



## Workforce Development Board (WDB) Budget Informational Session Agenda

Date: Wednesday, June 02, 2021  
Time: 12—1pm  
Place: <https://us02web.zoom.us/j/87281579522>  
**Passcode: 134990**

### Welcome and Introductions

- Chair calls the meeting to order and provides update
- Non-agenda public comment

### Agenda Items

Information Items:

|                                    |   |
|------------------------------------|---|
| Item 1: Revenue Strategy & Outlook | 2 |
| Item 2: FY22 Budget Review         | 3 |

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### **Next Meeting: June 17<sup>th</sup>, 8am – 9:30am**

PUBLIC COMMENT: Members of the public may address the Board on issues on this agenda (three minutes per subject) and/or other items within the Board's scope. To speak, please use the "raise hand" function at the time of public comment. SDWP will provide accommodations to persons who require assistance. Questions: (619) 228-2900.

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## Item 1: Revenue Strategy & Outlook

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### **INFORMATION ITEM – NO VOTE REQUIRED**

Andy Hall (CIO) will facilitate a discussion with the board about the organization's revenue strategy for the next fiscal year.

A PowerPoint slide will be used guide the conversation.

## Item 2: FY22 Budget

### **INFORMATION ITEM – NO VOTE REQUIRED**

April House (CAO) will present the FY22 budget, including confirmed revenues and planned expense categories.

### **FY22 REVENUE**

Revenue is planned at \$37.8M, an 8% or \$3.0M increase over the FY21 revised budget of \$34.8M.

| <b>Two Budget Cycle Revenue Comparison</b> |                      |                      |                     |               |                 |
|--|----------------------|----------------------|---------------------|---------------|-----------------|
|  | <b>FY22</b>          | <b>FY21</b>          | <b>\$ Diff</b>      | <b>% Diff</b> | <b>% Budget</b> |
| <b>WIOA Formula Funds</b>                  | \$ 21,271,168        | \$ 20,730,074        | \$ 541,094          | 3%            | 56%             |
| <b>Grants / Contracts</b>                  | \$ 11,552,491        | \$ 9,430,072         | \$ 2,122,419        | 23%           | 31%             |
| <b>Income Share Agreements</b>             | \$ 1,446,001         | \$ 2,561,578         | \$ (1,115,577)      | (44%)         | 4%              |
| <b>CalFresh Employment and Training</b>    | \$ 3,493,670         | \$ 2,126,365         | \$ 1,367,305        | 64%           | 9%              |
| <b>Total</b>                               | <b>\$ 37,763,330</b> | <b>\$ 34,848,089</b> | <b>\$ 2,915,241</b> | <b>8%</b>     | <b>100%</b>     |

**Strategy #1: WIOA Formula Funds** - WIOA formula funds increased by approximately 3% or \$0.5M. The Workforce Partnership does not have control over the level of funding it receives from WIOA formula funds; it is dictated by EDD.

| <b>Strategy #1: WIOA Formula Funds</b> |                      |                      |                 |
|--|----------------------|----------------------|-----------------|
|  | <b>FY22</b>          | <b>FY21</b>          | <b>% Budget</b> |
| <b>Adult</b>                           | \$ 6,945,256         | \$ 6,722,363         | 18%             |
| <b>Dislocated Worker</b>               | \$ 6,837,894         | \$ 6,746,896         | 18%             |
| <b>Youth</b>                           | \$ 7,019,791         | \$ 6,751,942         | 19%             |
| <b>Rapid Response/Layoff Aversion</b>  | \$ 468,227           | \$ 508,873           | 1%              |
| <b>Total</b>                           | <b>\$ 21,271,168</b> | <b>\$ 20,730,074</b> | <b>56%</b>      |

**Strategy #2: Grants / Contracts** – Grants/contracts increased approximately 23% or \$2.1M from the previous budget. This is due to the new grant awards from Sector Initiatives specifically Irvine Foundation \$1.4M and CWDB \$0.7M.

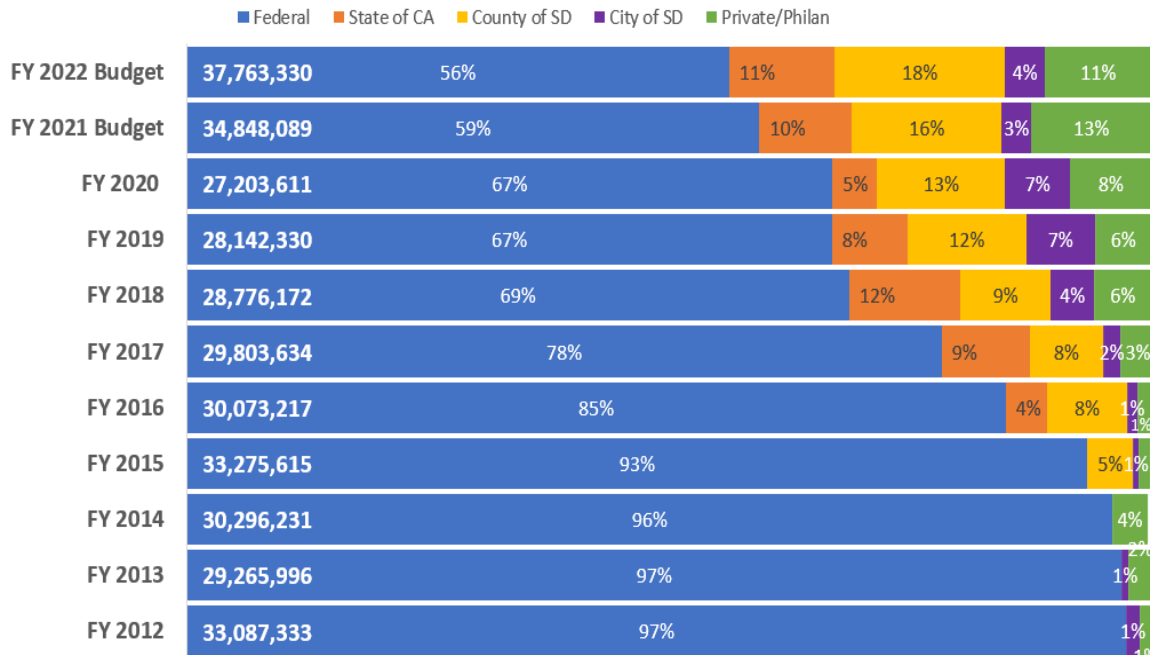
| <b>Grants / Contracts</b>                     |                      |                     |                 |
|---|----------------------|---------------------|-----------------|
|   | <b>FY22</b>          | <b>FY21</b>         | <b>% Budget</b> |
| <b>Competitive Public (Fed, State, Local)</b> | \$ 3,090,929         | \$ 2,846,649        | 8%              |
| <b>Intergovernmental Transfers</b>            | \$ 5,492,598         | \$ 5,261,935        | 15%             |
| <b>Private Foundations</b>                    | \$ 2,905,531         | \$ 1,140,202        | 8%              |
| <b>Fee for Service - Research</b>             | \$ 63,433            | \$ 57,341           | 0%              |
| <b>Total</b>                                  | <b>\$ 11,552,491</b> | <b>\$ 9,430,072</b> | <b>31%</b>      |

**Strategy #3: Income Share Agreements** – Income share agreements decreased by (44%) or (\$1.1M) from previous budget. This decrease is primarily due to ISA grants Rockefeller and Lumina grants ended in FY21.

| Strategy #3: Income Share Agreements |                     |                     |           |
|--------------------------------------|---------------------|---------------------|-----------|
|                                      | FY22                | FY21                | % Budget  |
| Round 1 Program Raise                | \$ 1,432,960        | \$ 1,730,905        | 4%        |
| Research & TA                        | \$ 13,041           | \$ 830,673          | 0%        |
| <b>Total</b>                         | <b>\$ 1,446,001</b> | <b>\$ 2,561,578</b> | <b>4%</b> |

Strategy #4: CalFresh Employment and Training – CalFresh contract increased by \$1.4M.

| Strategy #4: CalFresh Employment and Training |                     |                     |           |
|---|---------------------|---------------------|-----------|
|   | FY22                | FY21                | % Budget  |
| CalFresh 100% Funds                           | \$ 320,807          | \$ 146,365          | 1%        |
| CalFresh 50% Funds                            | \$ 3,172,863        | \$ 1,980,000        | 8%        |
| <b>Total</b>                                  | <b>\$ 3,493,670</b> | <b>\$ 2,126,365</b> | <b>9%</b> |



## FY22 EXPENSES

The Workforce Partnership categorizes expenses in three categories:

**Central Operations:** Includes executive, finance operations and support services. A 26% or \$0.6M increase in spending is planned in this category, driven by fiscal infrastructure investments.

**Direct Program Support:** This category includes expenses that directly support specific grant programs and/or functions. The following departments are included in this category: Adult, Youth, Regional Planning, Businesses Services, Research, Communications, IT, Facilities, and Human Resources. Overall, there was a reduction of (8%) or (\$0.6M)

decrease in spending is planned in this category, driven by the transfer of the HRCC contract from direct program support in FY21 to programs and contracts in FY22.

**Programs & Contracts:** Services provided to program participants through contracted providers, including training funds, supportive services, and direct service staff (the America’s Job Centers of CA, WIOA Youth Contracts, etc.). The Workforce Partnership anticipates an increase of 11% or \$2.1M which is primarily due to increase in CalFresh and Sector Initiatives contracts.

| FY22 Planned Expense Categories |                      |                      |                     |           |            |
|---------------------------------|----------------------|----------------------|---------------------|-----------|------------|
|                                 | FY22                 | FY21                 | \$ Diff             | % Diff    | % Budget   |
| <b>Central Operations</b>       | \$ 2,829,000         | \$ 2,245,000         | \$ 584,000          | 26%       | 7%         |
| <b>Direct Program Support</b>   | \$ 6,750,000         | \$ 7,335,000         | \$ (585,000)        | (8%)      | 18%        |
| <b>Programs &amp; Contracts</b> | \$ 20,094,000        | \$ 17,996,000        | \$ 2,098,000        | 12%       | 53%        |
| <b>Training and Wages</b>       | \$ 7,747,000         | \$ 7,272,000         | \$ 475,000          | 7%        | 21%        |
| <b>Total</b>                    | <b>\$ 37,420,000</b> | <b>\$ 34,848,000</b> | <b>\$ 2,572,000</b> | <b>7%</b> | <b>99%</b> |

### FY22 TRAINING DOLLARS

The Workforce Partnership invests in individuals in the community by providing training dollars (financial assistance) in the form of stipends, course registration, wages, etc. to help develop the skills necessary to become successful. The graph below shows our organizations’ continued commitment to putting as many dollars back into the community as possible every year.

