



SOUTH FLORIDA WORKFORCE INVESTMENT BOARD

EXECUTIVE COMMITTEE MEETING

THURSDAY, NOVEMBER 17, 2022

8:15 A.M.

CareerSource South Florida Headquarters 7300
Corporate Center Drive Conference Room 2
Miami, Florida 33126

The public may view the session online. **Registration required:**
https://us02web.zoom.us/webinar/register/WN_ISSH7LAzTdywsrtfD2Q3IA

AGENDA

1. Call to Order and Introductions
2. Approval of Executive Committee Meeting Minutes
 - A. October 13, 2022
3. Information - 2020-2024 Strategic Goals Operational Plan Update
4. Information – The Mayor’s Career and Job Fair Series
5. Recommendation as to Approval to Allocate Funds for the Bean Automotive Apprenticeship Program
6. Recommendation as to Approval of the South Florida Workforce Investment Board Nominations
7. Recommendation as to Approval to Allocate and Purchase EconoVue Platform

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"Members of the public shall be given a reasonable opportunity to be heard on a specific agenda item, but must register with the agenda clerk prior to being heard."



SFWIB EXECUTIVE COMMITTEE

MEETING DATE: 11/17/2022

AGENDA ITEM: 2A

AGENDA TOPIC: MEETING MINUTES

SFWIB EXECUTIVE COMMITTEE MEETING MINUTES

DATE: October 13, 2022

LOCATION: CareerSource South Florida
 7300 Corporate Center Drive, Suite 500
 Conference Room 2
 Miami, FL 33126
 Zoom: https://us02web.zoom.us/webinar/register/WN_gKA-m86nSZSxCXUhvjFhIg

1. **CALL TO ORDER:** Chairman Gibson called to order the regular meeting of the SFWIB Executive Committee Meeting at 8:36AM on October 13, 2022.
2. **ROLL CALL:** 7 members; 4 required; 5 present: Quorum established.

SFWIB EXECUTIVE COMMITTEE MEMBERS PRESENT	SFWIB MEMBERS ABSENT	SFWIB STAFF
Canales, Dequasia Chi, Joe del Valle, Juan-Carlos, Vice-Chairman Gibson, Charles, Chair Loynaz, Oscar, M.D.	Ferradaz, Gilda Roth, Thomas "Tom"	Beasley, Rick Bennett, Renee Gilbert, David (Zoom) Morgan, Ebony ADMINISTRATION/IT Anderson, Francis
OTHER ATTENDEES		
Dalto, Joseph, New Horizons		

Agenda items are displayed in the order they were discussed.

2A. Approval of Executive Committee Meeting Minutes – September 8, 2022

Vice-Chair del Valle presented agenda item 2A. September 8, 2022 Executive Committee Meeting minutes for approval.

No further questions or comments were presented for consideration.

Motion by Mr. Chi to approve the South Florida Workforce Investment Board meeting minutes from September 8, 2022.

Vice-Chair del Valle seconded the motion; **item is passed without dissent.**

3. Information – 2020-2024 Strategic Goals Operational Plan Update

Chairman Gibson introduced the item; Mr. Beasley further presented.

Mr. Beasley reviewed the 2020-2024 Strategic Goals Operational Plan. He advised that a Strategic Planning Session will be scheduled with the members in January to make any necessary revisions.

Goal 1: Build a Demand-Driven System with Employer Engagement

Mr. Beasley shared that he and Mr. Gilbert met with the National Association of Heavy Equipment and MECO Miami to discuss the development of a Heavy Equipment/Diesel Mechanic Apprenticeship Program in partnership with Miami Dade County Public Schools. A similar program, based in Oregon, has already been approved; Mr. Gilbert forwarded that information over to M-DCPS for further review and consideration on how the program may be revised to fit the needs of Miami-Dade County businesses. Mr. Beasley highlighted that the existing program, based out of Oregon, is more classroom based vs. an actual apprenticeship; which is similar to what is being done throughout the state of Florida. Many educational facilities are heavily focused on classroom training with very little on-the-job training, which is not conducive to a true apprenticeship program.

In addition, he advised the Committee that the Entrepreneurship section – which is a subsection of Goal #1 – has not been completed to date; however, it is top of mind and under consideration.

Goal 2: Strengthen the One-Stop Delivery

With the implementation of the REACH Act the state is looking at consolidating regions. A part of the process includes the State (or its representatives) conducting a performance evaluation of all state workforce boards. The newly reworked performance standards produced “letter grades” for each region.



This week, the state released draft performance grades for each region that will be presented during the CareerSource Florida Board meeting next week. CareerSource South Florida has achieved an –A. Most local workforce boards scored a B or higher. There was only one “C” rating in the State.

The actual ratings report will be presented to the SFWIB next week because it has not been made public as of today. By next week, the information would have been shared with the State Workforce Board and will be deemed public information.

In addition, Mr. Beasley shared that CSSF will be launching a pilot program with Equifax to give additional data elements that will strengthen our systems and provide additional data elements that will enable us to better service our constituency. Eligibility data (finances, incarceration, etc.) can be verified through Equifax versus the providing of paper documents. The agreement is in discussion and will be presented to the Global Talent and Competitiveness Council for further review and recommendation to the SFWIB.

Goal 3: Improve Services for Individuals with Barriers

CSSF staff are focusing on partnerships with organizations that service individuals with mental or physical disabilities. In addition, we are working with AAR to launch the Eagle Sheet Metal Career Pathway Program which will provide opportunities for youth with DJJ backgrounds. Kathy Burgos and Chief Graham of Department of Juvenile Services are working on selecting candidates that can pass a background check, for the program. We will be starting with a cohort of five (5). If the first cohort does well, we may be able to expand further.

Mr. Beasley is also working with the Greater Miami Chamber of Commerce to create legislation aimed at banning the box, which often makes it difficult for returning citizens to overcoming barriers to employment.

Goal 6: Strong Workforce System Leadership

Mr. Beasley advised that both he and Mr. Juan-Carlos, the Vice-President of American Airlines, are co-Chairs of Opportunity Miami, formally known as One Community, One Goal. They will be focusing on industry performance standards and seeking to develop talent, via various training opportunities, that will ensure a ready talent pool for Miami-Dade County businesses.



CSSF staff are working with the colleges to further engage adult learners and youth. We are looking to expand use of the Prior Learning Assessment (PLA) tool that will enable adult learners to transition relevant work experience to college credits. Miami Dade College is seeking to expand its usage; we will be seeking to do something similar with other colleges in the near future.

Mr. Beasley concluded his presentation and opened the floor for questions or concerns from the members.

Del Valle mentioned the possibility of the SFWIB partnering with the Miami Dade College Idea Center or FMU's Kelly Center for Economic Development to fulfill the strategic goal of assisting youth in becoming Entrepreneurs.

Mr. Beasley advised that we have had some discussions with Miami Dade College; however, CSSF staff needs to review available federal funding options to determine how we may be able to fund such an offering. In most cases, working adult students may not qualify for available resources. We are not opposed to meeting with them to come up with possible programs however.

In addition, Mr. Beasley mentioned the possibility of funding a program through Junior Achievement which inspires youth to go toward Entrepreneurship. Program design and procedures will need further development.

Dr. Lopez shared that Miami Dade College recently acquired a location in Homestead which will be completed in March. The City of Homestead gave them the land with the condition that entrepreneur activities be completed for the community. Third floor is dedicated to this effort; however, they are still looking to finalize things programmatically.

Mr. Beasley advised that he has had conversations with Mayor Cava and other MDC leaders about organizations developing relationships with the patent office at several of our local colleges/Universities and determining how we can best commercialize those patents. He explained the history of the research triangle and how it has benefited several states over the years. He would like to meet with leaders in Miami-Dade, South Dade in particular, on how we can best utilize the tools available to further encourage economic development. SFWIB members open to participating in the discussion should advise the Executive Office as soon as possible.

No further comments or suggestions were submitted from the members. Item closed.

4. Information - WIOA Local Plan Update

Mr. Beasley introduced and further presented the agenda item.



Federal regulations require states and local boards to regularly revisit and modify local plans at the end of the first two-years of the four-year plan. The modification should reflect changes in labor market and economic conditions and/or other factors that may affect the implementation of the state and local plan (20 Code of Federal Regulations (CFR) 676.135).

CSSF Staff has completed the draft WIOA Local Plan and hosted a series of town hall meetings to solicit feedback from key stakeholders in the community. The draft will be forwarded to all members before the full board meeting next week. Mr. Beasley walked through what the Local Plan must include and advised the Committee of how the Board could strategically assist Miami-Dade/Monroe County constituents in finding employment and workforce-related programs that correspond with the needs of the business community.

Mr. Beasley concluded his presentation and opened the floor for questions or concerns from the members.

Mr. Chi advised that he spoke with Mr. Finney, prior to his passing, about the possibility of pulling together a meeting between one of the oldest Chambers in the County, the San Francisco Chamber of Commerce (Randy Vaughn, President) and the Global San Francisco which is run by Ms. Gloria Chu. Additionally, he shared that capital is needed for any entrepreneurship venture, as such, he will be traveling internationally to begin discussions with some of the largest sovereign wealth funds to build the venture capital ecosystem in the Miami-Dade area.

Mr. Beasley reminded the Committee about Opportunity Zones. He further advised that these Zones can provide a tax benefits for angel investors to build public/private partnerships with local organizations. In addition, he reviewed some of the benefits to angel investors interested in pursuing such opportunities. Need to engage the Chambers in this conversation as we move along.

Mr. Chi advised that Miami-Dade County Commissioner Jose “Pepe” Diaz should be included in the conversation after his mayoral run for the City of Sweetwater. Mr. Beasley also clarified that part of the City of Sweetwater is listed as an opportunity zone.

No further questions or comments were presented for consideration. Item closed.

5. Approval – 2022-2023 WDA 23 Demand Occupations List (TOL) Addition

Mr. Beasley introduced the item and further presented.

This item is being presented to the Executive Committee for approval this week, as opposed to the Global Talent and Competiveness Council meeting next week is because tomorrow Miami-Dade County Public Schools, in partnership with CSSF, is having an Expo. This



event serves as an opportunity to have our service/youth providers present to get students registered and involved in the programs.

The occupations listed in the agenda item will be presented during the event. The Executive Committee has authority to approve this item because it is not policy related. We will make this a part of our TOL in the future; it will be presented to the GTCC next week.

The two programs under consideration are Motorboat Mechanics and Service Technicians and Electrical and Electronics Repairers, Commercial and Industrial Equipment for Miami-Dade County Public Schools.

No further questions or comments were presented for consideration.

Motion by Vice-Chair del Valle moved to approve the addition of two new occupations to the 2022-2023 Targeted Occupations List.

Ms. Canales seconded the motion; **item is passed without dissent.**

6. Approval – Existing Training Provider and Programs

Chairman Gibson introduced the item; Mr. Beasley further presented.

The Miami-Dade County Public Schools Pre-apprenticeship program being presented for consideration is an extension of the Bean Automotive and Warren Henry Apprenticeship Programs. The offering is a pre-apprenticeship Automotive Service Mechanic Program which will be offered through the technical colleges and will be presented during the M-DCPS Expo on October 14, 2022.

Motion by Dr. Loynaz moved to approve the addition of two new occupations to the 2022-2023 Targeted Occupations List.

Vice-Chairman del Valle seconded the motion; **item is passed without dissent.**

Chairman Gibson inquired about the possible number of individuals that will be serviced under this program. Mr. Beasley advised that tomorrow's event is about reaching as many individuals as possible and getting them enrolled in the program. He further explained the technical colleges that will be offering the program and assisted the Committee in understanding how the pre-apprenticeship feeds into an apprenticeship program.

Vice-Chairman del Valle sought clarification about what is learned with a pre-apprenticeship program versus an apprenticeship. Mr. Beasley explained that a pre-apprenticeship provides an overview of the basics associated with the occupation of choice. There is not much on-the-job training (OJT), but more focused on related technical instruction. Work experience comes with an internship, which will provide exposure to the role and assist in preparing the individual to transition to an apprenticeship which will focus more intently on OJT.

Minutes Prepared by: Ebony Morgan
SFWIB Executive Committee Meeting
October 13, 2022, 8:15am

Status: DRAFT
Approval date: TBD



Dr. Loynaz asked about the Navigators program; however, Mr. Beasley advised that the program has been removed from the agenda and will be presented to the Global Talent and Competitiveness Council meeting which will be presented next week. He further explained the roles associated with the four Apprenticeship Navigators and what their associated responsibilities.

No further questions or comments were presented for consideration. Item closed.

7. Approval – One Year Contract for Auditing Services

Chairman Gibson introduced the item; Mr. Beasley further presented.

SFWIB staff did not release a Request For Quote (RFQ) for external auditing services during PY 2021-2022, as planned, due to the external hacking SFWIB's IT infrastructure.

Due to the immediate need to begin the auditing process, staff presents the item to the Executive Committee to permit staff to contract with Brunson and Associates for one year to complete the 2021-2022 audit. An RFQ will be completed and released this fiscal year for next year's audit.

Motion by Mr. Chi moved to approve the one year extension of audit services through Brunson and Associates.

Dr. Loynaz seconded the motion; **item is passed without dissent.**

No further questions or comments were presented for consideration. Item closed.

New Business

Mr. Beasley shared an update on the CareerSource Florida Alignment Evaluation process. Over the coming weeks, EY and CareerSource Florida will be hosting in-person and virtual sessions with local and state stakeholders to provide insight into their experiences and ideas for their respective Local Workforce Development Board. The next session is scheduled to take place the week of November 14th; members may be asked to participate in the process. In addition to the update, Mr. Beasley further elaborated on additional actions that may occur as a result of this exercise (e.g., consolidation of LWDBs).

With no further business presented to the Committee, the meeting adjourned at 9:27 am.



SFWIB EXECUTIVE COMMITTEE

DATE: 11/17/2022

AGENDA ITEM NUMBER: 3

AGENDA ITEM SUBJECT: 2020-2024 STRATEGIC GOALS OPERATIONAL PLAN UPDATE

AGENDA ITEM TYPE: **INFORMATIONAL**

RECOMMENDATION: N/A

STRATEGIC GOAL: **STRONG WORKFORCE SYSTEM LEADERSHIP**

STRATEGIC PROJECT: **National leader in an ROI-focused enterprise**

BACKGROUND:

At its December 16, 2021 meeting, the SFWIB approved the 2020-2024 Strategic Goals Operational Plan update. The goals are expected to influence future policy discussions and funding decisions. The following are the approved strategic goals:

- Goal 1: Build a Demand-Driven System with Employer Engagement
- Goal 2: Strengthen the One-Stop Delivery System and Increase Integrated Service Delivery
- Goal 3: Improve Services for Individuals with Barriers
- Goal 4: Dedicated Commitment to Youth Participation
- Goal 5: High ROI through Continuous Improvements
- Goal 6: Strong Workforce System Leadership

As part of the initial implementation efforts, SFWIB staff developed a tool to track the six strategic goals as they are accomplished. The Strategic Goals Operational Plan Monitoring Tool assists staff in tracking which strategies have been utilized, addresses initiatives and strategies yet to be implemented, as well as, the overall progress in achieving the goals.

The attached report summarizes the initiatives and strategies implemented to accomplish the six goals during the 2022-2023 program year to date.

FUNDING: N/A

PERFORMANCE: N/A

ATTACHMENT

STRATEGIC GOALS OPERATIONAL PLAN MONITORING TOOL

STRATEGIES					GOAL 1
A.	B.	C.	D.	E.	
Engage Employers and Seek Continuous Feedback	Ensure all service providers and career centers implement employers engagement in their operations	Partner with Economic Development to Assist Targeted Industries	Close the skills gap through work-based learning	Create entrepreneurship initiatives	Build a Demand-Driven System with Employer Engagement
Number of Agendas Utilizing These Strategies					
0	0	0	2	9	10

STRATEGIES					GOAL 2
A.	B.	C.	D.	E.	
Develop Integrated Business Service Teams	Maximize use of the Employ Florida Marketplace (EFM) Among Workforce System Partners	Strengthen the Partnership with WIOA Required Partners	Seek excellence in customer service	Improve the efficiency of career center operations	Strengthen the One-Stop Delivery System and Increase Integrated Service Delivery
Number of Agendas Utilizing These Strategies					
3	0	3	0	3	4

STRATEGIES			GOAL 3
A.	B.	C.	
Develop specific programs and initiatives	Improve Employment Outcomes	Ensure compliance with WIOA Section 188	Improve Services for Individuals with Barriers
Number of Agendas Utilizing These Strategies			
2	3	0	4

STRATEGIES				GOAL 4
A.	B.	C.	D.	
Expand Career Exploration and Pathways Programs	Joint Contribution for Youth Career Pathway Models	Youth Entrepreneurial Skills Training Programs	Improve Service Delivery and Outcomes	Dedicated Commitment to Youth Participation
Number of Agendas Utilizing These Strategies				
0	7	0	2	18

STRATEGIES			GOAL 5
A.	B.	C.	
Enhance CSSF Performance System	Improve Credential Outcomes for Job Seekers	Provide Technical Assistance to Service Providers	High ROI Through Continuous Improvement
Number of Agendas Utilizing These Strategies			
4	9	0	15

STRATEGIES					GOAL 6
A.	B.	C.	D.	E.	
National Leader in an ROI-Focused Enterprise	Use LMI Data for Policy Development	Maximizing Collaborative Partnerships	Strengthen Workforce System Accountability	Enhance Board Leadership	Strong Workforce System Leadership
Number of Agendas Utilizing These Strategies					
0	0	5	12	0	8

GOAL 1 - Build A Demand Driven System with Employer Engagement

#	BOARD MEETING DATE	AGENDA ITEM SUBJECT	AGENDA ITEM TYPE	RECOMMENDATION TYPE	STRATEGY	PERFORMANCE OUTCOMES							
						FUNDING		NUMBER OF PARTICIPANTS		PARTICIPANT DETAILS		RETURN ON INVESTMENT	
						Approved Allocation	Actual Expenditure	PROJECTED	ACTUAL	COST Per Allocation	Cost Per Actual	PROJECTED	ACTUAL
1	06/30/22	WARREN HENRY AUTOMOBILES, INC. APPRENTICESHIP PROGRAM - 6K	Approval	Programmatic	Maximizing Collaborative Partnerships	\$ 97,200.00		9		\$ 10,800.00		\$ 1.12	
2	06/30/22	EARLY LEARNING COALITION EARLY CHILDHOOD APPRENTICESHIP - 6M	Approval	Programmatic	Close the Digital Skills Gap through work-based learning	\$ 191,295.00		15		\$ 12,753.00		\$ 2.33	
3	06/30/22	2021-2022 WDA 23 DEMAND OCCUPATIONS LIST (TOL) ADDITION - 9D	Approval	Policy	Improve Credential Outcomes for Job Seekers	N/A		N/A	N/A	N/A		N/A	N/A
4	06/30/22	2021-2022 WDA 23 DEMAND OCCUPATIONS LIST (TOL) ADDITION - 9D	Approval	Policy	Improve Credential Outcomes for Job Seekers	N/A		N/A	N/A	N/A		N/A	N/A
5	08/18/22	MIAMI DADE COLLEGE HELPDESK TECHNICIAN APPRENTICESHIP PROGRAM - 5F	Approval	Programmatic	Maximizing Collaborative Partnerships	\$ 149,976.00		15		\$ 9,998.40		\$ 2.46	
6	08/18/22	BEAN AUTOMOTIVE GROUP APPRENTICESHIP PROGRAM - 7C	Approval	Programmatic	Maximizing Collaborative Partnerships	\$ 215,250.00		25		\$ 8,610.00		\$ 3.23	N/A
7	08/18/22	INCUMBENT WORKER APPRENTICESHIP TRAINING POLICY - 7F	Approval	Policy	Close the Digital Skills Gap through work-based learning	N/A			N/A	N/A		N/A	N/A
8	10/20/22	RAPID RESPONSE AND LAYOFF AVERSION UPDATE - 5B	Approval	Programmatic	Develop Integrated Business Service Teams	\$ 550,000.00		N/A	N/A	N/A		N/A	N/A
9													
10													
TOTAL:						\$ 1,203,721.00		64	0	\$ 18,808.14		\$9.14	\$0.00

GOAL 2 - Strengthen the One-Stop Delivery System and Increase Integrated Service Delivery

#	BOARD MEETING DATE	AGENDA ITEM SUBJECT	AGENDA ITEM TYPE	RECOMMENDATION TYPE	STRATEGY	PERFORMANCE OUTCOMES							
						FUNDING		NUMBER OF PARTICIPANTS		PARTICIPANT DETAILS		RETURN ON INVESTMENT	
						Approved Allocation	Actual Expenditure	PROJECTED	ACTUAL	COST Per Allocation	Cost Per Actual	PROJECTED	ACTUAL
1	06/30/22	WORKFORCE INNOVATION AND OPPORTUNITY ACT POLICIES - 7A	Approval	Policy	Develop specific programs and initiatives	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	08/18/22	RAPID RESPONSE POLICY FOR ECONOVUE PLATFORM - 7E	Approval	Policy	Strengthen Workforce System Accountability	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
3													
4													
5													
Total:						\$ -		0	0	\$ -		\$0.00	\$0.00

GOAL 3 - Improve Services for Individuals with Barriers

#	BOARD MEETING DATE	AGENDA ITEM SUBJECT	AGENDA ITEM TYPE	RECOMMENDATION TYPE	STRATEGY	PERFORMANCE OUTCOMES							
						FUNDING		NUMBER OF PARTICIPANTS		PARTICIPANT DETAILS		RETURN ON INVESTMENT	
						Approved Allocation	Actual Expenditure	PROJECTED	ACTUAL	COST Per Allocation	Cost Per Actual	PROJECTED	ACTUAL
1	08/18/22	ACCEPTANCE OF ADDITIONAL WORKFORCE SYSTEM FUNDING - 6B	Approval	Programmatic	Strengthen Workforce System Accountability	\$ 33,222.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	08/18/22	TECHHIRE CENTER FOR YOUTH AND YOUNG ADULTS - 7B	Approval	Programmatic	Develop specific programs and initiatives	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
3	10/20/22	2022-2023 WDA 23 DEMAND OCCUPATIONS LIST (TOL) ADDITION - 7G	Approval	Policy	Improve Credential Outcomes for Job Seekers	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
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Total:						\$ 33,222.00		0	0	\$ -		\$0.00	\$0.00

GOAL 4 - Dedicated Commitment to Youth Participation

#	BOARD MEETING DATE	Agenda Item Subject	Agenda Item Type	RECOMMENDATION TYPE	Strategy	PERFORMANCE OUTCOMES							
						FUNDING		NUMBER OF PARTICIPANTS		PARTICIPANT DETAILS		RETURN ON INVESTMENT	
						Approved Allocation	Actual Expenditure	PROJECTED	ACTUAL	COST Per Allocation	Cost Per Actual	PROJECTED	ACTUAL
1	06/30/22	MONROE COUNTY YOUTH SERVICES CONTRACTORS - 6A	Approval	Programmatic	Improve Service Delivery and Outcomes	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	06/30/22	SUMMER YOUTH EMPLOYMENT PROGRAM FOR THE CITY OF MIAMI GARDENS - 6B	Approval	Programmatic	Close the Digital Skills Gap through work-based learning	\$ 150,000.00		112	105	\$ 1,428.57	\$ -	N/A	N/A
3	06/30/22	SUMMER YOUTH EMPLOYMENT PROGRAM FOR THE CITY OF OPA-LOCKA - 6C	Approval	Programmatic	Close the Digital Skills Gap through work-based learning	\$ 50,000.00	\$ 6,250.00	40	5	\$ 1,250.00	\$ 1,250.00	N/A	N/A
4	06/30/22	APPROVAL TO ALLOCATE FUNDS FOR THE MIAMI-DADE PRE-APPRENTICESHIP INTERNSHIP PROGRAM - 6G	Approval	Programmatic	Close the Digital Skills Gap through work-based learning	\$ 7,500.00	\$ 7,500.00	11	11	\$ 681.82	\$ 681.82	N/A	N/A
5	06/30/22	YOUTH SERVICES CONTRACTORS - 6I	Approval	Programmatic	Enhance CSSF Performance System	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
6	06/30/22	TAKE STOCK IN CHILDREN SCHOLARSHIP PROGRAM - 9F	Approval	Programmatic	Joint Contribution for Youth Career Pathways Models	\$ 250,000.00		811		N/A	N/A	N/A	N/A
7	08/18/22	AAR EAGLE SHEET METAL CAREER PATHWAY PROGRAM - 7D	Approval	Programmatic	Joint Contribution for Youth Career Pathways Models	\$ 51,600.00		5		\$ 10,320.00		\$3.82	
8	10/20/22	SOLE SOURCE REQUEST TO PROCURE YOUTH SERVICES FOR MONROE COUNTY - 5C	Approval	Programmatic	Strengthen Workforce System Accountability	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
9	10/20/22	MIAMI-DADE COUNTY PUBLIC SCHOOLS YOUTH PRE-APPRENTICESHIP CAREER AND TECHNICAL TRAINING PROGRAM - 7D	Approval	Programmatic	Joint Contribution for Youth Career Pathways Models	\$ 75,000.00		50	30	\$ 2,500.00	\$ -	N/A	N/A
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27													
Total:						\$ 584,100.00	\$ 13,750.00	1,029	151	\$ 567.64	\$ 91.06	\$3.82	\$0.00

GOAL 5 - High ROI Through Continuous Improvement

#	BOARD MEETING DATE	Agenda Item Subject	Agenda Item Type	RECOMMENDATION TYPE	Strategy	PERFORMANCE OUTCOMES							
						FUNDING		NUMBER OF PARTICIPANTS		PARTICIPANT DETAILS		RETURN ON INVESTMENTS	
						Approved Allocation	Actual Expenditure	PROJECTED	ACTUAL	COST Per Allocation	Cost Per Actual	PROJECTED	ACTUAL
1	06/30/22	RELATED PARTY VENDOR AGREEMENTS - 9C	Approval	Policy	Improve Credential Outcomes for Job Seekers	N/A		N/A	N/A	N/A		N/A	N/A
2	06/30/22	EXISTING TRAINING PROVIDERS AND PROGRAMS - 9E	Approval	Policy	Improve Credential Outcomes for Job Seekers	N/A		N/A	N/A	N/A		N/A	N/A
3	06/30/22	WORKFORCE INNOVATION AND OPPORTUNITY ACT POLICY - 9G	Approval	Policy	Strengthen Workforce System Accountability	N/A		N/A	N/A	N/A		N/A	N/A
4	08/18/22	NEW TRAINING PROVIDER AND PROGRAM - 7A	Approval	Policy	Improve Credential Outcomes for Job Seekers	N/A		N/A	N/A	N/A		N/A	N/A
5	10/20/22	ACCEPTANCE OF ADDITIONAL WORKFORCE SYSTEM FUNDING - 6B	Approval	Programmatic	Strengthen Workforce System Accountability	\$ 73,471.00		N/A	N/A	N/A		N/A	N/A
6	10/20/22	2022-23 INTERNAL CONTROL QUESTIONNAIRE AND ASSESSMENT - 6C	Approval	Initiative	Strengthen Workforce System Accountability	N/A		N/A	N/A	N/A		N/A	N/A
7	10/20/22	EXISTING TRAINING PROVIDER AND PROGRAMS - 7H	Approval	Policy	Improve Credential Outcomes for Job Seekers	N/A		N/A	N/A	N/A		N/A	N/A
8	10/20/22	EQUIFAX DATA PILOT PROJECT - 8E	Approval	Programmatic	Enhance CSSF Performance System	\$ 10,000.00		N/A	N/A	N/A		N/A	N/A
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11													
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13													
14													
15													
16													
17													
18													
Total:						\$ 83,471.00		0	0	\$ -		\$0.00	\$0.00

Goal 6 - Strong Workforce System Leadership

#	BOARD MEETING DATE	Agenda Item Subject	Agenda Item Type	RECOMMENDATION TYPE	Strategy	PERFORMANCE OUTCOMES							
						FUNDING		NUMBER OF PARTICIPANTS		PARTICIPANT DETAILS		RETURN ON INVESTMENTS	
						Approved Allocation	Actual Expenditure	PROJECTED	ACTUAL	COST Per Allocation	Cost Per Actual	PROJECTED	ACTUAL
1	06/30/22	WORKFORCE SERVICES CONTRACTORS - 6H	Approval	Programmatic	Enhance CSSF Performance System	\$ 9,544,097.00		15,045		\$ 2,240.96		\$ 12.53	
2	06/30/22	CONTRACT RENEWAL FOR CAREER DEVELOP CENTERS - 6J	Approval	Programmatic	Maximizing Collaborative Partnerships	N/A		N/A	N/A	N/A		N/A	N/A
3	06/30/22	CAREER CENTER OPERATIONAL SCHEDULE FOR PROGRAM YEAR 2021-2022 - 7B	Approval	Programmatic	Strengthen Workforce System Accountability	N/A		N/A	N/A	N/A		N/A	N/A
4	06/30/22	PROGRAM YEAR 2022-2023 AMERICAN JOB CENTER SCHEDULE OF OPERATIONS - 10D	Approval	Programmatic	Strengthen Workforce System Accountability	N/A		N/A	N/A	N/A		N/A	N/A
5	10/20/22	RECOMMENDATION AS TO APPROVE THE AUTHORIZATION FOR SFWIB STAFF TO EXECUTE A ONE YEAR CONTRACT FOR AUDITING SERVICES	Approval	Policy	Strengthen Workforce System Accountability	N/A		N/A	N/A	N/A		N/A	N/A
6	10/20/22	2020-2024 WIOA LOCAL WORKFORCE PLAN - 7E	Approval	Policy	Strengthen Workforce System Accountability	N/A		N/A	N/A	N/A		N/A	N/A
7	10/20/22	RECOMMENDATION TO APPROVE FUNDING FOUR APPRENTICESHIP NAVIGATORS - 7F	Approval	Programmatic	Strengthen Workforce System Accountability	\$ 340,388.00		N/A	N/A	N/A		N/A	N/A
8													
9													
10													
11													
12													
13													
14													
15													
16													
17													
18													
19													
Total:						\$ 9,884,485.00		15,045		\$ 656.99		\$12.53	\$0.00



SFWIB EXECUTIVE COMMITTEE

DATE: 11/17/2022

AGENDA ITEM NUMBER: 4

AGENDA ITEM SUBJECT: THE MAYOR'S CAREER & JOB FAIRS

AGENDA ITEM TYPE: **INFORMATIONAL**

RECOMMENDATION: N/A

STRATEGIC GOAL: **BUILD DEMAND-DRIVEN SYSTEM W/ EMPLOYER ENGAGEMENT**

STRATEGIC PROJECT: **Improve employment outcomes**

BACKGROUND:

Since February 2022, the Office of Mayor Daniella Levine Cava, the Miami-Dade County Human Resources Department and CareerSource South Florida (CSSF) has hosted monthly Career & Job Fairs throughout Miami-Dade County. With over 26 County Departments in attendance, the Mayor's Career & Job Fair series attracted over 3,114 job seekers who have learned about the long-term opportunities available in one of the most diverse workforce areas nationwide. The event is unique because each respective county department conducts same-day on-site interviews and background screenings of candidates, which, to date, has resulted in 547 subsequent job offers. This method of recruitment has streamlined the onboarding process and improved the overall effectiveness of recruiting talent.

In addition to the monthly Career & Job Fairs for all departments, Miami-Dade County and CSSF facilitated the Department of Corrections & Rehabilitation's exclusive recruitment in July 2022. This exclusive recruitment event took place at Miami Dade College's North Campus, where a total of 380 candidates attended and 164 received contingent job offers. CareerSource South Florida will continue to support the recruitment of candidates to carry out the mission of Miami Dade County and strengthen the local economy. The next three events will be held on November 16, 2022 at Florida Memorial University; December 1, 2022 at Miami Dade College's Homestead Campus (for Corrections & Rehabilitation); and will conclude on December 14, 2022 at the Pichol Williams Community Center.

FUNDING: N/A

PERFORMANCE: N/A

ATTACHMENT

Career Fair
Contingent Job Offers

Miami-Dade County Departments	Career Fair Locations															TOTALS
	111 Bldg. February 2022	MDC Homestead March 2022	MDC Hialeah April 2022	D.A. Dorsey May 2022	MDC Kendall June 2022	MDPL Dwt June 2022 2nd Chance	MDC North July 2022	MDC North August 2022 Corrections Only	MDC Doral August 2022	Youth Fair September 2022	Joe Celestin Center October 2022	Florida Memorial University November 2022	MDC Homestead December 2022 Corrections Only	Phichol Williams Homestead December 2022	MDC North January 2023	
Attendance		184	200	454	156	500	369	380	277	216	378					3,114
Cultural Affairs				11												11
PROS (Parks, Rec. & Open Spaces)		13	13							8						34
Solid Waste			30			13					10					53
Library			7	12		6	7		10	6	4					52
Seaport			7			12			9	8	7					43
Internal Services						4			13	8	7					32
Water & Sewer							8		1	4	10					23
Corrections & Rehabilitation				86				164								250
Transit											33					
Animal Services											10					
CAHSD										6						6
Total Contingent Offers		13	57	109	0	35	15	164	33	40	81	0	0	0	0	547
Placement Percentage		7.07%	28.50%	24.01%	0.00%	7.00%	4.07%	43.16%	11.91%	18.52%	21.43%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	17.57%

Note : June 2022 is when Miami-Dade County switched to the INFORMS system and no job seekers were hired as a result of the change.



SFWIB EXECUTIVE COMMITTEE

DATE: 11/17/2022

AGENDA ITEM NUMBER: 5

AGENDA ITEM SUBJECT: BEAN AUTOMOTIVE APPRENTICESHIP

AGENDA ITEM TYPE: **APPROVAL**

RECOMMENDATION: Staff recommends to the Executive Committee to recommend to the Board the approval of an additional allocation in an amount not to exceed \$28,500 in Workforce Innovation and Opportunity Act funds for On-the-Job Training reimbursement to Bean Automotive for the Automotive Technician Specialist Apprenticeship Program, as set forth below.

STRATEGIC GOAL: **BUILD DEMAND-DRIVEN SYSTEM W/ EMPLOYER ENGAGEMENT**

STRATEGIC PROJECT: **Maximizing collaborative partnerships**

BACKGROUND:

The Bean Automotive Group Apprenticeship Program is a collaboration between the Miami Dade College (MDC) Apprenticeship Program, Bean Automotive Group, LP, the Beacon Council's Miami Community Ventures, and the South Florida Workforce Investment Board (SFWIB). The program was designed to address the shortage of qualified automotive technicians in Miami-Dade County.

Due to the success of the first cohort, a second cohort for the Bean Automotive Technician Specialist Apprenticeship Program was approved at the August 18, 2022 Board meeting, in an amount not to exceed \$215,250 dollars. The allocated funds will provide a 30 percent reimbursement for gross wages to Bean Automotive Group, LP., which includes 2,000 hours of On-the-Job-Training (OJT) for 25 apprentices.

Recruitment for the second cohort is currently underway. In response to the success of the program, an increase in the starting wage was negotiated from \$14.00 per hour to \$16.00 per hour, with another wage increase after the first 1,000 hours to \$16.50 per hour. An additional \$28,500 in funding is being requested in order to reimburse the wage increase to the Bean Automotive Group, LP for gross wages.

Approved Request: The total cost of the Bean Apprenticeship 2nd Cohort is \$213,750 dollars.

Project Wage	OJT Hours	30 percent Wage Reimbursement	Training Cost Per Apprentice	Total Project Cost @25 Apprentice
\$14.00	1,000	\$4.20	\$4,200	\$105,000
\$14.50	1,000	\$4.35	\$4,350	\$108,750

Revised Allocation Request: The revised total cost of the Bean Apprenticeship 2nd Cohort is \$243,750 dollars.

Project Wage	OJT Hours	30 percent Wage Reimbursement	Training Cost Per Apprentice	Total Project Cost @25 Apprentice
\$16.00	1,000	\$4.80	\$4,800	\$120,000
\$16.50	1,000	\$4.95	\$4,950	\$123,750

The difference between the approved allocated award and the revised allocation request is \$28,500 dollars.

Miami Dade College will continue to serve as the Apprenticeship Sponsor, delivering the RTI and providing support for other relevant training tools and services from program participants.

FUNDING: Workforce Innovation and Opportunity Act

PERFORMANCE: N/A

NO ATTACHMENT



SFWIB EXECUTIVE COMMITTEE

DATE: 11/17/2022

AGENDA ITEM NUMBER: 6

AGENDA ITEM SUBJECT: SOUTH FLORIDA WORKFORCE INVESTMENT BOARD MEMBERSHIP NOMINATIONS

AGENDA ITEM TYPE: **APPROVAL**

RECOMMENDATION: SFWIB Staff recommends to the Executive Committee to recommend to the Board the nomination of new (replacement) members for PY2022-2024, as set forth below.

STRATEGIC GOAL: **STRONG WORKFORCE SYSTEM LEADERSHIP**

STRATEGIC PROJECT: **Strengthen workforce system accountability**

BACKGROUND:

The Workforce Innovation and Opportunity Act requires each local area of the State to establish a regional workforce investment board to set policy for the local workforce investment system within said region.

When there is a vacancy on the South Florida Workforce Investment Board (SFWIB), Board members will review and approve candidates to recommend to Mayor Daniella Levin-Cava for appointment. The listed board candidates' fulfill the required membership categories:

- Education
- Labor
- Community Base Organization
- One-Stop Partner Agency

Several SFWIB members have retired from their respective organization thereby resigning from the Board. The board candidates are listed below:

Membership Category	SFWIB Member (Resigned)	Organization	Nominated Member	Organization
Education	Mr. Carlos Manrique	Miami-Dade County Public Schools (MDCPS)	Mr. Rene' Mantilla, Assistant Superintendent, Post-Secondary, Career and Technical	Miami-Dade County Public Schools (MDCPS)
Economic & Community Development	Ms. Lucia Davis-Raiford - Executive Director	Miami-Dade County Community Action and Human Services Department	Ms. Sonia Grice - Executive Director	Miami-Dade County Community Action and Human Services Department
Labor & Apprenticeship	Ms. Maria Garza - President & CEO	Mexican-American Council	Mr. Eddie Garza - President & CEO	Mexican-American Council
Labor & Apprenticeship	Mr. Al Houston	Construction and Craftworker's Local Union No. 1652 (LIUNA)	Mr. Andrei Rolle - Secretary/Treasurer	Construction and Craftworker's Local Union No. 1652 (LIUNA)

FUNDING: N/A

PERFORMANCE: N/A

NO ATTACHMENT



SFWIB EXECUTIVE COMMITTEE

DATE: 11/17/2022

AGENDA ITEM NUMBER: 7

AGENDA ITEM SUBJECT: ECONOVUE DATA PLATFORM LICENSE PURCHASE

AGENDA ITEM TYPE: **APPROVAL**

RECOMMENDATION: SFWIB staff recommends to the Executive Committee to recommend to the Board the approval to allocate an amount not to exceed \$149,010 in Workforce Innovation and Opportunity Act (WIOA) funds for the EconoVue™ Data Platform, as set forth below:

STRATEGIC GOAL: **BUILD DEMAND-DRIVEN SYSTEM W/ EMPLOYER ENGAGEMENT**

STRATEGIC PROJECT: **Develop integrated Business Service teams**

BACKGROUND:

EconoVue™ is a licensed data visualization and business outreach platform using Bureau of Labor Statistics and Dun & Bradstreet data that provides information on business locations, including standard identity and demographic information around size, location and operations, business health and change dynamics, enabling data-driven outreach and engagement for better program success.

The EconoVue™ Data platform license has been an invaluable tool for the South Florida Workforce Investment Board (SFWIB). The data analytics can be used for targeted Business Development and Industry Sector analysis. By using EconoVue™ to identify businesses that are “at-risk” of failure, a pro-active approach can be taken to lay-off aversion. Appreciating the usefulness of the data platform, SFWIB has developed policy and procedures for the use of EconoVue™ by our Business Intermediaries for the purposes of business outreach and lay-off aversion.

The State of Florida purchased a number of licenses to the EconoVue™ platform and awarded them to select local workforce development boards. The State of Florida allowed the contract with EconoVue to lapse, which caused the SFWIB’s access to be severed as a result. Recognizing the value of the EconoVue™ platform, SFWIB staff recommends that the SFWIB purchase 30 licenses directly. The licenses will be utilized by SFWIB contracted business entities, American Job Centers, and Career Development Centers as well as the SFWIB’s internal Business Services Unit.

The EconoVue™ workforce development and business engagement solution encompasses several data features that are proprietary and only available from EconoVue™, D&B, and the D&B Data Cloud. The patented EconoVue™ user interface with D&B Data Cloud provides real-time insights and intelligence making EconoVue™ a sole source provider.

In following the procurement process of Miami-Dade County, Administrative Order N. 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 present is required to waive the competitive procurement process and award an allocation not to exceed \$149,010 in Workforce Innovation and Opportunity Act funds to purchase of the EconoVue™ Data platform licenses

FUNDING: Workforce Innovation & Opportunity Act Funding

PERFORMANCE: N / A

ATTACHMENT

Dun & Bradstreet Business Data Intelligence Driven Workforce Solutions



Dun & Bradstreet
in Partnership with Urban Explorer, Inc

dun & bradstreet

Proposal Sections

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Confirming Key Aspects of WIOA

The Workforce Innovation & Opportunity Act (WIOA)

On July 22, 2014, President Barack Obama signed the Workforce Innovation and Opportunity Act (WIOA) into law. WIOA is designed to help job seekers access employment, education, training, and support services to succeed in the labor market and to match employers with the skilled workers they need to compete in the global economy.

WIOA supersedes the Workforce Investment Act of 1998 and amends the Adult Education and Family Literacy Act, the Wagner-Peyser Act, and the Rehabilitation Act of 1973. The Act took effect on July 1, 2015. The WIOA state unified and local plans and the WIOA performance accountability provisions will take effect on July 1, 2016.

Key Highlights of WIOA – The Worker & Employer

A few of the key highlights of WIOA, include:

1. Requires States to Strategically Align Workforce Development Programs
2. Promotes Accountability and Transparency: WIOA ensures that Federal investments in employment and training programs are evidence-based and data-driven, and accountable to participants and taxpayers.
3. Fosters Regional Collaboration: WIOA promotes alignment of workforce development programs with regional economic development strategies to meet the needs of local and regional employers.
4. Improves Services to Employers and Promotes Work-Based Training: WIOA contributes to economic growth and business expansion by ensuring the workforce system is job-driven matching employers with skilled individuals.
5. Streamlines and Strengthens the Strategic Roles of Workforce Development
6. Boards: WIOA makes state and local boards more agile and well-positioned to meet local and regional employers' workforce needs.

Linking D&B to Key WIOA Activities

D&B is the world leader of providing employer-based content for establishing meaningful relationships

Dun & Bradstreet is uniquely positioned to provide the CareerSource South Florida and all local/regional partners with reliable and actionable data to confidently interact with over **256,502 employer locations** throughout the Region.



FOUNDATIONAL INFORMATION ON A BUSINESS

- Location & Phone
- Size (Emp & Sales)
- Legal Status
- Industry (NAICS & SIC)
- GEO (Lat & Long)
- Contacts



CORPORATE LINKAGE & PEOPLE CONNECTIONS

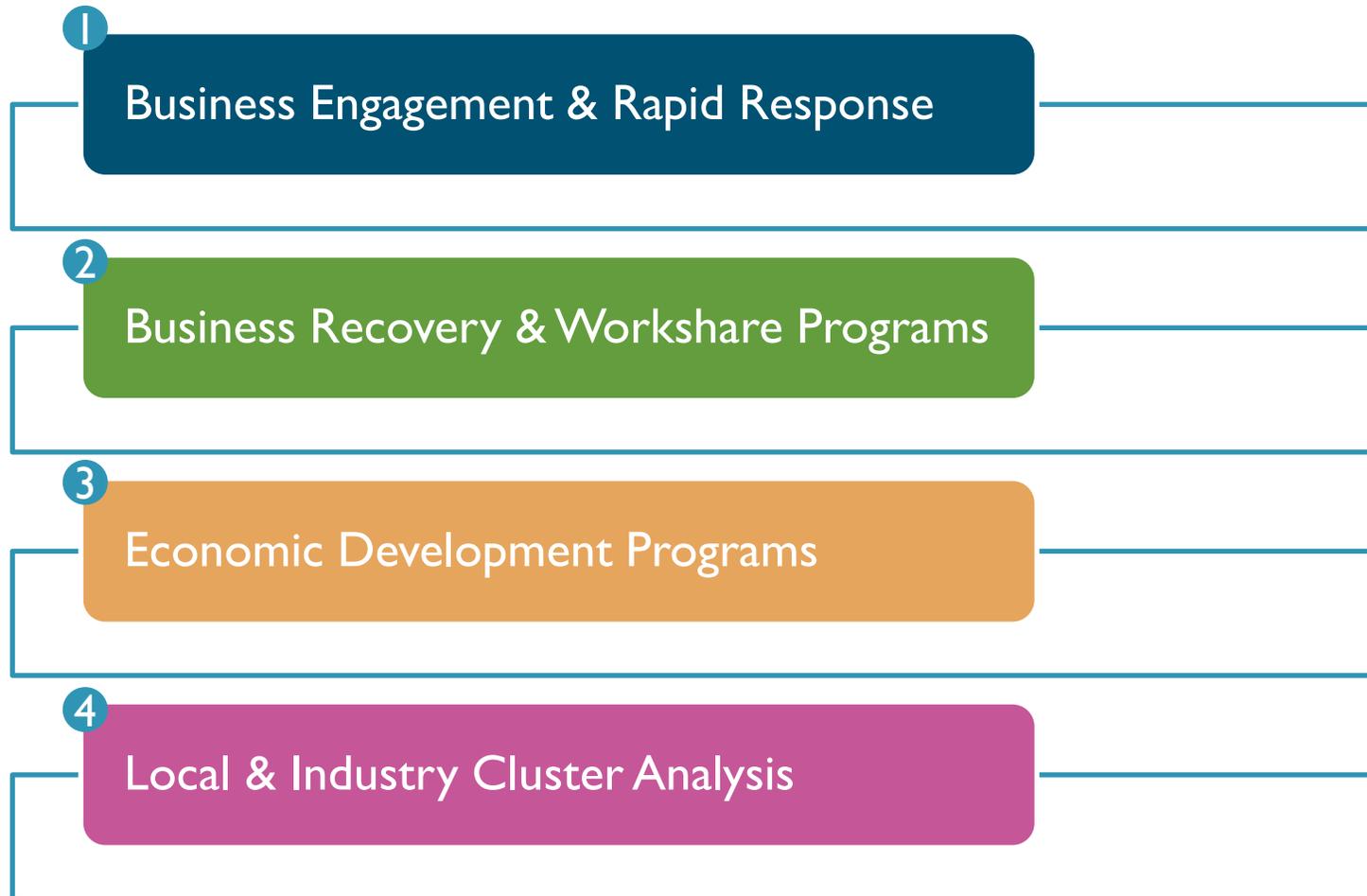
- Hierarchy & Global Ultimate DUNS
- Linking People to Businesses
- Linking branch locations to HQ



PREDICTIVE DATA & INSIGHTS

- Financial Information
- Trade Activity (HCs & TPs)
- Financial Stress™
- Material Change™

Specifically, D&B and Urban Explorer will provide effective solutions for several South Florida initiatives



1 Business Engagement and Rapid Response

The purpose of Business Engagement and Rapid Response is to promote economic recovery and vitality by developing an ongoing, comprehensive approach to identifying, planning for, or responding to layoffs and dislocations, and preventing or minimizing their impacts on workers, businesses, and communities.

Our Solution Will:

- ✓ Provide actionable intelligence to determine the employers that are in transition (expansion & contraction).
- ✓ Enable anticipatory analytics to design programs and real-time intervention strategies to prevent or minimize layoffs and unemployment events.
- ✓ Increase efficiency of outreaching & brokering relationships with employers for consultative engagement on different aversion & training opportunities.
- ✓ Increase of effectiveness of planning and analysis of the South Florida business landscape with real-time, predictive and anticipatory economic data.

2 Business Recovery & Workshare Programs

Business Recovery includes the strategies and activities that are designed to prevent, or minimize the duration of, unemployment, including “workshare” or “shared work”. ETA encourages state and local business services and rapid response operators to design innovative solutions, including those described below, for both businesses and workers potentially in transition.

Our Solution Will:

- ✓ Provide proactive measures to identify communities, industries and employers most likely to be in economic transition (contraction) based on actual business performance.
- ✓ Predict & Identify companies that may benefit from state’s short time compensation or other programs designed to prevent or minimize layoffs or to quickly re-employ dislocated workers (rapid reemployment) before contraction may occur.
- ✓ Provide employer data required for effective engagement, partnership and relationship building with businesses in the community – effective outreach.
- ✓ Increase knowledge of employers and their risks and vulnerabilities including background of their potential supply chains.

3 Economic Development Programs

Economic Development has many meanings, but in general can be defined as efforts that seek to improve the economic well-being and quality of life for a community by creating and retaining jobs and supporting and growing incomes and the tax base of the community. Activities include helping local businesses grow; retaining them; and attracting new businesses.

Our Solution Will:

- ✓ Provide data and tools for analysis of local community's business strengths and opportunities from an industry and regional perspective (macro), but also at the employer location level (micro).
- ✓ Enable historical business trends, while also providing current business landscape (updated monthly) at the employer level.
- ✓ Predictive, Anticipatory & Geographical (GIS) representations of a business intended to measure their capability for growth and expansion, or likelihood of financial stress or contraction.
- ✓ Increase the effectiveness of local boards – in tandem with their local partners - in providing the right solutions for employers.

4 Local and Industry Cluster Analysis

Under WIOA, states are expected to perform industry cluster analysis to determine industries that are growing or contracting; and measuring regions by their industry strengths and weaknesses.

Our Solution Will:

- ✓ Provide data and tools for analysis of local community's business strengths and opportunities from an industry and regional perspective (macro), but also at the employer location level (micro).
- ✓ Enable historical business trends, while also providing current business landscape (updated monthly) at the employer level.
- ✓ Predictive, Anticipatory & Geographical (GIS) representations of a business intended to measure their capability for growth and expansion, or likelihood of financial stress or contraction.
- ✓ Data for continued interactions with sector partners, while uncovering new employers to participate in industry conversations.

Workforce Program Use Cases

- **Layoff Aversion / Early Intervention** – Identifying employers with elevated risk of closure or failure before a WARN notice is filed, allowing proactive engagement and employer support.
- **Worker Based Training Programs** – Manage business engagement activity by finding companies that are in need of better skilled workers yet unable to make robust investments for training.
- **Who is Hiring?** – Identify healthy and growing employers that can be flagged for engagement to explore hiring opportunities.
- **Grant and Loan Programs** – Identify qualified or eligible employers for program engagement.
- **Rapid Response / Re-employment** – For dislocated workers, finding other businesses that are financially sound and demonstrating growth behaviors, and are more likely to need additional workforce.
- **WorkShare** – For layoff aversion activity, using predictive risk indicators to locate businesses with a higher potential for layoffs, to educate them on WorkShare program opportunities.
- **Apprenticeship** – Utilize D&B Linkage™ to identify businesses that are related to active and prior apprenticeship programs (Nationwide) and introduce the apprenticeship program to increase workforce. Additionally, combine with predictive analytics to find healthy businesses in growth mode.

Data and Content

Consistent & actionable business information, to increase effectiveness of South Florida' WIOA initiatives

Unique Dun & Bradstreet Content

Updated quarterly, the local workforce development area will have access to the most current D&B representation of the South Florida employer market

- **D-U-N-S® Number** – D&B's proprietary 9-digit unique identifier for a business, that is site specific and remains with a business from its creation to its closing. Never to be used by another entity.
- **Comprehensive Business Profile (Appendix A)** – D&B's most robust data layout providing complete details on a business, at a site level.
- **Financial Stress Score™ (FSS)**
 - FSS is an indicator of financial stability of a business measuring the likelihood of a business to experience financial distress in the next 12 to 18 months.
- **Opportunity Final Segment / Material Change™ (MC)**
 - Material Change™ leverages D&B's vast array of business performance and data signals to anticipate a business' change in condition (likelihood to grow, maintain or contract)
- **Corporate Linkage®**
 - Capability to understand the position an employer location fits within the confines of a corporate family, whether HQ is in the U.S. or International

Consistent & actionable business information, to increase effectiveness of South Florida' WIOA initiatives

EconoVue™ Platform

EconoVue’s core business database is provided through partnership with Dun & Bradstreet. As the world’s premier provider of business information, Dun & Bradstreet’s business data gives EconoVue™ users a breadth, depth, completeness, accuracy and currency of information available nowhere else.

Dun & Bradstreet data content included:

Comprehensive current address level D&B listings for the region | Historical sector trend data | Financial Stress Scores | Material Change | Live on-demand email contacts | Live on-demand company reports.

SITE LEVEL DATA	BUSINESS DATA	SPECIALTY DATA
Business Name	NAICS & SIC Codes	Owns / Rents indicator
Tradestyle / DBA	Industry Category	Minority-owned indicator
Address	Company Size	Women-owned indicator
Telephone Number	Employees Here	Business Failure Risk score
Executive Contact Details	Sales Volume	Business Growth / Contraction data
Lat / Long	Year Started	Manufacturing Indicator
Additional Locations	Parent / Headquarters Detail	Location Type Detail

Consistent & actionable business information, to increase effectiveness of South Florida' WIOA initiatives

Urban Explorer's EconoVue™ Platform: Data Content & Sources

Along with the Dun & Bradstreet data, the EconoVue platform provides additional EconoVue-specific content on each business.

ECONOVUE SPECIALTY DATA		
LWIA designation	QCEW Wage Data	Wage-Based Research
Financial Stress History	Location Quotient	COVID-Related Data
PPP Loan Data	Time-Series Analysis	Corporate Family Tree Map
WARN Notice Data	CareerOneStop Connection	Disaster-Zone Designations
Essential Business Classification	Indeed.com Job Listings	Apprenticeship Data*

❑ CareerOneStop Web-Services

Real-time calls to CareerOneStop (www.careeronestop.org) to retrieve information about occupations, salaries and college training programs, based upon NAICs codes and region.

❑ Indeed.com job listings

EconoVue™ dynamically retrieves job listings for any selected business or region via on-demand calls to Indeed.com. Indeed.com aggregates job listings from thousands of websites, including job boards, newspapers, associations, and company career pages.

Workforce Solution Deliverables

DIRECT ACCESS TO D&B BUSINESS DATA

Unlike many data companies who aggregate and publish data “as is,” D&B directly collects, curates, synthesizes, and verifies data globally from sources developed by our professional staff and trusted partners in a multilingual, multicultural context. Equally important, we are committed to collecting and providing data within the guidelines of an increasingly complicated global data privacy and regulatory landscape.

D&B Live Data Cloud

- 30K Global Sources
- 420+ Million Business Sites / 115 Million Globally Linked
 - 20 Million U.S.
 - 252K in the South Florida workforce development area

The Data

- Proprietary Business Demographics (Location, Industry, Size, Corporate Family, Diversity, e.g.)
- Financial Condition (Financial Stress Score™ & Opportunity Segment / Material Change™)
- Updated Monthly (Changes, New to the World, Closures)

D&B COMPREHENSIVE REPORTS

Live feeds provide current and historical context on operations

UBER TECHNOLOGIES, INC.

Tradestyle(s): UBER

ACTIVE **HEADQUARTERS**

D-U-N-S Number: 01-389-5459

Company: UBER TECHNOLOGIES, INC.

Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Bankruptcies	Judgements	Liens	Suits	UCCs
No	4 Latest Filing: 11/06/2018	26 Latest Filing: 05/04/2020	451 Latest Filing: 09/28/2020	48 Latest Filing: 08/15/2020

UCC Filing - Original

Filing Date	05/26/2020
Filing Number	207781358425
Received Date	06/09/2020
Collateral	All Negotiable Instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All General Intangibles(s) including proceeds and products - and OTHERS
Secured Party	U.S. SMALL BUSINESS ADMINISTRATION, EL PASO, TX
Debtors	UBER
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

TRADE LINES

Select Date Range

Example of D&B Trade Data

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)
10/20	Pays Prompt to Slow 60+	-	25,000	20,000	15,000
09/20	Pays Promptly	-	0	100,000	0
09/20	Pays Promptly	-	0	5,000	0
09/20	Pays Promptly	-	0	90,000	0
09/20	Pays Promptly	-	0	1,000	0
09/20	Pays Promptly	-	2,000,000	800,000	0
09/20	Pays Promptly	N30	700,000	0	0
09/20	Pays Promptly	-	500,000	0	0
09/20	Pays Promptly	-	300,000	15,000	5,000
09/20	Pays Promptly	-	300,000	100,000	0
09/20	Pays Promptly	-	300,000	200,000	0
09/20	Pays Promptly	-	200,000	200,000	0
09/20	Pays Promptly	N60	95,000	75,000	0

EconoVue™ Platform

Economic Analytics & Employer Outreach

The EconoVue™ platform is a subscription-based Software-as-a-Service (SaaS) regional economic analytics and employer outreach system that can be accessed via any web browser.

It has been designed to assist in the workflow associated with economic development, planning and layoff aversion (WIOA Priorities) by providing tools to Workforce Boards to:

1. Quickly determine the “priority sectors” within a region
2. Understand historical and current business trends using GIS techniques
3. Find the employers within these sectors exhibiting financial stress / or determine employers that are exhibiting strong financial characteristics
4. Outreach to these employers and document the effort via CRM tools
5. Assist displaced workers in finding employment in similar companies within the region
6. Research markets for economic development

The EconoVue™ platform is a modular SaaS solution split into four main modules.

OverVue™ | ProspectVue™ | RegionVue™ | LocalVue™

EconoVue™ Platform

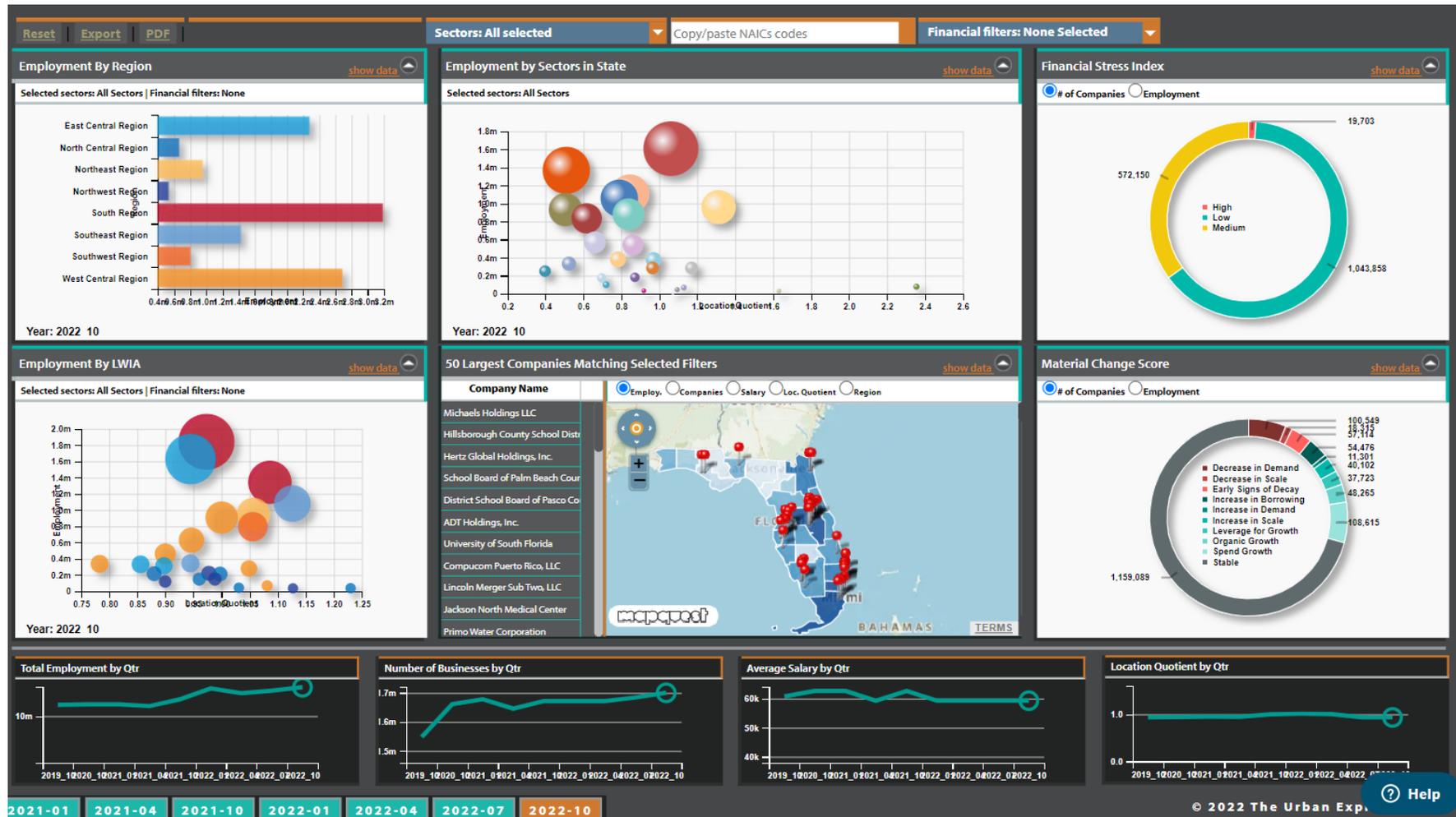
Economic Analytics & Employer Outreach

OverVue™

OverVue, provides multi-dimensional data views of the business and workforce picture in a single dashboard. Visualized in multiple panes showing geography, industry, business health, risk, growth and contraction, OverVue's data windows are dynamically linked, presenting changing and updated analysis as users select data points to identify current and trending insights on:

- Employer and workforce location distribution
- Employment segmentation and concentration by industry
- Rising and falling industry segments for employment
- High-risk industries and businesses for intervention strategy
- Growth industries for engagement and collaboration opportunities

OverVue™ Uncover wide Industry Trends



Wide lens view of the South Florida market with drill-downs into more specific categories of research

OverVue, offers users an intuitive dashboard interface, focused on the most used dimensions of research: Geography | Industry Segment | Employment Segmentation | Employer Risk | Business Growth | Largest Employers | Local Employment analysis | Time Series data trends

EconoVue™ Platform

Economic Analytics & Employer Outreach

ProspectVue™

ProspectVue is a map-based employer outreach tool that combines a search interface with a lightweight Customer Relationship Management (CRM).

- The search interface allows user to interact with the underlining database (GIS and D&B) to retrieve business data. Such as, company search or grouping of businesses by multi-variate selections, including at-risk firms using Financial Stress Score and Material Change for layoff aversion & economic development activities.
- The Business Disruption Search utilizes D&B predictive data and COVID-19 industry classification to identify:
 - Changes in businesses (per city, county, region, or state)
 - SBA PPP Loan recipients
 - Active Disaster Zones, including businesses and predictive elements to identify business health
 - WARN Notice Search – Identifying prior and current WARN notices and using Corporate Linkage™ to strengthen Layoff Aversion strategies.

ProspectVue™ Empower Local Employer Outreach

Filtered, multi criteria map-based search for companies

The screenshot displays the ProspectVue web application interface. At the top, there are navigation tabs for 'Intro', 'regionvue', 'localvue', 'prospectvue', and 'overview'. The 'prospectvue' tab is active. The user is logged in as 'Natasha Young'. The search bar contains 'CareerSource South Flo'. The map shows a large cluster of red pins in the Miami area, with labels for Coral Springs, Inwood, Sunrise, Fort Lauderdale, Weston, Hollywood, and Key Largo. The left sidebar contains search filters for 'Manufacturing' and 'Computer, Electrical Equipment, Components'. Below the filters, there is a list of search results:

- 1 Svite (aka R & P Sistemas Inc)**
33178, Doral
Computer Storage Device Manufa...
Employees: 4
- 123 Dollar Plus Inc**
33144, Miami
Current-Carrying Wiring Device...
Employees: 7
- 3nstar, Inc.**
33172, Doral
Electronic Computer Manufactur...
Employees: 10
- 4s Software And Services, Llc**
33166, Miami
Manufacturing and Reproducing ...
Employees: 5

Explore all regions spatially via a dynamically linked and integrated mapping app. For any census geography, retrieve dynamic industry trend reports via mapped historical D&B data, 3D D&B business listings (height denotes size of company) and current dynamically retrieved Indeed.com job listings.

EconoVue™ Platform

Economic Analytics & Employer Outreach

RegionVue™

RegionVue, overlays a current and historical D&B business GIS database of the region which integrates a regional economy visual analytics GUI to provide dynamic reports:

- One-button time series reports all industry sectors (2-6 Digit NAICS)
- All Workforce Investment areas, counties & cities (historical data back 5 years)
- Priority Sector Analysis by number of companies, jobs & wages
- Time-series based “Location Quotient”
- Visuals include column & bubble charts, and employment loss/gain graphs
- Review live postings of job listings and search for training providers
- Identify industry sectors and build business lists for engagement

RegionVue™ Visualize Regional Sector Trends

Drilldown Sub Sectors: Bubble, Column, Timeline, Net Gain/Loss

D&B Current Company Listings

Click on records in list below to get more info. Sort list by clicking on any list column header. Select filters in left column to choose records by type/size of business.

Company	Sector Type	Employment	Sales	DunsNumber
Bulverde Spring Branch Emergency Services	NAICS: 6219 Other ambulatory health care services	56	9945545	001211833
John Seals Md	NAICS: 6211 Offices of physicians	5	450000	001663330
Bulverde Eye Care	NAICS: 6213 Offices of other health practitioners	3	234981	001767156
Barbara P Belcher MD	NAICS: 6211 Offices of physicians	5	165340	001769442
Stratmann & Stratmann D.D.S., Inc.	NAICS: 6212 Offices of dentists	7	554341	001835438
Stafford Family Dental	NAICS: 6212 Offices of dentists	3	274652	001968630
Premier Er	NAICS: 6214 Outpatient care centers	15	863484	002017123
Camden Medical Center	NAICS: 6211 Offices of physicians	10	111981	002029959
Almost Rehab Centers, L.L.C.	NAICS: 6214 Outpatient care centers	2	12430342	002037727
Metro Treatment Of Texas Lp Dba San Anto	NAICS: 6214 Outpatient care centers	10	288744	002044939
Otr Management, Inc.	NAICS: 6219 Other ambulatory health care services	1	0	002070166
Detailed Dental, PLLC	NAICS: 6212 Offices of dentists	9	183699	002085427
The University Of Texas Health Science Center At San Antonio	NAICS: 6211 Offices of physicians	184	0	002092661
Paula N. Emerson, OD	NAICS: 6213 Offices of other health practitioners	2	106070	002093963
Geriatric Dental Group Of South Texas	NAICS: 6212 Offices of dentists	14	1183018	002126291

Current Occupation and Job Listings

regionVue Workforce Development Areas Alamo WDA All Cities in Region Go

MAIN SECTORS

SUB SECTORS: Health Care

NAICS 4 DIGIT: Ambulatory Health...

OCCUPATIONS:

Sort by: Job Title Over Job Zone

Ambulance Drivers and Attendants, Ex Onst: 53-3011 | Onst Job Zone 3

Anesthesiologists Onst: 29-1211 | Onst Job Zone 5

Athletic Trainers Onst: 29-9091 | Onst Job Zone 5

Audiologists Onst: 29-1181 | Onst Job Zone 5

Biological Technicians Onst: 19-4021 | Onst Job Zone 4

Cardiovascular Technologists and Tech Onst: 29-3011 | Onst Job Zone 3

Occupations: Get Training and Find Job Openings

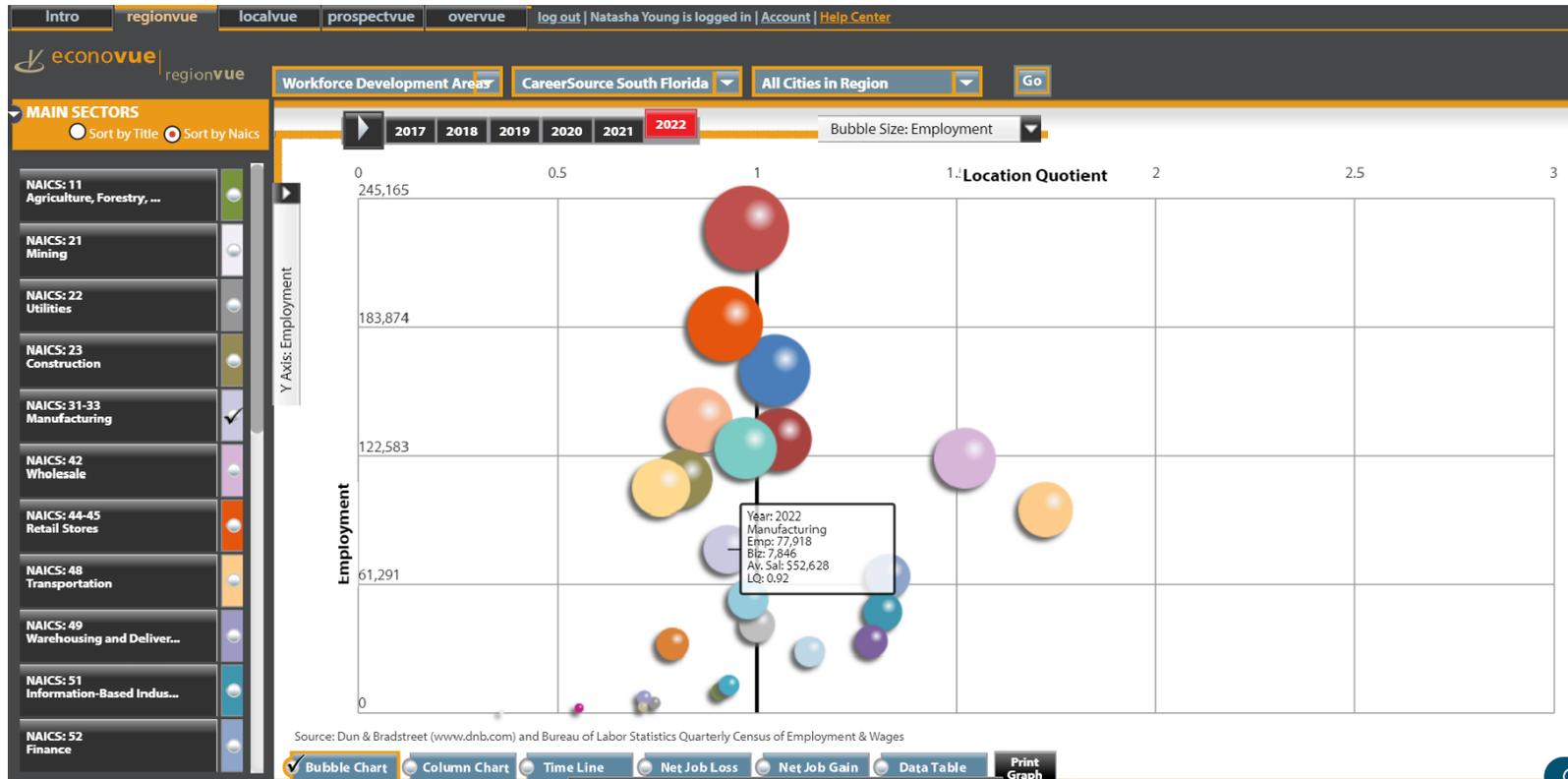
Audiologists, Onst Code: 29-1181, Onst Job Zone: 5 [Find out more about Onst Job Zones](#)

Assess and treat persons with hearing and related disorders. May fit hearing aids and provide auditory training. May perform research related to hearing problems. National Salary Range: \$71,390 - \$99,340. Annual Median Salary: National Median: \$78,850, Texas State Median: \$88,460, San Antonio-New Braunfels, TX Metro Area Median: \$90,480

Jobs by Indeed Find Jobs Find Training

Salary Estimate: (eg. \$50,000 or \$40K-\$50K) within 50 miles

Job Title	Company	Address	When
Health Technician (Hearing Instrument Specialist)	US Veterans Health Administration	San Antonio, TX 78229	8 days ago
Audiologist - Ped ENT Audiology	Christus Health	San Antonio, TX 78207	4 days ago
Audiologist Lead - Ped ENT Audiology	Christus Health	San Antonio, TX 78207	14 days ago
Audiologist - Pediatric ENT	CHRISTUS Health	San Antonio, TX 78207	6 days ago



Visualize time series datasets via animated/interactive Bubble Charts, Column Charts, Timelines and Employment Loss/Gain graphs. Interactive charts which combine statistics (like Location Quotient) with animation instantly reveal emerging sectors with a regional specialization.

EconoVue™ Platform

Economic Analytics & Employer Outreach

LocalVue™

The LocalVue module is a visual business mapping analytics tool which spatially displays business and economic trends and reports:

- Industry sector and geography (zip code, city and census tract)
- Dynamically generates reports for any selected region or radius around a point
- Time-series sector trends, business lists and Indeed.com job listings.
- Reports available and easily exported as Excel
- Maps can be exported as PDFs.

Investment

Training and Support

Workforce Solutions are supported by Dun & Bradstreet and Urban Explorer. In a live engagement, you will receive:

- ✓ Solution Onboarding and Training – led by D&B and Urban Explorer teams
 - ✓ User Monthly Training Calls – led by D&B and Urban Explorer
 - ✓ D&B Monthly Leadership Calls – focused on aligning strategy with operations
- ✓ D&B Account Team:
 - Business Development Exec – Chip Rogers
 - Client Director – Natasha Young
 - Workforce SME – Michele Robertson
 - ✓ Urban Explorer Account Team:
 - CEO – Cheryl Parker
 - EconoVue Training – Ulisse Gallo

Investment: EconoVue / D&B Reports w/ 30 user licenses

Urban Explorer EconoVue™ Platform <ul style="list-style-type: none">▪ OverVue, ProspectVue, RegionVue & LocalVue Subscriptions▪ Financial Stress & NAICS Custom Tables▪ Material Change (Growth or Contraction) available on South Florida Regional records▪ Strategic Database Marketing Record Layout▪ D&B Data Updated Quarterly▪ South Florida D&B Historical Data▪ API for Real Time D&B data▪ Indeed.com job listings▪ Training	# of Business Records: 256,502
	# of Users: 30
	12-month Investment: \$149,009.35

Our Unique Solution

Dun & Bradstreet: Establishing Relationships with Business

For nearly two centuries Dun & Bradstreet has partnered with some of the most successful companies and governments in the world. Our information and intelligence empowers our clients to make relationship-based decisions with their transaction partners (prospects, customers, vendors, partners, tax constituents, etc..) to make economic and profitable connections.

Our expertise for close 200 years has been our ability to create a single, integrated view of a business tied together by the D-U-N-S® Number, our unique global business identifier that validates and links businesses worldwide and transforming the world's largest commercial database of more than 420 million employer locations.

The database is derived from over 30,000 unique data sources and is updated 5 million times per day, powered by our patented DUNSRight process that turns enormous volumes of “big data” to provide our clients with high-quality information build valuable connections and relationships with business.

For the CareerSource South Florida, establishing these same types of connections and relationships is paramount to the success of all employee & employer programs; for WIOA, economic development and the management of Unemployment Insurance finances.

Our Unique Solution

Our data and analytics solution has a foundation of Dun & Bradstreet's core business intelligence that is unique in the business intelligence space. Of course, there are other business data sources available, including state employer data, but none are able to match:

D&B's proprietary business value

- ✓ D-U-N-S® Number
- ✓ Financial Stress Score™
- ✓ Global Data & Advanced Analytics
- ✓ Corporate Linkage ®
- ✓ DUNSRight
- ✓ Material Change™

Urban Explorer provides a patented EconoVue™ platform system driven by the individual modules of LocalVue™, RegionVue™ and ProspectVue™. Additionally, EconoVue provides access to not only Dun & Bradstreet insight, but brings together several other employer and employee related data sources to enable a historical and present view of the economics of the state, a county, a city or a business.

There is no other solution that combines the power of Dun & Bradstreet data and analytics and Urban Explorer's patented business engagement tool.



SOLE SOURCE JUSTIFICATION

October 28, 2022

Rick Beasley
CareerSource South Florida
7300 Corporate Center Drive, Suite 500
Miami, Florida 33126

RE: Sole Source Justification for EconoVue™ and Dun & Bradstreet Data

Dear Rick,

On behalf of The Urban Explorer, and our data partner, Dun & Bradstreet, we appreciate the opportunity to work with CareerSource South Florida to provide D&B's world-class business information and insights through EconoVue's proprietary, GIS-based platform that accelerates business engagement and supports the workforce development workflow.

Our solution, anchored by the proprietary Dun & Bradstreet Data Cloud, is a unique service offering only available from The Urban Explorer through our EconoVue™ platform. To follow, we have outlined how our solution connects with WIOA and workforce development using methodologies, data, and software that is not available through other parties.

Executive Summary

On July 22, 2014, President Barack Obama signed the Workforce Innovation and Opportunity Act (WIOA) into law. WIOA is designed to help job seekers access employment, education, training, and support services to succeed in the labor market and to match employers with the skilled workers they need to compete in the global economy. On June 30, 2016, the final rules and regulations for modernizing the U.S. workforce system were announced.

Among these rules, CareerSource South Florida and all local workforce boards have requirements to be data-driven in their strategy and planning exercises, specifically for the following tasks:

1. Economic and Industry Analysis from a state and local perspective
2. Proactive engagement and outreach with employers to understand their needs and determine programs that may assist in their workforce development
3. Proactive layoff aversion activities

SOLE SOURCE JUSTIFICATION

From a data perspective on businesses, Dun & Bradstreet provides the most reliable and unique representation of the business landscape in Miami-Dade and Monroe Counties.

The world's leading provider of business information and related services, Dun & Bradstreet (D&B) has nearly 180 years of experience in transforming disparate sources of company data into the actionable intelligence needed to make confident business decisions. It is this ability to turn an enormous stream of raw data into high-quality business information that differentiates us from other databases that do not provide robust and performance-based information at a business site level.

The proposed solution consists of two primary proprietary components:

1. Proprietary processes and business data outcomes
2. Proprietary delivery mechanisms for these data outcomes

The combination of the proprietary data and visualization tools used to access the information confirms that there is no other available solution in the marketplace.

Dun & Bradstreet company data provides an unrivaled perspective on over 260,092 Miami-Dade and Monroe County employer locations from basic demographic information to D&B proprietary business signal information developed with their patented data collection and representation process called DUNSRight™, patent # US78227571. DUNSRight™ includes the unique D&B employer identification, the D-U-N-S® Number and activates the world's largest corporate linkage system on over 18 million business location across the globe.

DUNSRight™ also enables a stable of proprietary predictive indicators that will provide CareerSource South Florida with insights on the health and stability of businesses in the County, the D&B Financial Stress Score™, and Material Change™.

Financial Stress Score™

D&B is the sole provider of the Financial Stress Score™. The D&B Financial Stress Score™ is a suite of scorecards – a modeling system – that is highly effective in helping to predict the potential insolvency of a business entity. The Financial Stress Scoring System uses statistical probabilities to classify public and private companies into three risk classifications of Financial Stress: a 1,001-1,875 Score; a 1-100 Percentile Ranking, and a 1-5 Risk Class segmentation. These classifications are based on the chance of a business experiencing the above definition of “bad” performance over the next 12-month period. The Financial Stress Scoring models utilize the combined power of D&B's vast information database of approximately 25 million active U.S. businesses including payment, public filing, demographic, and financial information when available collected through the DUNSRight™ process.

SOLE SOURCE JUSTIFICATION

With the Financial Stress Score™, CareerSource South Florida will have access to a proprietary scoring system that will enable alert-based monitoring of all businesses in the state that are experiencing distress and could benefit from workforce programs to retain and grow jobs. It should be noted that the converse is also true: Businesses that are improving their financial standing will also be noted with the Financial Stress Score, allowing CareerSource South Florida to find businesses with a healthy outlook. The Financial Stress Score will provide a means for proactive employer engagement activity to avoid job loss and company closures.

Material Change™

Dun & Bradstreet is also the sole provider of the anticipatory analytic system called Material Change™ (WO2015012965). An international patent filed October 6, 2014, Material Change™ is a system and method for deriving material change attributes from curated and analyzed data signals over time to predict future changes in conventional predictors.

Material Change™ provides anticipatory predictions of a business's growth trajectory based on D&B's DUNSRight™ process that collects and reports on over 1.5 million business changes a day. Material Change™ specifically looks for predictors that show increases, or decreases, of business activity that may indicate a business' growth, contraction or if the business remains in a steady position.

There is no other anticipatory analytic in the marketplace and in combination with the Financial Stress Score, Material Change will provide the CareerSource South Florida workforce system with a reliable business indicator to effectively and efficiently target businesses for the state's workforce programs.

In addition to having the ability to predict a business' financial conditions, there is also a need to provide insights that anticipate traditional predictors and their changes. In many situations, a change in a predictor may only manifest after a material change for a commercial entity has occurred. Successful (profitable) engagement with commercial entities often requires that action be taken ahead of changes in those predictors, which is why Material Change is so important.

By using Dun & Bradstreet data and analytics, CareerSource South Florida can establish meaningful relationships between government and business by enabling (but not limited to):

- a. Evidence-based and data-driven programs and initiatives
- b. Strategic and consistent engagements across all units within CareerSource South Florida
- c. On-demand sector and industry analysis in an ever-changing economy
- d. Access to employer-level demographic data and predictive insights on their financial conditions and immediate growth trajectory

SOLE SOURCE JUSTIFICATION

- e. Strategic business engagement for layoff aversion and business assistance
- f. Streamlined reporting on activities at the local level
- g. Real-time business and economic data to assist the state in measuring and reporting success of all implemented programs
- h. Using data to set program funding based on potential versus historical job loss at local levels

In summary, as compared to other Labor Market tools that rely specifically on U.S. Census, Bureau of Labor Statistics (BLS), or other surveyed business data, Dun & Bradstreet data will provide industry and business overview snapshots, but most importantly the employer-specific information that is collected, audited, and verified on a daily basis is something that simply is not available by using traditional LMI tools or are deemed confidential and unavailable to use for the listed requirements of WIOA.

In addition to the proprietary data aspects of the Dun & Bradstreet solution, the data is provided leveraging a proprietary online data subscription system called EconoVue™.

EconoVue™

The EconoVue™ platform is a subscription-based Software-as-a-Service (SaaS) regional economic analytics and employer outreach system accessed via any web browser. Designed to assist in the workflow associated with regional planning, layoff aversion & business assistance, and economic development.

The five issued patents are for the following processes:

1. Web-Based Dashboard System for Multi-Scale, Multi-Regional Visual and Spatial Economic Analysis with Integrated Business Outreach (patent # US11132743)
2. System and Method for Economic Analytics and Business Outreach, Including Layoff Aversion (patent # US10380616)
3. System and Method for Geographic Based Data Visualization and Extraction (patent # US8799812)
4. System and Method for Web-Based Mapping On Touch-Screen Computing Device (patent # US8793610)
5. System and Method of Overlaying and Integrating Data with Geographic Mapping Applications (patent # US7925982)

SOLE SOURCE JUSTIFICATION

EconoVue™ is comprised of 4 proprietary modules.

- I. **RegionVue™** offers a data visualization dashboard that overlays a current and historical business GIS database of the workforce region and regional economy, integrating a visual analytics GUI to produce dynamic, multi-dimensional views and reports:
 - One-button time series reports across industry sectors (2 – 6 digit NAICS)
 - Visualization and analysis by Workforce Investment Area or County
 - Priority Sector Analysis by number of companies, jobs, and wages
 - Time-series based “Location Quotient” data comparing sectors in relation to the rest of the State (Maryland)
 - Visual inputs including column and bubble charts, and employment loss/gain graphs
- II. **LocalVue™** is a visual business mapping analytics tool that spatially displays multi-dimensional views of business and economic trends and reports in a more precisely focused economic geography – all on a single data visualization platform:
 - Industry sector and geography (zip code, city, county, MPO, and census tract)
 - Dynamically generates reports for any selected region or radius around a point
 - Time-series sector trends, business lists, and live Indeed.com job listings
 - Reports and maps available and easily exported as Excel files or PDFs
- III. **ProspectVue™** is a map-based employer outreach tool that combines a robust search interface with a lightweight Customer Relationship Management (CRM). The search interface allows users to interact with the underlining database (GIS and D&B) to retrieve the business data while making selections on businesses using the Financial Stress Score and Material Change indicator. ProspectVue™ also will interface with the live D&B database.

The EconoVue Business Disruption Search uses D&B predictive data and COVID-19 industry classifications to identify multi-dimensional views, such as:

- Changes in businesses or business health (per city, county, or region)
- SBA PPP Loan recipients
- Active Disaster Zones, including businesses and predictive elements to identify and gauge business health or resilience.
- WARN Notice Search – identifying prior and current WARN notices to strengthen Layoff Aversion strategies.

SOLE SOURCE JUSTIFICATION

- IV. **OverVue™** provides multi-dimensional data views of a State and/or region's business and workforce picture in a single dashboard. The data visualization platform offers multiple interactive panes showing geography, industry, business health, risk, growth, and contraction. OverVue's data windows are dynamically linked, presenting changing and updated analysis as users select data points to identify current and trending insights on:
- Comparative employer and workforce location distribution across multiple regions and subregions
 - Employment segmentation and concentration by industry
 - Rising and falling industry segments for employment across time
 - High-risk industries and businesses for intervention strategy
 - Growth industries for engagement and collaboration opportunities

Workforce Board Geo-Boundaries

Offering multiple geo layers (including state, county, city, zip code, and census tract levels) for research and analysis, EconoVue™ is built on the geographic boundaries of Workforce Development Boards, mapping and providing business and jobs data from a geography view foundation at the LWIA level, visualizing and providing data within every LWIA in the U.S., and integrating all additional data into that geo-based view, including business health & risk data, wage data, and live job posting details at a company level.

Multi-source and Consolidated Data

EconoVue™ collects, curates, and synthesizes disparate essential datasets from multiple sources, and delivers them in a web-hosted, dashboard-driven portal, blending D&B business data, QCEW wage data, live job posting data, job training information, specialty data including PPP Loan data, DOL Apprenticeship data on employers, and COVID-related impact data. EconoVue™ also enables users to “live link” directly into the D&B database for access to real-time business information on specific companies.

Data Currency

External datasets, particularly those sources from other government agencies, have limitations on use and value for the workforce development board: data is often 6 – 12 months old, incomplete, only delivered in aggregated form, and unable to be harmonized with other datasets for a bigger picture. EconoVue™ ingests, curates and integrates data from sources with update cycles ranging from quarterly to monthly to weekly to daily. Our data management process delivers data to EconoVue™ users in real time, as soon as it passes our review and integration process.

SOLE SOURCE JUSTIFICATION

In summary, the EconoVue™ workforce development and business engagement solution encompasses several data features on businesses that are proprietary and only available from EconoVue™, D&B, and the D&B Data Cloud. To deliver the data to CareerSource South Florida, our EconoVue™ user interface is proprietary with native connectivity to the D&B Data Cloud for real-time insights and intelligence.

Sincerely,

Ulisse A. Gallo

Ulisse Gallo
Account Executive, EconoVue™