



Program Year 2018 – 2019 CareerSource Pinellas Planning Budget

**June 19, 2018
Presentation to Pinellas
Board of County Commissioners**

PY 18-19 Projected Revenue

Revenue	17/18	18/19	Increase/ (Decrease)	% Change
Total	16,252,261	11,564,332	(4,687,929)	-29%

PY 18-19 Projected Revenue

	Fiscal year 2017/18	Projected Fiscal year 2018/19	\$ Change	% Change	Comments
Workforce Innovation & Opportunity Act					
WIOA Adult	1,624,489.00	1,719,865.00	95,376.00	6%	Level funding allocations from DEO - increase relates to projected carryforward
WIOA Youth	1,520,618.00	1,567,146.00	46,528.00	3%	Level funding allocations from DEO - increase relates to projected carryforward
WIOA Dislocated Worker	2,841,877.00	2,323,141.00	(518,736.00)	-18%	Received \$500k in supplemental funding in PY18
WIOA Performance Incentives	196,635.00	-	(196,635.00)	-100%	None anticipated in FY19
WIOA Community Based Sector Strategy Training Initiative	134,179.00	-	(134,179.00)	-100%	Projected to fully expend by 6/30/18
WIOA Community Based Sector Strategy Career READY	140,000.00	135,000.00	(5,000.00)	-4%	
WIOA Community Based Sector Strategy IT Training	180,000.00	138,000.00	(42,000.00)	-23%	2 year grant split between fiscal years
WIOA Community Based Sector Strategy Construction	110,000.00	30,000.00	(80,000.00)	-73%	2 year grant split between fiscal years
WIOA Governor's Challenge	283,334.00	333,334.00	50,000.00	18%	No anticipated expenditures in FY18 - carryforward to FY19
WIOA Governor's Challenge - Hurricane Maria Outreach	21,280.00	10,000.00	(11,280.00)	-53%	2 year grant split between fiscal years
WIOA Supplemental	214,666.00	-	(214,666.00)	-100%	No guarantee of receipt
Total Workforce Innovation & Opportunity Act	7,267,078.00	6,256,486.00	(1,010,592.00)	-14%	
Employment Services					
Wagner Peyser	600,057.00	597,688.00	(2,369.00)	0%	
Wagner Peyser Performance Incentives	14,259.00	-	(14,259.00)	-100%	None anticipated in FY19
Wagner Peyser Coop Outreach Prog	42,282.00	42,000.00	(282.00)	-1%	
Veterans Programs	152,635.00	150,000.00	(2,635.00)	-2%	
Supplemental Nutrition Assistance Program	549,706.00	550,000.00	294.00	0%	
SNAP ERS	30,700.00	-	(30,700.00)	-100%	None anticipated in FY19
Unemployment Compensation/REA	56,010.00	55,000.00	(1,010.00)	-2%	
Trade Adjustment Assistance (TAA)	312,766.00	275,000.00	(37,766.00)	-12%	Additional funds can be requested based on layoffs
Total Employment Services	1,758,415.00	1,669,688.00	(88,727.00)	-5%	
Welfare Transition					
Welfare Transition Program	2,346,034.00	2,248,158.00	(97,876.00)	-4%	
Welfare Transition Program - Non Custodial Parent	1,416,000.00	-	(1,416,000.00)	-100%	Will be administered by another workforce board in FY19
Total Welfare Transition	3,762,034.00	2,248,158.00	(1,513,876.00)	-40%	
Direct Services & Special Projects					
Reemployment & Eligibility Assessments	404,488.00	400,000.00	(4,488.00)	-1%	
National Emergency Grant - Sector Partnership	186,937.00	-	(186,937.00)	-100%	Grant ends 6/30/18
National Emergency Grant - Hurricane Maria	50,000.00	75,000.00	25,000.00	50%	2 year grant split between fiscal years
Robotics/Mechatronics Earmark Grant	400,000.00	-	(400,000.00)	-100%	Grant ends 6/30/18
DOL- Youthbuild	636,887.00	325,000.00	(311,887.00)	-49%	Year and a half of grant remaining - primarily follow up
Department of Children and Families - Food for Families	635,000.00	-	(635,000.00)	-100%	Special project in FY2018
Florida Makes	366,602.00	-	(366,602.00)	-100%	Grant ended 2/28/18
Americorp	193,614.00	25,000.00	(168,614.00)	-87%	Grant ends 7/31/18
Able Trust	109,011.00	85,000.00	(24,011.00)	-22%	Final year of 3 yr grant
Juvenile Welfare Board Youth Innovators	67,195.00	65,000.00	(2,195.00)	-3%	
Science Center/STEMe	415,000.00	415,000.00	-	0%	
Total Direct Services & Special Projects	3,464,734.00	1,390,000.00	(2,074,734.00)	-60%	
Total All	16,252,261.00	11,564,332.00	(4,687,929.00)	-29%	

PY 18-19 Planning Budget

	Workforce Innovation & Opportunity Act Programs	Employment Services Programs	Welfare Transition Programs	Direct Grants and Special Projects	CareerSource Pinellas Budget PY 18-19	CareerSource Pinellas Budget PY 17-18	Increase/(Decrease) Budget PY19 & PY18
REVENUE							
2018 AWARDS CARRYFORWARD	4,130,152 2,126,334	1,554,688 115,000	2,248,158 -	1,140,000 250,000	9,072,998 2,491,334	14,472,275 1,779,986	(5,399,277) 711,348
TOTAL REVENUE	6,256,486	1,669,688	2,248,158	1,390,000	11,564,332	16,252,261	(4,687,929)
EXPENDITURES:							
CAREERSOURCE PINELLAS ADMIN							
Indirect Cost Rate	406,672	176,747	146,130	90,350	819,899	1,211,475	(391,576)
PROJECTED EXPEND	406,672	176,747	146,130	90,350	819,899	1,211,475	(391,576)
TOTAL ADMIN % FUNDS AVAIL	6.5%	10.6%	6.5%	6.5%	7.1%	7.5%	-0.4%
PROGRAM SERVICES:							
SERVICE PROVIDER:							
Business Services	778,192	-	207,806	324,002	1,310,000	1,850,000	(540,000)
Resource Room Services	-	-	-	-	-	-	-
Case Management Participant	1,183,000 1,390,000	625,000 225,000	985,000 385,000	148,500 30,000	2,941,500 2,030,000	3,110,000 2,385,000	(168,500) (355,000)
Pinellas Education Foundation							
Out of School Staff	200,000	-	35,000	-	235,000	250,000	(15,000)
Out of School Participant	250,000	-	35,000	-	285,000	285,000	-
In School Youth Staff	10,000	-	-	-	10,000	10,000	-
In School Youth Participant	15,000	-	-	-	15,000	15,000	-
Junior Achievement	-	-	150,000	-	150,000	150,000	-
Gulf Coast - NCEP	-	-	-	-	-	1,315,000	(1,315,000)
SUB TOTAL SERVICE PROVIDER	3,826,192	850,000	1,797,806	502,502	6,976,500	9,370,000	(2,393,500)
CAREERSOURCE PINELLAS SUPPORT SERVICES:							
INDIRECT COST RATE	187,695	81,576	67,445	41,700	378,416	519,204	(140,788)
PROGRAM STAFF DIRECT	150,000	-	-	597,000	747,000	1,525,000	(778,000)
DEO STAFF TRAVEL	-	10,000	-	-	10,000	20,000	(10,000)
ONE STOP CENTER OPERATING	306,856	165,960	111,920	64,264	649,000	650,000	(1,000)
MS/TECHNOLOGY	183,428	107,980	55,960	32,632	380,000	380,000	-
COMMUNITY OUTREACH	11,544	242,982	4,663	7,569	266,758	263,428	3,330
EMPLOYMENT SERVICES	-	-	-	-	-	-	-
EMPLOYED WORKER TRAINING	325,000	-	-	-	325,000	470,000	(145,000)
SUBSIDIZED EMPLOYMENT	765,000	-	50,000	-	815,000	985,000	(170,000)
TRAINING INCENTIVES/TRAINING	60,000	20,000	-	-	80,000	425,000	(345,000)
STAFF INCENTIVES	-	-	-	-	-	75,000	(75,000)
ONE STOP STAFF TRAINING	15,343	5,798	5,596	3,283	30,000	30,000	-
SUB TOTAL CAREERSOURCE PINELLAS SUPP SVCS	2,004,866	634,296	295,584	746,428	3,681,174	5,342,632	(1,661,458)
TOTAL DIRECT CLIENT	5,831,058	1,484,296	2,093,390	1,248,930	10,657,674	14,712,632	(4,054,958)
REMAINING	18,756	8,645	8,638	50,720	86,759	328,154	(241,395)
SUMMARY							
TOTAL AVAILABLE	6,256,486	1,669,688	2,248,158	1,390,000	11,564,332	16,252,261	(4,687,929)
TOTAL DIRECT CLIENT	5,831,058	1,484,296	2,093,390	1,248,930	10,657,674	14,712,632	(4,054,958)
TOTAL ADMINISTRATIVE	406,672	176,747	146,130	90,350	819,899	1,211,475	(391,576)
TOTAL BUDGETED COST	6,237,730	1,661,043	2,239,520	1,339,280	11,477,573	15,924,107	(4,446,534)
REMAINING/(DEFICIENCY)	18,756	8,645	8,638	50,720	86,759	328,154	(241,395)

Total = Total Case Mgt salaries
Total = Total Indirect

PY 18-19 Planning Budget

Expenditures	18/19	17/18	Increase/ (Decrease)
CSPIN Admin	819,899	1,211,475	(391,576)
Admin Rate	7.1%	7.5%	(.4%)

Program Services	18/19	17/18	Increase/ (Decrease)
Service Provider	6,976,500	9,370,000	(2,393,500)
CSPIN Support Services	3,681,174	5,342,632	(1,661,458)
Total Direct Client	10,657,674	14,712,632	(4,054,958)

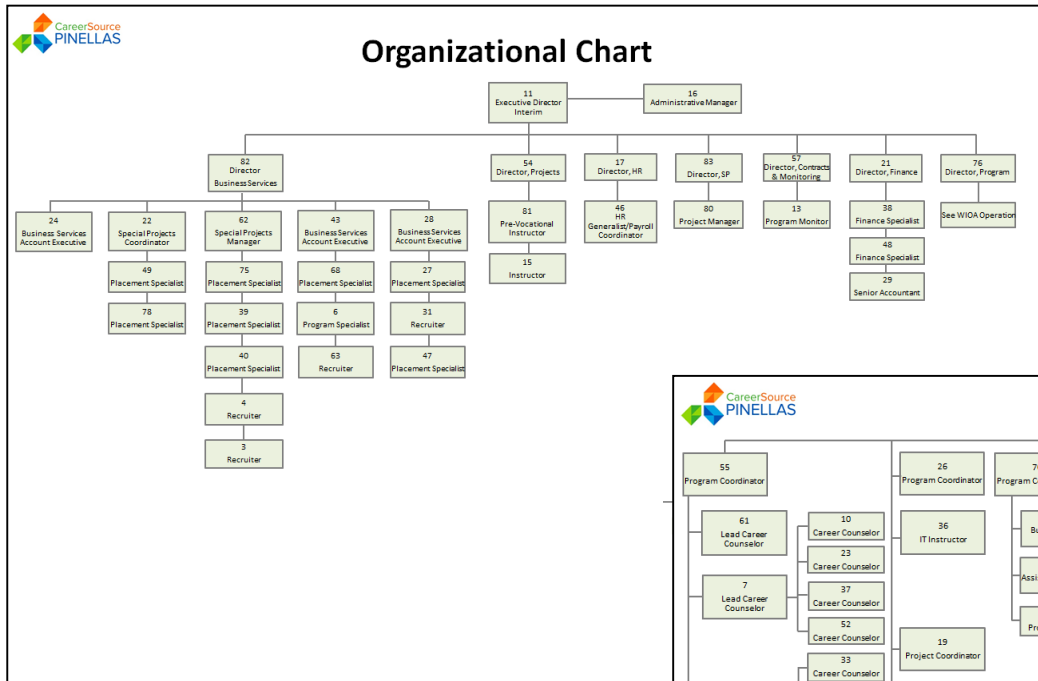
Common Performance Measures

- USDOL requires all States and direct grantees to collect and report information on all the participants described in TGEL 10-16, Change 1.
- Performance accountability indicators and performance reporting requirements to assess effectiveness of States and local areas in achieving outcomes for individuals serviced by the workforce development system's six core programs.
- These six core programs are:
 - Adult
 - Dislocated Worker
 - Youth Programs
 - Adult Education and Family Literacy (AEFLA) (Administered by Ed)
 - Employment Service Programs
 - Vocational Rehabilitation (VR) programs (Administered by Ed)

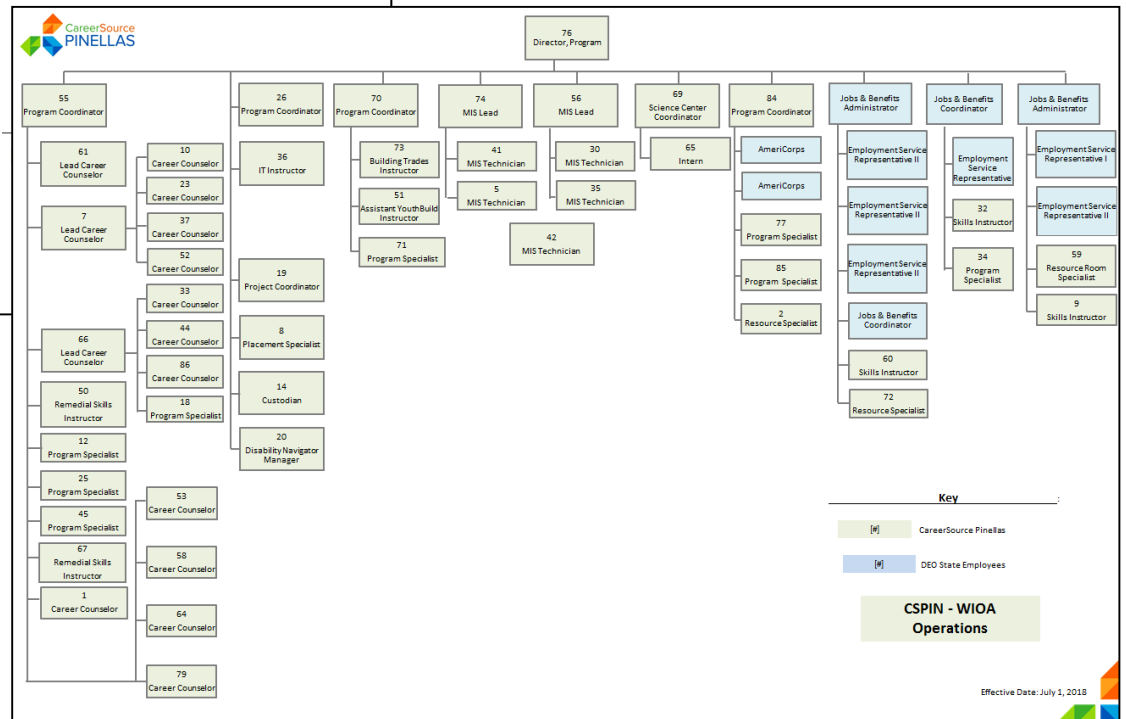
DEO Common Measures

DEO Common Measures Report PY17-18 thru Quarter 3		Career Source Pinellas			pull date		14-Jun-18
Measures	PY2017-2018 1st Quarter Performance	PY 2017-2018 % of Performance Goal Met For Q1	PY2017-2018 2nd Quarter Performance	PY 2017-2018 % of Performance Goal Met For Q2	PY2017-2018 3rd Quarter Performance	PY 2017-2018 % of Performance Goal Met For Q3	PY 2017-2018 Performance Goals
Adults:							
Employed 2nd Qtr After Exit	93.28	104.81	94.40	106.07	91.00	102.25	89.00
Median Wage 2nd Quarter After Exit	\$12,055	153.57	\$10,034	127.82	\$9,506	121.10	\$7,850
Employed 4th Qtr After Exit					93.00	109.41	85.00
Dislocated Workers:							
Employed 2nd Qtr After Exit	88.75	106.93	91.20	109.88	86.70	104.46	83.00
Median Wage 2nd Quarter After Exit	\$7,908	115.45	\$8,149	118.96	\$8,076	117.90	\$6,850
Employed 4th Qtr After Exit					85.50	108.23	79.00
Youth:							
Employed 2nd Qtr After Exit	90.00	118.42	89.70	118.03	81.90	107.76	76.00
Wagner Peyser:							
Employed 2nd Qtr After Exit	68.38	106.84	70.20	109.69	73.70	115.16	64.00
Median Wage 2nd Quarter After Exit	\$6,568	135.42	\$8,072	166.43	\$6,627	136.64	\$4,850
Employed 4th Qtr After Exit					70.10	106.21	66.00
	Not Met (less than 90% of						
	Met (90-100% of negotiated)						
	Exceeded (greater than 100% of						

Staffing Plan



86 Staff



Key

- [M] CareerSource Pinellas
- [S] DEO State Employees

CSPIN - WIOA Operations

Science Center



Science Center



The Science Center is located in west St. Petersburg, the 28,000 square foot space features a planetarium, observatory, 600-gallon marine touch tank, employability skills programs and a one-stop center.

Science Center – Programs & Services

The Science Center programs and services, include: hands-on classroom activities and educational camps for students, employability skills programs for in-demand occupations, one-stop career center and workshops to expand career development

Programs & Services	PY 16/17 & PY 17/18
Tyrone One-Stop Center Visits	39,869
CareerReady - Employability Skills Programs: <ul style="list-style-type: none">• Information Technology• Robotics/Mechatronics• Manufacturing Skills Development• Soldering and Cabling• Construction• Irrigation	1,043
YouthBuild	70
STEMe Field Trips	9,827
STEM Camp	1,215

Science Center - Budget

	STEMe	STEIC	Other Mfg Programs	Able Trust	FY 18/19 Total	FY 17/18 Total	\$ Change	% Change
Revenues and support:								
Camps and aftercare	140,000	-	-	-	140,000	120,000	20,000	17%
STEIC manufacturing	-	-	25,000	-	25,000	100,000	(75,000)	-75%
Cyber Security	-	60,000	-	-	60,000	75,000	(15,000)	-20%
Educational programs	70,000	-	-	-	70,000	60,000	10,000	17%
Contributions and sponsorships	65,000	-	-	-	65,000	65,000	-	0%
Grant revenue - Local	42,500	-	-	85,000	127,500	100,000	27,500	28%
Store Sales	7,500	-	-	-	7,500	7,500	-	0%
In-kind	5,000	-	-	-	5,000	5,000	-	0%
Total revenues and support	330,000	60,000	25,000	85,000	500,000	532,500	(32,500)	
Expenses:								
Salaries and Fringe	135,000	-	5,000	31,000	171,000	160,000	(11,000)	-7%
Contract labor-STEIC manufacturing	-	-	11,500	-	11,500	25,000	13,500	54%
Contract labor-education programs	65,000	-	-	-	65,000	65,000	-	0%
Cyber security expense	-	60,000	-	-	60,000	75,000	15,000	20%
Customer Training	-	-	-	35,000	35,000	40,000	5,000	13%
Interest expense	25,000	-	-	-	25,000	25,000	-	0%
Indirect/Admin	30,000	-	2,500	4,000	36,500	45,000	8,500	19%
Occupancy	19,000	-	2,500	10,000	31,500	32,500	1,000	3%
Community outreach	17,500	-	2,500	5,000	25,000	27,500	2,500	9%
Office/operating expenses	12,000	-	1,000	-	13,000	12,500	(500)	-4%
Accounting and professional	2,500	-	-	-	2,500	2,500	-	0%
Insurance	4,000	-	-	-	4,000	4,000	-	0%
Vehicle expense	1,000	-	-	-	1,000	1,000	-	0%
Store Supplies	5,000	-	-	-	5,000	5,000	-	0%
In-kind	5,000	-	-	-	5,000	5,000	-	0%
Total Expenses	321,000	60,000	25,000	85,000	491,000	525,000	34,000	
Change in unrestricted net assets	9,000	-	-	-	9,000	7,500	1,500	

Science Center - Update

Background: Effective December 12, 2014, a business loan was obtained for the principal amount of \$700,000 with an interest at a rate of 4.650% per annum based on a year of 360 days. The proceeds of the loan were used to pay-off the remaining principal and interest of the mortgage payable existing at June 30, 2014.

The payment terms require 59 regular payments of \$4,511 each and one irregular payment of \$585,710. The final payment will be due on December 10, 2019, and will be for all principal and all accrued interest not yet paid.

Appraisal: The Science Center was appraised in 2014 for \$2.3M. The anticipated value is estimated to be higher today.

Refinancing: The following options are available to refinance the current loan maturing December 2019 based on monthly payment of principal balance of \$625,000:

- 15 year fixed rate/15 year amortization – 5.19% – monthly payment = \$5,004.54
- 10 year fixed rate/10 year amortization – 4.99% – monthly payment = \$6,626.04
- 10 year fixed rate/20 year amortization – 5.39% – monthly payment = \$4,260.56
- 5 year fixed rate/20 year amortization – 4.99% – monthly payment = \$4,121.27

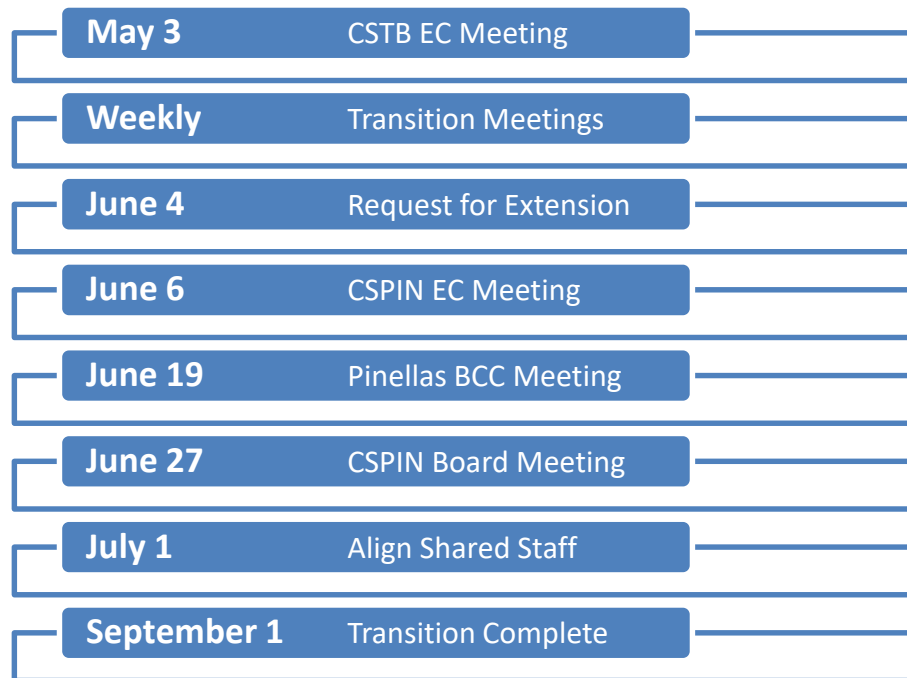
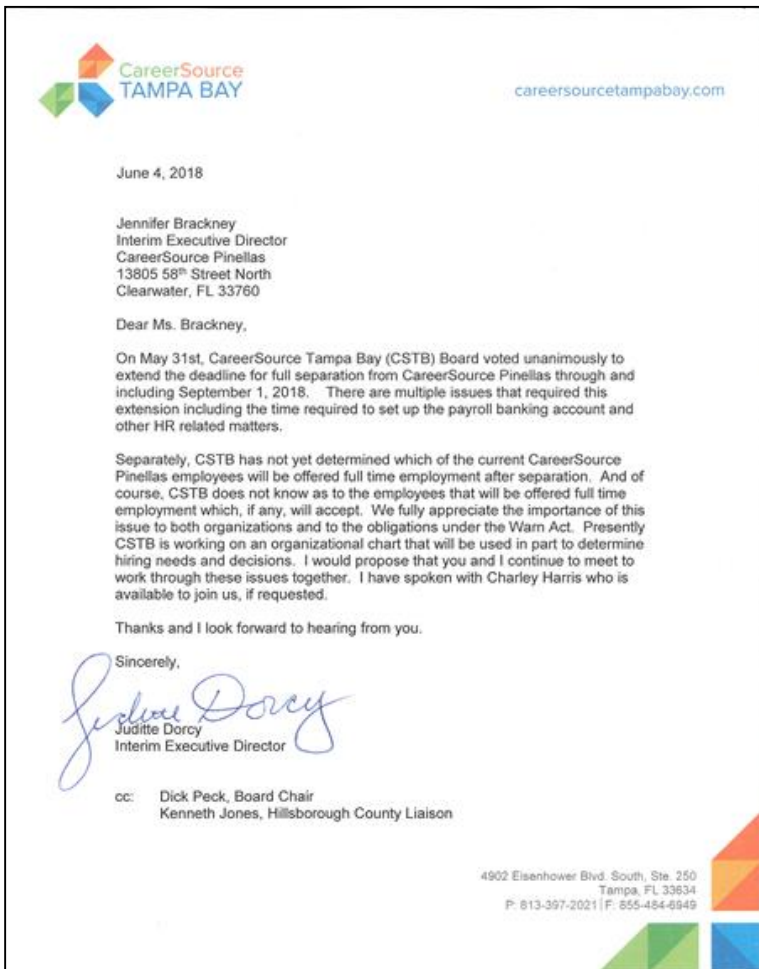
Lease: The Organization also looked into the square footage cost of commercial property in the St. Petersburg area with comparable square footage and noted the price per sq. ft. ranged from \$9 to \$33 as follows:

- Address: 200 Central Avenue, St Pete FL 33701. SF available: 2,043-30,416. \$27 - \$33 per sq. ft.
- Address: 300 Carillon Pkwy, St. Pete FL 33716. SF available: 25,000 – 500,000. \$33 per sq. ft.
- Address: 11100 Roosevelt Blvd, St. Pete FL 33716. SF available: 20,000 – 80,000. \$32 per sq. ft.
- Address: 11500 Dr Martin Luther King Jr. St. N, St. Pete FL 33716. SF available: 5,970 – 32,829. \$9 per sq. ft.
- Address: 9720 Executive Center Dr. N, St. Pete FL, 33702, SF available: 15,269 – 30,539. \$20 - \$25 per sq. ft.
- Address: 490 1st Ave S, St Pete, FL 33701, SF available: 1,815 – 71,482. \$27 - \$28 per sq. ft.

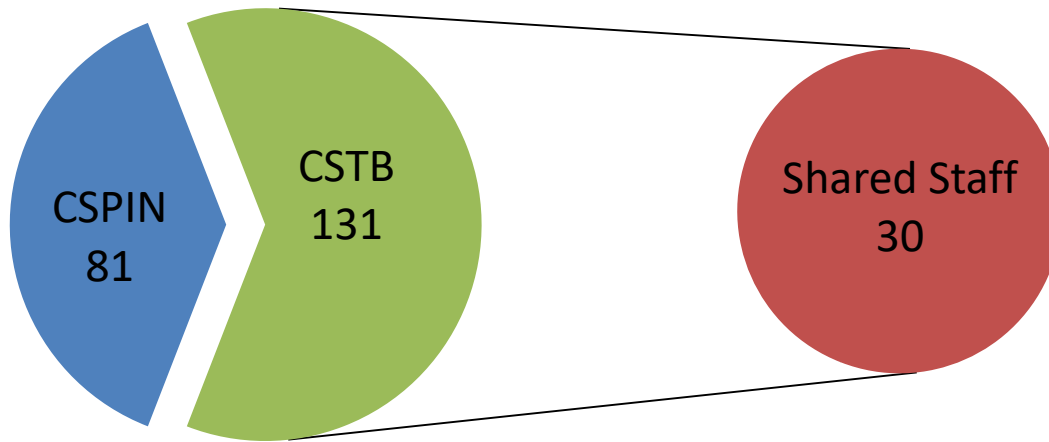
Transition Update



Transition - Timeline

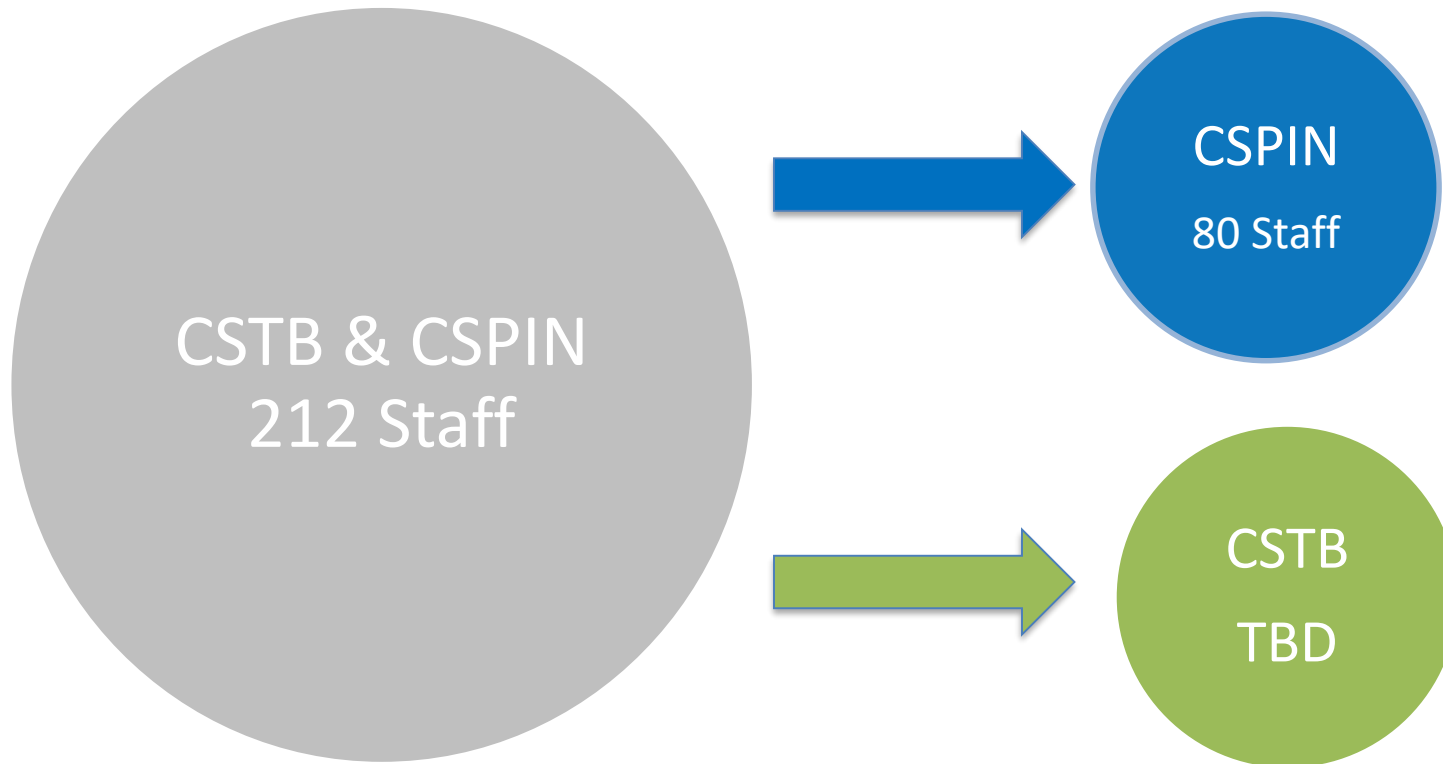


Current Staff Census



The total staff in both LWDBs is 212.

Transition – Staff Plan



Transition - Impact

- **WARN Notice:** Depending on how and when CareerSource Tampa Bay decides to move forward with the selection of their staff, CareerSource Pinellas, as the current employer of record, may be required to issue a WARN notice on or around July 1, 2018 to the State of Florida due to the potential number of individuals working in Hillsborough County who may be laid off.

Transition - Impact

- **Pending Decisions:** There are many decisions pending that will need to be finalized in the very near future to ensure a successful separation of the two organizations. Those include, but are not limited to:
 - Accrued leave balances
 - 401(k) plan account balances
 - Copies of personnel files
 - Future impact on Unemployment Compensation rates due to the number of staff who file for unemployment, if laid off
 - Staffing plans
 - Cost of future Equal Employment Opportunity Commission (EEOC) complaints or lawsuits by ex-employees, etc.
- **Staffing Plans:** As we approach the beginning of the new program year (July 1), we will align staff to each region and reduce the impact of shared staff, especially in the areas of business services, program operations, and MIS. Finance, Human Resources and a few other select staff will continue to be shared through the transition period.

Other Considerations

– HR Review

- Compensation & Benefits**
- Incentives**

– Internal Controls Review

