



SOUTH FLORIDA WORKFORCE INVESTMENT BOARD
GLOBAL TALENT AND COMPETITIVENESS (GTC)
COUNCIL MEETING
THURSDAY, DECEMBER 15, 2022
8:30 AM

The Landing at MIA
5 Star Conference Center (Florida Key Room)
7415 Corporate Center Drive, Suite H,
Miami, Florida 33126

The public may choose to view the session online via Zoom. **Registration is required:**
<https://us02web.zoom.us/meeting/register/tZ0lceysqj4oGtWBmMGILVbF68iV33SCib29>

AGENDA

1. Call to Order and Introductions
2. Approval of GTC Council Meeting Minutes
 - A. October 20, 2022
3. Information - Sole source request to procure Youth Services for Monroe County update
4. Recommendation as to Approval to Add an Occupation to the WDA 23 Targeted Occupation List
5. Recommendation of the Approval to Extend the Contract of Youth Service Providers in Monroe County
6. Recommendation as to the Approval of the EconoVue™ Policy

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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 GLOBAL TALENT & COMPETITIVENESS COUNCIL MEETING

DATE: 12/15/2022

AGENDA ITEM: 2A

AGENDA TOPIC: MEETING MINUTES

SFWIB GLOBAL TALENT & COMPETITIVENESS COUNCIL MEETING MINUTES

DATE/TIME: October 20, 2022, 8:30AM

LOCATION: The Landing at MIA
 5 Star Conference Center (Florida Key Room)
 7415 Corporate Center Drive, Suite H
 Miami, FL 33126

Zoom: <https://us02web.zoom.us/meeting/register/tZ0lceysqj4oGtWBmMGILVbF68iV33SCib29>

1. **CALL TO ORDER:** Chairwoman Ferradaz called to order the regular meeting of the SFWIB Global Talent and Competitiveness Council at 8:40AM on October 20, 2022.
2. **ROLL CALL:** 9 members; 5 required;5 present: Quorum achieved

SFWIB GTCC MEMBERS PRESENT	SFWIB GTCC MEMBERS ABSENT	SFWIB STAFF
Brown, Clarence Del Valle, Juan-Carlos Ferradaz, Gilda, Chair Loynaz, Oscar M.D., Vice-Chair Piedra, Obdulio	Brecheisen, Bruce Coldiron, Michelle Gazitua, Luis Garza, Maria West, Alvin	Beasley, Rick Kelly, Travis
SFWIB MEMBERS PRESENT	SFWIB GTCC MEMBERS EXCUSED	
OTHER ATTENDEES		
Perez-Borroto, Connie, Youth Co-Op, Inc.		

Agenda items are displayed in the order they were discussed.



2A/B: Approval of SFWIB Global Talent & Competiveness Council Meeting Minutes – August 18, 2022 & June 30, 2022

Motion: to approve the SFWIB Global Talent & Competiveness Council Meeting minutes from August 18, 2022 and June 30, 2022 with corrections.

Mr. del Valle seconded the motion; item is passed without dissent.

Correction noted: Ms. Gilda Ferradaz is not listed in the August 18, 2022 meeting. She was not present, but should be listed as absent.

3. Informational – City of Miami Gardens Summer Youth Employment Program

Chairwoman Ferradaz introduced the item; Mr. Kelly further presented.

The City of Miami Gardens City Council, under the leadership of Mayor Rodney Harris, agreed to enter into a partnership with the South Florida Workforce Investment Board (SFWIB) to provide employment opportunities for up to 112 youth residents of the City of Miami Gardens. The SFWIB provided summer job placement for youth between the ages of 15 to 18. Youth enrolled in the program also received employability skills training.

Ms. Ferradaz asked if the program has already been completed. Mr. Kelly confirmed.

No further questions or comments were presented. Item closed.

4. Approval – Summer Youth Employment Program for Miami-Dade Charter Schools

Mr. Kelly provided an overview of the Summer Youth Employment Program for Miami-Dade County Charter Schools.

In April 2022, Miami-Dade County agreed to enter into a partnership with the South Florida Workforce Investment Board (SFWIB) and The Children's Trust to provide employment opportunities to up to 400 youth residents of the Miami-Dade County. The SFWIB provided summer job placement for youth between the ages of 15 to 18. Youth enrolled in the program also received employability skills training.



Chairwoman Ferradaz inquired about the participants funded by SFWIB. Mr. Kelly advised that the sixty-eight (68) participants are from all three funding sources; 400 participants were the goal.

Mr. Beasley clarified that the initiative launched approximately one week before school released for Summer Break, as such, there was not much time for recruitment and community outreach.

There was further discussion around funding and student recruitment/enrollment within Miami-Dade Public Schools and Miami-Dade County Charter Schools.

Mr. Obdulio asked if the wage could be increased to at least \$15.00 per hour, citing issues with inflation. Mr. Beasley advised that we were trying to be consistent with what the Mayor has implemented.

No further questions or comments were presented. Item closed.

5. Informational – Summer Youth Internship Program Update

Mr. Kelly provided an overview of the Summer Youth Employment Program for Miami-Dade County Charter Schools.

The 2022 Summer Youth Internship Program Final Report is available for review in the SFWIB Global Talent & Competiveness Council October 2022 agenda packet.

No further questions or comments were presented. Item closed.

6. Approval – Miami-Dade County Public Schools Youth Pre-apprenticeship Career and Technical Training Program

Chairwoman Ferradaz introduced the item; Mr. Beasley further presented.

Mr. Beasley explained that the Miami-Dade Youth Pre-Apprenticeship Career & Technical Training Program has been experiencing a teacher shortage and low enrollment at William H. Turner Technical Sr. High School and Coral Gables Senior High School. As such, CSSF/SFWIB staff request to reduce the number of schools participating in the program, funding Homestead Senior High School Pre-apprenticeship program exclusively.



Motion: Mr. Piedra moved to approve to allocate an amount not to exceed \$75,000 in WIOA Youth funds to Miami-Dade County Public Schools for the Miami-Dade Youth Pre-Apprenticeship Career and Technical Training initiative.

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

No further questions or comments were presented. Item closed.

8. Approval – WIOA Funding for Four Apprenticeship Navigators

Chairwoman Ferradaz introduced the item; Mr. Beasley further presented.

SFWIB approved and added 35 registered apprenticeship programs to its list of training offerings. In addition, the SFWIB approved and added three pre-apprenticeship programs to its training offerings for both youth and adults. During the first three months of Program Year (PY) 2022-2023, the SFWIB invested \$462,426 in employer wage reimbursements for forty-nine (49) apprentices in three different apprenticeship programs for the residents of Workforce Development Area (WDA) 23.

Mr. Beasley reviewed the registered apprenticeship programs and explained that we are required to have Apprenticeship Navigators in place to engage employers, help design the curriculum, and do the monitoring to ensure apprentices are thriving in the apprenticeship program.

In addition, Mr. Beasley shared with the Council that several colleges have classroom-based programs that are listed as apprenticeship programs. CSSF/SFWIB staff is currently working with Dr. Rene Mantilla, the new Assistant Superintendent, Career & Technical Education for Miami-Dade County Public Schools (M-DCPS), to launch three additional projects: 1) Heavy Equipment Operators (The National Association of Heavy Equipment association is based out of Chicago), 2) Diesel Mechanics, and 3) Seaboard Marine. The four Apprenticeship Navigators will help to manage these programs.

Chairwoman Ferradaz inquired about staff requirements for management of the apprenticeship programs – if offerings continue to grow, will there be a need for additional staff. Mr. Beasley explained that we are working with NBC Works, whose primary focus is student placement; we would like to partner with them to use Go Staff in relation to the apprenticeship programs.

Chairwoman Ferradaz sought to understand more about the Apprenticeship Navigators requirement from the State. Mr. Beasley shared that the mandate is from the Department of



Economic Opportunity (DEO) and the Florida Department of Education to ensure compliance with the guidelines and performance measures of all apprenticeship programs.

Motion: Mr. Piedra moved to approve to allocate an amount not to exceed \$340,388.00 in WIOA funding to Miami-Dade College to hire four apprenticeship navigators.

Mr. del Valle seconded the motion; **item is passed without dissent.**

No further questions or comments were presented. Item closed.

[Dr. Loynaz, Miami Dade College recused himself from the room for the vote and will submit a completed Related Parties/Conflict of Interest Form for this contract.]

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

Chairwoman Ferradaz introduced the item; Mr. Beasley further presented.

Miami-Dade County Public Schools submitted a request, with supporting documentation, to add the Avionics Technicians program to the TOL.

Motion: Mr. Piedra moved to approve the addition of M-DCPS Avionics Technicians program to the 2022-2023 Targeted Occupation (TOL).

Mr. del Valle seconded the motion; **item is passed without dissent.**

No further questions or comments were presented. Item closed.

10. Approval – Existing Training Provider and Programs

Chairwoman Ferradaz introduced the item; Mr. Beasley further presented.

SFWIB/CSSF staff recommends to the Council to add the following new programs, Miami-Dade County Public Schools (M-DCPS), an existing training provider:

- Plumbing – Certificate of Completion
- Electrical and Instrumentation Technology - Certificate of Completion

Motion: Mr. del Valle moved to approve adding the Plumbing and Electrical & Instrumentation Technology programs to the schedule of offerings at Miami-Dade Public Schools.

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



No further questions or comments were presented. Item closed.

7. Approval – 2020-2024 WIOA Local Workforce Plan

Chairwoman Ferradaz introduced the item; Mr. Beasley further presented.

Mr. Beasley reviewed the 2020-2024 WIOA Local Workforce Plan, which the state requires local workforce development boards (LWDB) to update bi-annually.

Local stakeholders (e.g., businesses, educational partners, service providers, constituents), participated in Community Forums to actively participate in generating new ideas and initiatives that accurately reflect the needs of the community.

The draft 2020-2024 WIOA Local Workforce Plan is available online at [2020-2024 WIOA Local Plan | CareerSource South Florida \(careersourcesfl.com\)](https://careersourcesfl.com). The associated presentation provides an overview of the following:

- Organizational Structure and Governance
- Regional Analysis of Needs and Available Resources
- Local Workforce Development Board Strategic Vision and Goals
- Description of Strategies and Program Services
- Summary of the Local One-Stop Delivery System
- Coordination of Services, and;
- Performance and Effectiveness

It is available to the public via the Global Talent & Competitiveness Council Agenda Packet for October 20, 2022.

Mr. Piedra inquired about the plan should the U.S. enter into a recession over the next 6-12 months. Mr. Beasley reminded the Council that the programs that we have put into place to manage the COVID-19 pandemic, are still in place and ready for use. We have retained partnerships with our business intermediaries to manage the Layoff Aversion Fund Program, which will be available to assist companies that may need additional support to avoid layoffs.

Motion: Mr. Piedra moved to approve the 2020-2024 WIOA Local Workforce Plan. Mr. del Valle seconded the motion; **item is passed without dissent.**

Being as there were no further questions or concerns, the meeting adjourned at 9:41am.



SFWIB GLOBAL TALENT COMPETITIVENESS COUNCIL

DATE: 12/15/2022

AGENDA ITEM NUMBER: 3

AGENDA ITEM SUBJECT: SOLE SOURCE REQUEST TO PROCURE YOUTH SERVICES FOR MONROE COUNTY UPDATE

AGENDA ITEM TYPE: **INFORMATIONAL**

RECOMMENDATION: N/A

STRATEGIC GOAL: **DEDICATED COMMITMENT TO YOUTH PARTICIPATION**

STRATEGIC PROJECT: **Strengthen workforce system accountability**

BACKGROUND:

At the September 8, 2022, Executive Board Meeting, the Executive Committee authorized SFWIB staff to submit a Sole Source procurement request to CareerSource Florida (CSF) and the Florida Department of Economic Opportunity (DEO). The SFWIB will be submitting to CSF and the DEO the attached request to contract In-School Youth Service with the Monroe County Public School System and Out of school Youth Services with the College of the Florida Keys.

Once approved, SFWIB staff will contract with the new providers for a period of three years, the same as the other contracted youth providers.

FUNDING: N/A

PERFORMANCE: N/A

ATTACHMENT



MEMORANDUM

To: Michelle Dennard, President

From: Rick Beasley, Executive Director

Date: December 15, 2022

Re: Respectfully request to conduct a sole source procurement for In-School and Out-of-School Youth Providers for Monroe County.

Reason for Request

On February 16, 2022, CareerSource South Florida (CSSF) released a Request for Proposal (RFP) to solicit youth providers in Monroe County to provide in-school and out of school youth services. The first RFP resulted in no respondents and the RFP was re-released on June 6, 2022. Once again CSSF received no responses, as a result of which a third RFP was released on August 1, 2022. The third release resulted one respondent, the Florida Endowment Foundation for Florida's Graduates. Their response was accepted and evaluated by staff but was deemed incomplete as the respondent did not submit all of the required "due diligence" or organizational capabilities documentation required to properly evaluate the agency.

As a result of which, CSSF is requesting authorization to conduct a sole source procurement process and select Monroe County Public Schools as the In-School provider of youth services and the College of the Florida Keys as the Out of School youth services provider. As required, CSSF reviewed eligible providers in Monroe County to include all previous RFP respondents.

1. The number of potentially qualified offerors/bidders in the Local Area,

[Response: CSSF found two respondents for in-school \(Monroe County Public Schools & the Florida Endowment Foundation for Florida's Graduates\) and one for out of school \(The College of the Florida Keys\).](#)

2. The degree of interest shown in information requests submitted,

[Response: Interest has been shown by all three parties, however CSSF staff have determined that only two of the three meet the requirements to contract with the agency.](#)

3. Documentation that there were an insufficient number of proposals/bids received that met the Local WDB's stated evaluation criteria,

[Response: Previously released RFP's are attached. \(3.1, 3.2, 3.3\)](#)

4. Documentation explaining the disqualification or ineligibility of offerors/bidders,

Response: Documentation attached.

5. Documentation showing the reasons why any offerors/bidders were selected or not selected, and

Response: Same as above.

6. Documentation comparing proposals/bids relative to past competitions.

Response: an example of a successful bid response is provided for comparison.

Following the submission guidelines, CSSF has attached the following:

1. Copy of the RFP/IFB;
2. Proof of the announcement medium used (newspaper, social media);
3. Documentation showing how long the announcement was posted;
4. The name of the entity to which the sole source is to be awarded; and
5. Documentation showing that the entity has the capacity and ability to perform the Youth Services functions.



SFWIB GLOBAL TALENT COMPETITIVENESS COUNCIL

DATE: 12/15/2022

AGENDA ITEM NUMBER: 4

AGENDA ITEM SUBJECT: 2022-2023 WDA 23 DEMAND OCCUPATIONS LIST (TOL) ADDITION

AGENDA ITEM TYPE: **APPROVAL**

RECOMMENDATION: SFWIB staff recommends to the Global Talent and Competitiveness Council to recommend to the Board the approval to add a new occupation to the 2022-2023 Targeted Occupation, as set forth below.

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

STRATEGIC PROJECT: **Improve credential outcomes for job seekers**

BACKGROUND:

On May 17, 2022, the Department of Economic Opportunity (DEO) released the 2022-2023 Demand Occupation List for the 24 Workforce Development Areas (WDA) in the State of Florida. In accordance with CareerSource Florida's Administrative Policy #82, local areas may revise the list, as needed, based on local demand in support of the occupation's addition.

SFWIB staff received a request with supporting documentation from Miami Dade County Public Schools to add Standard Occupational Classification (SOC) code 49-9031 - Home Appliance Repairers and to the list for their programs.

SFWIB staff completed the review process and the request is being presented to the Global Talent and Competitiveness Council for a recommendation to the Board for approval.

FUNDING: N/A

PERFORMANCE: N/A

NO ATTACHMENT



SFWIB GLOBAL TALENT COMPETITIVENESS COUNCIL

DATE: 12/15/2022

AGENDA ITEM NUMBER: 5

AGENDA ITEM SUBJECT: MONROE COUNTY YOUTH SERVICES CONTRACTORS

AGENDA ITEM TYPE: **APPROVAL**

RECOMMENDATION: SFWIB staff recommends to the Global Talent and Competitiveness Council to recommend to the Board the approval authorizing staff to extend the current Youth Services Provider's contract, as set forth below.

STRATEGIC GOAL: **DEDICATED COMMITMENT TO YOUTH PARTICIPATION**

STRATEGIC PROJECT: **Improve service delivery outcomes**

BACKGROUND:

On June 6, 2022, the South Florida Workforce Investment (SFWIB) released a Youth Services Request for Proposal (RFP) to solicit organizations capable of providing in-school and out-of-school services to youth. Due to a lack of respondents to provide said services in Monroe County, SFWIB staff requests authorization to extend the current Youth Services contract with Youth Co-Op, Inc., to continue providing the requisite youth services in Monroe County, for a period not to exceed three months from the current contract expiration date of December 31, 2022.

An extension of Youth Co-Op, Inc.'s contract will allow SFWIB staff the opportunity to complete the sole source procurement process to designate a Monroe County Youth Services Contractor for program years 2022-2025. Upon completion of the sole source procurement process, SFWIB staff anticipates proposing a recommendation for a Youth Services Contractor at the April, 2023 SFWIB meeting.

FUNDING: N/A

PERFORMANCE: N/A

NO ATTACHMENT



SFWIB GLOBAL TALENT COMPETITIVENESS COUNCIL

DATE: 12/15/2022

AGENDA ITEM NUMBER: 6

AGENDA ITEM SUBJECT: ECONOVUE™ POLICY

AGENDA ITEM TYPE: **APPROVAL**

RECOMMENDATION: SFWIB staff recommends to the Global Talent and Competitiveness Council to recommend to the Board the approval of the EconoVue™ Policy, as set forth below.

STRATEGIC GOAL: **STRENGTHEN THE ONE-STOP DELIVERY SYSTEM**

STRATEGIC PROJECT: **Strengthen workforce system accountability**

BACKGROUND:

In program year 2019-2020, The SFWIB through its Strategic Goal 2 - Strengthen the One-Stop Delivery System and Increase Integrated Service Delivery, created Business Service Teams which is comprised of SFWIB staff and Business Intermediaries from chamber partners. In an effort to provide additional structure to the teams, SFWIB staff developed the EconoVue™ Policy. The policy provides guidance to staff as it relates to rapid response activities and introduced the EconoVue™ tool. EconoVue™ is a licensed intuitive data visualization platform that offers multi-dimensional views of a region's business, workforce, and sector data for targeted business outreach.

The EconoVue™ platform utilizes Bureau of Labor Statistics and Dun & Bradstreet® data to help establish an early warning system that identifies businesses, regardless of size, that may be at risk of closing. The platform is interactive and provides information regarding businesses that includes labor market data, standard identity, and demographic information regarding size, location and operations, business health, and change dynamics.

The EconoVue™ Policy will provide specific guidance to the Outreach Team, which is comprised of Business Services staff, American Job Centers (AJC) and Business Intermediaries, regarding the utilization of the platform to ensure compliance by both SFWIB staff and non-staff who use the platform under the SFWIB contracted licenses. The policy was drafted to ensure compliance with CareerSource Florida Administrative Policy Number 114 - Rapid Response Program Administration; Training and Employment Notice (TEN) 9-12 - Layoff Aversion in Rapid Response Systems (August 31, 2012); and all applicable sections of the Workforce Innovation and Opportunity Act.

FUNDING: N/A

PERFORMANCE: N/A

ATTACHMENT



BOARD POLICY

**POLICY
NUMBER 000**

Title:	EconoVue Policy		
Effective:		Revised:	
Supersedes:		Version:	

I. OF INTEREST TO

This policy is applicable to CareerSource South Florida (CSSF), American Job Centers (AJC), Business Intermediaries, partners and service providers.

II. PURPOSE AND SCOPE

The purpose of this policy is to provide guidance on the use of the EconoVue data platform to conduct business outreach and engagement by the Outreach Team, consisting of the CSSF Business Services team, the AJC's and Business Intermediaries.

III. BACKGROUND

EconoVue is an intuitive data visualization platform that offers multi-dimensional views of a region's business, workforce and sector data for targeted business outreach. EconoVue provides effective, efficient and targeted business outreach for employer assistance and engagement through the use of informed data.

IV. STATUTORY AUTHORITIES

- Workforce Innovation and Opportunity Act, §Section 134(c)(1)(A)(iv).
- Workforce Innovation and Opportunity Act, §Section 134(c)(2)(A)(iv)(I)(aa).
- Workforce Innovation and Opportunity Act, §Section 134(c)(2)(A)(vi)(I)(I-III).
- Workforce Innovation and Opportunity Act, §Section 134(d)(1)(A)(vii)(I-II).
- Workforce Innovation and Opportunity Act, §Section 134(d)(1)(A)(ix)(I).
- Workforce Innovation and Opportunity Act, §Section 134(d)(1)(A)(ix)(II)(aa-dd)
- Workforce Innovation and Opportunity Act Final Rule, 20 CFR 682.320.
- Workforce Innovation and Opportunity Act Final Rule, 20 CFR 682.340.
- Training and Employment Guidance Letter (TEGL) 19-16: "Guidance on Services provided through the Adult and Dislocated Worker Programs and the Wagner-Peyser Act Employment Services" (March 1, 2017).
- Training and Employment Guidance Letter (TEGL) 26-14: "Workforce Innovation and Opportunity Act Transition Authority for Flexible Use of State Rapid Response Funds" (April 14, 2015).
- Training and Employment Notice (TEN) 9-12: "Layoff Aversion in Rapid Response Systems" (August 31, 2012).

- CareerSource Florida Administrative Policy Number 114: “Rapid Response Program Administration”

V. DEFINITIONS

1. **American Job Center (AJC)**

The American Job Center network, part of the One-Stop system, provides universal access to an integrated array of labor exchange services so that workers, job seekers, and employers can find the services they need. The Wagner-Peyser Employment Service focuses on providing a variety of services including job search assistance, help getting a job referral, and placement assistance for job seekers. Additionally, re-employment services are available for unemployment insurance claimants, as well as recruitment services to employers with job openings. Services are delivered in one of three modes including self-service, facilitated self-help services and staff assisted service delivery approaches.

The services offered to employers, in addition to referral of job seekers to available job openings, include assistance in development of job order requirements, matching job seeker experience with job requirements and skills, assisting employers with special recruitment needs, arranging job fairs, assisting employers analyze hard-to-fill job orders, assisting with job restructuring, and helping employers deal with layoffs. Job seekers who are veterans receive priority referrals to jobs and training as well as special employment services and assistance. In addition, the system provides specialized attention and service to individuals with disabilities, migrant and seasonal farm-workers, justice-involved individuals, youth, minorities, and older workers.

2. **Business Intermediaries**

Local Chambers of Commerce and economic development organizations are uniquely positioned to assist small businesses as a result of their continuing engagement, partnership, and relationship-building activities within the businesses community. CareerSource South Florida (CSSF) is partnering or contracting with these business-focused organizations to provide ongoing engagement, partnership, and relationship-building activities with business in the community.

3. **EconoVue Data Platform**

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.

4. **Unique Business**

A unique business is one that has received outreach or other services for the first time by one of the AJC’s or Business Intermediaries.

VI. POLICY

The EconoVue Data platform is a targeted business outreach tool that can be employed by Business Services, the AJC's, and Business Intermediaries. EconoVue enables data-driven outreach and engagement for better program success and performance metrics. Utilizing Bureau of Labor Statistics and Dun & Bradstreet data, EconoVue provides information on business locations, including standard identity and demographic information around size, location and operations; specialty business data including business health and change dynamics; executive contact details, custom geo-data, jobs, labor and occupation data; and time-series trend data in key dimensions designed to anticipate, prepare for, and manage the economic changes of businesses throughout the business lifecycle (expansion through contraction).

1. Business Contraction

By using EconoVue to identify businesses that are "at-risk" and contracting, a proactive approach can be taken to assist those businesses in managing any reductions in workforce by conducting assessments of their needs and delivering services to address those needs. Services and strategies may include providing information and referrals to Short Time Compensation programs, CareerSource South Florida (CSSF) training assistance programs, CSSF layoff aversion funds, the Small Business Development Center at Florida International University, Small Business Administration (SBA) program information, and information about other state and federal assistance programs.

2. Stable Businesses

Identifying Businesses that are stable and at low risk of failure presents an opportunity to provide ongoing services and maintain engagement with those businesses, increasing business retention. Outreach to stable businesses provides an opening to educate the business about CSSF services, including recruitment, training, and Federal incentives such as Work Opportunity Tax Credits and the Federal Bonding program. Businesses identified may participate in business roundtable discussions for their industry sector. By identifying trends within industry sectors, pro-active adjustments of resources may be made, training programs evaluated, and solutions developed to address specific issues.

3. Growth Businesses

Identifying businesses that are in growth mode presents opportunities to provide services such as specialized recruitments; training services including On-the-Job Training (OJT), Incumbent Worker Training (IWT); Youth Services including Paid Work Experience; as well as Pre-Apprenticeship and Apprenticeship programs.

4. Minority Businesses

Minority-owned businesses can be identified utilizing EconoVue's advanced filters. By targeting minority-owned businesses, AJC's can provide specific services to targeted populations such as Veterans. Veterans and eligible spouses receive priority of services from the AJC's. Veteran-owned businesses may be more knowledgeable about the specific skill sets that veterans offer, thereby increasing the hiring probabilities. Work opportunity tax credits may be available to the businesses.

The CSSF Business Services team, designated users at the AJC's, and designated users at the Business Intermediaries agency, collectively referred to as the Outreach Team, shall be required to attend training to learn how to use the EconoVue platform through EconoVue's virtual and on-line trainings sessions. The Outreach Team will also be required to register businesses, and record activities and services in Employ Miami-Dade (EMD)/Employ Monroe (EM) as appropriate.

A targeted data-driven business outreach program is a more effective use of staff, provides on-going employer engagement, and increased knowledge of industry sector needs, resulting in an increase in services provided and repeat businesses served.

VII. Limitations

None

VIII. EXCEPTIONS

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



PROCEDURES

**PROCEDURES
NUMBER 000**

Title:	EconoVue		
Effective:		Revised:	
Supersedes:		Version:	

I. PURPOSE

Establishes the operational procedures for the use of the EconoVue data platform for Business Outreach by the Career Source South Florida (CSSF) Business Services Team, American Job Centers (AJC) and contracted Business Intermediaries, collectively referred to as the Outreach Team. Business Intermediaries include Chambers of Commerce and other economic development organizations.

II. BACKGROUND

EconoVue provides effective, efficient and targeted business outreach for employer assistance and engagement through the use of informed data. EconoVue's intuitive data visualization platform is built on the geographic boundaries of workforce development boards, mapping and providing business and jobs data from a geography view foundation at the local workforce level, and integrating all additional data, including proprietary business health and risk data, wage data, and job posting details at a company level. EconoVue is the only platform that tracks businesses of all size from sole proprietorships to large, multi-national companies across all sectors.

The South Florida Workforce Investment Board (SFWIB) d/b/a CareerSource South Florida (CSSF) Business Services Team, AJC's and Business Intermediaries, in an effort to support small businesses and conduct outreach to businesses, will use the EconoVue platform to identify and target businesses and industry sectors.

III. OVERVIEW

CSSF shall establish an Outreach Team consisting of the CSSF Business Services Team, the AJC's, and Business Intermediaries. The Outreach Team will concentrate their efforts on the following:

- a. Utilize the EconoVue system to identify businesses that are considered high risk to provide outreach and education regarding the provision of comprehensive, employer-based Layoff Aversion services to include Short-Time Compensation, federal emergency grant and loan programs, local and community assistance programs.

- b. Utilize the EconoVue system to identify businesses that are stable to outreach and educate regarding the services offered by CSSF including recruitment, training incentives and federal incentives.
- c. Utilize the EconoVue system to identify businesses that are growing and may benefit from On-the-Job Training (OJT), Incumbent Worker Training (IWT), Youth Services including Paid Work Experience; as well as Pre-Apprenticeship and Apprenticeship programs.
- d. Utilize the EconoVue system to identify Minority-owned businesses
- e. Define service level standards to include performance metrics of business penetration, market share and repeat businesses served.

IV. ACRONYMS

- a. **AJC**-American Job Center
- b. **CSSF-CareerSource South Florida**
- c. **EMD-Employ Miami-Dade**
- d. **EM-Employ Monroe**
- e. **IWT-Incumbent Worker Training**
- f. **OJT-On-the-Job Training**
- g. **SFWIB-South Florida Workforce Investment Board**

V. PROCEDURES

- a. CSSF Business Services team, designated users at the AJC's, and designated users at the Business Intermediaries agency, collectively referred to as the Outreach Team, shall be required to attend training to learn how to use the EconoVue platform through EconoVue's virtual and on-line trainings sessions. The Outreach Team will also be required to register businesses, and record activities and services in Employ Miami-Dade (EMD)/Employ Monroe (EM) as appropriate.
- b. The EconoVue platform will be used to develop targeted lists of business using filters specific to the desired results.
- c. Using information obtained through EconoVue, outreach will be conducted to meet a minimum number of employers served and employers provided with level 1 services (as defined by the Employ Florida handbook attached) per month as specified for each member of the Outreach Team.
- d. The Outreach Team will establish contact with the businesses and secure executive level commitment to work together.
- e. The Outreach Team will develop strategies to assist those businesses that are committed to working together. A strategy may include (but is not limited to) one or more of the following:
 - I. Assisting employers in managing reductions in workforce, which may include early identification of firms at risk of layoffs, assessment of the needs of and options for at-risk firms, and the delivery of services to address these needs;

- II. Funding feasibility studies to determine if a company's operations may be sustained through a buyout or other means to avoid or minimize layoffs;
 - III. Connecting companies to state Short-Time Compensation or other programs designed to prevent layoffs or to quickly reemploy dislocated workers, employer loan programs for employee skill upgrading; and other Federal, state and local resources as necessary to address other business needs;
 - IV. Establishing linkages with economic development activities at the Federal, State and local levels, including Federal Department of Commerce programs and available State and local business retention and expansion activities;
 - V. Conducting analyses of the suppliers of an affected company to assess their risks and vulnerabilities from a potential closing or shift in production of their major customer;
 - VI. Engaging in proactive measures to identify opportunities for potential economic transition and training needs in growing industry sectors or expanding businesses and identify businesses that may benefit from On-The-Job training, apprenticeship programs or pre-apprenticeship programs;
 - VII. Coordinate with local government divisions and organization, and local nonprofit organizations, to plan for and respond to natural and other disasters;
- f. The Outreach team will identify and provide specific information on services and programs that could help deliver solutions to address the business's needs. All services will be documented with the proper service code in EMD/EM.
 - g. The Outreach team shall conduct at least one follow-up with all businesses assisted within 90 days of last service provided.
 - h. These procedures apply to all CSSF partnering agencies that have been provided with the EconoVue platform license

VI. LIMITATIONS/PROHIBITIONS

Business Intermediaries are **NOT** authorized to allocate or make a promise of financial assistance on behalf of CSSF.

VII. RESPONSIBILITIES

- a. CSSF shall provide the license for the EconoVue platform to the Outreach Team in order to identify businesses or sectors experiencing challenges or expanding.
- b. The Outreach Team shall be responsible for utilizing EconoVue to identify businesses and industry sectors that are at-risk, stable, or growing and deliver services, strategies and solutions to meet the business's needs.

- c. The Outreach Team is required to document their activity by ensuring businesses are registered and by entering the appropriate service codes in EMD/EM in a timely manner.

VIII. FREQUENTLY ASKED QUESTIONS (FAQ)

IX. EXCEPTIONS

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

X. DEFINITIONS

a. EconoVue Data Platform

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.

b. Incumbent Worker Training Program

The Incumbent Worker Training (IWT) Program is to provide grant funding for continuing education and training of incumbent employees at existing Florida businesses. The program will provide reimbursement grants to businesses that pay for pre-approved, direct, training related costs. The program helps established Florida businesses upgrade the skills of their current employees.

c. Layoff Aversion

A continuum of strategies targeted to specific employers or industries that are experiencing a decline and have the potential to undergo layoffs, or are experiencing a serious skills gap that impacts their ability to compete and retain workers. A layoff is considered to be averted when:

- A worker's job is saved at an existing employer facing a risk of downsizing or closing; or
- A worker at risk of dislocation faces a brief gap or unemployment when transitioning to a different job with the same employer or is hired at a new job with a different employer.

d. On the Job Training (OJT)

On the Job Training (OJT) is designed to provide resources for occupational training and development of eligible, prospective, full-time hires by helping to defray the cost of training. Businesses may recoup a percentage of the wages paid to each new hire during the agreed-upon training period.

e. Paid Work Experience (PWE)

Paid Work Experience (PWE) provides a business with workers for a specified period of time to gain work experience. The salary of the worker is paid, at no cost to the business, during the term of the agreement. This incentive allows new worker(s) to gain job-specific skills, while helping the business increase productivity.

f. Short-Time Compensation

The Short Time Compensation program helps employers retain their workforce in times of temporary slowdown by encouraging work sharing as an alternative to layoff. The program permits prorated reemployment assistance benefits to employees whose work hours and earnings are reduced as part of a Short Time Compensation plan to avoid total layoff of some employees.

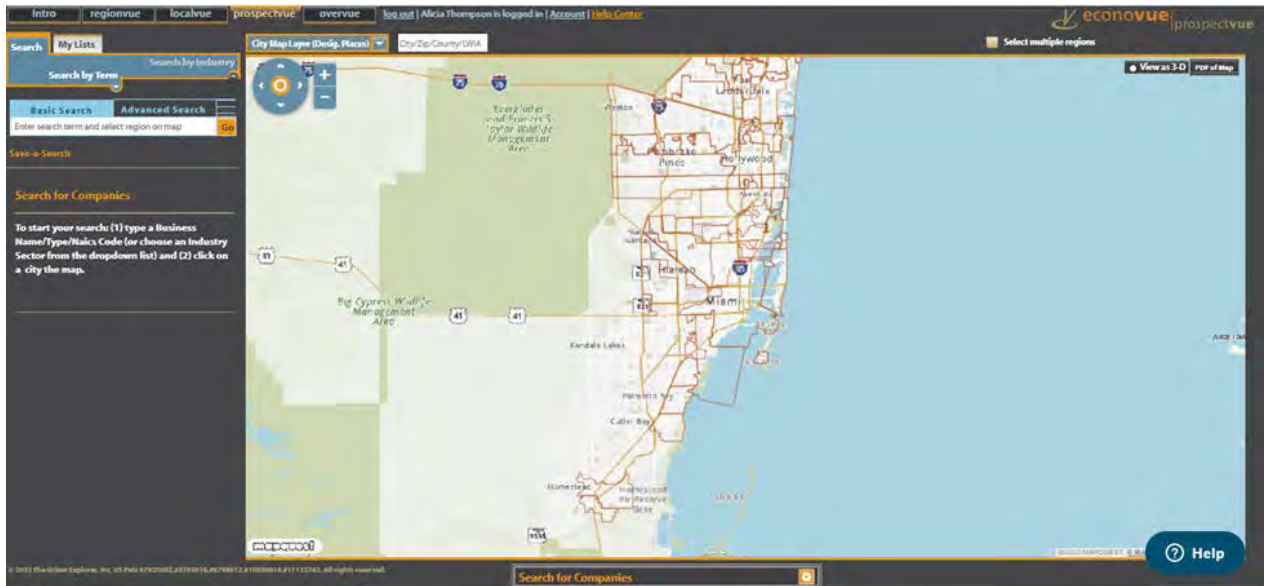
XI. RESOURCES

- a. EconoVue Example 1
- b. EconoVue Example 2
- c. Employer Registration Example
- d. Entering Employer Service Codes Example
- e. Employer Service Codes (Attachment)
- f. Employer Services Handbook (Attachment)

ECONOVUE EXAMPLE #1

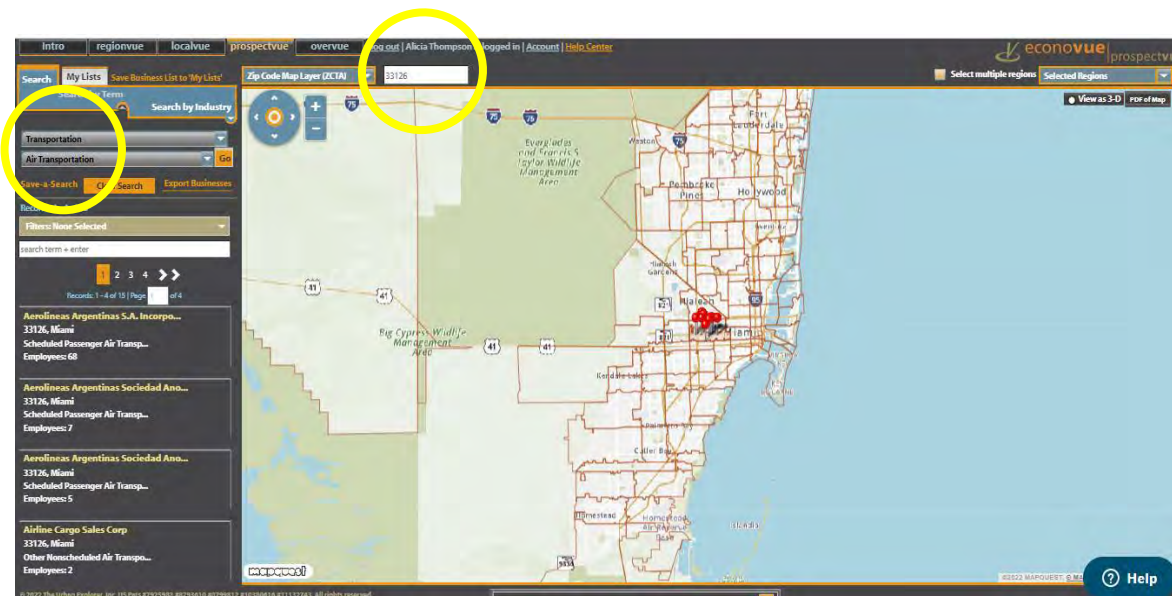


1. Select ProspectVue from the tabs at the top of page

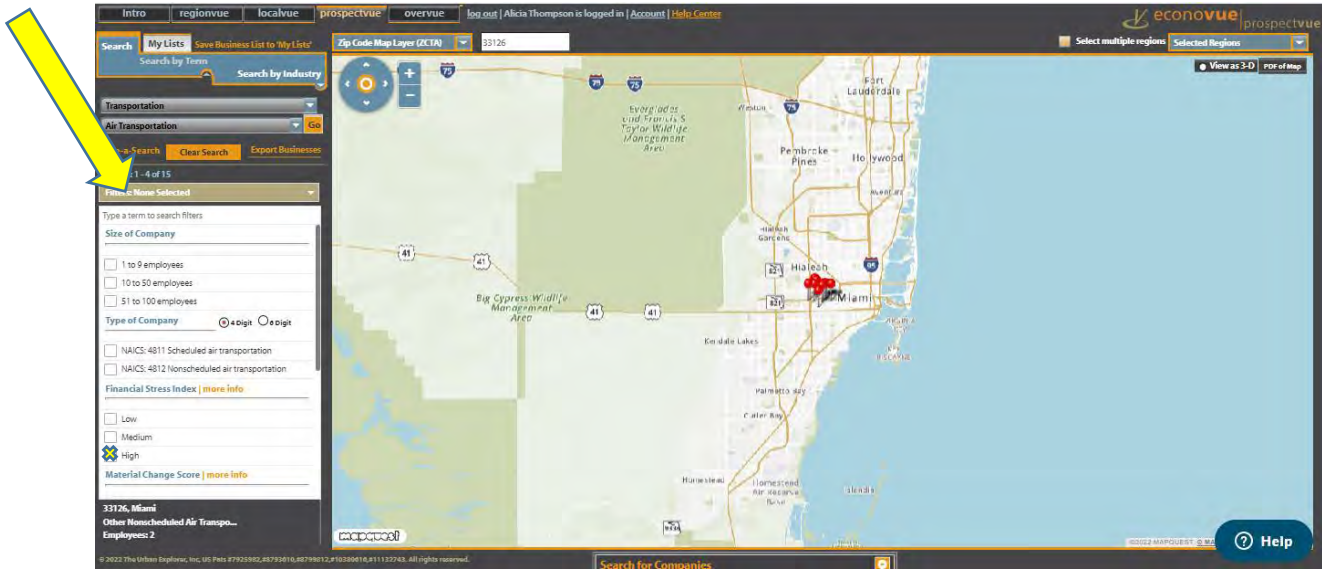


2. Select Search Criteria:

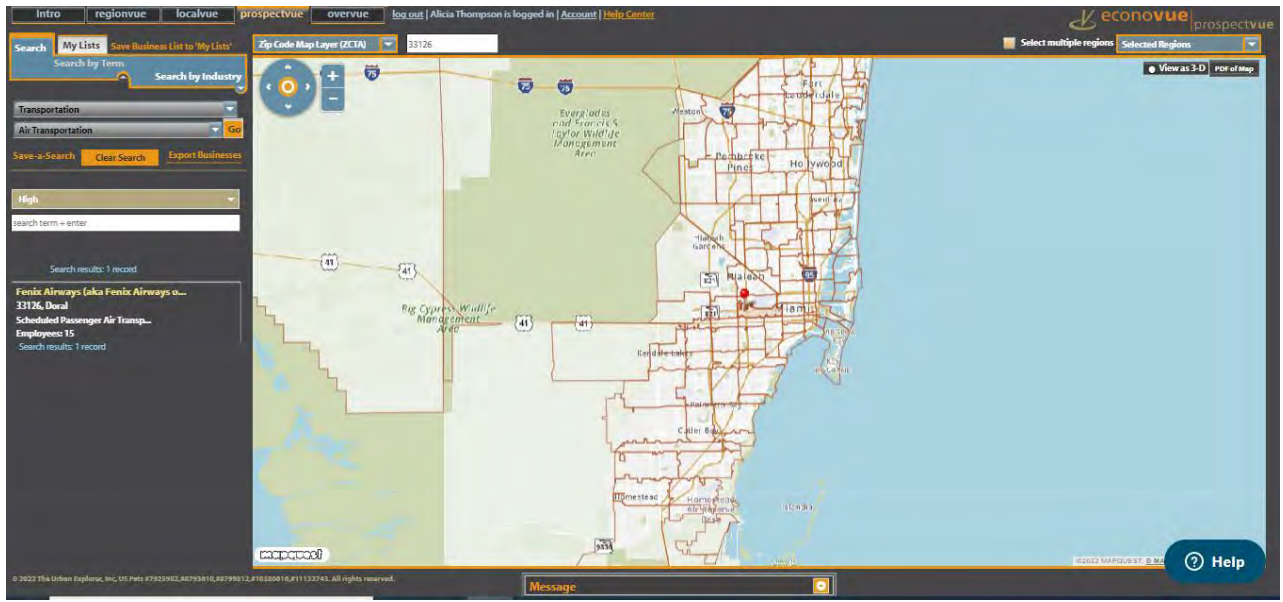
Example: Search by Industry Sector and zip code.
Industry Sector: Transportation Industry, Air Transportation
Zip Code: 33126



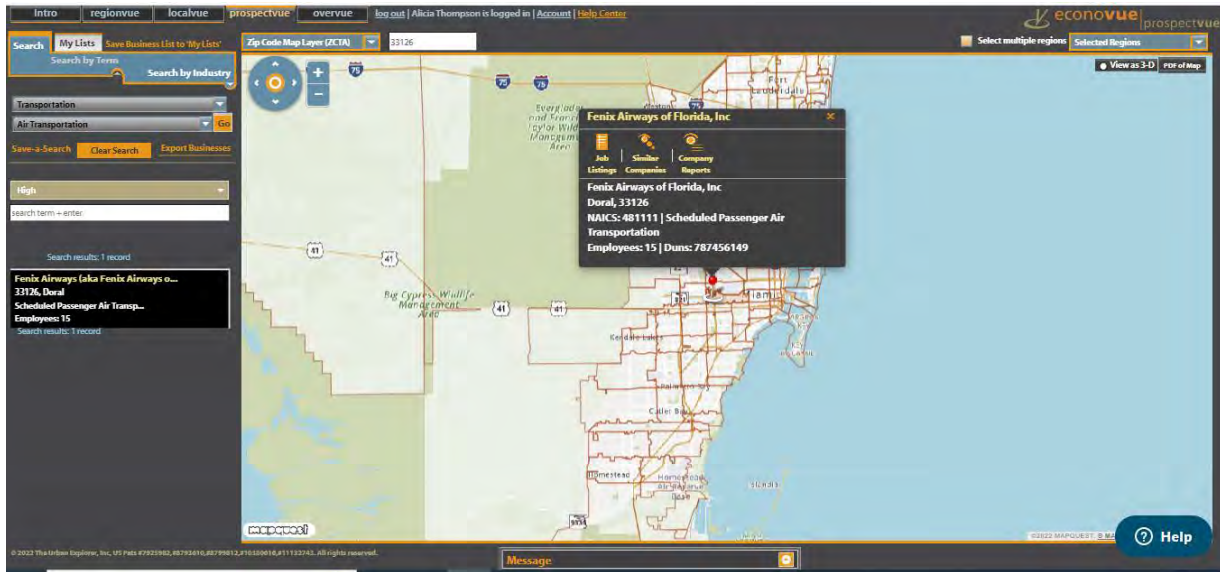
3. Select Filters. Filter by Financial Stress Index – High.



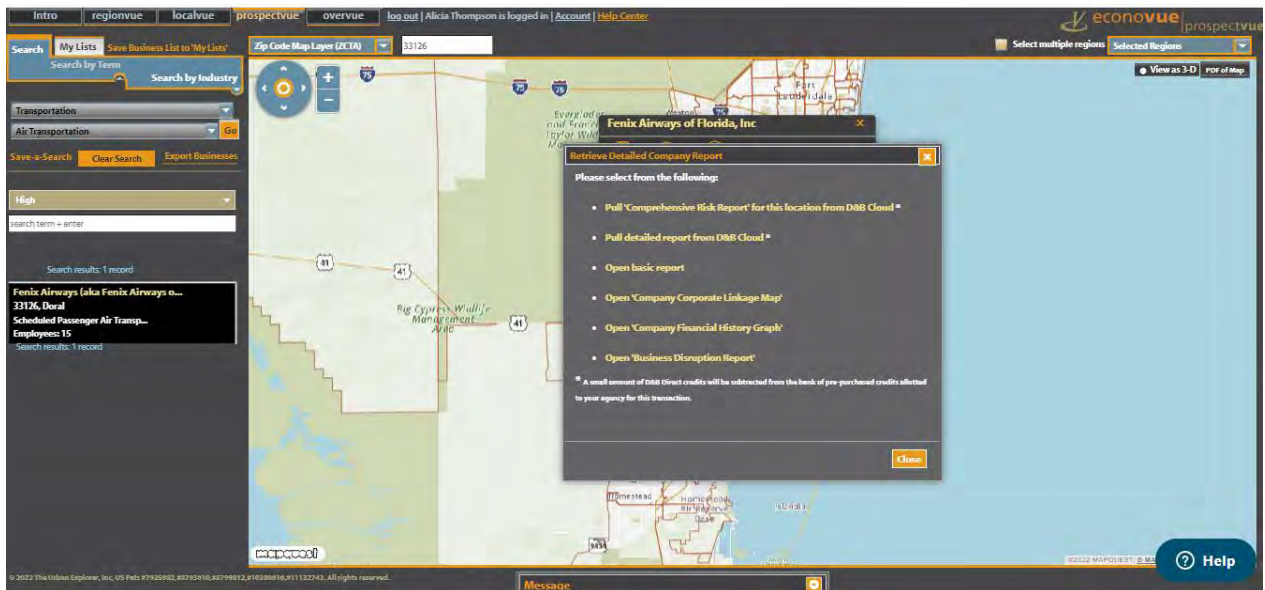
4. Results of filter



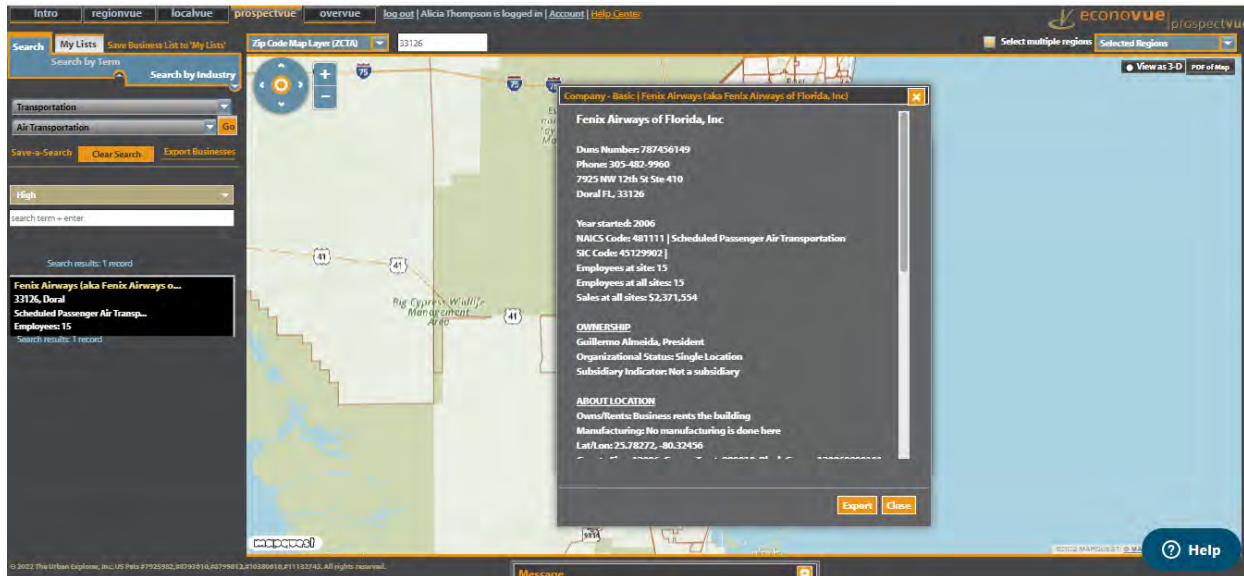
- Click on company to bring up company information box. Select Company Reports



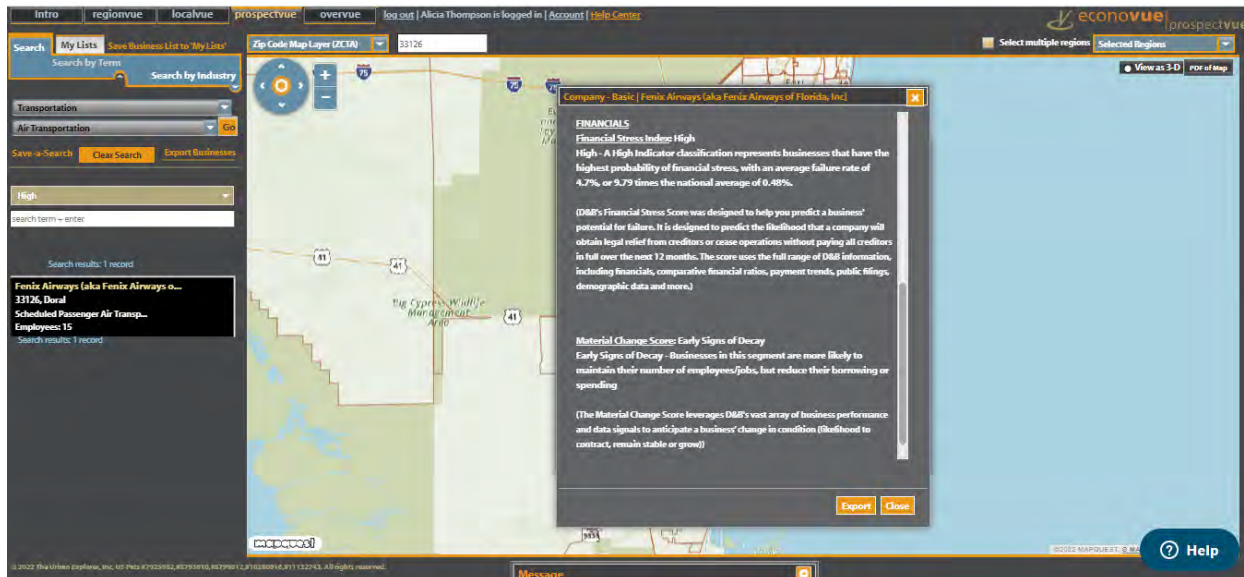
- Select Open Basic Report



7. Basic Report contains contact information, ownership information, and.....

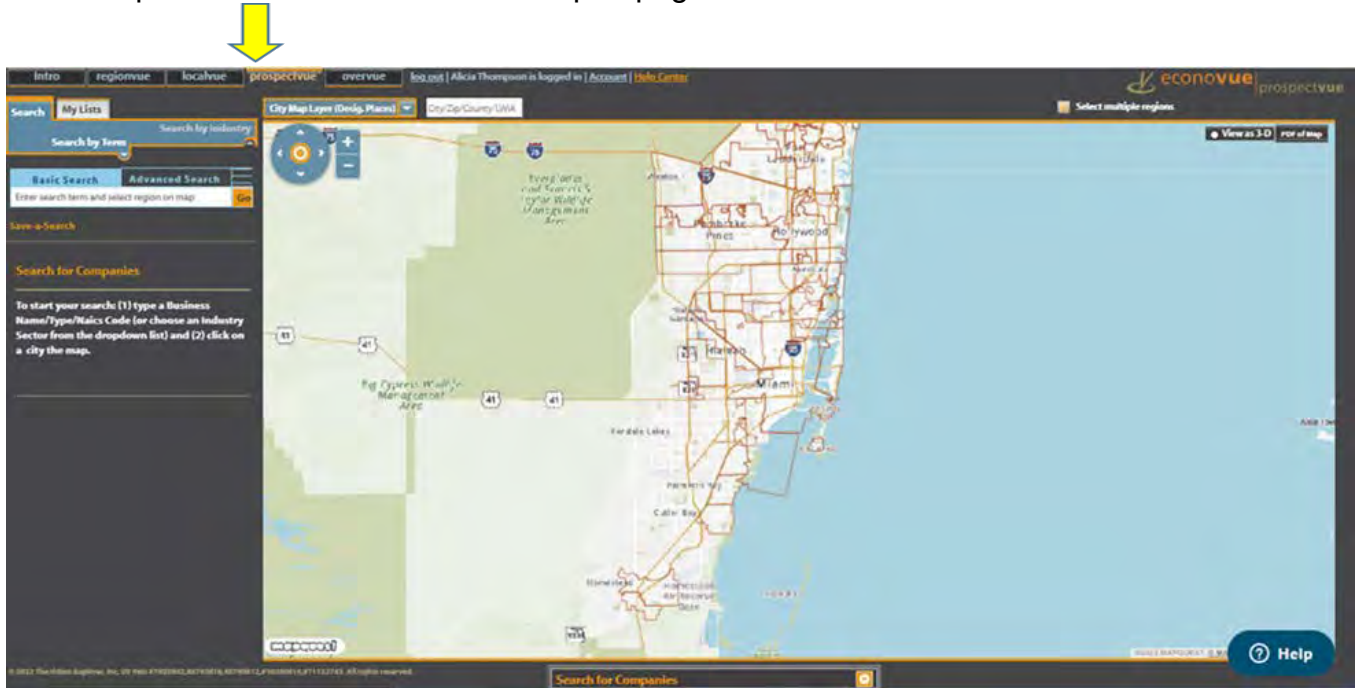


8. (scroll down), the financial stress index and material change score. In this example the financial stress index is high and the material change score shows early signs of decay. This is an example of a business that could benefit from layoff aversion strategies.



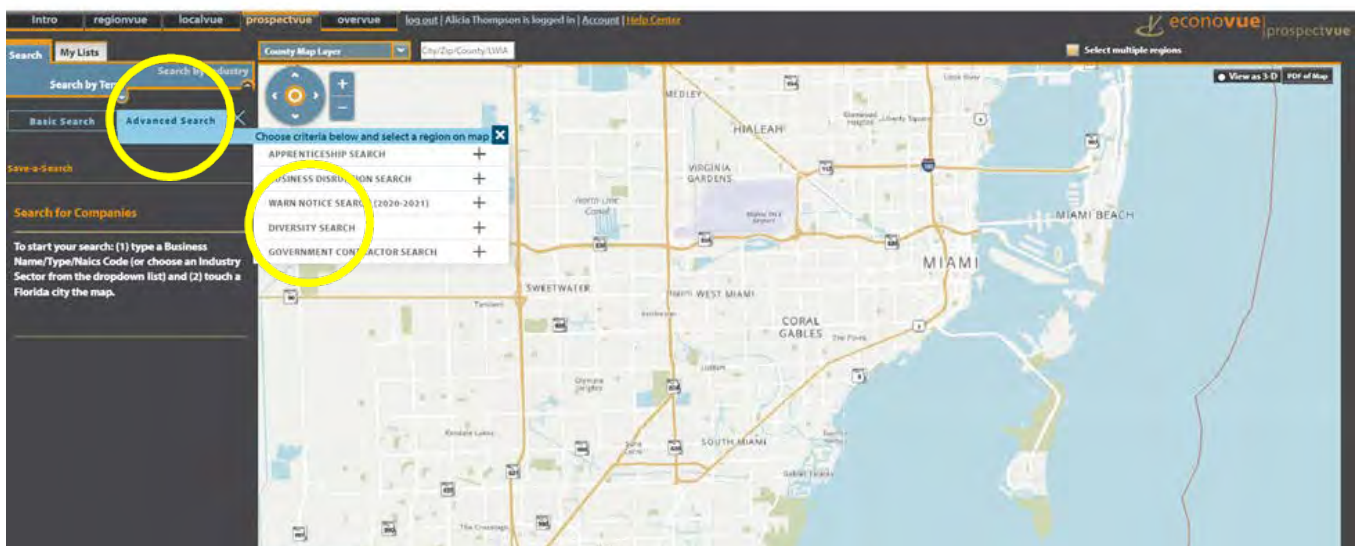
ECONOVUE EXAMPLE 2 Veteran Owned Business

1. Select ProspectVue from the tabs at the top of page

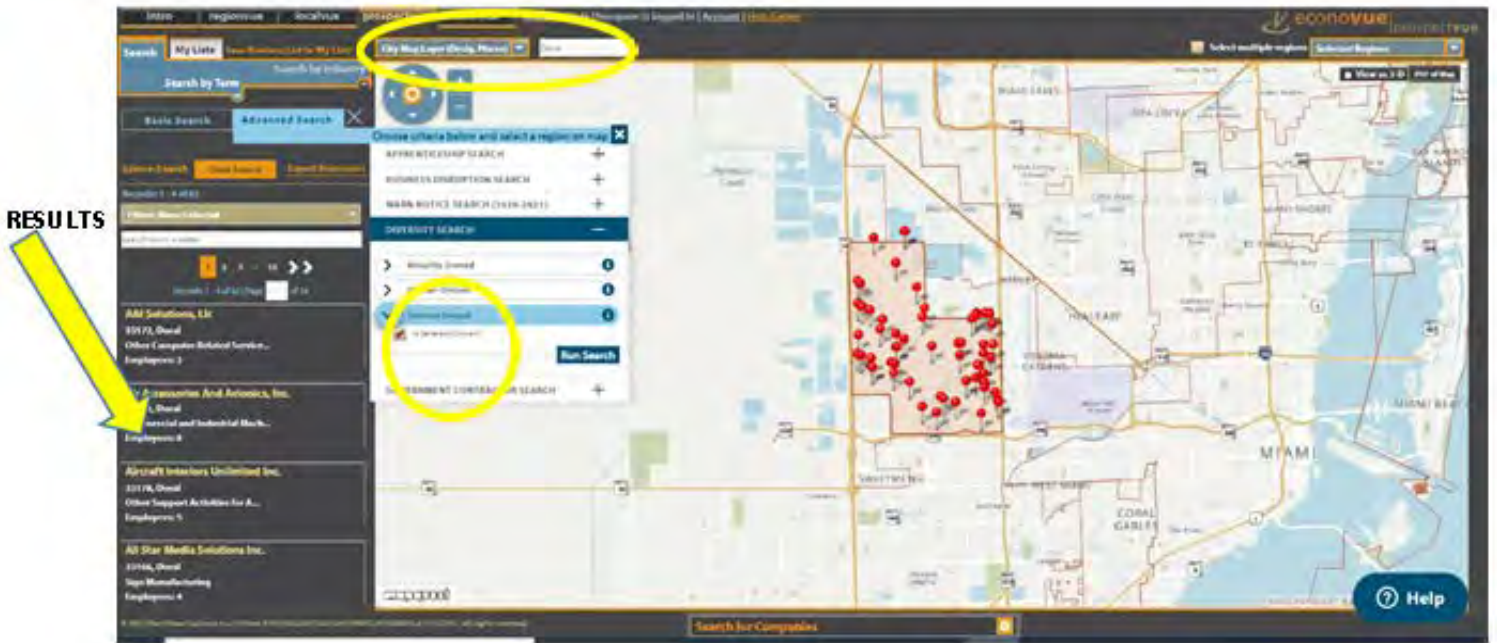


2. Select Search Criteria:

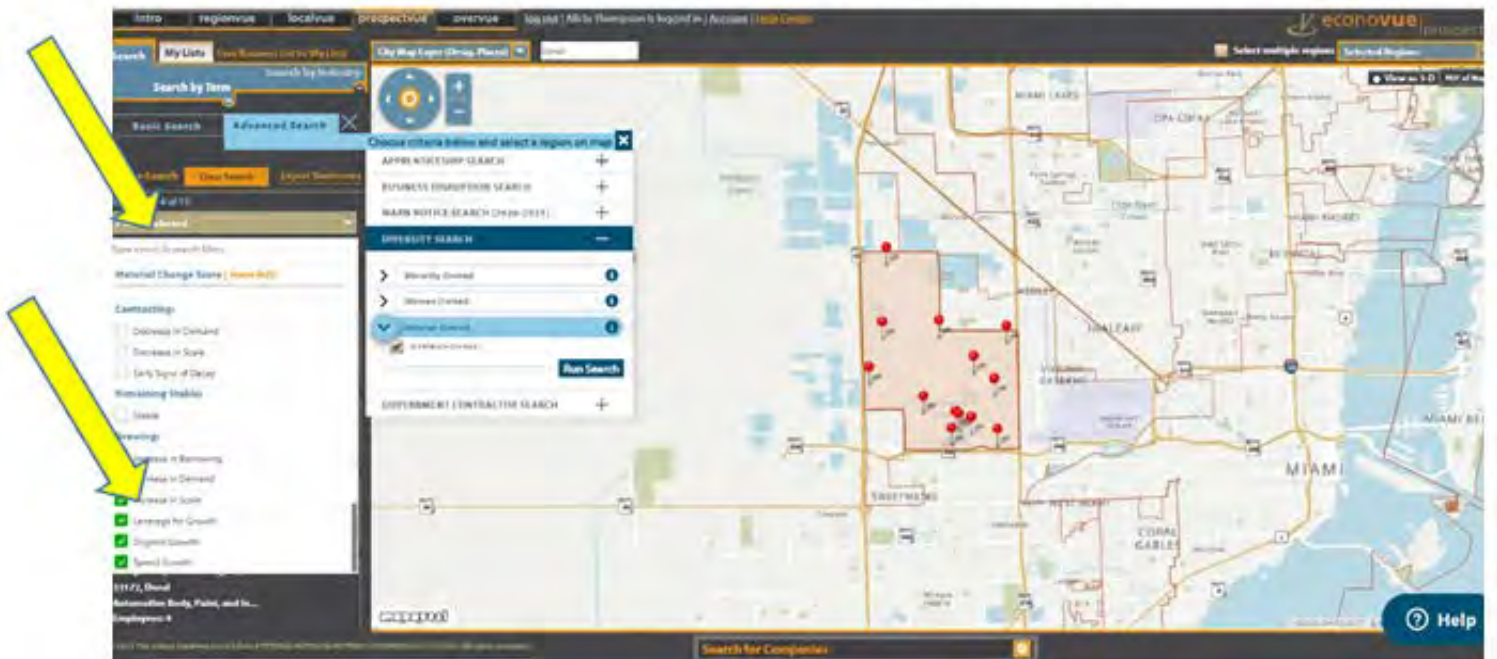
Example: Search by Advanced Search, Diversity Search.



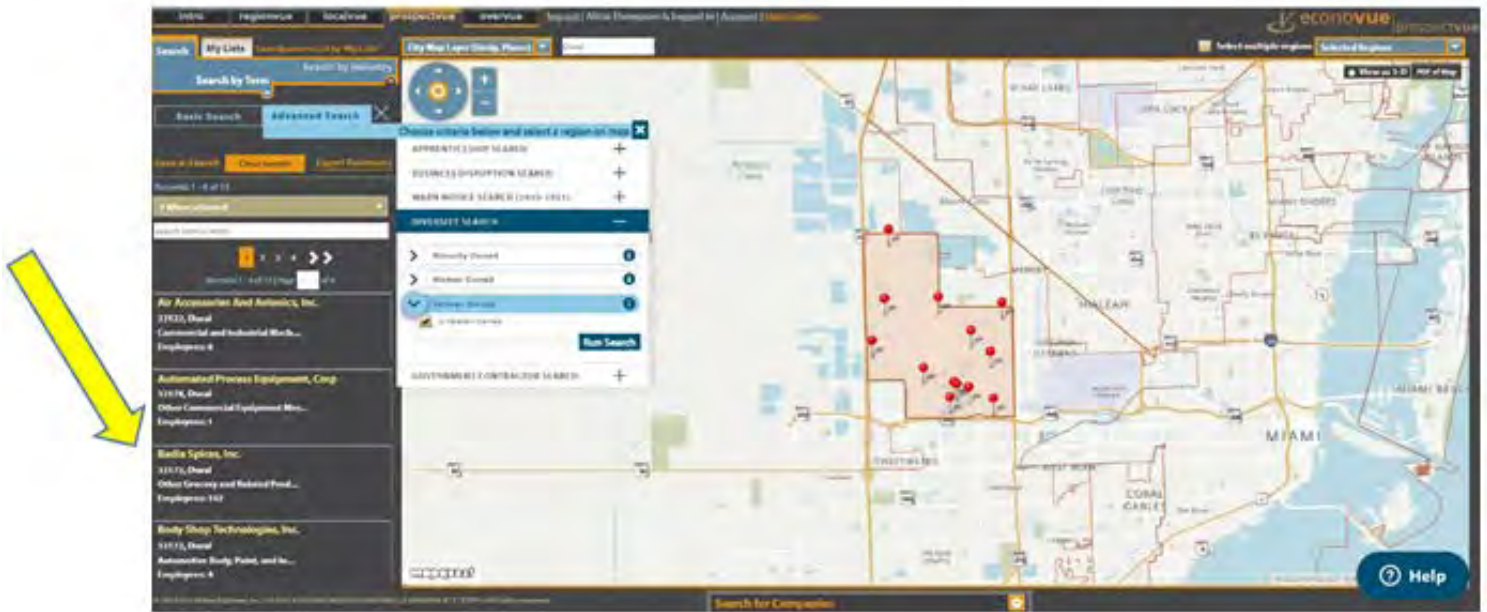
3. Additional search criteria: Veteran Owned and City level (Doral)



4. Select Filters: Scroll to select Financial Stress Score —Low, Material Change Score —Growing

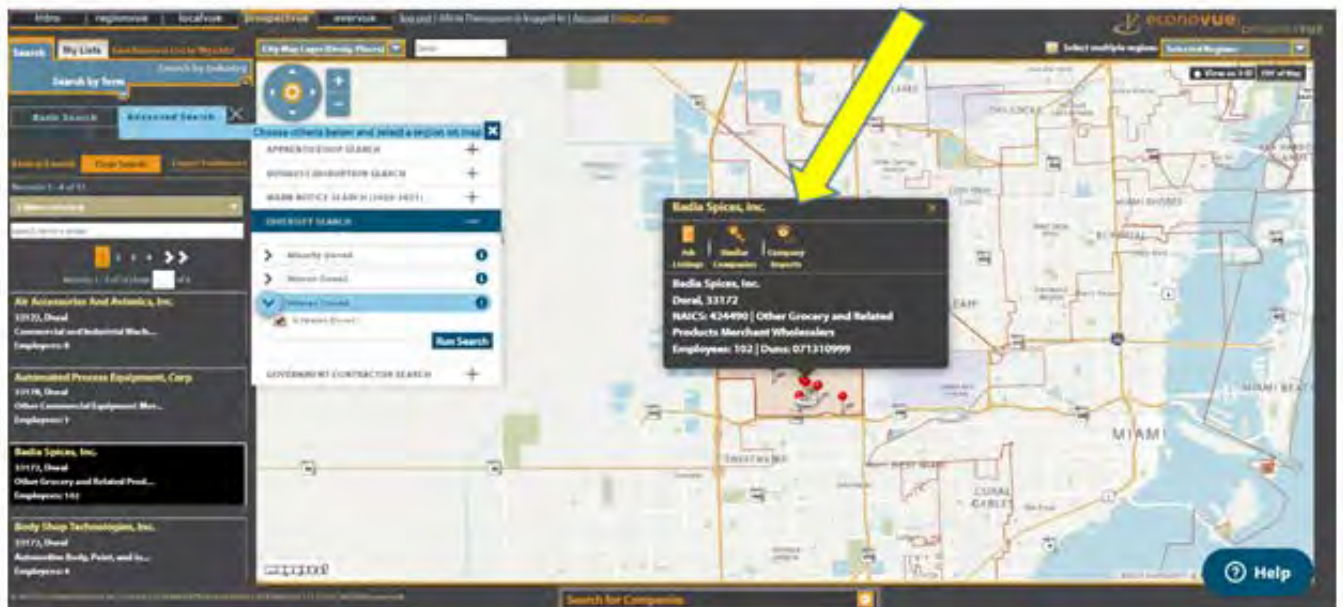


5. Results of filter

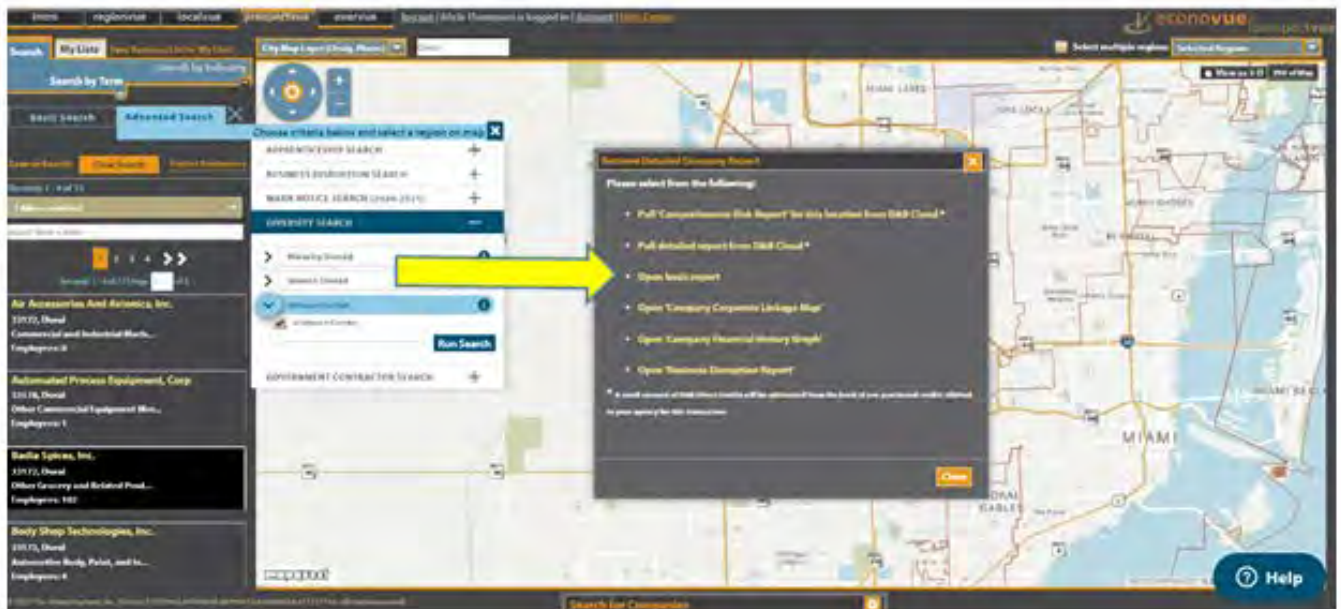


6. Select business—either from the list or hover over the pins to select

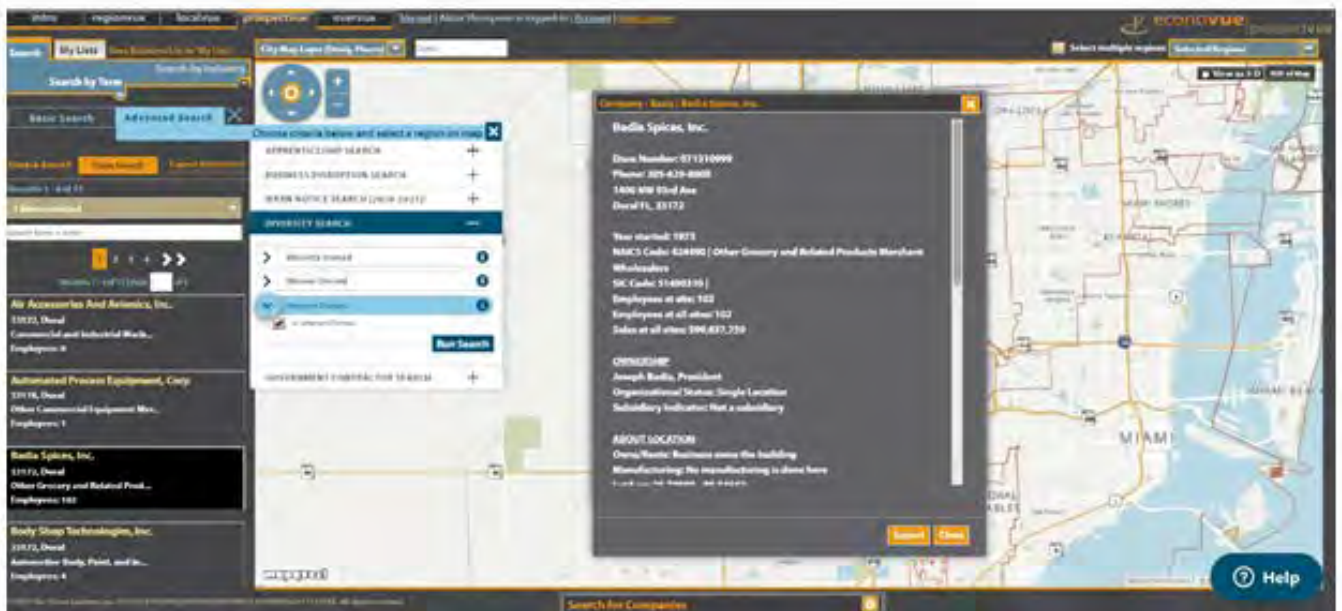
7. Select Company Reports



8. Select Open Basic Report



9. Basic Report contains contact information, ownership information, and.....



10. (scroll down), the financial stress index and material change score. In this example the financial stress index is low and the material change score shows spend growth. This is an example of a business that may be expanding and adding employees.



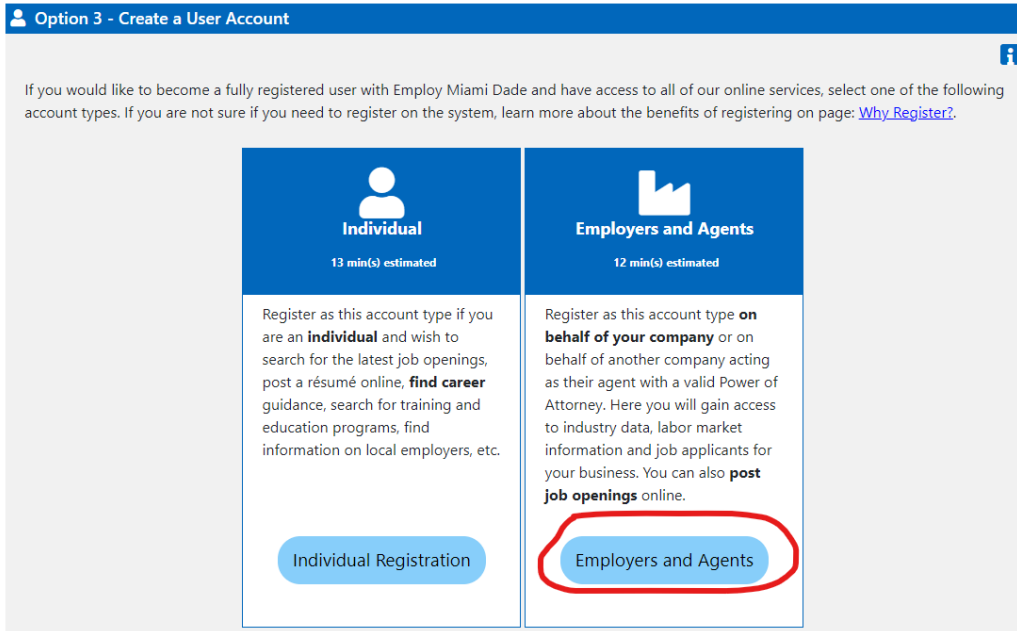
Employer Registration Procedure

Entering a New Employer into System

Step 1: Click Blue Sign In / Register button



Step 2: Scroll Down to Option #3 and Select option for Employers and Agents



Step 3: Click "I Agree" on Terms of Use page

EMPLOY MIAMI-DADE

Employ Florida Terms and Conditions Governing Your Access and Use of Employ Florida (EF)

Introduction: Please read the following information carefully as it contains the terms and conditions governing your access to and use of the EF website. If you do not accept and comply with these Terms and Conditions (referred hereinafter as "Terms"), you may be prohibited from using EF. Please refer to <http://www.gpo.gov/fdsys/pkg/CFR-2011-title20-vol3/pdf/CFR-2011-title20-vol3-sec658-500.pdf>.

Acceptance of Terms: EF provides its service to you subject to the following Terms. These Terms may be updated from time to time, and proposed changes will be posted on the EF website. You can review the most current version of the Terms at www.employforida.com.

Binding Agreement: Your use of EF constitutes acceptance of the Terms and creates a binding agreement between you and the State of Florida Workforce Partners (hereinafter "PARTNERS"). The PARTNERS include Workforce Florida, Inc., the Department of Economic Opportunity, the Regional Workforce Boards and the website originator, Geographic Solutions, Inc. The PARTNERS provide this information as a public service. With respect to information available from this site, the PARTNERS make no warranty, express or implied, including the warranties of merchantability and fitness for a particular purpose arising out of the use or inability to use the data, and assume no legal liability or responsibility for the accuracy of the information.

- Description of Service:** EF is an Internet-based service that provides online employment services. Unless explicitly stated otherwise, any new features which augment or enhance the current services, including the release of new EF versions, shall be subject to these Terms. You are responsible for all equipment necessary to access this service.
- Definitions: The following are definitions of terms that are used in or apply to the information contained herein:**
 - "Applicant Harvesting" means the process of using false, fictitious, or misleading job postings to entice a job seeker to divulge personal, employment or other information, and includes requesting

By clicking the *I agree* button below and continuing with the registration process, you acknowledge that you have reviewed and understand the information contained in the Employer Agreement above.

Step 4: Select Employer Account Type. Account type should always be **Direct Representative of your Organization**

EMPLOY MIAMI-DADE Select the representative type that best describes your company.
You may only select one of these options. If you select Direct Representative, you may then select the functionality you need.

Representative Type

Please specify what type of user that you are:


- Direct Representative of your Organization**
This includes employees, principals and owners of the organization that is registering.
- Third Party Agents (TPA)**
This includes companies that represent one or more registered organizations and will perform activities on their behalf.
- Professional Employer Organization (PEO)**
This includes companies that have responsibility for managing payroll for one or more registered organizations and will perform activities on their behalf. A PEO is the employer of record for tax purposes and insurance purposes.

Step 5: Enter company's FEIN number in required fields:

* Indicates required fields.

For help click the information icon next to each section.

Employer Identification

 For help click the information icon.

* **Type of Identification:** Federal Employer Identification Number
 Social Security Number

* **Federal Employer ID Number (EIN) / Federal Tax ID (FEID) or Social Security Number:**
Do not enter dashes. Example 999001111

* **Confirm Federal ID Number:**

UI Employer Account Number:
Do not enter dashes. Example 99900111111


Confirm UI Employer Account Number:

UI Employer Type:

Step 6: Complete remaining fields

Login Information

* **User Name:** Enter User Name (3 - 20 characters, and must include characters, letters or numbers. Allowable characters are + @ . _)

* **Password:**  **Strong!**
Enter Password (8 - 16 characters, and must include at least one uppercase letter, one lowercase letter, one number and one special character. Allowable characters are # @ \$ % ^ . ! * _ +).

* **Confirm Password:** 


* **Security Question:**

The response to the security question will be required if you forget your user name or password.

* **Security Question Response:**

Use Letters and numbers. Special characters are not allowed.

Employer Identification

 For help click the information icon.

Employer Site ID: 19372

* Company Name:
Company Name as registered with the State of Florida

* Type of Identification: Federal Employer Identification Number
 Social Security Number

* Federal Employer ID Number (EIN) / Federal Tax ID (FEIN) or Social Security Number:
Do not enter dashes. Example 999001111


* Confirm Federal ID Number:

UI Employer Account Number:
Do not enter dashes. Example

Confirm UI Employer Account Number:

[\[Update \]](#)

Primary Location Information

 For help click the information icon.

* Street Address 1:

Street Address 2:

Street Address 3:

* City:

* State:

* County/Borough/Parish:

* Country:

* Zip code:

Contact Information

* Job Title:

* First Name:

Middle Initial:

* Last Name:

* Primary Phone: - - Ext

Alternative Phone: - - Ext

Contact Text Message Phone Number: - -

Fax: - -

* Contact Email Address:

* Confirm Contact Email Address:

[Read Our Email Security Policy \(Opens in a new window\)](#)

* Please select a method in which you prefer to receive your notifications:

Company Website:
e.g. <https://www.companywebsite.com>

Company Job Application Website:
e.g. <https://www.companywebsite.com>

Company Information

* **Industry Title (NAICS):** [Search for Industry Code \(NAICS\) \(Opens in a new window\)](#)

* **No. Of Employees (Company Size):**

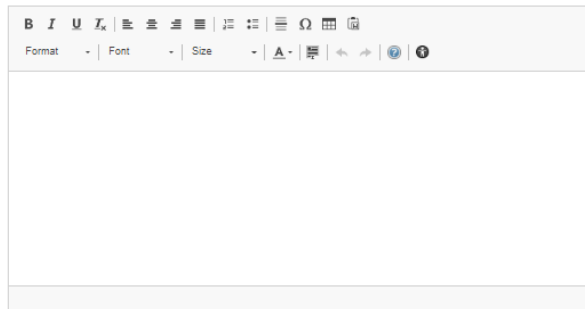
* **Type of Employer:**

* **Are you a Federal Contractor?:**
 Yes, I am a Federal Contractor
 No, I am not a Federal Contractor

* **Would you be willing to hire remotely located candidates?:**
 Yes
 No

Company Profile

Enter a profile of your company for job seekers to view including a summary of your major products and services. Some HTML tags such as embedded videos are not allowed in this text box and will not be saved.



The image shows a rich text editor interface. At the top, there is a toolbar with various icons for text formatting (bold, italic, underline, strikethrough), alignment (left, center, right, justified), bulleted and numbered lists, indentation, link, unlink, and help. Below the toolbar, there is a large, empty text area for entering the company profile. At the bottom of the text area, there are two links: "[Clear Text]" and "[Remove All Formatting]".

[Clear Text] [Remove All Formatting]

Special Characteristics

Check each special characteristic that applies to your company:

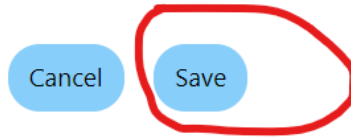
- Older Worker Friendly
- Veteran Friendly
- Disability Friendly
- Minority Owner
- Veteran Owner
- Woman Owner

Step 7: Click Save

Benefits Offered

Benefits not specified No benefits provided Benefits provided outlined below

You have a written affirmative action plan



[Return to the Directory of Services](#)

Employer Service Code Entry Example

Step 1: From Employer's main profile, Select Staff's Profile, Case Management Profile, Activities



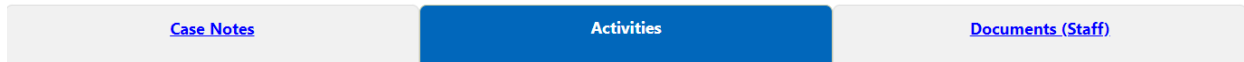
Currently Managing [POOLE & KENT COMPANY OF FLORID...](#)
Use this folder to manage your general company information including contact and login information.

If you make changes, click the Save button.

[[Assist an Employer](#) | [Staff Services](#) | [Employer Portfolio](#)]

- [-] [-] **Employer Profiles**
 - [-] [-] [Corporate Profile](#)
 - [-] [-] [General Information](#)
 - [-] [-] [Locations](#)
 - [-] [-] [Contacts/Users](#)
 - [-] [-] [Account Summary](#)
 - [-] [-] [Documents](#)
 - [-] [-] [Agents](#)
 - [-] [-] [Search History Profile](#)
 - [-] [-] [Viewed Résumés](#)
 - [-] [-] [Programs](#)
 - [-] [-] [Occupations](#)
 - [-] [-] [Industries](#)
 - [-] [-] [Areas](#)
 - [-] [-] [Communications Profile](#)
 - [-] [-] [Messages](#)
 - [-] [-] [Correspondence](#)
- [-] [-] **Human Resource Plan**
 - [-] [-] [Job Order Plan](#)
 - [-] [-] [Job Orders](#)
 - [-] [-] [Job Order Templates](#)
 - [-] [-] [Application Questions](#)
 - [-] [-] [Job Skill Sets](#)
 - [-] [-] [Tools and Technology](#)
 - [-] [-] [Recruitment Plan](#)
- [-] [-] **Staff's Profile**
 - [-] [-] [Contact Management Profile](#)
 - [-] [-] [Summary](#)
 - [-] [-] [Marketing Details](#)
 - [-] [-] [Case Management Profile](#)
 - [-] [-] [Case Notes](#)
 - [-] [-] [Activities](#)
 - [-] [-] [Documents \(Staff\)](#)

Step 2: Select Service Plan to access Employers activities



Service Plan

Select this option to review the services planned for and provided to this employer.

Step 3: Click Add Service



Currently Managing [POOLE & KENT COMPANY OF FLORID...](#)
Listed below are the Services the selected Employer has been assigned.

Click the *Add Service* link to create a new Service associated with this Employer. Click the *Add Multiple Services* link to create more than one Service for the Employer.

Employer Services

Federal Employer ID: 753163466
Company Name: Poole & Kent Company of Florida
Address: 1781 NW North River Drive
Miami, FL 33125

[[Add Service](#) [Add Multiple Services](#)]

Step 4: Select the appropriate Activity/Service code, office location, contact method, and worksite location. See



Currently Managing [POOLE & KENT COMPANY OF FLORID..](#)
Please provide information for the following fields and click the **Save** button when you are finished.
Otherwise click the **Cancel** button to return to the Service Plan page.

Staff Name: Jarvis Washington **Phone:** (305) 594-7615

* **Activity/Service:** E34 - Job Order

Scheduled Date: 12/08/2022 [Today](#)

Scheduled Time: EST

Actual End Date: 12/08/2022 [Today](#)

Completion Code: Successful

* **Region:** CareerSource South Florida

* **Office:** CareerSource S Florida -4820- HQ Business Services

* **Position:** Staff

Contact Type: Staff Initiated

Contact Method: Written Correspondence

Contact Name: Wendy Campbell - Poole & Kent Company of Florida

Rapid Response Event Number: [Find Rapid Response Event](#)

TAA Petition Number: [Find TAA Petition](#)

* **Worksite Location:** Poole & Kent Company of Florida
1781 NW North River Drive
Miami, FL 33125 [Find Worksite Location](#)

Comments: Employer requested job order entry for a Carpenter on 12/8/2022
Job Order: 12087363 - Carpenter (S-888)

Save Cancel

Step 5: Click Save when completed

Current Employer Served and Level 1 Performance

	Employer Served		Employer Served (Level 1)	
	PY22-23 Current Annual Performance	Actual Performance 07/01/22 to 11/30/22	PY22-23 Current Annual Performance	Actual Performance 07/01/2022 to 11/30/22
Carol City AJC	1,067	415	693	285
Hialeah AJC	1,225	547	796	350
Homestead- AJC	1,237	748	804	692
Little Havana -AJC	1,154	853	750	350
North Miami Beach-AJC	1,337	647	869	429
Northside -AJC	1,360	628	884	350
Perrine-AJC	1,415	650	920	457
West Dade AJC	1,653	746	1,074	572
Florida Keys AJC	705	94	458	0
Totals	11,153	5,328	7,248	3,485

Revised Employer Served and Level 1 Performance

	Employer Served		Employer Served (Level 1)	
	Revised PY22-23 Annual Performance	Performance Goals 01/01/23 to 06/30/23	Revised PY22-23 Annual Performance	Performance Goals 01/01/23 to 06/30/23
Carol City AJC	1,809	1,311	1,176	834
Hialeah AJC	2,077	1,420	1,350	930
Homestead- AJC	2,097	1,200	1,363	533
Little Havana -AJC	1,956	933	1,272	852
North Miami Beach-AJC	2,267	1,491	1,474	959
Northside -AJC	2,306	1,552	1,499	1,079
Perrine-AJC	2,400	1,620	1,560	1,011
West Dade AJC	2,803	1,908	1,822	1,135
Florida Keys AJC	1,195	1,082	777	777
CAMACOL, Inc.	149	149	97	97
Miami-Dade Chamber of Commerce, Inc.	149	149	97	97
Florida Minority Supplier Development Council, Inc.	149	149	97	97
South Florida Hispanic Chamber of Commerce	149	149	97	97
South Florida Progress Foundation, Inc.	248	248	161	161
Beacon Council Economic Development Foundation, Inc.	248	248	161	161
Totals	20,000	13,606	13,000	8,818