



## Executive Committee Meeting

CareerSource Central Florida  
390 N. Orange Ave., Suite 700, Orlando, FL 32801

Wednesday, April 19, 2017 / 9:00 a.m. – 10:30 a.m.

**Conference Call-in phone number: (866) 576-7975 / Participant Access Code: 299848**

**Strategic Goals developed by the Board:**

- *CareerSource Central Florida will become business focused in all efforts*
- *CareerSource Central Florida will identify ways to measure progress and Return On Investment (ROI)*
- *CareerSource Central Florida will become the backbone organization for workforce development in Central Florida*

Agenda Item	TOPIC	Action Item	Info Item	Presenter
1	Welcome			Eric Jackson
2	Roll Call / Establishment of Quorum			Kaz Kasal
3	Public Comment			
4	Approval of Minutes A. 2/8/17 Executive Committee Meeting	X		Eric Jackson
5	<b>Information/Discussion/Action Items</b>			
	A. Chair's Remarks 1) Revenue Diversification		X	Eric Jackson
	B. President's Update 1) Legislative Update 2) Health Insurance Provider 2017-2018 3) Other Items	X	X X	Pam Nabors
	C. Committee Reports 1) Finance Committee: Board Action Item: Audit Services RFQ 2) Governance Committee 3) Career Services Committee 4) Community Engagement		X	Committee Chairs
	D. 4/26/17 Board Meeting/Retreat Agendas		X	Pam Nabors
6	Other Business A. Board Action Item: One Stop Operator RFP	X		Pam Nabors
7	Chair's Closing Remarks			Eric Jackson
8	Adjournment			

**Upcoming Meetings:**

- Board Meeting and Board Retreat: 4/26/17, 9:00 am to 1:00 pm / Location: Seminole State College-Heathrow Campus / 1055 AAA Drive, Heathrow, FL 32746 (Room 138)
- Executive Committee: 6/21/17, 9:00 am – 10:30 am / Location: CareerSource Central Florida / 390 N. Orange Ave., Suite 700, Orlando, FL 32801

**Draft  
Executive Committee Meeting**

**Wednesday, February 8, 2017  
9:00 a.m.**

**MINUTES**

**MEMBERS PRESENT:** Eric Jackson, Greg Beliveau, Wendy Brandon, Robert Brown, Debbie Clements, Leland Madsen, Jody Sweet and Eric Ushkowitz

**MEMBERS ABSENT:** Joseph Sarnovsky and Richard Sweat

**STAFF PRESENT:** Pam Nabors, Mimi Coenen, Leo Alvarez, Ann Beecham and Kaz Kasal

**GUESTS PRESENT:** Heather Ramos/GrayRobinson, Shelley Lauten/Consultant

Agenda Item	Topic	Action Item / Follow Up Item
1	<b>Welcome</b> Mr. Jackson, Committee Chair, called the meeting to order at 9:02 a.m. and welcomed those in attendance.	
2	<b>Roll Call / Establishment of Quorum</b> Ms. Kasal, CSCF Executive Coordinator, reported that there was a quorum present.	
3	<b>Public Comment</b> None offered.	
4	<b>Approval of Minutes</b> The Executive Committee reviewed the draft minutes from the 12/7/16 Executive Committee meeting (attachment).	<b>Mr. Jackson made a motion to approve the minutes from the 12/7/16 Executive Committee meeting. Mr. Ushkowitz seconded, motion passed.</b>
5	<b>Information/Discussion Items</b>	
	<b>Chair's Remarks</b> Mr. Jackson stated the National Association of Workforce Boards (NAWB) "The Forum 2017" is occurring on March 25-28, 2017 in Washington D.C. in which he, and CSCF Board Members Mr. Bough and Ms. Brandon are attending.	
	<b>President's Update</b> Ms. Nabors, CSCF CEO. provided the following updates: <ul style="list-style-type: none"> <li>• The CareerSource Florida Board appointed Ms. Michelle Dennard as President of CareerSource Florida (CSF), replacing Mr. Chris Hart. Ms. Michelle Dennard was CSF's Vice President of Policy.</li> <li>• CSCF's Southeast Orange Office opened in early January. CSCF is planning an open house for the Southeast Orange Office in partnership with the East Orange Chamber.</li> <li>• Sumter County's Commissioner Al Butler will be replacing Commissioner Garry Breeden on the Workforce Investment Consortium. Ms. Nabors met with Commissioner Butler and Mr. Bradley</li> </ul>	

	<p>Arnold in December.</p> <p>Ms. Ramos, CSCF's Attorney, provided a litigation update on the Mendham lease.</p>	
	<p><b>Committee Updates</b></p> <p><u>Career Services</u>                  Ms. Brandon, Career Services Committee's Vice Chair, referenced the two action items (attachment) in the meeting packet: 1) Employed Worker Training Grant for Seminole County Fire Department (a unit of Seminole County Government) and 2) Youth Navigator RFQ recommendations. Ms. Brandon stated that as both action items involve two CSCF Board Members (Ms. Nicole Guillet with Seminole County Government and Mr. Glen Casel with Community Based Care of Central Florida respectively), a two-thirds Board quorum is required in order to vote on these action items, so attendance is very important at the upcoming Board meeting. Ms. Coenen, CSCF COO, provided an overview of the action items.</p> <p><u>Audit Committee</u>                  Mr. Alvarez, CSCF CFO, stated that the Audit Committee met jointly with Finance Committee on 2/7/17 and accepted the draft FY 15-16 audit report prepared by Cherry Bekaert, CSCF's independent auditor. Mr. Alvarez stated that Cherry Bekaert has issued an unmodified opinion with no findings.</p> <p><u>Finance Committee</u>                  Mr. Alvarez stated, as mentioned above, the Finance Committee met jointly with the Audit Committee on 2/7/17. The Committee reviewed fiscal report through the second quarter (7/1/16 thru 12/31/16). The Committee also received an update on CSCF's retirement plan and as well as a preview of renegotiations with the healthcare benefits.</p>	
	<p><b>2/15/17 Consortium-Board Joint Meeting Agenda</b>                  The Committee reviewed the 2/15/17 Consortium-Board Joint Meeting Agenda. Ms. Nabors referenced the following agenda items:</p> <ul style="list-style-type: none"> <li>- Consortium action item "Appointment of Regional Workforce Board" - Consortium to vote on appointment of Ms. Jane Trnka, Executive Director of the Career Resource Center, Rollins Crummer Graduate of Business, to the private, non-profit education seat (replacing Ms. Leslie Hielema).</li> <li>- Board agenda item "HGI Spotlight: Construction" - CSCF Board Members Mr. Wylie and Mr. Sullivan will present.</li> </ul>	
	<p><b>Other Business</b>                  Mr. Jackson stated the Regional Executive Committees' joint meeting will occur on 2/28/17 at the Career Source</p>	

	Flagler Volusia office and encouraged the Committee to attend.	
6	<b>Adjournment</b> There being no other business, the meeting was adjourned at 9:20 a.m.	

Respectfully submitted,

Kaz Kasal  
Executive Coordinator

DRAFT

The Honorable Congressman Lawson  
1337 Longworth House Office Building  
United States House of Representatives  
Washington, D.C. 20515

Dear Congressman Lawson,

Each year you and the rest of the legislature work to create a budget for the nation and finalize Fiscal Year appropriations that are balanced and designed to improve the lives of each and every citizen. As part of that important process you will evaluate requests from the U.S. Departments of Labor, Health and Human Services, and Education (Labor-HHS).

Therefore, I urge you to support programs and appropriations that enhance and further job creation goals by fully funding investments in the Workforce Innovation and Opportunity Act (WIOA). This legislation provides invaluable services to the business community and training for the workforce necessary to achieve good paying, sustainable jobs. Whether rebuilding the nation's workforce, more effectively supporting our veterans or restoring the manufacturing sector, this funding is critical to providing the trained and skilled workforce U.S. businesses need to grow, succeed, and compete on the world stage.

WIOA funding, accessed through my partnership with the local workforce board, has been particularly important in my efforts to recruit, train, retain and hire the skilled workers necessary to take my business to the next level. CareerSource Central Florida, the workforce board serving my business, is able to assist me with finding the right candidate for my business and my needs. Additionally, for positions that may be hard to fill they work with me on training candidates who need a little more knowledge or skills which helps make my business a success. As a business contributing directly to the overall economic prosperity of the nation – I can't emphasize enough how important the WIOA funding is to my business.

At Rogan and Companies, we were encouraged by the bipartisan passage of WIOA in 2014 because it created the streamlining, flexibility and efficiency the business community was looking for to build a workforce system informed by and responsive to our needs. Cutting funding for these very efforts now would halt the significant progress we've made and thwart our efforts to close the skills gap and optimize investments in our economic growth.

Accordingly, as a local employer I urge you to recognize that fully funding WIOA is a critical investment in the talent pipeline in Central Florida and is an needed component to creating more jobs and fostering a stronger economy. I encourage you to fully support WIOA workforce funding within the 2017 budget cycle and as you move forward with reconciliation of the FY 2018 budget.

Sincerely,

Pamela Rogan  
CEO  
Rogan and Companies, LLC



# **HIRE AMERICANS**

## **Leveraging the United States Workforce Development Network: Success Stories from Across the Nation**

**March 24, 2017**

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*Prepared By:*


COSA

California Workforce Association

U.S. Conference of Mayors Workforce Development Council

Michigan Works!

Lotus Advisory Ltd.



# HIRE AMERICANS

## *Leveraging the United States Workforce Development Network: Success Stories from Across the Nation*

### Executive Summary

Economists and the stock market have been celebrating the low unemployment rate indicating the United States has achieved a sustained period of full employment. However, in communities across the country, there are Americans who are either underemployed or stuck in low wage jobs with limited earning potential and businesses that have had to either reach out to other countries, or let job openings go unfilled because of a dearth of skilled labor.

The United States has an established nationwide network of over 500 locally-controlled workforce development boards (a.k.a. WDBs) created through the 2014 Workforce Innovation and Opportunity Act (WIOA)—bipartisan legislation that received almost unanimous support in Congress. These boards serve workers and job creators in communities across the country. They serve urban, suburban, and rural economies – all competing globally for jobs, new technologies, and profit. In addition, as shown in Appendix C, WDBs provide a return on investment of \$1.72 for every \$1 in public funds spent.

#### LANSING, MICHIGAN – FRANCHINO MOLD & ENGINEERING

“[O]ne of the most important priorities-and biggest obstacles-to our future growth is finding, training and retaining a skilled workforce. We can buy the best equipment and the most [advanced] machinery available, but if we don’t have anyone to program or operate these machines and put together our molds and dies, we can’t be successful and we certainly can’t grow... We are fortunate to have built important working partnerships with... the **Capital Area Michigan Works! and the Capital Area Manufacturing Council**, both of which have been instrumental in helping to solve the skilled trade talent gap.” – **Brad Rusthoven, Human Resources Manager, Franchino Mold & Engineering**

The data only tell part of the story. To quote President Trump: “Far too often in Washington, we get our heads wrapped around a number and a statistic. And we look at and we forget the faces and the families and the businesses that are behind those numbers.”<sup>1</sup>

This paper provides real world examples of the people and employers who have benefitted from local workforce development programs. As our country enters a new phase of its economic growth, the nation’s workforce development network is ready to be a partner to achieve the Administration’s and Congress’ “Buy American, Hire American” vision.

<sup>1</sup>“Trump interested in plight of U.S. workers more than unemployment rate – spokesman.” *CBS Marketwatch*, 24 Jan. 2017, [www.marketwatch.com/story/trump-focused-on-helping-workers-not-low-unemployment-rate-spokesman-says-2017-01-23](http://www.marketwatch.com/story/trump-focused-on-helping-workers-not-low-unemployment-rate-spokesman-says-2017-01-23).

## Business Is the Decision Maker for the WIOA System

Each of the workforce development boards (WDBs) is comprised of local business leaders who provide direct input on training needs by identifying what specific skills and certifications are required to fill the open job positions. (Refer to Appendix B for a sample list of companies and industries.) WDBs are demand-driven. WDBs work in tandem with businesses to develop and fund job training, convene key partners to identify the unique industry skill needs in their local areas, and set up industry-specific training with local education partners.

Companies turn to the WDBs to assist them with recruiting, hiring events, and screening potential candidates when they need to hire a large number of people in a very short timeframe. In addition, WDBs collaborate closely with local economic development groups. The local WDB's services are typically part of business incentive packages used to attract U.S. and foreign companies looking to move to or expand in those regions.

Company	Services	WDB
S.M. Wilson & Co. Saint Louis, MO	-Recruitment and hiring events -Pre-apprenticeship programs and training for building trades (carpenters, laborers, electricians, bricklayers)	SLATE Saint Louis, MO
Eataly Boston, MA	-Recruitment and training strategy and services to hire and train 550 employees	Boston Private Industry Council Boston, MA
Station Casinos Las Vegas, NV	-On-the-job-training for salaried workforce -Hiring events and jobseeker trainings	Southern Nevada WDB Las Vegas, NV

### AUSTIN, TEXAS – RYDER SYSTEMS, INC.

“Ryder had a unique challenge of tightening budget not allowing resource expansion, multiple simultaneous strategic initiatives starting, and a parse leadership talent pool highlighted by recent succession planning. I could not imagine a more perfect near term solution to solve all three other than the very successful military fellows program.” - **Jimmy Fitzpatrick, Group Director, Ryder Systems, Inc.**

### MIDLAND, MICHIGAN – THE DOW CHEMICAL COMPANY

“As a company that drives innovations to help address many of the world’s most challenging problems, it is imperative that we find and retain the candidates who are prepared with the necessary skills for a career with Dow. **Great Lakes Bay Michigan Works!** is an excellent partner in helping us find those talented individuals.... Michigan Works! is an essential organization that connects employers and potential employees with life changing opportunities.” - **Craig Tausk, North America Labor Relations, The Dow Chemical Company**

### GIBSONIA, PENNSYLVANIA – HAMPTON MECHANICAL

“The partnership that Hampton Mechanical has with **Partner4Work** is an effort to train and develop a lasting construction workforce in the merit shop sheet metal and HVAC trades,” Boyd said. “There is plenty of construction work in western PA and Hampton Mechanical is always looking for candidates to fill positions. The partnership has been successful because our goals are aligned. We all want to create and retain a well-trained and safe workforce.” – **Jason Boyd, President, Hampton Mechanical**



## Buy American – Manufacturing

Manufacturers in the U.S. continue to find ways to innovate to compete globally. The rapid technology changes require potential workers and current employees to continue to learn and develop new skills. Manufacturers and industry associations partner with their local WDBs to set up specific on-the-job-training (OJT) programs, apprenticeships, and training and certification programs at local community colleges.

Company	Services	WDB
Keurig Green Mountain Production Facility Knoxville, TN	On-the-job-training (OJT) Recruiting, screening Prepare potential applicants	Workforce Connections Knoxville, TN
Calpipe Industries, Inc. Hobart, IN	Recruiting, hiring events Prepare potential applicants	Northwest Indiana Workforce Board Valparaiso, IN
Northrop Grumman Palmdale, CA	Recruiting, screening to hire 200/annually Prepare potential applicants Partnership with Antelope College	Los Angeles County Workforce Development Board Los Angeles, CA

### HILLMAN, MICHIGAN – PATCHWOOD PRODUCTS

Patchwood Products, a veteran-owned small business, manufactures hard and soft wood pallets. Through the workforce skills training, Patchwood Products has been able to seek larger contracts and hire new employees. **“Michigan Works! Northeast Consortium** has been very helpful in providing information on programs that have and would benefit and grow my business. I would recommend Michigan Works! to any business.” – **James Paczkowski, Founder/Owner/Veteran, Patchwood Products**

### EL PASO, TEXAS – THE TORO COMPANY

**“The Skills Development Fund** gives our employees the training they need to learn new manufacturing technologies and apply these skills with confidence. This means streamlined production and cost savings for the business.” – **Ana Wagoner, Human Resources Manager, The Toro Company El Paso Manufacturing Plant**

### MODESTO, CALIFORNIA – E&J GALLO WINERY

**“Opportunity Stanislaus** has worked well with our company in respect to our vocational training goals, including supporting reprofiling of our Workkeys testing practices and working with us on other efforts such as the Careers in Manufacturing (CIM) program. They are also working with us and several other companies in shaping a new regional training center, which, when fully operational, will be a major benefit to the community and help support our needs.” – **Patrick Dodd, Senior Director, Corporate Workforce Development, E&J Gallo Winery**

## Foreign Company Relocation to/Expansion in the U.S.

As international companies look to establish or expand their presence in the U.S., local economic development groups partner with their WDBs to establish custom hiring and training programs, providing local workers an opportunity to prepare for new career opportunities.

Company	Services	WDB
Beretta HQ: Brescia, Italy	Recruiting, training to hire for jobs supporting new manufacturing, USA HQ, and R&D facilities.	North Tennessee Workforce Board Workforce Essentials Clarksville, TN
Electric Vehicles International HQ: relocated from Toluca, Mexico to Stockton, CA (Acquired by First Priority Greenfleet in 2016)	Recruiting and training for machinists, electrical harness design engineers and administrative staff to support HQ, design, and manufacturing facility.	San Joaquin County WDB San Joaquin County Worknet Stockton, CA

### WILDWOOD, FLORIDA – AGROMILLORA GROUP

“When we looked into expanding into the Florida market, **CareerSource Central Florida** provided us with the guidance and local talent and expertise we needed to help us make the most informed decision. Partnering with a local workforce board who introduced us to a specially-skilled workforce and gave us opportunities to train the talent we needed was invaluable to our success in Sumter County.” – **Carles Sumarroca, President, Agromillora Group (HQ: Barcelona, Spain)**

### ROGERS CITY, MICHIGAN – CARMEUSE LIME & STONE

“We have recently been upgrading our facilities and processes within the operation to more automated systems. With these technical advancements and changes, however, our employees are in need of continuous education and training in order for them to not only comprehend and run, but also maintain these new electronic and automated systems. This training, although critical, can be quite costly at times. Thanks to funding from the **STTF grant**, we have been able to provide this training for a large number of our employees, which is a big reason as to why we’ve been so successful in our implementation and transition.” - **Erika Comerford, HR Generalist, Carmeuse (HQ: Andienne, Belgium)**

### MELBOURNE, FLORIDA – EMBRAER, S.A.

“**CareerSource Brevard** has been a critical factor in our success. Its coordination on training and recruiting have been of inestimable value, not only for Embraer Engineering & Technology Center, but for all of Embraer’s efforts in Brevard County. CareerSource continues to be a valuable contribution to our success.” – **Walter Pinto, Managing Director, Embraer (HQ: Sao Jose de Campos, Brazil)**

## Workforce Development Programs and Services for Veterans

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*"There is no elevator to success. I literally took the stairs!" – Simone, Army Veteran, Knoxville, TN*

Veterans are eligible to take advantage of local workforce development programs to help them transition to civilian jobs. Many WDBs partner with chambers of commerce, industry groups, and community colleges to establish apprenticeship, hiring, and training programs that are designed specifically for veterans and their spouses. The career specialists work individually with veterans helping them translate their military skills into civilian job skills.

### KILLEEN, TEXAS – SUPERVISOR AT SEMICONDUCTOR MANUFACTURER

"While on active duty, I was a Combat Engineer First Sergeant, I chose the Hiring Our Heroes Corporate Fellowship Program because I thought that it would be a great way to gain a bit of experience that I otherwise may not have the chance to gain while finishing my military career... While in the program I learned that a guy like me, without any semiconductor experience whatsoever, had something to offer a major company like Applied Materials. My leadership understandings and training meshed perfectly with the needs of the business unit I was assigned to. [I] couldn't be happier with the direction my future is headed!" – **Orlando, Army Veteran, Workforce Solutions of Central Texas client**

### LAKEWOOD, WASHINGTON – TOWER HAND

"I never knew there were so many people that are here to help when we leave the military. This makes a huge difference – I did not know how I was going to get what I needed to keep my job." – **Jourdre, Veteran, Tacoma-Pierce County Employment and Training Consortium client and Communications Tower Technician Program graduate**

### BREVARD COUNTY, FLORIDA – HOTEL SALES MANAGER

"Being a military spouse, I have held many different positions and jobs. It was...very helpful having someone like [Military Family Employment Advocate] Crystal as an asset, as I just moved to the area and had no work contacts for myself." – **B., CareerSource Brevard County client**

### SACRAMENTO, CALIFORNIA – LINEMAN APPRENTICE

"Many of the challenges one faces in the military teach you about how far you can go. For example, rappelling helps to teach rigging and overcoming a fear of heights. I use this daily while ascending, descending, or working on poles. I loved it instantly. That SMUD linemen are trained to do long line work while hanging from a helicopter is pretty cool." – **Josh, Army Veteran, Sacramento Works/SETA client and Veterans Employment-Related Assistance Program participant**

### ONAWAY, MICHIGAN – UTILITY WORKER

"Michigan Works! has helped me in many ways: finding a job, through schooling, job searching, and VA benefits. [Talent Specialist] Yolanda was very friendly and helpful and spent a lot of time and effort helping me." – **Brent, Navy Veteran, Michigan Works! Northeast Consortium client and North Central Michigan College CNC training graduate**

## **Appendix A: 2014 Workforce Innovation and Opportunity Act (WIOA) Background**

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The 2014 Workforce Investment and Opportunity Act (WIOA) restored power to the state and local Workforce Development Boards (WDBs). By shifting power from Washington, DC to the locals, it has allowed WDBs to be more responsive and tailor programs to the demands of the local businesses.

*“This bipartisan legislation will help ensure the job training programs in Kentucky and across the country are effective and provide the support people need to help get them back to work... While there are job openings in several sectors such as manufacturing, employers are having difficulty finding workers who have the skills to fill those vacancies. This bill takes the right steps to help strengthen job training programs to help fill these gaps and get people back to work in good paying jobs.”<sup>2</sup> Senate Major Leader Mitch McConnell (R-KY)*

WIOA also directs WDBs to collaborate regionally to ensure that all partners in the region are coordinated to respond to business and jobseeker needs.

*“[In 2013], the federal government spent more than \$145 million in Tennessee through a maze of programs trying to help Tennesseans find jobs, and this legislation simplifies that maze. This bill will help our nation’s workers gain the skills to find jobs and give governors and local workforce boards the freedom and flexibility to make job training meet their local needs,”<sup>3</sup> Senator Lamar Alexander (R-TN)*

Congress made WIOA a bipartisan priority—a near-unanimous passage in both houses of Congress—with agreed upon funding levels to allow for enough resources so that the spirit of the bill can be achieved in practice.

*“After receiving overwhelming, bipartisan support in the Senate, today’s vote in the House goes to show that both chambers of Congress are still capable of breaking through the gridlock and investing in American workers and the economy... Today, we can definitively say that both chambers of Congress agree, and I’m thrilled that this long overdue legislation is now headed for the President’s desk to become law.”<sup>4</sup> Senator Patty Murray (D-WA)*

*“Today’s vote is the culmination of a long process of legislating the old-fashioned way: discussion, negotiation and compromise... The bipartisan, bicameral process through which The Workforce Innovation and Opportunity Act was developed serves as an example of what we can accomplish when we work together. This legislation is important for the millions of Americans who are looking for work and for the employers who have 4.6 million job opportunities that remain unfilled due to the skills gap. Closing this gap will specifically improve the lives of many American job seekers, while generally helping our economy grow.”<sup>5</sup> Representative Virginia Foxx (R-NC)*

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<sup>2</sup> “McConnell Supports Job Training Legislation; Applauds Senate Passage.” *U.S. Senate*, 25 June 2014,

[www.mcconnell.senate.gov/public/index.cfm/2014/6/mcconnell-supports-job-training-legislation-applauds-senate-passage](http://www.mcconnell.senate.gov/public/index.cfm/2014/6/mcconnell-supports-job-training-legislation-applauds-senate-passage).

<sup>3</sup> “Overhaul of America’s Job Training Programs Headed to President’s Desk Following Strong Bipartisan Support from Congress.” *U.S. House of Representatives*, 9 July 2014, [edworkforce.house.gov/news/documentsingle.aspx?DocumentID=387219](http://edworkforce.house.gov/news/documentsingle.aspx?DocumentID=387219).

<sup>4</sup> *Ibid.*

<sup>5</sup> *Ibid.*

## Appendix B: Sample WDB Companies

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.decimal	Athens Services
3D Parts Manufacturing	ATI
3P Consulting	Auction.com
702 Regis Consulting	Autodesk
AAA	Aztec Contractors, Inc.
Abacus Security Services	B&D Quality Cleaners
ABC Design & Consulting	Bacon & Company
A-C Trucking	Balfour Beatty Construction
Accurate Performance Machining	Banc Home Loans
ADP Inc.	Bank of America - Merrill Lynch
AFLAC	Bank of Nevada
African American Chamber of Commerce	Bank of the Sierra
Agrecom	Bank of the West
Aiello, Goodrich & Teuscher, CPAs	Banny's Restaurant and Catering
Air Tro, Inc	Bantam Associates
AIRes	Bay Ship & Yacht
AJ Associates	Bay Valley Foods
Ajax	Bayer Health Care
Alcoa Fastening Systems	Beard Land Improvement
Alion Energy	Bedrock Resources, Inc.
All Phase Security	Behavioral Health Services
All Valley Printing	Bell Carter Packaging
Allegheny Health Network	Berkeley Research Group
Allegheny Housing Rehabilitation Corporation	Beth Israel Deaconess Medical Center
Allegiant Air	Beverly Oncology and Imaging
Allison Transmission	Bigby Financial Planning
Allison Tutoring	Black Oak Casino Resort
Allstate Insurance	Blanco Ordoñez Mata & Wallace, P.C.
Alpine Deli	Blood Source
Amada Miyachi America, Inc	Boeing
Amazon	Boloco
American Licorice Company	Boshart Engineering
American Medical Response	Boston Children's Hospital
Amgen	Boston Properties
Amie Marchini Senior Care	Bowles Womack & Co, P.C.
Anaheim Marriott Hotel	Brandman University
Andover Management/ In Good Company	Brayton Purcell, LLP
Angel Reynoso State Farm	Brickman Marketing
Anschutz Entertainment Group	Brigham and Women's Hospital
Answer Financial	Brighton Management
Anthony Design	Britton-Konynenburg Partners
Apparatus	Brookside Builder Services
Appian Engineering	Brown Pearman Russell LLC
Applied Materials	Buckhorn Steakhouse
Applied Powdercoat	Build Masters
Aqua Azul Corporation	Bumb Construction
ArcelorMittal	C&H Sugar
Arctic Air	C&S Waste Solutions
Argus Lending	Cal Bay Consulting Group
Associated General Contractors, Houston Chapter	Cal Energy
AT&T	Calgon Carbon

California Electric Supply	Copper Harbor Company
California Lutheran University	Copy Central
CalOptima	Corwin, a SAGE Company
Calpine Corporation	Covestro
CALTRENDS Automotive Products	Creekside Convalescent Hospital
Camarena Health	Crossroads Diversified Services
Cameo Global	Cummins
Cannon Corporation	Cushman & Wakefield
Career College of California	CVS Health Corp
Carlile, Patchen & Murphy,LLP	Cygnets Stamping Company
Carnegie Library	Dalton Trucking
Carobar Business Solutions	Data Path Inc
Casa Coloma Health Care Center	Davies Consulting
CBS Interactive	DDHX Enterprises
CDR Financial Services	Del Air Mechanical
Cedars Sinai Medical Center	Del Norte Ambulance
Celadon Group	Delaware North Corporation
Cenetri Group	Deliver the Mission
Center	Dellan 2
Centinela Hospital Medical Center	DeVry
Central Florida Chapter Associated Builders and Contractors, Inc.	Diligence Security and Training
Central Florida Regional Hospital	DiNicola Law Group
Chambers County Abstract Co, Inc.	Diverse Staffing Solutions
Changing Tides Family Services	Diversified Systems Inc.
Charles Diaz Trucking	DMG Mori
Chevron	Dominican Hospital
CHG Structural	Don's Mobile Glass
Chromatic Lithographers	Dow Chemical
CIBA Real Estate	Dr. Frank Benest Consulting
Circle C Farms	Duke Energy
Cisco Systems	Duracite
Citizens Business Bank	Earthbound Farm
Citizens Finance	East Tennessee Childrens' Hospital
Clark Pacific	Eastern Bank
Classic Chevrolet Sugar Land	Economic Vitality Corporation
Clinica Sierra Vista	Edgewater Systems
Coast Hills Federal Credit Union	Edward Jones
Cogburn Realty	Electrical
Coldstone Creamery	Elliott, Lewis, Lieber & Stumpf
Coldwell Banker	Empire College
Colonial Life	Engineered Profiles, LLC
Columbus 2020	EnPower Systems Inc
Columbus Chamber	Enviro-Tech Services
Comcast NBC Universal	EO Products
Comfort Inn	EQT
Community Action Partnership of Sonoma County	Eversource
Community Development Services	Exchange Bank
Community Health Network Foundation	Experis
Computershare	Explozo's Custom Tattoos
Convaid	Express Employment Professionals
Cook Brown, LLP	Express Payments
	Facility Development Corporation

Family Eye Care  
 Farmacia Santa Ana  
 Federal Reserve Bank of Dallas  
 Federated Insurance  
 Fiesta Auto Insurance  
 FinanceStaff  
 Fine Print Graphic Design  
 First Alarm  
 First Northern Bank  
 FirstLight Federal Credit Union  
 Five Crowns Marketing  
 Five Rivers Hospitality  
 Focus Management Financial  
 Ford Motor Company Assembly Plant  
 Forum  
 Foster Farms  
 Frank M. Booth Inc  
 Frontier Trail, Inc  
 FTG, Inc  
 Funworks  
 GAF  
 Gainer & Associates  
 Gardena General Insurance Agency  
 Gardena Memorial Hospital  
 Gaw Van Male  
 Gazebo Gardens, Inc  
 Gazelle Transportation Inc  
 GE Appliances  
 GE Global Software  
 Genentech  
 Genesis Consultants  
 Genzyme Corporation  
 German Auto Repair  
 GKN Aerospace  
 Glen West Management  
 Glendale Adventist Medical Center  
 Glow Touch Technologies  
 Golden Star Technology, Inc  
 Golden State Express  
 Golden Valley Health Centers  
 Goldman Sachs  
 Goodman & Herbert  
 Goodwill Industries  
 Google  
 Greater Boston Chamber of Commerce  
 Greater Houston Partnership  
 Greater Louisville Inc.  
 Greensmith Marketing LLC  
 Grimbleby-Coleman, CPA's  
 Grow Strategically  
 Gully & Larsen  
 Haas Automation  
 Hacienda  
 Hagge Ranch  
 Haley House Bakery Café  
 Hanford Mall  
 Hanson, Walter & Associates, Inc.  
 Happy Kids Preschool & Childcare  
 Hartnell College  
 HCD, Incorporated  
 Headwaters, SC  
 Healdsburg District Hospital  
 Heryford Building Materials  
 Heskamp & Associates, LLC  
 Hire Universe LLC – dba Executive Team Advantage  
 Hi-Tech Engineering  
 HKS Architects, Inc.  
 HMBD Insurance  
 Homac Manufacturing  
 Home Depot  
 Horizon Bank  
 Hospice by the Bay  
 Hough Construction  
 Houston-Johnson, Inc. – Logistics  
 HSTAR, inc  
 Humana  
 Humboldt Investment Capital  
 Hutton Sherer Marketing  
 HWR Engineering & Science  
 Hyatt Regency Monterey  
 Hyatt Regency Orlando / Central Florida Hotel & Lodging  
 IHHS Public Authority  
 Image Masters  
 Imperial Printers  
 Indiana Beverage  
 Indiana Plan  
 Indiana Regional Council of Carpenters  
 Industrial Lock and Security  
 Infinity Staffing  
 Infolink  
 Jabil Circuit  
 Jain Irrigation, INC  
 JaneyCo  
 Jawbone  
 Jaxx Manufacturing  
 Jazz  
 JBT Food Tech  
 JDS Video & Media Productions  
 Jerome's Furniture  
 Jesse M. Cox Construction  
 JKB Energy  
 Johasee Rebar, Inc  
 John B. Sanfilippo & Son  
 John Minniear General Contractor

Johnson & Galyon  
Jones Day  
Joseph Gallo Farms  
Journey Air Conditioning Co  
JP Morgan Chase Bank  
JT2 Integrated Resources  
K Cornell Capital and Consulting  
Kaiser Permanente  
Kawasaki Motors Corp  
KELCO Sales  
Keller Williams Realty  
Kelly Services  
Kelly Space and Technology  
Ken's Stakes & Supplies  
Kent Lim Construction  
Kern Health Systems  
Kern Oil & Refining  
Keurig Green Mountain  
KeyBank  
Kinamed  
Kindred Healthcare  
Kings View  
Kirchner Consulting  
Kirk & Simas  
Knoxville Orthopedic Clinic  
KO Properties  
Korn Design  
KPM Group  
Kruz  
KSM Location Advisors  
KSR Consulting Group  
Kwan/Henmi Architecture  
L & J Café, Inc.  
Language Line Services  
Las Palmas Del Sol Healthcare  
Latin Chamber of Commerce  
Lavante  
Law Offices of Marc Little  
Law Offices of Noah Green  
Lawrence Livermore Lab  
LBA Networking  
LC Engineering Group  
Leadership Solutions  
Leland Kraemer Real Estate  
Leonardi Dairy  
Les Fong & Associates  
Lindley's Grant Investment  
LinkedIn  
Lionakis  
Local Initiatives Support Corporation  
Los Robles Hospital & Medical Center  
Lowe's

LPG Urban & Regional Planners, Inc.  
Luminalt  
M&R Professional Services  
Macpherson Oil Company  
Madden Plumbing & Heating  
Madison Square Garden Company  
Manpower  
Marcus, Fairall, Bristol + Co., PLLC  
Marin Builders Association  
Mark III Plant Construction Ltd  
Martin Resorts  
Martin's Gardens  
McLane Foodservice  
MDC Consulting  
Mechanics Bank  
Medical Office of Sandra G. Horwitz, O.D.  
Megatoys  
Memorial Care Health System  
Meridian Land Development  
Methodist Hospital of Southern CA  
Mezzetta  
Microsoft  
Mid-State Precision  
Milgard Manufacturing  
MM Hamilton Financial Group  
MMS Design Associates  
Modesto Commerce Bank  
Modesto Steel  
Molina Healthcare  
Monterey County Weekly  
Monterey-Salinas Transit  
Morgan Stanley  
Morris & Garritano  
Morris Communication  
Mother Lode Internet  
Movement for Life  
Mr. INK Pro  
MRL Industries  
MTI College  
Munoz and Associates  
Nationwide  
Natixis  
Nelson Staffing  
Net Electric  
New Leaf Community Markets  
NewLevel Group  
Nexux Engineering  
Nibbi Brothers Construction  
Nimble Rx  
NiSource  
Norman Hattich  
North Coast Builders' Exchange



NorthBay Healthcare Foundation  
Northeastern University  
Northrop Grumman Corporation  
Northwestern Mutual  
Norton Healthcare  
NVHCA Perry Foundation  
O'Briens Market  
OC Children's Therapeutic Center  
Oilar Marketing and Management  
Olam West Coast  
Omnibus Group  
OneAmerica  
Optimum Zendejas Home Loans  
OPUS Communication  
Orange Coast Dental  
Originate  
Orland Bowl  
Ortiz Insurance Agency  
P & J's Bookkeeping & Tax Services  
P & L Specialties  
Pacific Clinics  
Pacific Coast Companies  
Pacific Financial Management  
Pacific Gas & Electric  
Pacific Mountain Logistics  
Pacific Western Bank  
Package One  
Packaging Logic  
Palo Alto Medical Foundation  
Pangenera  
Paramount  
Parasec  
PathPoint  
Patton Sales Corp  
PCL Industrial Services Inc  
Peach Tree Health  
Peacock Cap Golf Club  
PEAR Strategies  
Pelican Products  
Peninsula Packing  
Penn National Gaming  
Pepisco  
Perez & Morris LLP  
PermaCity Corporation  
Petaluma Health Center  
PhoneStop  
Photography by Elyse Destout  
Pine, Pedroncelli & Aguilar  
Pipitone Group  
Placer Independent Resource Services  
Placer School for Adults

Plasterers & Cement Masons Joint Apprenticeship Training  
Committee  
Plumbers & Steamfitters Local 440  
PNC  
Polestar Computers  
Power Paragon/L-3 Communications  
Premier Medical Transportation  
PricewaterhouseCoopers LLC  
PRIDE Industries  
Pride Staff  
Pro Staff/Aterro  
Prompt Ambulance  
Proofpoint Systems  
Proteus  
Providence St. Joseph Medical Center  
Provident Bank  
Prudential California Realty  
Pure Health Lifestyle  
QUALCOMM  
Quality Inn & Suites  
Rager's Abbey Flooring & Window  
RDI Corporation  
Reborn Cabinets  
Recology  
RED Architecture  
Reece Legal Search Inc  
Reilly Foods  
RemX Specialty Staffing  
Renaissance ClubSport  
Republic Services  
Rexam Beverage Can Americas  
Rexon Interior Design  
Richard Health & Associates  
Rideout Health  
Rigo's Auto  
Riverside Medical Clinic  
Rogers Remodel  
Rouse Properties  
Royalty Carpet Mills  
Rubecon Construction  
S. Martinelli and Company  
Sabert Corporation  
Sabor Farms  
Salesforce.com  
Salinas Valley Chamber of Commerce  
Salter's Distributing  
San Benito Heating  
San Diego Gas & Electric  
San Francisco Premium Outlets  
Santa Cruz County Bank  
Santa Cruz Seaside Company  
Sarabdeep Atwal Attorney at Law

Sasser Specialties  
 Schrader Manufacturing  
 Seagate Technology  
 Seaside Printing  
 Seminis Vegetable Seeds  
 ServiceMaster  
 SERVPRO  
 Sharp Health Care  
 Shaw & Petersen Insurance  
 Shell Oil  
 Shell Pipeline Company  
 SHN Consulting Engineers  
 Shoffner-Kalthoff Mechanical  
 Sierra Pacific Home and Comfort  
 Sierra Vista Regional Medical Center  
 Signal Hill Petroleum  
 Silva Dental  
 Simcoach Games  
 Sims Metal Management  
 Sintex Security Services  
 Sir Speedy Printing  
 Six Flags Discovery Kingdom  
 SlingShot SV  
 Small Precision Tools  
 Smoot Construction  
 So. NV Operating Engineers/JATC Local #12  
 Solar City  
 Solecon  
 Solid Waste Solutions  
 Soltek Pacific Construction Company  
 Sonic.net  
 Sonoma County Lodging Association  
 Sonoma County Office of Education  
 Sonoma County Tourism  
 Sonora Regional Medical Center  
 Sourcewise  
 South Bay Credit Union  
 South Lake Hospital  
 South Texas Project Nuclear Operating Company  
 Southern California Edison  
 Southern California Gas Company  
 SpaceX  
 Spectrum Advertising  
 Spencer 4 Hire Security  
 St. Joseph Health System  
 Staffing Solutions  
 Stanislaus Surgical Hospital  
 Staples  
 STAPLES Center  
 Star 1 Investigations  
 Starbucks  
 State Farm Insurance  
 State Street Corporation  
 Station Casinos  
 Steamatic Las Vegas  
 Stemke Consulting Group  
 Sterling Synergy  
 Stifel, Nicolaus & Company  
 Stirling Development  
 Stop and Go Markets  
 Strategic Wealth Advisors  
 Strictly Business Consulting  
 Strong Mountain, Inc  
 StubHub Center  
 Sue's Place  
 Sunrun  
 Supplemental Health Care  
 Sutter Health  
 Synergy Solutions  
 Tanimura & Antle Fresh Foods  
 Target  
 Taylor Trim & Supply  
 TechShop  
 Tejon Ranch  
 Terra la Vita Bella  
 TerraLink Consulting  
 Tesei Petroleum  
 Tesoro Corporation  
 Texas Gas Service  
 TGIF Auto Body Inc  
 The Arlington Group  
 The Boeing Company  
 The Brad Pollak Company  
 The Dardanelle Group  
 The Freeman Company  
 The Glass Doctor  
 The Irvine Company  
 The Law Offices of Duarte & Menezes, LLP  
 The Moote Group  
 The Penstar Group  
 The Plus Group, Inc  
 The Rios Company  
 The Safety Center  
 The Sage Group  
 The Scoop Frozen Yogurt Shop  
 The Westin Boston Waterfront  
 The Woodlands Area Economic Development Partnership  
 TiVo  
 Tom's Snowmobile and Service  
 Total Roof Services Corp.  
 Travis Credit Union  
 Triumph Aerostructures  
 Tucker Technology  
 Tufts Medical Center

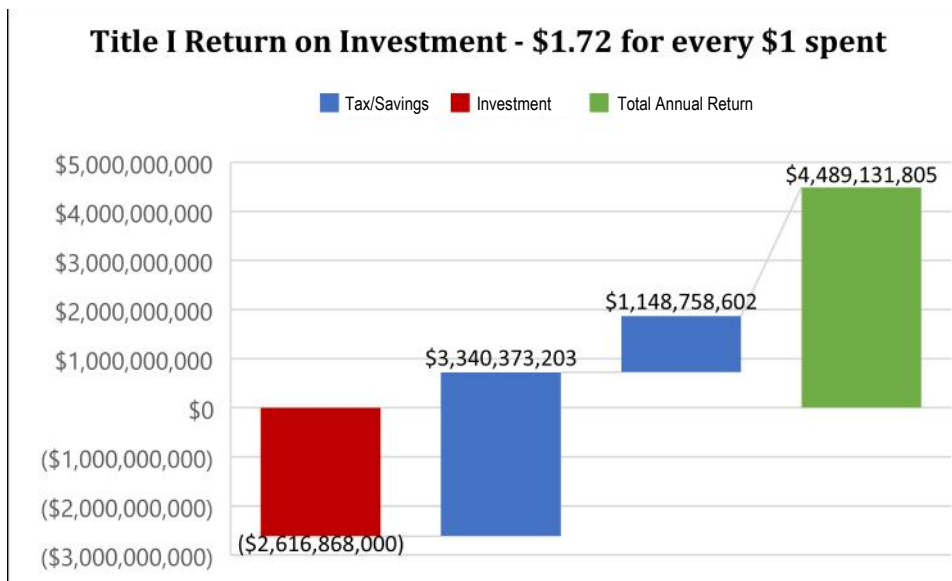
Turner Construction  
TVG Consulting  
Twin Peaks Liquors, Inc  
UMPC  
Umpqua Bank  
United Printers  
United Way of the Bay Area  
Universal Alloy Corporation  
Unlimited Energy  
UPS  
UPS–Air Region  
Urban Chamber of Commerce  
US Tow  
USS-POSCO Industries, Inc  
UST Global  
Verdugo Hills Hospital  
Veritas Associates LLC  
Verizon  
Verizon California  
Vertex Pharmaceuticals  
Victory Insurance  
Villara Building Systems  
Visalia Lumber  
Vision Service Plan  
Viva Editions  
Vodafone Americas  
Voestelpine Roll Forming Corporation  
Volcano Telephone  
VPE Public Relations

W.J. Alexander & Associates, P.C.  
Walgreens Drug Store  
Walt Disney Imagineering  
Walt Disney Parks & Resorts  
Walter & Wilhelm Law Group  
Walter Mortensen Insurance  
Warren & Baerg Manufacturing  
Waste Management  
Wastebuilt  
Webcor  
Wells Commercial Real Estate  
Wells Fargo  
Wentworth Institute of Technology  
West Company  
West Marine  
Western Brake & Tire  
Western Medical Center Anaheim  
Westport International  
Whole Person Learning  
Willis Inc.  
Winstead PC  
Wonderful Company  
Wonderfully Raw Gourmet  
Woodland Aviation  
Xerox Corporation  
Yale Abrams Consulting  
Yap & Little  
Yolo Food Bank  
Zendesk

## Appendix C: WIOA Title I Return on Investment (ROI)<sup>6</sup>

Data from FY 2015 shows a \$1.72 return on investment from federal taxes on wages and savings on Temporary Assistance for Needy Families (TANF) funding for every \$1 in public funds spent on Title I Adult, Dislocated Worker, and Youth funding. This ROI does not include the system’s broader impact on the families of participants, as a study on the subject states, “socioeconomic status is a huge driver of educational attainment.”<sup>7</sup> Full funding of WIOA programs strengthen our economy.

<b>WIA Title I Adult, DW, Youth Programs (Ending PY 2015)</b>	
A. Total number of WIA Title I termed	2,182,065
B. Total number of WIA Title I terminees that were placed in jobs	1,635,849
C. % of Title I placements that were receiving TANF at time of enrollment	11%
D. Total WIA Title I expenses for the program year	\$ 2,616,868,000
E. Total Annual Wages Earned by WIA Title I Participants	\$ 12,102,801,460
F. Total Government Taxes Paid by WIA Title I Participants	\$ 3,340,373,203
G. Total Annual Welfare Savings on Placements	\$ 1,148,758,602
H. Total WIA Title I Annual Return to Government	\$ 4,489,131,805
<b>Return Per \$1 Spent</b>	<b>\$ 1.72</b>



<sup>6</sup>Source: Data from FutureWork ([futureworksystems.com](http://futureworksystems.com)) from Department of Labor for Program Year ending June, 2016.

<sup>7</sup>Pink, Dan. “How to predict a student’s SAT score: Look at the parents’ tax return.” Feb. 2012. [www.danpink.com/2012/02/how-to-predict-a-students-sat-score-look-at-the-parents-tax-return](http://www.danpink.com/2012/02/how-to-predict-a-students-sat-score-look-at-the-parents-tax-return). Accessed 24 Mar. 2017.



## ACTION ITEM

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**To: Executive Committee**

**From: Ann Beecham**

**Subject: CareerSource Central Florida – Employee Healthcare Benefits**

**Date: April 19, 2017**

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**Purpose:**

To provide a recommendation to the Executive Committee regarding the Fiscal Year 17-18 employee health benefits renewal.

**Background:**

On April 11, 2017, CSCF's new healthcare broker, OneDigital, presented healthcare insurance quotes from five (5) carriers for health, dental, vision and life/disability coverage for FY 17-18. OneDigital also provided plan data that indicated a significant increase in wellness throughout the organization compared to last year at this time. Because the plan data was so favorable, our current carrier, Cigna, quoted a 6.5% decrease to our current healthcare insurance premiums.

**Action Item:**

Staff is recommending the Executive Committee approve renewing current plans with Cigna for FY17-18.



## BOARD ACTION ITEM

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**To: CareerSource Central Florida Board of Directors**  
**From: Leo Alvarez**  
**Subject: CareerSource Central Florida – Audit Services RFQ**  
**Date: April 26, 2017**

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**Purpose:**

To provide a recommendation to the CareerSource Central Florida Board for the selection of vendor for third party audit services based on RFQ responses and review.

**Background:**

A request for qualifications (RFQ) was developed to solicit services of an accounting firm whose principal officers are independent certified public accountants. The CPA firm would be tasked with performing annual financial and compliance audits in accordance with federal regulations 2 CFR 200, 403b retirement audits, and preparation of annual IRS 990 tax forms for CareerSource Central Florida.

The RFQ was released via the company website for a 3-week duration beginning March 3, 2017, with a bid closing date of March 24, 2017. CSCF published a legal notice in the Orlando Sentinel, and in conjunction also invited thirteen (13) potential firms to bid on the RFQ based on a list provided by Audit Committee member Margaret McGarrity, Chief Deputy Comptroller for Orange County.

Eight (8) proposals were received electronically to a secure mailbox by proposers desiring to contract with CSCF. Proposals were opened, names of entities submitting responses were recorded, and proposal packages were distributed to the CareerSource Central Florida technical evaluators review team and for evaluation. The review team consisted of two (2) individuals who performed a technical assessment of submitted responses and three (3) individuals who scored the proposals to identify firm for recommendation of contract award.

Based upon discussion and rating summary developed by the review team, Grau & Associates Certified Public Accountants (Grau) emerged with highest score of 94.6 out of a possible 100. Among proposers, Grau's proposal best meets the specifications outlined within CareerSource Central Florida's RFQ. The firm's qualifications reflect a history of having professional service experience in the area of providing financial and compliance auditing services for workforce boards. The proposed cost are as follows: Audit & Compliance - \$35,000; 990 Tax Form - \$2,000; 403b Retirement Plan Audit - \$9,000. These costs represent a cost savings of \$12,000 or 25% of current audit fees. Additionally, reference checks have been performed with satisfactory results.

**Action Item:**

The Finance Committee recommends that Grau & Associates, LLP be selected for contracting to provide financial and compliance auditing services. The engagement will be for one year with an option to renew for up to five years.



## Board of Directors Meeting

Seminole State College / Heathrow Campus  
 1055 AAA Drive, Heathrow, FL 32746  
 Wednesday, April 26, 2017 / 9:00 a.m. – 9:30 a.m.

**Conference Call-in phone number: 1-866-576-7975 (toll-free) / Participant Access Code: 299848**

***Strategic Goals developed by the Board:***

- *CareerSource Central Florida will become business focused in all efforts*
- *CareerSource Central Florida will identify ways to measure progress and Return On Investment (ROI)*
- *CareerSource Central Florida will become the backbone organization for workforce development in Central Florida*

Item	Agenda Topic	Action Item	Info/ Discussion Item	Presenter
1	Welcome <ul style="list-style-type: none"> <li>• Seminole State College</li> </ul> Chair's Remarks			Eric Jackson Joseph Sarnovsky  Eric Jackson
2	Roll Call / Establishment of Quorum			Kaz Kasal
3	Public Comment			Eric Jackson
4	Consent Agenda <ul style="list-style-type: none"> <li>A. Any Consent Agenda Items need to move to Action Items?</li> <li>B. Draft Minutes of 2/15/17 Board-Consortium Joint Meeting</li> <li>C. Communications Report</li> <li>D. Operations &amp; Finance Report</li> <li>E. President's Report</li> <li>F. Retirement Plan – 403b Audit Results</li> </ul>	X		Eric Jackson
5	Actions to Vote on or Discuss <ul style="list-style-type: none"> <li>A. Audit Services RFQ</li> <li>B. One Stop Operator RFP</li> </ul>	X X		Joseph Sarnovsky Eric Jackson
6	Other Business			
7	Adjournment			

**Upcoming Meetings:**

- Consortium/Board Joint Meeting: 9:00 am to 11:00 am, Wednesday, 6/28/17 – Guidewell Innovation Center /Lake Nona, 9801 Lake Nona Road, Orlando, FL 32827



## ACTION ITEM

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**To: Executive Committee**  
**From: Mimi Coenen**  
**Subject: One Stop Operator**  
**Date: April 19, 2017**

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### Purpose

To provide a recommendation to the Executive Committee for the selection of a One Stop Operator based on RFQ responses and review.

### Background:

A request for qualifications (RFQ) was developed to competitively procure the services of a One Stop Operator as required by the Workforce Innovation and Opportunity Act (WIOA). To support this effort, CSCF hired a consultant to conduct an evaluation of CSCF operations in June 2016. This evaluation compared current performance state rankings to a previous study conducted in 2014, which concluded that CSCF's ability to provide career services met the state's requirements of the one stop serviced delivery and performance. As a result, CSCF will remain the Career Service Provider and directly deliver services for WIOA Adult & Youth, Wagner Peyser, Veterans, Trade (TAA), Welfare Transition (TANF) and SNAP that align with the four-year plan for the local area.

The role of the One Stop Operator will be defined as a consultant or contractor whose function will be to coordinate the service delivery of all one stop required partners including Adult Education, Vocational Rehabilitation and the Division of the Blind Services across our 5-county region. CSCF presented the proposed One Stop definition at the Board of Directors meeting on December 14, 2016 and received approval to move forward with procuring the services.

The RFQ was released via the company website for a 4-week duration beginning February 2, 2017, with a bid closing date of March 2, 2017. CSCF published a legal notice in the Orlando Sentinel, and in conjunction invited sixty-six (66) potential firms to bid on the RFQ based on a list made up of small businesses, economic development groups, industry associations and education.

Two (2) proposals were received. Proposals were opened, names of entities submitting responses were recorded and three (3) individuals comprised of staff and one board member scored the proposals to identify the firm for recommendation of contract award.

Based upon discussion and rating summary developed by the review team, Education Solutions International, LLC (ESI) earned the highest score of 80.00 out of a possible 100. Among proposers, ESI's proposal best meets the specifications outlined within CareerSource Central Florida's RFQ. The firm's qualifications reflect a history of having professional service experience in the area of employment and training and managing workforce programs for workforce board in twenty-five different states. While this role is new since the passing of WIOA, ESI's response satisfied the review team requirements of demonstrated WIOA knowledge, expertise on facilitation of distinct groups to gain consensus and reasonable compensation.

### Action:

Staff recommends to the Executive Committee that Education Solutions International, LLC be selected for contracting to provide One Stop Operator services at a rate not to exceed \$85,000 annually. The engagement will be for one year with an option to renew for up to five years.