Provider Renewal Application.
- Provide Program Cost details (tuition, books, supplies and testing fees) and a copy of current catalog and schedule or website link with required information.
- Provide a copy of a valid license from the Commission for Independent Education (CIE).
- Provide current Liability Insurance with CareerSource Pinellas listed.
- Provide a copy of completed W-9 form.
- Remain in compliance with performance, financial and other mandated requirements.

Staff monitors training provider performance and presents this information to the Workforce Solutions Committee on a quarterly basis. Training providers that are determined to have performance issues or other issues, are brought to the committee and board throughout the year for review and potential removal.

Rasmussen College (Pasco) CIE #3226

Ultimate Medical Academy, (Hillsborough) Online Only CIE #4379
--

RECOMMENDATION

Approval to recommend to the full Board that CareerSource enter into two year (7/1/22-6/30/24) renewal agreements with Rasmussen College and Ultimate Medical Academy (Hillsborough). These training providers have finished their initial one year term and are in continued eligibility status for review and two year renewal.



ACTION ITEM 5

Eligible Training Provider (ETP) Application Requirement

Background: The current ETP Policies (Florida and CareerSource Pinellas) do not state a minimum time in business for eligibility. However, the CSP Initial Application Form requires that a provider “must be in business in the State of Florida for at least two years in order to be considered.”

As CSP staff continue to update policies, we have an opportunity to discuss a change to, or a confirmation of, this requirement.

Considerations: Does the Committee want to keep the two-year requirement, remove it, or lower it to one year?

There are legitimate reasons for not accepting brand new training providers. Those include, but are not limited to:

- No performance history
- Potential for fraudulent activities
- Financial instability and reliance on WIOA for income

There may be circumstances that could be included in a policy to warrant approval if the requirement is not met, including if the provider was on another area or state’s ETPL.

RECOMMENDATION

Committee to discuss these options and approve requirements for updated policy.



INFORMATION ITEM 1

Workforce Solutions Goals Update PY'2021-2022: Period Covering through Q3

Goal I - Develop Robust Partnerships with Employers

Objective 1: Utilize and partner with existing business groups that convene employers regularly to understand immediate and future needs.

CareerSource Pinellas attracts partnerships through membership with local chambers and business associations. CareerSource Pinellas continues to maximize its current partnership strategies with business groups, as well as reaching out to other organizations for potential partnerships. We are working with the following chambers or organizations.

Business Group Partner's Updates

<i>Business Groups</i>	<i>Updates</i>
St. Petersburg Chamber	The St. Pete Chamber has begun multiple summer initiatives including their support for Goodwill Cereal for Summer food drive. Multiple fund raisers are in the works through the St. Pete Chamber which can be found on their website. The Chamber is dedicated to serving the entire community through outreach, events, and awareness of all that St. Pete has to offer. They are also supporting this year's CareerSource Pinellas Summer P.A.Y.S. youth employment program which also has partnered with Pinellas County Schools, Manpower Staffing, Bank of America, and Junior Achievement.
Upper Tampa Bay Chamber	Hosted multiple after-hours events, morning mingles and lunch and learn opportunities; monthly non-profit newsletter. CareerSource Pinellas was a presenting partner at the May UTB Job Fair.
Central Pinellas Chamber	Economic Chamber Development Committee reporting, Women's Leadership Committee involvement, community input opportunities, resuming in person grant award ceremonies, state and community updates. CareerSource Pinellas was a presenting sponsor at this months Women's Leadership D&I panel discussion.
St. Petersburg Area Econ. Development Corporation	The St. Pete EDC Promotes economic prosperity by marketing St. Pete as a world-class business and career location, generating and closing leads for new operations, and working with prospects and existing businesses to retain and create more high-quality jobs. Most recently, the St. Pete EDC sponsored an evening mixer where COO Kristopher Lucas presented CSPin programs and updated information. St. Pete EDC will continue to engage with new and existing businesses and connect them with CareerSource Pinellas for a full-service experience.
Recruiter Networking Group	Business Services is actively engaged in re-energizing this relationship attending monthly meetings and sharing referrals.
Tampa Bay Beaches Chamber	Hosted a VIP event welcoming CSPin to the Chamber, as well as a one on one meeting with BSU Supervisor, Amy Leuschke, to discuss how we can best serve chamber members and the community.
BAMA (Bay Area Manufacturing Association)	CSPin staff attended Bama's 60 th Annual Award Banquet. BSU Supervisor, has been invited to join BAMA's workforce development committee, as well as their Board of Directors.
Tampa Bay Tech	We are actively working with Tampa Bay Tech, researching ways to enhance existing programming and create new dynamic ways to support emerging IT industries.

Objective 2: Develop and execute a marketing strategy to build awareness with businesses about engagement and services available.

Leadership continues to work with Tucker Hall to update and/or redesign all collateral, in order to provide all teams with accurate information to our customers and partners. Strides have been made updating old collateral and standardizing event marketing to create effective 'plug and play' formats to ensure powerful marketing coverage.

Recent Tucker Hall coverage includes multiple articles and one featured online news item around this year's Summer PAYS programming.

Objective 3: Increase services to incumbent workers and underemployed workers.

Incumbent Worker and Quick Response Training Reports

FloridaFlex is administered by CareerSource Florida and offers businesses in Florida, or relocating to Florida, an 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). CareerSource Pinellas works with local businesses who wish to enhance the professional skills of their existing employees by 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).

***Businesses seeking IWT and QRT funding are currently required to apply through the state.*

Objective 4: Develop methods that help businesses navigate the workforce system's services and that connect them with qualified applicants.

Continuous Improvement Performance Initiative

The Continuous Improvement Performance (CIP) Initiative was designed and developed to provide additional measures specifically aligned with WIOA and the goals and strategies of the State of Florida to increase and achieve targeted performance. The CIP Initiative includes three key metrics with additional credit for serving individuals with barriers to employment and for providing staff-assisted, high-value services to business establishments in up to five board-selected industry sectors: Employment Rate 1st Quarter after Exit, Participant Training Rate and Business Penetration. Performance is measured on a quarterly basis and is compared to performance from the same quarter in the previous year. Boards receive funding awards for each metric for which the improvement/performance target is met each quarter.

Business Penetration Report

PY'2020-2021

Quarterly Year-Over-Year Goal

Current-Year Performance

	Business Penetration Baseline	Applied to Current-Year Business Penetration + Additional Credit		Business Penetration	Improvement without Additional Credit	Business Penetration + Additional Credit	Improvement with Additional Credit	Target Met?
		Improvement Target	Performance Target					
Qtr 1 <small>(July 1, 2020-Sept. 30, 2020)</small>	97	10%	106.70	60	-38.14%	84.00	-13.40%	<input type="radio"/>
Qtr 2 <small>(Oct. 1, 2020-Dec. 31, 2020)</small>	105	10%	115.50	77	-26.67%	111.20	5.90%	<input type="radio"/>
Qtr 3 <small>(Jan. 1, 2021-March 31, 2021)</small>	140	10%	154.00	130	-7.14%	195.10	39.36%	<input checked="" type="radio"/>
Qtr 4 <small>(April 1, 2021-Jun 30, 2021)</small>	75	10%	82.50	82	9.33%	115.00	53.33%	<input checked="" type="radio"/>

PY'2021-2022

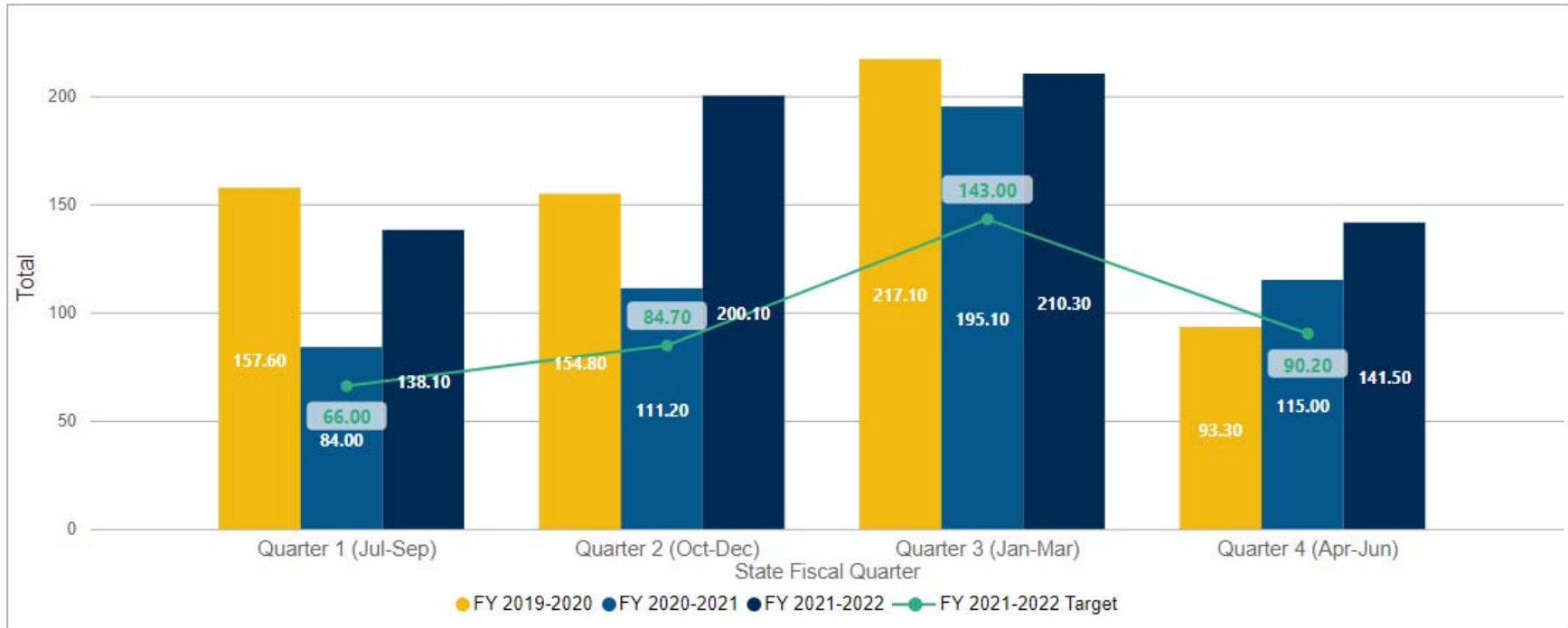
Quarterly Year-Over-Year Goal

Current-Year Performance

	Business Penetration Baseline	Applied to Current-Year Business Penetration + Additional Credit		Business Penetration	Improvement without Additional Credit	Business Penetration + Additional Credit	Improvement with Additional Credit	Target Met?
		Improvement Target	Performance Target					
Qtr 1 <small>(July 1, 2021-Sept. 30, 2021)</small>	60	10%	66.00	103	71.67%	138.10	130.17%	<input checked="" type="radio"/>
Qtr 2 <small>(Oct. 1, 2021-Dec. 31, 2021)</small>	77	10%	84.70	132	71.43%	200.10	159.87%	<input checked="" type="radio"/>
Qtr 3 <small>(Jan. 1, 2022-March 31, 2022)</small>	130	10%	143.00	108	-16.92%	210.30	61.77%	<input checked="" type="radio"/>
Qtr 4 <small>(April 1, 2022-Jun 30, 2022)</small>	82	10%	90.20	89	8.54%	141.50	72.56%	<input type="radio"/>

CareerSource Pinellas: Business Penetration

Business Penetration + Additional Credit, Year Over Year



Note: The improvement target for each quarter is 10% over the Business Penetration from the same quarter in the previous year.

EmployFlorida Job Referrals and Placement Reports

The EmployFlorida (EF) system allows for customer self-referrals and staff-assisted referrals to open job orders. Each customer in EF must have a full background entered and a staff completed Personal Individual Record Layout (PIRL) before a staff-assisted referral can be entered. The staff then matches the job requirement to the customer's skills to ensure a quality referral is being made. Employers can review both types of referrals at any time by reviewing their EF job order.

Period	Service	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
PY'2020-2021	Customer Self-Referrals	1,653	934	902	670	658	490	494	361	180	415	531	1,714	9,002
	Staff-Assisted Referrals	150	132	171	323	120	444	523	478	308	161	240	204	3,254
	Total	1,803	1,066	1,073	993	778	934	1,017	839	488	576	771	1,918	12,256
	Unique customers	502	292	282	250	205	273	274	230	138	193	224	390	3,253
PY'2021-2022	Customer Self-Referrals	2,633	1,838	1,404	1,265	481	337	501	380	362	437	387		10,025
	Staff-Assisted Referrals	205	197	181	198	47	29	63	82	43	34	12		1,091
	Total	2,838	2,035	1,585	1,463	528	366	564	462	405	471	399		11,116
	Unique customers	466	366	396	367	149	97	149	136	117	115	96		2,454

When a job placement is made, it is recorded one of three ways in the EF system: as a Direct Placement, an Automated Obtained Employment, or a Staff-Entered Obtained Employment. These can be obtained through directly working with the customer, referring them to an open job that they qualify for, and by obtaining the information from a newly employed participant through automated or staff entered methods.

Period	Service	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
PY'2020-2021	Direct Placements	1	2	1	4	5	5	1	3	-	6	3	8	39
	Staff Entered Obtained Employment	40	31	39	13	17	27	22	36	16	48	27	31	347
	Automated Obtained Employment	199	147	118	139	154	202	186	169	180	171	114	133	1,912
	Total	240	180	158	156	176	234	209	208	196	225	144	172	2,298
PY'2021-2022	Direct Placements	-	1	4	1	2	1	-	8	3	2			22
	Staff Entered Obtained Employment	24	50	30	42	74	99	52						371
	Automated Obtained Employment	199	73	-	136	131	299	156	86	118	88	122		1,408
	Total	223	124	34	179	207	399	208	94	121	90	122		1,801

NAICS	Job Orders	Job Openings	CSPIN Referrals	Newly Registered Employers
3rd Party	12,788	12,924	704	2
Accommodation and Food Services	482	496	42	0
Administrative and Support and Waste Management and Remediation Services	536	537	35	0
Construction	51	53	2	0
Educational Services	13	13	3	0
Finance and Insurance	932	932	59	0
Health Care and Social Assistance	5774	5774	247	0
Information	373	373	35	0
Manufacturing	2105	2223	85	1
Other Services (except Public Administration)	194	194	8	1
Professional, Scientific, and Technical Services	648	649	32	0
Real Estate Rental and Leasing	41	41	10	0
Retail Trade	146	146	17	0
Transportation and Warehousing	95	95	19	0
Utilities	223	223	5	0
Wholesale Trade	1,175	1,175	105	0
Non 3rd Party	3,787	7,420	580	317
Accommodation and Food Services	155	310	32	26
Administrative and Support and Waste Management and Remediation Services	331	889	66	19
Agriculture, Forestry, Fishing and Hunting	11	22	0	5
Arts, Entertainment, and Recreation	41	72	8	2
Construction	117	155	33	25
Educational Services	83	96	14	8
Finance and Insurance	155	183	17	16
Health Care and Social Assistance	413	854	51	52
Information	34	56	6	7
Management of Companies and Enterprises	8	8	0	3
Manufacturing	620	697	88	32
Other Services (except Public Administration)	164	184	50	20
Professional, Scientific, and Technical Services	630	785	33	27
Public Administration	188	2,213	28	6
Real Estate Rental and Leasing	304	313	66	13
Retail Trade	274	290	27	18
Transportation and Warehousing	81	90	27	6
Utilities	6	6	6	4
Wholesale Trade	123	148	22	10
Unclassified Establishments	49	49	6	18
Grand Total	16,575	20,344	1,284	319

Work-based Learning Reports

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

		PWE	OJT	Summer P.A.Y.S.	DWG – COVID 19	
Period	Performance	YTD	YTD	YTD	YTD	Totals
PY'2020-2021	Total Funding Expended	\$21,3702	\$6,134	\$53,236	\$120,695.84	\$393,794.84
	# of Enrollments	9	8	74	41	132
	# of Completers	7	1	74	28	110
	# of Employers	6	4	20	7	37
	Avg Placement Wage	\$10.19	\$12.75	\$12.00	\$13.00	\$10.19
PY'2021-2022 Q3	Total Funding Expended	\$94,224	\$7,878	\$16,631	\$22,0754	\$499,168
	# of Enrollments	4	14	83	6	107
	# of Completers	4	14	66	6	90
	# of Employers	20	20	21	7	37
	Avg Placement Wage	\$12.88	\$12.75	\$12.00	\$13.00	N/A

Objective 5:

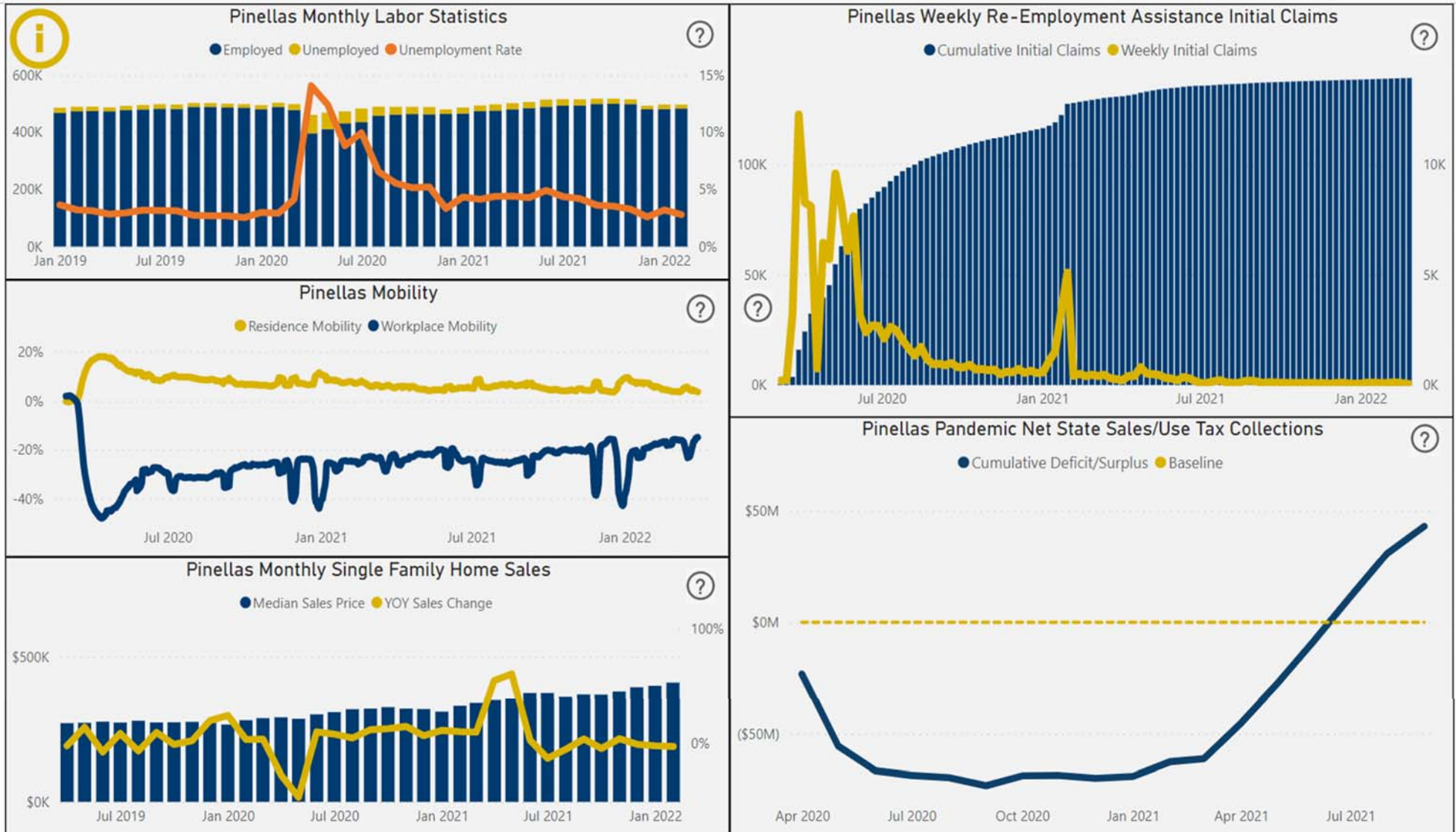
Inventory best and promising practice approaches for working with and engaging businesses and scale up.

- *Increasing outreach to reinforce and grow current business relationships and partnerships.*
- *Increased engagement with local groups and associations and maximizing opportunities to partner on events and initiatives.*
- *Expanding service offerings to businesses and job seekers.*
- *Return to in person events.*

Goal II - Strengthen Partnerships with Organizations that Provide Educational Opportunities

Objective 1: Compile all Labor Market Information (LMI) data and information to work together to create *LMI Briefs* that can be used by jobseekers, employers, and other workforce organizations in easy to consume formats.

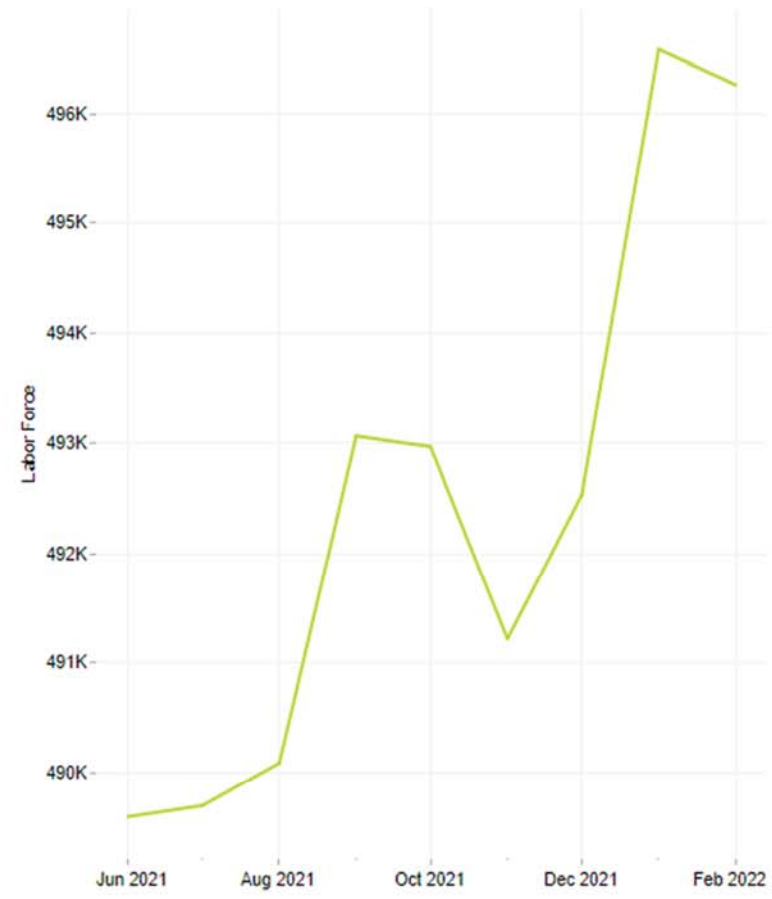
LMI Briefs



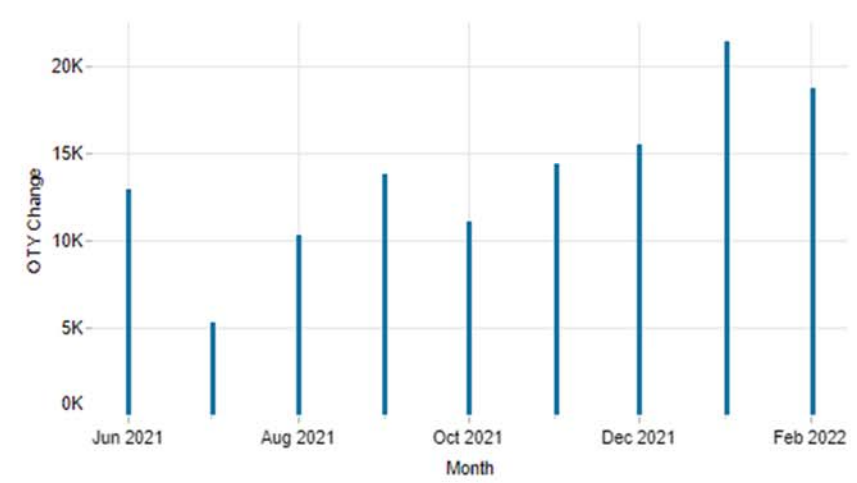
*Produced by the Tampa Bay Partnership as part of the State of the Region initiative

Select Metric Type: Labor Force
 Area Type*: LDWA
 Area Name: CareerSource Pinellas (14)
 Period Type: Monthly
 Adjustment: Not Seasonally Adjusted
 Select Period: Jun 2021 to Feb 2022

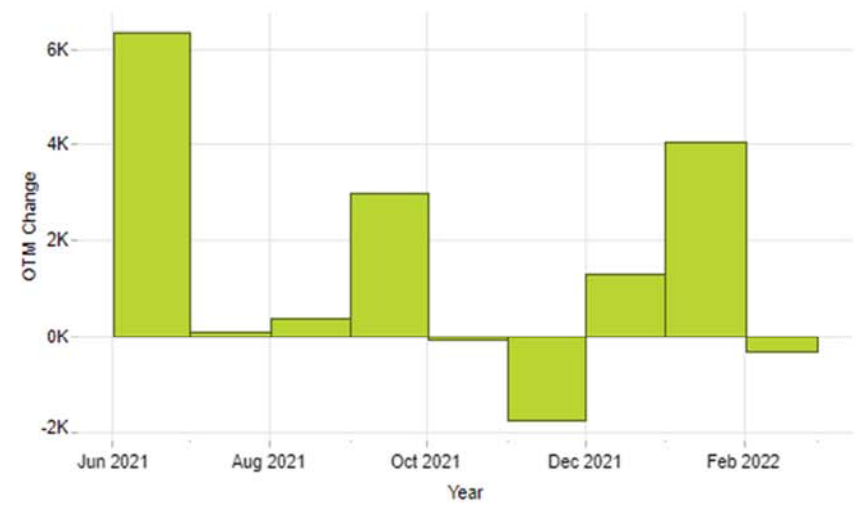
Labor Force - CareerSource Pinellas (14)
(Not Seasonally Adjusted)



Labor Force Over-the-Year Change - CareerSource Pinellas (14)
(Not Seasonally Adjusted)



Labor Force Over-the-Month Change - CareerSource Pinellas (14)
(Not Seasonally Adjusted)



[Glossary](#)

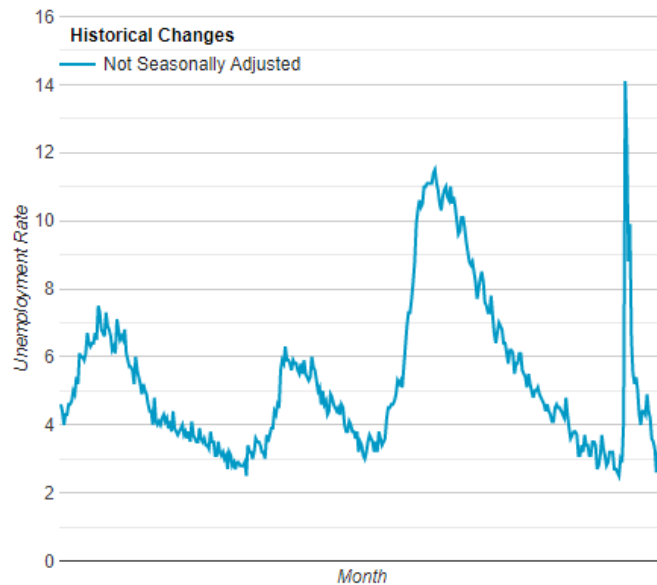
Source:
Florida Department of Economic Opportunity, Bureau of Workforce Statistics and Economic Research, Local Area Unemployment Statistics (LAUS).

Overview of the CareerSource Pinellas Region Not Seasonally Adjusted April 2022

At-a-glance: Pinellas County, FL (April 2022)

Not Seasonally Adjusted

Rate (%)	2.1
Unemployment	10,471
Employment	489,675
Labor Force	500,146
Record High	14.1% on April 2020
Record Low	2.1% on April 2022



Related Areas

Not Seasonally Adjusted

↕	Area	↕Rate	↕Unemployment	↕ Labor Force
	Florida	2.4%	254,457	10,562,401
	Tampa-St. Petersburg-Clearwater, FL Metropolitan Statistical Area	2.3%	36,436	1,619,344
	Clearwater city, FL	2.1%	1,247	59,425
	Dunedin city, FL	1.9%	353	18,395
	Largo city, FL	2.2%	934	42,152
	Pinellas Park city, FL	2.0%	552	27,726
	St. Petersburg city, FL	2.2%	3,183	145,044

* 16 years and over

◆	Area	Population*	In Labor Force					Not In Labor Force	
			◆	◆	Civilian		Armed Force		◆
					Employed	Unemployed			
	United States	259,662,880	164,629,492 63.4%	163,555,585 63.0%	154,842,185 59.6%	8,713,400 3.4%	1,073,907 0.4%	95,033,388 36.6%	
		4.4% ↑	3.6% ↑	3.6% ↑	8.0% ↑	-39.9% ↓	4.7% ↑	5.8% ↑	
	Florida	17,201,999	10,116,026 58.8%	10,056,801 58.5%	9,495,353 55.2%	561,448 3.3%	59,225 0.3%	7,085,973 41.2%	
		8.8% ↑	7.4% ↑	7.4% ↑	13.9% ↑	-45.2% ↓	7.4% ↑	10.7% ↑	
	Pinellas County, Florida	825,192	480,186 58.2%	478,767 58.0%	453,031 54.9%	25,736 3.1%	1,419 0.2%	345,006 41.8%	
		5.3% ↑	3.9% ↑	3.9% ↑	8.8% ↑	-42.3% ↓	12.4% ↑	7.3% ↑	

- The unemployment rate in the CareerSource Pinellas region (Pinellas County) was 2.1 percent in April 2022. This rate was 2.2 percentage points lower than the region's year ago rate of 4.3 percent. The region's April 2022 unemployment rate was 0.3 percentage point lower than the state rate of 2.4 percent. The labor force was 500,146, up 20,342 (+4.2 percent) over the year. There were 10,471 unemployed residents in the region.
- In April 2022 nonagricultural employment in the Tampa-St. Petersburg-Clearwater MSA was 1,456,900, an increase of 76,300 jobs (+5.5 percent) over the year.
- The leisure and hospitality (+14.7 percent), financial activities (+7.4 percent), trade, transportation, and utilities (+7.3 percent), and mining, logging, and construction (+4.2 percent) industries grew as fast or faster in the metro area than statewide over the year.
- The Tampa-St. Petersburg-Clearwater MSA had the highest annual job growth compared to all the metro areas in the state in financial activities (+9,400 jobs), mining, logging, and construction (+3,600 jobs) and manufacturing (+3,200 jobs) in April 2022.

- The Tampa-St. Petersburg-Clearwater MSA tied for the highest annual job growth compared to all the metro areas in the state in information (+1,800 jobs) in April 2022.
- The Tampa-St. Petersburg-Clearwater MSA had the second highest annual job growth compared to all the metro areas in the state in the professional and business services (+14,900 jobs) industry in April 2022.
- The Tampa-St. Petersburg-Clearwater MSA tied for the second highest annual job growth compared to all the metro areas in the state in other services (+2,500 jobs) industry in April 2022.
- The Tampa-St. Petersburg-Clearwater MSA had the third highest annual job growth compared to all the metro areas in the state in leisure and hospitality (+21,400 jobs) and trade, transportation, and utilities (+18,600 jobs) in April 2022.
- The industries gaining in jobs over the year were leisure and hospitality (+21,400 jobs); trade, transportation, and utilities (+18,600 jobs); professional and business services (+14,900 jobs); financial activities (+9,400 jobs); mining, logging, and construction (+3,600 jobs); manufacturing (+3,200 jobs); other services (+2,500 jobs); education and health services (+2,000 jobs); and information (+1,800 jobs).
- The government (-1,100 jobs) industry lost jobs over the year.

Objective 2: Convene employers to identify skill needs and align education providers' offerings to current and future skill needs.

The current Regional Targeted Occupations List (RTOL) list was approved by the Board for PY'2021-2022 on June 14, 2021. This item is approved annually and adopted for the subsequent program year. Training areas within the RTOL include occupations identified as critical to the five targeted industry sectors: Healthcare, Manufacturing, Information Technology, Construction, and Financial and Professional Services. CareerSource Pinellas follows DEO Guidance to remain compliant and has an approved policy for processing training vendors. Approved list is currently available on the CSPIN website via the link under Business Services: [ATPL-21-22-CSPIN-Rev-6.22.21.pdf \(careersourcepinellas.com\)](https://careersourcepinellas.com/ATPL-21-22-CSPIN-Rev-6.22.21.pdf)

The targeted training opportunities are outlined in the Regional Targeted Occupations List. The approved Regional Targeted Occupations List is located on the CSPIN website at: [ATPL-21-22-CSPIN-Rev-6.22.21.pdf \(careersourcepinellas.com\)](https://careersourcepinellas.com/ATPL-21-22-CSPIN-Rev-6.22.21.pdf)

Objective 3: Provide easy to use 'career maps' for jobseekers to use to both know where to go for education/training to obtain necessary credentials and next steps on a career path.

The current Approved Training Provider List (ETPL) outlines educational options for job seekers and is located at [ATPL-21-22-CSPIN-Rev-6.22.21.pdf \(careersourcepinellas.com\)](https://careersourcepinellas.com/ATPL-21-22-CSPIN-Rev-6.22.21.pdf). Data provided on this list is continuously updated and subject to change.

Objective 4: Ensure that there is a Talent Pipeline that connects business service staff between CareerSource and educational institutions.

NFA 037918: Apprenticeship Expansion 2019 – Workforce Apprenticeship

CareerSource Pinellas successfully completed this grant and continues to build on the opportunities that the grant has provided. The addition of a robust apprenticeship portal has propelled apprenticeship efforts in Pinellas and the Tampa Bay area. The apprenticeship navigator has focused on existing apprenticeships and the addition of new programs including IT, medical, and animation, all of which are unique and exclusive to the area.

CareerSource Pinellas has shifted to a sector strategy which aligns the business services team with training providers based on an assigned sector. The higher focus on training providers allows targeted focus based on occupational demand with a quicker response to the needs of participants and business alike.

Goal III - Expand Outreach to Jobseekers

Objective 1: Target outreach efforts based on areas of opportunity.

Recruitment Events

Previously, In-House Recruitment (IHR) Events are held weekly in the Career Resource Centers to bring local businesses and career seekers together to discuss opportunities. As CareerSource Pinellas moves to a more virtual platform, the IHR's have been renamed Virtual Recruitment Events (VRE) and are now being held virtually to continue supporting local businesses by providing opportunities to facilitate meaningful connections.

NEW Virtual / Drive Thru Recruitment Events – Former In-House Recruitments Events

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
PY'2020-2021	# VR/Drive Thru	0	1	3	3	3	4	1	0	0	0	0	0	
	# VR Job seekers	0	4	0	6	16	12	4	0	0	0	0	0	
PY'2021-2022	# IHR	7	5	5	5	5	2	5	8					
	# IHR Job seekers	17	5	6	12	14	8	2	11					

Networking Groups

The Professional and Career Networking Groups provide professional and entry-level job seekers the ability to connect and interact with their peers as well as a dedicated Business Services Representative. 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 improving the employers' visibility to a diverse talent pool.

Professional and Career Networking Groups

Period	Performance	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
PY'2020-2021	Attendees	122	260	166	156	104	82	104	109	144	147	143	183	1,720
	Placements	1	5	9	1	1	1	1	1	3	5	0	0	28
	Average Wage \$	25.00	15.00	33.62	9.25	9.25	10.50	28.00	15.00	27.42	15.00	0	0	\$18.12
PY'2021-2022	Attendees	116	108	121	85	92	124	113	68	61	75	73		919
	Placements	0	0	0	0	0	0	0	0	0	0	0		
	Average Wage \$	25.00	15.0	33.62	10.25	10.25	10.50	28.0	15.00	15.00	17.00	17.00		

Career Fairs

It is CareerSource Pinellas' mission to support local businesses and community partners by providing opportunities to connect job seekers with employers. These events provide businesses the opportunity to meet and consider qualified job seekers for open positions. As we navigate a post-COVID landscape, some connection events occur via virtual platforms.

PY'2021-2022 Q4

Date	Type	Employers	Job Seekers
3/30/22	Job Corps Job Fair	15	45
4/6/22	SPC Job Fair – Business and Admin	28	87
4/11/22	Tampa Bay Times Job Fair	75	350
4/28/22	MacDill AFB Job Fair	60	223
5/21/22	Upper Tampa Bay Chamber	21	35
5/24/22	Keiser University Job Fair	17	65
5/26/22	CSPin Resource Fair	30	55
6/8/22	CSPin Job Fair @ Lealman Exchange	29	79
Total		40	167

PY'2020-2021

Date	Type	Employers	Job Seekers
09/15/20	Fall Virtual Career Fair	13	107
10/28/20	Tampa Bay Tech Career Fair	1	5
11/10/20	Paychecks for Patriots Career Fair	19	21
11/17/20	PinellasWorks Virtual Career Fair	9	28
02/18/21	Congressman Bilirakis Veteran Employment Fair	46	37
06/23/21	St. Petersburg Downtown Job Fair	43	250
Total		131	448

Objective 2: Expand the virtual delivery of service system currently in place.

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 who wish to advance in their careers and employers encouraging them to visit careersourcepinellas.com. A suite of social media platforms is utilized to complement other outreach efforts aimed at informing and engaging job seekers, workers, and businesses.

**According to Tucker Hall, current Google Analytics data is unavailable for our website, as it didn't carry over during the holiday migration. As of 4/12/22 data was scheduled to be reaccumulated by the end of the week.

Objective 3: Conduct analysis of existing asset mapping to identify local community-based organizations and resource assets that might assist with outreach and service delivery. 42

Focus on service

CareerSource Pinellas is in the process of increasing foot traffic to all centers, with a focus on Lealman Exchange. Additional staffing and a planned June hiring event are currently underway to put focus on this center.

Business Services teammates continue to reenergizing relationships across all sectors as COVID impacts continue to abate, adding new partnerships and memberships to Chambers of Commerce, community groups and sector specific support organizations.

Objective 4: Conduct a gap analysis through engagement with priority customers and key stakeholders to assess what services may be missing and/or what changes are needed in how services are delivered to ensure participation.

CareerSource Pinellas continues to assess customer feedback through one-on-one touch base conversations, while onsite kiosks are in service transition. This up chain reporting keeps strategic planning in front of mind in order to meet and exceed expectations. New kiosks are in process of being installed and will be in use by end of April 2022.

Objective 5: Support individuals to gain employment through a system of wrap around services that is responsive to their diverse experience and needs.

*Please see **Information Item 2**, WIOA Primary Indicator Report, for the most updated employment rates and participation results for Welfare Transition, SNAP, WIOA programs and Wagner-Peyser (WP) services.*

Objective 6: Develop a Regional Targeted Occupations List.

The current RTOL list was approved by the Board for PY'2021-2022 on June 14, 2021. This item is approved annually and adopted for the subsequent program year. Training areas included within the Regional Targeted Occupations List (RTOL) include occupations identified as critical to the five targeted industry sectors: Healthcare, Manufacturing, Information Technology, Construction, and Financial and Professional Services. CareerSource Pinellas follows DEO Guidance to remain compliant and has an approved policy for processing training vendors. The approved list is currently available on the CSPIN website via the link under Business Services: [ATPL-21-22-CSPIN-Rev-6.22.21.pdf \(careersourcepinellas.com\)](#)

Goal IV - Build Organizational Capacity; Promote Change and Transformation of CareerSource Pinellas

Objective 1: Present a positive message of the organization to include all that is currently being done and what will be done based on the strategic plan.

By continuing strategic leadership expansion, CareerSource Pinellas has begun to grow the organization, to include multiple director level roles, to resume pre-COVID operations.

Objective 2: Update talking points for use by board members and staff as part of the awareness campaign.

Tucker Hall, Public Relations Firm, is actively working to assist with strategic communications and to amplify our voice in the Tampa Bay area.

Objective 3: Continue to improve and enhance the technology infrastructure both internally for staff to be more efficient and for communication among the system's partners and to increase user friendly access for customers.

vCIO Technology Report

The following is an update on the 2022 strategic technology objectives for CSP under the direction of the vCIO (Paul Ashe, vCIO, Securance Consulting).

We will continue to center our focus around these principles:

1. Cybersecurity: Ensure the environment is protected from cyber-attacks and risks.
2. Technology Architecture: Begin to leverage the benefits and value of cloud computing.
3. Financial Responsibility: Make technology recommendations that are fiscally responsible.
4. Operational Responsibility: Streamline the technologies in the environment to reduce the day-to-day management.

2022 IT Updates

- Have successfully transitioned to a new managed service provider, LinkTech
- Continuing end-user security training using KnowBe4 platform
- Completed migrating data, from the CTS provided ATLAS solution, to Employ Florida
- Continuing the build of a new website and process improvements

Objective 4: Ensure compliance and work with/train staff on the new ways of doing business that are in compliance while reducing the burden on customers through streamlined compliant processes.

As a recipient of federal awards, CareerSource Pinellas is responsible for administering the awards in accordance with applicable laws, regulations, provisions, and policies. Programmatic, administrative, and fiscal monitoring is conducted to ensure the organization is fulfilling those requirements.

DEO Monitoring

DEO's yearly programmatic monitoring is complete. CareerSource Pinellas has submitted a 10-day response and is awaiting final report from DEO. Preliminary feedback from DEO is being used to develop local training and procedures and engage in-person training from DEO in the coming months.

Objective 5: Develop methods to regularly listen to customers to test new processes before implementing them permanently.

Customer Satisfaction Survey

The Customer Satisfaction Survey has historically measured a customer's satisfaction with the services received in the Career Resource Centers and has been obtained via weblinks on the Career Resource Center computers and via email. CareerSource Pinellas is in process of transitioning to a survey used more frequently by businesses and is the core measurement for customer experience management worldwide. This style of survey measures customer loyalty and likelihood of referral and assigns a net promoter score that indicates how many of your customers are promoting your services. There is a gap in service this quarter as we transition to a more virtual based service delivery and gather more robust feedback from a larger number of customers.



INFORMATION ITEM 2 WIOA Primary Indicators

LWDB 14										
Measures	PY2020-2021 4th Quarter Performance	PY2020-2021 % of Performance Goal Met For Q4	PY2020-2021 Performance Goals	PY2021-2022 1st Quarter Performance	PY2021-2022 % of Performance Goal Met For Q1	PY2021-2022 2nd Quarter Performance	PY2021-2022 % of Performance Goal Met For Q2	PY2021-2022 3rd Quarter Performance	PY2021-2022 % of Performance Goal Met For Q3	PY2021-2022 Performance Goals
Adults:										
Employed 2nd Qtr After Exit	94.50	105.00	90.00	94.00	104.44	93.50	103.89	92.70	103.00	90.00
Median Wage 2nd Quarter After Exit	\$11,970	171.00	\$7,000	\$11,075	153.82	\$10,683	148.38	\$10,787	149.82	\$7,200
Employed 4th Qtr After Exit	87.50	102.34	85.50	87.30	102.11	93.20	109.01	92.00	107.60	85.50
Credential Attainment Rate	95.50	136.43	70.00	95.30	132.36	87.70	121.81	87.20	121.11	72.00
Measurable Skill Gains	76.60	162.98	47.00	67.10	136.94	63.00	128.57	54.60	111.43	49.00
Dislocated Workers:										
Employed 2nd Qtr After Exit	90.10	100.11	90.00	91.30	101.44	89.70	99.67	90.90	101.00	90.00
Median Wage 2nd Quarter After Exit	\$10,846	154.94	\$7,000	\$11,463	161.45	\$11,350	159.86	\$12,147	171.08	\$7,100
Employed 4th Qtr After Exit	72.90	85.56	85.20	71.60	84.04	86.00	100.94	86.60	101.64	85.20
Credential Attainment Rate	87.60	125.14	70.00	88.60	126.57	93.70	133.86	93.20	133.14	70.00
Measurable Skill Gains	88.70	188.72	47.00	80.30	163.88	62.70	127.96	60.20	122.86	49.00
Youth:										
Employed 2nd Qtr After Exit	89.80	106.27	84.50	91.70	108.52	90.10	106.63	91.00	107.69	84.50
Median Wage 2nd Quarter After Exit	\$4,739	148.09	\$3,200	\$4,472	139.75	\$4,615	144.22	\$4,761	148.78	\$3,200
Employed 4th Qtr After Exit	86.00	110.26	78.00	88.40	113.33	88.40	113.33	86.00	110.26	78.00
Credential Attainment Rate	76.00	88.06	86.30	88.90	103.01	78.60	91.08	76.80	88.99	86.30
Measurable Skill Gains	80.30	170.85	47.00	65.10	132.86	55.60	113.47	50.90	103.88	49.00
Wagner Peysers:										
Employed 2nd Qtr After Exit	59.50	89.88	66.20	56.40	86.77	55.40	85.23	57.30	88.15	65.00
Median Wage 2nd Quarter After Exit	\$5,651	113.02	\$5,000	\$5,610	112.20	\$6,179	123.58	\$6,304	126.08	\$5,000
Employed 4th Qtr After Exit	61.20	95.33	64.20	58.30	90.81	57.60	89.72	57.40	89.41	64.20
Not Met (less than 90% of negotiated)										
Met (90-100% of negotiated)										
Exceeded (greater than 100% of negotiated)										



INFORMATION ITEM 3
CareerSource Pinellas
Training Provider Spending
For the period July 1, 2021 - April 30, 2021

Training Provider	Customer Training	Approved Spending (if required)	Remaining	# of Participants	Avg/ Per Part
Academy for Dental Assistants, (Pinellas)	3,085			2	1,543
Access Computer Training, (Hillsborough)	5,000			1	5,000
American Manufacturing Skills Initiative (AmSkills)					
BizTech Learning Centers, Inc., (Pinellas)					
Center for Technology Training	20,000			4	5,000
Central Florida Heat and Frost Insulators J.A.C. (RA)					
Computer Coach IT Training Solutions	75,900			16	4,744
Concorde Career Institute, (Hillsborough)	5,000			1	5,000
Connecticut School of Broadcasting, (Hillsborough)					
Florida Technical College					
Galen College of Nursing, (Pinellas)	111,617			37	3,017
Gold Coast Professional Schools					
Hillsborough Community College	5,000			1	5,000
IEC- Independent Electrical Contractors, FAAC					
International Union of Operating Engineers (RA)					
Ironworkers (RA)					
JATC - Tampa Area Electrical JATC, (Hillsborough), FAAC (RA)	27,054			33	820
Jersey College, (Hillsborough)	31,818			9	3,535
Keiser University	2,500			1	2,500
Masonry (RA)					
National Aviation Academy	84,020			21	4,001
Net Synergy Virtual Solutions LLC	40,000			8	5,000
New Horizon Computer Learning Center, (Hillsborough)	284,605			55	5,175
Pinellas Ex-Offender Re-Entry Coalition *	2,760	50,000	47,240	6	460
Pinellas Technical Education Centers *	48,556	300,000	251,444	25	1,942
Plumbers and Pipefitters and HVAC, local union 123 (RA) *		50,000	50,000		
R.V. Training Center	4,796			1	4,796
Rasmussen College	17,074			4	4,268
Refrigeration & Air Conditioning Contractors (RACCA) (RA)					
Roadmaster Drivers School, Inc., (Hillsborough)					
Schiller International University, (Pinellas)					
Southern Technical Institute, Pinellas Park, (Pinellas)	13,258			10	1,326
St. Petersburg College *	91,990	700,000	608,010	44	2,091
Superior Aviation Gate					
Tampa Truck Driving School, Inc.	45,000			9	5,000
Ultimate Medical Academy (Pinellas) *	80,316	250,000	169,685	15	5,354
Ultimate Medical Academy (Online)					
University of South Florida / Innovative Education, SACS	24,280			8	3,035
Veritas Nursing Academy					
Webster University					
Total	\$ 1,020,542			309	\$ 3,303

Prior Year for Same Period	\$ 1,873,135	521	\$ 3,595
Variance	\$ (852,593)	(212)	\$ (293)

RELATED PARTY CONTRACTS (with multiple components)

	Spending	Amount	Remaining	Component
Pinellas Technical Education Centers *	48,556	300,000	251,444	Training (ITA)
	103,359	130,000	26,641	Leases
	151,915	430,000	278,085	
St. Petersburg College *	91,990	700,000	608,010	Training (ITA)
	99,090	160,000	160,000	Leases
	45,200	125,000	79,800	Contracts
	236,280	985,000	847,810	

* Contracts required two-third board approval.

Note: Amounts above represent disbursements made to training providers during time period.



INFORMATION ITEM 4
CareerSource Pinellas
Work-based Learning Spending
For the period July 1, 2021 - April 30, 2022

OJT Provider	Work-based Learning Spending	Approved Spending (if required)	Remaining	# of Participants	Avg./ Per Part	Prior Year Spending
Bert Smith Oldsmobile, Inc.	\$ -					2,993
Catalyst QLM LLC	\$ 224,018			11	\$ 20,365	57,650
Celebrity Kids of Pinellas	\$ -					3,967
Coolgear, Inc.	\$ -					777
Manpower	\$ 166,312			80	\$ 2,079	53,263
Mechanical A/C Designs LLC	\$ 11,845			3	\$ 3,948	646
Orbit Motors dba Express Oil Change	\$ -					2,353
Pinellas County School Board	\$ -					4,200
Precision Shaft Technologies	\$ -					11,761
RK3 LLC	\$ -					327
Veterans Metal LLC dba DHS	\$ 1,853			1	\$ 1,853	-
Total	\$ 404,029			95	\$ 4,253	\$ 137,937



INFORMATION ITEM 5

Help Wanted Online Report

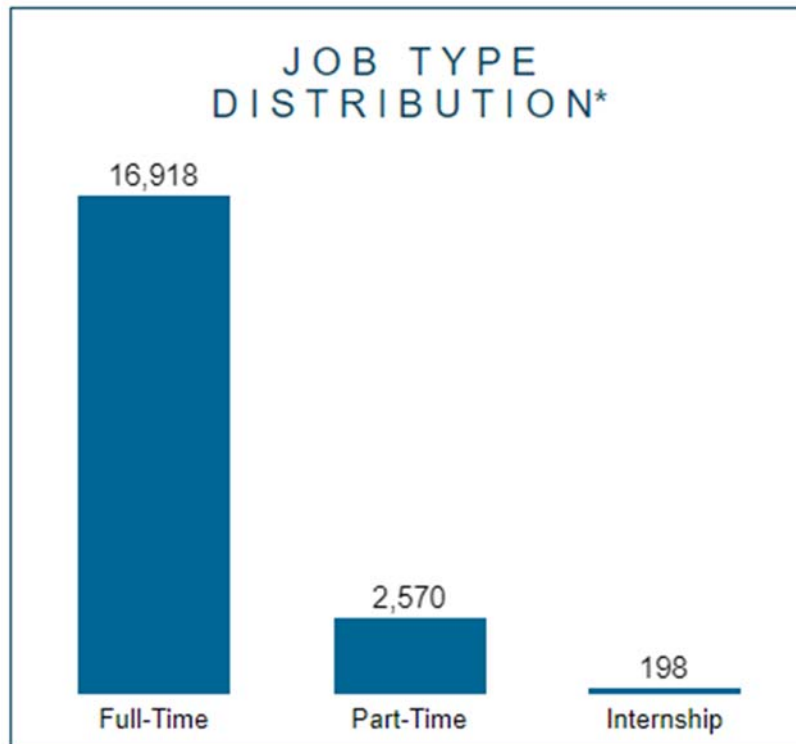


FLORIDA ONLINE JOB DEMAND TOOL
Local Workforce Development Areas

Select Area
CareerSource Pinellas (14)

Select Category
All Occupations

TOTAL ONLINE ADS						
May 2022	April 2022	May 2021	Over the Month Change	Over the Month Percent Change	Over the Year Change	Over the Year Percent Change
30,752	30,487	32,185	265	0.9%	-1,433	-4.5%



TOP 10 EMPLOYERS BY ONLINE ADS

Employer	
TATA Consultancy Services	672
USAA	540
Hospital Corporation of America	502
Baycare Health System	490
Raymond James Financial Incorporated	484
Anthem Blue Cross	447
Accenture	273
Walmart / Sam's	196
Raytheon	194
UnitedHealth Group	180

TOP 15 ADVERTISED OCCUPATIONS

Occupation	Over the Month Change	Over the Month Percent Change	Over the Year Change	Over the Year Percent Change	May 2022	April 2022	May 2021
Registered Nurses	59	4.7%	-162	-10.9%	1,321	1,262	1,483
Customer Service Representatives	218	23.8%	256	29.1%	1,135	917	879
Retail Salespersons	-40	-4.6%	-166	-16.6%	834	874	1,000
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	-40	-5.7%	-279	-29.6%	665	705	944
Combined Food Preparation and Serving Workers, Including Fast Food	-11	-2.0%	-14	-2.6%	528	539	542
First-Line Supervisors of Retail Sales Workers	-26	-4.9%	29	6.1%	505	531	476
Managers, All Other	-1	-0.2%	82	20.9%	475	476	393
Heavy and Tractor-Trailer Truck Drivers	183	64.4%	147	45.9%	467	284	320
Writers and Writers	-17	-3.6%	-41	-8.4%	449	466	490
Food Service Managers	63	17.0%	4	0.9%	433	370	429
Nursing Assistants	31	8.0%	-136	-24.5%	418	387	554
Medical and Health Services Managers	-15	-3.5%	77	23.2%	409	424	332
Licensed Practical and Licensed Vocational Nurses	-6	-1.5%	-19	-4.5%	401	407	420
Security Guards	19	5.1%	48	13.8%	395	376	347
Software Developers, Applications	19	5.1%	162	70.1%	393	374	231

0 500 1000 1500
Online Ads