



October 20, 2022 - 2:30 P.M.  
Hybrid Meeting – EpiCenter  
13805 58<sup>th</sup> 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 Introductions** .....Mark 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 - August 18, 2022 Workforce Solutions Committee Meeting.... Page 1
2. Approval of Training Provider NetSynergy ..... Page 10

### V. Information Items

1. Workforce Solutions Goals Update ..... Page 11
2. WIOA Primary Indicators Report Q3 ..... Page 32
3. Training Provider Spending ..... Page 33
4. Work-Based Learning Spending..... Page 34
5. Help Wanted Online Report ..... Page 35

### 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 – February 16, 2023 (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](mailto: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 August 18, 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:** August 18, 2022, at 2:30 pm

**Location:** Hybrid – In person/Zoom

**Call to Order**

Committee Chair Mark Hunt called the meeting to order at 2:30 pm.

**Members in Attendance**

Mark Hunt, Michael Jalazo, Dr. Rebecca Sarlo, Angel Barton, Denise Sanderson, Elizabeth Siplin, Jenee Skipper, Kevin Knutson, Shawn McDonnell

**Members not in Attendance**

Glenn Willocks, Ivonne Alvarez, Belinthia Berry, Candida Duff

**Staff**

Steven Meier, Jay Burkey, Mary jo Schmick, Caroline Kenney, Amy Leuschke, Leah Geis, Lysandra Montijo

**Guests**

Diamond Sadlowski – works with Mark Hunt

**ACTION ITEM 1 – Approval of Minutes**

The minutes from the June 23, 2022, Workforce Solutions Committee meeting were presented for approval.

|         |                |
|---------|----------------|
| Motion: | Michael Jalazo |
| Second: | Kevin Knutson  |

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

**ACTION ITEM 2 – Training Provider Approval FleetForce**

FleetForce Truck Driving School is seeking initial provider approval. They are licensed from the Commission for Independent Education.

**Courses/Certificate/Diploma Programs**

| Program – Course #<br>- Type of Degree or Certificate | Tuition & Fees | Total Cost | Duration Of Training | Completion Rate | Average Wage At Placement | Entered Employment Rate |
|---|----------------|------------|----------------------|-----------------|---------------------------|-------------------------|
| Class A CDL License Certification                     | \$7,147.95     | \$7,147.95 | 160 clock hours      | 89%             | \$25                      | 89%                     |
| Class B CDL License Certification                     | \$2,647.95     | \$2,647.95 | 40 clock hours       | 100%            | \$20                      | 98%                     |

- Years in operation: 41 years
- Total enrollments Class A CDL License Certification for prior year: 194
- Total enrollments Class A CDL License Certification at time of application: 275
- Total enrollments Class B CDL License Certification for prior year: 15
- Total enrollments Class B CDL License Certification at time of application: 60

FleetForce Truck Driving School site locations are Winter Haven and Bradenton, FL. They are an approved training provider for CareerSource Bradenton. A diversified portfolio of eligible training providers provides choices / options for CareerSource Pinellas participants in pursuit of their professional / occupational development goals.

**RECOMMENDATION**

Approval of FleetForce as an Eligible Training Provider.

\*Training provider activation / final approval pending successful completion of on-site and financial inspections conducted by CareerSource Pinellas.

**Discussion:** None

|         |                |
|---------|----------------|
| Motion: | Michael Jalazo |
| Second: | Kevin Knutson  |

*The Workforce Solutions Committee motioned for approval of FleetForce as an Eligible Training Provider. The motion carried unanimously. There was no further discussion.*

**ACTION ITEM 3 – Training Provider Approval Champion**

Champion Truck Driving School is seeking initial provider approval. They have a provisional license from the Commission for Independent Education. Recent Committee discussion allowed for providers to have been in business for one year.

**Courses/Certificate/Diploma Programs**

| Program – Course # - Type of Degree or Certificate | Screening And Physical | Tuition & Fees | Total Cost | Duration Of Training | Completion Rate | Average Wage At Placement |
|--|------------------------|----------------|------------|----------------------|-----------------|---------------------------|
| Commercial Truck Driver Training – CDL A           | \$210                  | \$4,800        | \$5,010    | 160 hours            | 94%             | \$36                      |

- Years in operation: 6 months
- Total enrollments for prior year: 0
- Total enrollments since March, 2022: 93
- From Sunbiz.org Champion Truck Driving School, Inc. date Filed is 01/19/2021 (date of Incorporation.) The training provider experienced delays beginning operations, but the school is currently actively and successfully enrolling.
- Financial records review appeared solvent but were internally generated.

**RECOMMENDATION**

Conditional approval of Champion Truck Driving School to be added to the Eligible Training Provider List. Approval to be reviewed July 2023, prior to renewal.

\*Training provider activation / final approval also pending successful completion of on-site inspection conducted by CareerSource Pinellas.

**Discussion:** None

|         |                |
|---------|----------------|
| Motion: | Michael Jalazo |
| Second: | Jenee Skipper  |

The Workforce Solutions Committee motioned for conditional approval of Champion Truck Driving School to be added to the Eligible Training Provider List. Approval to be reviewed July 2023, prior to renewal. The motion carried unanimously. There was no further discussion.

**ACTION ITEM 4 – Local Workforce Development Plan Two-Year Modification**

The 2020-2024 Four-Year Local Workforce Development Plan was approved by the Board March 18, 2020. Based on the instructions provided by CareerSource Florida, this two-year modification updates the organizational structure, data and analysis and program and services information provided in the four-year plan.

In addition to Board, partner, and business input, the Local Workforce Development Plan modification will be made available for public comment prior to submission to CareerSource Florida.

Modification Sections:

- **Organizational Structure** includes updates to CareerSource Pinellas, Workforce Development Board, and Board of County Commissioners leadership; Career Centers; One-Stop Operator and Youth service provider.
- **Data and Analysis** was updated with current information.
  - The high-demand sector categories approved by the Board for the four-year plan will remain the same through 2024. They are, Finance & Insurance, Manufacturing, Healthcare & Social Assistance, Construction, and Professional, Scientific & Technical Services. Information Technology is also a focus as it touches every industry and the demand is great. Growing regional industries of Hospitality & Retail, Transportation, Government, and Education will also be targeted.

| Rank | NAICS Title                              | Employment |        |        |                |
|------|--|------------|--------|--------|----------------|
|      |  | 2021       | 2029   | Growth | Percent Growth |
| 1    | Utilities                                | 1,037      | 1,304  | 267    | 25.7           |
| 2    | Accommodation and Food Services          | 45,339     | 56,429 | 11,090 | 24.5           |
| 3    | Professional and Technical Services      | 35,448     | 43,377 | 7,929  | 22.4           |
| 4    | Arts, Entertainment, and Recreation      | 8,567      | 10,193 | 1,626  | 19.0           |
| 5    | Management of Companies and Enterprises  | 16,205     | 18,386 | 2,181  | 13.5           |
| 6    | Educational Services                     | 9,492      | 10,676 | 1,184  | 12.5           |
| 7    | Health Care and Social Assistance        | 72,616     | 81,552 | 8,936  | 12.3           |
| 8    | Construction                             | 25,800     | 28,593 | 2,793  | 10.8           |
| 9    | Administrative and Waste Services        | 31,731     | 34,835 | 3,104  | 9.8            |
| 10   | Other Services, Ex. Public Admin         | 19,515     | 21,268 | 1,753  | 9.0            |
| 11   | Information                              | 7,229      | 7,811  | 582    | 8.1            |
| 12   | Real Estate and Rental and Leasing       | 10,400     | 11,175 | 775    | 7.5            |
| 13   | Manufacturing                            | 33,048     | 35,345 | 2,297  | 7.0            |
| 14   | Finance and Insurance                    | 27,312     | 28,700 | 1,388  | 5.1            |
| 15   | Retail Trade                             | 52,154     | 54,501 | 2,347  | 4.5            |
| 16   | Transportation and Warehousing           | 7,722      | 8,037  | 315    | 4.1            |
| 17   | Wholesale Trade                          | 15,860     | 16,350 | 490    | 3.1            |
| 18   | Government                               | 45,141     | 46,010 | 869    | 1.9            |
| 19   | Agriculture, Forestry, Fishing & Hunting | 149        | 147    | -2     | -1.3           |

- Our customers' demographics have remained fairly consistent since the last report. Notable gains have been made in educational levels with the number of working-age population having less than a High School Diploma dropping from 10.1% to 8.1%. The poverty rate fell slightly from 12.2% to 11.6% with the youth poverty rate making similar gains dropping from 17.2% to 16%.

| Metric   | Pinellas County<br>LWDB Region 14  |
|--|--|
| Population   | 980,259 (2021) – Florida's most densely populated county, and 6 <sup>th</sup> most populous. Population grew by 19,732 over the last 5 years and is projected to grow by 6,070 over the next 5 years.  |
| Projected Population   | +0.6% by 2026; to 986k   |
| Median Age   | 48.4; 59% of the population are age 18-64  |
| Sex, Race, Ethnicity & Veterans  | 52% Female; 74% White; 10% Black; 10% Hispanic; 3% Asian; 9.9% Veterans  |
| Median Household Income  | \$56.4K  |
| Total # of Jobs & Workforce  | 492,537 jobs / 503,656 in workforce  |
| Regional Unemployment  | 2.2% (May 2022) below the state rate of 2.5, down 1.9% from last year; 11,119 unemployed persons   |
| Educational Attainment (25+ year-olds)   | Less than H.S. Diploma: 8%<br>H.S. Diploma: 27%<br>Some college: 22%<br>Associate's Degree: 10% Bachelor's degrees or higher: 33%  |
| Poverty Rate   | 11.6%; Youth Poverty: 16%  |
| Mean Travel Time to work   | 24.4 minutes mean travel-time  |
| Industry Snapshot – Top Growing Industries. (Top 15 Industry GRP contributors are noted with an *) | 37,203 establishments:<br>Accommodation & Food Svc*;<br>Professional, Scientific, & Technical Svcs*;<br>Admin, Support, Waste Mgmt & Remediation Svcs*;<br>Finance & Insurance*;<br>Transportation and Warehousing;<br>Arts, Entertainment, & Recreation;<br>Construction*;<br>Other Services (Except Public Admin)*;<br>Real Estate and Rental and Leasing* |
| Job Growth   | 2% job growth (2020-'21); Projected +5% growth or +21,760 jobs through 2024  |

- **Board Strategic Vision & Goals** remain as approved in the Board's Strategic Plan.
- **Strategies and Program Services; Description of the Local One-Stop Delivery System; and Coordination of Services** reflect post-pandemic virtual and in-person program services and delivery changes since the Four-Year Plan was written in 2019. Services highlighted include:
  - Basic Career Services
  - Individualized Career Services
  - Follow-Up Services
  - Business Services
  - Veterans Services
  - Key Strategies to Address Skills Gaps – Work-based Learning
  - Youth Connect and the Pinellas Education Foundation (PEF)
- **Performance & Effectiveness** At this time, 2022 and 2023 performance goals have not yet been negotiated with DEO. Once negotiations take place, the goals will be added to the Plan.

**RECOMMENDATION**

Approval of the 2022-2024 Local Workforce Development Plan Modification and submission to CareerSource Florida.

**Discussion:** None

|         |                 |
|---------|-----------------|
| Motion: | Michael Jalazo  |
| Second: | Shawn McDonnell |

*The Workforce Solutions Committee motioned for approval of the 2022-2024 Local Workforce Development Plan Modification and submission to CareerSource Florida. The motion carried unanimously. There was no further discussion.*

**ACTION ITEM 5 – Approval of RTOL Addition**

The 2022-23 RTOL was approved by the Board in June, 2022. SOC Codes **493021 Automotive Body and Related Repairers, 435031 Public Safety Telecommunicators, and 252021 Elementary School Teachers, Except Special Education** were not included on the list this year solely based on data showing low number of job openings and/or low starting wages in Pinellas County.

Youth Connect, CareerSource Pinellas' Youth Service Provider, has requested that Automotive Body and Related Repairers be reinstated to the RTOL. They have participants ready to attend the occupational skills training, and a long-standing relationship with local car dealers that take students for paid work experience and for full-time employment.

St. Petersburg College staff reviewed the list and has requested that Elementary School Teachers and Public Safety Telecommunicators be added to the RTOL due to severe shortages in these occupations.



**RECOMMENDATION**

Approval to add **493021 Automotive Body and Related Repairers, 435031 Public Safety Telecommunicators, and 252021 Elementary School Teachers, Except Special Education** to the 2022-23 RTOL.

**Discussion:** None.

|         |                   |
|---------|-------------------|
| Motion: | Michael Jalazo    |
| Second: | Dr. Rebecca Sarlo |

*The Workforce Solutions Committee motioned for approval to add **493021 Automotive Body and Related Repairers, 435031 Public Safety Telecommunicators, and 252021 Elementary School Teachers, Except Special Education** to the 2022-23 RTOL. 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**

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 – REACH Act Update**

Florida’s 2021 Reimagining Education and Career Help Act, known as the REACH Act, is a comprehensive blueprint for enhancing access, alignment, and accountability across the state’s workforce development system. Implementation of the REACH Act is a priority of the CareerSource Florida Board of Directors. Signed into law by Governor Ron DeSantis, the REACH Act positions Florida to help people with barriers to education and employment become self-sufficient through enhanced access to good jobs and career pathways that offer economic opportunity.

- **Realignment** - Establishes the Office of Reimagining Education and Career Help (REACH) in the Executive Office of the Governor to facilitate coordination and alignment of entities responsible for the state’s workforce development system.
  - **Current Status** – CareerSource Florida contracted with EY (Ernst & Young LLP) to conduct research and discovery. Initial observations from Phase I were reported to the CareerSource Florida Board of Directors in June 2022. Next steps, in collaboration with the Governor’s REACH Office, include a more in-depth evaluation with each of Florida’s local workforce development boards, including additional data analysis and engagement with chief local elected officials, local workforce development board members and other leaders, employers, educators, and other stakeholders. Alignment considerations are anticipated to be provided to the CareerSource Florida Board of Directors by the end of the year.
- **Credentials Review Committee** - Requires the CareerSource Florida Board to appoint a Credentials Review Committee to identify degree and nondegree credentials of value for approval by the state workforce development board and inclusion on a Master Credentials List to be provided to the State Board of Education.

- **Current Status** – June 27, 2022 Committee Meeting. Previously shared presentation with Board.  
  
<https://careersourceflorida.com/wp-content/uploads/2022/06/2022-06-27-CRC-Presentation.pdf>
- Survey Part-One Results
  - Businesses are struggling to Recruit
  - Businesses are struggling to Find Talent
  - Florida’s Workforce is Changing but Recruiting is still Business as usual
- Survey Part-Two Addresses
  - Desired skills and education level for applicants
  - Internships and apprenticeship opportunities
  - Availability of employer-led training and work-based training
- Survey Part-Two Goals
  - Exploring pain points: sources of difficulty in the recruitment process
  - Assessing workforce needs for training.
  - Gauging awareness of available employee training programs.
  -
- Where We’re Going
  - Engage employers on credentials of value.
  - Engage employers to enhance education and skills training partnerships with tech centers, colleges, and universities to upskill incumbent workers (or those to be laid off).
  - Increased awareness of current state and federal support initiatives available to upskill incumbent workers.
- August 11 Update - The Credentials Review Committee workgroups are moving forward with defining critical elements of the Framework of Quality that will be used to evaluate credentials for Florida's Master Credentials List. Once the Labor Market Estimating Conference convenes to produce statewide data on wages, demand and supply, specific criteria for the Framework will be drafted for the committee’s approval. When approved, the Framework of Quality will be used to evaluate credentials for inclusion on the Master Credentials List, which is anticipated to be released in early 2023.
- **Letter Grades** - Requires the assignment of a letter grade for local workforce development boards based on criteria including performance accountability measures, return on investment and improvement of the long-term self-sufficiency of participants.

**Status**

Letter grades will be calculated based on local workforce development board performance on seven distinct measures in the areas of employment and training services, self-sufficiency, and business services. Initial data for each measure was shared with local workforce development boards after the June CareerSource Florida Board of Directors Meeting, and feedback received resulted in revisions to the calculations.

The REACH Office-led Letter Grade Workgroup that includes representatives from CareerSource Florida, local workforce development boards, the Department of Economic Opportunity and the Department of Education met again in July to review the latest metrics. Once the final data for the 2021-2022 program year is available, baseline grades for the year will be calculated and made available via the CareerSource Florida Analytics website.

- **10% Training Provider Holdback** - Requires the Department of Economic Opportunity, with input from the state workforce development board and others, to establish WIOA eligible training provider

criteria focused on participant outcomes. The REACH Act requires training services provided through Individual Training Accounts (ITA) to be performance-based, with successful job placement resulting in a final payment of at least 10 percent (Section 445.009(8)(3), Florida Statutes (F.S.)).

o **Current Status**

- The Florida Department of Economic Opportunity (DEO), CareerSource Florida, and the Florida Department of Education (DOE), with guidance from the REACH Office, launched an implementation workgroup with a diverse group of stakeholders.
- The workgroup will move quickly to identify and finalize a list of any training services and expenditure types for which the 10 percent final (performance based) payment requirement can be applied.
- The workgroup will also establish an implementation schedule for this requirement.
- By October 1, 2022, LWDBs must begin updating training provider applications, revising (or establishing) training provider agreements, and/or updating ITA templates, as appropriate, to include the requirement to withhold a final payment of at least 10 percent until participants are successfully placed.
- LWDBs must also begin revising local operating procedures governing the payment of ITAs to ensure local processes are established to effectively implement and track this requirement.

**INFORMATION ITEM 7 – TAA Program Expiration**

The TAA Program is a federal entitlement program that assists U.S. workers who lose their jobs or are threatened with job loss as a result of foreign trade. The TAA Program, established by the Trade Act of 1974, has been amended eleven times over the past 48 years.

The authorization of appropriations for the TAA Program expired June 30, 2022. Termination provisions will take effect beginning on July 1, 2022.

States are still required to continue serving trade-affected workers from worker groups certified prior to that date subject to the limitations below.

LWDBs must continue after June 30, 2022, to determine individual worker eligibility and provide benefits and services for workers covered under certified petitions. In order to be entitled to TAA benefits and services on and after July 1, 2022, a worker must:

- (1) be covered by a petition filed and determined to be certified on or before June 30, 2022;
- (2) be an “adversely affected worker” as defined in 20 CFR 618.110, who because of lack of work in adversely affected employment has been totally or partially separated from such employment on or before June 30, 2022; and
- (3) meet or continue to meet the individual eligibility requirements for TAA benefits and services.

The sun-setting of the TAA program will not have a negative impact in Pinellas County at this time. There have not been any new petitions in the past year and there are only four active TAA participants. Although there may be trade-related layoffs in the future, anyone who would have been eligible for TAA can be served as a WIOA Dislocated Worker.

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

**Other Administrative Matters** - None

**Open Discussion** - None

**Adjournment** – Chair Mark Hunt adjourned the meeting at 3:48pm.



## ACTION ITEM 2

### Approval of Training Provider Net Synergy LT3 Academy

2227 University Square Mall, Tampa, FL 33612

Net Synergy Virtual Solution's Pre-apprenticeship, LT3 Academy, is seeking initial provider approval. They have a registered apprenticeship that is already on the Eligible Training Provider List (no approval needed for RA).

#### Courses/Certificate/Diploma Programs

| Type of Degree or Certificate                     |  | Tuition & Fees | Total Cost | Duration Of Training |
|---|--|----------------|------------|----------------------|
| Software Developer Pre-Apprenticeship Certificate |  | \$18,000       | \$18,000   | 6 months             |

- Years in operation: 14 years
- Total enrollments for prior year: 0 (for pre-apprenticeship)
- Total enrollments current year: 33
- Retention Rate: 2 dropped out
- Completed: 3
- Employed: All 3
- 28 still in the program

#### **RECOMMENDATION**

Approval to add the Net Synergy LT3 Academy Pre-Apprenticeship program to the Eligible Training Provider List.



## INFORMATION ITEM 1

### Workforce Solutions Goals Update PY'2022-2023: Period Covering through Q1

#### 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>   |
|--|--|
| <b>St. Petersburg Chamber</b>                            | The St Pete Chamber amping up for this year's season. They have partnered with Amplify Clearwater to help those impacted by Hurricane Ian. They are working directly with the Fort Meyers and Sanibel/Captiva Chambers of Commerce to aid in recovery efforts.             |
| <b>Upper Tampa Bay Chamber</b>                           | BSU has been active in the bi-weekly Coffee and Networking event. The team has successfully created some strong connections in that community that has lead to new opportunities and invites to attend other groups.   |
| <b>Central Pinellas Chamber</b>                          | BSU consistently attends the Economic Development and Women's Leadership committees, which has produced multiple connections to businesses and education connections who are actively participating in WBL programs.   |
| <b>St. Petersburg Area Econ. Development Corporation</b> | The St Pete EDC continues the push for new businesses to become involved with CareerSource Pinellas by displaying links on their website and assisting in marketing for our WBL programs.  |
| <b>Recruiter Networking Group</b>                        | Business Services continues to re-energize this partnership by attending monthly meetings and sharing referrals.   |
| <b>Pinellas Economic Development</b>                     | BSU is focused on expanding relationships within the ED and enhancing our connections. BSU reps have recently attended the Gateway Chamber's Manufacturing Summit at their invitation and are making plans to participate in their upcoming Reverse Tradeshow in November. |
| <b>Tampa Bay Beaches Chamber</b>                         | BSU supervisor attended the St Pete Beach, Madeira Beach and Treasure Island Business meetings following Hurricane Ian to monitor impacts to our communities and to discuss with community leaders how to enhance and advance our new partnership.                         |
| <b>BAMA (Bay Area Manufacturing Association)</b>         | CSPIN staff attended the BAMA general meeting and toured the Drew Street Campus. Staff also recently supported BAMA at the SPC 95 <sup>th</sup> anniversary event.   |
| <b>Tampa Bay Tech</b>                                    | We continue to actively work with Tampa Bay Tech, researching ways to continue enhancing existing Tech programming across the county.  |

|   |   |
|---|---|
| <b>Greater Seminole Chamber of Commerce</b> | BSU has attended multiple networking opportunities, business breakfast, lunch and learns etc.   |
| <b>Volunteers of Active Disaster (VOAD)</b> | Rapid Response has been very busy with this organization due to Hurricane Ian. VOAD is the umbrella organization for disaster response organizations such as Pinellas County Emergency Management, American Red Cross, FEMA, Disability Achievement Center etc. who are available to provide immediate response after disaster. Although no disaster struck Pinellas, they are actively supporting in counties South in their recovery efforts. |

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

*Leadership has added new internal marketing staff to enhance and address our growing list of marketing needs within the organization. Major updates to the website, have been completed. Collateral and social media updates are following. Tucker Hall is still actively engaged in public relations aspects of marketing, assisting with outreach talking points and upcoming exploratory realignment meetings.*

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

### PY'2021-2022

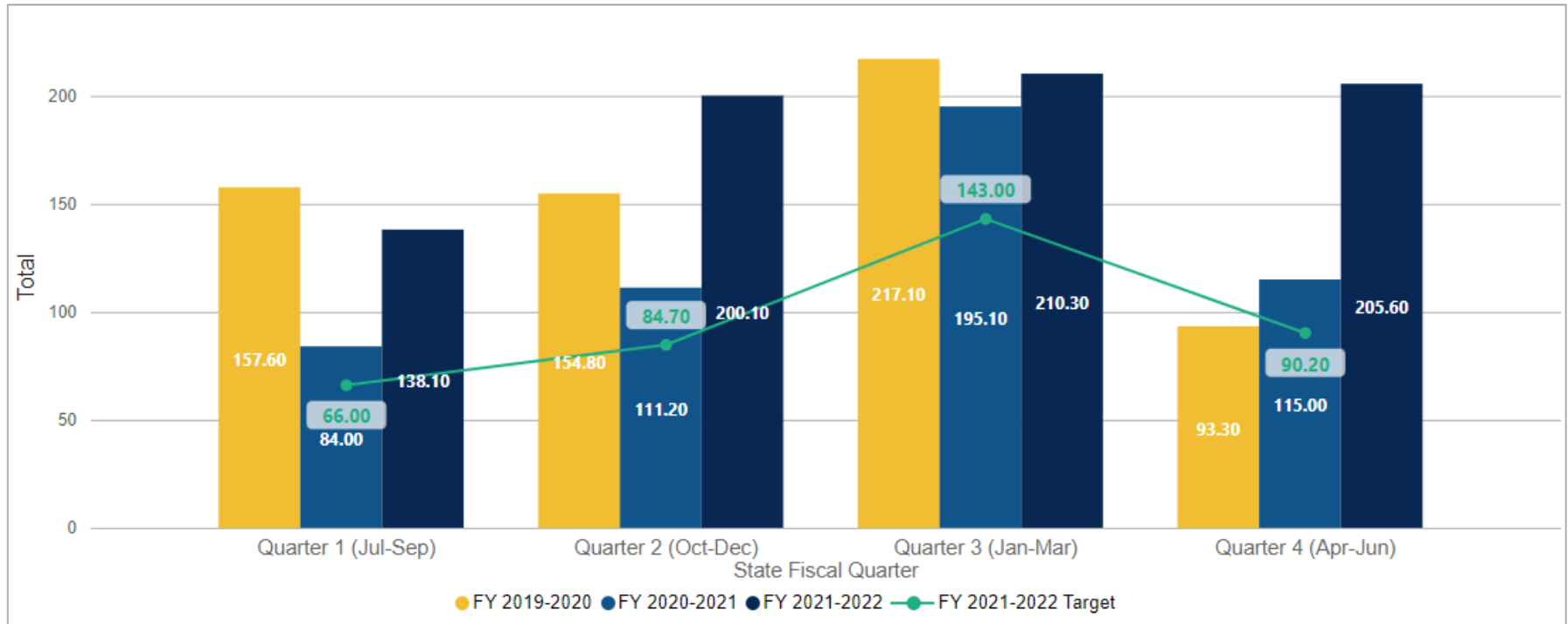
#### Quarterly Year-Over-Year Goal

#### Current-Year Performance

|   | Business Penetration<br>Baseline | Applied to Current-Year<br>Business Penetration + Additional Credit |                       | Business<br>Penetration | Improvement without<br>Additional Credit | Business Penetration +<br>Additional Credit | Improvement with<br>Additional Credit | Target Met?                         |
|---|----------------------------------|---|-----------------------|-------------------------|--|---|---------------------------------------|-------------------------------------|
|   |                                  | Improvement<br>Target   | Performance<br>Target |                         |  |   |                                       |                                     |
| <b>Qtr 1</b><br>(July 1, 2021-Sept. 30, 2021) | 60                               | 10%   | <b>66.00</b>          | 103                     | 71.67%                                   | <b>138.10</b>                               | 130.17%                               | <input checked="" type="checkbox"/> |
| <b>Qtr 2</b><br>(Oct. 1, 2021-Dec. 31, 2021)  | 77                               | 10%   | <b>84.70</b>          | 132                     | 71.43%                                   | <b>200.10</b>                               | 159.87%                               | <input checked="" type="checkbox"/> |
| <b>Qtr 3</b><br>(Jan. 1, 2022-March 31, 2022) | 130                              | 10%   | <b>143.00</b>         | 108                     | -16.92%                                  | <b>210.30</b>                               | 61.77%                                | <input checked="" type="checkbox"/> |
| <b>Qtr 4</b><br>(April 1, 2022-Jun 30, 2022)  | 82                               | 10%   | <b>90.20</b>          | 124                     | 51.22%                                   | <b>205.60</b>                               | 150.73%                               | <input checked="" type="checkbox"/> |

## 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'2021-2022 | Customer Self-Referrals  | 2,629        | 1,838        | 1,404        | 1,315        | 1,226        | 848        | 975          | 754          | 891          | 1,050        | 864        | 706        | 14,500        |
|              | Staff-Assisted Referrals | 205          | 197          | 181          | 222          | 154          | 129        | 201          | 260          | 220          | 209          | 65         | 59         | 2,102         |
|              | <b>Total</b>             | <b>2,834</b> | <b>2,035</b> | <b>1,585</b> | <b>1,537</b> | <b>1,380</b> | <b>977</b> | <b>1,176</b> | <b>1,014</b> | <b>1,111</b> | <b>1,259</b> | <b>929</b> | <b>765</b> | <b>16,602</b> |
|              | Unique customers         | 466          | 366          | 396          | 373          | 306          | 271        | 296          | 289          | 278          | 265          | 190        | 203        |               |
| PY'2022-2023 | Customer Self-Referrals  | 238          | 861          | 736          |              |              |            |              |              |              |              |            |            | 1,835         |
|              | Staff-Assisted Referrals | 3            | 80           | 32           |              |              |            |              |              |              |              |            |            | 115           |
|              | <b>Total</b>             | <b>241</b>   | <b>941</b>   | <b>768</b>   |              |              |            |              |              |              |              |            |            | <b>1,950</b>  |
|              | Unique customers         | 88           | 245          | 201          |              |              |            |              |              |              |              |            |            |               |

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'2021-2022 | Direct Placements                 | -          | 1          | 4          | 1          | 2          | 1          | -          | 8         | 3          | 2         | 1          | -          | 23           |
|              | Staff Entered Obtained Employment | 24         | 50         | 30         | 42         | 74         | 99         | 52         | 39        | 35         | 37        | 29         | 20         | 531          |
|              | Automated Obtained Employment     | 199        | 73         | -          | 136        | 131        | 299        | 156        | 86        | 118        | 88        | 122        | 127        | 1,542        |
|              | <b>Total</b>                      | <b>223</b> | <b>124</b> | <b>34</b>  | <b>179</b> | <b>207</b> | <b>399</b> | <b>208</b> | <b>94</b> | <b>121</b> | <b>90</b> | <b>122</b> | <b>147</b> | <b>2,096</b> |
| PY'2022-2023 | Direct Placements                 | 1          |            |            |            |            |            |            |           |            |           |            |            | 1            |
|              | Staff Entered Obtained Employment | 20         | 52         | 18         |            |            |            |            |           |            |           |            |            | 90           |
|              | Automated Obtained Employment     |            | 223        | 131        |            |            |            |            |           |            |           |            |            | 354          |
|              | <b>Total</b>                      | <b>21</b>  | <b>275</b> | <b>149</b> |            |            |            |            |           |            |           |            |            | <b>445</b>   |

| NAICS  | Job Orders   | Job Openings | CSPIN Referrals | Newly Registered Employers |
|--|--------------|--------------|-----------------|----------------------------|
| <b>3rd Party</b>   | <b>3,216</b> | <b>3,224</b> | <b>150</b>      | <b>0</b>                   |
| Accommodation and Food Services  | 61           | 61           | 9               | 0                          |
| Administrative and Support and Waste Management and Remediation Services | 84           | 84           | 18              | 0                          |
| Agriculture, Forestry, Fishing and Hunting                               | 190          | 190          | 1               | 0                          |
| Construction   | 20           | 20           | 0               | 0                          |
| Educational Services   | 9            | 9            | 4               | 0                          |
| Finance and Insurance  | 277          | 277          | 8               | 0                          |
| Health Care and Social Assistance  | 1393         | 1393         | 43              | 0                          |
| Information  | 139          | 139          | 15              | 0                          |
| Manufacturing  | 414          | 422          | 14              | 0                          |
| Other Services (except Public Administration)                            | 26           | 26           | 2               | 0                          |
| Professional, Scientific, and Technical Services                         | 267          | 267          | 14              | 0                          |
| Real Estate Rental and Leasing   | 67           | 67           | 6               | 0                          |
| Retail Trade   | 61           | 61           | 3               | 0                          |
| Transportation and Warehousing   | 18           | 18           | 3               | 0                          |
| Utilities  | 28           | 28           | 0               | 0                          |
| Wholesale Trade  | 162          | 162          | 10              | 0                          |
| <b>Non 3rd Party</b>   | <b>1,225</b> | <b>1,602</b> | <b>82</b>       | <b>70</b>                  |
| Accommodation and Food Services  | 177          | 337          | 16              | 5                          |
| Administrative and Support and Waste Management and Remediation Services | 48           | 119          | 1               | 4                          |
| Agriculture, Forestry, Fishing and Hunting                               | 3            | 3            | 0               | 0                          |
| Arts, Entertainment, and Recreation                                      | 4            | 4            | 0               | 0                          |
| Construction   | 30           | 30           | 6               | 8                          |
| Educational Services   | 27           | 27           | 1               | 2                          |
| Finance and Insurance  | 44           | 44           | 0               | 4                          |
| Health Care and Social Assistance  | 82           | 121          | 4               | 7                          |
| Information  | 3            | 5            | 0               | 1                          |
| Management of Companies and Enterprises                                  | 4            | 4            | 0               | 0                          |
| Manufacturing  | 313          | 346          | 9               | 13                         |
| Other Services (except Public Administration)                            | 43           | 43           | 1               | 7                          |
| Professional, Scientific, and Technical Services                         | 200          | 260          | 8               | 5                          |
| Public Administration  | 63           | 75           | 13              | 0                          |
| Real Estate Rental and Leasing   | 8            | 8            | 1               | 2                          |
| Retail Trade   | 106          | 106          | 8               | 5                          |
| Transportation and Warehousing   | 23           | 23           | 5               | 2                          |
| Utilities  | 0            | 0            | 0               | 1                          |
| Wholesale Trade  | 47           | 47           | 9               | 2                          |
| Unclassified Establishments  | 0            | 0            | 0               | 2                          |
| <b>Grand Total</b>   | <b>4,441</b> | <b>4,826</b> | <b>232</b>      | <b>70</b>                  |

## 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           |
| <b>PY'2021-2022</b>    | Total Funding Expended | \$94,224    | \$7,878      | \$225,849       | \$220,754      | <b>\$548,705</b> |
|                        | # of Enrollments       | 4           | 14           | 103             | 6              | <b>107</b>       |
|                        | # of Completers        | 4           | 14           | 66              | 6              | <b>90</b>        |
|                        | # of Employers         | 20          | 20           | 21              | 7              | <b>37</b>        |
|                        | Avg Placement Wage     | \$12.88     | \$12.75      | \$12.00         | \$13.00        | <b>N/A</b>       |
| <b>PY'2022-2023 Q1</b> | Total Funding Expended | \$0         | \$5,508      | \$213,677       | \$0            | <b>\$219,175</b> |
|                        | # of Enrollments       | 5-8 Pending | 10           | 126             | 0              | <b>107</b>       |
|                        | # of Completers        | 0           | Still Active | 126             | 0              | <b>90</b>        |
|                        | # of Employers         | 15          | 15           | 34              | 0              | <b>37</b>        |
|                        | Avg Placement Wage     | \$15        | \$15         | \$12            | \$0.00         | <b>N/A</b>       |

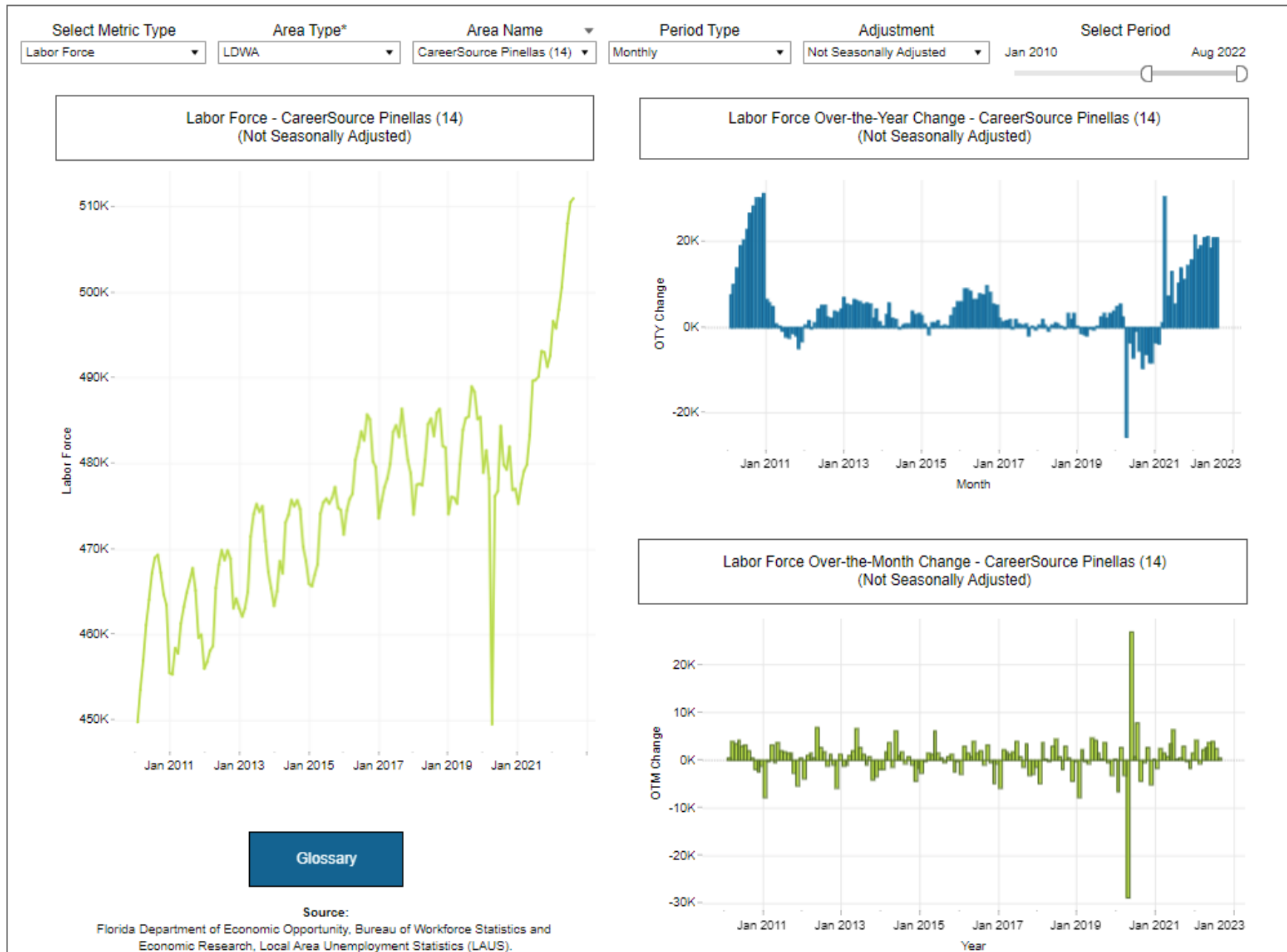
### Objective 5:

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.*
- *Joining new networking groups to maximize presence across Pinellas County.*
- *Increased engagement with local groups and associations and maximizing opportunities to partner on events and initiatives.*
- *Expanding service offerings to businesses and job seekers.*
- *Enhancing and expanding in person events, such as workshops and networking groups in the centers.*

## 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.



**Overview of the CareerSource Pinellas Region  
Not Seasonally Adjusted  
September 16, 2022**

- The unemployment rate in the CareerSource Pinellas region (Pinellas County) was 2.5 percent in August 2022. This rate was 1.5 percentage points lower than the region's year ago rate of 4.0 percent. The region's August 2022 unemployment rate was 0.3 percentage point lower than the state rate of 2.8 percent. The labor force was 510,889, up 20,803 (+4.2 percent) over the year. There were 12,950 unemployed residents in the region.
- In August 2022, nonagricultural employment in the Tampa-St. Petersburg-Clearwater MSA was 1,467,700, an increase of 63,900 jobs (+4.6 percent) over the year.
- The Leisure and Hospitality (+13.1 percent); Other Services (+10.9 percent); Trade, Transportation, and Utilities (+5.6 percent); and Financial Activities (+5.3 percent) industries grew 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 the Financial Activities (+6,800 jobs) industry.
- The Tampa-St. Petersburg-Clearwater MSA was tied for the highest annual job growth compared to all the metro areas in the state in the Information (+600 jobs) industry.
- The Tampa-St. Petersburg-Clearwater MSA had the second highest annual job growth compared to all the metro areas in the state in the Leisure and Hospitality (+19,900 jobs) and Other Services (+4,900 jobs) industries.
- The Tampa-St. Petersburg-Clearwater MSA had the second fastest annual job growth rate compared to all the metro areas in the state in the Other Services (+10.9 percent) and Information (+2.2 percent) industries.
- The Tampa-St. Petersburg-Clearwater MSA had the third highest annual job growth compared to all the metro areas in the state in the Trade, Transportation, and Utilities (+14,600 jobs) and Manufacturing (+4,100 jobs) industries.
- The Tampa-St. Petersburg-Clearwater MSA had the third fastest annual job growth rate compared to all the metro areas in the state in the Leisure and Hospitality (+13.1 percent) and Financial Activities (+5.3 percent) industries.
- The industries gaining jobs over the year were Leisure and Hospitality (+19,900 jobs); Trade, Transportation, and Utilities (+14,600 jobs); Professional and Business Services (+7,000 jobs); Financial Activities (+6,800 jobs); Other Services (+4,900 jobs); Manufacturing (+4,100 jobs); Education and Health Services (+4,100 jobs); Mining, Logging, and Construction (+1,700 jobs); Information (+600 jobs); and Government (+200 jobs).
- No industries 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'2022-2023 on July 13, 2022. 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-22-23-CSPIN-Rev-9.22.22.pdf \(careersourcepinellas.com\)](#)*

*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-22-23-CSPIN-Rev-9.22.22.pdf \(careersourcepinellas.com\)](#)*

**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-22-23-CSPIN-Rev-9.7.22.pdf \(careersourcepinellas.com\)](#). 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.  
*\*\*Apprenticeship reports run calendar year as opposed to program year*

*The new Apprenticeship coordinator was added to the team on September 26<sup>th</sup>. There was also a new grant awarded specific to this position in the amount of \$62,500.*

The purpose of this award is to provide salary support for staff engaged in apprenticeship navigator functions that are intended to develop and/or expand viable apprenticeship programs (registered apprenticeship or industry-recognized apprenticeship programs) to meet local talent needs of employers in targeted industries. No participant costs will be funded with this award.

The Apprenticeship Navigator functions include the following:

- Working with external partners including employers, industry associations, economic development agencies, educational agencies, and community-based organizations to identify and develop/expand apprenticeship programs. Whenever possible, such apprenticeship programs should be adaptable to industry need around the state.
- Identifying career pathways in sectors of focus to develop tiered or ladder apprenticeship programs.
- Convening/participating in convenings of targeted sector partners, to promote services and exchange ideas to accomplish project objectives.
- Working closely with Florida Department of Education Apprenticeship Training Representatives.
- Helping identify process delivery improvements, industry engagement activities, outreach/communications mechanisms and newly developed training programs to achieve or exceed metrics within the proposed grant application performance and deliverables
- Reviewing and updating the Business Outreach Professional Development Tool Kit to align to the targeted sectors.

- Collaborating with internal partners to deepen understanding within the local workforce system of apprenticeship programs and how funding from those programs may be used to support employers and participants engaged in apprenticeship programs. Internal partners include business service representatives, case managers operating the various workforce projects through the one-stop career center system, board staff, etc.
- Developing expertise regarding the operation of apprenticeship programs and maintaining resources for the benefit of the workforce system and its partners. Such resources include work processes, labor market data, and existing toolkits useful to targeted sector employers.
- Engaging community-based and service agency professionals to enhance access to apprenticeship opportunities for members of underrepresented populations.
- Ensuring the accuracy of data so that grant activities are properly tracked in Employ Florida and Salesforce.
- Participating in convening of grant-funded Apprenticeship Navigators and technical assistance meetings (in person or virtual)

### **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.*

*\*\*IHR events are temporarily on hold as the BSU team reimagines this program.*

#### **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.*

*\*\*Networking events are temporarily on hold as the BSU team reimagines this program, current projected startup date November 2022*

#### **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'2022-2023 Q1**

| <b>Date</b>  | <b>Type</b>                            | <b>Employers</b> | <b>Job Seekers</b> |
|--------------|--|------------------|--------------------|
| 8/4/22       | First Responder Career Fair            | 34               | 98                 |
| 8/10/22      | PSTA Job Fair                          | 17               | 37                 |
| 8/30/22      | Pinellas County Trades Career Fair     | 37               | 114                |
| 10/5/22      | Manufacturing Summit – Gateway Chamber | 15               | 24                 |
| 10/11/22     | Manufacturing Career Fair w/ SPC       | 30               | 69                 |
| <b>Total</b> |  | <b>168</b>       | <b>342</b>         |

**PY'2021-2022 Q4**

| <b>Date</b>  | <b>Type</b>                       | <b>Employers</b> | <b>Job Seekers</b> |
|--------------|-----------------------------------|------------------|--------------------|
| 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                 |
| 6/14/22      | Summer Splash Innisbrook Resort   | 55               | 72                 |
| <b>Total</b> |                                   | <b>330</b>       | <b>1,011</b>       |

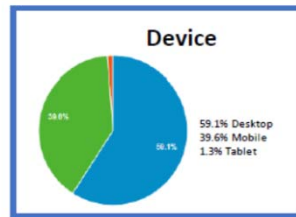
**Objective 2:** Expand the virtual delivery of service system currently in place.

*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](https://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.*





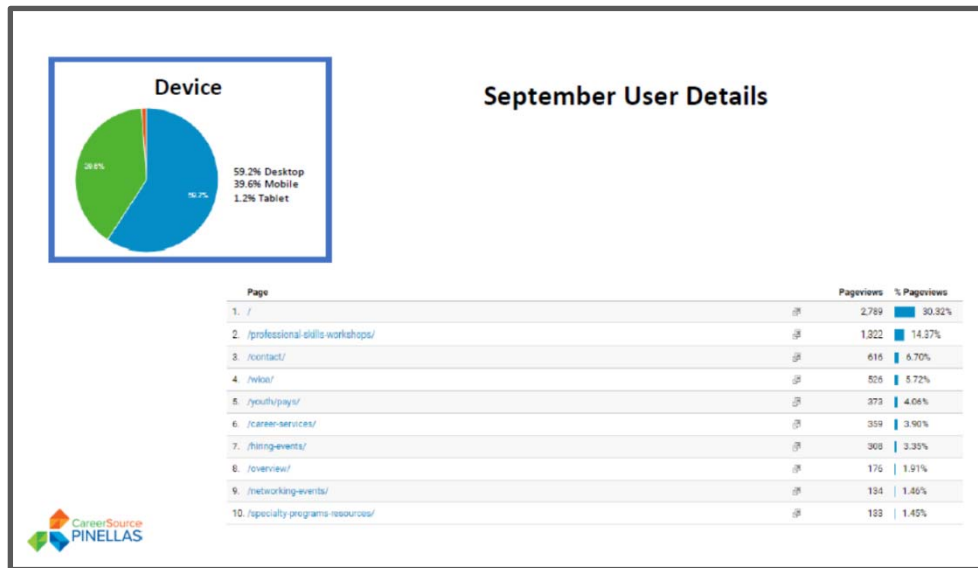
## August 1 – September 30, Website Visits



## August User Details

| Page                                     | Pageviews | % Pageviews |
|--|-----------|-------------|
| 1. /                                     | 4,005     | 34.07%      |
| 2. /professional-skills-workshops/       | 1,144     | 9.75%       |
| 3. /contact/                             | 876       | 7.45%       |
| 4. /work/                                | 621       | 5.28%       |
| 5. /hiring-events/                       | 521       | 4.43%       |
| 6. /career-services/                     | 436       | 3.71%       |
| 7. /events/first-responder-hiring-event/ | 295       | 2.51%       |
| 8. /overview/                            | 256       | 2.18%       |
| 9. /professional-team/                   | 179       | 1.52%       |
| 10. /networking-events/                  | 178       | 1.51%       |





**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.

**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 reenergize 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 were installed in the 2<sup>nd</sup> quarter of 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.* 24

**Objective 6:** Develop a Regional Targeted Occupations List.

*The current RTOL list was approved by the Board for PY'2022-2023 on July 13, 2022. 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-22-23-CSPIN-Rev-9.7.22.pdf \(careersourcepinellas.com\)](https://www.careersourcepinellas.com/ATPL-22-23-CSPIN-Rev-9.7.22.pdf)*

## **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, expand during pre-COVID operations.*

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

*Our internal marketing team and Tucker Hall, Public Relations Firm, are 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 took place the week of May 16-20, 2022. We provided responses within the 10-day timeframe for the preliminary findings but have not yet received the final report. Our contract monitoring with THMP was the week of August 1-5, 2022*

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

**Customer Satisfaction Survey**

Detractors

| Month | Negative Staff Interaction | Can't find a job | Needs not addressed | Unorganized | Virtual Services not useful | Misc... |
|-------|----------------------------|------------------|---------------------|-------------|-----------------------------|---------|
| JUL   | 2                          | 1                | 4                   | 0           | 1                           | 1       |
| AUG   | 2                          | 1                | 7                   | 0           | 1                           | 5       |
| SEP   |                            |                  |                     |             |                             |         |
| OCT   |                            |                  |                     |             |                             |         |
| NOV   |                            |                  |                     |             |                             |         |
| DEC   |                            |                  |                     |             |                             |         |
| JAN   |                            |                  |                     |             |                             |         |
| FEB   |                            |                  |                     |             |                             |         |
| MAR   |                            |                  |                     |             |                             |         |
| APR   |                            |                  |                     |             |                             |         |
| MAY   |                            |                  |                     |             |                             |         |
| JUN   |                            |                  |                     |             |                             |         |

Promoters

| Month | Positive Staff Interaction | Services Offered | Ease of Use | Informative | Misc... |
|-------|----------------------------|------------------|-------------|-------------|---------|
| JUL   | 30                         | 1                | 0           | 0           | 4       |
| AUG   | 31                         | 7                | 0           | 2           | 8       |
| SEP   |                            |                  |             |             |         |
| OCT   |                            |                  |             |             |         |
| NOV   |                            |                  |             |             |         |
| DEC   |                            |                  |             |             |         |
| JAN   |                            |                  |             |             |         |
| FEB   |                            |                  |             |             |         |
| MAR   |                            |                  |             |             |         |
| APR   |                            |                  |             |             |         |
| MAY   |                            |                  |             |             |         |
| JUN   |                            |                  |             |             |         |

**COMBINED NPS SCORES**

| Period     | NPS Score |     |        |         |          |         | Target |
|------------|-----------|-----|--------|---------|----------|---------|--------|
|            | Region    | G2B | Tarpon | Lealman | St. Pete | Virtual |        |
| <b>JUL</b> | 51%       | 44% | 100%   | -       | 80%      | 23%     | 0.4    |
| <b>AUG</b> | 34%       | 25% | 67%    | 75%     | 73%      | -13%    | 0.4    |
| <b>SEP</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>OCT</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>NOV</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>DEC</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>JAN</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>FEB</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>MAR</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>APR</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>MAY</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>JUN</b> | -         | -   | -      | -       | -        | -       | 0.4    |
| <b>PY</b>  | 42%       | 33% | 75%    | 75%     | 77%      | 4%      | 0.4    |

# Goal 1 - Develop Robust Partnerships with Employers

- **Objective 1:** Utilize and partner with existing business group that convene employers regularly to understand immediate and future needs.
- **Objective 2:** Develop and execute a marketing strategy to build awareness with businesses about engagement and services available.
- **Objective 3:** Increase services to incumbent workers and underemployed workers.
- **Objective 4:** Develop methods that help businesses navigate the workforce system's services and that connect them with qualified applicants.

## 11 Business Group Partners

- | BAMA (Bay Area Manufacturing Association)
- | Central Pinellas Chamber
- | Greater Seminole Chamber of Commerce
- | Pinellas Economic Development
- | Recruiter Networking Group
- | St. Petersburg Area Econ. Development Corp
- | St. Petersburg Chamber
- | Tampa Bay Beaches Chamber
- | Tampa Bay Tech
- | Upper Tampa Bay Chamber
- | Volunteers of Active Disaster (VOAD)

**486**  
Employers Served

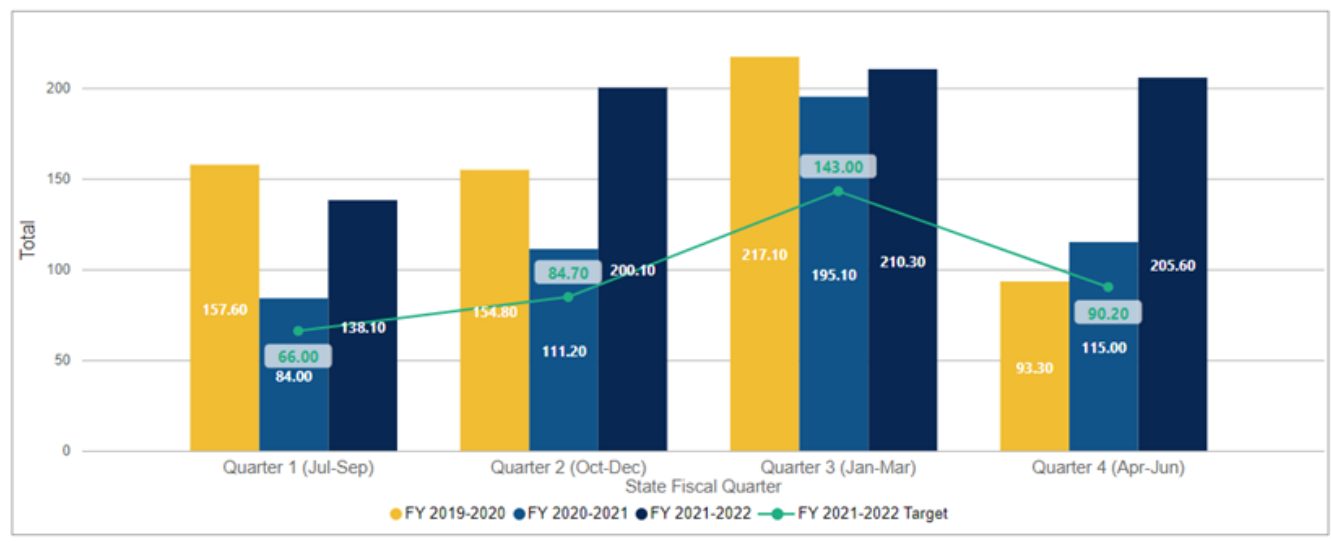
**79**  
Newly Registered Employers

**951**  
Services Provided by Staff

**4672**  
Job Orders Posted

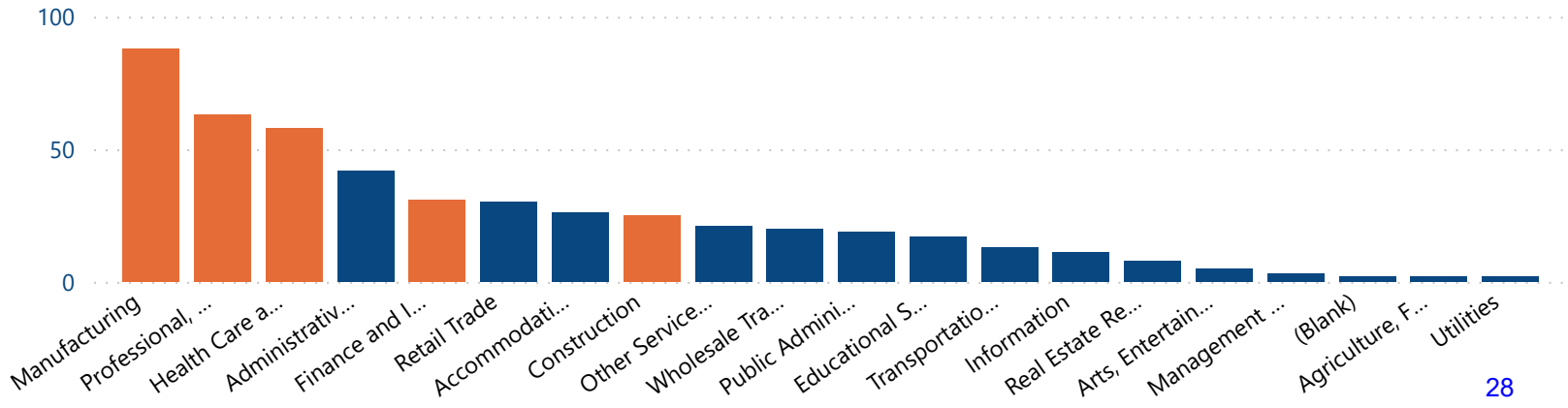
The unemployment rate in the CareerSource Pinellas region (Pinellas County) was 2.5 percent in August 2022. This rate was 1.5 percentage points lower than the region's year ago rate of 4.0 percent. The region's August 2022 unemployment rate was 0.3 percentage point lower than the state rate of 2.8 percent. The labor force was 510,889, up 20,803 (+4.2 percent) over the year. There were 12,950 unemployed residents in the region.

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.

## Industries Represented



# Goal 2 - 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.
- **Objective 2:** Convene employers to identify skill needs and align education providers' offerings to current and future skill needs.
- **Objective 3:** Provide easy to use 'career maps' for jobseekers to use to both knew where to go for education/training to obtain necessary credentials and next steps on a career path.
- **Objective 4:** Ensure that there is a Talent Pipeline that connects business service staff between CareerSource and educational institutions.

**40** Approved Training Providers and  
**129** Regional Targeted Occupations



The industries gaining jobs over the year were Leisure and Hospitality (+19,900 jobs); Trade, Transportation, and Utilities (+14,600 jobs); Professional and Business Services (+7,000 jobs); Financial Activities (+6,800 jobs); Other Services (+4,900 jobs); Manufacturing (+4,100 jobs); Education and Health Services (+4,100 jobs); Mining, Logging, and Construction (+1,700 jobs); Information (+600 jobs); and Government (+200 jobs).



The new Apprenticeship coordinator was added to the team on September 26th. There was also a new grant awarded specific to this position in the amount of \$62,500.

# Goal 3 - Expand Outreach to Jobseekers

- **Objective 1:** Target outreach efforts based on areas of opportunity.
- **Objective 2:** Expand the virtual delivery of service system currently in place.
- **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.
- **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.
- **Objective 5:** Support individuals to gain employment through a system of wraparound services that is responsive to their diverse experience and needs.
- **Objective 6:** Develop a Regional Targeted Occupations List.

**133** Employers participated in **5** career fairs with **342** job seekers attending.

## Focus on service

*Business Services teammates continue to reenergize 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.*

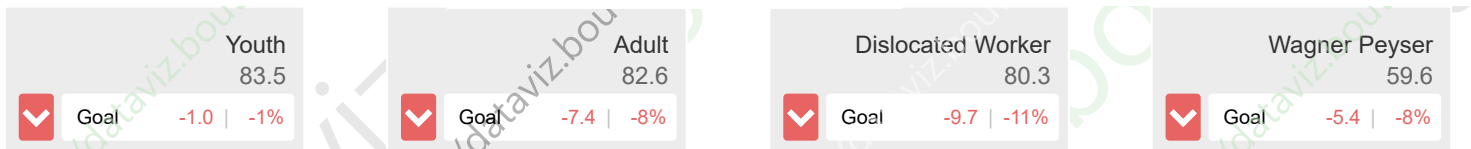


## Networking Groups

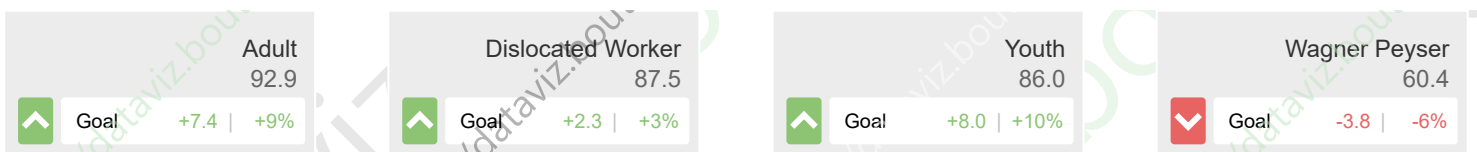
*\*\*Networking events are temporarily on hold as the BSU team reimagines this program, current projected startup date November 2022*

## 2nd Qtr After Exit

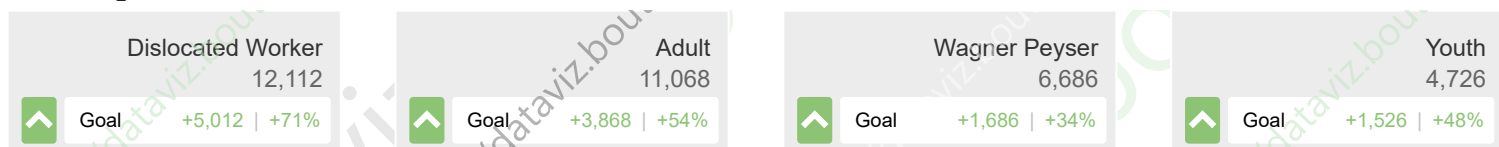
### Primary Indicators PY2021-2022



## 4th Qtr After Exit



## Median Wage





# Goal 4 - 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.
- **Objective 2:** Update talking points for use by board members and staff as part of the awareness campaign.
- **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.
- **Objective 4:** Ensure compliance and work with/train on the new ways of doing business that are in compliance while reducing the burden on customers through streamlined compliant processes.
- **Objective 5:** Develop methods to regularly listen to customers to test new processes before implementing them permanently.

## Strategy

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

New Staff/Promotions:

Director of Programs - Lysandra Montijo

Director of Business Services - Jason Druding

Marketing Supervisor - Juan Turibio

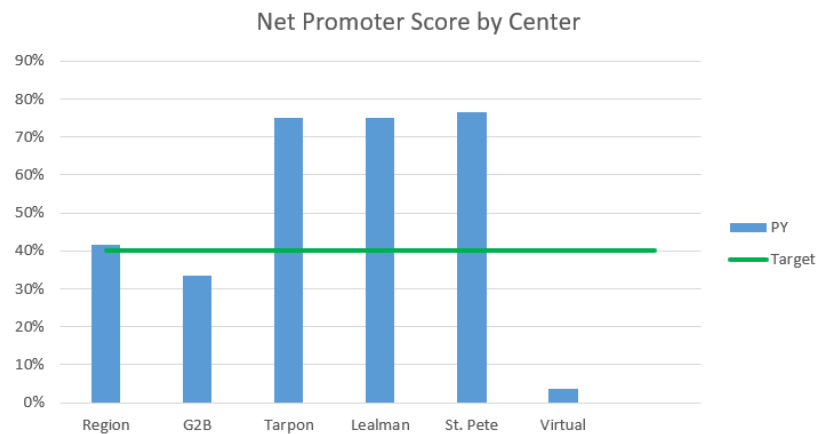
## Awareness

*Our internal marketing team and Tucker Hall, Public Relations Firm, are actively working to assist with strategic communications and to amplify our voice in the Tampa Bay area.*

## Monitoring

*DEO's yearly programmatic monitoring took place the week of May 16-20, 2022. We provided responses within the 10-day timeframe for the preliminary findings but have not yet received the final report. Our contract monitoring with THMP was the week of August 1-5, 2022*

## Customer Satisfaction



## 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.



## INFORMATION ITEM 2 WIOA Primary Indicators

| Measures                           | PY2021-2022<br>1st Quarter<br>Performance | PY2021-2022<br>% of<br>Performance<br>Goal Met For<br>Q1 | PY2021-2022<br>2nd Quarter<br>Performance | PY2021-2022<br>% of<br>Performance<br>Goal Met For<br>Q2 | PY2021-2022<br>3rd Quarter<br>Performance | PY2021-2022<br>% of<br>Performance<br>Goal Met For<br>Q3 | PY2021-2022<br>4th Quarter<br>Performance | PY2021-2022<br>% of<br>Performance<br>Goal Met For<br>Q4 | PY2021-2022<br>Performance<br>Goals |
|------------------------------------|---|--|---|--|---|--|---|--|-------------------------------------|
| <b>Adults:</b>                     |   |  |   |  |   |  |   |  |                                     |
| Employed 2nd Qtr After Exit        | 94.00                                     | 104.44   | 93.50                                     | 103.89   | 92.70                                     | 103.00   | 82.60                                     | 91.78  | 90.00                               |
| Median Wage 2nd Quarter After Exit | \$11,075                                  | 153.82   | \$10,683                                  | 148.38   | \$10,787                                  | 149.82   | \$11,068                                  | 153.72   | \$7,200                             |
| Employed 4th Qtr After Exit        | 87.30                                     | 102.11   | 93.20                                     | 109.01   | 92.00                                     | 107.60   | 92.90                                     | 108.65   | 85.50                               |
| Credential Attainment Rate         | 95.30                                     | 132.36   | 87.70                                     | 121.81   | 87.20                                     | 121.11   | 86.90                                     | 120.69   | 72.00                               |
| Measurable Skill Gains             | 67.10                                     | 136.94   | 63.00                                     | 128.57   | 54.60                                     | 111.43   | 66.20                                     | 135.10   | 49.00                               |
| <b>Dislocated Workers:</b>         |   |  |   |  |   |  |   |  |                                     |
| Employed 2nd Qtr After Exit        | 91.30                                     | 101.44   | 89.70                                     | 99.67  | 90.90                                     | 101.00   | 80.30                                     | 89.22  | 90.00                               |
| Median Wage 2nd Quarter After Exit | \$11,463                                  | 161.45   | \$11,350                                  | 159.86   | \$12,147                                  | 171.08   | \$12,112                                  | 170.59   | \$7,100                             |
| Employed 4th Qtr After Exit        | 71.60                                     | 84.04  | 86.00                                     | 100.94   | 86.60                                     | 101.64   | 87.50                                     | 102.70   | 85.20                               |
| Credential Attainment Rate         | 88.60                                     | 126.57   | 93.70                                     | 133.86   | 93.20                                     | 133.14   | 93.30                                     | 133.29   | 70.00                               |
| Measurable Skill Gains             | 80.30                                     | 163.88   | 62.70                                     | 127.96   | 60.20                                     | 122.86   | 57.50                                     | 117.35   | 49.00                               |
| <b>Youth:</b>                      |   |  |   |  |   |  |   |  |                                     |
| Employed 2nd Qtr After Exit        | 91.70                                     | 108.52   | 90.10                                     | 106.63   | 91.00                                     | 107.69   | 83.50                                     | 98.82  | 84.50                               |
| Median Wage 2nd Quarter After Exit | \$4,472                                   | 139.75   | \$4,615                                   | 144.22   | \$4,761                                   | 148.78   | \$4,726                                   | 147.69   | \$3,200                             |
| Employed 4th Qtr After Exit        | 88.40                                     | 113.33   | 88.40                                     | 113.33   | 86.00                                     | 110.26   | 86.00                                     | 110.26   | 78.00                               |
| Credential Attainment Rate         | 88.90                                     | 103.01   | 78.60                                     | 91.08  | 76.80                                     | 88.99  | 82.90                                     | 96.06  | 86.30                               |
| Measurable Skill Gains             | 65.10                                     | 132.86   | 55.60                                     | 113.47   | 50.90                                     | 103.88   | 69.20                                     | 141.22   | 49.00                               |
| <b>Wagner Peyser:</b>              |   |  |   |  |   |  |   |  |                                     |
| Employed 2nd Qtr After Exit        | 56.40                                     | 86.77  | 55.40                                     | 85.23  | 57.30                                     | 88.15  | 59.60                                     | 91.69  | 65.00                               |
| Median Wage 2nd Quarter After Exit | \$5,610                                   | 112.20   | \$6,179                                   | 123.58   | \$6,304                                   | 126.08   | \$6,686                                   | 133.72   | \$5,000                             |
| Employed 4th Qtr After Exit        | 58.30                                     | 90.81  | 57.60                                     | 89.72  | 57.40                                     | 89.41  | 60.40                                     | 94.08  | 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, 2022 - August 31, 2022**

| Training Provider  | Customer Training | Approved Spending (if required) | Remaining | # of Participants | Avg/ Per Part   |
|--|-------------------|---------------------------------|-----------|-------------------|-----------------|
| Academy for Dental Assistants, (Pinellas)                    | -                 |                                 |           |                   |                 |
| Access Computer Training, (Hillsborough)                     | -                 |                                 |           |                   |                 |
| American Manufacturing Skills Initiative (AmSkills)          | -                 |                                 |           |                   |                 |
| BizTech Learning Centers, Inc., ( Pinellas)                  | -                 |                                 |           |                   |                 |
| Center for Technology Training                               | -                 |                                 |           |                   |                 |
| Central Florida Heat and Frost Insulators J.A.C. (RA)        |                   |                                 |           |                   |                 |
| Computer Coach IT Training Solutions                         | -                 |                                 |           |                   |                 |
| Concorde Career Institute, (Hillsborough)                    | -                 |                                 |           |                   |                 |
| Connecticut School of Broadcasting, (Hillsborough)           |                   |                                 |           |                   |                 |
| Florida Technical College                                    |                   |                                 |           |                   |                 |
| Galen College of Nursing, (Pinellas)                         | 49,257            |                                 |           | 19                | 2,592           |
| Gold Coast Professional Schools                              |                   |                                 |           |                   |                 |
| Hillsborough Community College                               | -                 |                                 |           | -                 |                 |
| IEC- Independent Electrical Contractors, FAAC                |                   |                                 |           |                   |                 |
| International Union of Operating Engineers (RA)              |                   |                                 |           |                   |                 |
| Ironworkers (RA)   |                   |                                 |           |                   |                 |
| JATC - Tampa Area Electrical JATC, (Hillsborough), FAAC (RA) | 8,116             |                                 |           | 11                | 738             |
| Jersey College, ( Hillsborough)                              | 9,409             |                                 |           | 3                 | 3,136           |
| Keiser University  |                   |                                 |           |                   |                 |
| Masonry (RA)   |                   |                                 |           |                   |                 |
| National Aviation Academy                                    | 46,089            |                                 |           | 10                | 4,609           |
| Net Synergy Virtual Solutions LLC                            | -                 |                                 |           |                   |                 |
| New Horizon Computer Learning Center, (Hillsborough)         | 62,500            |                                 |           | 11                | 5,682           |
| Pinellas Ex-Offender Re-Entry Coalition *                    |                   | 50,000                          | 50,000    |                   |                 |
| Pinellas Technical Education Centers *                       |                   | 300,000                         | 300,000   |                   |                 |
| Plumbers and Pipefitters and HVAC, local union 123 (RA) *    |                   |                                 |           |                   |                 |
| R.V. Training Center   |                   |                                 |           |                   |                 |
| Rasmussen College  | 5,230             |                                 |           | 1                 | 5,230           |
| Refrigeration & Air Conditioning Contractors (RACCA) (RA)    |                   |                                 |           |                   |                 |
| Roadmaster Drivers School, Inc., (Hillsborough)              |                   |                                 |           |                   |                 |
| Schiller International University, (Pinellas)                |                   |                                 |           |                   |                 |
| Southern Technical Institute, Pinellas Park, (Pinellas)      | 2,465             |                                 |           | 2                 | 1,233           |
| St. Petersburg College *                                     | 24,216            | 1,200,000                       | 1,175,784 | 15                | 1,614           |
| Superior Aviation Gate                                       |                   |                                 |           |                   |                 |
| Tampa Bay Aviation   | 5,000             |                                 |           | 1                 | 5,000           |
| Tampa Truck Driving School, Inc.                             | 10,000            |                                 |           | 2                 | 5,000           |
| Ultimate Medical Academy (Pinellas) *                        | 15,000            | 250,000                         | 235,000   | 3                 | 5,000           |
| Ultimate Medical Academy (Online)                            |                   |                                 |           |                   |                 |
| University of South Florida / Innovative Education, SACS     | 5,950             |                                 |           | 1                 | 5,950           |
| Veritas Nursing Academy                                      |                   |                                 |           |                   |                 |
| Webster University   |                   |                                 |           |                   |                 |
| <b>Total</b>   | <b>\$ 243,231</b> |                                 |           | <b>79</b>         | <b>\$ 3,079</b> |

|                                   |                    |            |                 |
|-----------------------------------|--------------------|------------|-----------------|
| <b>Prior Year for Same Period</b> | <b>\$ 289,697</b>  | <b>82</b>  | <b>\$ 3,533</b> |
| <b>Variance</b>                   | <b>\$ (46,466)</b> | <b>(3)</b> | <b>\$ (454)</b> |

**RELATED PARTY CONTRACTS (with multiple components)**

|   | Spending      | Amount           | Remaining        | Component      |
|---|---------------|------------------|------------------|----------------|
| <b>Pinellas Technical Education Centers *</b> | -             | 300,000          | 300,000          | Training (ITA) |
|   | 20,672        | 130,000          | 109,328          | Leases         |
|   | <b>20,672</b> | <b>430,000</b>   | <b>409,328</b>   |                |
| <b>St. Petersburg College *</b>               | 24,216        | 1,200,000        | 1,175,784        | Training (ITA) |
|   | 19,512        | 160,000          | 160,000          | Leases         |
|   | 12,000        | 125,000          | 113,000          | Contracts      |
|   | <b>55,727</b> | <b>1,485,000</b> | <b>1,448,784</b> |                |
| <b>Ultimate Medical Academy (Pinellas) *</b>  | 15,000        | 250,000          | 235,000          | Training (ITA) |
|   | -             | 100,000          | 100,000          | OJT            |
|   | <b>15,000</b> | <b>350,000</b>   | <b>335,000</b>   |                |

\* 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, 2022 - August 31, 2022**

| OJT Provider   | Work-Based Learning Spending | Approved Spending (if required) | Remaining | # of Participants | Avg./Per Part   | Prior Year Spending |
|--|------------------------------|---------------------------------|-----------|-------------------|-----------------|---------------------|
| Badaro Group   | \$ 4,640                     |                                 |           | 1                 | \$ 4,640        | -                   |
| Bert Smith Oldsmobile, Inc.                          | \$ 3,065                     |                                 |           | 1                 | \$ 3,065        | -                   |
| Catalyst QLM LLC                                     | \$ -                         |                                 |           | -                 |                 | 224,018             |
| Celebrity Kids of Pinellas                           | \$ -                         |                                 |           |                   |                 | -                   |
| Coolgear, Inc.                                       | \$ -                         |                                 |           |                   |                 | -                   |
| HHC Holdings LLC                                     | \$ -                         |                                 |           | -                 |                 | 1,711               |
| Manpower   | \$ 236,867                   |                                 |           | 121               | \$ 1,958        | 251,943             |
| Mechanical A/C Designs LLC                           | \$ -                         |                                 |           |                   |                 | 11,845              |
| Orbit Motors dba Express Oil Change & Tire Engineers | \$ -                         |                                 |           |                   |                 | -                   |
| Pinellas County School Board                         | \$ -                         |                                 |           |                   |                 | -                   |
| Precision Shaft Technologies                         | \$ -                         |                                 |           |                   |                 | -                   |
| Universal Life and Health Insurance                  | \$ 1,401                     |                                 |           | 1                 | \$ 1,401        | -                   |
| Veterans Metal LLC dba DHS Enterprises               | \$ -                         |                                 |           |                   |                 | 5,291               |
| <b>Total</b>   | <b>\$ 245,972</b>            |                                 |           | <b>124</b>        | <b>\$ 1,984</b> | <b>\$ 494,809</b>   |



## 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

Next page >>

| TOTAL ONLINE ADS |             |                |                       |                               |                      |                              |
|------------------|-------------|----------------|-----------------------|-------------------------------|----------------------|------------------------------|
| September 2022   | August 2022 | September 2021 | Over the Month Change | Over the Month Percent Change | Over the Year Change | Over the Year Percent Change |
| 25,542           | 28,937      | 31,041         | -3,395                | -11.7%                        | -5,499               | -17.7%                       |

#### TOP 15 ADVERTISED OCCUPATIONS

| Occupation   | F              | Over the Month Change | Over the Month Percent Change | Over the Year Change | Over the Year Percent Change |                |       |
|--|----------------|-----------------------|-------------------------------|----------------------|------------------------------|----------------|-------|
| Registered Nurses  |                | -100                  | -7.5%                         | -3                   | -0.2%                        | September 2022 | 1,242 |
|  | August 2022    |                       |                               |                      |                              | 1,342          |       |
|  | September 2021 |                       |                               |                      |                              | 1,245          |       |
| Retail Salespersons  |                | -47                   | -5.4%                         | -140                 | -14.6%                       | September 2022 | 820   |
|  | August 2022    |                       |                               |                      |                              | 887            |       |
|  | September 2021 |                       |                               |                      |                              | 960            |       |
| Customer Service Representatives   |                | -63                   | -10.4%                        | -28                  | -3.8%                        | September 2022 | 714   |
|  | August 2022    |                       |                               |                      |                              | 797            |       |
|  | September 2021 |                       |                               |                      |                              | 742            |       |
| Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products |                | -121                  | -16.5%                        | -191                 | -23.8%                       | September 2022 | 612   |
|  | August 2022    |                       |                               |                      |                              | 733            |       |
|  | September 2021 |                       |                               |                      |                              | 803            |       |
| First-Line Supervisors of Retail Sales Workers   |                | -75                   | -13.7%                        | -18                  | -3.7%                        | September 2022 | 473   |
|  | August 2022    |                       |                               |                      |                              | 548            |       |
|  | September 2021 |                       |                               |                      |                              | 491            |       |
| Maintenance and Repair Workers, General  |                | -21                   | -4.8%                         | -66                  | -13.6%                       | September 2022 | 418   |
|  | August 2022    |                       |                               |                      |                              | 439            |       |
|  | September 2021 |                       |                               |                      |                              | 484            |       |
| Managers, All Other  |                | -15                   | -3.7%                         | -72                  | -15.5%                       | September 2022 | 394   |
|  | August 2022    |                       |                               |                      |                              | 409            |       |
|  | September 2021 |                       |                               |                      |                              | 466            |       |
| Combined Food Preparation and Serving Workers, Including Fast Food                           |                | -73                   | -15.7%                        | -197                 | -33.4%                       | September 2022 | 393   |
|  | August 2022    |                       |                               |                      |                              | 466            |       |

## TOP 10 EMPLOYERS BY ONLINE ADS

| Employer                             | F   |
|--------------------------------------|-----|
| Baycare Health System                | 504 |
| Raymond James Financial Incorporated | 432 |
| Hospital Corporation of America      | 390 |
| Accenture                            | 207 |
| Jabil Inc                            | 148 |
| Honeywell                            | 136 |
| Raytheon                             | 129 |
| FIS                                  | 126 |
| state of florida                     | 124 |
| Walmart / Sam's                      | 119 |

## JOB TYPE DISTRIBUTION\*

