



SOUTH FLORIDA WORKFORCE INVESTMENT BOARD

ECONOMIC DEVELOPMENT AND INDUSTRY SECTOR (EDIS) COMMITTEE MEETING

**Thursday, April 14, 2011
8:00 AM**

Doubletree Miami Mart/Airport Hotel and Exhibition Center
711 NW 72nd Avenue
Miami, Florida 33126

AGENDA

1. Call to Order and Introductions
2. Approval of EDIS Committee Meeting Minutes
 - A. December 16, 2011
 - B. February 24, 2011
3. Information – Training Vendors’ PY 2010-2011 Performance Update
4. Recommendation as to Approval of Region 23 2011-2012 Preliminary TOL Training Vendors’ Request for Additions
5. Recommendation as to Approval of New Programs for an Existing Training Vendor

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2.A

SFWIB - Economic Development and Industry Sector Committee

April 14, 2011

Minutes of SFWIB Economic Development and Industry Sector Committee Meeting December 16, 2010

South Florida Workforce Investment Board
 Economic Development and Industry Sector Committee
 December 16, 2010, 8:00 A.M.
 Miami Dade College West Campus
 3800 NW 115th Avenue, 1st Floor
 Doral, Florida 33178

COMMITTEE MEMBERS IN ATTENDANCE	OTHER BOARD MEMBERS	OTHER ATTENDEES
1. Andre “Andy” Perez – <i>Chair</i> 2. Harder, Jackie, <i>Vice Chair</i> 3. Ludwig, Philipp 4. Russo, Monica 5. Wiedman, Holly	(None) SFWIB STAFF Beasley, Rick Edwards, Phillip Gomez, Maria Kaveherssi, Cheri	Cela, Jose – <i>Ser Jobs</i> Donath, Jaap – <i>Beacon Council</i> Girnun, Arnie – <i>New Horizons</i> Quiros, Vivian – <i>Sullivan & Cogliano</i> Sanchez, Ophelia – <i>Management Resources</i>
COMMITTEE MEMBERS NOT IN ATTENDANCE 6. Brecheisen, Bruce 7. Diggs, Bill 8. Regueiro, Maria Cristina 9. Roth, Thomas		

Agenda items are displayed in the order they were discussed.

1. Call to Order and Introductions

Mr. Andy Perez, Committee Chairperson greeted all those present at 8:10am, began with introductions and noted that a quorum has not been achieved.

The Chair noted that he will proceed with item # 3.

3. Information – Supply/Demand Matrix Update

Mr. Perez read the item.

Ms. Russo asked on what basis are the target agencies exempt (stated in the last paragraph of the agenda item). Mr. Perez provided further explanation.

4. Information – Business Incentives Roundtable Update

Holly Wiedman read and discussed the item.

Ms. Harder explained that she has been working with Cheri Kavehersi, Business Services Manager on implementing a Business Incentive Roundtable in Monroe County. They are planning to hold three events; one in the upper, middle and lower keys.

Mr. Perez asked how the roundtable event is being marketed to businesses in the community. Ms. Kavehersi responded that it's being marketed through press releases, partnership with Neighbors for Neighbors, phone contact and web presence.

Ms. Russo asked if the roundtable can be extended to other sectors in the community. Mr. Beasley responded that it may be possible.

5. Discussion – Expanding EFM Methodology for Determining Training Related Placement

Mr. Perez read and discussed the item. He mentioned that the Agency for Workforce Innovation (AWI), SFWIB staff and Training Vendors have discussed expanding Employ Florida Marketplace (EFM) limitations in determining training relatedness.

[Mr. Ludwig arrived; **Quorum Achieved**]

Ms. Russo inquired about the timeline and Mr. Perez responded that currently there are 800 occupations in EFM, but the target will be to focus on the top 20%, which should be up and running in the next two weeks. Ms. Russo further asked how the upgrades and standardized reporting will impact the resources. Mr. Perez responded that it will not impact resources since EFM is a state website.

[Ms. Wiedman stepped out of the room]

6. Approval to Assist in Funding the Beacon Council Economic Development Foundation, Inc.'s Once Community One Goal Project

Mr. Perez read the item. Jaap Donath with Beacon Council provided a brief presentation to further explain the "One Community One Goal" project.

Ms. Harder had some questions on the handout given to the members and Mr. Donath provided further explanation.

Mr. Perez commented that he recalls this initiative being approved already last year. Mr. Donath responded that this is a different project. Staff and Ms. Harder clarified that the project approved last year was called, "Miami Matters."

Mr. Perez suggested that the project should not only focus on high wage high growth, but to be flexible and target the other needs such as manufacturers. Mr. Donath responded that they are looking at a broader range.

Mr. Ludwig asked who will be running the project. Mr. Donath responded that the Beacon Council will be the project leader along with other stakeholders.

Due to lack of quorum, this item was recommended to the full Board with the consensus of the Committee.

[Ms. Wiedman came back; **Quorum Achieved**]

[Mr. Perez stepped out of the room]

7. Recommendation as to Approval of an Individual Training Account Policy

Ms. Harder read the item and noted the final change to the draft ITA Policy. The change that has been made is on page 5 of 6 in section XII. Performance Measures: "Training Vendors that agree to accept ITAs from SFWIB will be required to meet a minimum of **two of the listed** SFWIB performance standards" (see agenda for draft ITA Policy).

Ms. Wiedman commented that the EDIS Subcommittee meeting turned out successful; quorum was achieved, goals were accomplished and stakeholders' answers were all addressed.

Vivian Quiros with Sullivan & Cogliano from the audience had a question regarding the 14-day period in item D. ITA Voucher. Mr. Beasley responded that this can be procedurally reviewed on a case by case basis.

Ms. Holly Wiedman moved the approval of an Individual Training Account Policy. Ms. Monica Russo seconded; **Motion Passed**

8. Recommendation as to Approval of a Training Provider Subsequent Eligibility Policy

Ms. Harder asked staff to present the changes. Phillip Edwards, SFWIB Policy Coordinator read the Performance Measures section on page 2 of 3 and explained the changes.

Ms. Holly Wiedman moved the approval of an Individual Training Account Policy. Mr. Philipp Ludwig seconded; **Motion Passed**

[Mr. Perez stepped back in]

2. Approval of EDIS Committee Meeting Minutes for October 21, 2010

Ms. Jackie Harder moved the approval of EDIS Committee Minutes for October 21, 2010. Mr. Philipp Ludwig seconded; **Minutes Passed**

Mr. Perez asked if there were any questions or concerns then adjourned the meeting at 9:10am.



2.B

SFWIB - Economic Development and Industry Sector Committee

April 14, 2011

Minutes of SFWIB Economic Development and Industry Sector Committee Meeting February 24, 2011

South Florida Workforce Investment Board
 Economic Development and Industry Sector Committee
 February 24, 8:00 A.M.
 Doubletree Miami Mart/Airport Hotel & Exhibition Center
 711 NW 72nd Avenue
 Miami, Florida 33126

COMMITTEE MEMBERS IN ATTENDANCE	OTHER BOARD MEMBERS	OTHER ATTENDEES
10. Andre “Andy” Perez – <i>Chair</i> 11. Harder, Jackie, <i>Vice Chair</i> 12. Roth, Thomas 13. Russo, Monica	(None) SFWIB STAFF Beasley, Rick Edwards, Phillip Gomez, Maria Kavehers, Cheri	Cela, Jose – <i>Ser Jobs for Progress</i> Girnun, Arnie – <i>New Horizons</i> Quiros, Vivian – <i>Sullivan & Cogliano</i>
COMMITTEE MEMBERS NOT IN ATTENDANCE 14. Brecheisen, Bruce 15. Diggs, Bill 16. Ludwig, Philipp 17. Regueiro, Maria Cristina 18. Wiedman, Holly		

Agenda items are displayed in the order they were discussed.

1. Call to Order and Introductions

Mr. Andy Perez, Committee Chairperson greeted all those present at 8:10am, began with introductions and noted that a quorum has not been achieved.

The Chair noted that he will proceed with item # 5.

5. Information University of Miami Life Science & Technology Park

Mr. Perez informed the Committee that The University of Miami Life Science & Technology Park (LSTP), located in Miami’s historic Overtown neighborhood, is scheduled to complete the construction of its first phase in summer 2011. The LSTP will be a part of Miami’s Health District, adjacent to the University of Miami Leonard M. Miller School of Medicine. The park will be home to best-in-class research facilities that bridge academia and industry. Development of the park will also stimulate economic growth in the region, beginning with new business opportunities for the area construction companies and new job creation. According to a Washington Economics Group study, phase one of the park is projected to create more than

1,150 direct and indirect jobs, with an additional 2,700-plus direct and indirect positions created by ongoing operations. SFWIB will explore partnering with the University of Miami (UM) and Miami Dade College (MDC) to create a medical cohort; the cohort's successful graduates will be placed into research positions at the LSTP.

Mr. Perez introduced Joseph A. Reagan Jr., AIA, Vice President and Regional Executive, WEXFORD SCIENCE, who made a presentation to the members.

Mr. Reagan addressed the Committee and stated that WEXFORD SCIENCE is a private real estate investment and development company that focuses on serving the real estate needs of university, healthcare, science, and technology based organizations. Mr. Reagan provided background information on his company, its success, expertise and an overview of the plans that are being developed for the construction of the Life Sciences & Technology Park.

Rick Beasley, Executive Director, added that a meeting was held with representatives of the University of Miami and Miami Dade College; he further added that he toured the facility and was very impressed.

Mr. Perez stated that he was supportive of certain aspects of the proposed partnership, but due to past experience, he had concerns in reference to the many different entities that would be housed in a shell building. Mr. Reagan responded that the facility was already at 40% lease capacity, and they wanted a successful outcome so that they could construct the second building for the University of Miami.

Mr. Perez asked what will be the next step. Mr. Beasley responded that UM/MDC will need to develop the project so that it can be presented to the Board for review and action.

3. Approval of EDIS Committee Meeting Minutes for December 16, 2010

Due to lack of quorum, the December 16, 2010 EDIS Committee Meeting Minutes could not be approved. The minutes will be presented at the next scheduled meeting for consideration.

4. Information – Business Incentives Roundtable Update

Mr. Perez reminded the Committee that to assist businesses in Region 23 and to enhance training and employment opportunities for jobseekers, SFWIB partnered with economic development organizations, chambers of commerce and community-based agencies to host a series of Business Incentives Roundtable workshops. Businesses in the region will be invited to the workshops in order to make them aware of the resources available to them such as tax incentives, Employed Worker Training (EWT) and On-the-Job Training (OJT) programs. The goal of the workshops is to afford businesses an opportunity to capitalize on training, employment and other resources in order to enhance the skill set of their existing workforce, to retain their existing workforce and to hire new employees. The roundtables began in December 2010 and will continue through May 2011. The next two roundtables have been confirmed as set forth below and the members are welcome to attend:

Tuesday, February 22, 2011

Registration: 7:30 am - 8:00 am

Event: 8:00 am - 10:00 am

Chamber South

900 Perrine Avenue

Miami, FL 33157

Thursday, March 31, 2011

Registration: 10:30 am - 11:00 am

Event: 11:00 am – 1:00 pm

Carrie P. Meek Entrepreneurial

Education Center

6300 NW 7th Avenue – Room 1103

Miami, FL 33150

Additional dates and times for March 2011 through May 2011 have yet to be determined.

Ms. Harder explained that she has been working with Cheri Kavehersi, Business Services Manager on implementing a Business Incentive Roundtable in Monroe County. They are planning to hold three events: one in the upper, middle and lower Keys. Plans include a meeting on May 12th & 13th involving the Beacon Council and a speaker from Grow Florida to speak about second stage growth companies and the lack of hospitality industry.

Mr. Perez stated that our efforts need to concentrate on linking education with employers. Mr. Perez shared an experience he recently had with an individual that visited The Academy. The gentleman's resume was outstanding with a BA and MBA degrees and still not able to find a job. Thus, the Committee needs to concentrate on the importance of working with companies, chambers of commerce and others in order to generate jobs and job opportunities for our communities.

Ms. Harder stated that at the Key Largo Chamber she encounters the problem that employers cannot hire due to the status of the economy.

4. Information – Program Year 2010-2011 Consumer Report Card Update

Mr. Perez reminded the Committee that in an effort to improve transparency and accountability in the delivery of training services, SFWIB staff launched the Consumer Report Card tool. The tool tracks Training Vendors' performance data; the data captured is real-time, updated as information is inputted by the Service Providers and Training Vendors in the Service Account Management System. The Report Card will enable the consumer (workforce participants) as well as the public to check on the success of individual training programs.

The Committee reviewed the February 17, 2011 copy of the Consumer Report Card presented within the agenda item. For Program Year 2010-2011, the report card shows the following:

Of the 592 participants who completed training thus far, 362 (61.15%) have been placed into employment; of the 362 placed, 247 (68.23%) have been placed into a training-related position. And of the 362 placed, the net economic benefit per placement for the region is \$22,778.57. Moreover, for every dollar spent on training, \$1.92 (value added per placement) is gained.

Mr. Perez added that the information is being updated regularly by service and training vendors and the numbers continue to change.

Ms. Harder congratulated staff for putting together a very informative report. She had a number of questions on the data presented. Questions were addressed by Mr. Perez.

Ms. Harder also commended the providers that have placed a higher number of customers at a higher rate of pay.

6. Recommendation as to Approval of an On-the-Job Training OJT Policy

Mr. Perez requested that SFWIB staff present the item.

Cheri Kavehersi, SFWIB Business Services Manager stated that SFWIB staff has developed a revised OJT Policy for the EDIS Committee's consideration. The purpose of the OJT Policy is to provide all SFWIB stakeholders with clear, uniform guidelines and parameters regarding the use of training funds through OJT agreements. The policy has three principal benefits: provide minimum standards and suggestions for implementing federally funded OJT, promote an increase in the region's utilization of OJT, and encourage Service Providers to develop standard protocol to streamline OJT agreements that best meet the needs of the local business community.

The members had a few questions and suggestions for staff in reference to the proposed policy. Mr. Perez suggested that staff provide the members with the procedures so that questions and concerns can be fully addressed. Staff informed the Committee that some of the language used for the development of the Policy derived from federal law.

Due to lack of quorum, this item was recommended to the full Board with the consensus of the Committee.

Mr. Perez asked if there were any questions or concerns then adjourned the meeting at 9:20am.



3.

SFWIB – Economic Development & Industry Sector (EDIS) Committee

April 14, 2011

Training Vendors’ PY 2010-2011 Performance Update

Information Item

BACKGROUND

Per the ITA Policy approved at the Board’s December 16, 2011 meeting, Training Vendors are required to meet two of three performance measures (70% completion, 70% placement and 70% training-related placement) during PY 2010-2011. Programs neither meeting nor exceeding a minimum of two of the three measures will be removed from the SFWIB approved ITA offerings list. SFWIB recently mailed letters to Training Vendors apprising them of their failing programs through March 31, 2011, the close of the PY’s Third Quarter.

As seen on the attached April 8, 2011 performance report, the completion rate for the Region is 89.5 percent. Sixty-six percent of the participants that completed their program obtained employment. Roughly 76 percent of participants were placed within field. The report also indicates of SFWIB’s 136 active training programs, 27 (15.4%) have not satisfied the 70% completion requirement; of the 136 training programs, 79 (58%) have not satisfied the 70% placement requirement; and of the 136 programs, 81 (59.5%) have not satisfied the 70% training-related placement requirement.

Attachment

Consumer Report Card

07/01/2010 - 06/30/2011

Training Agent	Training Program	Total Outcome	Completion Rate	% of Placements	% of Total Training Related Placements	Net Economic Benefit Per Placement	Value Added per Placement
Advance Science Institute	med34 - Medical Assistant	<u>4</u>	75.0%	66.67 %	50.00 %	\$ 5,002.63	(\$ 0.54)
Advance Science Institute	med59 - Basic X-Ray Operator	<u>2</u>	100.0%	0.00 %	0.00 %	-	-
Advance Technical Center	clr34 - Microcomputer Data Processing	<u>9</u>	100.0%	88.89 %	75.00 %	\$ 16,868.56	\$ 3.53
Advance Technical Center	trv05 - International Travel & Tourism Program	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 22,337.00	\$ 7.52
American Advanced Technicians Institute	Auto03 - Advanced Automotive Technology	<u>4</u>	100.0%	100.00 %	75.00 %	\$ 15,724.89	\$ 2.33
American Advanced Technicians Institute	Auto06 - Automotive Technology	<u>21</u>	90.5%	100.00 %	100.00 %	\$ 15,707.21	\$ 2.12
ATI Career College of Health - Medical Campus	med105 - Medical Administrative Assisting Technology	<u>3</u>	100.0%	66.67 %	50.00 %	\$ 21,317.00	\$ 3.55
ATI Career College of Health - Medical Campus	med39 - Medical Assisting	<u>4</u>	100.0%	75.00 %	66.67 %	\$ 24,747.33	\$ 3.20
ATI Career Training Center - Miami Campus	Auto05 - Automotive Service Technology	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
ATI Career Training Center - Miami Campus	Auto17 - Automotive Service Technician - OAD	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
ATI Career Training Center - Miami Campus	Ind11 - Air Conditioning, Heating, Refrigeration & Appliances - OAD	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 22,856.65	\$ 1.74
ATI Career Training Center - Miami Campus	Ind12 - Air Conditioning, Heating, Refrigeration & Appliances	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Broward College	med31 - Emergency Medical Technician	<u>2</u>	100.0%	50.00 %	100.00 %	\$ 18,660.26	\$ 7.72
Broward College	med69 - Health Information Management	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
College of Business & Technology	clr17 - Computerized Administrative Assistant	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 36,378.00	\$ 6.74
College of Business & Technology	clr85 - Office Technology (Administrative Assistant) Certificate	<u>4</u>	75.0%	0.00 %	0.00 %	-	-
College of Business & Technology	con31 - Electricity Technician	<u>3</u>	100.0%	33.33 %	0.00 %	\$ 4,630.00	(\$ 0.67)
College of Business & Technology	Ind01 - Air Conditioning Refrigeration - Heating Systems Technology	<u>3</u>	100.0%	100.00 %	66.67 %	\$ 22,760.60	\$ 2.23
College of Business & Technology	Ind09 - Air Conditioning Refrigeration Technician	<u>12</u>	91.7%	36.36 %	50.00 %	\$ 15,668.51	\$ 0.32
College of Business & Technology	it193 - Networking Administration - A.S. Degree	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
College of Business & Technology	it201 - Web Designer	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
College of Business & Technology	med37 - Medical Assistant	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
College of Business & Technology	med90 - Medical Coding and Billing Specialist	<u>11</u>	100.0%	81.82 %	33.33 %	\$ 18,181.44	\$ 2.23
Compu-Med Vocational Career Corp.	clr19 - Computer Business Application	<u>2</u>	100.0%	50.00 %	0.00 %	(\$ 6,589.00)	(\$ 2.00)
Compu-Med Vocational Career Corp.	med02 - Dental Assistant/Assisting	<u>10</u>	90.0%	44.44 %	75.00 %	\$ 9,991.21	\$ 1.83
Compu-Med Vocational Career Corp.	med34 - Medical Assistant	<u>9</u>	100.0%	44.44 %	100.00 %	\$ 20,232.54	\$ 3.89
Dade Medical College, Inc	med111 - Diagnostic Cardiac Sonography	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 7,152.02	(\$ 0.10)
Everest Institute (Hialeah)	med26 - Medical Assistant - Diploma	<u>6</u>	83.3%	80.00 %	50.00 %	\$ 8,412.64	\$ 0.69
Everest Institute (Hialeah)	med29 - Surgical Technologist	<u>1</u>	100.0%	0.00 %	0.00 %	-	-

Training Agent	Training Program	Total Outcome	Completion Rate	% of Placements	% of Total Training Related Placements	Net Economic Benefit Per Placement	Value Added per Placement
Everest Institute (Hialeah)	med42 - Medical Insurance Billing/Coding Specialist	<u>2</u>	100.0%	50.00 %	100.00 %	\$ 20,800.65	\$ 4.00
Everest Institute (Kendall)	med26 - Medical Assistant - Diploma	<u>3</u>	100.0%	100.00 %	100.00 %	\$ 13,206.79	\$ 1.40
Everest Institute (Kendall)	med29 - Surgical Technologist	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 26,575.41	\$ 4.93
Everest Institute (Kendall)	med42 - Medical Insurance Billing/Coding Specialist	<u>8</u>	87.5%	28.57 %	50.00 %	\$ 2,324.98	(\$ 0.87)
Everest Institute (North Miami)	med26 - Medical Assistant - Diploma	<u>4</u>	100.0%	100.00 %	25.00 %	\$ 5,609.75	\$ 0.17
Everest Institute (North Miami)	med42 - Medical Insurance Billing/Coding Specialist	<u>4</u>	100.0%	75.00 %	66.67 %	\$ 12,069.07	\$ 2.79
FastTrain	it19 - Computer Technician A+/N+	<u>4</u>	100.0%	25.00 %	0.00 %	\$ 10,844.00	(\$ 0.52)
FastTrain	it70 - Network Professional (formerly MCSE and Certified Network Associate)	<u>8</u>	100.0%	62.50 %	80.00 %	\$ 6,780.00	(\$ 0.52)
Florida Education Institute, Inc.	med37 - Medical Assistant	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 19,187.00	\$ 2.32
Florida International University (MARC130)	Igl15 - Paralegal Certificate Program	<u>4</u>	75.0%	66.67 %	50.00 %	\$ 26,686.88	\$ 3.81
Florida International University PC 120	BABS1 - Generic Bachelor's Degree Programs	<u>2</u>	100.0%	50.00 %	100.00 %	\$ 22,550.19	\$ 8.36
Florida Keys Community College	eng08 - Marine Environmental Science Technology	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
Florida Keys Community College	it02 - Computer Programming & Analysis	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
Florida Keys Community College	Igl12 - Criminal Justice Technology - A.A.S. Degree	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Florida Keys Community College	med04 - Nursing - A.S. Degree (Generic)	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
Florida National College	med02 - Dental Assistant/Assisting	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 12,794.80	\$ 4.60
Hialeah Technology Center	Arch11 - Mechanical Drafting	<u>4</u>	100.0%	100.00 %	25.00 %	\$ 25,960.00	\$ 7.95
Keiser Career College	it225 - Computer & Networking Technology	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 18,253.02	\$ 1.72
Management Resources, Inc.	clr52 - Office Technology+	<u>3</u>	100.0%	66.67 %	100.00 %	\$ 15,425.50	\$ 1.62
Management Resources, Inc.	edu04 - Florida Teacher Program	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
Management Resources, Inc.	edu05 - Intensive English and Florida Teacher Program for Professional of Other Countries	<u>7</u>	100.0%	71.43 %	80.00 %	\$ 15,052.34	\$ 1.07
Management Resources, Inc.	med47 - Medical Billing Technology	<u>9</u>	100.0%	88.89 %	37.50 %	\$ 16,461.18	\$ 3.13
Management Resources, Inc.	med88 - NCLEX Prep	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
Management Resources, Inc.	med89 - NCLEX Prep with ESOL	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
MDCP SCHOOLS (ALL)	Acc08 - Accounting Operations	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 20,157.10	\$ 30.35
MDCP SCHOOLS (ALL)	Auto02 - Advanced Automotive Technology	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
MDCP SCHOOLS (ALL)	Avn36 - Aviation Maintenance Technicians Program	<u>2</u>	100.0%	0.00 %	0.00 %	-	-
MDCP SCHOOLS (ALL)	car01 - Commercial Food & Culinary Arts OCPs	<u>2</u>	100.0%	0.00 %	0.00 %	-	-
MDCP SCHOOLS (ALL)	con10 - Building Construction Technology OCPS	<u>2</u>	50.0%	0.00 %	0.00 %	-	-
MDCP SCHOOLS (ALL)	con28 - Heavy Equipment Operations (OCPs A and B)	<u>9</u>	100.0%	55.56 %	60.00 %	\$ 22,264.73	\$ 6.16
MDCP SCHOOLS (ALL)	csv03 - Customer Assistance Technology (OCPs)	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 35,364.00	\$ 33.14
MDCP SCHOOLS (ALL)	edu01 - Early Childhood Education (Child Development and Education)	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
MDCP SCHOOLS (ALL)	Ind03 - Commercial Heating & Air Conditioning Technology (OCPs)	<u>6</u>	66.7%	50.00 %	50.00 %	\$ 27,931.55	\$ 4.63
MDCP SCHOOLS (ALL)	Ind04 - Major Appliance & Refrigeration Technology (OCPs)	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
MDCP SCHOOLS (ALL)	med03 - Dental Assistant/Assisting	<u>4</u>	75.0%	33.33 %	100.00 %	\$ 24,609.05	\$ 4.46

Training Agent	Training Program	Total Outcome	Completion Rate	% of Placements	% of Total Training Related Placements	Net Economic Benefit Per Placement	Value Added per Placement
MDCP SCHOOLS (ALL)	med06 - Practical Nursing OCPs	<u>55</u>	98.2%	42.59 %	91.30 %	\$ 30,605.00	\$ 4.42
MDCP SCHOOLS (ALL)	med38 - Medical Assistant - A.A.S.	<u>5</u>	100.0%	40.00 %	50.00 %	\$ 21,505.56	\$ 2.71
MDCP SCHOOLS (ALL)	med39 - Medical Assisting	<u>2</u>	50.0%	100.00 %	100.00 %	\$ 16,924.42	\$ 21.40
MDCP SCHOOLS (ALL)	med53 - Surgical Technology	<u>4</u>	100.0%	50.00 %	50.00 %	\$ 30,201.98	\$ 8.08
MDCP SCHOOLS (ALL)	tru01 - Commercial Vehicle Driving OCP A - Commercial Vehicle Driver (CDL A)	<u>3</u>	100.0%	100.00 %	100.00 %	\$ 26,846.67	\$ 12.93
Metropolitan Trucking and Technical Institute	tru03 - CDL Class A - Tractor Trailer Driver	<u>14</u>	92.9%	84.62 %	54.55 %	\$ 16,802.47	\$ 3.20
Metropolitan Trucking and Technical Institute	tru03CH - COHORT Tractor Trailer Driver	<u>3</u>	100.0%	100.00 %	66.67 %	\$ 19,325.00	\$ 8.69
Miami-Dade College	Acc03 - Accounting Technology - A.S. Degree	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 31,518.22	\$ 12.81
Miami-Dade College	Acc09 - Accounting Operations	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	Acc13 - Accounting Applications (part of Acnt. Tech A.S. Deg)	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 23,727.20	\$ 6.16
Miami-Dade College	Bus19 - Business Management (part of Business Administration A.S. Degree)	<u>3</u>	66.7%	50.00 %	100.00 %	\$ 17,715.67	\$ 5.91
Miami-Dade College	Bus29 - Business Specialist (part of Business Operations CC Cert.)	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	con02 - Building Construction Technology	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	edu06 - Educator Preparation Course	<u>5</u>	100.0%	80.00 %	100.00 %	\$ 37,148.62	\$ 14.56
Miami-Dade College	eng03 - Computer Engineering Technology	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	grd13 - Computer Aided Design Operator (part of Arch. Design & Construction Technology - A.S. Degree)	<u>2</u>	100.0%	50.00 %	100.00 %	\$ 46,266.10	\$ 16.70
Miami-Dade College	Ind01 - Air Conditioning Refrigeration - Heating Systems Technology	<u>2</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	it03 - Computer Information Technology (includes MOUS preparation)	<u>2</u>	50.0%	100.00 %	0.00 %	\$ 22,614.88	\$ 8.00
Miami-Dade College	it105 - Web Development Specialist (part of Internet Services Technology A.S. Degree)	<u>2</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	it145 - Networking Services Technology (incl. prep. for A+, Network+, MCSE, MCSA, MCDBA, or Cisco CCNA)	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	it222 - Internet Manager and Web Designer (Non-credit)	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
Miami-Dade College	it76 - Microsoft Certified IT Professional (MCITP (formerly (MCSE) Non-credit	<u>5</u>	80.0%	25.00 %	0.00 %	\$ 12,975.20	\$ 0.08
Miami-Dade College	it86 - MS Certified Application Training (MCAS) 2007 (formerly MOS Certification and MOUS 2003 - Non-credit	<u>5</u>	100.0%	60.00 %	66.67 %	\$ 27,310.13	\$ 12.17
Miami-Dade College	Igl04 - Criminal Justice Technology - Generics	<u>1</u>	100.0%	0.00 %	0.00 %	-	-
Miami-Dade College	med01 - Dental Hygiene	<u>4</u>	100.0%	50.00 %	100.00 %	\$ 37,903.93	\$ 9.26
Miami-Dade College	med04 - Nursing - A.S. Degree (Generic)	<u>46</u>	82.6%	86.84 %	100.00 %	\$ 45,772.69	\$ 21.71
Miami-Dade College	med05 - Practical Nursing	<u>5</u>	100.0%	80.00 %	75.00 %	\$ 41,567.03	\$ 19.27
Miami-Dade College	med102 - Biotechnology - Chemical Technology - Bioinformatics (A.S. Degree)	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 23,223.57	\$ 5.09
Miami-Dade College	med11 - Emergency Medical Services	<u>2</u>	50.0%	0.00 %	0.00 %	-	-

Training Agent	Training Program	Total Outcome	Completion Rate	% of Placements	% of Total Training Related Placements	Net Economic Benefit Per Placement	Value Added per Placement
Miami-Dade College	med12 - Health Information Management	<u>2</u>	100.0%	0.00 %	0.00 %	-	-
Miami-Dade College	med15 - Clinical Laboratory Science (Formerly Medical Laboratory Technology)	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	med18 - Physical Therapist Assistant	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Miami-Dade College	med22 - Respiratory Care	<u>3</u>	100.0%	100.00 %	100.00 %	\$ 45,478.41	\$ 21.42
Miami-Dade College	med45 - Medical Coder/Biller	<u>2</u>	100.0%	50.00 %	100.00 %	\$ 24,528.47	\$ 8.77
Miami-Dade College	med56 - Paramedic (Part of Emergency Medical Services A.S. Degree)	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 22,747.46	\$ 7.79
Miami-Dade College	med77 - Radiography - A.A.S. Degree	<u>2</u>	50.0%	100.00 %	0.00 %	\$ 18,569.14	\$ 7.32
Miami-Dade College	med87 - Physician Assistant	<u>7</u>	100.0%	57.14 %	100.00 %	\$ 43,567.98	\$ 1.77
Miami-Dade College	mrk01 - Marketing Management - Marketing Program	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 27,429.38	\$ 15.22
Miami-Dade College	TC01 - Teaching Certification	<u>2</u>	0.0%	0.00 %	0.00 %	-	-
New Horizons	it166 - PC Support Program Specialist (A+ and MOS Program)	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 20,924.80	\$ 2.41
New Horizons	it198 - Microsoft Certified Solutions Developer (MCSD)	<u>5</u>	60.0%	66.67 %	100.00 %	\$ 42,013.00	\$ 5.26
New Horizons	it51 - Microsoft Certified Systems Administrator (MCSA)	<u>30</u>	53.3%	62.50 %	90.00 %	\$ 21,835.63	\$ 2.21
New Horizons	it73 - Microsoft Certified Systems Engineer (MCSE)	<u>35</u>	88.6%	80.65 %	96.00 %	\$ 39,875.45	\$ 3.06
New Horizons	it82 - Microsoft Office Specialist	<u>5</u>	80.0%	100.00 %	75.00 %	\$ 25,142.40	\$ 9.97
New Horizons	it82CH - COHORT Microsoft Office Specialist	<u>4</u>	75.0%	66.67 %	100.00 %	\$ 23,755.63	\$ 9.58
New Professions Technical Institute	it202 - Business Computer Specialist Program	<u>8</u>	62.5%	100.00 %	60.00 %	\$ 12,591.52	\$ 2.79
New Professions Technical Institute	med26 - Medical Assistant - Diploma	<u>5</u>	60.0%	66.67 %	100.00 %	\$ 12,255.91	\$ 0.68
New Professions Technical Institute	med91 - Medical Administration Specialist (Billing and Coding Program)	<u>23</u>	87.0%	90.00 %	55.56 %	\$ 14,074.79	\$ 2.11
SABER	med88 - NCLEX Prep	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 29,769.00	\$ 4.32
SABER	med93 - Practical Nursing	<u>20</u>	100.0%	85.00 %	88.24 %	\$ 23,806.51	\$ 2.56
South Florida Institute of Technology, Inc.	con27 - Electrical Construction Technician	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 20,226.10	\$ 6.62
South Florida Institute of Technology, Inc.	Ind010 - Refrigeration & AC Repair Technician	<u>5</u>	100.0%	40.00 %	50.00 %	\$ 16,446.00	\$ 1.40
South Florida Institute of Technology, Inc.	med35 - Medical Assistant	<u>2</u>	100.0%	100.00 %	100.00 %	\$ 17,017.34	\$ 13.39
St. Thomas University	Bus01 - Organizational Leadership	<u>1</u>	100.0%	100.00 %	0.00 %	\$ 28,009.60	\$ 4.60
Sullivan And Cogliano	clr86 - Office Professional	<u>33</u>	90.9%	76.67 %	56.52 %	\$ 20,366.88	\$ 1.79
Sullivan And Cogliano	it74 - Microsoft Certified Systems Engineer (MCSE)(MCSE/A+ /N+	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 17,545.00	\$ 0.85
Sullivan And Cogliano	it79 - Microsoft Office Specialist (MOS)	<u>13</u>	92.3%	66.67 %	87.50 %	\$ 16,519.82	\$ 1.04
Sullivan And Cogliano	it80 - Microsoft Office Specialist (MOS) - Proficient Program	<u>21</u>	100.0%	57.14 %	33.33 %	\$ 22,661.91	\$ 2.53
Technical Career Institute	Acc04 - Accounting Technology A.S. Degree	<u>1</u>	0.0%	0.00 %	0.00 %	-	-
Technical Career Institute	it225 - Computer & Networking Technology	<u>2</u>	100.0%	100.00 %	50.00 %	\$ 11,536.50	\$ 0.25
Technical Career Institute	it226 - Computer Support Technician	<u>1</u>	100.0%	100.00 %	0.00 %	(\$ 5,273.00)	(\$ 2.00)
Technical Career Institute	med24 - Medical Office Administration AS Degree (formerly Medical Office Administrator OAD)	<u>3</u>	100.0%	100.00 %	100.00 %	\$ 4,762.83	(\$ 0.43)

Training Agent	Training Program	Total Outcome	Completion Rate	% of Placements	% of Total Training Related Placements	Net Economic Benefit Per Placement	Value Added per Placement
Technical Career Institute	med37 - Medical Assistant	<u>10</u>	70.0%	71.43 %	60.00 %	\$ 13,246.44	\$ 0.71
Technical Career Institute	med38 - Medical Assistant - A.A.S.	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 20,826.00	\$ 4.04
Technical Career Institute	med65 - Medical Insurance Specialist	<u>6</u>	100.0%	50.00 %	100.00 %	\$ 15,928.13	\$ 0.61
The Academy of South Florida, Inc.	it171 - A+ Technician Programs	<u>3</u>	100.0%	0.00 %	0.00 %	-	-
The Academy of South Florida, Inc.	it175 - The Academy Network Associates Program (A+,N+, MCTS Server 2008)	<u>54</u>	98.1%	64.15 %	76.47 %	\$ 17,619.47	\$ 0.28
The Academy of South Florida, Inc.	it213 - Application Architech Program (.Net, SQL, Sharepoint)	<u>10</u>	100.0%	80.00 %	100.00 %	\$ 30,793.78	\$ 1.85
The Academy of South Florida, Inc.	it215 - Information Technology Program (MCTS/MCITP & CCNA) (formerlyMCSE & CCNA)	<u>89</u>	100.0%	60.67 %	87.04 %	\$ 24,954.44	\$ 0.67
The Academy of South Florida, Inc.	it243 - Virtualization Professional Program	<u>3</u>	100.0%	33.33 %	100.00 %	\$ 12,590.00	(\$ 0.42)
The Academy of South Florida, Inc.	it77 - Microsoft Office User Specialist (MOUS)	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 13,575.00	\$ 5.70
The CDL School	tru02 - CDL Class A - Advanced Tractor Trailer - Long Haul Driver	<u>17</u>	100.0%	70.59 %	75.00 %	\$ 17,341.53	\$ 2.15
The CDL School	tru02CH - COHORT Advanced Tractor-Trailor Training program	<u>1</u>	100.0%	100.00 %	100.00 %	\$ 19,366.60	\$ 8.71
		841	89.5%	66.40 %	75.80 %	\$ 23,364.92	\$ 2.22



4.

SFWIB – Economic Development & Industry Sector (EDIS) Committee

April 14, 2011

Approval of Region 23 PY 2011-2012 Preliminary TOL Training Vendors' Request for Additions

RECOMMENDATION

SFWIB staff recommends to the EDIS Committee to recommend to the Board the approval of the EDIS Committee's decision pertinent to Region 23's PY 2011-12 Preliminary Targeted Occupations List (TOL) request for additions and/or deletions.

BACKGROUND

On March 21, 2011, all approved SFWIB Training Vendors received a memorandum from the SFWIB Executive Director regarding the Agency for Workforce Innovation's release of Region 23's 2011-12 Preliminary Regional Targeted Occupations List (TOL) and the process for submitting requests to add and/or delete an occupation. The memorandum explained that 41 occupations are slated for deletion and 17 occupations are slated for inclusion in the region's final 2011-12 TOL. Vendors had until April 6, 2011 to submit documentation to SFWIB staff to support a request to add an occupation.

Changes from the previous year's TOL are based on the following: growth, openings, mean wage, entry wage and training code. For an occupational title to be added, it must meet the following criteria:

- a) FLDOE Training Codes 3 (PSAC Certificate) and 4 (Community College Credit/Degree)
- b) Minimum of 25 annual openings and positive growth
- c) Wage Criteria: the occupation must meet both the minimum entry level and the minimum mean wage
 - Entry wage of \$10.58 per hour
 - Mean wage of \$13.02 per hour
- d) Wage Criteria for High Skill/High Wage Occupations: the occupation must meet both the minimum entry level and the minimum mean wage
 - Entry wage of \$13.02 per hour
 - Average wage of \$20.40 per hour

The following occupational titles were submitted for addition by deadline, passed staff's review and are being offered for the EDIS Committee's consideration:

- Transportation, Storage and Distribution Managers; and
- Air Traffic Controllers.

Attachment

2011-12 Preliminary Regional Targeted Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Codes 3 (PSAV Certificate) and 4 (Community College Credit/Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$13.02/hour and Entry Wage of \$10.58/hour
- 4 High Skill/High Wage (HSHW) Occupations: Mean Wage of \$20.40/hour and Entry Wage of \$13.02/hour

SOC Code†	HSHW††	Occupational Title†	Annual	Annual	2010 Hourly Wage		FLDOE	In EFI	Data
			Percent		Openings	Mean			
Occupations with titles in bold type and followed by an asterisk (*) are found in declining industries and are not projected to return to their historical peak during the forecast period. They may have an oversupply of trained workers.									
113011	HSHW	Administrative Services Managers	1.66	52	54.29	33.67	4	Yes	R
413011	HSHW	Advertising Sales Agents*	1.85	48	28.26	13.97	3	Yes	R
493011	HSHW	Aircraft Mechanics and Service Technicians	0.40	47	21.73	13.67	3	Yes	R
173011	HSHW	Architectural and Civil Drafters*	1.41	43	23.88	16.28	3	Yes	R
274011		Audio and Video Equipment Technicians*	1.67	26	18.60	12.93	4	Yes	R
493021		Automotive Body and Related Repairers*	0.54	27	18.21	11.38	3	No	R
493023		Automotive Service Technicians and Mechanics*	1.15	146	18.78	11.84	3	Yes	R
433031		Bookkeeping, Accounting, and Auditing Clerks*	1.41	422	16.24	10.98	4	Yes	R
472021		Brickmasons and Blockmasons*	3.05	276	18.42	12.79	3	No	S
274012		Broadcast Technicians*	0.94	26	20.44	11.23	4	Yes	R
493031	HSHW	Bus and Truck Mechanics and Diesel Engine Specialists*	0.93	57	22.64	16.27	3	Yes	R
533021		Bus Drivers, Transit and Intercity*	0.96	74	17.99	12.72	3	Yes	R
131199	HSHW	Business Operations Specialists, All Other	1.38	345	30.93	16.14	4	Yes	R
535021	HSHW	Captains, Mates, and Pilots of Water Vessels	2.51	109	47.85	14.24	3	No	R
292031		Cardiovascular Technologists and Technicians	1.30	25	19.78	11.04	3	Yes	R
472031		Carpenters*	2.20	175	16.71	12.20	3	Yes	R
472051		Cement Masons and Concrete Finishers*	3.54	487	15.98	11.51	3	No	S
131031	HSHW	Claims Adjusters, Examiners, and Investigators*	1.06	54	25.17	15.34	3	Yes	R
532012	HSHW	Commercial Pilots	NA	NA	45.09	27.45	3	Yes	R
131072	HSHW	Compensation, Benefits, and Job Analysis Specialists*	2.93	224	25.44	17.05	4	Yes	S
131041	HSHW	Compliance Officers, Exc. Safety, Agri, Constr & Transp.	1.97	154	26.29	17.09	3	Yes	R
151031	HSHW	Computer Software Engineers, Applications	3.25	55	34.51	20.68	4	Yes	R
151041		Computer Support Specialists	1.26	147	20.39	14.49	3	Yes	R
151051	HSHW	Computer Systems Analysts*	2.36	101	34.07	22.56	4	Yes	R
474011	HSHW	Construction and Building Inspectors*	2.05	48	30.01	20.21	3	Yes	R
119021	HSHW	Construction Managers*	2.19	109	55.36	32.35	4	Yes	R
333012	HSHW	Correctional Officers and Jailers*	NA	NA	NA	NA	3	No	R
131051	HSHW	Cost Estimators*	3.03	53	28.55	15.90	4	Yes	R
151061	HSHW	Database Administrators*	2.19	192	33.90	22.39	4	Yes	S
319091		Dental Assistants	3.35	97	15.51	12.69	3	Yes	R
292021	HSHW	Dental Hygienists*	3.58	50	26.07	16.44	4	Yes	R
333021	HSHW	Detectives and Criminal Investigators	0.86	51	34.85	24.89	3	No	R
292032	HSHW	Diagnostic Medical Sonographers	2.09	167	27.28	21.01	3	Yes	S
472081		Drywall and Ceiling Tile Installers*	3.22	259	16.06	12.18	3	No	S
173023	HSHW	Electrical and Electronic Engineering Technicians*	2.01	31	23.96	14.56	4	Yes	R
499051	HSHW	Electrical Power-Line Installers and Repairers*	1.58	32	24.98	18.13	3	Yes	R
472111	HSHW	Electricians*	1.58	140	20.81	14.83	3	Yes	R
131071	HSHW	Employment, Recruitment, and Placement Specialists	4.42	91	22.54	14.70	4	Yes	R
436011	HSHW	Executive Secretaries and Administrative Assistants	1.71	427	20.90	14.72	3	Yes	R
332011	HSHW	Fire Fighters*	1.68	145	27.43	18.81	3	No	R
471011	HSHW	First-Line Superv. of Construction and Extraction Workers*	2.40	202	28.44	19.79	4	Yes	R
351012		First-Line Superv. of Food Preparation & Serving Workers	1.00	103	17.19	12.14	3	Yes	R
371012	HSHW	First-Line Superv. of Landscaping and Groundskeeping	2.07	432	21.24	14.18	3	No	S
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators*	0.43	30	28.16	18.54	3	Yes	R
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers*	1.23	96	30.01	19.33	3	Yes	R

2011-12 Preliminary Regional Targeted Occupations List

Sorted by Occupational Title

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Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Codes 3 (PSAV Certificate) and 4 (Community College Credit/Degree)
- 2 25 annual openings and positive growth
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- 4 High Skill/High Wage (HSHW) Occupations: Mean Wage of \$20.40/hour and Entry Wage of \$13.02/hour

SOC Code†	HSHW††	Occupational Title†	Annual	Annual	2010 Hourly Wage		FLDOE	In EFI	Data
			Percent		Openings	Mean			
Occupations with titles in bold type and followed by an asterisk (*) are found in declining industries and are not projected to return to their historical peak during the forecast period. They may have an oversupply of trained workers.									
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	1.52	403	23.69	15.35	4	Yes	R
511011	HSHW	First-Line Superv. of Production and Operating Workers*	0.14	35	25.79	16.59	3	Yes	R
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers*	1.26	180	43.21	22.36	4	Yes	R
391021		First-Line Supervisors of Personal Service Workers	2.01	123	18.95	12.05	3	Yes	R
411011	HSHW	First-Line Supervisors of Retail Sales Workers*	0.95	365	21.16	13.23	3	Yes	R
119051	HSHW	Food Service Managers	0.78	55	27.25	17.71	4	Yes	R
111021	HSHW	General and Operations Managers*	0.50	256	51.02	24.75	4	Yes	R
472121		Glaziers*	2.73	211	16.66	11.60	3	Yes	S
271024		Graphic Designers	1.45	133	19.32	11.78	4	Yes	R
292099		Health Technologists and Technicians, All Other*	1.06	25	17.47	12.52	3	Yes	R
499021	HSHW	Heating, A.C., and Refrigeration Mechanics and Installers	3.21	124	21.11	13.92	3	Yes	R
434161		Human Resources Assistants, Exc. Payroll	0.05	45	17.55	13.22	3	Yes	R
499041	HSHW	Industrial Machinery Mechanics*	1.98	35	23.31	15.54	3	Yes	R
537051		Industrial Truck and Tractor Operators*	1.92	177	14.92	10.58	3	Yes	R
413021	HSHW	Insurance Sales Agents*	1.22	217	28.35	14.72	3	Yes	R
271025	HSHW	Interior Designers*	1.23	35	27.27	15.42	4	Yes	R
519071		Jewelers and Precious Stone and Metal Workers*	0.48	35	15.69	12.22	3	Yes	R
436012		Legal Secretaries*	1.75	112	19.72	13.62	3	Yes	R
292061		Licensed Practical and Licensed Vocational Nurses*	1.72	232	20.09	17.35	3	Yes	R
434131		Loan Interviewers and Clerks*	1.61	83	16.95	11.98	3	Yes	R
132072	HSHW	Loan Officers*	1.85	114	29.28	17.36	4	Yes	R
499042		Maintenance and Repair Workers, General	1.88	2,572	15.66	10.66	3	Yes	S
292012		Medical and Clinical Laboratory Technicians	2.42	316	17.48	11.68	4	Yes	S
319092		Medical Assistants	3.20	1,545	14.03	10.84	3	Yes	S
499062		Medical Equipment Repairers	4.03	203	19.37	11.63	3	Yes	S
436013		Medical Secretaries*	2.48	729	13.61	10.76	3	Yes	S
131121	HSHW	Meeting and Convention Planners	2.71	180	20.73	13.80	4	Yes	S
493042	HSHW	Mobile Heavy Equipment Mechanics, Except Engines*	2.71	187	20.70	14.56	3	No	S
151071	HSHW	Network and Computer Systems Administrators	2.08	84	36.97	23.95	4	Yes	R
151081	HSHW	Network Systems and Data Communications Analysts	4.53	190	36.42	23.29	3	Yes	R
434141		New Accounts Clerks	0.29	28	13.80	10.68	3	Yes	R
472073	HSHW	Operating Engineers/Construction Equipment Operators*	1.35	49	20.74	15.33	3	Yes	R
472141		Painters, Construction and Maintenance*	1.14	69	17.26	12.11	3	Yes	R
232011	HSHW	Paralegals and Legal Assistants	2.79	147	24.50	16.56	3	Yes	R
312021	HSHW	Physical Therapist Assistants	3.22	169	25.86	18.79	4	Yes	S
472151		Pipelayers*	2.24	160	15.79	12.29	3	No	S
472152		Plumbers, Pipefitters, and Steamfitters*	1.86	86	20.30	14.30	3	Yes	R
333051	HSHW	Police and Sheriff's Patrol Officers*	0.64	177	30.21	21.92	3	No	R
435031		Police, Fire, and Ambulance Dispatchers	2.01	251	18.28	13.01	3	Yes	S
339021	HSHW	Private Detectives and Investigators	2.35	169	22.65	13.19	4	Yes	S
119141	HSHW	Property, Real Estate & Community Association Managers*	0.98	69	29.12	17.07	4	Yes	R
131023	HSHW	Purchasing Agents, Except Farm Products & Trade*	2.24	86	26.17	17.27	4	Yes	R
292034	HSHW	Radiologic Technologists and Technicians	0.61	38	25.26	19.30	3	Yes	R
419021	HSHW	Real Estate Brokers	1.12	56	37.67	15.43	3	Yes	R
419022		Real Estate Sales Agents*	1.65	166	23.49	12.80	3	Yes	R

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			Percent		Openings	Mean			
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291111	HSHW	Registered Nurses	1.56	715	33.23	24.37	4	Yes	R
291126	HSHW	Respiratory Therapists*	1.14	28	24.75	20.48	4	Yes	R
472181		Roofers*	2.33	447	15.92	12.00	3	No	S
535011		Sailors and Marine Oilers	2.24	143	17.80	11.79	3	No	R
414011	HSHW	Sales Representatives, Wholesale & Mfg, Tech. & Sci. Products	1.69	247	32.21	16.47	3	Yes	R
414012	HSHW	Sales Representatives, Wholesale and Manufacturing, Other*	1.77	672	28.44	13.11	3	Yes	R
492098		Security and Fire Alarm Systems Installers	2.87	38	16.87	13.39	3	No	R
253021		Self-Enrichment Education Teachers*	1.85	56	20.55	11.79	3	No	R
472211		Sheet Metal Workers*	2.40	264	18.02	12.94	3	Yes	S
535031	HSHW	Ship Engineers*	NA	NA	36.73	16.65	4	No	R
211093		Social and Human Service Assistants*	0.73	57	14.88	11.01	3	Yes	R
292055		Surgical Technologists	1.54	36	17.42	13.21	3	Yes	R
173031		Surveying and Mapping Technicians*	2.58	32	19.24	12.88	3	Yes	R
492022		Telecommunications Equipment Installers and Repairers*	0.26	28	21.24	12.38	3	Yes	R
433071		Tellers*	0.94	219	13.03	10.70	3	Yes	R
533032		Truck Drivers, Heavy and Tractor-Trailer	2.18	391	18.25	12.77	3	Yes	R
251194		Vocational Education Teachers, Postsecondary*	0.29	27	24.76	12.87	4	No	R
518031	HSHW	Water and Liquid Waste Treatment Plant Operators	2.23	243	21.21	15.05	3	Yes	S
514121		Welders, Cutters, Solderers, and Brazers*	0.71	42	18.66	12.73	3	Yes	R
131022	HSHW	Wholesale and Retail Buyers, Except Farm Products*	0.67	42	28.71	17.91	4	Yes	R

†SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.

††HSHW = High Skill/High Wage.

†††Data Source:

R = Meets regional wage and openings criteria based on state Labor Market Statistics employer survey data. Regional data are shown.

S = Meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data. Statewide data are shown.

EFI - Enterprise Florida, Inc.

User/Area: Phillip George / Workforce Region 23

The occupations below have changed their status with regard to passing or failing regional criteria. Some occupations may still appear on current or previous regional lists because they meet statewide criteria despite failing to meet regional criteria.

**Workforce Region 23
Changes from Previous Year**

SOC Code	SOC Title	10~11	11~12	Source*	Reason**	Info
		Final	Prelim			
132011	Accountants and Auditors	Y	N	R	E	7
532021	Air Traffic Controllers	Y	N	R	AB	7
492091	Avionics Technicians	Y	N	L	B	7
194021	Biological Technicians	Y	N	L	B	7
517011	Cabinetmakers and Bench Carpenters	Y	N	S	AB	7
472051	Cement Masons and Concrete Finishers	Y	N	R	B	7
351011	Chefs and Head Cooks	Y	N	R	B	7
272022	Coaches and Scouts	Y	N	R	E	7
499092	Commercial Divers	Y	N	L		7
113021	Computer and Information Systems Managers	Y	N	R	E	7
492011	Computer, ATM, and Office Machine Repairers	Y	N	R	BD	7
434051	Customer Service Representative	Y	N	L	D	7
292032	Diagnostic Medical Sonographers	Y	N	L	B	7
492094	Electronics Repairers, Commercial and Industrial Equip.	Y	N	S	AB	7
292041	Emergency Medical Technicians and Paramedics	Y	N	L	D	7
119011	Farm, Ranch, and Other Agricultural Managers	Y	N	R	CD	7
132051	Financial Analysts	Y	N	R	E	7
113031	Financial Managers	Y	N	R	E	7
371011	First-Line Superv. of Housekeeping & Janitorial Workers	Y	N	R	B	7
319099	Healthcare Support Workers, All Other	Y	N	S	BD	7
259031	Instructional Coordinators	Y	N	R	E	7
112021	Marketing Managers	Y	N	R	E	7
292011	Medical and Clinical Laboratory Technologists	Y	N	L	A	7
119111	Medical and Health Services Managers	Y	N	R	E	7
292071	Medical Records and Health Information Technicians	Y	N	S	D	7
319094	Medical Transcriptionists	Y	N	S	AB	7
493042	Mobile Heavy Equipment Mechanics, Except Engines	Y	N	R	B	7
292081	Opticians, Dispensing	Y	N	R	D	7
132052	Personal Financial Advisors	Y	N	R	E	7
372021	Pest Control Workers	Y	N	S	D	7
472161	Plasterers and Stucco Masons	Y	N	S	B	7
272012	Producers and Directors	Y	N	R	E	7
273031	Public Relations Specialists	Y	N	R	E	7
472181	Roofers	Y	N	R	B	7
112022	Sales Managers	Y	N	R	E	7
413031	Securities, and Financial Services Sales Agents	Y	N	R	E	7
211011	Substance Abuse and Behavioral Disorder Counselors	Y	N	S	E	7
171022	Surveyors	Y	N	S	E	7
259041	Teacher Assistants	Y	N	R	D	7
499052	Telecommunications Line Installers and Repairers	Y	N	R	AB	7
113071	Transportation, Storage, and Distribution Managers	Y	N	R	AB	7
493021	Automotive Body and Related Repairers	N	Y	R		7
292031	Cardiovascular Technologists and Technicians	N	Y	R		7
532012	Commercial Pilots	N	Y	R		7
173023	Electrical and Electronic Engineering Technicians	N	Y	R		7
511011	First-Line Superv. of Production and Operating Workers	N	Y	R		7
292099	Health Technologists and Technicians, All Other	N	Y	R		7

537051	Industrial Truck and Tractor Operators	N	Y	R	7
434131	Loan Interviewers and Clerks	N	Y	R	7
132072	Loan Officers	N	Y	R	7
499062	Medical Equipment Repairers	N	Y	S	7
131121	Meeting and Convention Planners	N	Y	S	7
434141	New Account Clerks	N	Y	R	7
435031	Police, Fire, and Ambulance Dispatchers	N	Y	S	7
339021	Private Detectives and Investigators	N	Y	S	7
211093	Social and Human Service Assistants	N	Y	R	7
433071	Tellers	N	Y	R	7
518031	Water and Liquid Waste Treatment Plant Operators	N	Y	S	7

Source = R meets regional wage and openings criteria based on state Labor Market Statistics employer survey data.

Source = L Occupation requested by the regional workforce board and approved by WFI.

Source = S meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data.

**Source refers to year occupation made list*

Reason = A Growth

Reason = B Openings

Reason = C Mean Wage

Reason = D Entry Wage

Reason = E Training Code

***Reason occupation did not make the 11-12 TOL list*

Source: Florida Agency for Workforce Innovation - Labor Market Statistics Center

This page was last updated 03/21/2011 12:19:31



5.

SFWIB – Economic Development & Industry Sector (EDIS) Committee

April 14, 2011

Approval of New Programs for an Existing Training Vendor

RECOMMENDATION

SFWIB staff recommends to the EDIS Committee to recommend to the Board the approval of new training programs for existing Training Vendor GEB Computer Training, LTD (New Horizons).

BACKGROUND

Federal and state law permit regional workforce boards to independently develop criteria for the selection of Training Vendors and programs. In Region 23, the current process to become an approved Training Vendor involves staff evaluation of an applicant's programmatic and fiscal capabilities. For an existing Training Vendor who requests the addition of a new program, staff reviews only programmatic capabilities. Vendors and programs passing staff review are presented to the EDIS Committee for recommendation to the Board.

New Horizons has requested to add a Microsoft Certified IT Professional Server Administrator (MCITP) Green IT Preparatory program and a Microsoft Certified Technology Specialist Windows Server 2008 (MCTS) Green IT Preparatory program to its list of approved offerings. Both programs have passed staff's review and are approved by the Florida Department of Education Commission for Independent Education (CIE). Attached the Committee members will find a copy of New Horizons' CIE license, CIE program approval form and program cost information.

Attachments



COMMISSION FOR INDEPENDENT EDUCATION
ANNUAL LICENSE

This is to certify that
New Horizons Computer Learning Center of South Florida
7757 W. Flagler St., Suite 200
Miami, Florida 33144
Is hereby licensed to offer program(s) of instruction

Under the provisions of Chapter 1005, Florida Statutes and Chapter 6E, Florida Administrative Code for the period beginning:

10/1/2010

Samuel J. Ferguson

Executive Director

2438

License Number

F. J. ...

Commission Chairperson

This license is non-transferable, non-assumable, and shall be rendered null and void upon any change in ownership of the licensee.

FLORIDA DEPARTMENT OF EDUCATION



STATE BOARD OF EDUCATION

T. WILLARD FAIR, *Chairman*

Members

DR. AKSHAY DESAI

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JOHN R. PADGET

KATHILEEN SHANAHAN

SUSAN STORY

Dr. Eric J. Smith
Commissioner of Education



December 17, 2010

ID # 2438

SCHOOL: New Horizons Computer Learning Center of South Florida
7757 W. Flagler St., Suite 200
Miami, FL 33144

RE: PROGRAM APPROVAL

The Commission, meeting in regular session on November 17, 2010, approved your request for the following program(s):

ITIL Foundations - Diploma - 19.5 Clock Hours

Certified Six Sigma Green Belt (CSSGB) - Diploma - 32.5 Clock Hours

Project Management Professional (PMP) & Certified Six Sigma Green Belt (CSSGB) - Diploma - 65 Clock Hours

VMware Certified Professional (VCP) Preparatory - Diploma - 32.5 Clock Hours

Administrative Professional - Diploma - 110.5 Clock Hours

Administrative Professional with English as a Second Language (ESL) - Diploma - 185.5 Clock Hours

Microsoft Certified IT Professional Server Administrator (MCITP) Green IT Preparatory - Diploma - 234 Clock Hours

Microsoft Certified Technology Specialist Windows Server 2008 (MCTS) Green IT Preparatory - Diploma - 182 Clock Hours

Project Management Professional (PMP) - Diploma - 32.5 Clock Hours

All approved new and modified programs must be reflected in a revised catalog, or published in a printed supplement and physically attached to the catalog.

Should you need further assistance, please contact Jack Montfort at (850) 245-3200.

Sincerely,

A handwritten signature in cursive script that reads "Samuel L. Ferguson".

Samuel L. Ferguson
Executive Director
Commission for Independent Education

SAMUEL L. FERGUSON
Executive Director
Commission for Independent Education

GEB COMPUTER TRAINING, LTD (New Horizons)

Note: ITAs are written on a term basis and all renewals of ITAs are based on satisfactory completion of training each term. ITAs cover the cost of books, all testing fees, physical, etc. **Pell Grants:** All participants are required to apply for the Pell Grant and if Pell eligible the Pell must be used first for all Pell eligible programs. **Tuition Refunds:** The Training Vendor shall follow the SFWIB Standardized Refund Policy for refund calculations. **Notice:** Case Managers need to advise participants that they may be required to obtain student loans and/or other grants to cover the cost of the program that they wish to enroll in if the ITA amount and the Pell Grant, if eligible for Pell, does not cover the full cost of the program. If the participant is not Pell eligible, they will be required to obtain student loans and/or other financial aid to cover the cost of the program not covered by the ITA amount. **SFWIB will not be responsible for any debts that the participant incurs. A.A. Degrees are not covered under ITAs.**

Institutional Fees																					
						A	B	C	D	E	F	G	H							2010 - 2011 TOL Wage Rate	
Program Offered	Lic./ Cert. (Yes/No)	CIP Code	Clock Hours	Credit Hours	Course Length (estimated in months)	Tuition Cost	Application-Registration Fees	Special Course Fees	Total Institutional Fees (A+B+C)	Books and Materials	Tools	Tests/ Cert. Exams	Total Program Cost (D+E+F+G)	MAX ITA AMT (Determined by SFWIB)	Pell Eligible (Yes/No)	Comparable Public School Program (Determined by SFWIB)	2010 - 2011 TOL Related Occupations (Name & SOC)	Entry	Mean		
A.S./A.A.S. Degree Programs																					
Diploma/Certificate Programs																					
Microsoft Certified IT Professional Server Administrator (MCITP) Green IT Preparatory Program	Yes	0507030402	234 hours		4 months	\$14,345.00	\$50.00	\$0	\$14,395	\$500.00	0	\$1,100.00	\$15,995.00	\$9,353.00	No	No Comparable Program:per ITA Policy Occupational Title, Quadrant Category, and Cost Negotiation	151071 -- Network and Computer Systems Administrators	\$23.78	\$37.75		
Microsoft Certified Technology Specialist Windows Server 2008 (MCTS) Green IT Preparatory Program	Yes	0507030402	182 hours		3 months	\$11,645.00	\$50.00	\$0	\$11,695	\$350.00	0	\$900.00	\$12,945.00	\$7,616.00	No	No Comparable Program:per ITA Policy Occupational Title, Quadrant Category, and Cost Negotiation	151041 -- Computer Support Specialists	\$14.17	\$20.72		