



**SOUTH FLORIDA WORKFORCE INVESTMENT BOARD  
EXECUTIVE COMMITTEE MEETING  
Thursday, June 19, 2014  
9:30 A.M.**

Doubletree Hotel – Convention Center  
711 NW 72nd Avenue, 2nd Floor  
Miami, Florida 33126

**AGENDA**

1. Call to Order and Introductions
2. Executive Committee
  - a. Recommendation as to Approval of the SFWIB Nominating Committee
  - b. Recommendation as to Approval of the 2014-2015 Budget
  - c. Recommendation as to Approval to Reallocate Support Services funds among Youth Coop Inc. career centers.
  - d. Recommendation as to Approval to Allocate Funds for Career Source Branding Project
  - e. Recommendation as to Approval to Allocate TANF program funds
  - f. Recommendation as to Approval to Accept and Allocate UC Funds
3. Audit Committee
  - a. Recommendation as to Approval to Contract Auditing Services
4. Youth Council
  - a. Recommendation as to Approval to Allocate Funding to Miami-Dade College - Take Stock In Children Scholarship Program
  - b. Recommendation as to Approval of WIA Youth Employment and Training Services for Program Year 2014-2015 Contractors
  - c. Recommendation as to Approval of Funding for the Work Readiness - Young Adult Work Program
5. Workforce System Improvement Committee
  - a. Recommendation as to Approval of Workforce Services Contractor
  - b. Recommendation as to Approval of the Revised Balance Scorecard Standard and Performance Measures

6. Economic Development & Industry Sector Committee
  - a. Recommendation as to Approval of Individual Training Account (ITA) Policy
  - b. Recommendation as to Approval of New Training Vendors and Programs
  - c. Recommendation as to Approval to issue a Business Services RFP

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## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 2A

**AGENDA ITEM SUBJECT:** SFWIB NOMINATING COMMITTEE

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Executive Committee recommends to the Board the approval to form and appoint the members to the SFWIB Nominating Committee.

**STRATEGIC GOAL:** Strong, Timely Reporting Standards for End User Customers and Providers of Services

**STRATEGIC PROJECT:** Raise the Bar/ One-Stop Performance Consistency

### **BACKGROUND:**

In accordance with Article III, section A of the SFWIB By-Laws, the Chair of the SFWIB shall be elected by the SFWIB at a meeting of the SFWIB. The SFWIB Chair will appoint a nominating committee to recommend a Chairman to the SFWIB.

The Executive Committee recommend the following members to select the SFWIB Chair and Vice-Chair for the PY2014-15:

Ms. Edith Zewadski-Bricker

Mr. Tom Roth

Mr. Jeff Bridges

Mr. Bernardo Adrover

**FUNDING:** N/A

**PERFORMANCE:** N/A

*NO ATTACHMENT*



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 2B

**AGENDA ITEM SUBJECT:** 2014-2015 BUDGET

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Executive Committee recommends to the Board to approve the 2014-2015 Budget

**STRATEGIC GOAL:** Strong, Timely Reporting Standards for End User Customers and Providers of Services

**STRATEGIC PROJECT:** Raise the Bar/ One-Stop Performance Consistency

### **BACKGROUND:**

The attached "SFWIB Budget – 2014-15" chart is a summary of the annual budgeted revenues and expenditures for the South Florida Workforce Investment Board (SFWIB). The chart is comprised of four major sections:

1. Prior Budget Year Obligations / Reserves. The award period for the WIA Adult, Youth and Dislocated Worker grants are for two years. Accordingly, SFWIB allocates WIA program awards so that grant amounts are expended over the two-year award period. The amounts shown under the column "Prior Budget Year Obligations/Reserves" are the remaining funds available from the previous program year awards. These unexpended amounts roll over to the current fiscal year and will be available for use during the current budget year.
2. 2014-15 State Funding. These second group of columns reflects the new funding awards that SFWIB is anticipating it will receive for each program during the upcoming budget year. The total award amounts are divided into amounts: The funds that will be utilized during budget year 2014-15 and the amounts that will be reserved for budget year 2015-16.
3. 2014-15 Program Budget. The third section is the amounts that form the basis for the funding levels that will be included in the 2014-15 Budget.
4. 2014-15 Cost Distributions. This section of the budget shows all the proposed expenditures for the 2014-15 budget years. Expenditures are sub-divided into four major cost categories:
  - HQ (Programs and Administrative). These are the anticipated expenditures for operating the SFWIB Headquarter office. Included under this category are all the staffing and occupancy costs associated with operating the SFWIB main office. Employees at the Headquarters office work on both administrative and programmatic activities.

- **Training and Support Services.** These are the anticipated costs associated with the skills training services offered by SFWIB, and any related support services such as public transportation, books, tools, uniforms, etc. Note that only certain grants allow for training and support services expenditures, but all grants require that employment services be offered to participants.
- **Career Center Facility Costs.** These are the occupancy costs associated with operating the Career Centers. SFWIB leases all these facilities from third parties, and directly pays for insurance, utilities and other facility expenditures. SFWIB does not own any of the locations.
- **Provider Contract:** These are the expenditure reimbursements to the subcontractors that perform employment services on behalf of SFWIB. Currently, SFWIB contracts with approximately 15 community based organizations across Miami Dade and Monroe counties.

SFWIB staff recommends the approval of:

1. The Performance Goals shown in the attachment and the linking of these performance goals to the expenditure budgets.
2. An additional one year extension of the 2013-14 approved ITA percentage of 40%.
3. The Fiscal Year 2014-15 proposed \$62 million expenditure budget and provider allocations as set forth in the attachment.

**FUNDING:** N/A

**PERFORMANCE:** N/A

*ATTACHMENT*



**EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 2C

**AGENDA ITEM SUBJECT:** REALLOCATION OF TRAINING FUNDS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Executive Committee recommends to the Board the approval to reallocate Training funds from the WIA Dislocated Worker Program to WIA Adult Program, as set forth below.

**STRATEGIC GOAL:** Strong, Timely Reporting Standards for End User Customers and Providers of Services

**STRATEGIC PROJECT:** Raise the Bar/ One-Stop Performance Consistency

**BACKGROUND:**

On April 28, 2014, the SFWIB received a request from Youth Coop, Inc. to transfer training funds from the WIA Dislocated Worker Program to WIA Adult Program, as set forth below.

WIA Dislocated Worker Program:	\$(18,000.00)
WIA Adult Program:	\$18,000.00

On May 7, 2014, the SFWIB received a additional request from Youth Coop, Inc. to transfer \$500.00 in training funds from the Northside Adult Program to the West Dade Adult Program, as set forth below:

Northside Adult Program:	\$500.00
West Dade Adult Program	\$500.00

The above changes in allocations are requested in order to more effectively utilize available training funds.

**FUNDING:** WIA Adult and Dislocated Worker

**PERFORMANCE:** N/A

*NO ATTACHMENT*



**EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 2D

**AGENDA ITEM SUBJECT:** ALLOCATION OF BRANDING PROJECT FUNDS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Executive Committee recommends to the Board the approval to allocate \$129,166.00 in Wagner Peyser program funds, as set forth below.

**STRATEGIC GOAL:** Strong, Timely Reporting Standards for End User Customers and Providers of Services

**STRATEGIC PROJECT:** Raise the Bar/ One-Stop Performance Consistency

**BACKGROUND:**

On October 23, 2013 and February 21, 2014, the SFWIB received Notifications of Fund Availability (NFA) from the Department of Economic Opportunity for \$129,166.00 in Wagner Peyser Program Funds. These funds were provided to assist with CSSF re-branding costs, such as new signage, business stationary, and website updates to reflect the new brand. Staff recommends allocating these funds as set forth below:

SFWIB Facility Costs	\$103,332.00
SFWIB HQ Costs	\$ 25,834.00

**FUNDING:** Wagner Peyser

**PERFORMANCE:** N/A

*NO ATTACHMENT*



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 2E

**AGENDA ITEM SUBJECT:** ALLOCATION OF TANF PROGRAM FUNDS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Executive Committee recommendd to the Board the approval to allocate \$9,800 in TANF program funds, as set forth below.

**STRATEGIC GOAL:** Dedicated Commitment to Youth Participation in the 21st Century Economy; Celebrated Benchmark Leader in Best Practices; and State Leader in Collaborative Partnerships

**STRATEGIC PROJECT:** The Age 14 to 24 Agenda

### **BACKGROUND:**

On October 10, 2013, the SFWIB approved an allocation in an amount not to exceed \$100,000.00 to the National Flight Academy to support the Explore Ambition Program for Miami-Dade County Public School students. The approved funds cover the cost of instruction material, room and board and academics for the students.

An additional \$9,800 in TANF funds are required for transporting the students to Penacola, Florida and for room and board for two chaperons. Staff recomends that \$9,800.00 in TANF funds be used for this purpose.

**FUNDING:** TANF

**PERFORMANCE:** N/A

*NO ATTACHMENT*



**EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 2F

**AGENDA ITEM SUBJECT:** ACCEPTANCE AND ALLOCATION OF UC PROGRAM FUNDS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Executive Committee recommends to the Board the approval to accept and allocate \$178,112.05 in UC program funds, as set forth below.

**STRATEGIC GOAL:** Strong, Timely Reporting Standards for End User Customers and Providers of Services

**STRATEGIC PROJECT:** Raise the Bar/ One-Stop Performance Consistency

**BACKGROUND:**

On June 6, 2014, the SFWIB received a Notice of Funding Award (NFA) from the Department of Economic Opportunity (DEO) for an award of \$178,112.05 in supplemental UC funds. These supplemental funds must be used by June 30, 2014.

Staff recommends acceptance and allocation of these supplemental funds as set forth in the attachment.

**FUNDING:** UC

**PERFORMANCE:** N/A

*ATTACHMENT*

## UC PROGRAM ALLOCATIONS

### UC Allocation

Carol City (Arbor E&T, LLC.)	\$ 13,078
Hialeah, City of	\$ 13,078
Homestead (Youth Coop, Inc.)	\$ 13,078
Little Havana (Youth Coop, Inc.)	\$ 13,078
Miami Beach (UNIDAD of MB, Inc.)	\$ 13,078
North Miami Beach (Ser Jobs Inc.)	\$ 13,078
Northside (Youth Coop, Inc.)	\$ 13,078
Perrine (Youth Coop, Inc.)	\$ 13,078
West Dade (Youth Coop, Inc.)	\$ 13,078
City of Miami	\$ 13,078
SFWIB HQ Costs	\$ 21,017
SFWIB Faciltiy Costs	\$ 16,921
<b>Total Miami Dade County</b>	<b>\$ 168,720</b>
<b>Total Monroe County</b>	<b>\$ 9,392</b>

**Total \$ 178,112**



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 3A

**AGENDA ITEM SUBJECT:** APPOINTMENT OF BCA WATSON RICE, LLP.

**AGENDA ITEM TYPE:** RECOMMENDATION

**RECOMMENDATION:** The Audit Committee recommends to the Board to contract with BCA Watson Rice LLP to perform the Financial and Compliance Audits for the Fiscal Year ending on June 30, 2014.

**STRATEGIC GOAL:** Strong, Timely Reporting Standards for End User Customers and Providers of Services

**STRATEGIC PROJECT:** Raise the Bar/ One-Stop Performance Consistency

### **BACKGROUND:**

On March 14, 2012, staff released a Request for Qualifications (RFQ) for External Independent Audit Services to the public. The RFQ solicited responses from experienced and capable Certified Public Accounting firms to provide financial and single audit of the SFWIB in accord with the Federal Single Audit Act, Office of Management and Budget Circular A-133, Florida Single Audit Act, and DEO Final Guidance 05-019.

A Technical Review Proposal Forum was held on April 19, 2012, during which the raters announced their scores. The Audit Committee then selected BCA Watson Rice, LLP and recommend that offeror to the Board for approval. On April 19, 2013 the Board approved the Audit Committee's recommendation.

BCA Watson Rice has performed the audits for the past two fiscal years and has done it exceptionally well, completing the audits by the deadline thus allowing SFWIB to meet its regulatory and contractual requirements. Under current DEO guidelines, Regional Workforce Boards can retain the same external audit firms for up to five years, at which time auditor rotation is required. Approval of a renewal would allow BCA Watson Rice to commence the audit process immediately after the end of the current fiscal year.

**FUNDING:** Cost allocated among all SFWIB funding streams.

**PERFORMANCE:** N/A

*NO ATTACHMENT*



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 4A

**AGENDA ITEM SUBJECT:** ALLOCATION OF TEMPORARY ASSISTANCE TO NEEDY FAMILIES (TANF) PROGRAM FUNDS TAKE STOCK IN CHILDREN

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Youth Council recommends to the Board the approval to allocate \$400,000 in Temporary Assistance to Needy Families (TANF) program funds, as set forth below.

**STRATEGIC GOAL:** Dedicated Commitment to Youth Participation in the 21st Century Economy; Celebrated Benchmark Leader in Best Practices; and State Leader in Collaborative Partnerships

**STRATEGIC PROJECT:** The Age 14 to 24 Agenda

### **BACKGROUND:**

On May 1, 2014, the Department of Economic Opportunity (DEO) notified SFWIB that unlike prior years CareerSource Florida will not be certifying forward Welfare Transition (TANF) funds for any purpose other than liquidating obligations that exist at June 30, 2014. Accordingly, SFWIB will not be able to carry forward \$400,000 in projected unexpended funding remaining at June 30, 2014.

Due to the CareerSource Florida and DEO policy change and to minimize the amount of funds that would revert to DEO, staff recommends that the unexpended TANF dollars be allocated as set forth below:

#### Talent Development Scholarships:

- Take Stock in Children                      \$200,000
- 5000 Role Models                              \$100,000
- Mexican American Council                  \$ 50,000
- Big Brother Big Sisters                        \$ 50,000

The scholarship program is managed by Miami-Dade College, which serves as the administrator and fiscal agent for all of the above agencies. In following the procurement process of Miami-Dade County, Administrative Order No: 3-38, it is recommended that SFWIB waive the competitive procurement as it is recommended by the Executive Director that this is in the best interest of SFWIB. A two thirds (2/3) vote of the quorum is required to waive the competitive procurement process.

**FUNDING:** Temporary Assistance to Needy Families (TANF)

**PERFORMANCE:** N/A

*NO ATTACHMENT*



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 4B

**AGENDA ITEM SUBJECT:** WORKFORCE INVESTMENT ACT (WIA) YOUTH EMPLOYMENT & TRAINING SERVICES PY 2014-2015 CONTRACTORS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Youth Council recommends to the Board to authorize CSSF staff to negotiate Youth Services contracts, if funding is available, with WIA Youth and Employment Training Services for Program Year 2014-2015 RFP Respondents that scored 80-points and higher as set forth in the attached table.

**STRATEGIC GOAL:** Dedicated Commitment to Youth Participation in the 21st Century Economy; and State Leader in Collaborative Partnerships

**STRATEGIC PROJECT:** The Age 14 to 24 Agenda

### **BACKGROUND:**

The SFWIB at its February 27, 2014 meeting approved the Youth council's recommendation authorizing staff to release a Request for Proposal (RFP) for Program Year 2014-2015 for, as the existing contracts for year round services expire at the end of June 30, 2014. Workforce Investment Act (WIA) Youth Employment and Training Services.

A youth services RFP was released on April 21, 2014. A total of 14 proposals were received by the May 30, 2014, deadline. A total seven respondents submitted proposals for the In-School youth program and seven respondents submitted proposals for the Out-of-School youth program.

The proposals were evaluated based on the criteria prescribed in the RFP. On June 11, 2014, CSSF held a Public Review Forum to reveal the respondent's scores. A total of four respondents met the Youth Council's 80-point threshold for the In-School Youth program. For the Out-of-School Youth program, six respondents met the Youth Council's 80-points threshold for contract consideration.

Staff recommends awarding a contract with each Respondent that has satisfied the 80-point threshold. For Respondents that satisfied the 80-point threshold, but did not meet due diligence, a contract award is contingent upon the Respondent meeting the required due diligence. The Respondent will have the opportunity to provide documentation to the Office of Continuous Improvement (OCI) to meet due diligence.

**FUNDING:** Workforce Investment Act (WIA)

**PERFORMANCE:** N/A

*ATTACHMENT*

Requesting Organization	2014-2015 WIA Youth Services RFP (In School)						
	Organizational Experience/ Capabilities and Staffing Qualifications (5 Points)	Service Strategies / Scope of Service (70 Points)	Performance (10 Points)	Budget (10 Points)	Cost Allocation Plan (5 Points)	Due Diligence: (Pass/Fail)	Final Rating Score (Organizational Cap + Average Score of Raters (Technical) + Performance Budget & Cost Allocation Plan)
Youth Co-Op, Inc. (Monroe)	5.00	68.25	10.00	10.00	4.00	Pass	97.25
Youth Co-Op, Inc. (Miami-Dade)	5.00	68.05	10.00	10.00	4.75	Pass	97.80
Adults Mankind Organization, Inc.	4.50	62.95	10.00	9.50	4.50	Pass	91.45
Urgent, Inc	4.50	38.20	0.00	7.75	2.00	Fail	52.45
Cuban American National Council, Inc.	4.75	62.60	8.50	10.00	5.00	Pass	90.85
Community Coalition, Inc.	4.50	55.75	4.00	9.25	4.75	Pass	78.25
UNIDAD of Miami Beach, Inc.	4.75	36.40	10.00	10.00	4.00	Pass	65.15

Requesting Organization	2014-2015 WIA Youth Services RFP (Out-of-School)						
	Organizational Experience/ Capabilities and Staffing Qualifications (5 Points)	Service Strategies/Scope of Services (70 Points)	Performance (10 Points)	Budget (10 Points)	Cost Allocation Plan (5 Points)	Due Diligence: (Pass/Fail)	Final Rating Score (Organizational Cap + Average Score of Raters (Technical) + Performance Budget & Cost Allocation Plan)
Youth Co-Op, Inc. (Monroe)	5.00	67.05	10.00	10.00	4.75	Pass	96.80
Youth Co-Op Miami (Miami-Dade)	5.00	67.10	10.00	10.00	4.75	Pass	96.85
Adults Mankind Organization, Inc.	4.50	59.95	10.00	9.50	4.50	Pass	88.45
Community Coalition, Inc.	4.50	59.45	10.00	9.25	4.75	Pass	87.95
Cuban American National Council, Inc.	4.75	61.05	8.50	10.00	5.00	Pass	89.30
UNIDAD of Miami Beach, Inc.	4.75	39.50	10.00	10.00	4.00	Pass	68.25
Greater Miami Service Corp	4.50	58.20	6.50	9.00	4.00	Fail	82.20



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 4C

**AGENDA ITEM SUBJECT:** APPROVAL TO ALLOCATE WIA ADULT FUNDS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Youth Council recommends to the Board the approval to allocate in an amount not to exceed \$900,000 in Workforce Investment Act (WIA) Adult funds to support a Young Adult Work Program targeting communities with high arrest/crime areas for the period of July 1, 2014 to June 30, 2015.

**STRATEGIC GOAL:** Premier National Provider of Employment and Career Training; Dedicated Commitment to Youth Participation in the 21st Century Economy; Celebrated Benchmark Leader in Best Practices; and State Leader in Collaborative Partnerships

**STRATEGIC PROJECT:** Raise the Bar/One-Stop Performance Consistency and The Age 14 to 24 Agenda

### **BACKGROUND:**

Mayor Carlos A. Gimenez along with Miami-Dade County Public Schools Superintendent Alberto M. Carvalho continues to support the Joint Roundtable on Youth Safety Initiative; that addresses the violence that Miami-Dade's youth and young adults regularly face.

The Joint Roundtable on Youth Safety was established to unite mayors and police chiefs from all 34 municipalities, as well as, community stakeholders, in order to discuss the most effective means of safeguarding our children.

The results of this collaboration are documented in the Roundtable's Community Action Plan. The report details the process to be taken to engage our community leaders and proposes a collaborative, long-term approach that is intended to be implemented immediately.

As a partner of the Joint Roundtable on Youth Safety, CareerSource South Florida is charged with identifying and enhancing employment programs and initiatives to support job opportunities for community youth/young adults.

The allocation will provide funding to support a Young Adult Work Program, which is designed to deliver subsidized employment and work readiness training for young adults facing sizeable barriers to employment, and other services offered at the Centers.

**FUNDING:** Workforce Investment Act (WIA) Adults Funds

**PERFORMANCE:**

- 500 young adults to receive work readiness skills training and worksite placement
- 70% or 350 of young adults to be placed in permanent jobs
- Return-On-Investment \$8.09
- Economic Impact to the Community - \$7,280,000

*NO ATTACHMENT*



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 5A

**AGENDA ITEM SUBJECT:** WORKFORCE SERVICES CONTRACTORS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The Workforce Systems Improvement Committee recommends to the Board authorizing staff to negotiate contracts with Workforce Services RFP respondents based on available funding.

**STRATEGIC GOAL:** (1) Premier National Provider of Employment and Career Training

**STRATEGIC PROJECT:** Raise the Bar One-Stop Performance and Consistency

### **BACKGROUND:**

The SFWIB at its February 27, 2014, meeting approved the Executive Committee recommendation to authorize staff to release a Request for Proposals (RFP) for Workforce Services. The current Workforce Services Providers were competitively procured to provide Workforce Services in Region 23 for PY 2011 to 2012.

Pursuant to certain contract language allowing renewal contingent on availability of funds for up to two program years, those providers also delivered Workforce Services for PY 2012 to 2013. The current Workforce Services contracts were renewed a final year for PY 2013 to 2014 and will expire June 30, 2014.

Staff released a Workforce Services RFP to the public during May 1, 2014, soliciting proposals from organizations capable of providing Workforce Services within region 23. A total of 9 organizations responded by the prescribed deadline.

Staff reviewed the submitted proposals based on the criteria detailed in the RFP. A publicly noticed Proposal review Session was held on June 11, 2014 wherein respondents' preliminary scores were disclosed. The reviewers provided their scores per respondent. A table will be provided displaying the results of the Public Review Session.

The Workforce Systems Improvement Committee recommends to the Board authorizing staff to negotiate contracts with Workforce Services RFP respondents that has the highest score over the 80 point threshold for the location requested based on available funding. Except at the location of the City of Hialeah, where the only two Respondents are current contractors that did not meet the required performance and did they pass due diligence.

The Workforce Systems Improvement Committee recommends to the Board to release another Workforce Services RFP to provide services at the City of Hialeah and for Ex-Offenders.

**FUNDING:** N/A

**PERFORMANCE:** N/A

*ATTACHMENT*

Requesting Organization	2014-15 Workforce Services RFP						
	Organizational Experience/Capabilities and Staffing Qualifications (5 Points)	Service Strategies/Scope of Services (70 Points)	Performance (10 Points)	Budget (10 Points)	Cost Allocation Plan (5 Points)	Due Diligence: (Pass/Fail)	Final Rating Score (Organizational Cap + Average Score of Raters (Technical) + Performance Budget & Cost Allocation Plan)
City of Miami	4.40	61.20	9.00	9.75	4.50	Pass	88.85
City of Hialeah	4.75	58.60	8.00	9.75	4.75	Fail	85.85
KRA Corporation	4.50	59.60	9.20	9.25	4.75	Pass	87.30
UNIDAD of Miami Beach, Inc.	4.50	24.60	8.00	10.00	4.00	Pass	51.10
Cuban American National Council, Inc.	3.75	53.50	7.50	9.25	5.00	Fail	79.00
Arbor E&T, LLC d/b/a RESCARE	4.75	58.40	8.00	10.00	3.75	Fail	84.90
SER-Jobs for Progress, Inc.	5.00	60.10	9.00	9.25	4.75	Pass	88.10
Transition, Inc.	4.75	54.70	0.00	9.50	4.50	Fail	73.45
Youth Co-Op, Inc.	5.00	61.00	7.90	10.00	4.75	Pass	88.65

	SCORES BY LOCATION													
Requesting Organization	Carol City	City of Miami	City of Hialeah	Florida Keys	Homestead	Little Havana	Miami Beach	North Miami Beach	Northside	Opa-Locka	Perrine	South Miami	West Dade	Ex-Offender Svc.
City of Miami		88.85												
City of Hialeah			85.85											
KRA Corporation	87.30				87.30		87.30	87.30	87.30	87.30	87.30	87.30	87.30	
UNIDAD of Miami Beach, Inc.							51.10							
Cuban American National Council, Inc.						79.00	79.00	79.00			79.00	79.00	79.00	
Arbor E&T, LLC d/b/a RESCARE	84.90		84.90						84.90	84.90				
SER-Jobs for Progress, Inc.								88.10						
Transition, Inc.														73.45
Youth Co-Op, Inc.				88.65	88.65	88.65			88.65		88.65	88.65	88.65	



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 5B

**AGENDA ITEM SUBJECT:** WORKFORCE SERVICES BALANCED SCORECARD STANDARDS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The WSI Committee recommends to the Board the approval of the revised Workforce Services Balanced Scorecard and have the Workforce Services contractors meet at least 65 percent of the PY 2014-15 Balanced Scorecard performance measures for renewal and/or future contract consideration.

**STRATEGIC GOAL:** Strong, Timely Reporting Standards for End User Customers and Providers of Services

**STRATEGIC PROJECT:** Raise the Bar/One Stop Performance Consistency

### **BACKGROUND:**

For the PY2014-15, SFWIB staff are proposing a revised Regional Balanced Scorecard measures the performance for Service Partners. The following performance measures have been added to the Balance Scorecard:

- Number of Training Enrollments
- Employment (Obtain & Direct)
- Employment Average Wage
- Employers Served
- Employers Served (Level 1)
- Total Economic Benefit
- Return-On-Investment (ROI)

The following performance measures have been removed from the Balance Scorecard:

- Employment After Services (EAS)
- EAS within 90 Days
- Jobs Openings Filled Rate

As outlined under the current Workforce Services Performance requirement contractors must meet at least 65 percent of the Balanced Scorecard performance measures. SFWIB proposes to maintain the performance requirement.

**FUNDING:** N/A

**PERFORMANCE:** N/A

*ATTACHMENT*

## Balanced Scorecard

### Performance

	Measure	Standard
1	Level of Services for Special Groups	89%
<b>New</b>	<b>Number of Training Enrollments</b>	<b>1,665</b>
2	Training Completion Rate	70%
3	Training Completion Placement Rate	70%
4	Training Related Placements	70%
<b>New</b>	<b>Employment (Obtained and Direct)</b>	<b>92,304</b>
<b>New</b>	<b>Employment Average Wage</b>	<b>\$13.50</b>
<b>New</b>	<b>Employers Served</b>	<b>15% of State</b>
<b>New</b>	<b>Employer Services (Level 1)</b>	<b>45% of Total Employers Served</b>
9	Job Openings Index	18,500
10	WP Entered Employment Rate	55%
11	WIA Adult & Dislocated Worker EER	93%
12	CAP Participation Rate (All Family)	50%
13	CAP Entered Employment Rate	35%
14	Short-Term Veterans EER	51%
15	SNAP EER	30%
Economic Impact		
16	Cost Per Placement	\$553
<b>New</b>	<b>Total Economic Benefit</b>	<b>\$27,070</b>
<b>New</b>	<b>Return on the Investment (ROI)</b>	<b>\$49</b>

**PERFORMANCE  
INDICATORS**

	<b>QUALITY ASSURANCE PROCESS KEY INDICATORS</b>	<b>WORKFORCE ENHANCEMENT REPORT/TOOL</b>
1	Outreach to Job Seekers	Incomplete Registration Report
2	Work Registration - Initial Assessment	Incomplete Registration Report
3	Work Registration - EFM Complete Registrations	Incomplete Registration
4	Monitor Quality of Job Seeker Referrals to Jobs	Referral to Placement Ratio
5	Follow-up with Job Seeker Referrals to Jobs	Referral to Placement Ratio
6	Manage Exits / Follow-up	Soft Exits Application / Report
7	Manage Job Orders / Follow-up with Employers	Job Order Report
8	Average Duration of Job Seekers Unemployed	Incomplete Registration Report / UI Tool
9	Manager TANF Caseload	CAP Review Tool
10	Outreach to Employers	Employer Penetration Tool



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 6A

**AGENDA ITEM SUBJECT:** APPROVAL OF A REVISED INDIVIDUAL TRAINING ACCOUNT POLICY

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The EDIS Committee recommends to the Board the approval of a revised Individual Training Account (ITA) Policy, as set forth below.

**STRATEGIC GOAL:** Effective Demand Driven Management Control Tools

**STRATEGIC PROJECT:** Raise the Bar/One Stop Performance and Consistency

### **BACKGROUND:**

On December 20, 2012, the SFWIB approved a revision to the Individual Training Account (ITA) Policy. The policy guides SFWIB Center operators and Training Vendors in the administration of ITAs. Federal and state law permit regional workforce boards to independently develop criteria for the selection and maintenance of Training Vendors and Programs.

The CSSF staff recommends to the EDIS committee the following ITA policy revisions:

- Revision 1 - Training Vendors will be required to meet the "Placement After Training Standard" (per approved training program) as one of the two minimum performance standards to be considered and be eligible for renewal of the program.
- Revision 2 - SFWIB participants pending PELL Grant approval/award may be enrolled in training through an ITA voucher. If subsequently awarded, the Pell Grant proceeds will be deducted from the amount of the ITA. In the case where the Pell award changes from the amount stipulated in the original award letter, the previously approved ITA amount paid by SFWIB cannot be adjusted. In the case where the Pell award is in excess of the ITA voucher amount used when the SFWIB participant enrolled, the Training Vendor must reimburse SFWIB the difference.

**FUNDING:** N/A

**PERFORMANCE:** N/A

*ATTACHMENT*

# INDIVIDUAL TRAINING ACCOUNT (ITA) POLICY

## I. Of Interest to

The Individual Training Account (ITA) Policy should be of interest to members of the South Florida Workforce Investment Board (SFWIB), Region 23 (Miami-Dade and Monroe Counties) Career Center contractors (Service Providers), Training Vendors, Region 23 jobseekers, and SFWIB staff.

## II. Definitions

- 1) Actual start date: the date that the participant commences classes.
- 2) Approved Training Program: a SFWIB-Approved occupational training program, including online training linked to occupational and program titles seen on Region 23's current Targeted Occupations List.
- 3) Assessment: the process by which Career Center staff evaluates eligible participants before they enroll in a training program.
- 4) Completion: the participant's attainment of a certificate or degree or competencies needed for a specific job or occupational group at the conclusion of a course of study.
- 5) Economic Benefit per Placement: the return on investment per approved training program for each participant placed.
- 6) ITA (Individual Training Account): the scholarship to pay for enrolling in an approved training program.
- 7) ITA Limit/Maximum ITA Amount: a cap on the amount to be paid for each approved program.
- 8) ITA Voucher: the system-generated instrument used to pay for a training program; for the instrument to be valid, it must have all required signatures, i.e., participant, career advisor and supervisor signatures.
- 9) Occupational Training Area: program title linked to an occupational title seen on Region 23's Targeted Occupations List. SOC to CIP linkages.
- 10) Pell Grant: the federal grant that eligible participants apply for to assist in paying for the costs of a training program.
- 11) Performance measures/standards: a set of federal, state and local standards for determining a Training Vendor's compliance with completion and placement requirements.
- 12) Placement: the number of participants that obtain unsubsidized employment following completion of a training program.
- 13) Remedial Courses: a course taken to prepare for a required course in an approved training program.
- 14) Service Account Management System (SAMS): the system for tracking participants' training-related information, i.e., expenditures and performance data
- 15) Targeted Industries: industries determined by the SFWIB as a priority for occupational training; currently, those industries are Aviation; Creative Design; Hospitality & Tourism;

Information Technology Banking & Finance; Life Science & Healthcare; and Trade & Logistic.

16) Targeted Occupations List (TOL): a State-compiled list of occupations that Regional Workforce Boards may offer training in.

17) Training-related placement: the number of participants that obtain unsubsidized employment in an occupational area relevant to the training program completed.

### III. Subject

Training utilizing Individual Training Accounts (ITAs)

### IV. Purpose

The purpose of the ITA Policy is to provide all SFWIB stakeholders with uniform guidelines regarding the use of training funds to pay for approved training programs and to determine subsequent program eligibility.

### V. Background

An ITA is the vehicle through which SFWIB expends training dollars. ITAs may be used to pay for or help defray the cost of training at an approved SFWIB Training Vendor. ITAs may also be used to provide training in an occupation clearly linked to a priority industry that is in local demand or that appears on the Region's Targeted Occupations List (TOL). ITAs are available to customers eligible for WIA Adult, Dislocated Worker, Youth and Welfare Transition programs; however, note that an ITA is neither an entitlement nor a right.

### VI. Assessment

Career Center staff is required to individually assess eligible participants for training prior to the issuance of an ITA voucher. The assessment process consists of examining a participant's academic and employment background as well as short- and long-term career interests. The intent of this process is to assist the participant in selecting a training program he/she is likely to succeed in and ultimately contribute to the achievement of economic self-sufficiency.

### VII. Individual Training Account Fee Structure

#### A. ITA Cost

By May 15<sup>th</sup> of a Program Year (PY), Training Vendors are required to submit program cost modifications for the next PY to SFWIB staff. That information is used to update the program cost information seen on the SFWIB website and in SAMS. The maximum ITA amount for each PY is derived from the program cost information submitted by the public education Training Vendors.

Specifically, the ITA limit per public school training program is set at 100% of the public institutions' submitted cost information and 110% of the public institutions' cost information for private institutions' comparable programs. Where there is no comparable **regionally** approved public education institution program, the cost of the approved private Training Vendor's program will be based on occupational title, quadrant category and cost negotiation within the applicable quadrant category.

#### B. Individual Account Training Cap

The maximum cap for the Individual Training Account (ITA) is **\$10,000.00**.

### C. ITA Amount for Occupational Training Areas

The ITA amount for each occupational training area is based on if the occupation is identified as High Wage/High Growth, High Wage/Low Growth, Low Wage/High Growth, and Low Wage/Low Growth.

The maximum ITA amounts are as follows:

- Occupations identified as High Growth/High Wage **up to and including \$10,000.00**
- Occupations identified as Low Growth/High Wage **up to and including \$7,500.00**
- Occupations identified as High Growth/Low Wage **up to and including \$5,000.00**
- Occupations identified as Low Growth/Low Wage **up to and including \$2,500.00**

The formula to determine whether an occupation is high wage/high growth, low/wage growth, etc. is based on the State of Florida LMI data for the fastest growing occupations within Region 23 by growth rate and salary rate. Annually, the average growth rate and average salary rate will be determined for the identified occupations, sorted by growth rate and average salary, and then placed in the appropriate category.

### D. ITA Voucher

A voucher will be issued covering up to and including 50 percent of the maximum approved ITA amount. In order for the voucher to be submitted for payment, the actual start date must be entered in SAMS and the participant must attend class for 14 consecutively scheduled classes. The 14-day period begins to run by entering participant information in SAMS, such as actual start date and length of program.

Upon the participant's completion of up to and including 50 percent of the training program, a voucher will be issued for the remaining maximum ITA amount. **Note: The payment of the remaining amount is contingent on the Training Vendor's submission to the applicable Service Provider of documentation evidencing the participant's attendance records.**

All vouchers must be issued within the same Program Year in which service(s) was/were rendered.

Please refer to the SFWIB Performance Reporting Requirements Policy & Procedures for more information.

## **VIII. Duration of Training for Individual Training Accounts**

Individual Training Accounts can only be used to cover the cost of **up to and including** one year of training. This is a lifetime limit.

**Exception:** Those programs that the SFWIB have identified as targeted industries are exempt from the one-year limitation.

If the SFWIB participant's training cost is covered by another funding source, for example, Pell Grants or scholarships, of the maximum ITA amount approved only **up to and including** \$2,000 may be issued via voucher to offset the costs of books, certification examination/testing fees, etc., for **up to and including** one year of training. Note that this \$2,000 sum is not separate from the approved maximum ITA amount.

SFWIB participants that elect a training program that is more than one year in length, i.e., an Associate in Science (A.S. Degree) program, will be responsible for all training costs beyond the one year covered by the ITA.

Associate of Arts (A.A. Degree) and Bachelor Degree programs are not covered by ITAs.

## IX. Financial Aid

### A. Pell Grants

All SFWIB participants requesting training using an ITA are required to apply for the Pell Grant (Title IV) by completing the Free Application for Federal Student Aid (FAFSA).

SFWIB participants pending PELL Grant approval/award may be enrolled in training through an ITA voucher. ~~If subsequently awarded, the Pell Grant proceeds will be applied toward the tuition costs, with the ITA paying only for costs in excess of the Pell award. In the case that the Pell award covers the cost of the training, the Training Vendor will reimburse SFWIB the amount of tuition paid by SFWIB.~~

SFWIB participants pending PELL Grant approval/award may be enrolled in training through an ITA voucher. If subsequently awarded, the Pell Grant proceeds will be deducted from the amount of the ITA. In the case where the Pell award changes from the amount stipulated in the original award letter, the previously approved ITA amount paid by SFWIB cannot be adjusted. In the case where the Pell award is in excess of the ITA voucher amount used when the SFWIB participant enrolled, the Training Vendor must reimburse SFWIB the difference.

### B. Other Financial Aid/Student Loans

~~If a SFWIB participant has another grant or scholarship, the ITA funds will be available only after the other grant or scholarship has been utilized.~~

SFWIB participants who are eligible for a Pell Grant that elect to attend training programs 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,~~ do not cover the full cost of the program.

If the SFWIB participant is not Pell eligible, or the school or program is not Title IV eligible, the SFWIB participant 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 a SFWIB participant incurs.

## X. Limitations

- 1) Only one training program per SFWIB participant can be paid through the ITA; participants are limited to one lifetime ITA.
- 2) The SFWIB participant must enroll in school half-time or full-time as defined by the Training Vendor.
- 3) The ITA can only be used for courses that are specifically required for the program of study.
- 4) SFWIB will only pay once for each required class in an approved training program. SFWIB will not pay for re-takes. This one-time payment includes remedial courses.
- 5) SFWIB will only pay once for each required certification examination.
- 6) In the case of those occupational training areas where the State licensing and/or certification examinations are offered only in the English language, SFWIB participants enrolled in such training shall be taught in English.
- 7) Associate of Arts (A.A. Degree) and Bachelor Degree programs are not covered by the Individual Training Account.

## XI. Service Account Management System (SAMS)

Approved SFWIB Training Vendors shall utilize the SFWIB SAMS Training Vendor screen to submit information on training status (drop, withdrawals, Pell information, etc.), attendance, training progress, placement, credential attainment information and performance information on a regular basis. The Training Vendor will provide credential information to the Service Provider and any follow-up data required.

Service Provider case managers shall track SFWIB participants' training performance through SAMS.

Please refer to the SFWIB Performance Reporting Requirements Policy & Procedures for more information on the responsibilities of Training Vendors and Service Providers relevant to SAMS data reconciliation.

## 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, of which, one must be the Placement after Training standard. The table below lays out the performance measures.

Performance Measure	Performance Standard
Completion Rate	70%
Placement After Training	70%
Training-Related Placement	70%
Economic Benefit Per Placement	Quadrant Benchmark
<b>Low Growth / Low Wage</b>	<b>\$14,785</b>
<b>High Growth / Low Wage</b>	<b>\$12,493</b>
<b>Low Growth / High Wage</b>	<b>\$31,542</b>
<b>High Growth / High Wage</b>	<b>\$29,201</b>

### A. Completion Rate

This measure examines the percentage of participants who successfully complete training in an approved SFWIB program.

### B. Placement after Training

This measure examines those SFWIB participants who completed training and have been placed in unsubsidized employment within **180** days of training completion.

### C. Training-Related Placements

This measure examines those SFWIB participants who completed training and obtained unsubsidized employment within **180** days of completion in a training-related occupation.

### D. Economic Benefit per Placement

This measure examines the percentage of the return on investment per approved training program for each participant placed. **The approved program must meet and/or exceed the standard economic benefit per placement by quadrant.**

E. Subsequent Eligibility

For an approved training program to be considered for renewal, the program must meet or exceed a minimum of two of the performance ~~measures.~~—measures, of which, one must be the Placement after Training standard. Programs neither meeting nor exceeding a minimum of two of the measures will be removed from SFWIB's approved offerings list. For a removed program to return to the approved offerings list, that program must be resubmitted for a programmatic review and Board-approval a year from the date of removal.

**XIII. Roles and Responsibilities**

Training Vendors and Service Providers are required to input data relevant to each of the above measures into SAMS. Additionally, Vendors and Providers are required to input wage data per placement into SAMS. Note that supporting documentation for each system entry must be readily available for review. Please refer to the SFWIB Performance Reporting Requirements Policy and Procedures for more information.



## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 6B

**AGENDA ITEM SUBJECT:** APPROVAL OF A NEW TRAINING VENDORS AND PROGRAMS FOR THE NEW VENDORS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The EDIS Committee recommends to the Board the approval of training vendors and requested programs as listed below.

**STRATEGIC GOAL:** Premier National Provider of Employment and Career Training

**STRATEGIC PROJECT:** Raise the Bar/One Stop Performance Consistency

### **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 requires staff to evaluate an applicant's programmatic capabilities. Vendor requests that pass staff review are presented to the EDIS Committee for a recommendation for Board approval. Below are the requests for the committee to review and approve. Request to be a Training Vendor and requested programs:

Request to be a Training Vendor:

- Compu-Design USA Inc. (Dade Medical Institute of Technology) (North Miami Beach)
  - Cisco Certified Network Associate Test Prep, Diploma
  - Microsoft Certified IT Professional MCITP/MCTS Test Prep, Diploma
  - Computer Network Technician, Diploma
  - Computer Repair Technician, Diploma

Requested to Add Program:

- New Horizons Computer Learning Centers South Florida
  - Networking Security Professional Preparatory- Diploma

**FUNDING:** N/A

**PERFORMANCE:** N/A

*ATTACHMENT*

Compu-Design USA Inc.  
Documentation

**FLORIDA DEPARTMENT OF STATE  
DIVISION OF CORPORATIONS****Detail by Entity Name****Florida Profit Corporation**

COMPU-DESIGN USA INC.

**Filing Information**

**Document Number** P06000096278  
**FEI/EIN Number** 205233698  
**Date Filed** 07/21/2006  
**State** FL  
**Status** ACTIVE

**Principal Address**

1140 NE 163RD STREET STE 22  
NORTH MIAMI BEACH, FL 33162

Changed: 04/10/2013

**Mailing Address**

1140 NE 163RD STREET STE 22  
NORTH MIAMI BEACH, FL 33162

Changed: 04/10/2013

**Registered Agent Name & Address**

ST JEAN, DONARD  
15811 N.E 15TH AVE  
NORTH MIAMI BEACH, FL 33162

Address Changed: 07/09/2007

**Officer/Director Detail****Name & Address**

Title CEO

ST. JEAN, DONARD  
15811 N.E 15TH AVE  
NORTH MIAMI BEACH, FL 33162

Title VP

ST JEAN, MICHELE  
15811 N.E 15TH AVE  
NORTH MIAMI BEACH, FL 33162

**Annual Reports**

<b>Report Year</b>	<b>Filed Date</b>
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2013	04/10/2013
2014	04/23/2014

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# Commission for Independent Education

*Approved Data*

## Dade Institute of Technology (ID# 4802)

### Corporation Data

**Name:** Compu-Design USA, Inc.

**Foreign or Domestic:** Domestic

**Profit or Non Profit:** Profit

### Address Data

1140 NE 163rd Street, Suites 21-23

North Miami Beach, FL 33162

Miami-Dade County

### Contact Data

**Contact:** Mr. Donard St. Jean

**Phone:** (305) 671-3666 **Phone Ext:**

**Fax:** (305) 432-3896

**E-Mail:** sjdonard@compu-design.com

**Web Site:** www.dadeinstituteoftechnology.com

### License Data

**Lic #:** 4802 **Campus Type:** Main

**Lic Status:** Annual

**Program Specialist:** Brady Lyon

**Annual Review Date:** 9/30/2014

Program Title as Licensed:	Hours:		Degree Type:	Credential:
	Clock	Credit		
Cisco Certified Network Associates Test Prep	120			Diploma
Computer Network Technician	90			Diploma
Computer Operator Specialist	60			Diploma
Computer Repair Technician	70			Diploma
Microsoft Certified IT Professional MCITP/MCTS Test Prep	360			Diploma

  
Brady Lyon

Program Specialist

Commission for Independent Education

## 2014-15 SOC to CIP Linkages for Occupations Below Bachelor's Degree Level

Postsecondary Career and Technical Education Occupations  
Sorted by Occupational Title

### Department of Education and Commission on Independent Education Approved List

SOC Code	Occupational Title*	CIP	Vocational Program Code	Program Title	Certification†
113021	Computer and Information Systems Managers	0511090102		NETWORK SUPPORT SERVICES	DIPLOMA
151142	Network and Computer Systems Administrators	0511100610		PC SUPPORT SERVICES CROSS-TRAINING	DIPLOMA
151143	Computer Network Architects	0511090102		NETWORK SUPPORT SERVICES	DIPLOMA
151151	Computer User Support Specialists	0511090102		NETWORK SUPPORT SERVICES	DIPLOMA
		0511090110		NETWORK SUPPORT SERVICES CROSS-TRAINING	DIPLOMA
151152	Computer Network Support Specialist	0511100610		PC SUPPORT SERVICES CROSS-TRAINING	DIPLOMA
		0511090102		NETWORK SUPPORT SERVICES	DIPLOMA
		0511090110		NETWORK SUPPORT SERVICES CROSS-TRAINING	DIPLOMA
^SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.					
†Certification:					
AAS = Associate in Applied Science Degree; APPR = Registered Apprentice Program; AS = Associate in Science Degree - Public; AS-NP = Associate in Science Degree - Nonpublic;					
ATD = Applied Technology Diploma (Certificate); CCC = College Credit Certificate; Diploma = Clock hour program - Nonpublic; PSAV = Postsecondary Adult Vocational Certificate					

\* Less than one year of experience required; \*\* 1-5 years of experience required; \*\*\* More than 5 years of experience required  
Prepared by: FL Dept. of Economic Opportunity, Bureau of Labor Market Statistics

## 2014-15 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$13.71/hour and Entry Wage of \$11.14/hour
- 4 High Skill/High Wage (HSHW) Occupations:  
Mean Wage of \$21.48/hour and Entry Wage of \$13.71/hour

SOC Code†	HSHW††	Occupational Title†	Annual		2013 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
			Percent Growth	Annual Openings	Mean	Entry			
132011	HSHW	Accountants and Auditors	1.44	483	33.22	20.62	5	Yes	R
113011	HSHW	Administrative Services Managers	1.35	51	52.34	31.86	4	Yes	R
413011	HSHW	Advertising Sales Agents	0.49	85	24.80	14.53	3	Yes	R
532021	HSHW	Air Traffic Controllers	0.24	28	NA	NA	3	No	R
493011	HSHW	Aircraft Mechanics and Service Technicians	0.75	371	25.25	16.74	3	Yes	S
532011	HSHW	Airline Pilots, Copilots, and Flight Engineers	1.13	96	69.68	45.12	4	Yes	R
132021	HSHW	Appraisers and Assessors of Real Estate	0.59	35	34.51	16.40	3	No	R
493023		Automotive Service Technicians and Mechanics	1.25	1,772	17.95	11.19	3	Yes	S
433031		Bookkeeping, Accounting, and Auditing Clerks	1.14	344	16.64	11.60	4	Yes	R
472021		Brickmasons and Blockmasons	4.49	227	16.37	11.43	3	No	S
493031	HSHW	Bus and Truck Mechanics and Diesel Engine Specialists	0.61	41	25.72	18.00	3	Yes	R
533021		Bus Drivers, Transit and Intercity	1.01	57	NA	NA	3	Yes	R
131199	HSHW	Business Operations Specialists, All Other	1.41	346	32.56	17.75	4	No	R
251011	HSHW	Business Teachers, Postsecondary	1.89	27	59.07	35.50	5	No	R
292031		Cardiovascular Technologists and Technicians	1.81	29	21.66	12.69	3	Yes	R
435011		Cargo and Freight Agents	2.20	413	20.64	12.08	3	Yes	S
472031		Carpenters	1.74	227	17.81	11.44	3	No	R
472051		Cement Masons and Concrete Finishers	2.90	46	15.40	12.05	3	No	R
111011	HSHW	Chief Executives	0.41	88	103.23	60.59	5	Yes	R
172051	HSHW	Civil Engineers	2.39	110	44.02	27.99	5	Yes	R
131031	HSHW	Claims Adjusters, Examiners, and Investigators	0.48	75	27.01	18.24	3	No	R
532012	HSHW	Commercial Pilots	0.53	25	46.71	22.61	3	Yes	R
131041	HSHW	Compliance Officers, Exc. Safety, Agri, Constr & Transp.	1.07	74	33.55	22.48	3	No	R
113021	HSHW	Computer and Information Systems Managers	1.55	33	67.46	43.60	5	Yes	R
151143	HSHW	Computer Network Architects	1.95	57	34.12	22.16	3	Yes	R
151192	HSHW	Computer Network Support Specialists	1.75	43	28.31	19.41	3	Yes	R
151131	HSHW	Computer Programmers	1.62	77	42.42	27.14	3	Yes	R
151121	HSHW	Computer Systems Analysts	2.02	99	44.04	29.41	4	Yes	R
151131	HSHW	Computer User Support Specialists	1.73	152	22.51	14.76	3	Yes	R
474011	HSHW	Construction and Building Inspectors	2.32	49	29.03	18.85	3	No	R
119021	HSHW	Construction Managers	1.63	96	53.14	29.56	4	No	R
333012	HSHW	Correctional Officers and Jailers	0.18	70	NA	NA	3	No	R
131051	HSHW	Cost Estimators	3.26	50	32.16	18.43	4	No	R
151141	HSHW	Database Administrators	2.36	32	40.03	26.05	4	Yes	R
319091		Dental Assistants	2.74	797	16.54	12.27	3	Yes	S
292021	HSHW	Dental Hygienists	3.27	65	24.94	17.62	4	Yes	R
333021	HSHW	Detectives and Criminal Investigators	0.46	30	43.23	26.38	3	No	R
292032	HSHW	Diagnostic Medical Sonographers	3.40	33	29.29	20.66	3	Yes	R
472081		Drywall and Ceiling Tile Installers	2.31	28	16.08	11.98	3	No	R
119032	HSHW	Education Administrators, Elementary and Secondary	1.19	26	47.28	33.67	5	No	R
499051	HSHW	Electrical Power-Line Installers and Repairers	2.33	54	26.78	18.67	3	Yes	R
472111		Electricians	2.26	175	20.47	14.22	3	No	R
252021	HSHW	Elementary School Teachers, Except Special Education	1.89	273	28.44	22.67	5	No	R
292041		Emergency Medical Technicians and Paramedics	2.32	52	14.50	11.98	4	Yes	R
119041	HSHW	Engineering Managers	2.55	33	57.44	36.40	5	Yes	R
436011	HSHW	Executive Secretaries and Administrative Assistants	1.18	228	21.70	15.46	3	No	R
274032		Film and Video Editors	0.72	47	20.14	14.52	4	No	R
132051	HSHW	Financial Analysts	1.65	63	40.18	24.87	5	Yes	R
113031	HSHW	Financial Managers	0.88	75	68.59	40.87	5	Yes	R

## 2014-15 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$13.71/hour and Entry Wage of \$11.14/hour
- 4 High Skill/High Wage (HSHW) Occupations:  
Mean Wage of \$21.48/hour and Entry Wage of \$13.71/hour

SOC Code†	HSHW††	Occupational Title‡	Annual		2013 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
			Percent Growth	Annual Openings	Mean	Entry			
332011	HSHW	Fire Fighters	1.13	108	NA	NA	3	No	R
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	2.45	178	31.85	20.52	4	No	R
351012		First-Line Superv. of Food Preparation & Serving Workers	0.93	196	17.38	11.49	3	No	R
371012		First-Line Superv. of Landscaping and Groundskeeping	1.50	37	19.42	13.19	3	No	R
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators	1.25	45	27.37	17.18	3	Yes	R
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	0.91	94	29.82	19.92	3	No	R
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	1.23	465	26.08	17.65	4	Yes	R
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.47	391	26.81	17.79	3	Yes	S
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.38	164	44.38	23.56	4	No	R
391021		First-Line Supervisors of Personal Service Workers	1.18	75	20.22	12.72	3	No	R
411011		First-Line Supervisors of Retail Sales Workers	0.55	418	21.18	13.90	3	No	R
119051	HSHW	Food Service Managers	0.41	38	31.54	17.60	4	No	R
111021	HSHW	General and Operations Managers	0.37	242	58.69	29.26	4	Yes	R
472121		Glaziers	4.55	221	17.35	11.38	3	No	S
271024	HSHW	Graphic Designers	0.81	90	23.06	14.15	4	Yes	R
292099		Health Technologists and Technicians, All Other	2.11	215	21.13	13.48	3	Yes	S
499021		Heating, A.C., and Refrigeration Mechanics and Installers	3.57	123	20.01	13.28	3	No	R
492097		Home Entertainment Electronics Installers and Repairers	1.77	42	15.05	11.30	3	No	R
434161		Human Resources Assistants, Exc. Payroll	1.41	57	17.51	13.25	3	No	R
131071	HSHW	Human Resources Specialists	2.11	142	25.95	15.35	4	No	R
172112	HSHW	Industrial Engineers	0.79	27	31.00	20.12	5	Yes	R
499041	HSHW	Industrial Machinery Mechanics	2.60	67	23.94	15.86	3	No	R
151122	HSHW	Information Security Analysts	2.51	151	37.95	23.72	3	Yes	S
413021	HSHW	Insurance Sales Agents	1.70	160	30.36	17.99	3	Yes	R
132053	HSHW	Insurance Underwriters	0.60	27	28.96	18.15	3	Yes	R
271025		Interior Designers	1.42	28	22.34	11.87	4	Yes	R
273091	HSHW	Interpreters and Translators	3.69	38	24.73	14.57	4	Yes	R
252012	HSHW	Kindergarten Teachers, Except Special Education	1.93	49	27.94	21.45	5	No	R
436012		Legal Secretaries	1.10	86	21.03	14.44	3	No	R
292061		Licensed Practical and Licensed Vocational Nurses	2.24	245	21.05	17.69	3	Yes	R
132071		Loan Counselors	2.50	179	21.08	14.98	4	Yes	S
132072	HSHW	Loan Officers	1.28	105	37.08	23.45	4	Yes	R
119081	HSHW	Lodging Managers	0.73	28	39.34	15.73	4	No	R
131081	HSHW	Logisticians	3.95	34	30.38	20.35	5	Yes	R
292035	HSHW	Magnetic Resonance Imaging Technologists	2.53	152	29.64	23.61	3	Yes	S
131111	HSHW	Management Analysts	2.12	188	43.09	22.88	5	Yes	R
131161	HSHW	Market Research Analysts and Marketing Specialists	3.65	152	29.49	18.23	5	Yes	R
112021	HSHW	Marketing Managers	1.51	36	64.53	36.49	5	Yes	R
319011		Massage Therapists	1.41	81	20.78	13.82	3	Yes	R
172141	HSHW	Mechanical Engineers	1.71	29	30.25	18.36	5	Yes	R
292011	HSHW	Medical and Clinical Laboratory Technologists	0.05	27	25.19	17.21	4	Yes	R
119111	HSHW	Medical and Health Services Managers	2.21	62	56.76	33.93	5	Yes	R
499062		Medical Equipment Repairers	3.03	180	20.17	13.19	3	Yes	S
292071		Medical Records and Health Information Technicians	2.13	444	17.33	11.68	4	Yes	S
436013		Medical Secretaries	3.24	109	14.86	11.43	3	No	R
131121	HSHW	Meeting and Convention Planners	2.74	35	24.34	15.88	4	No	R
252022	HSHW	Middle School Teachers, Exc. Special & Voc. Education	1.89	118	29.53	24.59	5	No	R
493042		Mobile Heavy Equipment Mechanics, Except Engines	1.22	27	22.02	12.99	3	No	R
151142	HSHW	Network and Computer Systems Architects and Administrators	2.80	80	37.98	24.05	4	Yes	R

## Florida Department of Education

### Dade Institute of Technology (#4802)

1140 NE 163rd Street, Suites 21-23  
North Miami Beach, FL 33162

[Map](#)

**Contact:** Donard St. Jean

**Phone:** (305) 671-3666

**Fax:** (305)432-3896

**Email:** [sjdonard@compu-design.com](mailto:sjdonard@compu-design.com)

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

**License Status:** Annual

**Licensed Since:** 9/26/2012

#### Programs Offered

Program Title	Credential	Clock Hours	Credit Hours	CIP Code
Cisco Certified Network Associates Test Prep	Diploma	120		0511090110
Computer Network Technician	Diploma	90		0511090110
Computer Operator Specialist	Diploma	60		0511060110
Computer Repair Technician	Diploma	70		0511100610
Microsoft Certified IT Professional MCITP/MCTS Test Prep	Diploma	360		0511090102

TARGET OCCUPATION LIST  
2014 - 2015

OLD Standard Occupational Code	NEW Standard Occupational Code	Occupational Title	Number of Persons in EP with Qualifications	Number of Persons in Training based on 2013/2014(03/31/2014)	Number of Jobs in FEM 7/1/14-6/30/14(03/31/2014)	Help Wanted Jobs	Annual Openings LMI Data 2013-2021	Supply-Demand (Short-Term)	Supply-Demand Rate (Long-Term)	Annual Growth Percentage Change	LMI Data 2013-2021 Average Hourly Wage	Quadrant Category		Approved Local Training Program Years	
												Growth Category	Wage Category	Yes	No
11101	11101	Chief/Executives	154	0	104	24	690	1.20	0.22		\$ 103.97	Low Growth	High Wage	Yes	
11102	11102	General and Operations Managers	962	6	37	287	1,878	2.99			\$ 59.22	Low Growth	High Wage	Yes	
11201	11201	Marketing Managers	408	4	58	595	290	0.63		1.52	\$ 64.67	High Growth	High Wage	Yes	
11202	11202	Sales Managers	1,162	2	130	498	724	1.85			\$ 63.28	Low Growth	High Wage	Yes	
11301	11301	Administrative Services Managers	1,760	11	32	19	385			1.31	\$ 52.81	High Growth	High Wage	Yes	
11302	11302	Computer and Information Systems Managers	172	12	21	119	257	1.31		1.52	\$ 67.77	High Growth	High Wage	Yes	
11303	11303	Financial Managers	398	0	94	497	583	0.67			\$ 68.99	Low Growth	High Wage		Unknown
11901	11901	Construction Managers	312	0	26	106	704	2.36		1.59	\$ 52.28	High Growth	High Wage		
11902	11902	Education Administrators, Elementary and Secondary	64	1	7	7	203			1.20	\$ 47.48	High Growth	High Wage	Yes	
11903	11903	Engineering Managers	47	0	30	44	246	0.64	0.19	2.47	\$ 57.76	High Growth	High Wage	Yes	
11904	11904	Food Service Managers	304	1	27	210	285	1.29		0.40	\$ 31.79	Low Growth	High Wage		Unknown
11905	11905	Lodging Managers	57	2	11	37	174	1.23		0.76	NA	Low Growth	High Wage	Yes	
11911	11911	Medical and Health Services Managers	202	1	18	444	487	0.44	0.42	2.22	\$ 56.89	High Growth	High Wage	Yes	
11941	11941	Property, Real Estate & Community Association Managers	282	1	46	171	696	1.30	0.71	1.35	\$ 30.71	Low Growth	High Wage	Yes	
13102	13102	Wholesale and Retail Buyers, Except Farm Products	64	0	6	13	325		0.20	1.00	\$ 30.74	Low Growth	High Wage		No
13103	13103	Purchasing Agents, Except Farm Products & Trade	96	0	6	98	757	0.92	0.13	0.92	\$ 25.16	Low Growth	High Wage		No
13104	13104	Claims Adjusters, Examiners, and Investigators	131	1	10	77	394	1.52	0.22	0.69	\$ 27.00	Low Growth	High Wage		No
13105	13105	Compliance Officers, Exc. Safety, Agri, Constr. & Transp.	54	0	6	35	563	1.32	0.10	0.79	\$ 33.45	Low Growth	High Wage		No
13106	13106	Cost Estimators	28	0	4	29	385	0.85	0.07	3.20	\$ 32.26	High Growth	High Wage		No
13107	13107	Human Resources Specialists	129	0	10	127	1,112	0.94	0.12	2.11	\$ 26.00	High Growth	High Wage	Yes	

TARGET OCCUPATION LIST  
2014 - 2016

OLD Standard Occupational Code	NEW Standard Occupational Code	Occupational Title	Number of Persons in EP with Qualifications	Number of Persons in Training based on 2013/2014(02/31/2014)	Number of Jobs in EPA 7/0/13 6/30/14(03/31/2014)	Help Wanted Jobs	Annual Openings LMD Data 2013-2021	Supply-Demand (Start-Term)	Supply-Demand Rate (Long-Term)	Annual Growth Percentage Change	LMD Data 2013-2021 Average Hourly Wage	Quadrant Category		Approved Local Training Program Yes/No	
												Growth Category	Wage Category	Yes	No
131081	131081	Logicians	143	0	27	40	266	2.13	0.57	3.96	\$ 29.98	High Growth	High Wage	Yes	
131111	131111	Management Analysts	185	0	37	238	1,425	0.67	0.13	2.10	\$ 42.29	High Growth	High Wage	Yes	
131121	131121	Meeting and Convention Planners	82	1	10	34	270	1.89	0.31	2.81	\$ 24.53	High Growth	High Wage	Yes	
131073	131151	Training and Development Specialists	85	0	0	84	396	1.01	0.21	2.27	\$ 29.81	High Growth	High Wage		No
131199	131161	Market Research Analysts and Marketing Specialists	173	30	27	92	2,677	1.71	0.08	1.42	\$ 32.65	High Growth	High Wage	Yes	
131199	131199	Business Operations Specialists, All Other	173	30	27	92	2,677	1.71	0.08	1.42	\$ 32.65	High Growth	High Wage	Yes	
132011	132011	Accountants and Auditors	1,232	8	124	888	3,753	1.25	0.34	1.43	\$ 33.22	High Growth	High Wage		No
132021	132021	Appraisers and Assessors of Real Estate	89	0	0	12	249	1.71	0.15	1.57	\$ 35.91	Low Growth	High Wage	Yes	
132051	132051	Financial Analysts	139	0	49	122	491	0.81	0.28	1.65	\$ 40.43	High Growth	High Wage	Yes	
132052	132052	Personal Financial Advisors	67	0	23	30	664	0.86	0.10	2.58	\$ 47.19	High Growth	High Wage		No
132053	132053	Insurance Underwriters	48	0	11	16	216	1.78	0.22	1.95	\$ 28.96	Low Growth	High Wage	Yes	
132071	132071	Loan Counselors	40	0	1	5	N/A	N/A	N/A	N/A	N/A	High Growth	N/A	Yes	
132072	132072	Loan Officers	181	0	10	126	824	1.33	0.22	1.30	\$ 37.04	High Growth	High Wage	Yes	
151051	151121	Computer Systems Analysts	126	2	15	317	777	0.39	0.16	2.05	\$ 44.18	High Growth	High Wage	Yes	
151081	151122	Information Security Analysts	87	5	6	73	121	1.16	0.16	2.59	\$ 35.08	High Growth	High Wage	Yes	
151021	151131	Computer Programmers	114	5	14	155	698	0.80	0.20	1.62	\$ 45.56	High Growth	High Wage	Yes	
151031	151132	Software Developers, Applications	110	3	40	309	620	0.32	0.18	2.72	\$ 36.06	High Growth	High Wage		No
151032	151133	Software Developers, Systems Software	48	0	0	27	213	1.78	0.23	1.68	\$ 41.39	High Growth	High Wage	Yes	
151081	151134	Web Developers	87	5	6	431	225	0.21	0.47	1.16	\$ 30.54	High Growth	High Wage	Yes	
151061	151141	Database Administrators	62	1	6	87	266	0.68	0.24	2.45	\$ 39.74	High Growth	High Wage	Yes	
151071	151142	Network and Computer Systems Administrators	220	123	23	356	615	0.91	0.66	2.77	\$ 37.96	High Growth	High Wage	Yes	

TARGET OCCUPATION LIST  
2014 - 2015

OLD Standard Occupational Code	NEW Standard Occupational Code	Occupational Title	Number of Persons in EF with Qualifications	Number of Persons in Training based on 2013/2014093/317014	Number of Jobs in EF 7/1/14 (6/30/14-6/30/15/2014)	Help Wanted Jobs	Annual Openings LMI Data 2013-2021	Supply-Demand Rate (Short-Term)	Supply-Demand Rate (Long-Term)	Annual Growth Percentage Change	LMI Data 2013-2021 Average Hourly Wage	Quadrant Category		Approved Level Training Program	
												Growth Category	Wage Category	Yes	No
151051	251141	Computer Network Architects	126	2	15	29	450	2.91	0.28	1.93	\$ 34.23	High Growth	High Wage	No	No
151041	251151	Computer User Support Specialists	482	91	50	364	1,197	1.38	0.28	1.74	\$ 22.55	High Growth	High Wage	No	No
151061	251162	Computer Network Support Specialists	87	5	6	4	341	0.27	0.27	1.80	\$ 28.37	High Growth	High Wage	Yes	
172031	172051	Civil Engineers	64	0	30	95	830	0.51	0.08	2.39	\$ 44.12	High Growth	High Wage	No	No
172112	172112	Industrial Engineers	29	0	15	223	218	0.12	0.13	1.70	\$ 31.00	Low Growth	High Wage	No	No
172141	172141	Mechanical Engineers	78	0	8	81	238	0.88	0.15	1.70	\$ 30.09	High Growth	High Wage	No	No
173031	173031	Surveying and Mapping Technicians	20	0	0	7	118	2.86	0.17	1.65	\$ 20.17	High Growth	High Wage	No	No
211013	211015	Rehabilitation Counselors	38	0	10	2	200	0.19	0.19	1.50	\$ 17.82	High Growth	Low Wage	No	No
211093	211093	Social and Human Service Assistants	230	1	57	123	685	1.28	0.29	1.26	\$ 14.96	High Growth	Low Wage	No	No
232011	232011	Paralegals and Legal Assistants	344	22	31	167	1,271	1.83	0.20	2.55	\$ 24.95	High Growth	High Wage	Yes	
251011	251011	Business Teachers, Postsecondary	28	3	1	5	223	0.14	0.14	1.89	\$ 59.09	High Growth	High Wage	Yes	
251194	251194	Vocational Education Teachers, Postsecondary	137	0	16	60	881	1.80	0.16	1.50	\$ 31.18	High Growth	High Wage	Yes	
252012	252012	Kindergarten Teachers, Except Special Education	16	0	2	5	386	2.29	0.04	1.93	\$ 27.96	High Growth	High Wage	No	No
252021	252021	Elementary School Teachers, Except Special Education	93	3	7	24	2,181	0.04	0.04	1.88	\$ 28.45	High Growth	High Wage	Yes	
252022	252022	Middle School Teachers, Except Special & Voc. Education	74	1	3	12	917	0.08	0.08	1.89	\$ 29.64	High Growth	High Wage	Yes	Unknown
252031	252031	Secondary School Teachers, Five Special and Voc. Ed.	166	0	4	23	1,193	0.14	0.14	0.91	\$ 33.88	Low Growth	High Wage	Yes	
252032	252032	Vocational Education Teachers, Secondary School	30	0	6	2	242	0.12	0.12	0.91	NA	Low Growth	High Wage	Unknown	Unknown
271024	271024	Graphic Designers	150	9	15	162	711	0.90	0.22	1.40	\$ 23.09	Low Growth	High Wage	Yes	
271025	271025	Interior Designers	50	2	1	32	211	1.58	0.25	1.40	\$ 22.42	High Growth	High Wage	Yes	
272012	272012	Producers and Directors	234	0	23	53	462	0.19	0.21	0.92	\$ 34.49	Low Growth	High Wage	Yes	

**Prospective Training Vendor Program Information for: Compu-Design USA Inc (Dade Institute of Technology) North Miami Beach**

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: Casa 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 participant incurs.

Program Name	Campus	Credit Hours	Clock Hours	Course Length (estimated in months)	Tuition Cost	Application Registration Fees Cost	Books Cost	Materials Cost	Uniforms Cost	Tools Cost	Testing Fees Cost	Certification Fees Cost	Licensing Fees Cost	Pell Eligible (Yes/No)	CIP Code	2014-2015 TOL Related Occupations (Name & SOC)	2014-2015 TOL Wage Rate		Comments
																	Entry	Mean	
Cisco Certified Network Associates Test Prep	North Miami Beach		120	1 Month	\$3,500.00	\$100.00	\$200.00	\$100	\$0	\$3,900.00	\$0.00	\$250.00	\$0.00	No	511090110	151151 Computer User Support Specialist 151152 Computer Network Support specialist	\$14.76 \$19.41	\$22.51 \$28.31	
Microsoft Certified IT Professional MCTS/MCITP Test Prep	North Miami Beach		360	3 Months	\$5,050.00	\$100.00	\$700.00	\$400	\$0	\$7,250.00	\$0.00	\$750.00	\$0.00	No	511090102	113021 Computer/Inf Syst Managers 151142 Network/Computer Sysr Adm 151143 Computer Network Architects 151151 Computer User Support Specialist 151152 Computer Network Support specialist	\$43.60 \$24.05 \$22.16 \$14.76 \$19.41	\$67.46 \$37.96 \$34.12 \$22.51 \$28.31	
Computer Network Technician	North Miami Beach		90	1.5 Month	\$2,500.00	\$100.00	\$200.00	\$100	\$0	\$2,900.00	\$0.00	\$295.00	\$0.00	No	511090110	151151 Computer User Support Specialist 151152 Computer Network Support specialist	\$14.76 \$19.41	\$22.51 \$28.31	
Computer Repair Technician	North Miami Beach		70	1 Month	\$2,500.00	\$100.00	\$150.00	\$100	\$0	\$2,850.00	\$0.00	\$376.00	\$0.00	No	511100610	113021 Computer/Inf Syst Managers 151151 Computer User Support Specialist	\$43.60 \$14.76	\$57.46 \$22.51	

**A.A./ A.A.S. Degree Programs  
Diploma/Certificate Programs**

# New Horizons Computer Learning Centers South Florida Documentation



*Commission for Independent Education*

*Approved Data*

**New Horizons Computer Learning Center of South Florida (ID# 2438)**

<b>Corporation Data</b>	
<b>Name:</b> GEB Computer Training, Ltd.	
<b>Foreign or Domestic:</b> Domestic	<b>Profit or Non Profit:</b> Profit
<b>Address Data</b>	
7757 W. Flagler St., Suite 200 Miami, FL 33144 Miami-Dade County	
<b>Contact Data</b>	<b>License Data</b>
<b>Contact:</b> Mr. Adam Gordon	<b>Lic #:</b> 2438 <b>Campus Type:</b> Main
<b>Phone:</b> (305) 265-7576 <b>Phone Ext:</b> 131	<b>Lic Status:</b> Annual Extension
<b>Fax:</b> (305) 264-3779	<b>Program Specialist:</b> Brandon Eldridge
<b>E-Mail:</b> info@nhflorida.com	<b>Annual Review Date:</b> 9/30/2014
<b>Web Site:</b> www.nhflorida.com	

Program Title as Licensed:	Hours:		Degree Type:	Credential:
	Clock	Credit		
A+ Certification Preparatory	32.5			Diploma
Administrative Professional	110.5			Diploma
Administrative Professional with English as a Second Language (ESL)	185.5			Diploma
Certified Six Sigma Green Belt (CSSGB) Preparatory Program	32.5			Diploma
Cisco (CCNA) Routing and Switching Preparatory	32.5			Diploma
Green Information Technology Worker	52			Diploma
Health Information Administration with Specialization in Medical Coding Preparatory	904			Diploma
Health Information Technology Preparatory	848.5			Diploma
Help Desk	130			Diploma
ITIL Foundations	19.5			Diploma
MCTS: Windows 7 - Configuration Preparatory	32.5			Diploma
Medical Coding and Billing Associate Preparatory	642			Diploma
Medical Front Office Assistant and Administration Preparatory	536			Diploma

*Brandon Eldridge*

Brandon Eldridge  
Program Specialist  
Commission for Independent Education



# Commission for Independent Education

*Approved Data*

## New Horizons Computer Learning Center of South Florida (ID# 2438)

Microsoft Certified Application Specialist (MCAS) Preparatory	104			Diploma
Microsoft Certified IT Professional Server Administrator (MCITP) Green IT Preparatory	234			Diploma
Microsoft Certified IT Professional Server Administrator (MCITP) Preparatory	214.5			Diploma
Microsoft Certified Solutions Associate Windows (MCSA) Server 2012 Green IT Preparatory	214.5			Diploma
Microsoft Certified Solutions Associate Windows (MCSA) Server 2012 Preparatory	195			Diploma
Microsoft Certified Solutions Developer (MCSD): Web Applications Preparatory	195			Diploma
Microsoft Certified Solutions Developer (MCSD): Windows Store Apps Preparatory	182			Diploma
Microsoft Certified Solutions Expert (MCSE): Data Platform Preparatory	162.5			Diploma
Microsoft Certified Solutions Expert (MCSE): Server Infrastructure Green IT Preparatory	247			Diploma
Microsoft Certified Solutions Expert (MCSE): Server Infrastructure Preparatory	227.5			Diploma
Microsoft Certified Technology Specialist Windows Server 2008 (MCTS) Green IT Preparatory	182			Diploma
Microsoft Certified Technology Specialist Windows Server 2008 (MCTS) Preparatory	162.5			Diploma
Microsoft Technology Associate (MTA) Preparatory	52			Diploma
Network & Security Engineer	260			Diploma
Network+ Certification Preparatory	32.5			Diploma
Networking Security Professional Preparatory	324			Diploma
PC Support Preparatory	110.5			Diploma
Project Management Professional (PMP)	32.5			Diploma

*Brandon Eldridge*

Brandon Eldridge  
Program Specialist  
Commission for Independent Education



## Commission for Independent Education

*Approved Data*

### New Horizons Computer Learning Center of South Florida (ID# 2438)

Project Management Professional (PMP) & Certified Six Sigma Green Belt (CSSGB) Preparatory Program	65			Diploma
Security Specialization Preparatory	65			Diploma
Train the Trainer Preparatory	19.5			Diploma
VMware Certified Professional (VCP) Preparatory	32.5			Diploma

*Brandon Eldridge*

Brandon Eldridge  
 Program Specialist  
 Commission for Independent Education

## Florida Department of Education

### New Horizons Computer Learning Center of South Florida (#2438)

7757 W. Flagler St., Suite 200

Miami, FL 33144

[Map](#)

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**License Status:** Annual Extension

**Licensed Since:** 9/6/2001

#### Programs Offered

Program Title	Credential	Clock Hours	Credit Hours	CIP Code
A+ Certification Preparatory	Diploma	32.5		0511100610
Administrative Professional	Diploma	110.5		0511060100
Administrative Professional with English as a Second Language (ESL)	Diploma	185.5		0511060100
Certified Six Sigma Green Belt (CSSGB) Preparatory Program	Diploma	32.5		0552021110
Cisco (CCNA) Routing and Switching Preparatory	Diploma	32.5		0511090110
Green Information Technology Worker	Diploma	52		0511090110
Health Information Administration with Specialization in Medical Coding Preparatory	Diploma	904		0351070702
Health Information Technology Preparatory	Diploma	848.5		0351071603
Help Desk	Diploma	130		0511100603
ITIL Foundations	Diploma	19.5		0511090110
MCTS: Windows 7 - Configuration Preparatory	Diploma	32.5		0511090110
Medical Coding and Billing Associate Preparatory	Diploma	642		0351070702
Medical Front Office Assistant and Administration Preparatory	Diploma	536		0351070500
Microsoft Certified Application Specialist (MCAS) Preparatory	Diploma	104		0511090110

Microsoft Certified IT Professional Server Administrator (MCITP) Green IT Preparatory	Diploma	234	0511090102
Microsoft Certified IT Professional Server Administrator (MCITP) Preparatory	Diploma	214.5	0511090102
Microsoft Certified Solutions Associate Windows (MCSA) Server 2012 Green IT Preparatory	Diploma	214.5	0511090102
Microsoft Certified Solutions Associate Windows (MCSA) Server 2012 Preparatory	Diploma	195	0511090102
Microsoft Certified Solutions Developer (MCSD): Web Applications Preparatory	Diploma	195	0511090102
Microsoft Certified Solutions Developer (MCSD): Windows Store Apps Preparatory	Diploma	182	0511090102
Microsoft Certified Solutions Expert (MCSE): Data Platform Preparatory	Diploma	162.5	0511080201
Microsoft Certified Solutions Expert (MCSE): Server Infrastructure Green IT Preparatory	Diploma	247	0511090102
Microsoft Certified Solutions Expert (MCSE): Server Infrastructure Preparatory	Diploma	227.5	0511090102
Microsoft Certified Technology Specialist Windows Server 2008 (MCTS) Green IT Preparatory	Diploma	182	0511090102
Microsoft Certified Technology Specialist Windows Server 2008 (MCTS) Preparatory	Diploma	162.5	0511090102
Microsoft Technology Associate (MTA) Preparatory	Diploma	52	0511060110
Network & Security Engineer	Diploma	260	0511100301
Network+ Certification Preparatory	Diploma	32.5	0511090110
Networking Security Professional Preparatory	Diploma	324	0511100301
PC Support Preparatory	Diploma	110.5	0511100610
Project Management Professional (PMP)	Diploma	32.5	0552021110
Project Management Professional (PMP) & Certified Six Sigma Green Belt (CSSGB) Preparatory Program	Diploma	65	0552021110
Security Specialization Preparatory	Diploma	65	0511100310
Train the Trainer Preparatory	Diploma	19.5	0511060110
VMware Certified Professional (VCP) Preparatory	Diploma	32.5	0511090110

## 2014-15 SOC to CIP Linkages for Occupations Below Bachelor's Degree Level

Postsecondary Career and Technical Education Occupations

Sorted by Occupational Title

Department of Education and Commission on Independent Education Approved List

SOC Code	Occupational Title*	CIP	Vocational Program Code	Program Title	Certification†
151142	Network and Computer Systems Administrators	0511100301		COMPUTER/NETWORK SECURITY	DIPLOMA
151151	Computer User Support Specialists	0511100301		COMPUTER/NETWORK SECURITY	DIPLOMA
^SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.					
†Certification:					
AAS = Associate in Applied Science Degree; APPR = Registered Apprentice Program; AS = Associate in Science Degree - Public; AS-NP = Associate in Science Degree - Nonpublic;					
ATD = Applied Technology Diploma (Certificate); CCC = College Credit Certificate; Diploma = Clock hour program - Nonpublic; PSAV = Postsecondary Adult Vocational Certificate					

## 2014-15 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$13.71/hour and Entry Wage of \$11.14/hour
- 4 High Skill/High Wage (HSHW) Occupations:  
Mean Wage of \$21.48/hour and Entry Wage of \$13.71/hour

SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2013 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
					Mean	Entry			
132011	HSHW	Accountants and Auditors	1.44	483	33.22	20.62	5	Yes	R
113011	HSHW	Administrative Services Managers	1.35	51	52.34	31.86	4	Yes	R
413011	HSHW	Advertising Sales Agents	0.49	85	24.80	14.53	3	Yes	R
532021	HSHW	Air Traffic Controllers	0.24	26	NA	NA	3	No	R
493011	HSHW	Aircraft Mechanics and Service Technicians	0.75	371	25.25	16.74	3	Yes	S
532011	HSHW	Airline Pilots, Copilots, and Flight Engineers	1.13	96	69.68	45.12	4	Yes	R
132021	HSHW	Appraisers and Assessors of Real Estate	0.59	35	34.51	16.40	3	No	R
493023		Automotive Service Technicians and Mechanics	1.25	1,772	17.95	11.19	3	Yes	S
433031		Bookkeeping, Accounting, and Auditing Clerks	1.14	344	16.64	11.60	4	Yes	R
472021		Brickmasons and Blockmasons	4.49	227	16.37	11.43	3	No	S
493031	HSHW	Bus and Truck Mechanics and Diesel Engine Specialists	0.61	41	25.72	18.00	3	Yes	R
533021		Bus Drivers, Transit and Intercity	1.01	57	NA	NA	3	Yes	R
131199	HSHW	Business Operations Specialists, All Other	1.41	346	32.56	17.75	4	No	R
251011	HSHW	Business Teachers, Postsecondary	1.89	27	59.07	35.50	5	No	R
292031		Cardiovascular Technologists and Technicians	1.81	29	21.66	12.69	3	Yes	R
435011		Cargo and Freight Agents	2.20	413	20.64	12.08	3	Yes	S
472031		Carpenters	1.74	227	17.81	11.44	3	No	R
472051		Cement Masons and Concrete Finishers	2.90	46	15.40	12.05	3	No	R
111011	HSHW	Chief Executives	0.41	88	103.23	60.59	5	Yes	R
172051	HSHW	Civil Engineers	2.39	110	44.02	27.99	5	Yes	R
131031	HSHW	Claims Adjusters, Examiners, and Investigators	0.48	75	27.01	18.24	3	No	R
532012	HSHW	Commercial Pilots	0.53	25	46.71	22.61	3	Yes	R
131041	HSHW	Compliance Officers, Exc. Safety, Agri, Constr & Transp.	1.07	74	33.55	22.48	3	No	R
113021	HSHW	Computer and Information Systems Managers	1.55	33	67.46	43.60	5	Yes	R
151143	HSHW	Computer Network Architects	1.95	57	34.12	22.16	3	Yes	R
151152	HSHW	Computer Network Support Specialists	1.75	43	28.31	19.41	3	Yes	R
151131	HSHW	Computer Programmers	1.62	77	42.42	27.14	3	Yes	R
151121	HSHW	Computer Systems Analysts	2.02	99	44.04	29.41	4	Yes	R
151151	HSHW	Computer User Support Specialists	1.73	152	22.51	14.76	3	Yes	R
474011	HSHW	Construction and Building Inspectors	2.32	49	29.03	18.85	3	No	R
119021	HSHW	Construction Managers	1.63	96	53.14	29.56	4	No	R
333012	HSHW	Correctional Officers and Jailers	0.18	70	NA	NA	3	No	R
131051	HSHW	Cost Estimators	3.26	50	32.16	18.43	4	No	R
151141	HSHW	Database Administrators	2.36	32	40.03	26.05	4	Yes	R
319091		Dental Assistants	2.74	797	16.54	12.27	3	Yes	S
292021	HSHW	Dental Hygienists	3.27	65	24.94	17.62	4	Yes	R
333021	HSHW	Detectives and Criminal Investigators	0.46	30	43.23	26.38	3	No	R
292032	HSHW	Diagnostic Medical Sonographers	3.40	33	29.29	20.66	3	Yes	R
472081		Drywall and Ceiling Tile Installers	2.31	28	16.08	11.98	3	No	R
119032	HSHW	Education Administrators, Elementary and Secondary	1.19	26	47.28	33.67	5	No	R
499051	HSHW	Electrical Power-Line Installers and Repairers	2.33	54	26.78	18.67	3	Yes	R
472111		Electricians	2.26	175	20.47	14.22	3	No	R
252021	HSHW	Elementary School Teachers, Except Special Education	1.89	273	28.44	22.67	5	No	R
292041		Emergency Medical Technicians and Paramedics	2.32	52	14.50	11.98	4	Yes	R
119041	HSHW	Engineering Managers	2.55	33	57.44	36.40	5	Yes	R
436011	HSHW	Executive Secretaries and Administrative Assistants	1.18	228	21.70	15.46	3	No	R
274032		Film and Video Editors	0.72	47	20.14	14.52	4	No	R
132051	HSHW	Financial Analysts	1.65	63	40.18	24.87	5	Yes	R
113031	HSHW	Financial Managers	0.88	75	68.59	40.87	5	Yes	R

## 2014-15 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Selection Criteria:

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- 4 High Skill/High Wage (HSHW) Occupations:  
Mean Wage of \$21.48/hour and Entry Wage of \$13.71/hour

SOC Code†	HSHW††	Occupational Title‡	Annual	Annual	2013 Hourly Wage		FLDOE	In EPI	Data
			Percent Growth	Openings	Mean	Entry	Training Code	Targeted Industry?	Source†††
332011	HSHW	Fire Fighters	1.13	108	NA	NA	3	No	R
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	2.45	178	31.85	20.52	4	No	R
351012		First-Line Superv. of Food Preparation & Serving Workers	0.93	196	17.38	11.49	3	No	R
371012		First-Line Superv. of Landscaping and Groundskeeping	1.50	37	19.42	13.19	3	No	R
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators	1.25	45	27.37	17.18	3	Yes	R
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	0.91	94	29.82	19.92	3	No	R
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	1.23	465	26.08	17.65	4	Yes	R
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.47	391	26.81	17.79	3	Yes	S
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.38	164	44.38	23.56	4	No	R
391021		First-Line Supervisors of Personal Service Workers	1.18	75	20.22	12.72	3	No	R
411011		First-Line Supervisors of Retail Sales Workers	0.55	418	21.18	13.90	3	No	R
119051	HSHW	Food Service Managers	0.41	38	31.54	17.60	4	No	R
111021	HSHW	General and Operations Managers	0.37	242	58.69	29.26	4	Yes	R
472121		Glaziers	4.55	221	17.35	11.38	3	No	S
271024	HSHW	Graphic Designers	0.81	90	23.06	14.15	4	Yes	R
292099		Health Technologists and Technicians, All Other	2.11	215	21.13	13.48	3	Yes	S
499021		Heating, A.C., and Refrigeration Mechanics and Installers	3.57	123	20.01	13.28	3	No	R
492097		Home Entertainment Electronics Installers and Repairers	1.77	42	15.05	11.30	3	No	R
434161		Human Resources Assistants, Exc. Payroll	1.41	57	17.51	13.25	3	No	R
131071	HSHW	Human Resources Specialists	2.11	142	25.95	15.35	4	No	R
172112	HSHW	Industrial Engineers	0.79	27	31.00	20.12	5	Yes	R
499041	HSHW	Industrial Machinery Mechanics	2.60	67	23.94	15.86	3	No	R
151122	HSHW	Information Security Analysts	2.51	151	37.95	23.72	3	Yes	S
413021	HSHW	Insurance Sales Agents	1.70	160	30.36	17.99	3	Yes	R
132053	HSHW	Insurance Underwriters	0.60	27	28.96	18.15	3	Yes	R
271025		Interior Designers	1.42	28	22.34	11.87	4	Yes	R
273091	HSHW	Interpreters and Translators	3.69	38	24.73	14.57	4	Yes	R
252012	HSHW	Kindergarten Teachers, Except Special Education	1.93	49	27.94	21.45	5	No	R
436012		Legal Secretaries	1.10	86	21.03	14.44	3	No	R
292061		Licensed Practical and Licensed Vocational Nurses	2.24	245	21.05	17.69	3	Yes	R
132071		Loan Counselors	2.50	179	21.08	14.98	4	Yes	S
132072	HSHW	Loan Officers	1.28	105	37.08	23.45	4	Yes	R
119081	HSHW	Lodging Managers	0.73	28	39.34	15.73	4	No	R
131081	HSHW	Logisticians	3.95	34	30.38	20.35	5	Yes	R
292035	HSHW	Magnetic Resonance Imaging Technologists	2.53	152	29.64	23.61	3	Yes	S
131111	HSHW	Management Analysts	2.12	188	43.09	22.88	5	Yes	R
131161	HSHW	Market Research Analysts and Marketing Specialists	3.65	152	29.49	18.23	5	Yes	R
112021	HSHW	Marketing Managers	1.51	36	64.53	36.49	5	Yes	R
319011		Massage Therapists	1.41	81	20.78	13.82	3	Yes	R
172141	HSHW	Mechanical Engineers	1.71	29	30.25	18.36	5	Yes	R
292011	HSHW	Medical and Clinical Laboratory Technologists	0.05	27	25.19	17.21	4	Yes	R
119111	HSHW	Medical and Health Services Managers	2.21	62	56.76	33.93	5	Yes	R
499062		Medical Equipment Repairers	3.03	180	20.17	13.19	3	Yes	S
292071		Medical Records and Health Information Technicians	2.13	444	17.33	11.68	4	Yes	S
436013		Medical Secretaries	3.24	109	14.86	11.43	3	No	R
131121	HSHW	Meeting and Convention Planners	2.74	35	24.34	15.88	4	No	R
252022	HSHW	Middle School Teachers, Exc. Special & Voc. Education	1.89	118	29.53	24.59	5	No	R
493042		Mobile Heavy Equipment Mechanics, Except Engines	1.22	27	22.02	12.99	3	No	R
151142	HSHW	Network and Computer Systems Architects and Administrators	2.80	80	37.98	24.05	4	Yes	R

TARGET OCCUPATION LIST  
2014 - 2015

OLD Standard Occupational Code	NEW Standard Occupational Code	Occupational Title	Number of Persons in EF with Qualifications	Number of Persons in Training based on 2013/2014(03/21/2014)	Number of Jobs in EF 7/17/14-6/29/14(09/31/2014)	Help Wanted Jobs	Annual Openings L.M.I Data 2013-2021	Supply-Demand (Short-Term)	Supply-Demand Rate (Long-Term)	Annual Growth Percentage Change	L.M.I Data 2013-2021 Average Hourly Wage	Quadrant Category		Approved Local Training Program	
												Growth Category	Wage Category	Yes	No
131081	131081	Legislators	143	0	27	40	266	2.13		3.96	\$ 29.96	High Growth	High Wage	Yes	
131111	131111	Management Analysts	185	0	37	238	1,425	0.67	0.13	2.10	\$ 42.29	High Growth	High Wage	Yes	
131121	131121	Meeting and Convention Planners	82	1	10	34	270	1.89	0.31	2.81	\$ 24.53	High Growth	High Wage	Yes	
131073	131151	Training and Development Specialists	85	0	0	84	396	1.01	0.21	2.27	\$ 29.81	High Growth	High Wage	Yes	No
131199	131161	Market Research Analysis and Marketing Specialists	173	30	27	92	2,677	1.71	0.08	1.42	\$ 32.65	High Growth	High Wage	Yes	
131199	131199	Business Operations Specialists, All Other	173	30	27	92	2,677	1.71	0.08	1.42	\$ 32.65	High Growth	High Wage	Yes	
132011	132011	Accountants and Auditors	1,252	8	124	888	3,753	1.25		1.43	\$ 33.22	High Growth	High Wage	Yes	No
132021	132021	Appraisers and Assessors of Real Estate	89	0	0	12	249				\$ 35.91	Low Growth	High Wage	Yes	
132051	132051	Financial Analysts	139	0	49	122	491	0.81	0.28	1.65	\$ 40.43	High Growth	High Wage	Yes	
132052	132052	Personal Financial Advisors	67	0	28	50	664	0.86	0.10	2.58	\$ 47.19	High Growth	High Wage	Yes	No
132053	132053	Insurance Underwriters	48	0	11	16	216	1.78	0.22		\$ 28.96	Low Growth	High Wage	Yes	
132071	132071	Loan Counselors	40	0	1	5	N/A			N/A	N/A	High Growth	N/A	Yes	
132072	132072	Loan Officers	181	0	10	126	824	1.33	0.22	1.30	\$ 37.04	High Growth	High Wage	Yes	
151051	151121	Computer Systems Analysts	126	2	15	317	777	0.39	0.16	2.05	\$ 44.18	High Growth	High Wage	Yes	
151081	151122	Information Security Analysts	87	5	6	73	121	1.16		2.59	\$ 35.08	High Growth	High Wage	Yes	
151021	151131	Computer Programmers	114	5	14	135	608	0.80	0.20	1.62	\$ 42.56	High Growth	High Wage	Yes	
151031	151132	Software Developers, Applications	110	3	40	309	620	0.32	0.18	2.72	\$ 36.06	High Growth	High Wage	Yes	No
151032	151133	Software Developers, Systems Software	48	0	0	27	213	1.78	0.23	1.68	\$ 41.39	High Growth	High Wage	Yes	
151081	151134	Web Developers	87	5	6	431	225	0.21		1.16	\$ 30.34	High Growth	High Wage	Yes	
151061	151141	Database Administrators	62	1	6	87	266	0.68	0.24	2.45	\$ 39.74	High Growth	High Wage	Yes	
151071		Network and Computer Systems Architects and Administrators	220	123	23	356	615	0.91		2.77	\$ 37.96	High Growth	High Wage	Yes	

TARGET OCCUPATION LIST  
2014 - 2016

OLD Standard Occupational Code	NEW Standard Occupational Code	Occupational Title	Number of Persons in EF with Qualifications	Number of Persons in Training based on 2013/2014 (03/31/2014)	Number of Jobs in EFM 7/1/13-6/30/14(07/31/2014)	Help Wanted Jobs	Annual Openings LMI Data 2013-2021	Supply-Demand (Short-Term)	Supply-Demand Rate (Long-Term)	Annual Growth Percentage Change	LMI Data 2013-2021 Average Hourly Wage	Quadrant Category		Approved Local Training Program Yes/No		
												Growth Category	Wage Category	Yes	No	Unknown
151051	151143	Computer Network Architects	126	2	15	29	450	2.91	0.28	1.93	\$ 34.23	High Growth	High Wage	No	No	
151041		Computer User Support Specialists	482	91	50	364	1,197	1.38		1.74	\$ 22.55	High Growth	High Wage	No	No	
151081	151152	Computer Network Support Specialists	87	5	6	4	341		0.27	1.80	\$ 28.37	High Growth	High Wage	Yes		
172051	172051	Civil Engineers	64	0	30	95	830	0.51	0.08	2.39	\$ 44.12	High Growth	High Wage	No	No	
172112	172112	Industrial Engineers	29	0	15	223	218	0.12	0.13		\$ 31.00	Low Growth	High Wage	No	No	
172141	172141	Mechanical Engineers	78	0	8	81	228	0.88		1.70	\$ 30.09	High Growth	High Wage	No	No	
172031	172031	Surveying and Mapping Technicians	20	0	0	7	118	2.86	0.17	1.65	\$ 20.17	High Growth	High Wage	No	No	
211015	211015	Rehabilitation Counselors	38	0	10	2	209		0.19	1.50	\$ 17.82	High Growth	Low Wage	No	No	
211093	211093	Social and Human Services Assistants	250	1	57	123	685	1.28		1.26	\$ 14.96	High Growth	Low Wage	No	No	
232011	232011	Paralegals and Legal Assistants	344	22	31	167	1,271	1.85	0.29	2.55	\$ 24.95	High Growth	High Wage	Yes		
251011	251011	Business Teachers, Postsecondary	28	3	1	5	223		0.14	1.89	\$ 59.09	High Growth	High Wage	Yes		
251194	251194	Vocational Education Teachers, Postsecondary	137	0	16	60	881	1.80	0.16	1.50	\$ 31.18	High Growth	High Wage	Yes		
252012	252012	Kindergarten Teachers, Except Special Education	16	0	2	5	386	2.29	0.04	1.93	\$ 27.96	High Growth	High Wage	No	No	
252021	252021	Elementary School Teachers, Except Special Education	93	3	7	24	2,181		0.04	1.88	\$ 28.45	High Growth	High Wage	Yes		
252022	252022	Middle School Teachers, Except Special Education	74	1	3	12	917		0.08	1.89	\$ 29.64	High Growth	High Wage		Unknown	
252031	252031	Secondary School Teachers, Except Special Education	166	0	4	23	1,193		0.14		\$ 33.88	Low Growth	High Wage	Yes		
252032	252032	Vocational Education Teachers, Secondary School	30	0	6	2	242		0.12		N/A	Low Growth	High Wage		Unknown	
271024	271024	Graphic Designers	150	9	13	162	711	0.50	0.22		\$ 23.09	Low Growth	High Wage	Yes		
271025	271025	Interior Designers	50	2	1	32	211	1.58	0.25	1.40	\$ 22.42	High Growth	High Wage	Yes		
272012	272012	Producers and Directors	234	0	23	53	462				\$ 34.49	Low Growth	High Wage	Yes		





## **EXECUTIVE COMMITTEE MEETING**

**DATE:** 6/19/2014

**AGENDA ITEM NUMBER:** 6C

**AGENDA ITEM SUBJECT:** BUSINESS SERVICES CONTRACTORS

**AGENDA ITEM TYPE:** APPROVAL

**RECOMMENDATION:** The EDIS Committee recommends to the Board to authorize staff to negotiate contracts with Business Services RFP respondents based on available funding, as set forth below.

**STRATEGIC GOAL:** Premier National Provider of Employment and Career Training

**STRATEGIC PROJECT:** Raise the Bar/One Stop Performance Consistency

### **BACKGROUND:**

The SFWIB at its February 27, 2014 meeting approved the Executive Committee's recommendation to authorize staff to release a Request for Proposals (RFP) for Workforce Services and Business Services. CSSF Staff released a Workforce Services RFP for Business Services to the public on May 1, 2014, soliciting proposals from organizations capable of providing Business Services within region 23. One organization responded by the prescribed deadline.

Staff reviewed the submitted proposal based on the criteria detailed in the RFP. On June 11, 2014, CSSF staff held a Public Review Forum to disclose the respondent's preliminary scores. The respondent did not meet the required 80-point threshold for contract consideration and did not pass due diligence. A table is provided displaying the results of the Public Review Forum.

CSSF staff recommends to the EDIS Committee to recommend to the Board the approving staff to issue an RFP to solicit Business Services for PY 2014-2015.

**FUNDING:** N/A

**PERFORMANCE:** N/A

*ATTACHMENT*

