



## Northern Middle Tennessee Local Workforce Development Board

**\*\*Please sign your name in chat box to confirm attendance**

Quarterly Board Meeting  
August 11, 2021  
11:30 a.m. to 1:00 p.m.  
In Person @ Sumner AJC  
1598 Greenlea Blvd, Gallatin  
[Click here for Zoom link](#)  
Tel: +1 312 626 6799  
Meeting ID: 839 2062 9707  
Passcode: 020542

## AGENDA

**Call Meeting to Order-Declaration of Quorum**

John Zobl

**Approval of Minutes**

John Zobl

**Recognition of Board Members & Mayors**

Marla Rye

**TN Work Ready Update**

James Roberson

**CSP Performance Review**

Marla Rye

**CSP Corrective Action Plans**

EDSI

Danielle Ellis

MAC

Tanya Evrenson

**Strategic Priorities:**

➡ ***Manage Board funds to support Career Pathways***  
Financial Report Approval

Ginger Fussell

➡ ***Connect People with Career Opportunities:***  
One-Stop-Operator Report

George Phillips

➡ ***Train Workforce to Fill Employer Needs:***  
KPI Performance Goals/WIOA Performance Measures  
Eligible Training Provider Monitoring and Program Approval

Andrea Dillard  
Freda Herndon

➡ ***Improve Efficiency & Effectiveness of Training Programs***  
2021-2022 Board Focus & Priorities

Marla Rye

**Wrap Up**

John Zobl

**Adjourn**

John Zobl

Zoom Link: <https://us02web.zoom.us/j/83920629707?pwd=QXFJWE5OeWI0am9FZGJPK0JnTGNCUT09>

**Upcoming Meetings-Mark Your Calendars**

November 10, 2021 | February 9, 2022 | May 11, 2022 | August 10, 2022



**DRAFT UNTIL  
APPROVED**

**Northern Middle Tennessee Workforce Board  
Full Board**

**Meeting Minutes**

**May 12, 2021, In-Person & via Zoom 11:30 a.m.**

<b>Members Attending</b>	<b>Members Absent</b>	<b>Staff &amp; Guest Attending</b>
John Alexander	Howard Bradley	Mayor Robin Brandon
John Zobl	Keith Carnahan	Mayor Kerry McCarver
Anne Fugate	Seth Thurman	Melissa Counts
Kristi Spurgeon	Dan Ryan	Molly Hewitt
Carol Puryear	Richie Brandon	John Watz
Lynn Seifert	GC Hixon	Danielle Ellis
Tony Adams		Stacey Books
David Rutledge		Rubin Cockrell
Chris West		Liz McLaughlin
Dan Caldwell		Christina Dusenberry
Jennifer Hobbs		Lindsay Whittin
Mark Peed		Freda Herndon
James Harper		Ginger Fussell
Tylesha McCray		George Phillips
Bo Callis		Ellen Gomez
Paul Webb		Adina Chumley
Charles Story		Marla Rye
		Andrea Dillard
		Sherry Maynard
		Richard Nelson
		Phillip Wallace
		Glenn Dahill
		Casey Deel
		Kevin Schnieders
		Cynthia Croom
		Tanya Evrenson
		James Starnes
		Christel Brown
		Robin Brandon
		Ginger Hausser
		Trish Farmer
		Rob Dancer
		Meagan Dobbins
		Renea Rosson
		Ellen Zinkiewicz
		Susan Cowden
		Joseph Johnson
		Ashley Crisp-Randle
		Jennifer Eppley

		Hansel Phelps
		Darla Tea

The Northern Middle Tennessee Workforce Development Board, met in person at TCAT Smyrna and virtually on Wednesday, May 12, 2021, at 11:30 a.m.

The meeting was called to order. A quorum was declared. Chairman John Zobl made opening remarks. John Zobl asked for a motion to approve the minutes. John Alexander made the motion to approve. Carol Puryear seconded, and the vote was unanimous. Marla welcomed and thanked everyone for attending the meeting in support of the board. Marla then recognized Mayor Robin Brandon from Stewart County and Mayor Kerry McCarver from Cheatham County, who joined the board meeting. She then thanked the board members for attending their committee meetings and thanked the executive committee for their contractor performance work. She welcomed Anne Fugate, the newest member of the workforce board. Anne Fugate then gave a brief introduction of herself.

Marla started the meeting with a few brief remarks regarding the local economy. The unemployment rates released last week showed the Northern Middle Workforce area has a rate of 4.3%, which is lower than the state average of 5% and lower than the national average of 6%. There are still 47,000 people on unemployment insurance in the region. In April 2020, at the height of the pandemic, there were 156,000 on unemployment insurance. She explained that Gov. Lee is suspending the federal pandemic unemployment insurance effective July 3. She believes this will increase traffic in the American Job Centers.

#### **Contractor Report – Q & A**

##### ***EDSI***

Kevin Schnieders, CEO of EDSI, opened his report by acknowledging the bumpy first quarter. He stated he did not do a very good job leading the transition and didn't establish clear expectations. He added that expectations were that EDSI would hit the ground running, and they weren't able to do that. He added he should have set the expectation with Marla and the team that they would need time to get systems and processes in place. He then turned the presentation over to Danielle Ellis.

Danielle started by informing the board that they have 95% of the staffing positions filled and have offers out for the remaining positions. EDSI had to change their advertising methods and started using additional resources. They have been in the process of retraining the team, filling a lot of knowledge gaps, and making sure they have tools to do the job. They also focus on having good communication with the team. EDSI has weekly regional team meetings where they share goals, talk through challenges, and celebrate wins. They are also meeting weekly with the Workforce Board. Molly Hewitt and Liz McLaughlin are the two leaders in the area. They are reinstating monthly meetings within the comprehensive centers to make sure that internal teams and internal partners are in the loop of what everyone is working on. She explained that it does take about three months to ramp up performance, and their performance is now trending up. Currently, their enrollments are averaging between 25 to 30 per week. Keeping with this trend, it is projected that they would be just under or right at the 400 enrollment mark. This trend has been consistent since March and has seen many improvements with the Adult & Dislocated Worker Program and the Youth Program. She does believe the Summer Youth Initiative will greatly impact their youth numbers and are excited about that initiative. Danielle reported they'd seen a significant spike in their minimum participant cost rate. While MPCR is getting closer to their goal each month, they may not have enough cumulatively to be at the 50% goal. She stated with the governor's

announcement of ending the pandemic relief that they feel they will see an increase of traffic in the centers, allowing them to focus on the OJTs. They are discussing career exploration workshops, training for healthcare, technology, and advanced manufacturing. They are also launching a pilot program in Rutherford County for a youth coding career acceleration program in partnership with Persevere. Danielle reported that in July, they hope to introduce some adult and youth reentry programming to ensure that folks coming out of prison have resources available to them upon reentry. She said they are also looking at introducing non-traditional employment for women to expose them to information from other industries and encourage them to try new things. They are working with Ellen Gomez to make sure they establish a presence within the K – 12 schools so they can upskill the community to be ready for tech jobs when they come to Middle Tennessee.

Danielle said they have been working on improving their digital marketing and outreach services. They are excited to hear about the return to work campaign and feel this is needed to reinforce the American Job Centers and their direct connections to employment opportunities. They are exploring creative messaging since they found out that text messaging seems to be the number one way to reach participants throughout the pandemic. They are investigating ways people can opt-in to receive text messages. Lastly, Danielle reported they were working on a full circle system where they can accept referrals from their community partners, share resources, have a sound communication system, and take services to those who need it but may not walk into the AJC.

Danielle was asked what have been the biggest changes made to ramp up services in the last six months. She responded that they had reinstated the intake processes in the comprehensive centers to be referred to the appropriate services right up front and get as much done as possible on the first visit. Secondly, they have worked hard to make a connection with the L.V.E.R.s (Local Veterans Employment Representative) in the centers and work closely with them. Additionally, they are implementing a lot of curriculum for the region to meet needs. Resume workshops, interviewing skills, interviewing on a virtual platform, and career exploration are also some job seeker needs. Pilot programs, such as youth coding, will continue to be pushed as more needs are discovered.

### **MAC**

Dr. Croom started off by explaining they too expected to have hit the ground running with this program. However, it did not. They made changes and moved the program from the early education and youth division to their workforce division. Tanya Evrenson, who has more experience, now has oversight. Dr. Croom feels that they are now moving in the right direction, and they've already begun to make progress. She also expressed how COVID negatively impacted the program due to not having access to the places they would normally have access to in order to recruit participants. However, she did explain she felt responsible as well, saying she has since made moves to correct the situation. She then mentioned that they are going to go to the people instead of waiting for the youth to show up.

Next, Tanya Evrenson explained that they started with internal recruitment first by reaching out to folks they already have in their system as receiving assistance with utilities, rent, mortgages, and things like this. They have reached out to young parents with children in headstart (about 140) and are planning meetings to give them more information about the program. They have also reached out to the young

adults in the adult education unit of their program. They are attending public events to recruit young adults and reach out to the Opportunity Now participants who also have some barrier to employment. Tanya said they would also partner with the American Job Centers and EDSI and have conversations about co-enrollments and recruiting to get referred to young adults who qualify for their program. She then reported that they are reaching out to many different organizations and schools to be sure that they know about the program and that they have access to the young adults who qualify for the program. She stated that they were working hard on their enrollment numbers and that they are trending upwards.

### ***KPI Performance Goals/WIOA Effectiveness of Programs***

Andrea Dillard then gave a report on the program providers' KPIs. She stated that as of April 28, EDSI had enrolled 211 Adult & DW workers, which was 46% of their goal. They enrolled 44 Youth which was 39% of their goal. As of the morning of this meeting, they had 251 Adult & DW, which is 55% of their goal, and Youth increased to 51, which is 46% of their goal. MAC had a goal of 115 youth. In April, they had 12, which is 10% of their goal. At the time of this meeting they increased to 24 youth which is 21% of their goal. EDSI has 83% placement for Adult & DW, and 64% for Youth with placement wages at \$18.76 for Adult & DW and \$14.53 for Youth. MAC has an 80% placement rate, and the placement wages are right under \$12.50. Marla added that EDSI was on track to reach 400 by June 30 but will push for 455. To achieve 100% of their goal, they would need to enroll 27 Adult & DW each week and 8 Youth enrollments each week. For MAC to reach 100% of their goal (115), they would need to enroll 11 youth per week. Tanya reported that MAC is shooting to meet the goal of 115 enrollments by the end of June.

John Zobl asked Tanya and Danielle to inform the board about MPCR and compliance. Danielle reported that they saw some good results during April due to their improvements and felt like May and June would be the same. However, she does feel that they would be a bit under their cumulative goal because they did start the first few months with a deficit. Tanya felt that they would also have a cumulative deficit, but they will do their best to meet their goal.

Mark Peed suggested that some standards be set for both contractors to meet. If those standards aren't satisfied, then formal actions should be taken. Charles asked if the state needs to be alerted that the MPCR may not be met. Marla responded that she had alerted them and Ginger would have more information. Marla was asked what the state could do or sanctions they would put in place if goals weren't met. She responded that they developed sanctions and they could dissolve the board, make the Board restructure, and under the new KPI policy, there could be monetary penalties. Marla also informed the board that it is in our contract that if the service providers fail to perform appropriately in a timely or proper manner, the Northern Middle Workforce Board shall have the right to immediately terminate the contract and withhold payments in excess of the fair compensation of completed services. When asked about how we compare to the other workforce areas, Marla reported that we are one of two areas (there are nine across the state) that are achieving all of the federal compliance measures. She went on to say that as far as the MPCR, the other areas have much lower rates than Northern Middle.

John Zobl asked for some discussion on setting expectations on enrollment and expenditures by the end of the quarter. Mark Peed commented that he didn't feel anything is being asked of the contractors that

was not spelled out in the contracts from the beginning. Marla was asked if the payment agreed upon in the contract is based on the performance of the providers. She confirmed that the contracts are cost reimbursement and that EDSI does have an incentive if they achieve all of their benchmarks. She then asked the board to consider making 90% of the goal as the target for the providers to meet by the end of the quarter since that is considered passing by the state. She also expressed that the MPCR cumulative goal shouldn't be set at 50% since they have a deficit they need to work out of, and July 1 will be a reset of goals and will run on the fiscal year. It will not benefit anyone if new providers are chosen and go through another transition period. It would benefit us to keep these contractors if they can ramp up and meet the goals. Mark suggested that the MPCR goal just be calculated for just the month of June, meaning we would require the providers to meet a goal of 45%-50% for the month of June. It was felt that this would be a reasonable target to set. John Alexander asked if the dip in our performance right now is going to be low enough to show up in four quarters on our federal report. Marla explained that our federal performance would dip because of COVID and the poor performance of the providers.

John Alexander made a motion that both contractors have to meet 90% of their cumulative enrollment goals as of June 30, and they must also be at 50% MPCR for all funding sources for the month of June. Mark Peed seconded the motion. With no further discussion, the board voted unanimously in favor of the motion.

### **Strategic Priorities**

#### ***Manage Board funds to support Career Pathways***

Ginger Fussell shared that we've had a lot of activity at the board level, and for our local area that is above and beyond our contractor activity despite the tough quarter, we do have some positive results for our year cumulatively. When looking at all of our activities to include Campbell Strong, National Dislocated Worker Grants, and COVID grants, we have utilized \$9.8 million. This is on the heels of the first two quarters at \$3.4 million and \$3.9 million, and then we took a \$1.6 million dip in the 3<sup>rd</sup> quarter. It's not surprising we have a \$600,000 dip because quarter two had short-term grants which started and finished in that quarter. The \$1 million decrease in Adult & Dislocated Worker and Youth was not expected and this is due to the decline in contractor activity. We start with a base budget and at our August and November meetings, our available funding to be spent in this fiscal year was \$15.1 million. At the end of the third quarter, we spent \$8.9 million or 58.8%. Last quarter we received an additional \$2.5 million, and in this third quarter, we had an additional \$440,000 putting our budget at \$18.1 million. This makes our expenditures at about 54%. \$300,000 of our Dislocated Worker funding was repurposed for adult expenditures as we always seem to run low on adult funding.

The contractors' slow ramp-up was evident in the billing. EDSI's billing in March was about \$235,000, and their billing in April exceeded \$400,000. This shows they are making good strides. At the end of March, with 17% of the contract time elapsed, EDSI had spent 7% of their budget, and MAC had spent 5%. Because of timing issues, MAC's billing for April decreased, but they are expected to have a higher month in May. The MPCR goal is 50%, EDSI is at 12% for Adults, 23% for Dislocated Workers, and 14% for Youth. MAC is at 17% for Youth. Two goals that are not normally presented because the goal is usually met are the work experience requirement and the In-School Youth goal. The work experience should be at 25%. EDSI is at 0%, and MAC is at 9%. The In-School Youth should be at 40%. EDSI is at 1%,

and MAC is at 4%. As their MPCR improves, these goals should improve as well. The cumulative MPCR (from July 1, 2020-March 2021) has dropped 4.9 percentage points to 39.97%. It is unsure if we have met our 40% goal. That depends on whether the state will round up the final figure or not. When we incorporate all of the additional activities that we have, the MPCR is 56.90% cumulatively. This is a drop of 2.48 percentage points from last quarter, which was 59.38%.

Ginger then reported about Campbell Strong. This grant expires on September 30, 2021. So far, 86.6% of the budget has been spent. 91% of the goal was spent toward direct participant expenses. We had an enrollment goal of 2,000, and we are at 81% of that. While this grant is expiring, we are hopeful for additional funding.

Ginger gave a monitoring update. We hold weekly meetings with our current career service providers. There are still some ongoing final adjustments with Mid-Cumberland, the out-going career service provider, but they are continuing the One-Stop Operator contract. We are working with the state to phase out the Campbell Strong project in September, but there may be some additional funding.

Next, Ginger presented the fiscal year budget for 21-22 since the board will not meet again until August. This is a base budget calculated at \$11.9 million, which includes around \$300,000 for incumbent workers. This is about \$3 million less than last year because of Campbell Strong and carry-over adjustments. As funding becomes available, we will progressively expect to raise the budget. Admin and program expenses were raised about \$100,000 primarily because of health care costs. There \$300,000 for incumbent workers, and there is a national DW grant. Contracted activities include the One-Stop-Operator and Career Service Providers. We do expect to receive a RESEA award, so that has been included. This has been presented to the Finance Committee. Mark Peed made a motion to approve the current operational budget as amended and to adopt the 21-22 \$11.9 million operational budget to include \$66,000 for the McGruder Center and \$300,000 incumbent worker training. Charles Story seconded the motion. The board voted unanimous approval.

### ***Connect People with Career Opportunities***

George Philips gave his One-Stop Operator report. In the local area updates, he recognized the new contractors that came on board and expressed the benefit of the Premier Virtual Job Fair Platform. He noted the contractual MPCR being lower at 39.97%, and the Title 1 active cases are down as of March 31 compared to December 31. In Adult Education, a total of 83 students received their HiSETs, with an average of 456 students enrolled in classes. This quarter, 81 students received a level gain. New employers registered in Jobs4TN, new job orders in Jobs4TN, and Wagner Peyser Participants are all up, along with Vocational Rehab numbers being up. AJC traffic counts are down. It was a little over 19,000 for the quarter ending March 31 as compared to 24,000 for the quarter ending in December. All AJCs were closed for one week in February due to snow.

George then reported about unemployment in the Northern Middle area. Northern Middle's unemployment rate is at 4.3%, which the state is at 5.1%. Eleven of the thirteen counties saw a rise in unemployment over the past three months ending March 31. Unemployment remained flat in Williamson County. Davidson saw a decrease from 4.7% to 4.5%, and the largest increase occurred in

Houston county, going from 6.2% to 7.1%. Finally, George briefly discussed the KPIs which are transitioning to hard targets.

### ***Train Workforce to Fill Employer Needs***

Marla informed the board about the statewide manufacturing project. We were awarded around \$350,000 for a statewide initiative to provide training for manufactures that use the Haas manufacturing equipment. We are working with 44 employers (at least one from each workforce area across the state) and are paying the fees for their employees to go to training. So far, we've spent \$250,000 and are sending 71 employees across the state to the training center in Knoxville.

Next, Marla updated the board on the McGruder & Napier Center Certification. Each committee looked at the McGruder Center as an access point. The zip code it is located in has the highest incarceration rate in the United States. Marla believes we should be targeting services in and around the North Nashville area. The group that toured the facility and both committees informed about the project would like an AJC access point to be set up there and provide the pre-apprenticeship program in the plumbing field. She went on to brief the board about the Napier Project. They will officially be open for business, May 17 and allow the American Job Center system to set up. Marla asked John Zobl for a motion to approve the McGruder Center as an access point and the Napier Center as an specialized site so that services can be expanded in Davidson County. John Zobl asked for a motion. David Rutledge made the motion. Carol seconded the motion. With no further discussion, the board voted in favor of the motion.

### ***Improve Efficiency & Effectiveness of Programs***

Freda updated the board on the Eligible Training Provider List. After the committee meeting, there were two additional programs to be presented. The recommendation is to approve them for one year due to a lack of enrollment history. The two programs are at Tennessee College of Applied Technology at Hartsville and can be evaluated at the one-year mark. Bo made the motion to recommend the approval of the programs for one year. John Alexander seconded the motion. With no further discussion, the board voted in favor of the motion unanimously.

Andrea brought before the board four policies that were reviewed and approved by the Innovations committee. The first three policies were existing policies that were modified. Adult Priority has the addition of 75% of the individuals that are enrolled in the Title 1 program must fall within the first four levels of the five priority levels. At the present time, we are already over 75%. The Grievance and Compliant Resolution Policy has the modification to reflect new forms and reporting deadlines required by the state. The Supportive Service Policy needed the clarification that sales tax can be allowed for reimbursement for eligible subcontractors. In the past, the subcontractors have been nonprofit, but EDSI is a private for-profit contractor and is not tax-exempt. The policy clarifies that as long as the subcontractor has to pay sales tax, it is an allowable reimbursement. The TAA Title One Co-Enrollments is a new policy. One of the KPI requirements is that 100% of individuals enrolled in the Trade Adjustment Assistance and Reemployment Program must also be co-enrolled into the Title 1 Dislocated Worker Program. There is currently a lot of paperwork required to be in each program, and getting participants to come in two times to fill out a stack of paperwork is inefficient. This policy would streamline the process and use the information from one program to enroll them in the other program. One program



requires a few additional questions to be answered, and this will be completed with one extra form filled out during the intake. Tylesha McCray made the motion to approve these policies. John Alexander seconded the motion. With no further discussion, the board voted unanimously in favor of the motion.

**Adjourn**

John Zobl reminded the board of the upcoming meetings. He expressed appreciation for everyone's participation. The meeting was adjourned.

Meeting ID	Topic	Start Time	End Time	User Email	Duration (Minutes)	Participants
83631828617	NM Quarterly Board Meeting	5/12/2021 11:02	5/12/2021 13:19	mrye@workforceessentials.com	138	32
Name (Original Name)	User Email	Join Time	Leave Time	Duration (Minutes)	Guest	
Marla Rye	mrye@workforceessentials.com	5/12/2021 11:02	5/12/2021 13:19	138	No	
Charles Story		5/12/2021 11:04	5/12/2021 11:04	1	Yes	
Guest (Casey Deel)		5/12/2021 11:19	5/12/2021 13:19	121	Yes	
kevin schnieders		5/12/2021 11:21	5/12/2021 12:01	41	Yes	
Cynthia Croom		5/12/2021 11:21	5/12/2021 12:49	89	Yes	
Tanya Evrenson - Nashville# TN		5/12/2021 11:23	5/12/2021 13:19	117	Yes	
Charles Story		5/12/2021 11:24	5/12/2021 13:06	103	Yes	
Paul Webb		5/12/2021 11:24	5/12/2021 13:19	116	Yes	
James Starnes		5/12/2021 11:24	5/12/2021 13:19	116	Yes	
Christel Brown		5/12/2021 11:25	5/12/2021 13:19	115	Yes	
16158503928		5/12/2021 11:25	5/12/2021 13:19	115	Yes	
DER0013		5/12/2021 11:25	5/12/2021 13:19	115	Yes	
Bo Callis		5/12/2021 11:25	5/12/2021 13:19	115	Yes	
Robin Brandon		5/12/2021 11:26	5/12/2021 13:19	114	Yes	
Ginger Hausser	ginger.hausser@nscs.edu	5/12/2021 11:26	5/12/2021 12:29	63	Yes	
Rob Dancer		5/12/2021 11:27	5/12/2021 13:19	113	Yes	
Meagan Dobbins		5/12/2021 11:27	5/12/2021 13:19	113	Yes	
Renea Rosson		5/12/2021 11:27	5/12/2021 13:19	113	Yes	
Tylesha McCray	tylesha.mccray@tn.gov	5/12/2021 11:27	5/12/2021 13:19	113	Yes	
Ellen Zinkiewicz Nashville		5/12/2021 11:27	5/12/2021 13:19	113	Yes	
Guest (Susan Cowden)		5/12/2021 11:28	5/12/2021 13:19	112	Yes	
K R McCarver		5/12/2021 11:29	5/12/2021 12:54	85	Yes	
Guest (Joseph Johnson)		5/12/2021 11:29	5/12/2021 13:19	111	Yes	
Ashley Crisp-Randle		5/12/2021 11:29	5/12/2021 13:19	111	Yes	
James Harper		5/12/2021 11:30	5/12/2021 12:57	87	Yes	
Mark Peed		5/12/2021 11:30	5/12/2021 13:19	109	Yes	
Jennifer Eppley	jjohnson@mchra.com	5/12/2021 11:31	5/12/2021 13:19	109	Yes	
16154944286		5/12/2021 11:31	5/12/2021 13:19	109	Yes	
Jennifer Hobbs		5/12/2021 11:34	5/12/2021 12:29	56	Yes	
16152066607		5/12/2021 11:34	5/12/2021 13:19	106	Yes	
ginger		5/12/2021 12:29	5/12/2021 13:19	51	Yes	
David Rutledge	drutledge@selaborers.org	5/12/2021 13:01	5/12/2021 13:19	19	Yes	

## **Northern Middle Workforce Board**

CSP Performance Review

August 11, 2021

## Northern Middle Workforce Board

### Summary of Action-Contractor Performance Requirements

May 12, 2021

#### MAC:

Funding Stream	Cumulative Enrollment Goal (June 30, 2021)	90%	June Monthly MPCR*
Youth	115	104	50%

\*Expenditures must include all overhead for the month as well as direct participant expenses.

#### EDSI:

Funding Stream	Cumulative Enrollment Goal (June 30, 2021)	90%	June Monthly MPCR*
Adult/Dislocated Worker	455	410	
Adult			50%
Dislocated Worker			50%
Youth	112	101	50%

\*Expenditures must include all overhead for the month as well as direct participant expenses.

## Northern Middle Workforce Board

### Summary of Action-Contractor Performance Results

June 30, 2021

#### MAC Enrollments

Category	Goal	Actual	%
Youth	115	106	92%

#### EDSI Enrollments

Category	Goal	Actual	%
Adult/DW	455	413	90.8%
Youth	112	119	106%

# NORTHERN MIDDLE TN WORKFORCE BOARD

## JUNE 2021 FISCAL UPDATE

### CONTRACTOR PERFORMANCE

*EDSI met the MPCR goal for all fund streams in June. Work Experience and In-School Youth goals improved, but have not been achieved to date.*

#### Educational Data Systems, Inc. (EDSI)

EDSI	MPCR - Goal 50%			Work Exp - Goal 25%	ISY/Youth - Goal 40%	MPCR - Adult/DW
	Adult	DW	Youth	Youth	Youth	A/DW Combined
<b>CTD CUMULATIVE</b>	<b>34%</b>	<b>38%</b>	<b>39%</b>	<b>3%</b>	<b>2%</b>	<b>36%</b>
January 2021	0%	0%	17%	0%	0%	0%
February 2021	16%	35%	16%	0%	0%	25%
March 2021	18%	29%	11%	0%	1%	23%
April 2021	34%	58%	61%	0%	1%	46%
May 2021	29%	27%	13%	0%	2%	28%
June 2021	61%	50%	54%	10%	5%	58%



# NORTHERN MIDDLE TN WORKFORCE BOARD

## JUNE 2021 FISCAL UPDATE

### CONTRACTOR PERFORMANCE

*MAC met the MPCR goal for Davidson county Youth in June. Cumulative Work Experience and In-School Youth goals have not been achieved to date.*

#### Metro Action Commission (MAC) Davidson - Youth

	MPCR - Goal 50%	Work Exp - Goal 25%	ISY/Youth - Goal 40%
MAC	Youth	Youth	Youth
<b>CTD CUMULATIVE</b>	<b>28%</b>	<b>7%</b>	<b>8%</b>
January 2021	100%	85%	0%
February 2021	19%	17%	1%
March 2021	15%	6%	6%
April 2021	28%	11%	14%
May 2021 <i>Inv 4A + 5</i>	17%	1%	18%
June 2021 <i>Inv 5A + 6</i>	52%	6%	5%



## Northern Middle Workforce Board

### Recommendations: MAC & EDSI

- **Corrective Action- Performance Expectations- September 30, 2021**
  - Maintain Enrollment goals (95% or better)
  - Maintain monthly MPCR of 50%
  - Increase Work Experience monthly expenditures to 25%
  - Increase in-school youth expenditures to 25% (Goal of 40% by 12/31/21)
- **Action Item:**
  - Present plan to NMWB on August 11<sup>th</sup> as to how youth goals will be achieved





July 14, 2021

Dr. Cynthia Croom, Director  
Metropolitan Action Commission  
800 2<sup>nd</sup> Avenue North  
Nashville, TN 37201

Dear Dr. Croom:

Congratulations on achieving the performance objectives that the Northern Middle Workforce Board (NMWB) stipulated on May 12, 2021. We are pleased with the progress that has been made.

Funding Stream	Enrollment Goal (June 30, 2021)	90% Minimum Benchmark	Actual Enrolled	June Monthly MPCR*	Actual MPCR
Youth	115	104	106	50%	52%

The Northern Middle Executive Committee met yesterday to review the outcomes and establish new objectives to continue the momentum for Davidson County. While the enrollment goal and MPCR were achieved, we noted that other objectives are suffering including the federally mandated youth work experience expenditures requirement. In addition, the in-school youth program is woefully behind schedule.

In a continuous improvement effort, the Executive Committee unanimously voted to reinforce existing goals and require a comprehensive plan to be presented to the full Board on August 11 outlining corrective action regarding your in-school youth program. Your plan must contain actionable items that address the situation. The Board realizes that COVID-19 has negatively impacted the ability to operate in-school youth programs. However, with the opening of schools soon, a plan must be in place to begin immediate operations of effective workforce programs that will address in-school expenditures and work experience requirements.



Funding Stream	Enrollment Goal 9/30/21*	Enrollment Goal 12/31/21*	Monthly MPCR	In-School Youth Monthly	Work Experience Monthly
Youth	45	35	50%	40%	25%

\*Must achieve 95%

Currently your in-school ratio is 8% and must be 40%. The goal for youth work experience is 25% and MAC's cumulative rate is 7% as of June 30, 2021. The Board's expectation is that each month, you will not only meet, but exceed the requirements in order to bring the cumulative target in line by June 30, 2022. In order to accomplish the goal, your focus must be on in-school youth.

Our Board has always taken pride in being a leader in workforce development in Tennessee. We are confident that MAC will take the necessary steps to continue the upward trend and achieve the established benchmarks. We look forward to hearing your plans in August.

Sincerely,

*John Zobl*

John Zobl  
NMWB Chairman

Cc: Marla W. Rye, NMWB Executive Director



July 14, 2021

Mr. Kevin Schnieders, CEO  
Educational Data Systems, Inc.  
15300 Commerce Drive North, Suite 200  
Dearborn, MI 48120

Dear Mr. Schnieders:

Congratulations on achieving the performance objectives that the Northern Middle Workforce Board (NMWB) stipulated on May 12, 2021. We are pleased with the progress that has been made.

Funding Stream	Enrollment Goal (June 30, 2021)	90% Minimum Benchmark	Actual Enrolled	June Monthly MPCR*	Actual MPCR
Adult/Dislocated Worker	455	410	413		
Adult				50%	61%
Dislocated Worker				50%	50%
Youth	112	101	119	50%	54%

The Northern Middle Executive Committee met yesterday to review the outcomes and establish new objectives to continue the momentum for the region. While the enrollment goal and MPCR were achieved, we noted that other objectives are suffering including the federally mandated youth work experience expenditures requirement. In addition, the in-school youth program is woefully behind schedule.

In a continuous improvement effort, the Executive Committee unanimously voted to reinforce existing goals and require a comprehensive plan to be presented to the full Board on August 11 outlining corrective action regarding your in-school youth program. Your plan must contain actionable items that address the situation. The Board realizes that COVID-19 has negatively impacted the ability to operate in-school youth programs. However, with the opening of schools soon, a plan must be in place to begin immediate operations of effective workforce programs that will address in-school expenditures and work experience requirements.

Funding Stream	Enrollment Goal 9/30/21*	Enrollment Goal 12/31/21*	Monthly MPCR	In-School Youth Monthly	Work Experience Monthly
Adult/Dislocated Worker	299	259			
Adult			50%		
Dislocated Worker			50%		
Youth	81	71	50%	40%	25%

\*Must achieve 95%

Currently your in-school ratio is 2% and must be 40%. The goal for youth work experience is 25% and EDSI's cumulative rate is 3% as of June 30, 2021. The Board's expectation is that each month, you will not only meet, but exceed the requirements in order to bring the cumulative target in line by June 30, 2022.

Our Board has always taken pride in being a leader in workforce development in Tennessee. We are confident that EDSI will take the necessary steps to continue the upward trend and achieve the established benchmarks. We look forward to hearing your plans in August.

Sincerely,

*John Zobl*

John Zobl  
NMWB Chairman

Cc: Marla W. Rye, NMWB Executive Director

# **Northern Middle Workforce Board**

Finance Report  
August 11, 2021

**NORTHERN MIDDLE TN WORKFORCE BOARD**  
**JUNE 2021 FISCAL UPDATE**  
**NORTHERN MIDDLE GRANT UTILIZATION**

*\*Northern Middle's fiscal year-to-date grant utilization for ALL activities (to include Campbell Strong, a National Dislocated Worker grant, and COVID-related CARES grants) was approximately \$13.2M, compared to \$11.9 in the prior year.*

Northern Middle LWDA	QTR 1	QTR 2	QTR 3	QTR 4	FY Expenses July thru Jun 2021
All Northern Middle Expenditures	3,442,786	3,970,364	2,411,782	3,368,195	\$ 13,193,127

*\* Northern Middle's Qtr 4 grant expenditures increased by almost \$956k compared to the previous Qtr, and increased by approximately \$85k compared to Qtr 4 of last year.*

Northern Middle Enrollments	Total	Goals	
Participant Enrollments 2020-21	1,443	1,347	107.1%

*\* Northern Middle's enrollments exceeded goals for the fiscal year, and exceeded prior year enrollments of 1,358.*

**NORTHERN MIDDLE TN WORKFORCE BOARD**  
**JUNE 2021 FISCAL UPDATE**  
**NORTHERN MIDDLE QUARTERLY COMPARISON**

*\*The \$956k net increase from the previous Quarter relates to:*

<b>+</b>	<i>* \$763k increase in Adult, Dislocated Worker, Youth and RESEA expenditures as Career Service Providers improved in their second contract quarter.</i>
<b>+</b>	<i>* \$243k increase in CARES activity; primarily Statewide Training grant.</i>
<b>+</b>	<i>* \$38k increase in Campbell Strong grant.</i>
<b>+</b>	<i>* \$61k net increase due to Summer Youth Initiative and Apprenticeships.</i>
<b>-</b>	<i>* \$149k decrease in National Dislocated Worker grant.</i>



# Northern Middle TN Workforce Board

## BUDGET/ SPEND PROGRESSION FY 2020-21

	(in 000's)						
	2020 QTR 1	2020 QTR 2	2021 QTR 3	2021 QTR 4	Expenses YTD	12 Mo. Budget	% Spent
<b>Northern Middle LWDA</b>							
IFA	188	195	247	223	853	1,000	85.3%
Adult	820	848	477	509	2,655	3,057	86.8%
Dislocated Worker (\$300,000 for Adult *)	747	642	375	924	2,688	4,736	56.8%
Youth	672	658	321	470	2,121	2,802	75.7%
RESEA	20	35	16	47	119	126	93.9%
Campbell Strong	849	730	724	762	3,065	3,344	91.7%
National Dislocated Worker - 1	318	447	218	0	983	983	100.0%
Other State Initiatives (RD, CE, WB)	0	0	0	24	24	121	19.6%
<b>Total FY 20-21 Base Budget</b>	<b>3,426</b>	<b>3,360</b>	<b>2,131</b>	<b>2,737</b>	<b>11,655</b>	<b>15,170</b>	<b>76.8%</b>
National Dislocated Worker - 1 Modification			132	26	158	165	95.9%
National Dislocated Worker - 2 Expires 6/2022			104	279	384	1,693	22.7%
Apprenticeship Grant	16	19	1	0	36	36	100.0%
CARES Consolidated Business Grant	0	352	16	0	367	370	99.3%
CARES Re-Employment Grant	0	239	7	0	247	249	99.1%
<b>FY 20-21 Budget Modified FEB Meeting</b>	<b>3,443</b>	<b>3,970</b>	<b>2,391</b>	<b>3,043</b>	<b>12,847</b>	<b>17,683</b>	<b>72.7%</b>
Statewide Administration - Regional Study			21	0	21	21	100.0%
RESEA Increase			0	0	0	42	0.0%
CARES Statewide Training			0	252	252	377	66.7%
<b>Total FY 20-21 Expenditures vs Budget</b>	<b>3,443</b>	<b>3,970</b>	<b>2,412</b>	<b>3,294</b>	<b>13,119</b>	<b>18,123</b>	<b>72.4%</b>
Dislocated Worker - Additional Funding					0	18	0.0%
CARES Statewide Training - Admin				14	14	38	38.3%
Summer Youth Initiative				59	59	680	8.7%
<b>Total FY 20-21 Expenditures vs Budget</b>	<b>3,443</b>	<b>3,970</b>	<b>2,412</b>	<b>3,368</b>	<b>13,193</b>	<b>18,858</b>	<b>70.0%</b>
<b>Funding Increase - Budget Action Item</b>						<b>735</b>	
* Re-purposed \$300,000 of Dislocated Worker funding to Adult							



## NORTHERN MIDDLE TN WORKFORCE BOARD

### JUNE 2021 FISCAL UPDATE

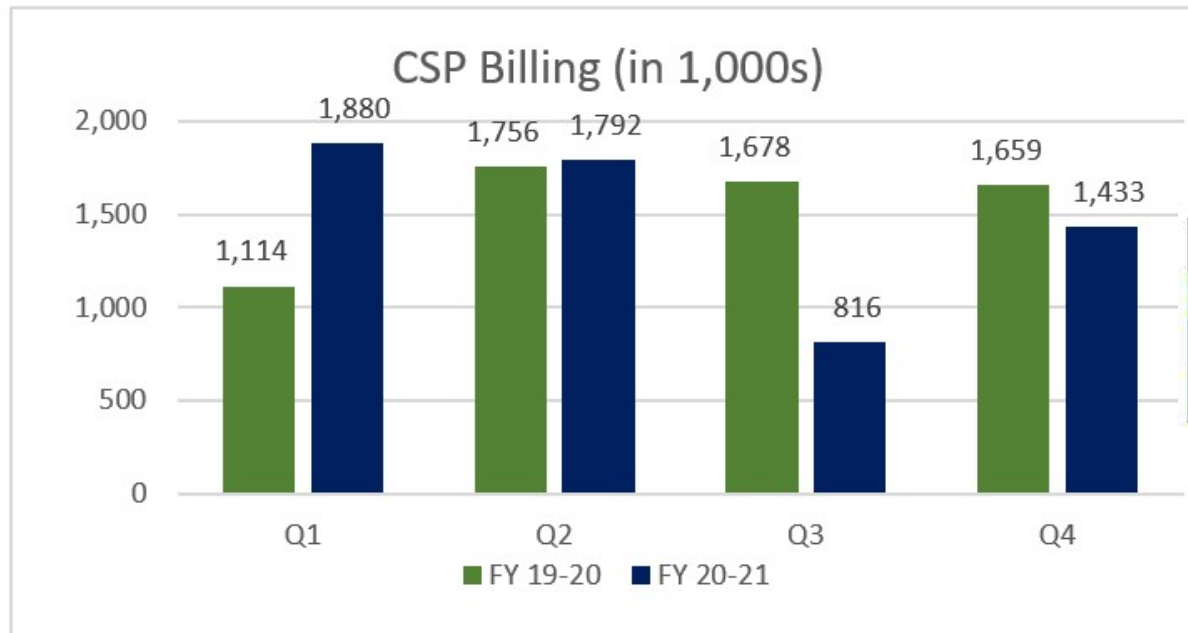
#### NORTHERN MIDDLE FISCAL YEAR EXPENDITURE COMPARISON

*Current year expenditures exceeded prior year expenditures by approximately \$1.3M.*

Northern Middle TN LWDA Expenditures	2020-21 Expenses YTD	2019-20 Expenses YTD	FY Change
Adult, DW, Youth and RESEA	7,582	7,784	-202
Campbell Strong	3,065	3,490	-424
Nat'l Dislocated Worker, CARES & Covid- Related Statewide Grants	2,545	612	1,934
Total	13,193	11,885	1,308

*With Campbell Strong and state-wide grant funding expiring, and the need for National Dislocated Worker funds declining, Northern Middle will need excellent performance from Career Service Providers, particularly in the challenging area of Youth.*

**NORTHERN MIDDLE TN WORKFORCE BOARD**  
**JUNE 2021 FISCAL UPDATE**  
**CONTRACTOR BILLING TREND**



Career Service Provider Billing	Total
CSP Billing FYE 6/30/20	6,207
CSP Billing FYE 6/30/21	5,921
Net Decrease	-286

*Contractor billing was approximately 87% compared to Quarter 4 of last year, but was significantly improved compared to last quarter's \$816k. Comparing fiscal years, contractor billing decreased by \$286k.*

**NORTHERN MIDDLE TN WORKFORCE BOARD**  
**JUNE 2021 FISCAL UPDATE**  
**CAREER SERVICE PROVIDER - BILLING PROGRESSION**

*With one-third of Career Service Provider contract time elapsed, providers continue to be underspent through the second quarter of their 18-month contract.*

	In \$000's		
Career Service Provider Billing	Budget Spent Contract To Date	Total 18 Month Budget	% Spent - 33% time elapsed
EDSI - Base Contract	\$ 1,937	\$ 8,370	23%
EDSI - Modifications *	\$ 56	\$ 634	9%
MAC - Base Contract	\$ 109	\$ 800	14%
Contract to Date Exp Q4 2020-21	\$ 2,102		

\* Quarter 2 - RESEA + \$23,702; Summer Youth Part A - \$152,896 expiring 6/30; Summer Youth Part B - \$458,687

**NORTHERN MIDDLE TN WORKFORCE BOARD****JUNE 2021 FISCAL UPDATE****ONE-STOP OPERATOR - BILLING PROGRESSION**

*With one-third of One-Stop Operator contract time elapsed, MCHRA is trending within budget through the second quarter of their 18-month contract.*

	In \$000's		
One-Stop Operator Billing	Budget Spent Contract To Date	Total 18 Month Budget	% Spent - 33% time elapsed
MCHRA - Base Contract	\$ 127	\$ 447	28%



# NORTHERN MIDDLE TN WORKFORCE BOARD

## JUNE 2021 FISCAL UPDATE

### MINIMUM PARTICIPANT COST RATE (MPCR)

TDLWD Minimum Participant Cost Rate (MPCR) - Preliminary Through June 2021

Without  
Campbell Strong  
or Disaster  
Relief Grants

## MPCR = 40.18%

	Service Provider Youth	Service Provider Adult & Dislocated Worker	Campbell Strong excluded	Disaster Relief	CARES, Apprentice, Incumb Wkr	Other (NM, Summer Youth, CS & IFA)	Total
Qualifying Expense	\$ 773,192	\$ 1,954,527				\$ 33,511	\$ 2,761,230
Total Program	\$ 1,696,900	\$ 4,339,098				\$ 836,078	\$ 6,872,076
MPCR	45.56%	45.04%	-	-		4.01%	40.18%

**Northern Middle narrowly met the 40% Requirement in Quarter 4 per preliminary calculations.**

**\*\*\* PRIOR QUARTER MPCR = 39.97% \*\*\***

# NORTHERN MIDDLE TN WORKFORCE BOARD

## JUNE 2021 FISCAL UPDATE

### MINIMUM PARTICIPANT COST RATE (MPCR)

Participant Cost Rate - Through June 2021

Including  
Campbell Strong  
and Disaster  
Relief Grants

## MPCR = 57.18%

	Service Provider Youth	Service Provider Adult & Dislocated	Campbell Strong	Disaster Relief	CARES, Apprentice, Incumb Wkr	Other (NM, Summer Youth, CS & IFA)	Total
Qualifying Expense	\$ 773,192	\$ 1,954,527	\$ 1,798,821	\$ 1,329,095	\$ 1,049,031	\$ 33,511	\$ 6,938,177
Total Program	\$ 1,696,900	\$ 4,339,098	\$ 2,826,921	\$ 1,385,269	\$ 1,050,173	\$ 836,078	\$ 12,134,438
MPCR	45.56%	45.04%	63.63%	95.94%	99.89%	4.01%	57.18%

\*\*\* PRIOR QUARTER = 56.90% \*\*\*

**NORTHERN MIDDLE TN WORKFORCE BOARD  
JUNE 2021 FISCAL UPDATE**

**EXECUTIVE SUMMARY**

**CAMPBELL STRONG 3-YEAR PROJECT RECAP**  
*(1-year, no-cost extension to 9/30/2021 granted)*

<b>Campbell Strong Project</b>	<b>Expenses</b>	<b>Budget</b>	
Campbell Strong - Current fiscal year	3,065,437	3,343,629	91.7%
Campbell Strong Expenditures - Project-to-Date	7,471,856	\$ 7,750,048	96.4%

<b>Direct Participant Expenses</b>	<b>Expenses</b>	<b>Budget</b>	
Campbell Strong - Current fiscal year	1,798,821	1,685,331	106.7%
Campbell Strong Expenditures - Project-to-Date	4,113,490	4,000,000	102.8%

<b>Campbell Strong Enrollments</b>	<b>Actual</b>	<b>Goal</b>	
Participant Enrollments	1,704	2,000	85.2%

**NORTHERN MIDDLE TN WORKFORCE BOARD**  
**JUNE 2021 FISCAL UPDATE**  
**2021-22 REVISED BUDGET REVENUES**

<b>Grant Revenue</b>	<b>\$ in millions</b>	<b>\$</b>
Carryover from 20-21	4.8	4,845,347.04
New Allocations	8.6	8,608,483.41
Total Adult, DW, Youth	13.4	13,453,830.45
Youth grant not available until 22-23	(2.9)	(2,935,628.33)
Carryover to 22-23 at 20% of Adult, DW	(1.1)	(1,134,571.02)
Total 21-22 Adult, DW, Youth	9.4	9,383,631.1
Campbell Strong	0.2	278,191.66
National Emergency DW	1.3	1,315,887.34
Rural Development	0.1	52,193.44
RESEA	0.3	308,880.00
Summer Youth Initiative	0.5	509,652.00
IFA	1.0	1,000,000.00
Total 21-22 Projected Grant Revenue	12.8	12,848,435.54



# NORTHERN MIDDLE TN WORKFORCE BOARD

## JUNE 2021 FISCAL UPDATE

### 2021-22 REVISED BUDGET EXPENSES

Projected Expenses	\$ in millions	%	
NM Workforce Board (Admin & Program)	1.3	10%	1,265,645.00
Board Incumbent Worker Program	0.3	2%	300,000.00
IFA (non-Title I)	1.0	8%	1,000,000.00
<b>Total Board and Overhead</b>	<b>2.6</b>	<b>20%</b>	<b>2,565,645.00</b>
 Campbell Strong Workforce Partnership	 0.2	 2%	 278,191.66
National Emergency DW	1.3	10%	1,315,887.34
OSO	0.3	2%	319,837.62
CSP	8.0	63%	8,007,800.48
Rural Development	0.1	0%	52,193.44
RESEA	0.3	2%	308,880.00
<b>Total Contracted Grant Services</b>	<b>10.2</b>	<b>80%</b>	<b>10,282,790.54</b>
<b>Total 21-22 Grant Expense</b>	<b>12.8</b>	<b>100%</b>	<b>12,848,435.54</b>

# **NORTHERN MIDDLE TN WORKFORCE BOARD**

## **JUNE 2021 FISCAL UPDATE**

### **MONITORING UPDATE**

#### **EDSI and MAC - Career Service Providers**

- \* Contractors met provisional goals set at the May meeting for MPCR and enrollments.
- \* Forward looking corrective action and performance expectations have been communicated.
- \* CSP staffing and Youth challenges (work experience and ISY requirements) continue to be key areas of concern and monitoring focus.

#### **Mid-Cumberland HRA - One-Stop Operator**

- \* One-Stop Operator monitoring tool is being used and MCHRA has provided responses.

#### **Campbell Strong - Workforce Essentials/West Ky Workforce Board**

- \* Northern Middle requested State technical assistance regarding completion of the project and continued funding.

#### **Northern Middle - TDLWD Performance Accountability Review (PAR team) & Program Integrity Unit**

- \* The current PAR review is ongoing and an on-site visit has been conducted.
- \* The Program Integrity Unit has implemented a new monitoring process utilizing a risk assessment worksheet.

**NORTHERN MIDDLE TN WORKFORCE BOARD  
JUNE 2021 FISCAL UPDATE**

**ACTION**

- \* 2020-21 Financial Report and Budget Revision (+ \$735k) Approval
    - \* 2021-22 Revised Budget Approval (\$12.8M)
- with flexibility to utilize up to \$1.5M Dislocated Worker funds for Adult as needed, and as approved by TN DOL.

# **Northern Middle Workforce Board**

One-Stop Operator  
Report  
August 11, 2021

# Northern Middle Tennessee Workforce Development Board AJC Report

For April 1 to June 30, 2021

Report Date: August 11, 2021

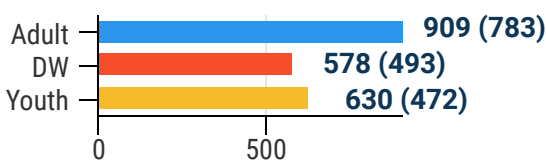
## Local Area Updates

After over a year of little or no employer activity in our Northern Middle American Job Centers (AJCs), we fully opened our doors to employers in the past quarter. All of our AJCs across all thirteen counties have hosted several job fairs in an effort to support Governor Lee’s “Back to Work” initiative. Employers have been anxious to get back into our AJCs in-person to actively recruit workers for immediate employment. Whether it is one employer holding a special hiring event in the AJC one of our smaller counties; to over one-hundred employers in one of our largest counties at an offsite location – in-person job fairs are truly back in Northern Middle. With Tennessee ending the special unemployment effective July 3, we are looking forward to helping our local companies find excellent employees in the coming months.



## Partner Program Updates

### Title I Total Enrollments



### Adult Education

For the program year ending June 30; 2027 received student services A total of 384 students received their HiSETs while 301 students received a level gain.

## Wagner Peyser

**Mar 31/June 30**  
**4,733/5,403** New employers registered in Jobs4TN  
**13,188/17,911** New Job Orders in Jobs4TN  
**1,209/913** Wagner Peyser Participants

## Vocational Rehabilitation

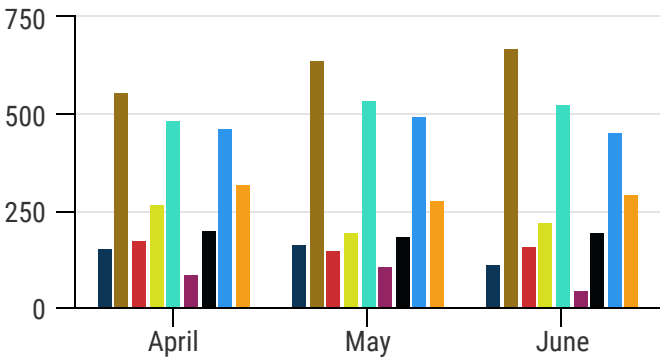
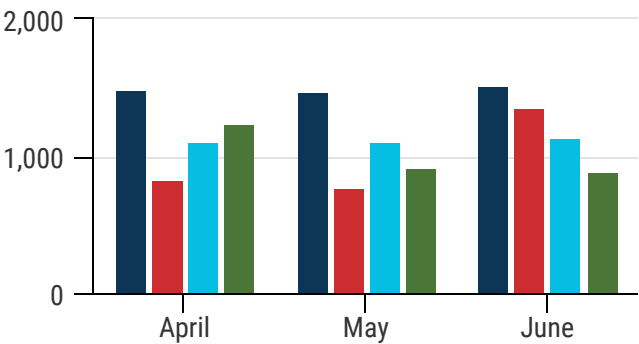
**1,497** Active Cases  
**265** Applications  
**68** Currently Working  
**81** Successful Closures

## AJC Total Traffic Counts

### Comprehensives

Total Individual Visitors  
(19,140)/**22,407**

### Affiliates



Navy - Davidson  
Red - Montgomery  
Med. Blue - Rutherford  
Green - Sumner

Navy - Cheatham  
Gold - Dickson  
Red - Houston  
Yellow - Humphreys  
Teal - Robertson  
Purple - Stewart  
Black - Trousdale  
Med. Blue - Williamson  
Orange - Wilson

# Northern Middle AJC Report

## June 30, 2021

Unemployment Rates by County as of June 30, 2021;    NM = 4.7%    State = 4.9%

County	Unemployment Rate (Mar 31)	Unemployment Rate (Jun 30)
Cheatham	4.1%	4.2%
Davidson	4.5%	5.1%
Dickson	4.3%	4.8%
Houston	7.1%	6.7%
Humphreys	4.8%	5.3%
Montgomery	5.7%	5.9%
Robertson	4.1%	4.4%
Rutherford	4.1%	4.5%
Stewart	5.6%	5.7%
Sumner	4.3%	4.5%
Trousdale	4.7%	4.8%
Williamson	3.3%	3.4%
Wilson	4.0%	4.2%

### AJC Success Stories

--YOUTH- A single Dad of 2 was having a hard time raising both boys with just his High School diploma. He was sent to the AJC by the county Highway Department because they knew they would hire him full time if he was able to get his CDL. He received tuition and travel assistance from WIOA. He passed his CDL and now makes \$18.00 per hour working for county government.

--DISLOCATED WORKER- A female dislocated worker was attending LPN school when her husband lost his job in the middle of her first trimester of school. They had a daughter and neither was working to support the family. Her AJC Career Coach suggested that her husband enroll as a dislocated worker too. He was able to obtain employment with the Trane Co and she finished out her LPN training and got a job. The family unit is now successful with both parents working!

--VETERAN- Brian was a transitioning soldier seeking assistance with aviation training. He received assistance to attend Wings of Eagle and secured a position as a pilot for Air Evac making \$37.91 hourly.

--VETERAN- Juan is a transitioning soldier and attended the electrical course through Total Tech Training. He is now employed through the Department of Veteran's Affairs as a HVAC Technician making \$27.00 per hour.



# **Northern Middle Workforce Board**

Key Performance Indicators  
Report  
August 11, 2021

**Northern Middle Key Performance Indicators**  
**January 1, 2021 – June 30, 2021**  
**Time progression 50%**

<b>PROGRAM</b>	<b>TARGET</b>	<b>Actual as of 3/31/2021</b>	<b>Actual as of 6/30/2021</b>	<b>% of Goal</b>
Adult, Dislocated Worker & NDWG (New Enrollments)	995	297	688	69.1%
Youth (New Enrollments)	403	39	239	59.3%
Adult Education (New Enrollments)	2151	506	1058	49.2%
Adult Education/NICE (IELCE) (New Enrollments)	611	50	50	8%
Wagner Peyser	3851	1195	2108	54.7%
Senior Community Service Employment Program (SCSEP) (Exits)	10	5	5	50.0%
Re-Employment Services & Eligibility Assessment (RESEA)(Co-Enrollments)	73	0	6	8.2%
Trade Adjustment Assistance (TAA) (Co-Enrollment Rate)	100%	50.0%	60.0%	60%
Supplemental Nutrition Assistance Program Employment & Training (SNAP E&T) (New Enrollments)	630	295	607	96.3%
Jobs for Veterans State Grants (JVSG) (New Enrollments)	146	19	81	55.5%
Justice Involved Individuals (New Enrollments)	294	64	217	73.8%



**Northern Middle Key Performance Indicators**  
**July 1, 2021 – June 30, 2022**  
**(Program Year)**

PROGRAM		TARGET
Adult, Dislocated Worker & NDWG (New Enrollments)		995
Youth (New Enrollments)		403
Adult Education (New Enrollments)		1682*
Adult Education/NICE (IELCE) (New Enrollments)		130*
Wagner Peyser		3851
Senior Community Service Employment Program (SCSEP) (Exits)		10
Re-Employment Services & Eligibility Assessment (RESEA)(Co-Enrollments)		73
Trade Adjustment Assistance (TAA) (Co-Enrollment Rate)		100%
Supplemental Nutrition Assistance Program Employment & Training (SNAP E&T) (New Enrollments)		630
Jobs for Veterans State Grants (JVSG) (New Enrollments)		146
Justice Involved Individuals (New Enrollments)		294

\*All goals remained the same except for two identified with an asterisk and they were lowered.

PY20 Q3 WIOA Core Performance Measures	47140 Northern Middle		
Adult Measures	Pass/Fail		Pass
	Negotiated	Actual	% of Goal
Exiters	0	666	
Participants Served	0	1314	
EER 2nd Qtr after exit	82.00%	78.00%	95.12%
EER 4th Qtr after exit	82.00%	80.20%	97.80%
Med. Earnings	\$ 6,650.00	\$ 7,749.00	116.53%
Cred. Attainment	63.00%	62.40%	99.05%
MSG	52.00%	68.80%	132.31%
Dislocated Worker	Pass/Fail		Pass
	Negotiated	Actual	% of Goal
Exiters	0	393	
Participants Served	0	813	
EER 2nd Qtr after exit	82.00%	83.50%	101.83%
EER 4th Qtr after exit	82.00%	82.40%	100.49%
Med. Earnings	\$ 7,600.00	\$ 9,148.00	120.37%
Cred. Attainment	64.00%	61.30%	95.78%
MSG	48.00%	69.60%	145.00%
Youth	Pass/Fail		Pass
	Negotiated	Actual	% of Goal
Exiters	0	288	
Participants Served	0	693	
EER 2nd Qtr after exit	76.00%	75.50%	99.34%
EER 4th Qtr after exit	75.00%	79.40%	105.87%
Cred. Attainment	69.00%	64.90%	94.06%
MSG	45.00%	54.50%	121.11%

# **Northern Middle Workforce Board**

## **Eligible Training Provider Report**

**August 11, 2021**

New Programs Requiring Board Approval								
<i>Staff Recommendation: Approval</i>								
Provider Name	Main Address	Program Name	Total Cost	Job Outlook	Credential Earned	Program Length	Approval Agency	Sector Strategy
Embry-Riddle Aeronautical University	Daytona Beach, FL	Aviation Maintenance Part 65	\$ 9,096.00	Bright Outlook	AMT Certification	9 Weeks	THEC	Logistics
<i>Staff Recommendation: Approval</i>								
Queen City College	Clarksville	Nail Tech	\$ 7,000.00	Bright Outlook	TN Manicuring License	600 Hours	THEC	Personal Health (not NM strategy)
Queen City College	Clarksville	Esthetician	\$ 8,500.00	Bright Outlook	TN Estetician License	750 Hours	THEC	Personal Health (not NM strategy)
Queen City College	Clarksville	Barber to Cosmetology	\$ 3,325.00	Bright Outlook	TN Cosmetology License	300 Hours	THEC	Personal Health (not NM strategy)
Queen City College	Clarksville	Cosmetology Instructor	\$ 3,200.00	Bright Outlook	TN Cosmetology Instructor License	300 Hours	THEC	Personal Health (not NM strategy)
Queen City College	Clarksville	Cosmetology	\$ 15,000.00	Bright Outlook	TN Cosmetology License	1500 Hours	THEC	Personal Health (not NM strategy)
Queen City College	Clarksville	Cosmetology to Barber	\$ 3,325.00	Bright Outlook	TN Master Barber License	300 Hours	THEC	Personal Health (not NM strategy)
Queen City College	Clarksville	Barber Instructor	\$ 3,235.00	Bright Outlook	TN Barber Instructor License	300 Hours	THEC	Personal Health (not NM strategy)
Queen City College	Clarksville	Barber	\$ 15,000.00	Bright Outlook	TN Master Barber License	1500 Hours	THEC	Personal Health (not NM strategy)
<i>Staff Recommendation: Approval</i>								
TN Professional Training Institute	Murfreesboro	Medical Billing & Coading	\$ 2,499.99	Bright Outlook	National Certification	80 Hours	THEC	Healthcare
<i>Staff Recommendation: Approval</i>								
Savvy Coders	Nashville	Full Stack Web Development Boot Camp Nash	\$ 7,000.00	Bright Outlook	ICAgile Certified Professional Certification	160 Hours	THEC	Information Technology
<i>Staff Recommendation: Approval</i>								
TCAT Dickson	Clarksville Campus	Operation Next: IEM	\$ 5,000.00	Bright Outlook	Electrical Systems	224 Hours 19 Weeks	TBR	Advanced Manufacturing

<b>Staff Recommendation: Approval</b>								
Nashville State Community College	Nashville	Promineo Front End Software Engineer	\$ 4,000.00	Bright Outlook	HTML Certification	320 hours 16 weeks	TBR	Information Technology
Nashville State Community College	Nashville	Promineo Back End Software Engineer	\$ 4,000.00	Bright Outlook	SQL Certification	320 hours 16 weeks	TBR	Information Technology
Nashville State Community College	Nashville	Accounts Payable Specialist Certification	\$ 1,295.00	Bright Outlook	APS Certification	360 hours 12 weeks	TBR	Administrative (not NM strategy)
Nashville State Community College	Nashville	Adobe Certified Associate	\$ 2,595.00	Bright Outlook	ACA Certification	220 hours 52 weeks	TBR	Administrative (not NM strategy)
Nashville State Community College	Nashville	Professional Bookkeeping with QuickBooks Online	\$ 2,195.00	Bright Outlook	Quickbooks Certified User	100 hours 24 weeks	TBR	Administrative (not NM strategy)
Nashville State Community College	Nashville	Certified Medical Admin Assistant with Billing and Coding	\$ 3,495.00	Bright Outlook	Certified Medical Administrative Assistant	1040 hours 52 Weeks	TBR	Healthcare
<b>Staff Recommendation: Approval</b>								
Global Beauty & Barber Institute	Goodlettsville	Medical Aesthetics	\$ 8,165.00	Bright Outlook	TN Estetician License & Medical Aesthetics Certification	1225 hours 35 weeks	THEC	Personal Health (not NM strategy)
<b>Staff Recommendation: Approval</b>								
Genesis Career College	Lebanon Campus	Medical Assistant	\$ 15,545.00	Bright Outlook	Certified Medical Assistant	1908 hours 36 weeks	THEC	Healthcare
<b>Staff Recommendation: Approval</b>								
DeVry University	Nashville	Certificate Business Essentials	\$ 14,440.00	Bright Outlook	Certificate Program	320 hours 32 weeks	THEC	Administrative (not NM strategy)
DeVry University	Nashville	Certificate Cyber Security	\$ 23,910.00	Bright Outlook	Certificate Program	600 hours 48 weeks	THEC	Information Technology
DeVry University	Nashville	Programming Essentials Certificate	\$ 13,188.00	Bright Outlook	Certificate Program	600 hours 32 weeks	THEC	Information Technology

Existing Programs Requiring Board Approval for Cost Increase									
Staff Recommendation: Approval									
Provider Name	Main Address	Program Name	Total Cost	Job Outlook	Credential Earned	Program Length	Approval Agency	Sector Strategy	Cost Increase Percentage
Global Beauty & Barber Institute	Goodlettsville	Cosmetology Course	\$ 9,625.00	Bright Outlook	TN Cosmetology License	1 year	THEC	Personal Health (not NM strategy)	Updated to match website price with no discount. Increase 66%
Global Beauty & Barber Institute	Goodlettsville	Barbering	\$ 10,465.00	Bright Outlook	Barbering License	1 year	THEC	Personal Health (not NM strategy)	Updated to match website price with no discount. Increase 80%

Former Programs Requiring Board Approval for return to ETPL									
Provider Name	Main Address	Program Name	Total Cost	Job Outlook	Credential Earned	Program Length	Approval Agency	Sector Strategy	Deactivation Reason
<i>Staff Recommendation: Do not approve per ETPL policy of one year removal before re-application.</i>									
TCAT Nashville	Portland Campus	Cosmetology	\$ 5,955.00	Bright Outlook	TN Cosmetology License	15 months	TBR	Personal Health (not NM strategy)	Removed 2/8/21 due to no WIOA enrollment in two years and provider did not resubmit.
TCAT Nashville	Nashville	Advanced Manufacturing	\$ 8,099.00	Bright Outlook	Advanced Manufacturing Technician; TCAT Certificate	2160 hours 72 weeks	TBR	Advanced Manufacturing	Removed 2/8/21 due to no WIOA enrollment in two years and provider did not resubmit.
TCAT Nashville	Nashville	Machine Tool	\$ 5,959.00	Bright Outlook	Machine Tool Technician; TCAT Certificate	1728 hours 58 weeks	TBR	Advanced Manufacturing	Removed 2/8/21 due to no WIOA enrollment in two years and provider did not resubmit.
TCAT Nashville	Nashville	Collision Repair	\$ 8,791.00	Bright Outlook	Collisions Repair Technician; TCAT Certificate	1728 hours 58 weeks	TBR	Automotive (not NM strategy)	Removed 2/8/21 due to no WIOA enrollment in two years and provider did not resubmit.
TCAT Nashville	Nashville	Automotive Technology	\$ 10,905.00	Bright Outlook	Automotive Technology Technician; TCAT Certificate	2160 hours 72 weeks	TBR	Automotive (not NM strategy)	Removed 2/8/21 due to no WIOA enrollment in two years and provider did not resubmit.
TCAT Nashville	Nashville	Aviation Maintenance	\$ 6,367.00	Bright Outlook	Aviation Maintenance Technician	1944 Hours 65 Weeks	TBR	Logistics	Removed 2/8/21 due to no WIOA enrollment in two years and provider did not resubmit.
TCAT Nashville	Nashville	Drafting and CAD	\$ 5,635.00	Bright Outlook	Drafting and CAD Technology; TCAT Certificate	1728 hours 58 weeks	TBR	Advanced Manufacturing	Removed 2/8/21 due to no WIOA enrollment in two years and provider did not resubmit.



<b>Staff Recommendation: Do not approve per ETPL policy of one year removal before re-application.</b>									
Nashville State Community College	Nashville	AutoCAD 3D 2021	\$ 1,695.00	Bright Outlook	Certificate Program; no credential	240 hours 12 weeks	TBR	Advanced Manufacturing	Removed 2/5/21 due to no WIOA enrollment in two years.
Nashville State Community College	Nashville	Medical Billing and Coding (Vouchers Included)	\$ 2,995.00	Bright Outlook	Certified Professional Coder	1040 hours 52 Weeks	TBR	Healthcare	Removed 2/5/21 due to no WIOA enrollment in two years.
Nashville State Community College	Nashville	Certified Administrative Professional with MS Office Specialist 2019	\$ 3,595.00	Bright Outlook	CAP and MOS	425 hours 52 weeks	TBR	Administrative (not NM strategy)	Removed 7/29/21 due to not meeting WIOA performance.
Nashville State Community College	Nashville	AutoCAD 2021 Certified User	\$ 2,595.00	Bright Outlook	Autodesk AutoCAD Certified User	155 hours 24 weeks	TBR	Advanced Manufacturing	Removed 7/29/21 due to no WIOA enrollment in two years.

Additions to Board Review after Committee Meeting

New Provider Requiring Board Review for Approval					
Staff Recommendation: Approval					
Provider Name	Main Address	Approval Agency	Approval Status	Years in Business	Staff Site Visit
Straightway Educational Group	Murfreesboro	THEC	THEC Exemption	1	Freda Herndon

New Programs Requiring Board Approval								
Staff Recommendation: Approval								
Provider Name	Main Address	Program Name	Total Cost	Job Outlook	Credential Earned	Program Length	Approval Agency	Sector Strategy
Straightway Educational Group	Murfreesboro	Natural Hair Braider Certification Program	\$ 550.00	Bright Outlook	Natural Hair Braider License	16 hours 1 week	THEC	Personal Health (not NM strategy)

Former Programs Requiring Board Approval for return to ETPL									
Provider Name	Main Address	Program Name	Total Cost	Job Outlook	Credential Earned	Program Length	Approval Agency	Sector Strategy	Deactivation Reason
Staff Recommendation: Do not approve per ETPL policy of one year removal before re-application.									
Nashville State Community College	Nashville	Procurement & Purchasing Management	\$ 2,295.00	Bright Outlook	NSCC Certificate of Completion	300 hours 24 weeks	TBR	Logistics	Removed 7/29/21 due to no WIOA enrollment in two years.
Nashville State Community College	Nashville	Certified Medical Admin Assistant with Billing and Coding	\$ 3,495.00	Bright Outlook	Certified Medical Administrative Assistant	1040 hours 52 Weeks	TBR	Healthcare	Removed 4/13/2021. Failed WIOA performance.