

**NEW RIVER/MOUNT ROGERS WORKFORCE DEVELOPMENT AREA**  
**CONSORTIUM BOARD**

**MEETING AGENDA**

**July 17, 2019**

- I. Call to Order – Jay Williams
- II. Moment of Reflection/Pledge of Allegiance - Chair
- III. Roll Call
- IV. Consent Agenda
  - A. Approval of Minutes from the May 15, 2019 Meeting
  - B. Operational Summary
  - C. Executive Committee Action
    - 1. Banking Proposal
    - 2. Approval to Apply for Funds
- V. Public Comment Period
- VI. Review/Approval of Draft PY'19 Budget
- VII. Review/Approval of PY'19 Contract Extensions and Funding Allocations
- VIII. Workforce Development Board Update
- IX. Executive Summary – Marty Holliday
  - A. July 19<sup>th</sup> Presentation by the State
  - B. Grant Applications Updates
- X. Informational Items
  - A. Workforce System Updates
    - 1. One-Stop Operator – Beth Carico
    - 2. T2C Update – Beth Carico and Melanie Blosser
    - 3. Grants Update
      - A. HEART
      - B. Go Virginia Region 2
      - C. Pathways – Jenny Bolte
- XI. Consortium Board Members Time
- XII. Miscellaneous (Travel Reimbursement, 2018 (remaining) and 2019 (new), Consortium Board Meeting Schedule)
- XIII. Next Meeting Date– **September 18, 2019, Wytheville Meeting Center 10AM**
- XIV. Adjournment

# New River/Mount Rogers Workforce Development Area Consortium Board

## May 15, 2019 MEETING MINUTES

A meeting of the NR/MR WDA Consortium Board was held on May 15, 2019 at the Wytheville Meeting Center, Wytheville VA. Those in attendance were as follows:

<u>Board Members</u>	<u>Staff</u>	<u>Guests</u>
Jay Williams – Giles, Chair Rex Hill – Carroll Terri Morris – Floyd Mary Biggs – Montgomery Joe Guthrie – Pulaski Joe Hale – Wythe Neal Osborne – Bristol City Robert Gropman – Radford City	Marty Holliday Beverly Suthers Della Wheeler	Mike Miller – Chair WDB Beth Carico - People Inc. Leta Bradley – Goodwill of the Valleys, Inc.

At 10:10 am, Chair Williams called the meeting to order with a moment of reflection.

Chair Williams asked Ms. Suthers to call the roll. A quorum was present.

Dr. Workman made a motion to approve the Consent Agenda Items as presented, with a second from Mr. Hill.

Moving on with Agenda Chair Williams opened the floor to public comment. Hearing none, he proceeded with the next item on the agenda.

Ms. Holliday reviewed the Draft PY19 Budget, stating that the program allocations had not yet been received from the State. She had been informed that the Local Area allocations will be sent out by May 20, 2019. She told the Board that planned the budget on a 12% reduction in funds. The draft PY19 budget will be reworked after the allocations are received and then again when carryover figures are known. The Final PY19 Budget will be presented at the September Board meeting. A brief discussion followed. Dr. Workman made a motion to approve the Draft PY19 Budget as presented with a second from Mr. Gropman. There was a called vote: Giles – Yes, Carroll – Yes, Floyd – Yes, Montgomery – Yes, Pulaski – Yes, Wythe – Yes, Bristol City – Yes, Radford City – Yes.

Next, Ms. Biggs made the motion to approve the PY19 Contract Extensions and Funding Allocations, with a second from Mr. Guthrie. There was a called vote: Giles – Yes, Carroll – Yes, Floyd – Yes, Montgomery – Yes, Pulaski – Yes, Wythe – Yes, Bristol City – Yes, Radford City – Yes.

Ms. Biggs then made a motion to approve the PY19 Fiscal Agent Agreement with a second from Dr. Workman. Motion was passed unanimously.

Mr. Miller updated the Board on the WDB activities and the work that has been done on the budget. He stated that the next WDB meeting will be election of officers.

Ms. Holliday preceded to update the Board on the Executive Summary and Informational items. She stated that the Legislative Breakfast would be postponed until November after the elections.

Ms. Holliday stated that we have a staff person who will become a Job Profiler for the Work Ready Communities and would be leaving in June for training. She stated that the region would be moving forward together. A brief discussion followed.

Ms. Carico, updated the Board on the One Stop Operations and the Youth Special Project. Ms. Bradley updated the Board on their Youth Special Project.

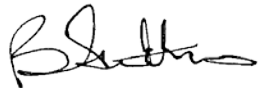
Ms. Holliday updated the Board on the Grants.

Chair Williams opened the floor for Board member time. Mr. Gropman asked Ms. Holliday how the low unemployment rate in the region would affect our customers. Ms. Holliday stated that our Program Operators would be working with customers who need additional assistance and this would take more effort. A brief discussion followed. Chair Williams thanked staff and Operators for their time and commitment.

Chair Williams proceeded to highlight Board Travel, the next meeting on July 17, 2019 at the Wytheville Meeting Center at 10:00 am.

The meeting was adjourned at 10:45 am.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "B. Suthers".

Beverly W. Suthers  
Workforce Operations Coordinator

## Operational Summary – July 17, 2019

### Service Levels:

Thru June 30, 2019, our Program Operators have served the following:

DLW – 232	In Training – 52
Adults – 238	In Training – 56
Youth – 213	

These service levels are the following percentage of planned PY'18 enrollments for the 4<sup>th</sup> quarter of the program year:

	<u>Plan</u>	<u>Actual</u>
DLW – 140% of plan	166	232
Adult – Goodwill – 119%	100	119
People – 102%	117	119
Youth – Goodwill – 84%	116	98
People – 100%	115	115

### Performance:

Thru June 30, 2019, Program Operators have achieved the following performance levels:

	<u>Total</u>	<u>Attained Standard</u>	<u>Exclusion*</u>
DLW – Placement Rate – 82%	75	61	1
Average Wage at Placement - \$14.07			

	<u>Total</u>	<u>Attained Standard</u>	<u>Exclusion*</u>
<b>Adults:</b>			
<u>Goodwill Industries of the Valleys</u>			
Placement Rate – 86%	54	42	5
Average Wage at Placement - \$10.30			
<u>People, Inc. of Virginia</u>			
Placement Rate – 100%	47	47	0
Average Wage at Placement - \$12.64			
<b>Youth:</b>			
<u>Goodwill Industries of the Valleys</u>			
Placement Rate – 93%	43	37	3
Attained a Degree or Certificate – 87%	23	20	0
<u>People Inc. of Virginia</u>			
Placement Rate – 91%	43	39	0
Attained a Degree or Certificate – 91%	22	20	0
<b>Exclusions:</b>			
1. Institutionalized			
2. Health/Medical or Family Care			
3. Deceased			
4. Reserve Forces Called to Active Duty			
5. Relocated to a Mandated Program			
6. Invalid or Missing Social Security Number			

Operator performance is in line with planned contract performance goals as well as negotiated Performance Measures.

## Financial

Thru May 31, 2019, our Program Operators expended 59% of available PY'18 contract funding for all programs. Under WIOA 45% (40% required) of Adult/DLW funds expended have been for required training activities. 85% (75% required) of WIOA Youth program funds have been expended on Out of School Youth with 31% (20% required) expended on Work Experience activities as defined under WIOA. All expenditures are meeting/exceeding current WIOA and State program spending requirements.



**New River/Mount Rogers Workforce Development Area Consortium Board  
Request for Proposal  
Revolving Credit Line/Banking Services**

**BACKGROUND** - In 2000, the Federal Government changed its jobs training program from JTPA to the Workforce Investment Act (WIA). With that legislation, it established local Workforce Investment Boards that receive the Federal jobs training funds on an annual basis and have the responsibility of administering them locally. In 2014, Congress changed the program to the Workforce Innovation and Opportunity Act (WIOA) that basically kept everything the same but changed the names of the Boards to Workforce Development Boards and Workforce Development Areas.

Va. Code §15.2-1300 provides that local governments may enter into agreements for joint or cooperative exercise of any power, privilege or authority which each is capable of exercising individually. The Member Jurisdictions of the New River/Mount Rogers Workforce Development Area (which includes the Counties of Bland, Carroll, Floyd, Giles, Grayson, Montgomery, Pulaski, Smyth, Washington and Wythe and the Cities of Bristol, Galax and Radford) have formed a joint entity designated as the New River/Mount Rogers Workforce Development Area Consortium (the "Consortium") and recognized as Virginia's Area II Local Workforce Development Area. The Chief Local Elected Official (or their appointee) makes up the membership of the New River/Mount Rogers Workforce Development Area Consortium Board (here after called the Board).

The Board has financial responsibility of WIOA and other discretionary grant funds received by the New River/Mount Rogers Workforce Development Area

**REASON FOR REQUEST** - The government grants require the Board to operate on a reimbursement basis and, up until the present time, the Board's fiscal agent, the New River Valley Regional Commission, has provided the up-front funding. With the increased amount of discretionary grants received by the Board, this has become an additional financial burden on the fiscal agent.

**PRODUCT NEED-** We are in need of and shopping for the following services:

- Establishment of a business operating line of credit at \$500,000;
- Business on-Line banking;

Other questions to be answered include:

- Current Interest rate and terms offered: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

- Fees:
  - Origination charge on loan: \_\_\_\_\_
  - Maintenance fees on line of credit: \_\_\_\_\_
  - Sweep Fees: \_\_\_\_\_

- Are government organizations eligible for free checks or a discounted rate? \_\_\_\_\_ If yes, what type of discount?  
\_\_\_\_\_
- Can we make a draw/transfer on a line of credit through on-line banking? \_\_\_\_\_

Proposals must be submitted by 4:30PM on June 28, 2019 to the Executive Director, Marty Holliday at 6580 Valley Center Drive, Suite 119, Radford, VA 24141; [marty.holliday@vcwnrnr.com](mailto:marty.holliday@vcwnrnr.com). This information will be presented to the Board's Finance Committee. The Finance Committee will review all proposals and make a recommendation to the Board.

If you have any questions or would like further clarification of any aspect of this request, please contact Marty Holliday at 540-633-6764 or [marty.holliday@vcwnrnr.com](mailto:marty.holliday@vcwnrnr.com).

*Funds described are 100% supported by a federal U. S. Department of Labor (DOL) Employment and Training Administration Workforce Innovation and Opportunity Act (WIOA) and/or other DOL Grants.*



## Grant Applications

- a. **State Rapid Response** funds to support the dislocated workers from recently announced layoffs (and with the cut in funding, we may not be able to support them without additional funds). I hope to get this request off soon. Estimated request **\$199,500** (budget not complete yet). Services provided will be traditional WIOA Dislocated Worker Services.
- b. **Economic Equity Grant** (state funds) – Due Friday July 12 to the State for **\$200,000** (that is the maximum you can request)
  - i. *With low unemployment rates, businesses are struggling to find talent to fill jobs. The workforce system needs to build a bridge between the out of work population and business needs. This work will also lay the foundation and establish service delivery practice for implementing the legislated Medicaid work requirement.*
- c. **Workforce Opportunities for Rural Communities –WORC Grant** – Due July 15 to the DOL covering the 33 Virginia localities in the Appalachian region that are located in five workforce areas - **\$2.5 million** is the maximum request (this one would be using the Pathways model)
  - i. *ETA/U.S. Department of Labor (DOL), in partnership with the Appalachian Regional Commission (ARC) and the Delta Regional Authority (DRA), announce the available funds for demonstration grant projects supporting alignment of workforce development with existing strategies and plans for economic development and diversification in rural communities from the following areas hard hit by economic transition and recovering slowly: 1.) The Appalachian region, as defined in 40 U.S.C. 14102(a)(1), and 2.) The Lower Mississippi Delta (Delta) region, as defined in 7 U.S.C. 2009aa(2).*
  - ii. *These grants will enable eligible applicants within the Appalachian and Delta regions to expand the impact of existing workforce development initiatives, as well as provide valuable career, training, and support services to eligible individuals in counties and parishes and/or areas currently underserved by other resources. These grants support workforce development activities that prepare dislocated workers, new entrants to the workforce, and incumbent workers for good jobs in high-demand occupations aligned with a regional or community economic development strategy.*

# Draft - PY'19 BUDGET

## PY'18 Carryover Funds

### Formula

Administration \$ 25,000

### Program

DLW \$ 75,000

Adult \$ 110,000

Youth \$ 65,000

Totals \$250,000

Total Carryover Funds \$275,000

## PY '19 WIOA Allocations

	Admin	Program	PY'19 Projection	PY18 Allocations
DLW	\$52,545	\$472,902	\$525,446	\$597,098
Adult	\$63,547	\$571,921	\$635,468	\$722,123
Youth	\$76,617	\$689,551	\$766,168	\$870,645
Totals	<u>\$192,708</u>	<u>\$1,734,374</u>	<u>\$1,927,082</u>	<u>\$2,189,866</u>

## Total Available Funding Summary

	Admin	Program	Total
WIOA Funding	\$192,708	\$1,734,374	\$1,927,082
Carryover	\$25,000	\$250,000	\$275,000
APG		\$1,858,161	\$1,858,161
Go VA		\$25,000	\$25,000
Ticket/swift Start		\$5,000	\$6,000
Total	<u>\$217,708</u>	<u>\$3,872,535</u>	<u>\$4,091,243</u>

## Draft - PY'19 BUDGET

### Expenses

Staff Salaries	\$476,878
Fringe Benefits	\$151,200
Travel	\$25,000
Office Space	\$53,000
Communication/Phones	\$11,000
Office Supplies	\$8,000
Postage	\$250
Printing	\$750
Copies & Copier Maint.	\$750
Outreach/Media Adv.	\$10,000
Equipment Rent	\$1,600
Dues/Pubs	\$3,100
Training/Professional Development	\$4,500
Meeting Expense	\$8,000
Capital Outlay	\$0
Contractual Ser.	\$1,481,785
Professional Services	\$10,000
Liability Insurance	\$2,500
Miscellaneous	\$1,350
<b>Expenses</b>	<b>\$2,249,663</b>
<b>Fiscal Agent Services</b>	<b>65,000</b>
<b>Board Reserved Funds</b>	<b>20,000</b>
<b>Total Budget</b>	<b>\$2,334,663</b>

## Budget Breakdown by Program

### WIOA Expenses

Formula Administration	\$92,281
Formula Adult Program	82,916
Formula DLW Program	82,916
Formula Youth Program	108,151
Formula Total	<u>\$366,262</u>

APG	\$1,858,161
Go VA Region 2	\$25,000
Ticket/Swift Start	\$6,000
Non-Formula Total	<u>\$1,889,161</u>

**Grand Total** \$2,255,423

**Fiscal Agent Services - \$65,000**

Formula Administration Funds - **\$65,000\***

**Board Reserved Funds - \$20,000**

Formula Administration Funds - **\$20,000\***

**DRAFT**  
**New River/Mount Rogers Workforce Development Area**  
**Summary of Funding Allocations/Carryover/Distributions**  
**Program Year 2019**

<b>Funding Source</b>	<b>Projected Funding</b>	<b>% of Funds</b>
Formula Administration	\$217,708	5.3%
Formula Adult Program	\$681,921	16.7%
Formula DLW Program	\$547,902	13.4%
Formula Youth Program	\$754,551	18.4%
APG	\$1,858,161	45.4%
Go Virginia Region 2 Collaborative	\$25,000	0.6%
Ticket/Swift Start	\$6,000	0.1%
<b>Projected Totals</b>	<b>\$4,091,243</b>	<b>100.0%</b>

**Board Expenses**

Formula Administration	\$92,281
Formula Programs	\$273,982
APG	\$442,795
Go VA Region 2 Collaborative	\$1,000
Ticket/Swift Start	\$6,000
<b>Total</b>	<b>\$816,057</b>

**Fiscal Agent Services** **\$65,000**

**Board Reserved** **\$20,000**

**"Draft"**  
**New River/Mount Rogers Workforce Development Area**  
**Summary of Funding Allocations/Carryover/Distributions**  
**Program Year 2019**

**Distribution to Program Operators**

Administration:		
One-Stop Administration		\$40,000
Program Costs:		
Formula Adult	\$590,000	
Formula DLW	\$460,000	
Formula Youth	\$640,000	\$1,690,000
<b>Total to Program Operators</b>		<b><u>\$1,730,000</u></b>

**Distribution to Sub-recipients**

APG	\$286,645	
<b>Total to Sub-recipients</b>		<b><u>\$286,645</u></b>

**Distribution to Contractors**

APG	\$1,128,721	
Go VA Region 2 Collaborative	\$24,000	
<b>Total to Contractors</b>		<b><u>\$1,152,721</u></b>

**Non Designated/Distributed Funds**

Formula Administration	\$428	
Formula Adult Program	\$9,006	
Formula DLW Program	\$4,986	
Formula Youth Program	\$6,400	
<b>Total Non Designated/Distributed</b>		<b><u>\$20,820</u></b>

**Grand Totals**

		<b><u>% of Funds</u></b>
Board Expenses	\$816,057	19.9%
Fiscal Agent	\$65,000	1.6%
Board Reserved	\$20,000	0.5%
Program Operators	\$1,730,000	42.3%
Sub-recipients	\$286,645	7.0%
Contractors	\$1,152,721	28.2%
Non Designated	\$20,820	0.5%
<b>Total</b>	<b><u>\$ 4,091,243</u></b>	<b><u>100%</u></b>

PY'19 Contracts to be Extended for One (1) Year

PY'19 Contract Extension Recommended Funding

Administration (One Stop Operator) \$50,000

People Inc. of Virginia \$50,000

DLW Program

People Inc. of Virginia \$445,000

Adult \$530,000

People Inc. of Virginia \$313,617

Goodwill Industries of the Valleys \$216,383

PY'19 Contracts to be Extended for One (1) Year

PY'19 Youth Contract Extension Recommended Funding

<u>Youth</u>	\$575,000
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People Inc. of Virginia	\$331,991
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Goodwill Industries of the Valleys	\$243,009
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## Executive Summary – July 17, 2019

### Staff Activities

- System Building/Backbone Organization Support
  - Accountable Care Community (SWVA and NE TN)
    - ACC Management Team
    - ACC Data & Evaluation Committee (Co-Chair representing VA)
  - Go Virginia
    - Member of Region 1 Hire Education Committee
    - Member of Region 2 Workforce Committee
  - Ongoing:
    - Work Ready Community Steering Team and regional lead
    - Program development/oversight of the Pathways to the American Dream initiative for Areas 1, 2, 3 & 17
    - Management Team for the HEART Project (Heart of Appalachia Collaborative Economic Transition)
    - Continued support of all four, and leadership of one, Business Solution Units
    - Center of Excellence Board Director's Member (Chair of the Partner Committee)
    - Montgomery Chamber of Commerce Education and Talent Committee
    - Member NRV Regional Commission and MR Planning District CEDS committee
    - Career & Technical Education Advisory Board member: Bland, Carroll, Giles, Montgomery, Smyth and Washington Counties and Cities of Bristol and Radford
    - Virginia SkillsBelt Project (AEP and VT)
    - SWVA/ETN Accountable Care Community Leadership Team Member
      - Co-Chair of the Data Committee
    - Region 2 Go Virginia Career Expo Planning Team
- Community Outreach
  - VT Peers Group 6/3/19
  - NRV CEDS 6/7/19
  - United Way Collaboration for Change 7/10/19
  - ACC Data and Evaluation Committee Meeting 7/15/19
  - ACC Management Team Meeting 7/16/19
- Business Engagement/Outreach
  - Business Tours 5/20/19
  - SVAM Annual Meeting 6/12/19
  - SWVA Regional Business Roundtable 6/20/19
  - Discussion with 1901 Group 7/8/19
- Staff training and development
  - M. Holliday - Opioid Crisis Resource Training 5/22/19
  - M. Holliday, S. Layman and K. Simmons Sector Strategy/Career Pathway Academy 5/13/19 and 6/4/19
  - S. Layman – ACT Job Profiler Certification/Training 6/7/19 \*

\*This is key to our Work Ready Community Initiative.

**VBWD One-Stop Report**  
**New River/Mt. Rogers Workforce Development Board**  
**Wytheville One-Stop Campus and Affiliate Sites**

**Reporting Period: June 1, 2019 – June 30, 2019 (YTD)**

In alignment with the balanced scorecard approach, each Local Workforce Development Board will forward a quarterly report to the Virginia Board of Workforce Development to include:

<b>Customer Service</b>	
Job seeker customer satisfaction survey results (% of respondents)	Very Satisfied – 75% Satisfied – 25%  No new comments
Business customer satisfaction survey results (% of respondents)	Very Satisfied – 75% Satisfied – 25%  “Extremely friendly staff – everyone comes by to say hello and introduce themselves. Checked in on me multiple times during visit. Mentioned our company to clients while on site”.
<b>Operations</b>	
Number of new “participants” (job seeker customers) for the one-stop	Wytheville – 582 Radford – 1,171 Galax – 286 (began tracking October 2018) Bristol – 748 (began tracking October 2018)
Number of hires attributed to the One-Stop Center	Wytheville – 91 Radford – 369 Galax – 58 (began tracking October 2018) Bristol – 13 (began tracking October 2018)
Number of training activities completed	150
Number of workforce credentials attained	131 - 87% of individuals trained attained a credential
Number of new employers registered in Virginia Workforce Connection (VWC)	Wytheville – 32 Radford – 84 Galax – 14 (began tracking October 2018) Bristol – 50 (began tracking October 2018)
Number of new job orders entered into VWC	Wytheville – 1,720 Radford – 3,423 Galax – 606 (began tracking October 2018) Bristol – 1,057 (began tracking October 2018)
Number of services to employers in VWC	Wytheville – 10,672 Radford – 7,129 Galax – 2,553 (began tracking October 2018) Bristol – 3,368 (began tracking October 2018)

Number of job seekers registered in VWC	Wytheville – 24,800 Radford – 41,443 Galax – 20,412 (began tracking in October 2018) Bristol – 16,995 (began tracking in October 2018)
Number of employers served by partner staff (An employer “served” is one who had a defined workforce need and received a solution developed by one or more One-Stop Partners.)	Wytheville – 1,507 Radford – 913 Galax – 520 (began tracking in October 2018) Bristol – 433 (began tracking in October 2018)
<b>Resource Management</b>	
Narrative which describes adherence to the Resource Management Plan arrangement	<p>Memorandum of Understanding and partner resource sharing meetings are being held.</p> <p>Partner meetings are held regularly to exchange information:</p> <ul style="list-style-type: none"> <li>- 05/01/2019 Partner Meeting Wytheville – 18 Attendees</li> <li>- 06/06/2019 Partner Meeting Galax – 7 Attendees</li> <li>- 03/27/2019 Partner Meeting Radford – 28 Attendees</li> </ul> <p>Business Services Units in Abingdon, Wytheville, Galax, and Radford continue to be active and participate in sponsored activities across the region.</p> <ul style="list-style-type: none"> <li>- The Galax Business Services Team participated in Industry Tours in Galax, Carroll, and Grayson Counties on 5/20/19. Tours were conducted at Oak Hall Cap and Gown, Blue Ridge Designs, and Moog – Galax. Wytheville Community College provided their activity bus and a driver for transportation between tours.</li> <li>- A workforce exchange was held in Abingdon on 6/11/19 where a panel of businesses spoke to workforce partners about their hiring needs/requirements.</li> <li>- Leadership Development Training is scheduled with GENEDGE at The Crossroads Institute on July 30<sup>th</sup>. This is a free training open to all businesses in the area to offer leadership training to front line supervisors.</li> <li>- Careerworks Open House at The Crossroads Institute was held on 6/6/19</li> </ul>

<b>Professional Development</b>	
List of professional development and other activities completed	<p>Professional and other activities completed by staff include:</p> <ul style="list-style-type: none"> <li>- Dislocated worker staff continue to work with individuals affected by the Bristol Compressors closure. 59 workers have been enrolled on the dislocated worker program at this time.</li> <li>- Core Health and Fitness in Independence has announced that they are closing and have already received Trade approval. There are 120 employees remaining, 97 are scheduled for lay off. The majority were laid off on July 1, 2019. The company hosted an on-site job fair for affected workers on 6/6/19, dislocated workers staff were in attendance to speak with and enroll affected workers.</li> <li>- American Tire in Wytheville closed on April 5<sup>th</sup> affecting approximately 16 workers. TAA petition was filed on 3/18/19 and is still in process.</li> <li>- A TRW TAA session was scheduled for May 2<sup>nd</sup>. A total of 14 workers have been laid off. Company is TAA approved. A WARN notice was issued that 75 more workers are scheduled to be laid off on August 5<sup>th</sup>. Rapid Response session scheduled for July 18<sup>th</sup>.</li> <li>- Veteran Activity: The region reports 19 veteran hires as of May, 2019.</li> </ul> <p>Job Fairs:</p> <ul style="list-style-type: none"> <li>• 6/10 – Addeco, Wolverine, Results, US Census Bureau</li> <li>• 6/13 – Phoenix Packaging</li> <li>• 6/19 – Radford University &amp; Manpower</li> <li>• 6/24 – Results</li> <li>• 6/25 - Asplundh</li> <li>• 6/28 – Korona Candles</li> </ul> <p>Staff Development:</p> <ul style="list-style-type: none"> <li>• Conflict to Creative Tension Training</li> <li>• Leadership Development Training</li> <li>• Grant Writing Workshop</li> <li>• Workplace Violence Training</li> <li>• Interview Basics Workshop for job seekers</li> <li>• Trade training</li> <li>• Twin County Community Resource Guide Planning Committee</li> </ul>
Number of frontline staff trained and certified in compliance with State policy	20 total – One Stop Operator is assisting front line staff at the comprehensive one stop in Wytheville with CWDP recertification.

## Virginia Career Works Success Story: Leonard Tucker



*Leonard Tucker, OTR Driver, RO Harrell Inc.*

Leonard Tucker came into the WIOA Adult program in December of 2018 as a referral from the Virginia Career Works offices in Radford. He is a single man who has skill and past experience working as a machinist and equipment repair. When he lost his job in May, he stated his goal was to find a new line of work where he could earn comparable salary without having to work the additional hours each week.

Leonard's economic woes were piling up. A weekend outing turned into a financial nightmare when his keys were accidentally dropped into a lake and his car was towed, leading to the loss of his car.

We came up with a workable plan. Based on his Career Scope results, I enrolled him into training for a CDL in Roanoke through Virginia Western Community College, close to where his father lives. Leonard stayed with his dad while in training, and was allowed to use his car to get back and forth to training. Leonard wasted no time and did well with training and earned his Class A CDL in early February, and worked with CDL recruiters at CDS Tractor Trailer Training to attend interviews.

Leonard was hired by R. O. Harrell Inc. on 2/22/2019, and officially became an OTR driver with the company in late April and received his first promotion.

This is a wonderful story as it is, but it will not end here. Leonard is very appreciative, and says that he would not have been able to achieve this goal without the support and guidance of his case manager with the WIOA Adult program. He continues to refer people to this program. Leonard Tucker is excellent example of how our programs are helping families to have better lives.

## Area Layoffs and Closures – June 30, 2019

<b>Company</b>	<b>Event</b>	<b>Affected Employees</b>	<b>Announcement or Effective Date</b>	<b>Status</b>
Southwestern Virginia Training Center Hillsville	Closure	300	June 2018	Completed
Norsdon Xaloy Pulaski	Closure	146	December 2017	Completed
Dish Network Christiansburg	Layoffs	400-450	Media announcement March 13, 2018	Completed
Wade's Grocery Dublin	Closure	42	April 2018	Completed
Magic Mart Galax	Closure	Not Announced	June 2018	Completed
Rite Aid Marion	Closure	20	June 16, 2018	Completed
Bristol Compressors Washington County	Closure	470 (+22 temp agency employees)	Media announcement July 31, 2018	Completed
Core Health and Fitness Independence	Closure	102 (+29 temp agency employees)	Media Announcement, December 12, 2018	Closure date: July 1, 2019
American Tire Wytheville	Closure	16	January, 2019	Completed
TRW Automotive Atkins	Layoffs	89 (14 in January and 75 more announced in June)	August, 2019 January, 2019	Ongoing
Mountain CAP Marion	Layoffs	5	November, 2018	Completed

# HEART of Appalachia Collaborative Economic Transition Project

## New River | Mount Rogers Area

The purpose of the HEART Project was to connect coal-impacted businesses with new opportunities.

### BUSINESSES SERVED



Direct Services included: Lean Manufacturing consultations, ISO (and other certification) preparation, OSHA training, ERP updates and more. Indirect services included: Supply Chain workshops, Leadership Development and referrals to other resources.

#### DIRECT SERVICES

**20** *Businesses*  
covering  
**10** *Jurisdictions*

#### INDIRECT SERVICES

**61** *Businesses*  
covering  
**12** *Jurisdictions*



### IMPACT... *so far*

The measured impact is from information collected by GENEDGE's Impact Survey. Not all businesses have replied (so far on 5 of the 20). The impact is measured in monetary terms as well as job creation and retention.

#### MONETARY IMPACT

**\$50,534,000**

Sales Impact: \$42,135,000  
Cost Savings: \$776,000  
Investment: \$7,623,000

#### JOBS IMPACT

**188** *Jobs*      **48** *Created*  
**144** *Retained*



**Virginia Career Works**  
**New River | Mount Rogers Region**  
***Business Engagement – June 2019***

**Recruitment Assistance**

*Job Fairs and Recruiting Events*

- Volvo Trucks North America – interviewing event in Wytheville (97 applicants)
- Phoenix Packaging Operations – hiring event in Fairlawn (made 14 offers)
- Core Health & Fitness – 20 companies participated
- Southwest Virginia Mental Health Institute – assisting the organization plan and market an on-site job fair in July

*Candidate Screening*

- American Merchant, Inc. – pre-screening applications and resumes

**Workforce Information/Consulting**

*Workforce Services Conversations*

- Moog, Inc. – Talked with Training Coordinator about available resources
- Hollingsworth & Vose – Followed up with HR manager about current needs including LSSGB training, Maintenance Apprenticeship and Job Profiling
- Spectrum Brands – Assisted company with LMI

*Job Posting/Sharing*

- Spectrum Brands
- Speyside Bourbon Cooperage, Inc.
- County of Montgomery

**Training**

*Incumbent Worker Training*

- New River Computing – SharePoint Administrator training for 1 employee (completed)
- Modea – Scrum Master training for 1 employee (completed)
- Anne Vaughan Designs – Value Stream Mapping training for 2 employees (completed)
- Mitsubishi Chemical Advanced Materials (formerly Quadrant EPP) – Lean Six Sigma Black Belt training for 1 employee (completed)
- ProChem, Inc. – Welding training and certification for 1 employee
- Moog, Inc. – Geometric Dimensioning and Tolerancing training for multiple employees (Potential) and RTI for Machinist Apprenticeship for 2 employees (Potential)
- Utility Trailer Manufacturing Company (Atkins) – MS Excel training for multiple employees (Potential)
- Hollingsworth & Vose – Lean Six Sigma Green Belt training for multiple employees (Potential) and RTI for Maintenance Apprenticeship for 2 employees (Potential)

*Business Workshops*

- Leadership Development Workshop (with GenEdge and SVAM CoE) – workshop for supervisors and other business leaders held scheduled for Galax in late July



- Mental Health First Aid for Manufacturers (with SVAM and SWMHI) – training about risk factors and warning signs for mental health and addiction concerns, strategies for how to help someone in both crisis and non-crisis situations, and where to turn for help.

**Other**

- Met with NRV Business Services Unit
- Met with Wythe/Bland Business Services Unit
- Attending Certified Business Engagement Professional training
- Working on Virginia Sector Strategies and Career Pathways Academy Certification

## Travel Reimbursement Request

I hereby certify that on \_\_\_\_\_ I traveled to attend a  
\_\_\_\_\_ meeting scheduled  
that same date.

I am requesting travel reimbursement as follows:

\_\_\_\_\_ X \$0.58/mile = \$ \_\_\_\_\_  
Total Miles Reimbursement Requested

\_\_\_\_\_  
Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

## **2019 Consortium Board Meeting Schedule**

January 16, 2019

March 20, 2019

May 15, 2019

July 17, 2019

September 18, 2019

December 11, 2019 (Joint with WDB)

All meetings will be held on the **third Wednesday\*** of **alternating months** at the **Wytheville Meeting Center** beginning at **10:00 a.m.**

**\*No meeting in November due to the Joint Meeting with the WDB in December**