



**SOUTH FLORIDA WORKFORCE INVESTMENT BOARD**

**ECONOMIC DEVELOPMENT AND INDUSTRY SECTOR (EDIS) COMMITTEE MEETING**

**Thursday, August 18, 2011  
8:00 AM**

Doubletree Hilton Miami Airport Hotel Convention Center  
711 N.W. 72<sup>nd</sup> Avenue  
Miami, FL 33126  
2<sup>nd</sup> Floor of the Convention Center

**AGENDA**

1. Call to Order and Introductions
2. Approval of EDIS Committee Meeting Minutes
  - A. April 14, 2011
  - B. June 23, 2011
3. Information – Consumer Report Card Update
4. Information – Training Vendor Cost Interface Tool
5. Recommendation as to Approval of an Employed Worker Training Application
6. Recommendation as to Approval of a New Training Vendor, New Campus for an Existing Training Vendor and New Programs for the New Vendor and Existing Training Vendors
7. Recommendation as to the Approval of the SFWIB Campaign for Opportunity
8. Recommendation as to the Approval of WIA Waiver Requests



2.A

**SFWIB - Economic Development and Industry Sector Committee**

*August 18, 2011*

**Minutes of SFWIB Economic Development and Industry Sector Committee Meeting – April 14, 2011**

South Florida Workforce Investment Board  
 Economic Development and Industry Sector Committee  
 June 23, 2011 at 8:00 A.M.  
 Doubletree Miami Mart/Airport Hotel & Exhibition Center  
 711 NW 72<sup>nd</sup> Avenue  
 Miami, Florida 33126

<b>COMMITTEE MEMBERS IN ATTENDANCE</b>	<b>OTHER BOARD MEMBERS</b>	<b>OTHER ATTENDEES</b>
1. Andre “Andy” Perez – <i>Chair</i> 2. Ludwig, Philipp 3. Roth, Thomas 4. Russo, Monica 5. Wiedman, Holly	Jennings, Donna  <b>SFWIB STAFF</b> Beasley, Rick Edwards, Phillip Gomez, Maria Kavehersi, Cheri	Girnun, Arnie – <i>New Horizons, Inc.</i> Gordon, Adam – <i>New Horizons, Inc.</i>
<b>COMMITTEE MEMBERS NOT IN ATTENDANCE</b>  6. Harder, Jackie, <i>Vice Chair</i> 7. Brecheisen, Bruce 8. Diggs, Bill 9. Regueiro, Maria Cristina		

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 8:20am, began with introductions and noted that a quorum has been achieved.

**2. Approval of EDIS Committee Meeting Minutes for December 16, 2011 and February 24, 2011**

Mr. Philipp Ludwig moved the approval of EDIS Committee Meeting Minutes for December 16, 2011 and February 24, 2011. It was seconded by Ms. Monica Russo; **Minutes Passed**

All in favor with no opposition

Mr. Perez requested an update from Cheri Kavehersi, SFWIB Business Services Manager on the recent Business Round Table event. She informed the Committee that the event was postponed to April 15, 2011 at 7:30am. The next Round Table is scheduled for April 28, 2011 at the Merlin Matthews Community Center, located at 5200 NW 22<sup>nd</sup> Avenue at 11:00am.

**3. Information – Training Vendors’ PY 2010 – 2011 Performance Update**

Mr. Perez presented the item and stated as approved at the last Board Meeting commenced on December 16, 2010, Training Vendors are required to meet two of the three performance measures (70% completion, 70% placement and 70% training-related placement) during Program Year (PY) 2010-2011 and programs neither meeting nor exceeding a minimum of two of the three measures will be removed from the SFWIB approved ITA offerings list. Phillip Edwards, SFWIB Policy Coordinator added that letters were mailed to all approved Training Vendors providing them with a status update.

Mr. Roth inquired about the program year and final measures. Mr. Edwards responded that the program year ends June 30th and the vendors will be given a grace period after the end of the program to improve performance.

Mr. Perez referenced the Individual Training Account (ITA) policy where it mentions the 180 days per placement for students that graduate on the last day of the program year.

**3. Recommendation as to Approval of Region 23 2011-2012 Preliminary TOL Training Vendors’ Request for Additions**

Mr. Perez presented the item and asked Mr. Beasley to further discuss.

Mr. Perez questioned the amount of declining occupations. Mr. Beasley explained that the State office looks into their data base and evaluates the number of openings. They also have access to other resources that provide current updates on declining occupations.

Dr. Jennings inquired about the Diagnostic Medical Sonographer occupation as it showed that it was on the list to be removed, but still appeared on the preliminary list. Staff responded that they will contact the state.

Ms. Monica Russo moved the approval of Region 23 2011-2012 Preliminary TOL Training Vendors’ Request for Additions. It was seconded by Mr. Philipp Ludwig; **Motion Passed**

All in favor with no opposition

**5. Recommendation as to Approval of New Programs for an Existing Training Vendor**

Mr. Perez read the item and stated New Horizons, Inc. 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 as they’ve been approved by the State of Florida and Commission for Independent Education (CIE) and South Florida Workforce staff. He also noted that green IT will be their primary focus.

Mr. Ludwig inquired about the meaning of ‘Green IT’. Mr. Perez provided a brief example and introduced representatives from New Horizons, Inc to define it.

Mr. Philipp Ludwig moved the approval of New Programs for an Existing Training Vendor. It was seconded by Ms. Holly Wiedman; **Motion Passed**

All in favor with no opposition

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



**2.B**

**SFWIB - Economic Development and Industry Sector Committee**

*August 18, 2011*

**Minutes of SFWIB Economic Development and Industry Sector Committee Meeting – June 23, 2011**

South Florida Workforce Investment Board  
 Economic Development and Industry Sector Committee  
 June 23, 2011 at 8:00 A.M.  
 Doubletree Airport Hotel – Convention Center  
 711 NW 72<sup>nd</sup> Avenue  
 Miami, Florida 33126

<b>COMMITTEE MEMBERS IN ATTENDANCE</b>	<b>OTHER BOARD MEMBERS</b>	<b>OTHER ATTENDEES</b>
1. Ludwig, Philipp 2. Roth, Thomas	Jennings, Donna <b>SFWIB STAFF</b>	Del Valle, JC – <i>University of Miami (UM)</i> Pumariega, Madeline – <i>Miami Dade College (MDC)</i>
<b>COMMITTEE MEMBERS NOT IN ATTENDANCE</b> 3. Andre “Andy” Perez – <i>Chair</i> 4. Harder, Jackie, <i>Vice Chair</i> 5. Brecheisen, Bruce 6. Diggs, Bill 7. Regueiro, Maria Cristina 8. Russo, Monica 9. Wiedman, Holly	Beasley, Rick Kavehersi, Cheri	

Agenda items are displayed in the order they were discussed.

**1. Call to Order and Introductions**

Mr. Rick Beasley SFWIB Executive Director called the meeting to order and began with introductions.

**8. Recommendation as to Approval of a SFWIB-UM-MDC Life Sciences Park Program**

Representatives from University of Miami and Miami Dade College presented on the above item.

Mr. Roth inquired about the process for disseminating information. They responded that there will be recruitment efforts made by use of SFWIB’s Mobile Units and Career Centers to disseminate information to the community. They also plan on having informational fairs in the corridors of the Life Sciences building and surrounding neighborhoods to recruit for the program. Mr. Ludwig asked about clinical rotations and the number of positions. They responded an estimated 40 positions.

Mr. Roth inquired about the technical careers being on SFWIB's approved training list and staff confirmed that there are.

This item was recommended to the Board by consensus of the members present.

**9. Recommendation as to Approval of New Programs for an Existing Training Vendor**

This item was recommended to the Board by consensus of the members present.

**2. Approval of EDIS Committee Meeting Minutes for April 14, 2011**

Minutes could not be approved due to lack of quorum.

**3. Information – Consumer Report Card Update**

**4. Information – Employ Florida Healthcare Initiative Update**

**5. Information – Employed Worker Training (EWT) Update**

**6. Information – One Community One Goal Project Update**

**7. Discussion – SFWIB Occupational Supply/Demand Matrix Update**

There was no discussion on the above items (3-7).

Meeting adjourned.



3.

**SFWIB – Economic Development & Industry Sector (EDIS) Committee**

***August 18, 2011***

**Consumer Report Card Update**

**Information Item**

**BACKGROUND**

The SFWIB ITA Policy requires the monitoring of the performance of SFWIB approved Training Vendors. Accordingly, staff developed and implemented the Consumer Report Card Tool. The tool is an on-line report that updates ITA performance on a daily basis. The goal of the tool is to function as an “ITA Consumer Report Card,” enabling the consumer (participant) as well as the Career Advisor the ability to check on the success of individual programs and to evaluate the economic benefit per placement by program.

The attached Consumer Report Card table (dated August 11, 2011) indicates that the South Florida economy increased by \$18,128.887. For every dollar spent on training, SFWIB obtained a return of \$2.74. Nearly 87 percent of the WIA participants completed class room training. Of those completing training, 54.5 percent have obtained employment with an average wage of \$14.88. Seventy-six percent of the participants were placed in an occupation they trained for. The net economic benefit per placement is \$22,689.

*Attachment*

# Consumer Report Card

## 07/01/2010 - 06/30/2011

Training Agent	Total Outcome	Number of Completions	Number of Placements	% of Placements	# of Training Related Placements	% of Total Training Related Placements	Training Expenditures			Economic Benefit		Net Economic Benefit Per Placement	Value Added per Placement
							Avg. Cost Per Participant	Total Completion Expenditures	Total Expenditure Per Placement	Average Wage	Average Economic Benefit		
Advance Science Institute	8	7	3	42.86 %	1	33.33 %	\$ 7,004.70	\$ 49,032.90	\$ 16,344.30	\$ 7.75	\$ 16,120.00	(\$ 224.30)	(\$ 0.01)
Advance Technical Center	31	23	13	56.52 %	10	76.92 %	\$ 3,025.23	\$ 69,580.22	\$ 5,352.32	\$ 11.08	\$ 23,041.60	\$ 17,689.28	\$ 3.30
American Advanced Technicians Institute	69	64	48	75.00 %	44	91.67 %	\$ 5,313.95	\$ 340,092.49	\$ 7,085.26	\$ 10.65	\$ 22,158.93	\$ 15,073.67	\$ 2.13
ATI Career College of Health - Medical Campus	19	19	11	57.89 %	8	72.73 %	\$ 4,686.82	\$ 89,049.50	\$ 8,095.41	\$ 11.62	\$ 24,171.49	\$ 16,076.08	\$ 1.99
ATI Career Training Center - Miami Campus	14	11	6	54.55 %	6	100.00 %	\$ 5,206.70	\$ 57,273.68	\$ 9,545.61	\$ 14.84	\$ 30,874.13	\$ 21,328.52	\$ 2.23
Broward College	4	2	1	50.00 %	1	100.00 %	\$ 940.01	\$ 1,880.02	\$ 1,880.02	\$ 10.00	\$ 20,800.00	\$ 18,919.99	\$ 10.06
College of Business & Technology	57	52	14	26.92 %	7	50.00 %	\$ 4,868.77	\$ 253,176.21	\$ 18,084.02	\$ 12.47	\$ 25,945.03	\$ 7,861.01	\$ 0.43
Compu-Med Vocational Career Corp.	29	29	14	48.28 %	10	71.43 %	\$ 1,587.95	\$ 46,050.66	\$ 3,289.33	\$ 9.15	\$ 19,033.49	\$ 15,744.15	\$ 4.79
Dade Medical College, Inc	2	1	1	100.00 %	-	0.00 %	\$ 5,713.99	\$ 5,713.99	\$ 5,713.99	\$ 7.35	\$ 15,288.00	\$ 9,574.01	\$ 1.68
Everest Institute (Hialeah)	9	9	7	77.78 %	3	42.86 %	\$ 3,383.02	\$ 30,447.22	\$ 4,349.60	\$ 5.67	\$ 11,796.57	\$ 7,446.97	\$ 1.71
Everest Institute (Kendall)	12	12	7	58.33 %	7	100.00 %	\$ 4,833.54	\$ 58,002.53	\$ 8,286.08	\$ 9.85	\$ 20,493.94	\$ 12,207.87	\$ 1.47
Everest Institute (North Miami)	18	17	10	58.82 %	6	60.00 %	\$ 3,245.85	\$ 55,179.49	\$ 5,517.95	\$ 7.93	\$ 16,484.00	\$ 10,966.05	\$ 1.99
FastTrain	25	21	10	47.62 %	8	80.00 %	\$ 6,713.08	\$ 140,974.68	\$ 14,097.47	\$ 11.16	\$ 23,202.40	\$ 9,104.93	\$ 0.65
Florida Education Institute, Inc.	1	1	1	100.00 %	1	100.00 %	\$ 5,773.00	\$ 5,773.00	\$ 5,773.00	\$ 12.00	\$ 24,960.00	\$ 19,187.00	\$ 3.32
Florida International University ( MARC130)	18	14	2	14.29 %	1	50.00 %	\$ 4,815.37	\$ 67,415.17	\$ 33,707.59	\$ 15.75	\$ 32,760.00	(\$ 947.59)	(\$ 0.03)
Florida International University PC 120	2	2	1	50.00 %	1	100.00 %	\$ 1,204.91	\$ 2,409.81	\$ 2,409.81	\$ 12.00	\$ 24,960.00	\$ 22,550.19	\$ 9.36
Florida Keys Community College	3	3	-	0.00 %	-	0.00 %	\$ 1,706.31	\$ 5,118.93	-	-	-	-	-
Florida National College	7	5	2	40.00 %	1	50.00 %	\$ 2,119.94	\$ 10,599.69	\$ 5,299.85	\$ 9.63	\$ 20,020.00	\$ 14,720.15	\$ 2.78
Hialeah Technology Center	10	10	5	50.00 %	1	20.00 %	\$ 2,945.90	\$ 29,459.00	\$ 5,891.80	\$ 14.05	\$ 29,224.00	\$ 23,332.20	\$ 3.96
Keiser Career College	14	12	3	25.00 %	2	66.67 %	\$ 4,711.78	\$ 56,541.36	\$ 18,847.12	\$ 10.83	\$ 22,533.33	\$ 3,686.21	\$ 0.20
Management Resources, Inc.	45	43	27	62.79 %	14	51.85 %	\$ 4,020.05	\$ 172,862.15	\$ 6,402.30	\$ 11.47	\$ 23,860.68	\$ 17,458.38	\$ 2.73
MDCP SCHOOLS (ALL)	227	199	66	33.17 %	52	78.79 %	\$ 2,113.49	\$ 420,584.53	\$ 6,372.49	\$ 14.89	\$ 30,967.10	\$ 24,594.61	\$ 3.86
Metropolitan Trucking and Technical Institute	33	30	20	66.67 %	14	70.00 %	\$ 2,996.36	\$ 89,890.91	\$ 4,494.55	\$ 10.97	\$ 22,811.36	\$ 18,316.81	\$ 4.08
Miami-Dade College	307	223	100	44.84 %	86	86.00 %	\$ 2,355.85	\$ 525,355.19	\$ 5,253.55	\$ 20.27	\$ 42,159.94	\$ 36,906.38	\$ 7.03
New Horizons	111	89	71	79.78 %	62	87.32 %	\$ 6,104.48	\$ 543,298.34	\$ 7,652.09	\$ 18.48	\$ 38,431.95	\$ 30,779.87	\$ 4.02
New Professions Technical Institute	72	61	29	47.54 %	19	65.52 %	\$ 4,432.66	\$ 270,392.12	\$ 9,323.87	\$ 10.90	\$ 22,669.13	\$ 13,345.26	\$ 1.43
SABER	43	43	23	53.49 %	19	82.61 %	\$ 5,600.55	\$ 240,823.60	\$ 10,470.59	\$ 14.77	\$ 30,719.79	\$ 20,249.20	\$ 1.93
South Florida Institute of Technology, Inc.	32	32	12	37.50 %	7	58.33 %	\$ 1,809.39	\$ 57,900.54	\$ 4,825.05	\$ 10.74	\$ 22,342.67	\$ 17,517.62	\$ 3.63
St. Thomas University	1	1	1	100.00 %	-	0.00 %	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 15.87	\$ 33,009.60	\$ 28,009.60	\$ 5.60
Sullivan And Cogliano	134	125	79	63.20 %	45	56.96 %	\$ 5,317.42	\$ 664,678.02	\$ 8,413.65	\$ 12.65	\$ 26,314.11	\$ 17,900.46	\$ 2.13
Technical Career Institute	58	50	31	62.00 %	21	67.74 %	\$ 6,018.94	\$ 300,947.06	\$ 9,707.97	\$ 10.05	\$ 20,908.70	\$ 11,200.73	\$ 1.15
The Academy of South Florida, Inc.	233	229	161	70.31 %	134	83.23 %	\$ 8,848.49	\$ 2,026,303.70	\$ 12,585.74	\$ 18.65	\$ 38,794.97	\$ 26,209.23	\$ 2.08
The CDL School	33	26	19	73.08 %	15	78.95 %	\$ 3,825.39	\$ 99,460.24	\$ 5,234.75	\$ 11.89	\$ 24,723.54	\$ 19,488.79	\$ 3.72
University of Miami	1	1	1	100.00 %	-	0.00 %	\$ 6,865.00	\$ 6,865.00	\$ 6,865.00	\$ 9.50	\$ 19,760.00	\$ 12,895.00	\$ 1.88
	1682	1466	799	54.50 %	606	75.84 %	\$ 4,507.63	\$ 6,608,178.51	\$ 8,270.56	\$ 14.88	\$ 30,960.03	\$ 22,689.47	\$ 2.74





4.

**SFWIB – Economic Development &  
Industry Sector (EDIS) Committee**

*August 18, 2011*

**Training Vendor Cost Interface Tool**

**Information Item**

**BACKGROUND**

In an effort to promote the effective and efficient administration of training services, SFWIB staff developed the Training Vendor Cost Interface Tool. The tool automates the management of Training Vendor accounts, holding fields for Vendors to complete a business profile, update program cost information, including requests to add/or delete a program or campus. Before the information entered into the various fields of the tool is operational, it is subject to staff review.

During July 2011, staff conducted training sessions with Training Vendors on the tool.



5.

**SFWIB – Economic Development & Industry Sector (EDIS) Committee**

*August 18, 2011*

**Approval of an Employed Worker Training Application**

**RECOMMENDATION**

SFWIB staff recommends to the EDIS Committee to recommend to the Board the approval of the Employed Worker Training Program application for Bullet Line, LLC employees as set forth below.

**BACKGROUND**

Bullet Line, LLC (Bullet Line) submitted an application to train and upgrade the skills of its employees in Miami-Dade County. Bullet Line’s primary line of business is printing company logos on promotional items.

The proposed project will focus on training on Bullet Line’s new software system, Enterprise Resource Planning (ERP). The training will be company-wide, encompassing all departments from Human Resources to Shipping and will be delivered in two phases. The initial phase, comprised of Managers, Supervisors, Professionals, and Subject Matter Experts who will serve as future training support, was completed prior to the close of the last Program Year (PY), 2010-11. The second phase will be comprised of 153 employees and is projected to be completed by March 31, 2012.

The ERP system will optimize the flow of work at Bullet Line, making it operate more efficiently and improving its projected growth. Employees will complete all ERP system modules, including: Syteline Overview & Navigation, Configurator & Order Entry, HR(3), Customer Set Up & Maintenance, Invoicing, Accounts Receivables & Collections, VM Ware Sphere: Install, Configure, Manage, etc. Employees who successfully complete the training will receive a certificate of completion.

The table below sets forth the cost of Phase 2 of the project.

Project Amount	Phase 2: Number of Employees to be Trained	Average Hourly Wage
\$113,958.84	153	\$17.52



6.

**SFWIB – Economic Development & Industry Sector (EDIS) Committee**

*August 18, 2011*

**Approval of a New Training Vendor, New Campus for an Existing Training Vendor and New Programs for the New Vendor and Existing Training Vendors**

**RECOMMENDATION**

SFWIB staff recommends to the EDIS Committee to recommend to the Board the approval of a new Training Vendor – Technology Trade Group, Inc. (Atlantis University), a new campus for an existing Training Vendor – Dade Medical College, Inc. (Dade Medical) and new training programs for the new Vendor, campus and existing Training Vendors – Atlantis University, Dade Medical, Spanish American Basic Education & Rehabilitation, Inc. (SABER), the CDL School, Inc. (CDL) and Miami Dade College (MDC).

**BACKGROUND**

Federal and state law permit regional workforce boards to independently develop criteria for the selection and maintenance 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 or campus, staff reviews only programmatic capabilities. Vendor requests passing staff’s review are presented to the EDIS Committee for a recommendation for Board approval. Below are the requests for the Committee to consider.

***Request to be a Training Vendor:***

Atlantis University

***Request to Add a Campus:***

Dade Medical

***Request to Add Programs:***

Atlantis University

Dade Medical

SABER

CDL

The schools listed above passed staff’s review. Documentation showing the proffered programs are approved by the Florida Department of Education is attached. Also, attached is program cost information.

*Attachments*

## Florida Department of Education

### Atlantis University (#3355)

1442 Biscayne Boulevard  
Miami, FL 33132  
[Map](#)

**Contact:** Andrea Palacios Moreno

**Phone:** (305) 377-8817

**Fax:** (305)377-9557

**Email:** [carol.palacios@atlantisuniversity.org](mailto:carol.palacios@atlantisuniversity.org)

**Website:** [www.atlantisuniversity.org](http://www.atlantisuniversity.org)

**License Status:** Annual

**Licensed Since:** 5/14/2007

#### Programs Offered

Program Title	Credential	Clock Hours	Credit Hours	Student Data Reporting Period	Enrolled	Grads	Placed	CIP Code
Administrative Assistant	Diploma	310		09-10	2	1	1	0552040103
Bookkeeping	Diploma	220		09-10	0	0	0	0552030201
Business Administration	Associate in Science		60	09-10	8	8	8	0552020102
Business Administration	Bachelors		123	09-10	6	0	0	520201
Business Administration	Masters		24	09-10	0	0	0	520201
Business Administration	Doctoral		60	09-10	0	0	0	520201
Business Marketing	Associate in Science		60	09-10	4	3	3	0552020100
Cisco Certified Network Associate (CCNA)	Diploma	192		09-10	0	0	0	0511090102
Computer Information Technology	Associate in Science		60	09-10	41	9	9	0511010301

Computer Network Professional (CNP)	Diploma	672	09-10	0	0	0	0511090102
Computer Network Technician (CNT)	Diploma	192	09-10	0	0	0	0511090102
Graphic Design	Bachelors	123	09-10	0	0	0	500409
Information Technology	Masters	24	09-10	0	0	0	110103
International Business	Associate in Science	60	09-10	10	4	4	0552110100
Management Information Systems	Bachelors	123	09-10	3	0	0	521201
Microsoft Certified IT Professional (MCITP)	Diploma	288	09-10	0	0	0	0511090102

Note: Enrollment is the number of students enrolled in the program for the fiscal period July 1 – June 30. This number includes students who were already enrolled in the program and new enrollments for the fiscal period.

# Florida Department of Education

## Dade Medical College (#4079)

381 North Krome Avenue  
 Homestead, FL 33030  
[Map](#)

**Contact:** Ernesto Perez

**Phone:** (786) 454-9070

**Fax:** (786)454-9082

**Email:** [ernesto@dademedical.edu](mailto:ernesto@dademedical.edu)

**Website:** [www.dademedical.edu](http://www.dademedical.edu)

**License Status:** License By Means of Accreditation

**Licensed Since:** 4/8/2009

### Other Locations

Institution Name	Location	Campus
<a href="#">Dade Medical College</a>	Miami	Main
<a href="#">Dade Medical College</a>	Hialeah	Branch
<a href="#">Dade Medical College</a>	Hollywood	Branch
Dade Medical College	Homestead	Branch

### Accreditation

Accredited By	Level of Accreditation
ABHES	Institutional

Note: Accreditation generally means that a college or school has been evaluated by a group of educators, and meets the accrediting agency's standards. This process is VOLUNTARY for the college; it is not "required". However, accreditation is required for financial aid eligibility, recognition of degrees or credits by employers or other colleges, universities, or schools, easy transfer of credits, acceptance into another school, and other education-related opportunities.

Be aware that some so-called "accrediting agencies" may not be recognized by the U.S. Department of Education, or may even be bogus! A current listing of recognized "accrediting agencies" may be found on the [U.S. Department of Education's web site](#). Check with this office before you send money to any college, even if it claims to be accredited.

### Programs Offered

Program Title	Credential	Clock Hours	Credit Hours	Student Data	Enrolled	Grads	Placed	CIP Code
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			Reporting Period					
Advanced Placement in Nursing	Associate in Science		79	09-10	0	0	0	0351380100
Diagnostic Cardiac Sonography	Diploma	1700	96	09-10	4	0	0	0351091002
Diagnostic Cardiac Sonography	Associate in Science		120	09-10	41	0	0	0351091000
Diagnostic Medical Ultrasound	Diploma	1860	108	09-10	4	0	0	0351091002
Diagnostic Medical Ultrasound	Associate in Science		132	09-10	59	0	0	0351091000
General Radiologic Technologist	Associate in Science		162	09-10	0	0	0	0351090704
Healthcare Management	Associate in Science		116	09-10	0	0	0	0351070400
Massage Therapy	Associate in Science		96	09-10	8	0	0	0351350100
Massage Therapy	Diploma	950	72	09-10	8	0	0	0351350100
Medical Assistant	Diploma	940	75	09-10	20	0	0	0351080100
Medical Assistant	Associate in Science		99	09-10	26	0	0	0351080101
Medical Billing and Coding	Diploma	800	69	09-10	0	0	0	0351070702
Nursing	Associate in Science		128	09-10	14	0	0	0351380100
Practical Nursing	Diploma	1350	91	09-10	24	0	0	0351390100

Note: Enrollment is the number of students enrolled in the program for the fiscal period July 1 – June 30. This number includes students who were already enrolled in the program and new enrollments for the fiscal period.

# Florida Department of Education

## SABER (#1400)

3990 West Flagler Street  
 Miami, FL 33134  
[Map](#)

**Contact:** Josefina Habif  
**Phone:** (305) 443-7601  
**Fax:** (305)443-8441  
**Email:** [saber@saberinc.com](mailto:saber@saberinc.com)  
**Website:**

**License Status:** License By Means of Accreditation  
**Licensed Since:** 1/10/1992

### Accreditation

Accredited By	Level of Accreditation
COE	Institutional

Note: Accreditation generally means that a college or school has been evaluated by a group of educators, and meets the accrediting agency's standards. This process is VOLUNTARY for the college; it is not "required". However, accreditation is required for financial aid eligibility, recognition of degrees or credits by employers or other colleges, universities, or schools, easy transfer of credits, acceptance into another school, and other education-related opportunities.

Be aware that some so-called "accrediting agencies" may not be recognized by the U.S. Department of Education, or may even be bogus! A current listing of recognized "accrediting agencies" may be found on the [U.S. Department of Education's web site](#). Check with this office before you send money to any college, even if it claims to be accredited.

### Programs Offered

Program Title	Credential	Clock Hours	Credit Hours	Student Data Reporting Period	Enrolled	Grads	Placed	CIP Code
ESOL	Diploma	880		09-10	271	122	88	0032010900
Health Services Management	Associate in Science	1200	77					0351070400
LPN to Nursing	Associate in Science		60					0351380100
Nursing	Associate in Science		78	09-10	0	0	0	0351380100



Practical Nursing	Diploma	1350	09-10	282	56	42	0351390100
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Note: Enrollment is the number of students enrolled in the program for the fiscal period July 1 – June 30. This number includes students who were already enrolled in the program and new enrollments for the fiscal period.

## Florida Department of Education

### CDL School, Inc., The (#1431)

7900 NW 27th Avenue, Unit D-3  
Miami, FL 33147  
[Map](#)

**Contact:** Albert Hanley

**Phone:** (305) 638-2200

**Fax:** (305)635-2729

**Email:** [info.cdl@cdlschool.com](mailto:info.cdl@cdlschool.com)

**Website:** [www.cdlschool.com](http://www.cdlschool.com)

**License Status:** Annual

**Licensed Since:** 1/30/1992

#### Programs Offered

Program Title	Credential	Clock Hours	Credit Hours	Student Data Reporting Period	Enrolled	Grads	Placed	CIP Code
Advanced Program	Diploma	120		09-10	0	0	0	0649020503
Class B Intermediate Program	Diploma	60		09-10	0	0	0	0649020510
Intermediate Program	Diploma	60		09-10	0	0	0	0649020510
Professional Tractor-Trailer Driver Program	Diploma	160		09-10	67	66	44	0649020503
Regional Tractor-Trailer Driver Program	Diploma	100		09-10	0	0	0	0649020510

Note: Enrollment is the number of students enrolled in the program for the fiscal period July 1 – June 30. This number includes students who were already enrolled in the program and new enrollments for the fiscal period.

APPROVED TRAINING PROGRAM COST LISTING

Atlantis University

Note: ITAs are issued in accord with the SFWIB ITA Policy; the initial ITA may cover up to and including 50 percent of the program's maximum ITA amount; the subsequent ITA is issued upon the participant's arrival at the midpoint of the training program's life and may cover up to and including the remaining 50 percent of the program's maximum ITA amount. **Pell Grants:** All participants are required to apply for the Pell Grant and if Pell eligible and the program is a Pell eligible program, then the Pell Grant must be used first to cover tuition costs. ITAs only cover up to one year of training and neither A.A. nor Bachelor degrees are covered by ITAs. **Tuition Refunds:** For guidance on issuing refunds, refer to the SFWIB Standardized Refund Policy. **Notice:** Case Managers shall 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. SFWIB will not be responsible for any debts that the participants incur.

Institutional Fees																				
																2010 - 2011 TOL Wage Rate				
Program Offered	License/Certification (Yes/No)	CIP Code	Clock Hours	Credit Hours	Course Length (estimated in months)	A Tuition Cost	B Application-Registration Fees	C Special Course Fees	D Total Institutional Fees (A+B+C)	E Books and Materials	F Tools	G Tests/Certification Exams	H 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	Comments
<b>A.S./A.A.S. Degree Programs</b>																				
A.S. Business Administration	No		2880	60	20	\$ 17,940.00	\$ 50.00	\$ 1,590.00	\$ 19,580.00	\$ 2,000.00	\$ -	\$ -	\$ 21,580.00		No		131199 Business Operations Specialists, All Other	\$16.50	\$31.28	
																	131071 Employment, Recruitment, and Placement Specialists	\$14.05	\$20.74	
																	111021 General and Operations Managers	\$26.57	\$53.43	
																	132052 Personal Financial Advisors	\$17.95	\$28.40	
																	113011 Administrative Service Managers	\$30.39	\$51.53	
																	119141 Property, Real Estate & Community Association Managers	\$15.74	\$26.60	
A.S. Business Marketing	No		2880	60	20	\$ 17,940.00	\$ 50.00	\$ 1,590.00	\$ 19,580.00	\$ 2,000.00	\$ -	\$ -	\$ 21,580.00		No		112021 Marketing Managers	\$31.96	\$55.93	
																	273031 Public Relations Specialists	\$17.18	\$27.24	
																	112022 Sales Managers	\$35.30	\$61.61	
																	413011 Advertising Sales Agents	\$11.54	\$24.37	
																	131199 Business Operations Specialists, All Other	\$16.50	\$31.28	
																	413021 Insurance Sales Agents	\$13.58	\$25.13	
																	119141 Property, Real Estate & Community Association Managers	\$15.74	\$26.60	
A.S. International Business	No		2880	60	20	\$ 17,940.00	\$ 50.00	\$ 1,590.00	\$ 19,580.00	\$ 2,000.00	\$ -	\$ -	\$ 21,580.00		No		111021 General and Operations Managers	\$26.57	\$53.43	
																	132051 Financial Analysts	\$21.99	\$34.03	
																	113031 Financial Managers	\$33.67	\$59.29	
																	131199 Business Operations Specialists, All Other	\$16.50	\$31.28	

APPROVED TRAINING PROGRAM COST LISTING

Atlantis University

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Atlantis University																				
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Institutional Fees																2010 - 2011 TOL Wage Rate				
						A	B	C	D	E	F	G	H					Entry	Mean	Comments
Program Offered	License/Certification (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/Certification 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)			
																	131071 Employment, Recruitment, and Placement Specialists	\$14.05	\$20.74	
																	113011 Administrative Service Managers	\$30.39	\$51.53	
A.S. Computer Information Technology	No		2880	60	20	\$ 17,940.00	\$ 50.00	\$ 1,590.00	\$ 19,580.00	\$ 2,000.00	\$ -	\$ -	\$ 21,580.00		No		113021 Computer and Information Systems Managers	\$39.31	\$59.13	
																	151061 Database Administrators	\$21.13	\$32.60	
																	151071 Network and Computer Systems Administrators	\$23.78	\$37.75	
																	151041 Computer Support Specialists	\$14.17	\$20.72	
																	151031 Computer Software Engineers, Applications	\$18.30	\$33.73	
Diploma/Certificate Programs																				
Computer Network Technician (CNT) Diploma	Yes		192	12	4	\$ 3,588.00	\$ 50.00	\$ -	\$ 3,638.00	\$ 400.00	\$ 50.00	\$ 574.00	\$ 4,662.00		No		151041 Computer Support Specialists	\$14.17	\$20.72	
																	151081 Network Systems and Data Communications Analysts	\$22.68	\$36.03	
																	492011 Computer, ATM, and Office Machine Repairers	\$10.93	\$16.57	
																	492094 Electronics Repairers, Commercial and Industrial Equip	\$13.99	\$21.32	
																	499042 Maintenance and Repair Workers, General	\$10.36	\$15.44	

APPROVED TRAINING PROGRAM COST LISTING

Dade Medical College

**Note:** ITAs are issued in accord with the SFWIB ITA Policy; the initial ITA may cover up to and including 50 percent of the program's maximum ITA amount; the subsequent ITA is issued upon the participant's arrival at the midpoint of the training program's life and may cover up to and including the remaining 50 percent of the program's maximum ITA amount. **Pell Grants:** All participants are required to apply for the Pell Grant and if Pell eligible and the program is a Pell eligible program, then the Pell Grant must be used first to cover tuition costs. ITAs only cover up to one year of training and neither A.A. nor Bachelor degrees are covered by ITAs. **Tuition Refunds:** For guidance on issuing refunds, refer to the SFWIB Standardized Refund Policy. **Notice:** Case Managers shall 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. **SFWIB will not be responsible for any debts that the participants incur.**

Institutional Fees																				
Program Offered	License/ Certification (Yes/No)	CIP Code	Clock Hours	Credit Hours	Course Length (estimated in months)	A	B	C	D	E	F	G	H	MAX ITA AMT (Determined by SFWIB)	Pell Eligible (Yes/No)	Comparable Public School Program (Determined by SFWIB)	2010 - 2011 TOL		Wage Rate	Comments
						Tuition Cost	Application- Registration Fees	Special Course Fees	Total Institutional Fees (A+B+C)	Books and Materials	Tools	Tests/ Certification Exams	Total Program Cost (D+E+F+G)				2010 - 2011 TOL Occupations & SOC)	Related (Name)		
<b>A.S./A.A.S. Degree Programs</b>																				
Advanced Placement in Nursing	Yes	1318110100	1080	79	14	35,000	50	0	\$35,050	Included	0	200	35,250	Yes		Registered Nurses 29-1111.00	31.54	24.32		\$50 Entrance Exam Fee Level II Background Check and Drug test required (fees apply)
Diagnostic Cardiac Sonography	Yes	1317020100	1940	120	23	45,000	50	0	\$45,050	Included	0	195	45,245	Yes		Cardiovascular Technologist & Technicians 29- 2031.00	19.58	11.53		
Diagnostic Medical Ultrasound	Yes		2100	132	24	45000	50	0	45,050	Included	0	200	45,250	Yes		Diagnostic Medical Sonographers 29- 2032.00	25	22		
Massage Therapy	Yes		1190	93	15	25000	50	0	25,050	Included	0	195	25,245	Yes		Massage Therapists 31-9011.00	16.35	15.56		
Medical Assistant	Yes	317050301	1180	99	14	25000	50	0	25,050	Included	0	75	25,125	Yes		Medical Assistants 31-9092.00	14.34	11.29		
Nursing	Yes	1318110100	1780	128	24	60000	50	0	60,050	Included	0	200	60,250	Yes		Registered Nurses 29-1111.00	31.54	24.32		\$50 Entrance Exam Fee Level II Background Check and Drug test required (fees apply)
<b>Diploma/Certificate Programs</b>																				
Medical Billing and Coding	Yes	317050602	800	69	10	15000	50	0	15,050	Included	0	0	15,050	Yes		Billing, Cost, and Rate Clerks 43.3021.02	14.5	15.39		



APPROVED TRAINING PROGRAM COST LISTING

THE COMMERCIAL DRIVER'S LICENSE SCHOOL, INC.

**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.**

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Program Offered	License/ Certification (Yes/No)	CIP Code	Clock Hours	Credit Hours	Course Length (estimated in months)	Institutional Fees				E	F	G	H	MAX ITA AMT (Determined by SFWIB)	Pell Eligible (Yes/No)	Comparable Public School Program (Determined by SFWIB)	2010 -2011 TOL Related Occupations (Name & SOC)	2010 - 2011 TOL Wage Rate		Comments
						A	B	C	D									Entry	Mean	
<b>A.S./A.S. Degree Programs</b>																				
<b>Diploma/Certificate Programs</b>																				
Professional Tractor-Trailer Driver Program	Yes	49.0205 Truck & Bus Driver / Commercial Vehicle Operator	160 Hours	160 Hours	0.75	\$6595.00 (includes \$585 in fees for: MVR Fee (\$50), Background Check (\$75), Book Fee (\$100), Road Test Fee (\$360), DOT Physical: \$125, License Fee: \$75, Hazmat Fee: \$91, Application Fee: \$150							\$ 6,595.00	No		53-3032 Heavy Tractor-Trailer Truck Services	\$18.00	\$18.97		
Intermediate Program	Yes	49.0205 Truck & Bus Driver / Commercial Vehicle Operator	60 Hours	60 Hours	0.50	\$2495.00 (includes \$585 in fees for: MVR Fee (\$50), Background Check (\$75), Book Fee (\$100), Road Test Fee (\$360), DOT Physical: \$125, License Fee: \$75, Hazmat Fee: \$91, Application Fee: \$150							\$2,495.00	No		53-3032 Heavy Tractor-Trailer Truck Services	\$18.00	\$18.97	Class A Holder Re-certification Program	







7.

**SFWIB – Economic Development & Industry Sector (EDIS) Committee**

*August 18, 2011*

**Approval of the SFWIB Campaign for Opportunity**

**RECOMMENDATION**

SFWIB staff recommends that the EDIS Committee recommend to the Board the approval of the SFWIB Campaign for Opportunity.

**BACKGROUND**

The changes in hiring practices as a result of the most severe economic downturn since the Great Depression have resulted in a restructuring of the business model. Human capital is being packaged and assembled in a way never done before. Current and future employees are carefully analyzed and evaluated to determine their contribution to the bottom line. The pursuit of “more for less” has never been more prevalent than it is now. Long honored values like experience, longevity, even loyalty seem to be fading.

With the regional unemployment rate of 13.6 percent—185,317 unemployed—it is clear that businesses are being more circumspect in their decision to hire. Businesses are in a position to select from a bounty of highly skilled, well-educated, and most cost-effective applicants.

In the past six months within the South Florida Region, 79,617 Unemployment Insurance (UI) claimants have exhausted their UI benefits. To enhance services to this population, SFWIB is launching a Campaign of Opportunity.

The following Campaign strategies are proffered for consideration:

- Forming a blue-ribbon committee of community leaders to provide counsel on and solutions to these issues;
- Approving the Paid Work Experience Policy and implementing the Platform To Employment (P2E) Initiative, and;
- Supporting the creation of a statewide Florida Business and Workforce Competitiveness Fund that will incentivize Florida Businesses to create new jobs and hire unemployed Florida workers.

*Attachment*

## SFWIB PAID WORK EXPERIENCE POLICY

### I. **OF INTEREST TO**

The Paid Work Experience Policy should be of interest to members of the South Florida Workforce Investment Board (SFWIB), SFWIB staff, Contractors (Service Providers), Training Vendors, Businesses, Job Seekers, and Employees in Region 23 (Miami-Dade and Monroe counties).

### II. **SUBJECT**

Paid Work Experience (PWE)

### III. **PURPOSE**

The purpose of the PWE Policy is to provide all SFWIB stakeholders with parameters regarding the use of WIA funds for PWE agreements. To encourage an increase in the utilization of the Paid Work Experience (PWE) Program within the region. The PWE is an excellent tool to assist in enhancing work experience and placement goals for WIA customers.

### IV. **STATUTORY AUTHORITIES**

Public Law 105-220, Workforce Investment Act of 1998 (WIA)

Florida Statutes, Title XXXI, Chapter 445, Workforce Innovation Act of 2000

### V. **BACKGROUND**

The WIA includes PWE as one of its approved intensive services. SFWIB provides PWE services via an agreement with a business (public, private non-profit or private for-profit), Service Provider, and an eligible participant.

The intent of PWE is to provide adult, dislocated workers and youth with opportunities for career exploration and skill development and to enhance their work readiness skills in preparation for employment.

### VI. **DEFINITIONS**

#### ***A. Paid Workforce Experience (PWE)***

Section 663.200(b) of the WIA Final Regulations defines Work Experience as:

Work experience is a planned, structured learning experience that takes place in a workplace for a limited period of time. Work experience may be paid or unpaid, as appropriate. A work experience workplace may be in the private for profit sector, the nonprofit sector, or the public sector. Labor standards apply in any work experience where an employee/employer relationship, as defined by the Fair Labor Standards Act, exists.

## **B. Conflict of Interest**

1. SFWIB will not favor a referral from and/or to a member of the SFWIB over another business in the community. PWE placements shall be made based upon what will be most beneficial to the participant.
2. The SFWIB shall be notified whenever the PWE Agreement is connected to a SFWIB member, Service Provider or employee.
3. Service Providers are prohibited from recommending an agreement or making PWE referrals to businesses who are members of their immediate family or members of families of other Service Provider staff or SFWIB staff.
4. The contracted PWE business shall not hire a participant who is a relative (member of the family) of the business. Relative is defined as: father, mother, son, daughter, brother, sister, uncle, aunt, first cousin, nephew, niece, husband, wife, father-in-law, mother-in-law, son-in-law, daughter-in-law, brother-in-law, sister-in-law, stepfather, stepmother, stepson, stepdaughter, stepbrother, stepsister, half brother, or half sister. (Section 112.3135, Florida Statutes)

## **C. Reverse Referrals**

A reverse referral is when the business has identified someone they would like to hire but the individual has demonstrated skills deficiency related to the position's requirements. A business may refer a job applicant to the Service Provider for potential PWE enrollment. In the case of reverse referrals, the candidate must schedule an eligibility determination and assessment appointment with a Service Provider and must be eligible for WIA as a dislocated worker or adult. The Service Provider must utilize normal eligibility assessment and enrollment procedures. The results of the assessment must indicate that the individual is need of the type of services offered by the PWE program.

Participant's eligibility must be determined prior to placement in the program and prior to the execution of a PWE agreement.

## **VII. ELIGIBILITY**

### **A. Business**

Prior to entering into an agreement for PWE services with a business, the Service Provider shall ensure that the business is eligible.

Businesses that meet the following criteria are considered eligible and may, subject to available funding, enter into a PWE agreement:

1. Located in the State of Florida;
2. Hold valid business occupational license;
3. Maintains Workers Compensation Insurance (if applicable);
4. Active business as verified by Florida Department of State Division of Corporations ([www.sunbiz.org](http://www.sunbiz.org));
5. Business has operated at current location for at least 120 days.

## **B. Participant (Unemployed)**

Participants that meet the following criteria maybe, subject to available funding, receive PWE through an executed PWE agreement:

1. Eligible under one of the SFWIB funded programs: WIA Youth, WIA Adult, WIA Dislocated, TANF, Refugee, etc.
2. Under the WIA, has received at least one intensive service, such as development of an Individual Employment Plan (IEP) with a career advisor or individual counseling and career planning.
3. Terminated/laid off or notified of lay off;
4. Eligible for or exhausted Unemployment Compensation benefits
5. Laid off due to a plant closure or substantial layoffs at a plant or facility
6. Males between the ages of 18-26 must have registered for selective service ([www.sss.gov](http://www.sss.gov))
7. Possess a high school diploma or General Education Diploma (GED)
8. Reside in Miami-Dade and Monroe Counties
9. Be 18 or older and eligible to work in the United States.
10. Be determined eligible under the Workforce Investment Act Dislocated Worker program
11. Willing to participate in a quick online assessment for suitability
12. An assessment indicates that the individual has either limited work experience or has been out of the labor market for 12 months or longer and in need of exposure or re-exposure to the labor market.

## **VIII. PWE AGREEMENT**

### **A. Conditions**

1. Eligible individuals may not commence participation and businesses may not begin providing work experience prior to the execution of the PWE agreement. The agreement is executed when signed by all required parties, i.e., Service Provider, business, and participant.
2. The following sections must be pre-negotiated and included in the PWE agreement:
  - a. Timeframe for achievement of competencies; and
3. The appropriate signatory for the business shall be either the owner where the business is incorporated; a partner where the business is a partnership; or an officer if the business is a corporation. Corporations sometimes designate signatories other than their officers. In such instances, written authority transferring signatory responsibilities must be obtained by the individual responsible for developing the agreement.
4. Service Providers are responsible for reviewing the agreement with both the business and the participant prior to execution to assure that the business and participant wholly understand and are familiar with the requirements of the agreement.

5. The participant's attainment of competencies must be routinely documented by the business and Service Provider and placed in the participant's file.
6. PWE may be sequenced with, or accompanied by, other services, such as remedial education, basic skills training or occupational skills training.
7. Businesses shall establish and maintain records with respect to all matters covered by the PWE agreement. Businesses shall retain such records for at least five (5) years from the date of final payment, or until all related federal and state audits or litigation is completed, whichever is later. Businesses shall allow public inspection of all documents, papers, letters or other materials made or received by the business in conjunction with the PWE agreement, unless the records are exempt under federal or state law.
8. The PWE business shall comply with the nondiscrimination and equal opportunity provisions of federal or state law.

**B. Duration**

1. A PWE agreement shall be limited to the period of time required for a participant to become reacquainted with basic work skills and be introduced to the particular skills of the type of industry and occupation for which the participant has been placed into. In determining the appropriate length of the agreement, consideration should be given to the skill requirements of the occupation, the academic and occupational skill level of the participant, prior work experience, and the participant's IEP.
2. PWE agreements shall not exceed six months of training unless there is documented justification and written approval from the SFWIB Executive Director.
3. An PWE agreement may be written or extended beyond the initial periods under the following conditions:
  - a. A barrier to skills attainment is identified during the period of work experience, which was not evident during the assessment.
  - b. The participant has been unable to fully explore the various job skills within the agreement's time frame.
  - c. The employability plan measures used during the assessment to identify participant's skills proficiencies prove to be inadequate based upon business evaluation after participant is placed on the job.

**C. Compensation**

1. Eligible Service Providers and Training Vendors may not execute PWE agreements exceeding a total cost of \$6,000 per participant without prior written SFWIB approval.
2. Participants employed under a PWE agreement shall be compensated at the same rates, (including periodic increases) as similarly situated employees. In no event, however, shall PWE participants be paid less than the higher of the minimum wage

specified under the Fair Labor Standards Act of 1938, as amended or the applicable state or local minimum wage.

3. Participants employed under a SFWIB PWE agreement shall receive the same fringe benefits and be subject to the same working conditions granted to regular employees under the same or similar occupational title.

#### **IX. GRIEVANCES AND APPEALS**

Service Providers shall advise participants of their right of appeal using either the business' grievance procedures, or those of the SFWIB, if previously agreed with the business. If a business elects to use its own grievance procedures, the business must agree to provide information to SFWIB as to actions taken under those procedures. If the participant is not satisfied with the outcome after using the business' grievance procedures, then he/she may elect to file a grievance with SFWIB under the SFWIB grievance procedures.

#### **X. EXCEPTIONS**

Exceptions to this policy, or any part thereof, must be approved in writing by the SFWIB Executive Director.

#### **XI. PROHIBITIONS**

1. Workforce participants who have previously received an Individual Training Account (ITA) for occupational training are ineligible to participate in PWE.
2. Participants shall not be employed to carry out the construction, operation, or maintenance of any part of any facility that is used or to be used for sectarian instruction or as a place for religious worship (except with respect to the maintenance of a facility that is not primarily or inherently devoted to sectarian instruction or religious worship, in a case in which the organization operating the facility is part of a program or activity providing services to participants).
3. PWE agreements shall not be written for part-time employment. Proof of full-time employment shall be established and documented by the business. Whether the participant is categorized as full-time shall be verified by the Service Provider.
4. PWE agreements shall not be written for jobs with a Specific Vocational Preparation (SVP) of two or under, except for participants who have a documented disability for whom such a placement would be appropriate or where written justification is provided to and approved by the SFWIB Executive Director. Lack of prior work history or non-English speaking are not to be considered disabilities for the purpose of complying with this provision, but may justify placement into a job with a low SVP.
6. PWE funds shall not be spent on construction or purchase of facilities or buildings except:

- a. To meet a recipient's obligation to provide physical and programmatic accessibility and reasonable accommodation as required by the Americans with Disabilities Act (ADA);
  - b. To fund repairs, renovations, alterations and capital improvements of property, including: (i.) State Employment Service Agency (SESA) real property, identified at WIA section 193, using a formula that assesses costs proportionate to space utilized; (ii.) Job Training Partnership Act (JTPA) owned property which is transferred to WIA Title I programs; and (iii.) Job Corps facilities, as authorized by WIA section 160(3)(B); and
  - c. To fund disaster relief employment on projects for demolition, cleaning, repair, renovation, and reconstruction of damaged and destroyed structures, facilities, and lands located within a disaster area. (WIA Sec. 173(d))
7. PWE funds shall not be used to encourage or induce a business, or part of a business, to relocate from any location in the United States, if the relocation results in any employee losing his or her job at the original location.

## **PLATFORM TO EMPLOYMENT (P2E)**

### **What is Platform To Employment (P2E)**

Platform to Employment (P2E) is an initiative that provides an investment in the local recovery of our community made possible by the collaboration between South Florida Workforce and Workforce Florida, Inc. Under the initiative, individuals who are currently unemployed will be re-tooled and matched with area employers who are creating new jobs and are in need of a skilled and talented workforce.

### **How can employers participate?**

Employers, through a Paid Work Experience grant can provide an opportunity for job seekers to obtain skills and work experience that will improve their productivity and success in the workplace.

### **Who may apply?**

Any employer located within Miami-Dade and Monroe counties are eligible for this program. The employer can be private, public, or non-profit and must have at least two full-time employees.

### **What are the requirements to participate?**

Employers interested in participating must create new, full-time jobs (32-hours or greater). All positions created must be posted on the no-cost Employ Florida Marketplace (EFM) site. Further, employers who agree to participate must provide paid work experience that will prepare their new hire for successful job retention. In return, the employer will receive a wage reimbursement totaling 100% of the new hires, which could equate up to the first month salary not to exceed \$6,000 per job created.

### **Are there any restrictions?**

Yes. All new hires must currently be unemployed/laid off and the length of work experience should be considered short-term and cannot exceed 26 weeks. Employer reimbursement is limited to 30 new positions.

### **How will employers receive the reimbursement?**

Employers will be reimbursed up to \$3,000 after 90 days of job retention and up to an additional \$3,000 after 180 days of job retention. Note, the reimbursement amount is determined by the hourly wage rate calculation.



A bill to be entitled

Florida Business and Workforce Competitiveness Fund

An act relating to workforce development; creating a new section \_\_\_\_\_ to Chapter 445 F.S.; establishing the Florida Business and Workforce Competitiveness Fund for the purpose of awarding competitive grants to employers to support the growth of businesses by helping workers acquire new skills or upgrade existing skills; authorizing Regional Workforce Boards to award incentive grants to employers; creating a Florida Business and Workforce Competitiveness Fund in the State Treasury; providing that the revenue generated be deposited in the Florida Business and Workforce Competitiveness Fund; providing that Workforce Florida Inc. shall allocate funds; creating an employment training investment assessment for employers who have an unemployment compensation tax rate below the maximum rate of 5.4%, providing eligibility criteria; providing the terms and conditions of payment; providing conditions under which the assessment would not be in effect; providing for the establishment of eligibility criteria for awarding grants; requiring that the cost of collecting the assessment be paid out of revenue generated through the assessment; amending s. 443.131, F.S.; providing for a reduction in the unemployment compensation contribution rate of employers with a rate below the maximum contribution rate; amending s. 443.131 to provide conditions under which an employer's contribution rate may be rounded to less than 0.1 percent; providing an effective date.

Be It Enacted by the Legislature of the State of Florida:

Section 1. Section \_\_\_\_\_ of Chapter 445 is created to read:

( ) Florida Business and Workforce Competitiveness Fund. –

(1) Establishment. -- The Florida Business and Workforce Competitiveness Fund is created as an additional revenue source to support the growth of Florida businesses by awarding incentive grants to hire unemployment compensation claimants.

(2) Purpose. – The Business and Workforce Competitiveness Fund will be utilized by Regional Workforce Boards as defined in Section 445.007 to award incentive grants to employers to foster economic development by hiring unemployed workers. The purpose is to provide the training needed to effectively address the changing skill requirements resulting from new technology, retooling, new product lines and new organizational structuring. Each Regional Workforce Board shall administer the grants, including determining award recipients within funding available to it for that purpose.

(3) The Florida Business and Workforce Competitiveness Fund is created in the State Treasury, to be administered by the Agency for Workforce Innovation.

(4) Workforce Florida Inc., shall allocate to each Regional workforce board its share of funds available under the Florida Business and Workforce Competitiveness Fund in accordance with procedures established for this purpose.

(5) The fund is comprised of a quarterly employment and training investment assessment imposed on or after \_\_\_\_\_ on each employer paying contributions under Section 443.131 F.S. at a rate below the maximum contribution rate of 5.4% as provided in section 443.131 (3) (e) d. as a separate assessment of one-tenth of one per cent of wages paid by the employer as defined in Section 443.1217 F.S.

(6) Only employers who are subject to the contribution method of financing unemployment compensation benefits under Section 443.131 F.S. who are subject to the employment training investment assessment are eligible for award of a grant under this program.

(7) The employment training investment assessment is due at the same time, collected in the same manner, and subject to the same penalties and interest as other contributions assessed under Section 443.131 F.S.

(8) The employment training investment assessment will not be imposed for any year in which the balance in the unemployment compensation trust fund requires the computation of a positive adjustment factor as provided in Section 443.131 (2) (e) c. F.S.

(9) Workforce Florida, Inc. shall establish guidelines governing the administration of the Florida Business and Workforce Competitiveness Fund and shall establish criteria to be used by Regional Workforce Boards in evaluating applications for funding.

(10) Administrative costs associated with the collection of the Florida Business and Workforce Competitiveness Fund will be paid out of revenue generated from the assessment. The cost of collection and administration of the Florida Business and Workforce Competitiveness Fund assessment shall be allocated based on a plan approved by the United States Department of Labor (USDOL).

Section 2. A new paragraph (c) is added to subsection 2 of Section 443.131, Florida Statutes, to read:

443.131 Contributions.--

(2) Contribution Rates. –

( c ) On and after January 1, 2009 the contribution rate of each employer with an initial or variable rate below the maximum contribution rate of 5.4% provided in section 443.131 (3) (e) d. shall be adjusted to a rate computed by subtracting one-hundredth of one percent from the rate otherwise computed under this section. However, the adjustment provided in this paragraph will not be in effect for any year in which the balance in the unemployment compensation trust fund requires the computation of a positive adjustment factor as provided in section 443.131 (2) (e) c. F.S.

Section 3. Paragraph (e) of subsection (3) of Section 443.131, Florida Statutes is amended to read:

(e) Assignment of variations from the standard rate. - -

1. (modify the last sentence only as follows) An employer's contribution rate may not, with the exception of the adjustment provided in Section 443.131 (2) (c) however, be rounded to less than 0.1 percent.

Section 4. This act shall take effect upon becoming a law.



8.

**SFWIB – Economic Development & Industry Sector (EDIS) Committee**

***August 18, 2011***

**Approval of WIA Waiver Requests**

## **RECOMMENDATION**

SFWIB staff recommends that the EDIS Committee recommend to the Board the approval of the WIA waiver requests as set forth below.

## **BACKGROUND**

In response to the Federal Stimulus package, staff researched and developed the attached WIA waiver requests that are intended to provide flexibility in SFWIB's response to the region's current workforce and economic development issues. The waiver requests promote initiatives that include, but are not limited to:

- An expansion of On-the-Job training assistance,
- Provide for limited financial assistance to small business enterprises,
- Allow for public service employment, and
- Expand availability of services for the region's youth.

If approved, the requests would stimulate the local economy by equipping businesses with the tools to successfully sustain operations and creating employment opportunities for jobseekers.

Attached for the Committee to consider are the WIA waiver recommendations.

*Attachment*

## SUMMARY OF WAIVER REQUESTS

### Part 661 – Statewide and Local Governance of the Workforce Investment System Under Title 1 of the Workforce Investment Act.

Section	Current Language	Proposed Waiver
<p><b>WIA Sec. 136 / 20 CFR 667.300:</b></p> <p><b>What are the reporting requirements for Workforce Investment Act programs?</b></p>	<p><b>Performance Accountability System</b></p> <p>All States and other direct grant recipients must report financial, participant and performance data in accordance with instructions issue by DOL. Required reports must be submitted no more frequently than quarterly within a time period specified in the reporting institutions.</p>	<p>Waiver to allow entrepreneurial training to be provided through state-level grants and local formula dollars with the performance tracked and aggregated at the state level, but not included in local performance calculations.</p>

## SUMMARY OF WAIVER REQUESTS

### Part 663 – Adult & Dislocated Worker Activities under Title 1 of the Workforce Investment Act.

Section	Current Language	Proposed Waiver
<p><b>WIA Sec. 101(31) (B) / 20 CFR 663.710(b):</b></p> <p><b>What conditions govern OJT payments to employers?</b></p>	<p>On-The-Job Training – provides reimbursement to the employer of up to 50 percent of the wage rate of the participant, for extraordinary cost of providing the training and additional supervision related to the training;</p> <p>Employer may be reimbursed up to 50 percent of the wage rate of an OJT participant for the extraordinary costs of providing the training and additional supervision related to the OJT. (WIA sec. 101(31) (B)).</p>	<p>Waiver of WIA section 101(31) (B) to increase the employer reimbursement for on-the-job training for small-and medium-sized businesses. Under the waiver, states will have the flexibility to permit local areas to reimburse the employer for up to 100 percent of the wage rate of participants.</p>
<p><b>WIA Sec. 101(8)(C) / 20 CFR 663.715(c):</b></p> <p><b>What is Customized Training?</b></p>	<p>Customized Training – for which the employer pays for not less than 50 percent of the training.</p> <p>[Training] for which the employer pays for not less than 50 percent of the cost of the training. (WIA sec. 101(8).)</p>	<p>Waiver of the required 50 percent employer match for customized training at WIA section 101(8) (C). Under the waiver, states will have the flexibility to permit local areas to reimburse the employer for up to 100 percent of the wage rate of participants.</p>

## SUMMARY OF WAIVER REQUESTS

### Part 664 – Youth Activities under Title 1 of the Workforce Investment Act.

Section	Current Language	Proposed Waiver
<p><b>WIA Section 129(c)(5) / 20 CFR 664.220:</b></p> <p><b>Is there an exception to permit youth who are not low-income individuals to receive youth services?</b></p>	<p>Exceptions – Not more than 5 percent of participants assisted under this section in each local area may be individuals who do not meet the minimum income criteria to be considered eligible youth, if such individuals are within one or more of the following categories:</p> <p>Yes, up to five percent of youth participants served by youth programs in a local area may be individuals who do not meet the income criterion for eligible youth, provided that they are within one or more of the following categories: (WIA sec 129(c) (5)).</p>	<p>Waiver to increase the exception of youth who may not meet the low income criteria.</p>



## SUMMARY OF WAIVER REQUESTS

### Part 664 – Youth Activities under Title 1 of the Workforce Investment Act.

*Continued*

Section	Current Language	Proposed Waiver
<p><b>WIA Section 101(25)(A) / 20 CFR 664.240</b></p> <p><b>May local program use eligibility for free lunches under the National School Lunch Program as a substitute for the income eligibility criteria under Title 1 of WIA?</b></p>	<p>Receives, or is a member of a family that receives, cash payments under a Federal, State, or local income-based public assistance program.</p> <p>No, the criteria for income eligibility under the National School Lunch Program are not the same as the Act’s income eligibility criteria. Therefore, the school lunch list may not be used as a substitute for income eligibility to determine who is eligible for services under the Act.</p>	<p>Waiver to include youth receiving free school lunches under the National School Lunch Program as a substitute for the WIA Title 1 income eligibility criteria.</p>

## SUMMARY OF WAIVER REQUESTS

### Part 664 – Youth Activities under Title 1 of the Workforce Investment Act.

*Continued*

Section	Current Language	Proposed Waiver
<p><b>WIA Section 129(c)(2) / 20 CFR 664.410</b></p> <p><b>Must local programs include each of the ten program elements listed in WIA section 129(c) (2) as options available to youth participants?</b></p>	<p>Program elements – The programs described in paragraph (1) shall provide elements consisting of –</p> <p>Yes, local programs must make the following services available to youth participants:</p>	<p>Waiver of the requirement that local programs provide each of the ten youth program elements at WIA Section 129(c) (2) as options available to youth participants.</p>
<p><b>WIA Section 129(c)(2)(I) / 20 CFR 664.600(d)</b></p> <p><b>Are Local Boards required to offer summer employment opportunities in the local youth program?</b></p>	<p>Program Elements – The programs described in paragraph (1) shall provide elements consisting of – (I) follow-up services for not less than 12 months after the completion of participation, as appropriate;</p> <p>The summer youth employment opportunities element is not intended to be a stand-alone program. Local programs should integrate a youth’s participation in that element into a comprehensive strategy for addressing the youth’s employment and training needs. Youths who participate in summer employment opportunities must be provided with a minimum of twelve months of follow-up services as required in 664.550 [WIA sec. 129(c)(2)(C).</p>	<p>Waiver of the requirements of summer youth employment element as a stand-alone program and 12 month follow-up services element.</p>

## SUMMARY OF WAIVER REQUESTS

### Part 667 – Administrative Provisions under Title I of the Workforce Investment Act.

Section	Current Language	Proposed Waiver
<p><b>WIA section 181(e) / 20 CFR 667.262(a):</b></p> <p><b>Are employment generating activities, or similar activities, allowable under WIA Title I?</b></p>	<p>Limitation on use of funds – No funds available under this title shall be used for employment generating activities, economic development activities, investment in revolving loan funds, capitalization of business, investment in contract bidding resource centers, and similar activities that are not directly related to training for eligible individuals under this title. No funds available under subtitle B shall be used for foreign travel.</p> <p>Under WIA section 181(e), WIA Title I funds may not be spent on employment generating activities, economic development, and other similar activities, unless they are related to training for eligible individuals.</p>	<p>Waiver of the limitation on use of funds for capitalization of businesses at WIA Section 181(e) to permit WIA funds to be used to capitalize a small business up to \$5,000.</p>

## SUMMARY OF WAIVER REQUESTS

### Part 667 – Administrative Provisions under Title I of the Workforce Investment Act.

*Continued*

Section	Current Language	Proposed Waiver
<p><b>WIA Section 129(c)(2) / 20 CFR 664.410</b></p> <p><b>Must local programs include each of the ten program elements listed in WIA section 129(c) (2) as options available to youth participants?</b></p>	<p>No funds available under this title may be used for public service employment except as specifically authorized under this title.</p> <p>Public service employment, except to provide disaster relief employment, as specifically authorized in section 173 (d) of WIA, ((WIA sec.195 (10)).</p>	<p>Waiver of the prohibition on the use of funds for public service employment at WIA Section 195(10).</p>
<p><b>WIA Section 133(b)(4) / 20 CFR 667.140</b></p> <p><b>Does a Local Board have the authority to transfer between programs?</b></p>	<p>Transfer Authority – A local board may transfer, if such a transfer is approved by the Governor, not more than 20 percent of the funds allocated to the local area under paragraph (2)(A) or (3), and 20 percent of the funds allocated to the local area under paragraph (2)(B), for a fiscal year between—</p> <p>A local board may transfer up to 20 percent of a program year allocation for adult employment and training activities, and up to 20 percent of a program year allocation for dislocated worker employment and training activities between the two programs.</p>	<p>Waiver to allow local workforce boards to transfer up to 100 percent of a program year allocation for Adult funds and up to 100 percent of a program year allocation for Dislocated Worker funds between the two funding streams.</p>

## SUMMARY OF WAIVER REQUESTS

### Part 664 – Youth Activities under Title 1 of the Workforce Investment Act.

Section	Current Language	Proposed Waiver
<p><b>WIA Sections 134(a)(1)(B) and 129(b)</b></p>	<p>Use of funds for statewide employment and training activities as described in WIA sections 128(a) and 133(a) (1).</p>	<p>Waiver of language that limits the authority to provide the activities identified in WIA Section 134 to the State. Waiver will permit local areas to request the use of up to 100 percent of local area formula allocation funds to provide statewide employment and training activities.</p>