

PARTNER WORK

The Workforce Development Board for the Pittsburgh Area

Partner4Work

Executive Committee

8:30-10 a.m. June 16, 2023

Via Zoom: <https://us02web.zoom.us/j/81409696155?pwd=VjlaZjdQTS9weHdDNWh4ZDlwQzhtQT09>

1. **Welcome and roll call**

David Malone, Chair

2. **General Business – Consent Agenda**

ACTION:

- **Accept** Minutes from March 24, 2023, meeting
- **Accept** Minutes from the May 15, 2023, Executive Session
- **Acknowledge** the e-vote on May 16, 2023, to select Maher Duessel for auditing services
- **Accept** all funds since the last Executive Committee meeting
 - \$25,000 from the Taco Bell Foundation to support Learn & Earn
 - \$1 million from the Hillman Foundation to support various P4W programs and initiatives
 - \$260,000 from Labor & Industry to support nursing apprenticeship

- **Approve** contracts

Learn & Earn

Garfield Jubilee Association	\$84,300
Phase 4 Learning Center, Inc - Corp	\$185,386
Auberle	\$252,900
Goodwill of Southwestern PA	\$393,400
Bloomfield-Garfield Corporation	\$252,900
Brookline Teen Outreach	\$56,200
CISPAC	\$112,400
Dynamic Workforce Solutions	\$112,400
Jewish Family & Community Services	\$112,400
Main ST	\$56,200
Latino Community Center	\$56,200
Legacy Arts Project	\$126,450
Equus Workforce Solutions	\$154,550
Boys & Girls Club of Western PA	\$196,700
The Center that CARES	\$98,350
Community Empowerment Association	\$84,300
Homewood Children's Village	\$337,200
Neighborhood Learning Alliance	\$281,000
Pittsburgh Public Schools	\$70,250
Student Conservation Association	\$140,500
Youth Enrichment Services	\$281,000

Youth Services/ Software Development

Homewood Children's Village \$49,200

Transportation Industry Partnership

Rosedale Technical College \$42,000

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Technology Industry Partnership

Washington Technology Industry Association \$40,000

Manufacturing Industry Partnership

Steelworkers Charitable & Educational Organization \$175,000

Keystone Research Center \$25,000

Industry Partnerships

Keep it Simple \$80,000

Keep the Change Consulting \$30,000

Clean Energy

Dynamic Workforce Solutions \$15,000

Early Childhood Education

Community College of Allegheny County \$1,866

CareerLink Simulation

Reentry Jewel LLC \$20,000

EARN and WorkReady addenda

Travelers Aid Society of Pittsburgh \$80,000

Title I Adult and Dislocated Worker Services

Dynamic Workforce Solutions \$2,800,000

One-Stop Operator

Equus Workforce Solutions \$599,618

Dislocated Worker

Jewish Family and Community Services \$120,000

WIOA Adult

Goodwill of Southwestern PA \$350,000

Industry Recognized Training Programs

Pittsburgh A. Philip Randolph Institute \$125,350

Swanco, Inc. dba All-State Career School \$150,000

Builders Guild of Western PA \$256,080

Community Kitchen Pittsburgh \$100,000

FortyX80, Inc. \$150,000

Per Scholas, Inc. \$100,000

Tech Elevator, Inc. \$100,750

UPMC Center for High-Value Health Care \$305,500

EARN

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DB Grant Associates, Inc.	\$1,700,000
Educational Data Systems, Inc.	\$1,500,000
Goodwill of Southwestern PA	\$550,000
Literacy Pittsburgh	\$40,000
Travelers Aid Society	\$385,000

WorkReady

DB Grant Associates, Inc.	\$400,000
Educational Data Systems, Inc.	\$735,582
Goodwill of Southwestern PA	\$150,000
Literacy Pittsburgh	\$40,000
Travelers Aid Society	\$135,000

WIOA Youth

Auberle	\$640,000
Goodwill of Southwestern PA	\$276,000
Phase 4 Learning Center, Inc.	\$1,700,000
Pittsburgh Public Schools	\$184,000
Trade Institute of Pittsburgh	\$400,000

TANF Youth

Boys & Girls Club of Southwestern PA	\$150,000
Bloomfield-Garfield Corporation	\$169,000
Community Empowerment Association, Inc.	\$80,000
City Charter High School	\$62,000
Crossroads Foundation	\$80,000
Human Services Center Mon Valley	\$544,000
Jewish Family & Community Services	\$80,000
Latino Community Center	\$80,000
Neighborhood Learning Alliance	\$250,000
Assemble, Inc.	\$60,000
Three Rivers Youth	\$75,000
Youth Enrichment Services	\$270,000

3. Committee/Staff Reports

- **Audit and Finance** *Steve Massaro, Treasurer, and Kristin Kramer, CFO*
 - *FY24 Budget and Dashboard report*
ACTION: *Recommend the Full Board accept the FY24 Budget as presented*
- **Youth Advisory and Learn & Earn** *Debra Caplan, Chair*

4. CEO's report

Robert Cherry

5. Other Business

6. Open Forum and Public Comment

Speakers are limited to three (3) minutes

7. Adjournment

Minutes from March 24, 2023
Via Zoom

Attending: Caplan, Dalton, Ellsworth, Kelly, Malone, Massaro, Wheatley
Staff: Cherry, Kramer, Pajewski, Puskar, Wesley

Vice Chair Ellsworth called the meeting to order at 1:06 p.m. and announced a quorum present.

Consent Agenda

- **Approve** minutes from December 2, 2022
- **Acknowledge** electronic vote taken Feb. 15, 2023, to approve Learn & Earn provider contracts
- **Accept** all funds since the last Executive Committee meeting
 - Apprenticeship Building America, \$183,333
 - Nursing Pathway Apprenticeship, \$260,000
 - PA Smart Financial Services, \$250,000
 - PA Smart Manufacturing, \$250,000

Learn & Earn Application Support Centers

- Auberle \$8,000
- Goodwill of Southwest PA \$8,000
- Bloomfield Garfield Corporation \$8,000
- Boys & Girls Club of SWPA \$8,000
- Carnegie Library of Pittsburgh \$8,000
- Focus on Renewal \$8,000
- Phase 4 Learning Center \$8,000
- Youth Enrichment Services \$8,000

Learn & Earn Corporate

- Phase 4 Learning Center, Inc. \$185,386

Learn & Earn

- Launchpad Careers, Inc. \$21,154

Bankworks

- Energy Innovation Center \$398,143

Early Childhood Education

- Trying Together \$49,406

Business Education Partnership

- Pittsburgh Public Schools \$6,000

National Fund for Workforce Solutions

- The Care Based Leadership Collaborative \$40,000
- EnterChange Group LLC \$20,000

Addenda

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• LMI Reporting Database Economic Modeling, LLC dba Lightcast		\$2,125
• TANF Youth Year-round	Auberle	\$22,000
• EARN	Travelers Aid Society of Pittsburgh	\$150,000
• WIOA Youth Year-round	Auberle	\$105,838
• TANF Youth Year-round	Youth Enrichment Services, Inc.	\$109,360
• Healthcare IP	Dynamic Workforce Solutions	\$135,000
• Title 1	Dynamic Workforce Solutions	\$50,000
• Early Childhood Education	Trying Together	-\$28,790
• Near CompleterD B Grant Associates		-\$54,515

On a motion by Deb Caplan, second by Jake Wheatley, the committee approved the consent agenda. There were no objections or abstentions.

Committee Reports

Audit and Finance

Steve Massaro, Treasurer, and Kristin Kramer, CFO

Mr. Massaro and Ms. Kramer reviewed the dashboard report, Form 990s, and draft audit.

On a motion by Darrin Kelly, second by Laura Ellsworth, the Form 990 submission was approved. There were no objections or abstentions.

On a motion by Steve Massaro, second by Darrin Kelly, the audits for TRWIB, Inc., and RWC were approved. There were no objections or abstentions.

On a motion by Laura Ellsworth, second by Steve Massaro, the Executive Committee transferred as much as \$500,000 from county dislocated worker 2021 to county adult 2021; as much as \$150,000 from county dislocated worker 2022 to county adult 2022; as much as \$250,000 city dislocated worker to city adult 2021 and as much as \$325,000 city dislocated worker 2022 to city adult 2022. There were no objections or abstentions.

Learn & Earn and Governance

Debra Caplan, Chair

Ms. Caplan reported:

- The goal for Learn & Earn 2023 is to place 1,500 young people into positions across the city and county.
- Applications opened March 10 and more than 600 applications have been received.
- County Executive Fitzgerald, Mayor Gainey, Partner4Work and leaders from PPS held a joint press conference at Perry High School to announce the open application period and to demonstrate the importance of the program to help young people learn to work and to encourage business leaders to help develop their future workers. Rob also discussed the program benefits live on KDKA radio on Wednesday.
- A multi-year MOU is being negotiated with the County and City.

Governance

- Potential WIOA Adult/Dislocated Worker and WIOA and TANF Youth providers the Governance Committee discussed one real and two perceived conflicts of interest with potential contractors. The Committee noted those conflicts and vote abstentions, when appropriate, will be noted for the record.

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- A Program Optimization Committee, which replaces the former service delivery committee dissolved in late 2019 or early 2020, will lead the strategic direction of the one-stop and our programs serving adults with barriers to employment. Cat McLaughlin has agreed to chair this committee and will help assemble the membership to include board and non-board members.
- Three members have been added to the Board: Chief of Staff Wheatley, Josh Stewart from PNC and Terry Huey from OVR who replaces Marci Katona.
- Josh Pollard of Omicello resigned due to professional and personal obligations.

WIOA Adult and Youth and TANF Youth contracts; one-stop operator

P4W issued three Requests for proposals for as much as \$8.6 million in funding to organizations that provide adult and youth services.

The funding opportunities released include:

- As much as \$2.8 million for WIOA Title I Adult and Dislocated Worker services through the PA CareerLink one-stop career system in Allegheny County and the City of Pittsburgh.
- As much as \$600,000 for one-stop operator services at PA CareerLink.
- As much as \$5.2 million for Youth (WIOA and TANF) programs serving in-school (ages 14-24) and out-of-school youth (16-24).
- The base contract year for adult and youth programs is July 1, 2023, through June 30, 2024, with three subsequent option years. The operator is one base year with two option years.

About 15,000 people are served annually with the federal funds.

A bidders' conference was held in January to answer any questions regarding the RFP, funding, scoring, or outcomes. Proposals were due January 17.

P4W received 24 proposals for WIOA and TANF youth funds; three proposals for WIOA Adult and Dislocated Worker services; and two proposals for the one-stop operator services.

Scoring teams of staff, board members, and other stakeholders ranked proposals; and select finalists were interviewed and/or site visits were made.

Based on this process, P4W made the following contract recommendations:

WIOA Youth

Auberle	\$600,00
Dynamic and Assoc (PA CareerLink)	\$300,000
Goodwill	\$275,000
Human Services Center Mon Valley	\$75,000
Phase4	\$1,565,000
PPS	\$185,000
Trade Institute of Pittsburgh	\$500,000
TOTAL	\$3,500,000

TANF Youth

Assemble	\$56,000
Auberle	\$150,000
Bloomfield Garfield Corp.	\$169,000
Boys and Girls Club	\$100,000
City Charter	\$60,000
Community Empowerment Association	\$80,000

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Crossroads	\$80,000
Human Services Center Mon Valley	\$500,000
Jewish Family and Community Services	\$80,000
Latino Community Center	\$80,000
Neighborhood Learning Alliance	\$300,000
Three Rivers Youth	\$75,000
Youth Enrichment Services	\$270,000
TOTAL	\$2,000,000

Six of the recommended providers will be new providers in our youth portfolio. The new providers are the Trade Institute, Assemble, Boys and Girls Club, Crossroads, Latino Community Center, and Three Rivers Youth. Crossroads is a Homewood provider that provides education and workforce services for youth in grades 8 through 12. Issuance of contracts for youth services is subject to successful contract negotiations.

On a motion by Laura Ellsworth, second by Jake Wheatley, the Executive Committee forwarded the slate of contract recommendations to the Full Board for approval. There were no objections or abstentions.

WIOA Adult/Dislocated Worker and One-Stop Operator

Partner4Work recommends Dynamic Workforce Solutions for a primary contract award of \$2.8M.

Partner4Work recommends negotiating a smaller-scale WIOA career services contract with Goodwill of SWPA. Partner4Work recommends developing a WIOA career services contract with Goodwill, supported by Adult and Dislocated Worker funding, to serve approximately 100 participants at a cost of approximately \$300,000 annually. Issuance of a contract for WIOA services to Goodwill would be subject to successful contract negotiations.

Partner4Work recommends Equus Workforce Solutions for a contract award of \$599,618.37. Equus is the current one-stop operator within the CareerLink system. Issuance of a contract for one-stop operator services is subject to successful contract negotiations.

On a motion by Deb Caplan, second by Steve Massaro, the Executive Committee forwarded the slate of contract recommendations to the Full Board for approval. There were no objections or abstentions.

CEO's report

Robert Cherry

Mr. Cherry's reported on the following:

- The development of a strategic plan dashboard.
- Steps to engage consultants to support strategic communications.
- A successful partnership between P4W and Burgatory to support a talent recruitment and retention strategy.
- P4W will become a more central figure in supporting apprenticeships in Allegheny County across 5 key industries: construction, technology, healthcare, financial services, and manufacturing. This work will include developing a local apprenticeship plan that includes target occupations, recruitment plans, and funding plans; supporting the registration of new RAs and Pre-RAs; and expanding existing programs, especially in technology and construction.
- Nursing Pathways, P4W will lead a local coalition of healthcare partners in developing and expanding the use of apprenticeships for nursing and nursing-related fields, including CNA, LPN, and potentially RNs. This project is in partnership with UPMC, AHN, BAYADA, Center for Healthcare Solutions, and other local training providers.

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- Financial Services IP funding will support continued delivery of BankWork\$ training and the development of new youth career exposure activities in the financial sector, including utilizing an app designed by Homewood Children's Village to provide initial insight into available careers in the industry and pathways to getting those careers.
- Ike Gittlen was instrumental in supporting our Manufacturing IP proposal. This funding will support a training program in conjunction with US Steelworkers.
- P4W recently submitted a two-year \$1 million proposal to Hillman to fund our efforts around communications and job center enhancements. We've been invited to submit proposals to JP Morgan Chase, Bank of America, and the Taco Bell Foundation.
- UPMC Center for High Value Health Care approached P4W to build a plan to recruit and retain direct support professionals. UPMC has set aside \$1 million for P4W to build this pathway. The initial plan focuses on job quality and planned turnover strategy to staff high-demand occupations and improve the job quality of entry level direct service roles (e.g. Home Health Aides). It is likely that an RFI/RFP will be released in the summer.
- P4W met with the Allegheny County Health Department, a representative of Federally Qualified Healthcare Centers in the region, and the Pitt Dental School to discuss the challenges facing the dental industries in recruiting and retaining dental assistants and dental hygienists.
- The University of Pittsburgh has registered a dental assistant apprenticeship, but has not been able to fully enroll in the program given funding limitations and employer buy-in. The group discussed working on a collective plan for solving the skilled talent shortage and creating career paths with limited student debt for individuals to become dental hygienists.
- Darrin Kelly and Mr. Cherry served on Gov. Shapiro's transition team on workforce development.
- Chairman Malone and I met with Akbar Hossain, Secretary of Policy and Planning, to forward recommendations around removing unnecessary policy barriers program enrollment, developing a strategy for connecting youth and young adults to registered apprenticeships and pre-apprenticeships, granting local areas access to data including wage and new-hire records, and improved coordination among state agencies and other workforce development partners.

There was no new business from the Committee members. There were no public comments.

On a motion by Deb Caplan, seconded by Steve Massaro, the Committee adjourned at 2:26 p.m. There were no objections or abstentions.



**Minutes from May 15, 2023
Via Zoom**

Attending: Caplan, Dalton, Ellsworth, Kelly, Massaro, Malone
Staff: Cherry, Pajewski

Chairman Malone opened the meeting at 8 a.m. and announced a quorum present. The session was closed to discuss a legally protected matter.

The session reopened at 8:43 a.m. There was no public comment, and no action was taken.

The meeting adjourned at 8:44.

MEMORANDUM

TO: Partner4Work Finance Committee
FROM: Kristin Kramer
DATE: June 9, 2022
RE: FY23-24 Budget

I have enclosed the proposed FY23-24 Partner4Work budget. The following represents a more detailed narrative surrounding the FY23-24 Budget Analysis.

Income:

● Public Funds/Government Grants

- The proposed FY23-24 budget shows a \$4.0M increase which is depicted by the following:
 - WIOA Allocations - The WIOA cluster (Youth, Dislocated Worker, & Adult) overall has increased by \$85K. However, shifts have occurred within the cluster. Youth is projecting a \$400K increase, adult a \$170K increase, while dislocated worker is showing a decrease of \$484K. The current trend has been less dislocated workers compared to adults being served, even though the dislocated worker funding stream received the largest increase of funding this year. The overall funding for WIOA has increased 3.72% from the prior year.
 - TANF –We separated the TANF funds this year into youth and adult. Youth is increasing by \$460K and adult by \$185K. We are planning on a carry forward waiver from the State for the PY 21 TANF youth funds. TANF Adult increase is due an increase in transportation assistance to clients and it is reflected in the budget. This funding has been consistent year to year.
 - Priority Populations – has increased \$525K. This increase is related to additional funding projected for the upcoming year from the State and our awarded DOJ grant. In the previous fiscal year, we only had the MUS Pathways home grant.
 - Sector Strategies – has increased \$2.7M from the prior year. Sector Strategies is comprised of a variety of funding. This is the area our new Policy & Research team falls under. With our priorities pointing towards labor market research and industry partnerships, we have secured additional PA Smart money for areas in Healthcare, Manufacturing, and Financial to name a few and new foundation support. We have also received new funding for clean energy, build back better and apprenticeship building America. This division is stronger and more robust than in previous years.
 - Learn & Earn – This program remains consistent from the prior year.

Foundation and Private Fund Breakdown \$820K, which is an increase of \$614K

- Learn & Earn corporate contributions - \$100K
- JP Morgan Chase - \$125K
- The Pittsburgh Foundation - \$100K
- Taco Bell - \$25K
- Bank Works Private Contributions - \$50K
- Hillman Foundation - \$500K

The increase from the previous year is primarily related to the Hillman Foundation Grant of \$500K.

Expenses:

- **Direct Program Expense**

- The direct program expenditures have increased significantly this year by \$3.5M. This year we procured our Youth, Title I and operator services, which have added to the increase for direct program expenditures. Additional, sector strategies projected growth is the other component to our increase in direct program expenditures.
- WIOA Youth has a \$500K increase and TANF Youth has a \$258K increase. We have offered WIOA youth funding to Title I, which we have not done in the past to help bridge youth into the one stop locations. With the procurement this year we have 1 new provider under WIOA youth and 4 new providers under TANF youth.
- WIOA adult increased \$131K from prior year, offset by dislocated worker, which has a decrease of \$540K. These direct program expenses are in line with the trends for adult and dislocated worker. As mentioned above, we are serving less dislocated workers than in past years.
- TANF Adult is projecting consistent with prior year and has minimal changes to direct program expenses.
- Priority Populations (formerly ex-offenders) have increased \$451K in direct program expenses. These additional direct services are related to the DOJ and State funding.
- Sector strategies hold the lion's share of increase, which equate to \$2.3M. This is related directly to the additional secured funding.

- **Salaries, Wages and Benefits**

- We are budgeting a \$297K increase in this area for two reasons.
 - A 3% increase built into the salary – annual increases for staff.
 - Over the past year, we have removed 8 positions and added 9 new positions. These correspond to our organization structure and the need throughout the organization including support for the additional direct expenses.
 - Specifically looking at management & general expenses, salaries have decreased \$87K due to our separation and consolidation of positions and our intentional reorganization.

- **Communications**

- The increase of \$184K in communications is primarily related to the strategic plan initiatives. The majority of this expenditure will be covered by the Hillman Foundation grant. There is a small increase for digital support for social media scheduling tools, which will go into management & general costs. We also have \$20K budgeted for updating our current webpage through Wahila Creative.

- **Contractor**

- This expense increased by \$65K. Under M&G this has increased \$105K, we had additional culture planning and graphic design services budgeted for \$35K that we did not have in previous years. We also had a small increase for IT consulting. Additionally, we have budgeted consulting services for fund development of \$87K. The M&G increase is offset by a small decrease under the programs.

- **Information Technology Services**

- We have an increase of \$89K for information technology services. Over the past year, IT prices have increased all around. We have increased our technology based on past trends, which is about a \$40K increase. The other \$50K is budgeted for Sector Connect and will be paid for with youth funding.

- **Materials & Supplies**

- Materials & Supplies increased \$12,000. This was budgeted based on trend. We recognize that materials and supplies have increased in price over the past several years.

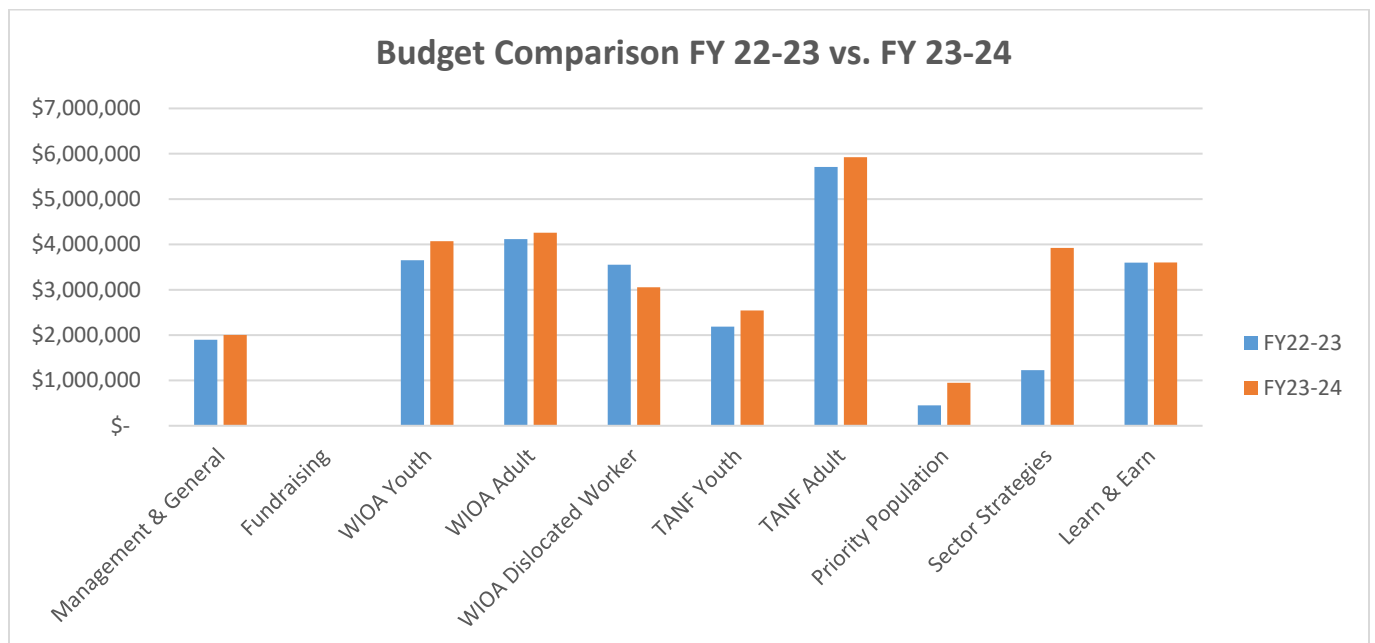
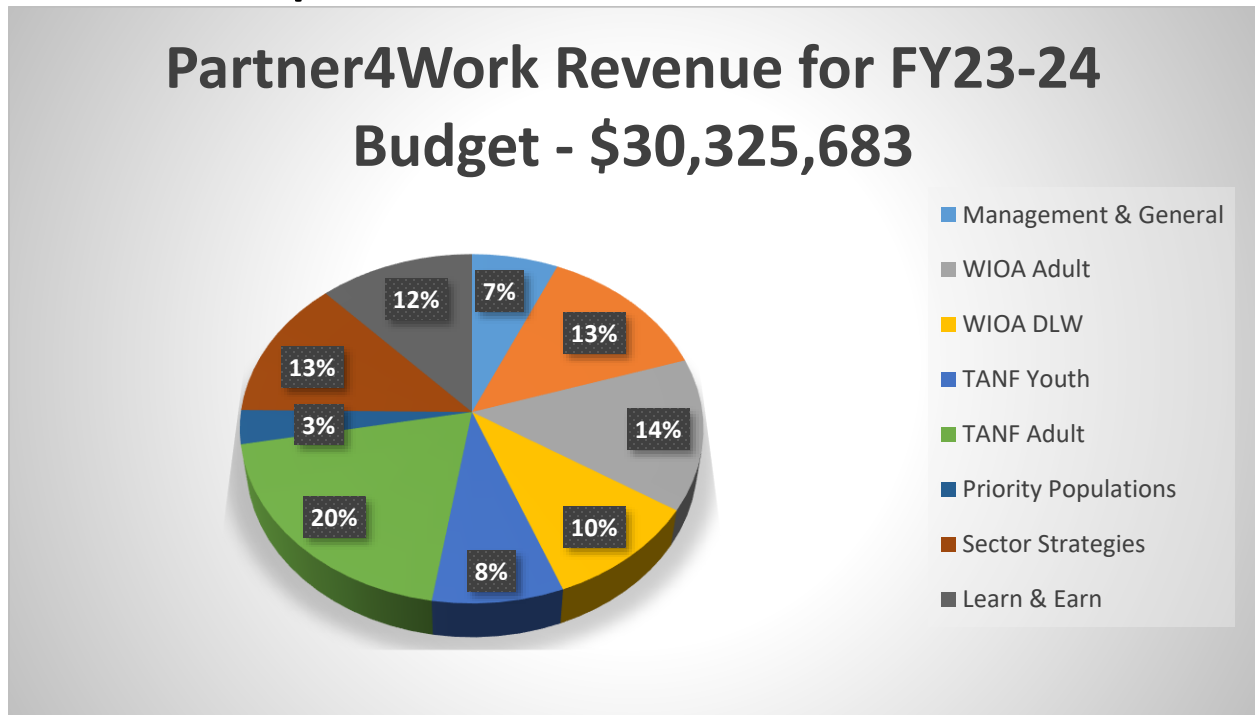
- **Memberships**

- This expense increased \$25K. There are 2 reasons for this increase. First PWDA and Allegheny Conference have increased their membership fees \$10K and \$1.5K, respectively. Secondly, we added a new membership for Vistage for \$20K. We did have an offset to these increases by the reduction of MUS membership by \$10K, as we did not renew our membership with MUS.

- **Travel & Conference**

- With our increase in staffing over the last several years, we want to be able to offer training and conferences to more staff. We are using this as a tool to help mitigate turnover and retain good talent.

Charts & Graphs



**Partner4Work
Statement of Activities
FY23-24 BUDGET**

	Reimbursement Contracts							Restricted Grants			Total Program (Unrestricted)	Total Unrestricted	Temporarily Restricted	TOTAL
	Management & General	Fundraising	WIOA Youth	WIOA Adult	WIOA DLW	TANF Youth	TANF Adult	Priority Populations	Sector Strategies/IP's	Learn & Earn				
	(Unrestricted)	(Unrestricted)	(Program)	(Program)	(Program)	(Program)	(Program)	(Program)	(Program)	(Program)				
Ordinary Income/Expense														
Income														
4000 · Public Funds/Government Grants	0		4,313,538	4,718,089	3,376,725	3,272,694	6,069,634	1,059,235	3,169,984	2,710,000	28,689,899	28,689,899	755,000	29,444,899
4200 · Foundation & Private Contrib	0			0	0			0	550,000	270,000	820,000	820,000		820,000
4300 · Interest	5,000			0	0	0		0	0	0	0	5,000		5,000
4400 · Inter-Fund Transfer	0			0	0	(450,000)		0	0	450,000	0	0		0
4710 · Other Income	1,000			0	0	0		0	0	0	0	1,000		1,000
4800 · Assets Released frm Restriction					0			0	392,000	419,000	811,000	811,000	(811,000)	0
Total Income	6,000	0	4,313,538	4,718,089	3,376,725	2,822,694	6,069,634	1,059,235	4,111,984	3,849,000	30,320,899	30,326,899	(56,000)	30,270,899
Expense														
5000 · Direct Program Expenses	0		3,499,408	3,637,920	2,464,079	1,999,431	5,059,668	613,063	2,835,571	3,096,770	23,205,910	23,205,910	0	23,205,910
5200 · Salary, Wages, and Benefits	1,163,727	0	501,621	545,068	517,333	457,166	330,776	302,712	825,286	410,726	3,890,686	5,054,413	0	5,054,413
5350 · Communication	61,500		0	7,500	7,500	7,500		2,500	160,000	11,000	203,500	265,000	0	265,000
6000 · Contracted Service	209,288		10,000	10,000	10,000			0	18,000		528,000	737,288	0	737,288
5750 · Depreciation Expense	22,600			0	0	0		0	0	0	0	22,600	0	22,600
5700 · Equipment Expense	38,000		0	5,000	5,000	5,000		1,000	2,500	0	23,500	61,500	0	61,500
5500 · Fiscal	51,800		0	0	0	0		6,000	0	0	6,000	57,800	0	57,800
5600 · Insurance	20,000		0	0	0	0		0	0	0	0	20,000	0	20,000
6400 · Information Technical Service	109,606		2,000	2,000	2,000	27,000		2,000	0	54,000	91,000	200,606	0	200,606
6100 · Legal Expense	25,729		2,000	1,000	1,000	1,000		0	1,100	1,500	8,600	34,329	0	34,329
5800 · Materials / Supplies	30,000		2,500	5,000	5,000	5,000		2,500	2,500	2,000	29,500	59,500	0	59,500
5930 · Meeting Expense	15,000		10,000	5,000	5,000	5,000		2,500	5,000	2,000	39,500	54,500	0	54,500
6300 · Memberships	55,000		0	0	0	5,000		0	0	0	5,000	60,000	0	60,000
5350 · Postage / Messenger	1,000		0	0	0	0		0	0	0	0	1,000	0	1,000
5360 · Publications	1,500		0	0	0	0		0	0	0	0	1,500	0	1,500
5400 · Rent	112,758		21,807	23,695	22,490	19,874	14,380	13,160	35,877	17,855	169,138	281,896	0	281,896
6319 · Staff Administration	26,600		650	1,300	1,300	650		0	0	0	3,900	30,500	0	30,500
5320 · Telephone	28,500		0	0	0	0		0	0	0	0	28,500	0	28,500
5900 · Travel & Conference	28,000		21,375	14,438	14,438	8,750	8,750	9,000	37,750	5,000	119,500	147,500	0	147,500
6999 · Distributed Costs	(1,995,824)		242,177	460,168	321,586	281,324	144,560	110,800	188,400	248,149	1,997,164	1,340	0	1,340
Total Expense	4,784	0	4,313,538	4,718,089	3,376,725	2,822,694	6,069,634	1,059,235	4,111,984	3,849,000	30,320,898	30,325,683	0	30,325,683
Net Ordinary Income	1,216	0	0	0	0	(0)	0	(0)	0	0	1	1,217	(56,000)	(54,783)
Net Income	1,216	0	0	0	0	(0)	0	(0)	0	0	1	1,217	(56,000)	(54,783)

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Statement of Activities Comparison
FY22-23 vs FY23-24 Budget

	BUDGET		
	FY 22-23	FY 23-24	Change
Management & General	\$ 6,000	\$ 4,784	\$ (1,216)
Fundraising	\$ 14,875	\$ -	\$ (14,875)
National Dislocated Worker	\$ -	\$ -	\$ -
WIOA Youth	3,914,527	\$ 4,313,538	\$ 399,011
WIOA Adult	4,547,613	4,718,089	\$ 170,476
WIOA Dislocated Worker	\$ 3,860,493	\$ 3,376,725	\$ (483,768)
TANF Youth	\$ 2,362,600	\$ 2,822,694	\$ 460,094
TANF Adult	\$ 5,884,650	\$ 6,069,634	\$ 184,984
Priority Populations	\$ 531,381	\$ 1,059,235	\$ 527,854
Sector Strategies IP's	\$ 1,380,000	\$ 4,111,984	\$ 2,731,983
Learn & Earn	\$ 3,884,000	\$ 3,849,000	\$ (35,000)
Total	<u>\$ 26,386,139</u>	<u>\$ 30,325,683</u>	<u>\$ 3,939,543</u>

Partner4Work
Statement of Activities Comparison
FY22-23 vs FY23-24 Budget

Ordinary Income/Expense	BUDGET FY22-23	BUDGET FY23-24	Change
Income			
4000 · Public Funds/Government Grants	24,800,613	28,689,899	3,889,286
4200 · Foundation & Private Contrib	206,000	820,000	614,000
4300 · Interest	5,000	5,000	-
4400 · Inter-Fund Transfer	-	-	-
4710 · Other Income	1,000	1,000	-
4800 · Assets Released frm Restriction	1,374,050	811,000	(563,050)
Total Income	26,386,663	30,326,899	3,940,236
Expense			
5000 · Direct Program Expenses	20,050,684	23,205,910	3,155,226
5200 · Salary, Wages, and Benefits	4,750,900	5,054,413	303,513
5350 · Communication	80,500	265,000	184,500
6000 · Contracted Service	671,400	737,288	65,888
5750 · Depreciation Expense	23,250	22,600	(650)
5700 · Equipment Expense	67,500	61,500	(6,000)
5500 · Fiscal	59,500	57,800	(1,700)
5600 · Insurance	20,000	20,000	-
6400 · Information Technical Service	111,500	200,606	89,106
6100 · Legal Expense	36,729	34,329	(2,400)
5800 · Materials / Supplies	47,000	59,500	12,500
5930 · Meeting Expense	49,500	54,500	5,000
6300 · Memberships	35,000	60,000	25,000
5350 · Postage / Messenger	1,000	1,000	-
5360 · Publications	1,500	1,500	-
5400 · Rent	276,675	281,896	5,221
6319 · Staff Administration	23,900	30,500	6,600
5320 · Telephone	28,500	28,500	-
5900 · Travel & Conference	66,500	147,500	81,000
6999 · Distributed Costs	0	1,340	1,340
Total Expense	26,401,538	30,325,683	3,924,145
Net Income	(14,875)	1,217	

Partner4Work
Management & General Budget
FY22-23 vs FY23-24 Budget

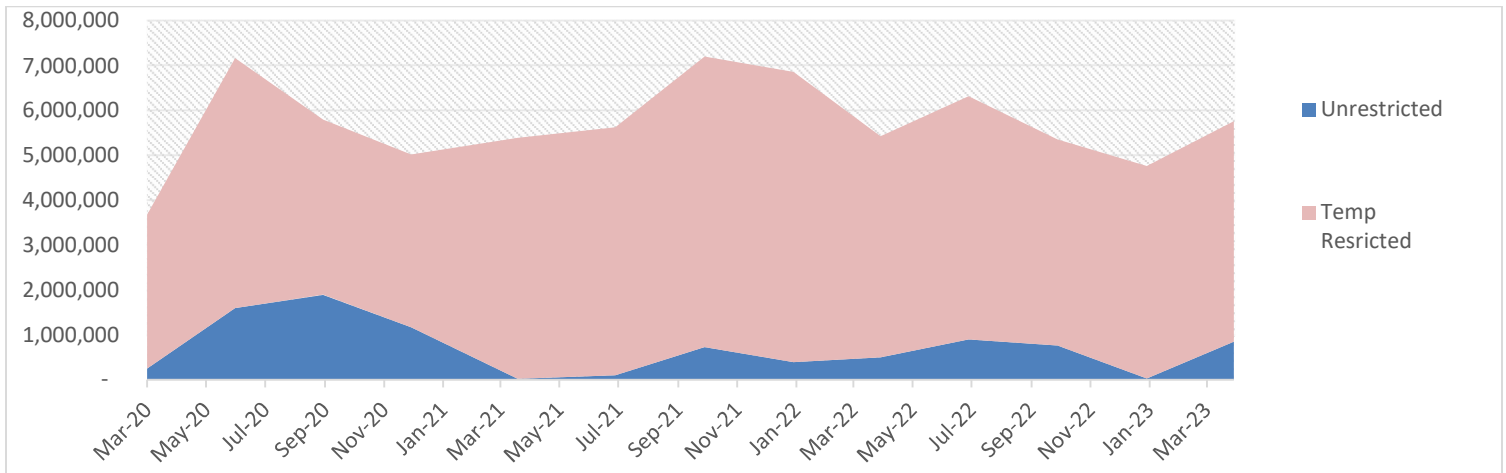
Ordinary Income/Expense

		FY22-23	FY23-24	Variance
Income				
	4000 · Public Funds/Government Grants			
	4200 · Foundation & Private Contrib			
	4300 · Interest	5,000	5,000	0
	4400 · Inter-Fund Transfer			
	4710 · Other Income	1,000	1,000	0
	4800 · Assets Released frm Restriction			
	Total Income	6,000	6,000	0
Gross Profit		6,000	6,000	0
Expense				
	5000 · Direct Program Expenses			
	5200 · Salary, Wages, and Benefits	1,250,774	1,163,726	(87,048)
	5350 · Communication	40,500	61,500	21,000
	6000 · Contracted Service	103,600	209,288	105,688
	5750 · Depreciation Expense	23,250	22,600	(650)
	5700 · Equipment Expense	44,000	38,000	(6,000)
	5500 · Fiscal	59,500	51,800	(7,700)
	5600 · Insurance	20,000	20,000	0
	6400 · Information Technical Service	79,500	109,606	30,106
	6100 · Legal Expense	25,729	25,729	0
	5800 · Materials / Supplies	22,500	30,000	7,500
	5930 · Meeting Expense	15,000	15,000	0
	6300 · Memberships	35,000	55,000	20,000
	5350 · Postage / Messenger	1,000	1,000	0
	5360 · Publications	1,500	1,500	0
	5400 · Rent	110,670	112,758	2,088
	6319 · Staff Administration	20,000	26,600	6,600
	5320 · Telephone	28,500	28,500	0
	5900 · Travel & Conference	22,000	28,000	6,000
	6999 · Distributed Costs	(1,897,023)	(1,995,824)	(98,801)
	Total Expense	6,000	4,784	(1,216)
Net Ordinary Income		\$ 0	\$ 1,216	\$ 1,216
		0	1,216	1,216

March 31, 2023

Dashboard Report

Cash Flow Unrestricted and Temp Restricted Funds



Current Assets, Liabilities & Equity

Cash:

Temp Restricted \$4,911,803

Unrestricted \$851,284

Total Cash \$5,763,087

Line of Credit *secured by Money Market*

\$0 of \$500,000

Other Current Assets

Assets

Prepaid Expenses \$10,587

Prepaid Insurance \$5,684

Security Deposit \$6,067

Fixed Assets Net of Depreciation \$111,985

Liabilities

A/P \$3,444,561 (\$3,079,898 due to subrecipients)

PA Unclaimed Property \$0

Accrued Vacation \$82,529

Deferred Rent \$22,425

A/R Clean Up \$128,927

Equity

Unrestricted Net Assets \$852,648

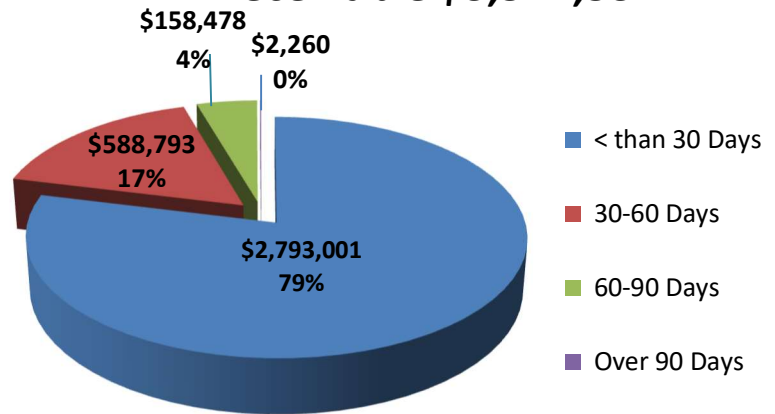
Temp Restricted Net Assets \$7,618,082**

Net Income (\$2,712,192)

**Career Link \$57,701; M&G \$2,733; Sector Strat. \$1,021,141; Adult TANF \$3,509,731; L&E \$3,026,776

This is reflective of activity through 7/1/2022

Partner4Work Accounts Receivable \$3,542,531

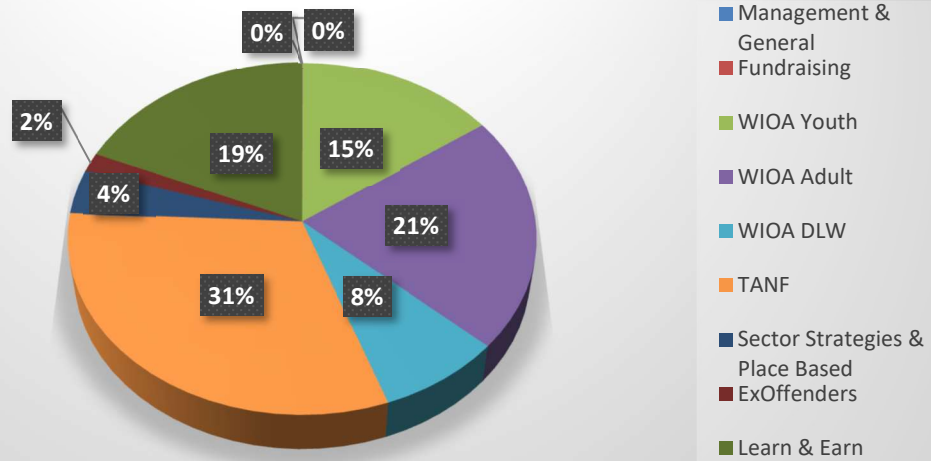


Items over 90+ days: Allegheny County Department of Economic Development \$2,260 *
*marked as paid

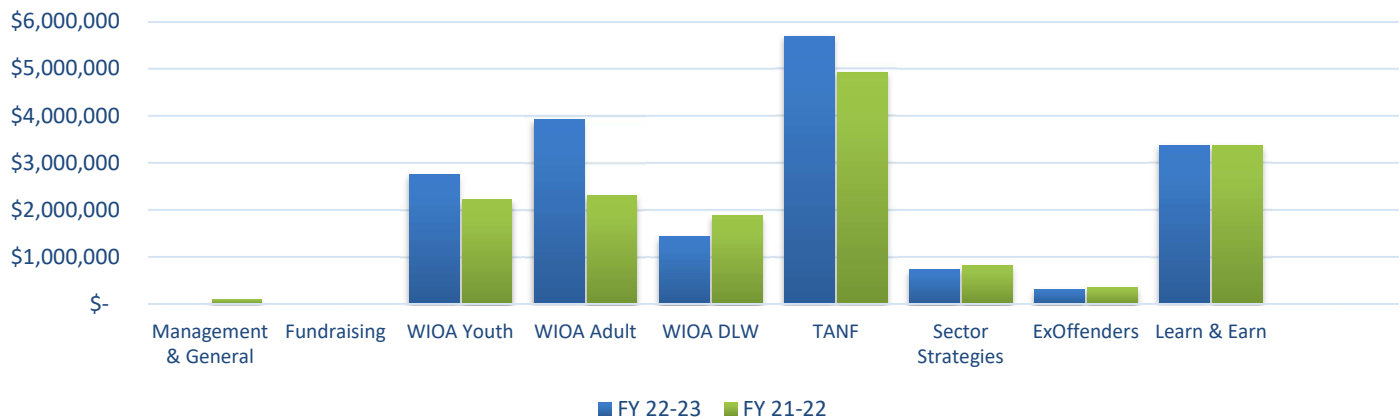
Dashboard Report Continued

Expense section

Total Partner4Work Expenditures \$18,251,787



Expense Comparison FY 22-23 vs. 21-22



Comments

- WIOA Youth is \$534K above the prior year. This year the youth team issued contracts \$600K above prior year. \$360K is related to direct program expenditures, \$95K related to wages & benefits, \$40K related to indirect costs and \$15K related to IT technology, materials & supplies purchased specifically for the Youth program.
- The adult program is \$1.6M above prior year. \$1.2M is related to direct program expenditures, \$122K is related to wages & benefits, \$96K related to materials & supplies (specifically related to careerlink) and \$118K related to indirect costs. Our Title I contracts stayed consistent with funding, however the splits between adult and dislocated worker have changed. We are serving more adults vs dislocated workers this year. Under direct program expenditures, this year we have \$400K more in ITA expenditures.
- Dislocated Worker is \$440K below prior year. As mentioned above, we are serving more adults than dislocated workers this year. This decrease is primarily related to direct program expenditures with a decrease of \$485K, offsetting this decrease is a \$40K increase in salaries, wages & benefits.
- TANF funding is \$774K above the prior year. Direct program expenditures increased \$550K, Salaries, wages & benefits increased \$25K and indirect expenditures increased \$180K from the prior year. Under TANF youth, we have issued \$500K more in contracts this year vs. the prior year. We carried forward funds under TANF youth that we are spending down this year.