

AGENDA
Workforce Development Board
Tuesday, December 18, 2018
8:00 AM to 9:30 AM
The Builder's Exchange of Rochester
180 Linden Oaks, Suite 100
Lower Level

RochesterWorks! increases the economic vitality of the community.

1. Call to Order:
 - A. Introductions
 - B. Approval of the September 18, 2018 Meeting Minutes

2. Finance Committee:
 - A. Bonadio & Co. - Annual Audit Report
 - B. Financial Report - Michael DeBole

3. Youth Committee:
 - A. Youth Services Update - Antwan Williams

4. Workforce Innovation Committee:
 - A. Performance Activity Report - Lee Koslow
 - B. Career Center Report - Viatta Carter
 - C. Business Services Update - John Premo
 - D. St. Paul Career Center Report - Kathy Ziegler

5. Director's Report:
 - A. Annual Report
 - B. Conflict of Interest Form
 - C. Board Schedule - 2019

6. Other:
 - A. Members Sharing & Feedback

7. Adjournment

2019 Meeting Schedule, 8:00-9:30 AM at The Builder's Exchange of Rochester

March 19, 2019
June 18, 2019
September 17, 2019
December 17, 2019

Workforce Development Board
Meeting Minutes
Tuesday, September 18, 2018
8:00AM - 9:30AM
The Builder's Exchange of Rochester

Attendees: Dana Abramson, Thomas Battley, Sergio Esteban, Adrian Hale, Glen Jeter, Kathy Miner, Kyle Banks, Gary Rogers, Timothy Shortsleeve, Stella Slaight, Jeff Adair, Mark Rogacki, William Clark, Romanda Gibson-Stevenson, Joseph Leone, Danielle Maloy, Richard Turner

Absent: Alice Curry, Kevin Kelley, Ann Kowal, George Scharr, Joe Wesley, Corinda Crossdale, Lynn Freid, Daniele Lyman-Torres, Dan Maloney, Roosevelt Mareus, Jerome Underwood, Todd Oldham, Mike Puglisi, Patricia Stovall

Staff: Peter Pecor, Lee Koslow, Michael DeBole, Shawn Curran, Kathy Ziegler, John Premo, Viatta Carter, Antwan Williams, Behiye Mansour, Laura Seelman, Annette DiPalma, Vanessa Tassone, Theodore Jordan

Guests: Joseph Hamm

Call to Order

The meeting was called to order by Peter Pecor at 8:00AM.

Introductions:

Approval of Meeting Minutes

A motion to approve the June 19, 2018 meeting minutes was made by Glen Jeter and seconded by William Clark. The motion was carried unanimously.

Finance Committee:

Michael DeBole Provided a PowerPoint Presentation on Q4 2017-2018 Financial Initiatives

Michael began reporting by including that our Monroe County Oversight expenditure was disallowed this past March. The budget was readjusted by modifying our ITA's, and exceeded the budget of 260K by 78K, also our equipment, we purchased a new Server for 24K and some staff computers were replaced for 30K. We did achieve our 80% spend down for the WIOA Funding which is our Adult, Dislocated Worker and Youth.

Michael included all the funding comes from the Federal Government, then it's passed thru the State, then the State allocates based on the equation they have as far as the funding we'll receive.

The WIOA Youth year-round, we've been working with the Service Providers and our Youth Team this year and we've exceeded our budget as far as reimbursing the Service Providers by 93% of the funds budgeted. With this concentrated effort of working together and their understanding the need to spend down the WIOA Youth funding they've done well this year. It has been the same with the Work Experience Program, in conjunction with the Service Providers navigators and RochesterWorks we have spent almost 300K of our mandated Work Experience expenditures, which must be achieved per the state.

Our St. Paul Street Career Center broke even this year. The past year, we were at a deficit. We've been monitoring that and watching our expenditures.

The Finger Lakes Hired Grant, covering the nine-county Finger Lakes Region, was approved for a no cost, 9-month extension. We're starting to see progress with this, as far as the spend down. This program will now be ending in July 2019.

The LEAP program, which is the pre-release program with incarcerated individuals, there was a no cost, 3-month extension, which will now be ending in September 2018.

There are several audits currently taking place. As of right now, the state is in auditing our sub-recipients for the program year 2017 and they will be at RochesterWorks sometime after October to work on our financial management review. Currently our Summer Youth Employment Program for 2017 is being audited. Bonadio is scheduled to start working on our single audit in October. We have a pre-audit meeting scheduled with Bonadio this Thursday (9/20).

Youth Committee:

Antwan Williams provided an update on Youth Services

Antwan reported they've completed another successful program working in collaboration with the City of Rochester with the Summer Youth Employment Program, Summer of Opportunity. This year they've employed 445 young adults through RochesterWorks! and 321 through the City of Rochester, for a total of 766.

Antwan shared a promotional video they created this summer, where the team was able to go out to the various sites to interview the young adults on their work experience. Sometime in October, they're looking to bring the employers and programs funded in-house for the employers to provide feedback on the program.

Youth Services also hosted a Career Fair for the first time at East High School, in partnership with The City of Rochester, MCC and Monroe County. The direct placement youth were invited to learn about the careers in demand; IT, Healthcare and Manufacturing in hopes of exposing the young adults to other options, should college not be an option for them.

Director's Report:

Youth Navigators

Peter Pecor reported the Youth budget funding was approved and under WIOA, we can provide direct services to Youth. We have 16 Youth Navigators and 3 of those positions at RochesterWorks! that are funded through this program were approved in the budget. A Navigator would be located at St. Paul Street, North Goodman Street and Waring Road. The Department of Labor has requested a separate approval for funding these 3 positions that are employed directly by RochesterWorks! at a budget of \$160,500.00 through June 30, 2019. A resolution was introduced to approve the funding for these 3 positions.

A motion to approve the resolution was made by Thomas Battley and seconded by Timothy Shortsleeve. The motion was carried unanimously.

Firewall and Internal Controls Policy

We've had in a procedure and policy in place for years and the Department of Labor has requested approval by the Board for this policy. The policy outlines how we operate and the services we provide.

Lee Koslow briefly explained the policy and how practices have been in place for a number of years but were never in writing as a matter of policy, so that's why we're being asked by the Department of Labor to craft this policy which describes our structure.

A motion to approve this policy was made by Stella Slaight and seconded by Thomas Battley. The motion was carried unanimously.

Eligible Training Provider List

There is a system within the state to have state approval of eligible training providers. When there is an organization that wishes to be acknowledged or approved, they come through RW and we make a recommendation to the state. Lee Koslow explained the policy is not new. We've had a policy under the Workforce Investment Act, and there have been some changes to the Federal Law and regulations regarding the Eligible Training Provider List under the Workforce Innovation and Opportunity Act, so the Federal Government has released new regulations. Finally, very recently, New York State developed its own policy. In response, so we could have a local policy reflective of the state policy and federal law, we've revised our policy to reflect what the law requires. A motion is required to approve this policy for training providers.

A motion was made by William Clark and seconded by Timothy Shortsleeve. The motion was carried unanimously.

Workforce Innovation Committee:

Performance Activity Report

Lee Koslow reported numbers from last program year. The overall summary includes serving a little over 13,300 Adults and Dislocated Workers systemwide. This number doesn't include the Youth we served in the system. Those numbers are reported separately. The numbers also do not include TANF and Safety Net participants that get served at the St. Paul Street Career Center, if they are not dually enrolled in WIOA. Our number of 13,300+ represents a decrease of about 5% from the previous year. This decrease may be in part due to unemployment decreasing locally, and we are experiencing a tight labor market. There are fewer people that need our services, but the ones that do need our services need more intense services.

In terms of some of the highlights of the data, one thing that really stood out was that we had a distribution of 15% of our participants employed when they came in to see us and 85% were not employed. That is a change from last year in that we were at 25% and 75%. That is a number that has decreased, and we don't know why. It's one of those numbers where if we're looking at being a system that serves the universal population and also sees businesses as one of our customers, we would like to increase the numbers of employed workers that we're serving. By serving more employed workers we are helping the working poor move up out of poverty and we're helping businesses take somebody and put them in an entry level position and train them to a point where they're in a more skilled position. A lot of our training dollars go towards individual training accounts, classroom training, and by far, Healthcare has topped the type of training we have been doing. We have 194 Individual Training Accounts (ITA's) that we've done and 110 of them were in healthcare practitioners and technical or the healthcare support job families. The most popular occupational title was LPN.

Stella Slaight asked what impacts there are, such as transportation and childcare, for the unemployed to get to a job. Lee Koslow responded childcare is the more difficult support or element giving comparisons where the transportation is not as costly. There are some resources locally, such as the child care development block grant which may provide some resources, but that still is not enough. The SWFI (Strengthening Working Families Initiative—with Rochester Rehabilitation Center as lead) grant has taken some measures to help people with childcare needs go to training or work. Discussion included some information on transportation, including RTS rolling out a new design to include busses running every ½ hour on various routes and the locations of service. The overall concern is how to remove barriers for people to access their jobs. Danielle Maloy, ACCES-VR, included what resources they have available for childcare and transportation for those who are eligible for their services.

An Action Item from this discussion includes researching more resources for childcare and transportation. Peter Pecor will reach out to RGRTA and the Childcare Council and/or DHS for more information on these items.

Career Center Report

Viatta Carter reported on the RochesterWorks! Reentry Connections Program, LEAP-2 Grant which will end on September 30th. The grant was a 2-year grant, with funding of \$500K, which included a partnership with the Monroe Correctional Facility, Delphi Rise, and RochesterWorks! The goal was to start working with incarcerated individual's pre-release and continue working with them post-release. The goal of the program was to serve 100 participants; 20 Women and 80 Men. So far 27 Women and 82 Men have been served, totaling 109, which exceeded the original goal. These individuals participated in the 5 Steps to Rapid Employment Program, facilitated by RochesterWorks! staff, which introduced them to job search skills. Some areas of employment gained by the participants include skills trades, health services and general labor. Some challenges with the program include keeping in contact with post-release individuals. Efforts to keep in contact with them have included utilizing Facebook, which has been very successful. Some post-release participants need help with addictions they may have. RochesterWorks! would like to work more with post-release individuals if additional funding becomes available.

Business Services Update

John Premo reported on the Business Services Team's accomplishments over the past year. These accomplishments included:

- Drafted 44 contracts with a value of approximately 125K to help cover training costs for new employees at local workplaces.
- Posted over 2,600 jobs on their website, which feed into the New York State Department of Labor's website.
- Worked with 450 employers involved in recruiting events, job fairs, etc. that were held at the Career Center and in the community. Over 5,500 job seekers attended these recruitment events.
- The team had approximately 1,500 unique business engagements, which included fielding calls and inquiries, and helping businesses with their issues, concerns and questions.
- They made 125 referrals to additional resources outside of RochesterWorks!
- They sent out 19,000 newsletters, averaging 1,600 monthly.

John also shared that on October 23rd, working with an HR Representative from Complemar, a representative from Huther Doyle, the Sheriff's Department and Monroe County, they'll be offering a Town Hall business, surrounding the topic of the opioid crisis, to include discussion on strategies and techniques on what employers can look for at the workplace and types of intervention.

St. Paul Career Center Report

Kathy Ziegler reported their programs have been steady and the numbers have been consistent. She also included that Monroe County and RochesterWorks! has been chosen for a federal research study, in which the study looks at people showing up for their assignments; are they mandated to be some place, why do they show up, why do they do what they're assigned to do, etc. This is a 7-month study and will be federally published. RochesterWorks! is hoping this will become a best practice. Feel free to contact Kathy for further information.

Adjournment 9:30AM

**2018 Meeting Schedule
December 18, 2018**

Approved

Peter C. Pecor

Date

Submitted by: Mary McKeown

Reviewed by:

Peter Pecor 10/10/18

Michael DeBole 10/10/2018

Antwan Williams 11/01/2018

Lee Koslow 10/23/2018

Viatta Carter 11/05/18

John Premo 10/24/2018

Kathy Ziegler 10/30/18

RochesterWorks! System

July 1, 2018 – Sept 30, 2018

Operational Expenses

- Salaries and Fringe Benefits are under budget by 77% & 83%.
- Rent is under budget by 90%.
- Building maintenance are under budget by 83%.
- Utilities & Water Usage are under budget by 81%.
- Telephone/Cellular are under budget by 71%.
- Office Supplies are under budget by 60%.
- Printing/Postage are under budget by 69%.
- Equipment are under budget by 49%.
- Training/Prof Development are under budget by 96%.
- Contract services are under budget by 37%.
- **Overall our Operational Expenses are under budget by 76%.**

Provider Payments

- The year-round youth provider payments are under budget.
- FLH Community Colleges are under budget.
- The Summer Youth Employment Program as of September is under budget by 48%.
- **Overall the Provider Payments are under budget by 73%.**

Direct Service Expenses

- Individual Assessment/Training are under budget.
- Business Training Grants are under budget.
- Client Services are under budget.
- Youth Wage Subsidies are under budget by 20%.
- **Overall the Direct Services are under budget by 52%.**

Other Expenses

- Advertising/Outreach is under budget by 92%.

Overall, we are under budget by 69%.

Individual Training Accounts (ITAs) by Provider

- The ITA's by Provider report shows the top three funded schools are Finger Lakes Community College, Monroe Community College and Wayne Finger Lakes BOCES. There are 119 participants in training and the average ITA amount is \$2,802.

RochesterWorks! System
Funds Available Vs. Expenditures/Obligations
 July 1, 2018 - Sept 30, 2018

	Adult	Youth	Dis. Worker	Admin	TAA Training	TANF	FLH	LEAP 2	Other Revenue	TOTAL
Funding Available to Date										
Grant Revenue - WIOA	434,894	315,608	184,626	63,571						998,699.78
Grant Revenue - TANF						1,026,028				1,026,028
Grant Revenue - TAA					41,750					41,750
Grant Revenue - LEAP 2								61,002		61,002
Grant Revenue - FLH							392,625			392,625
Grant Revenue - SP-NEG									1,154	1,154
Grant Revenue - WEP/EAP									197,119	197,119
Other Revenue									54,617	54,617
Total Funding Available to Date	434,894	315,608	184,626	63,571	41,750	1,026,028	392,625	61,002	252,890	2,772,994
EXPENDITURES										
Salaries	216,947	62,777	102,333	46,189		42,285	106,354	35,891	139,629	752,404.33
Fringe Benefits	41,147	9,596	19,765	7,095		7,377	22,608	5,965	46,658	160,211.90
Insurance	0	0	0	0		0	0	0	0	-
Rent	7,554	2,698	4,056	863		2,441	2,119	738	1,096	21,564.01
Building Maintenance	2,257	520	1,277	28		303	571	201	502	5,659.11
Utilities	1,661	315	944	17		211	349	180	177	3,853.76
Water Usage	102	23	61	0		15	31	8	15	255.60
Telephone/Internet	2,000	625	889	352		419	-5,834	71	2,338	860.24
Cellular Phone	854	385	385	56		1,110	8,131	78	282	11,281.36
Office Supp/Pub. & Sub./Software	4,658	1,321	2,719	133		3,002	2,480	692	1,055	16,059.19
Printing/Postage	2,594	641	1,469	197		1,330	725	14	1,102	8,071.18
Equipment	3,822	1,647	2,064	690		1,125	-474	151	1,128	10,152.66
Travel	214	642	123	44		2,285	2,168	134	76	5,685.16
Training/Professional Dev.	381	0	215	0		199	0	0	-	795.00
Meetings/Membership Dues	194	48	100	19		2,030	184	12	643	3,229.94
Contract Services	10,994	3,106	6,542	7,034		52,764	3,496	1,095	5,270	90,300.31
Total RWI Operational Expenses	305,376	91,807	148,753	63,504	0	117,032	144,189	45,229	200,875	1,116,830.31
WIA Youth - In School	-	5,291	-	-	-	-	-	-	-	5,290.93
WIOA Youth - In School WE	-	-	-	-	-	-	-	-	-	-
WIA Youth - Out of School	-	109,528	-	-	-	-	-	-	-	109,527.88
WIOA Youth - Out of School WE	-	(10,833)	-	-	-	-	-	-	-	(10,833.08)
MC Job Readiness Training	-	-	-	-	-	-	-	-	(6,484)	(6,484.33)
NEG RSPD program	-	-	-	-	-	-	-	-	-	-
One Stop System Operator Payments	1,087	277	948	-	-	-	-	-	-	2,311.88
FLH Contracts	-	-	-	-	-	-	27,062	-	-	27,061.53
LEAP2 Contracts	-	-	-	-	-	-	-	13,862	-	13,862.12
Summer Youth Employment Pgrm	-	-	-	-	-	263,011	-	-	0	263,011.33
Provider Payments	1,087	104,263	948	-	-	263,011	27,062	13,862	-6,484	403,748.26
Individual Assessment/Training	108,943	1,034	23,691	35	41,750	71	5,417	71	210	181,221.72
Business Training Grants/Customized	10,803	-	3,000	-	-	-	204,602	-	52,831	271,236.11
Client Services	718	8,856	397	29	-	28,504	255	1,833	255	40,848.42
Wage Subsidies	7,799	109,574	7,741	-	-	617,405	11,048	-	(400)	753,168.88
Direct Service Expenses	128,263	119,465	34,829	64	41,750	645,980	221,322	1,904	52,897	1,246,475.13
Advertising/Outreach	168	73	95	3	-	5	51	6	1,027	1,429.07
Misc	0	-	-	0	-	0	0	-	189	188.99
Monroe County Oversight	0	0	0	-	-	0	-	-	-	-
Other Expenses	168	73	95	3	-	5	51	6	1,216	1,618.06
	434,894	315,608	184,626	63,571.07	41,750	1,026,028	392,624	61,002	248,503.36	2,768,471.76
Balance Remaining	0	0	0	0	(0)	(0)	0	0	4,522	4,522
Obligations										
WIA Youth - In School	-	16,050	-	-	-	-	-	-	-	16,050
WIA Youth - Out of School	-	462,641	-	-	-	-	-	-	-	462,641
WIOA Youth - Out of School WE	-	57,245	-	-	-	-	-	-	-	57,245
Individual Assessment/Training	51,905	4,113	15,387	-	-	-	5,497	-	-	76,902
Business Training Grants/Customized	1,087	-	-	-	-	-	184,302	-	-	185,389
General Obligations	25,591	8,051	14,807	302	-	-	95,333	-	3,621	147,705
Monroe County Oversight	-	0	-	-	-	-	-	-	-	-
Total Obligations	78,583	548,100	30,194	302	-	-	285,132	0	3,621	945,932
Total 18/19 Accrued/Oblig Funds	513,476	863,708	214,820	63,873	41,750	1,026,028	677,757	61,002	252,125	3,714,404.11

RochesterWorks! System

Budget Vs. Actual

July 1, 2018 - Sept 30, 2018

	Actual	Budget	Remaining	%
REVENUE:				
Grant Revenue	998,700	5,726,436	4,727,736	83%
TANF	1,026,028	1,372,003	345,975	25%
FLH	392,625	1,410,283	1,017,658	72%
LEAP 2	61,002	140,000	78,998	0%
TAA	41,750	250,000	208,250	83%
Monroe County Services	197,119	1,175,000	977,881	83%
SP-NEG	1,154	-	(1,154)	0%
Other	54,617	-	(54,617)	0%
	2,772,995	10,073,722	7,300,727	72%
 PROGRAM EXPENSES:				
Direct Services	1,246,475	2,612,620	1,366,145	52%
Service Providers: WIOA & TANF	403,748	1,473,780	1,070,032	73%
Advertising/Outreach	1,618	20,000	18,382	92%
	1,651,841	4,106,400	2,454,559	60%
 RWI Operational Expenses				
Salaries	752,404	3,212,194	2,459,790	77%
Fringe Benefits	160,212	925,112	764,900	83%
Insurance	0	12,746	12,746	100%
Rent	21,564	208,063	186,499	90%
Building Maintenance	5,659	33,818	28,159	83%
Utilities	3,854	20,757	16,903	81%
Water Usage	256	-	(256)	-
Telephone/Internet	860	2,974	2,114	71%
Cellular Phone	11,281	39,047	27,766	71%
Office Supplies/Software	16,059	40,250	24,191	60%
Printing/Postage	8,071	25,919	17,848	69%
Equipment	10,153	20,000	9,847	49%
Travel	5,685	22,702	17,017	75%
Training/Professional Dev.	795	19,150	18,355	96%
Meetings/Membership Dues	3,230	11,259	8,029	71%
Contract Services	90,300	142,969	52,669	37%
Total Operational Expenses	1,116,630	4,736,960	3,620,330	76%
Total Expenses	2,768,472	8,843,360	6,074,888	69%
 Carryover	 4,522	 1,230,362	 1,225,839	

RochesterWorks! System
Individual Training Accounts (ITAs) by Provider
July 1, 2017 - June 30, 2018

Vendor	Participants			Total Participants	Adult	Dislocated Worker	TAA	Youth	Total	%	AVG COST/ PART.
	Adult	DW	TAA								
Finger Lakes Community College	25	1		26	87,850	1,885			89,735	27.9%	3,451
Monroe Community College	1	3	18	22	4,500	7,500	59,563		71,563	22.2%	3,253
Wayne Finger Lakes BOCES	29	1		31	46,028	1,666		1,666	49,360	15.3%	1,592
Genesee Valley BOCES	7		1	8	17,450		1,545		18,995	5.9%	2,374
Finger Lakes Health College	5	2		7	10,719	5,000			15,719	4.9%	2,246
Professional Driving Institute (PDI)	3	1		4	11,000	2,505			13,505	4.2%	3,376
SUNY Buffalo			3	3					11,890	3.7%	3,963
University of Massachusetts Lowell			1	1					9,297	2.9%	9,297
Canandaigua Driving School	2	1		3	6,450	2,325			8,775	2.7%	2,925
Roberts Wesleyan			2	2					8,375	2.6%	4,188
Rochester City School District				3				7,950	9,950	3.1%	3,317
New Horizons			1	1					4,990	1.5%	4,990
Western Governors University			1	1					3,485	1.1%	3,485
Isabella Graham School of Nursing	1			1	2,500				2,500	0.8%	2,500
Project Solvers of America		1		1		1,094			1,094	0.3%	1,094
International Sports Science Assoc.			1	1			1,053		1,053	0.3%	1,053
EPTAC			1	1			995		995	0.3%	995
Recovery Coach University	1			1	595				595	0.2%	595
Hale Tech in Practice	1			1	202				202	0.1%	202
Rochester Institute of Technology			1	1				120	120	0.0%	120
TOTAL	75	10	30	119	187,293	21,975	103,312	9,616	322,196	100.00%	

RochesterWorks! System

Budget Vs. Actual

July 1, 2018 - Sept 30, 2018

WIOA Funding P&L

RWI Operational Expenses	Actual	Budget	Remaining	% Remaining
Salaries	428,246	2,077,992	1,649,746	79%
Fringe Benefits	77,603	598,462	520,859	87%
Insurance	0	6,240	6,240	100%
Rent	15,171	100,289	85,118	85%
Building Maintenance	4,082	15,422	11,340	74%
Utilities	2,936	8,779	5,843	67%
Water Usage	187	-	(187)	0%
Telephone/Internet	3,866	12,284	8,418	69%
Cellular Phone	1,681	5,341	3,660	69%
Office Supplies/Software	8,830	17,136	8,306	48%
Printing/Postage	4,901	9,455	4,554	48%
Equipment	8,223	9,792	1,569	16%
Travel	1,022	4,896	3,874	79%
Training/Professional Dev.	596	4,896	4,300	88%
Meetings/Membership Dues	361	8,000	7,639	95%
Contract Services	27,676	51,000	23,324	46%
Total Operational Expenses	609,440	2,929,984	2,320,544	79%
Provider Payments				
In-School/Out-of-School Youth	103,986	649,000	545,014	84%
One Stop System Operator Payments	2,312	0	-2,312	
Staff Wages Youth Navigator (W.E.)	-	100,467	100,467	100%
Total Provider Payments	106,298	749,467	643,169	86%
Direct Service Expenses				
Individual Assessment/Training	133,703	444,000	310,297	70%
Business Training Grants	13,803	50,000	36,197	72%
Client Services	10,000	46,000	36,000	78%
Wage Subsidies	125,115	310,396	185,281	60%
Total Direct Services	282,621	850,396	567,775	67%
Other Expenditures				
Marketing/Outreach	340	16,000	15,660	98%
Total Other Expenditures	340	16,000	15,660	98%
Total Expenses	998,699	4,545,847	3,547,148	78%

RochesterWorks! System

Budget Vs. Actual

July 1, 2018 - Sept 30, 2018

Finger Lakes Hired P&L

				%
RWI Operational Expenses	Actual	Budget	Remaining	Remaining
Salaries	106,354	437,311	330,957	76%
Fringe Benefits	22,608	125,945	103,337	82%
Rent	2,119	23,049	20,930	91%
Utilities	349	2,318	1,969	85%
Contract Services	3,496	9,941	6,445	65%
Other Operational Expenses	9,263	33,485	24,222	72%
Total Operational Expenses	144,189	632,049	487,860	77%
Provider Payments				
FLH Contracts	27,062	152,100	125,038	82%
Total Provider Payments	27,062	152,100	125,038	82%
Direct Service Expenses				
Individual Assessment/Training	5,417	231,789	226,372	98%
Business Training Grants	204,602	385,083	180,481	47%
Client Services	306	9,262	8,956	97%
FLH Wage Subsidies	11,048	0	(11,048)	0%
Total Direct Services	221,373	626,134	404,761	65%
Total Expenses	392,624	1,410,283	1,017,659	72%

RochesterWorks! System Budget Vs. Actual

July 1, 2018 - Sept 30, 2018

TANF/ Summer Youth Employment Program 2018

RWI Operational Expenses	Actual	Budget	Remaining	% Remaining
Salaries	42,285	88,362	46,077	52%
Fringe Benefits	7,377	25,448	18,071	71%
Rent	2,441	9,162	6,721	73%
Contract Services	52,764	70,000	17,236	25%
Other Operational Expenses	12,165	14,045	1,880	13%
Total Operational Expenses	<u>117,032</u>	<u>207,017</u>	<u>89,985</u>	43%
Provider Payments				
Summer Youth Employment Program	263,011	503,755	240,744	48%
Total Provider Payments	<u>263,011</u>	<u>503,755</u>	<u>240,744</u>	48%
TANF Wage Subsidies	617,405	628,731	11,326	2%
Total Direct Services	<u>617,405</u>	<u>628,731</u>	<u>11,326</u>	2%
Client Services/Assessments	<u>28,580</u>	<u>32,500</u>	<u>3,920</u>	12%
Other Expenses	<u>28,580</u>	<u>32,500</u>	<u>3,920</u>	12%
Total Expenses	<u>1,026,028</u>	<u>1,372,003</u>	<u>345,975</u>	25%

RochesterWorks! System

Budget Vs. Actual

July 1, 2018 - Sept 30, 2018

LEAP 2 P&L

				%
RWI Operational Expenses	Actual	Budget	Remaining	Remaining
Salaries	35,891	52,596	16,705	32%
Fringe Benefits	5,965	15,148	9,183	61%
Rent	738	4,120	3,382	82%
Contract Services	1,095	6,028	4,933	82%
Other Operational Expenses	1,540	7,691	6,151	80%
Total Operational Expenses	45,229	85,583	40,354	47%
Provider Payments				
LEAP 2 Contracts	13,862	29,558	15,696	0%
Total Provider Payments	13,862	29,558	15,696	0%
Direct Service Expenses				
Client Services	1,910	24,859	22,949	92%
Total Direct Services	1,910	24,859	22,949	92%
Total Expenses	61,001	140,000	78,999	56%