



## BOARD MEETING BRIEFING BOOK

**Thursday, September 14, 2023**  
**9:00 – 11:00 AM**

**Hybrid Meeting**  
via Teams and In-person

One Penn Center at Suburban Station  
1617 JFK Boulevard  
Suite 1300  
Philadelphia, PA 19103

# PHILADELPHIA WORKS BOARD OF DIRECTORS



Daniel K. Fitzpatrick  
*Chairman of the Board*  
President  
Citizens Bank of PA/NJ/DE

Steven Scott Bradley  
*Vice-Chairman of the Board*  
Principal, OneDigital - Senior Client Executive  
One Digital

Patrick J. Eiding  
*Secretary of the Board*  
Secretary - Treasurer  
Philadelphia Building Trades

April Walker  
*Treasurer of the Board*  
Senior Vice President, Customer Success  
Salesforce

Michelle Armstrong  
Executive Director, Office of  
Career & Technical Education,  
School District of Philadelphia

Ed Grose  
Executive Director, Greater  
Philadelphia Hotel Association

Marybeth Ferguson Williams  
Assistant Regional Director  
Southeast-Poconos Bureau of  
Workforce Partnership and  
Operations PA DOL & Industry

William Bowie  
President & CEO, Empower  
Construction

Stephanie L. Kosta  
Freedom Region Comcast

Christina Wong  
Comcast Center Campus

Shari Brightful  
Acting District Administrator,  
Philadelphia County, Pa Office  
of Vocational Rehabilitation

Edward Krawczyk International  
Association of Heat and Frost  
Insulators and Allied Workers  
JAC

**All Board Officers are Executive  
Committee Members.**

\*\*Manny Citron  
Chief of Staff, Mayor’s Office  
of Labor

John W. Lasky  
Temple University Health System

**\*\* Indicates additional Executive  
Committee Members.**

David Crossed  
Independent Business  
Consultant

\*\*Richard Lazer  
Executive Director  
Philadelphia Parking Authority

Douglas I. Oliver  
PECO – An Exelon Company

Brigitte F. Daniel, Esq.  
Executive Vice President,  
Wilco Electronic Systems Inc.

Kimmel Proctor  
Beyond Literacy

Donald Generals  
President, Community College  
of Philadelphia

Susan Schonfeld  
Community Integrated Services

Jasmine Sessoms  
Hilco Redevelopment Partners

Peter Gonzales  
President & CEO, Welcoming  
Center for New  
Pennsylvanians

Sarah Steltz  
The Chamber of Commerce of  
Greater Philadelphia

## **BOARD MEETING BRIEFING BOOK**

September 14, 2023

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# PHILADELPHIA WORKS BOARD MEETING AGENDA

September 14, 2023 | 9:00 to 11:00 AM

[Hybrid Meeting via Teams](#)

Presiding: Daniel K. Fitzpatrick, Chair

## Welcome, Reports, & Presentations

- I. [Welcome](#) Daniel K. Fitzpatrick
  
- II. [Opening Remarks](#)
  - New Board Appointment – William Bowie
  - ACTION: Approval of the Consent Agenda
    - June 15, 2023 Board Meeting Summary
    - Committee Meeting Summaries and Reports for this Quarter
  
- III. [New Employees](#) H. Patrick Clancy
  - Kevin Benjamin
  - Gloria Oh
  - Ashlee Phillips
  - Candus Burks
  - Matthew McGill
  - Max Amoako
  - Alonzo Jones
  - Genesis Gonzalez
  - Brandon Boyer
  
- IV. [Economic Overview/Update](#) H. Patrick Clancy & Gloria Oh
  
- V. [CEO Report](#) H. Patrick Clancy
  
- VI. [Operations Report](#) Patricia Blumenauer & Tyrone Hampton
  - ACTION: Approval of the Youth Intermediary Contractor
  
- Committee Updates and Actions**
  - i. [Finance](#) Zachariah Hughes & April Walker
    - Committee Update
    - ACTION: Approval of the Financial Statements for twelve-month ending June 30, 2023
    - ACTION: Approval of the Financial Statements for one-month ending July 31, 2023
  
  - ii. [Employer Engagement & Workforce Strategies Committee](#)
    - Committee Update Sarah Steltz
  
  - iii. [Youth Standing Committee](#) Marcus Hall
    - Committee Update

iv. One-Stop Operator

Shari Brightful

- Committee Update

VII. Communications Update

Dawn Thomas

Public Comment

Daniel K. Fitzpatrick

Closing Remarks and Adjournment

Next Meeting: Thursday, December 14, 2023

## CONSENT AGENDA ITEMS

### [Overview](#)

The following items are on the Philadelphia Works Consent Agenda for September 14, 2023:

- June 15, 2023, Board Meeting Summary (p. 2-6)
- Committee Meeting Summaries and Reports for this Quarter (p. 7-18)

Items on the Consent Agenda will not be discussed unless requested by a Board member. The following is a brief overview of each item.

### [Meeting Summary: June 2023 Board Meeting](#)

The Board is being asked to approve the draft meeting summary from the June 15, 2023, Board Meeting.

### [Committee Meeting Summaries](#)

The Board is being asked to approve the committee meeting summaries included in today's board briefing book.

Board and  
Committee  
Meeting  
Summaries

Welcome

Chairman of the Board Mr. Daniel Fitzpatrick convened the meeting at 9:30 AM. As part of his welcoming address, Mr. Fitzpatrick thanked the Philadelphia Works staff for its continued commitment to helping residents find employment.

Motion: Mr. Fitzpatrick asked for a motion to approve the Consent Agenda as outlined in page 1 the Philadelphia Works Board Briefing Book. The Consent agenda consisted of the following: Philadelphia Works Update, March 15, 2023, Board Meeting Summary and Committee Meeting Summaries and Reports for the quarter.

- Motion: Mr. Bradley
- Second: Mr. Grose
- Abstentions: None

ACTION: Motion was approved unanimously.

New Employees

Mr. Clancy welcomed six new employees to Philadelphia Works.

Economic Update/Update

Sam Fraley provided the Board with an economic update:

- Philadelphia’s unemployment was 4% in April, down from 4.4% from March.
- 253,000 jobs were added nationally in April, which was 13,000 higher than projected while an additional 339,000 jobs were added in May,
- National labor force participation rate was only 62.6% in April, which is still below the February 2020 level.
- CPI was 4.9 in April, and just yesterday BLS reported it was 4%, which is the lowest in 11 months.
- The Federal Reserve yesterday announced for the first time in 11 months that they will keep the interest rates consistent, which would indicate the Fed may be seeing some calm in inflation and seeing some stability in the future.
- Before COVID, the unemployment rate nationally, state level and locally was at 6% with a large spike at the start of the pandemic with a long-term negative trend. As the persistently high inflation has tempered off, there has been some increases in the end of the last year but for 2023 it has remained low and consistent.
- Inflation is at 4%, which is down from last June when it was at its highest at over 7.5%.

ATTENDANCE

MEMBERS

Michelle Armstrong  
Shari Brightful  
Manny Citron David  
Crossed Brigitte  
Daniels, Esq. Patrick  
Eiding  
Dan Fitzpatrick  
Peter Gonzales  
Edward Krawczyk  
Richard Lazer  
Kimmel Proctor  
Susan Schonfeld  
Jasmine Sessoms  
Sarah Steltz  
Ed Grose  
John Lasky  
Steven Scott-Bradley  
Marybeth Ferguson  
Williams  
Christina Wong

REGRETS

Emily Bittenbender  
Donald Generals  
Stephanie Kosta  
Doug Oliver  
April Walker

STAFF

Devin Abraham  
April Alexander  
Rebecca Ambrose  
Kevin Benjamin  
Patricia Blumenauer  
H Patrick Clancy Zoe  
Cousins  
John Daly  
Sam Fraley Genesis  
Gonzalez Sue  
Hoffman Zachariah  
Hughes Joseph  
Kozlowski Linda Li  
Alyssa Majette  
Kimberly McCaffrey



President and CEO Patrick Clancy updated the Board:

- Core funding for TANF and WIOA increased by \$2.6 million this year, bringing PhilaWorks' overall budget to \$104 million.
- The Wallace Foundation provided a grant to fund a career-learning system by Philadelphia Works, the School District of Philadelphia, and the City of Philadelphia's School District.
- The Macquarie Group has also provided a grant to fund stipends for individuals in training, who are preparing for internships.
- Philadelphia Works has released an RFP for a new youth intermediary to better leverage our resources as a city in conjunction with the City of Philadelphia and for the first time, the School District of Philadelphia.
- Philadelphia Works was also named the lead for a three-state \$1 billion US Department of Energy multistate hydrogen hub grant with New Jersey, Delaware, and Pennsylvania, of which \$1 to 2 million will be earmarked for workforce training if awarded.
- Philadelphia Works has also been engaging with colleagues across the Commonwealth to engage legislators on a free-the-data campaign which will allow access to the data rather than depending on data provided by the Commonwealth. This will enable Philadelphia Works to analyze its program in a way to find out who went to work, how long they're working and how much they're earning.

### [Operations Report](#)

Philadelphia Works Chief Operating Officer, Patricia Blumenauer, provided the following updates:

- Philadelphia Works is projecting a \$5 million carryover from its WIOA and TANF funding.
- Of the \$33 million from Philadelphia Works' core funding, it is anticipated that \$10 million will be utilized for contracts, operations, and staff internally and some will be carried over into the next fiscal year, depending on where Philadelphia Works will be at certain parts of its different grants.
- For Pa CareerLink®, there has been an increase in center staff as well as the inclusion of a director of career services to provide a better on-the-ground oversight of the career coaching and job placement staff so that site administrators can take a step back and manage things from a higher level.
- PhilaWorks will also embark on a small-scale WIOA redesign to look at its processes, engagement with customers and utilize a human-centered design lens to see where improvements can be made.
- Also, the community partnerships with libraries and other sites will continue.
- PhilaWorks' one-stop shop operator provided really great professional development for the entire system last year on improving the quality of services through building staff capacity which it hopes to continue this year to further enhance the improvements from last year.
- For the youth system, there is the WIOA youth, which provides services for out-of-school youth with and without secondary credential as well as some pre-apprenticeship programs.
- On the TANF side, which offers more flexibility as there are no federal outcomes compared to the WIOA side, there are programs that offer employment connections and career readiness.
- For the career-connected learning system, in conjunction with the City of Philadelphia and the School District of Philadelphia, PhilaWorks put out a single RFP for a youth intermediary contract to replace the current work model. Another RFP will be to build the program quality through building a strong capacity. Also, a shared data system is in the works which will be utilized to track youth people in the city from age 10 through 25 to improve PhilaWorks' ability to help people on their career path, college, work.
- PhilaWorks also has \$2.5 million to invest in skills training initiatives which will include vocational skills training programs and individual training accounts. Also, another \$2.7 million for employer-based training initiatives which will include on-the-job trainings, customized job trainings, incumbent worker trainings as well as some internship and transitional work programs. Another \$300,000.00 will be earmarked for apprenticeship-specific training.
- The high-quality programming with Wistar Institute will also be continued as well as the internship program for young adults with Penn Medicine which involves high school graduates work through a set of three or four rotations at the Pennsylvania Hospital over the summer to looking through what hospital positions, they might be interested in. This also provides some professional development, and some will be offered a full-time position at

the end of their rotation.

- PhilaWorks has also partnered with CCI on their water meter OJT, which involved supporting the city's transition of its water meters to a new system through funding to support training and employment of individuals in this field.
- For the incumbent worker training for teachers, PhilaWorks has piloted working with the school district, Elevate215 and other LEAs to provide some funding to support teachers who are in need of additional training to be able to continue to teach. An RFP will be put out in the fall to look at some other high demand occupations not currently represented in the program.
- For Apprenticeship Building America, gaps in the funding were discovered such as which are allowed and not allowed so PhilaWorks will experiment in leveraging its formula funding to support some of these apprenticeship pieces over the next year, which will also help figure out sustainability for funding apprenticeships after some of these grants end. \$1 million in supplemental support will be provided to customers in wraparound ways to help achieve their goals.
- For community outreach and engagement contract, an RFP was awarded to Impact Services as its service provider targeting zip codes from North, West and Southwest Philadelphia as well as cross-referencing zip codes with higher incidence of poverty and unemployment and where there is less engagement with folks at PhilaWorks' centers. Impact Services will implement a trusted messenger model to figure out why people aren't engaging with its centers, getting information out in these zip codes about PhilaWorks' services. This will be implemented in the next couple of weeks and initial results will hopefully be shared at the next board meeting.
- The utility and rental assistance with UESF and financial literacy and counselling with Clarifi programs will also be continued.
- PhilaWorks is also looking into developing a CareerLink mobile app which will help folks access PhilaWorks' virtual services more smoothly and be able to send securely send documentation back and forth.
- PhilaWorks is also looking into increasing its translation services due to the increase in referrals from folks who have refugee status.
- For specialized services, \$3 million will be earmarked for special populations, which include folks with English as a second language, the LGBT community, 55-plus workers, the immigrant population, so those folks that might not be receiving the most tailored service based on their circumstance within the larger PA CareerLink system and build out programming to support those individuals.
- Also building out employment services and programs for those impacted by the justice system.
- For the Good Job Challenge which was delayed due to administrative pieces with the EDA getting contracts into place, as one of its requirements, a steering committee will be held hopefully in July, in which some board members will be asked to participate in. Currently there is \$21 million in this grant and Mr. Tyrone Hampton will provide an update at the next board meeting.
- For the dislocated worker grant, which is a regional grant to support individuals who were laid off during the pandemic, PhilaWorks has asked for a year's extension as it still has \$2.5 million to spend and with the grant scheduled to close in three months.
- For the Apprenticeship Building America grant, which is a regional grant funded by the US Department of Labor, this entailed working with a number of sub awardees to build and expand pre-apprenticeships and registered apprenticeship programs.
- For the ETA Community Projects grant, which is in coordination with Hilco Redevelopment Partners and CEO Works of Philadelphia, this is a program to offer transitional work for folks who have been impacted by their involvement with the justice system.
- The William Penn Foundation is supporting to pilot additional supportive services to enable folks to continue training while at work for stronger retention. Also there has been talk at piloting some employer-based ESL classes as more employers encounter this problem.
- Looking also to become a SNAP 50-50 intermediary and working with the state on that.
- The Wallace Foundation will support not just with funding the new youth model but also help with technical assistance and bringing in a consultant to help with the database piece.
- With the Macquarie Social Impact Award, which came about as they bid to rebuild nine bridges across the Commonwealth, and they asked the support of PhilaWorks as they felt that workforce ought to be a part of their bid. They support training programs related to infrastructure with stipends.

## [Financial Reports](#)

Mr. Clancy presented the financial reports ending on April 30, 2023, for approval.

MOTION: Mr. Fitzpatrick requested a motion to approve the financial statements ending on April 30, 2023.

- Motion: Mr. Gonzales
- Second: Mr. Bradley
- Abstentions: None

ACTION: Motion was approved unanimously.

Mr. Clancy presented the modified Philadelphia WIOA local plan for approval.

MOTION: Mr. Fitzpatrick requested a motion to approve the revised Philadelphia local plan.

- Motion: Mr. Lasky
- Second: Mr. Lazer
- Abstentions: None

ACTION: Motion was approved unanimously.

Mr. Clancy presented the modified Southeast PA WIOA regional plan for approval.

MOTION: Mr. Fitzpatrick requested a motion to approve the regional plan modifications for surrounding counties.

- Motion: Mr. Lasky
- Second: Mr. Citron
- Abstentions: None

ACTION: Motion was approved unanimously.

Mr. Clancy presented the FY'24 operating budget and in-year materials.

MOTION: Mr. Fitzpatrick requested a motion to approve the FY '24 operating budget.

- Motion: Mr. Lasky
- Second: Mr. Eiding
- Abstentions: None

ACTION: Motion was approved unanimously.

Mr. Clancy presented the plan to approve and negotiate Philadelphia Works' contracts worth \$3 million and greater.

MOTION: Mr. Fitzpatrick requested a motion to approve the ability of Philadelphia Works to negotiate contracts worth \$3M or greater.

- Motion: Mr. Eiding
- Second: Mr. Grose
- Abstentions: None

ACTION: Motion was approved unanimously.

## [Youth Standing and One Stop Committees](#)

Patricia Blumenauer provided updates in lieu of Jasmine Sessoms who stepped out of the meeting.

- With regards to WorkReady, the group convened on May 31st with PYN to fill out the 8,000 work opportunities available in the city as well as discussed, the RFP for the redesigned intermediary role.

Sarah Steltz and Brigitte Daniels provided updates for the One Stop Committee.

- They presented that they convened here at PhilaWorks on May 17 with the Philadelphia Leadership Group, business engagement team, system-wide business services and workforce operations to talk about PhilaWorks' structure and gain an understanding on what PhilaWorks offers to support employers. It also hoped that PhilaWorks' employee partners can act as ambassadors in spreading the word out on how PhilaWorks can help employers.

Kimmel Proctor presented that the one-stop committee met last May where they received updates from TPMA about the status of their MOUs which are in the process being renewed with their partner organizations. Northwest CareerLink also hosted a well-attended spring partner resource fair back in April where customers were able to directly connect with community organizations about their training programs and the fair was well received and as such, plans are underway for the next quarterly resource fair in the summer although the date and location are still to be determined. The quarterly one-stop partner meeting was held last May, and topics discussed included PCs for People about their computer distribution program and the ongoing Work Ready Summer Program and Career Dislocated Worker Program which will run until September.

Patricia Blumenauer presented a contract with Thomas P. Miller, and Associates to act as the one-stop operator for Philadelphia Works' PA CareerLink system in Philadelphia for approval.

MOTION: Ms. Blumenauer requested a motion to approve the contract with Thomas P. Miller, and Associates to act as the one-stop operator for Philadelphia Works' PA CareerLink® system in Philadelphia.

- Motion: Mr. Bradley
- Second: Mr. Krawczyk
- Abstentions: None

ACTION: Motion was approved unanimously.

### [Communications Update](#)

Dawn Thomas, Director of Communications, provided several updates:

- Ms. Thomas provided updates on the Macquarie Social Impact Award which is helping Philadelphia Works with its workforce development and diversifying economic opportunities with Philadelphia Works workforce development opportunities.
- Ms. Thomas also provided a success story around Philadelphia Works' Career Dislocated Worker grant and two customers who have been helped greatly by these resources awarded by the United States Department of Labor.

### [Public Comment](#)

There was no public comment.

### [Adjournment](#)

MOTION: Mr. Fitzpatrick requested a motion to adjourn the meeting.

- Motion: Mr. Eiding
- Second: Mr. Grose
- Abstentions: None

ACTION: Motion was approved unanimously, and the meeting ended at 11:25am.



## EXECUTIVE COMMITTEE MEETING SUMMARY

Wednesday, June 7, 2023 | 3:00-4:00 PM

Chair: Mr. Daniel Fitzpatrick

Virtual meeting via Microsoft Teams

### Welcome

The meeting was called to order at 3:00 p.m. Mr. Daniel Fitzpatrick, Chair, welcomed committee members.

MOTION: Mr. Daniel Fitzpatrick, Chair, requested a motion to approve the following agenda items: Executive Committee Meeting Summary of March 8, 2023; Committee Reports and the draft Board Meeting Agenda for June 15, 2023.

- Motion: Mr. Patrick Eiding
- Second: Ms. Manny Citron
- Abstentions: None

### CEO Report

#### Budget Overview

H. Patrick Clancy advised that the total TANF and WIOA funding will be increased by \$2.6 million. The FY 2024 Budget of \$104,026,566 will be increased by \$25,798,597. The increase is attributed to the Good Jobs Challenge (GJC) and Apprenticeship Building America (ABA) Grant Program. The increase will enable customers to receive a more varied and greater number of services.

### Investment Strategy

#### Investment Strategy Overview FY 2024

Mr. Clancy invited Ms. Patricia Blumenauer to inform the committee on the \$73 million available for contracting in FY 2024. The funding breaks down as \$57.5 million through formula funding and \$15.5 million through grant funding.

#### Formula Funding \$57.5MM

Ms. Patricia Blumenauer reported that the formula funding sources are: WIOA Adult, WIOA DL, TANF Adult, WIOA Youth, TANF Youth. The funding will be used for: PA CareerLink® services, Training contracts, Outreach Services, all of which occur year to year. Additionally, funding will be utilized for: Specialized Population WIOA Services, RFP in process for providers to support specific population with specialized career services solutions; New initiatives in exploration phase, business engagement strategy consultant, justice-involved coordinator contractor, PA CareerLink® mobile app; Career-Connected

#### ATTENDANCE:

##### MEMBERS:

Steven Scott Bradley  
Patrick J. Eiding  
Daniel K. Fitzpatrick  
Richard Lazer  
Manny Citron

##### REGRETS:

April Walker

##### STAFF:

H. Patrick Clancy  
Patricia Blumenauer  
John Daly  
Zach Hughes  
Michael Joynes  
Marianne Fuccio

##### GUEST:

Robert J. Pisko

Learning Programs Intermediary, current RFP to run work-based learning system for in-school youth, in partnership with the city's Office of Children and Families (OCF) and the School District of Philadelphia (SDP) through professional development opportunities that encourage high quality programming, in partnership with OCF and SDP; Shared data system for youth, soon to be released RFP to build data system to connect young people to opportunities and share data across entities, in partnership with OCF and SDP; WIOA Youth Programs, Out of School Youth with and without secondary credential and pre-apprenticeship; TANF Youth Programs-Career readiness programming and employment connections.

### **Grant Funding \$15.5MM**

Ms. Patricia Blumenauer reported that the grant funding sources are: Department of Labor, Department of Commerce, PA Labor and Industry, and various foundations. The funding will be used for: CAREER Dislocated Worker; Apprenticeship Building America; Community Project Funding; Good Jobs Challenge; Industry Partnerships; Business Education Partnership; Clean Energy Project;

### **New Grants**

Ms. Blumenauer noted that grants are originating from the following foundations:

The William Penn Foundation – housing and childcare assistance will be provided to support folks during training while building out a system which may allow the drawdown of additional funds from the state through SNAP 5050.

The Wallace Foundation - funding will support some parts of the career-connected learning. Additionally, funding can assist in building out the data system along with research into successes in other workforce development areas.

The Macquarie Group – funding will go directly for stipends to individuals in training and will assist with some of the infrastructure projects that are planned.

### **New Youth Strategy**

Ms. Blumenauer updated that through the formula funding, an RFP for Career-Connected Learning was released. Key partners of ours in the development were the Office of Children and Families and the School District of Philadelphia. Although we've continuously engaged with those systems, this is the first time we've partnered at this level.

### **Community Engagement**

Ms. Blumenauer advised that through data analysis a number of zip codes in the Philadelphia areas of North, West and Southwest were identified as being in need of PA CareerLink® services. Via an RFP, Impact Services was awarded a contract to capture valuable information which will foster connections between individuals and the PA CareerLink® PHL centers.

### **Specialized WIOA Services**

Ms. Blumenauer noted that results of an RFP for services to specific populations such as immigrant, refugee, LGBTQ, single parents, juvenile justice involved and a number of other different populations are currently at the scoring stage. Awards will be announced sometime in July.

### [Business Engagement Strategy](#)

Ms. Blumenauer remarked about efforts to enhance and/or overhaul the business engagement strategy. Although we will explore the benefits of a consultant to assist in this effort, we have already started to research the justice involved population.

### [PA CareerLink® mobile app](#)

Ms. Blumenauer advised that currently under consideration is the potential for a PA CareerLink® mobile app to connect with staff and services at the centers.

### [New Proposals](#)

Mr. Patrick Clancy provided brief insight on the new proposals: The U.S. Department of Energy: Multi-state Hydrogen Hub. A proposal in the amount of \$1 billion has been submitted. \$1.2 million is proposed for workforce training. Updates on awards should be released in late 2023 or early 2024; and, U.S. Department of Labor Pathway to Infrastructure Jobs. We are partnering with the City of Philadelphia on this proposal which is slated for July submission. Fairmount Ventures is the designated grant writer.

### [State Advocacy](#)

Mr. Clancy informed that we are engaged in a [Free the Data Campaign](#) in collaboration with area workforce development organizations to encourage the Commonwealth to release relevant PA CareerLink® visitor information. By identifying services utilized, we can better evaluate their value.

Mr. Clancy noted that requesting [youth funding](#) is an ongoing effort. Although there is much advocacy for youth programs, legislative awareness and action is needed for funding to become part of the budget.

Mr. Clancy remarked that the [Benefits Cliff](#) occurs when small increases in earnings results in households losing public benefits because they are no longer eligible. They may lose access to medical care, childcare subsidies, and a wide-reaching range of public benefits. Losing childcare subsidies impacts retention around month five when an individual cannot afford to pay for childcare on their earnings alone and revert back to being jobless and benefit dependent.

### [Finance Report](#)

Mr. Clancy referred members to the Finance Committee summary:

MOTION: Mr. Daniel Fitzpatrick, Chair, requested a motion to approve the financial statements for ten months ending on April 30, 2023.

- Motion: Mr. Patrick Eiding
- Second: Mr. Manny Citron
- Abstentions: None

ACTION: Motion was carried.

MOTION: Mr. Daniel Fitzpatrick, Chair, requested a motion to approve the Operating Budget for FY 2024.

- Motion: Mr. Patrick Eiding
- Second: Mr. Manny Citron
- Abstentions: None

ACTION: Motion was carried.

MOTION: Mr. Daniel Fitzpatrick, Chair, requested a motion to approve the Budget Modification for FY 2023.

- Motion: Mr. Patrick Eiding
- Second: Mr. Manny Citron
- Abstentions: None

ACTION: Motion was carried.

MOTION: Mr. Daniel Fitzpatrick, Chair, requested a motion for approval to negotiate contracts greater than \$3 million.

- Motion: Mr. Patrick Eiding
- Second: Mr. Manny Citron
- Abstentions: None

ACTION: Motion was carried.

## One Stop Operator

Ms. Blumenauer presented that the One-Stop Operator annually coordinates mandated partners within the PA CareerLink® System ensuring connectivity and negotiates a separate MOU with each partner. The RFP generated questions from a number of organizations; however, only one organization applied, Thomas P. Miller Associates. They received high scores through the scrupulously conducted review and scoring process. We have worked with this organization for several years and they have consistently meet or exceed expectations.

MOTION was made by Mr. Daniel Fitzpatrick, Chair, to approve Thomas P. Miller Associates as the One-Stop Operator.

- Motion: Mr. Steven Scott Bradley
- Second: Mr. Patrick Eiding
- Abstentions: None

ACTION: Motion was carried.

## Draft Agenda for the Board Meeting

Mr. Clancy presented the draft agenda for the next meeting of the board scheduled for June 15, 2023.



## Adjournment

MOTION: Mr. Daniel Fitzpatrick, requested a motion for adjournment of the meeting.

- Motion: Mr. Patrick Eiding
- Second: Mr. Manny Citron
- Abstentions: None

ACTION: Motion was carried.

With no further business to discuss, the meeting adjourned at 4:00pm.

## Welcome

The meeting was called to order at 9:00 a.m. MOTION was made to approve the Finance Committee meeting summary of June 5, 2023. ACTION: the motion was approved.

## Operations Narrative and Financial Statements for twelve-month ended June 30, 2023, and one month ended July 31, 2023

Mr. Zachariah Hughes presented the financial statements for year ended June 30, 2023.

TANF Adult – FY23 contract is 100 percent cost reimbursement-approximately 89 percent of cost reimbursement funding was spent through June 30, 2023.

WIOA Adult and Dislocated Worker – approximately 90 percent and 93 percent of FY23 funding, has been spent through June 30, 2023. Remaining funds from FY23 TANF and WIOA Youth are expected to be carried over to FY24.

TANF and WIOA Youth – approximately 85 percent and 81 percent of FY23 funding, has been spent through June 30, 2023. Remaining funds from FY23 TANF and WIOA Youth are expected to be carried over to FY24.

MOTION was made to approve the Financial Statements for year ended June 30, 2023. ACTION: the motion was approved.

## Financial Statements for one-month ended July 31, 2023

Mr. Hughes presented the financial statements for one month ended July 31, 2023.

Cash balance at the end of July 2023 is less than prior year primarily due to the budget impasse and the no draw period imposed by the Commonwealth in order to roll forward grants from FY23 to FY24.

MOTION was made to approve the Financial Statements for one month ended July 31, 2023. ACTION: the motion was approved.

## FY 24 Executed Contracts

Previously executed contracts were presented to the group for disclosure purposes only and did not require approval.

## Adjournment

With no further business, the meeting was adjourned at 9:30 a.m.

### ATTENDANCE:

#### MEMBERS:

Steven Bradley  
Patrick Eiding  
April Walker

#### REGRETS:

Ed Grose

#### STAFF:

Patricia Blumenauer  
Patrick Clancy  
Zachariah Hughes  
Gail Winkle

## Welcome

The meeting was called to order at 9:02 a.m. Ms. Sarah Steltz welcomed committee members and guests. MOTION was made to approve the meeting minutes as written. ACTION: The motion was approved unanimously.

## Introduction of New Committee Members

The committee joined Ms. Steltz in welcoming three new members: Gianna Grossmann of the City of Philadelphia Commerce Department, Erin Phovilaychit of Community Integrated Services, and Marybeth Williams of the Department of Labor & Industry Bureau of Workforce Partnership and Operations.

## Committee Purpose and Goals

Ms. Steltz presented the purpose and goals of the Employer Engagement and Workforce Strategies (EEWFS) Committee as determined by the EEWFS Subcommittee during a strategy session. The committee’s purpose and goals are to:

- Determine how the work of the EEWFS Committee can support and be supported by employer engagement efforts.
- Identify employer partners who may be interested and valuable to this committee.
- Determine the role and capacity of current committee members.

## Economic Update

Mr. Max Robinson provided a labor market update which included an overview of Philadelphia’s unemployment rate compared to the state and nationally.

Nationally, unemployment is slowly rising at 3.8% for June 2023, which is a 0.4% increase. Pennsylvania unemployment is at 3.8%, and Philadelphia is currently at 4.6 % for June 2023.

According to the Philadelphia employment industry, two sectors are experiencing a large decrease in employment. Education and Health Services has a decrease of 7,000 jobs and Transportation and Utilities are at a decrease of 200 jobs. Leisure and Hospitality are increasing in their demand at 2,200. Professional and business have an employment increase of 1,300, and Retail and Trade are in 3<sup>rd</sup> with an increase of 700 jobs.

Job postings show strong demands for seekers in Education and Health Services, Transportation, and Utilities. There is a lower demand for Mining, Logging, Construction, Information, Finance, and Insurance.

### ATTENDANCE:

#### MEMBERS:

Brigitte Daniel Corbin  
Valerie Grant  
Gianna Grossmann  
Erin Phovilaychit  
Susan Schonfeld  
Sarah Steltz  
Marybeth Williams

#### REGRETS:

Shari Brightful  
Donald Generals  
Ed Grose  
Anuj Gupta  
Gregory Mason

#### STAFF:

Patricia Blumenauer  
H. Patrick Clancy  
Marcus Hall  
Abby Jones  
Gloria Oh  
Marlene Pringle  
Max Robinson  
Timothy Smith  
Ronald Story  
Tiara Strambler  
Nichol Wilkins

#### GUESTS:

Rochelle Cooks

## Commerce Department Workforce Professionals Alliance Announcements

Ms. Gianna Grossmann shared that the Workforce Professionals Alliance (WPA) was started between 2018 and 2019 to bring together some of the largest and best-performing workforce training organizations in the city. WPA is currently made up of almost 30 organizations that meet bi-monthly to set standards for training quality, as well as to define what a quality job is and what that looks like for participants. WPA is looking to connect employers who are hiring directly to high-quality training organizations to fulfill talent needs, and has three subcommittees: employer engagement, data/metrics, and communications.

WPA is in the process of planning an October event that will bring together WPA members, partners, and connected employers, and will also give employers who have not yet been connected to this work an opportunity to engage. If you are interested in the event or talking more about it, please reach out to Ms. Grossmann at [gianna.grossmann@phila.gov](mailto:gianna.grossmann@phila.gov).

## Employer Engagement Working Group Overview

Mr. Marcus Hall provided an overview of the Employer Engagement Working Group (Working Group). Mr. Hall explained that there are three different levels of employee engagement within the workforce system: Job Developers and Job Matchers within the PA CareerLink® system, the Philadelphia Works Business Engagement team, and Business Services within the System-Wide team. The Working Group is an opportunity to bring more uniformity to service delivery and ensure that everyone is aware of what products and services are available within the system.

The objectives of the working group are to:

- Identify the products and services we can offer to employers in the city.
- Assess and identify pain points in our own internal employer engagement processes and work to refine those processes.
- Develop the materials, literature, and strategies that will be used for outreach.

The EEWFS committee will be instrumental in helping to develop the messaging and outreach used to engage employers. Mr. Hall identified the workforce teams included in the Working Group: Philadelphia Works leadership and staff, PA CareerLink® Business Services Representatives, and PA CareerLink® Philadelphia Center staff. Mr. Hall further noted that this group meets bi-weekly to help create opportunities for career readiness, career development, and internships, and the Working Group is currently in the process of identifying pain points. The Working Group's next phase, beginning in October, will focus on developing materials, literature, and outreach strategies for the new program year.

As of this meeting date, the Working Group has completed Session Three which focused on recruitment initiatives, direct hire/job fair events, and Incumbent Worker Training. Upcoming are Session Four which will cover pre-apprenticeships, apprenticeships, and Industry Partnerships, Session Five covering On-the-Job Trainings and Customized Job Trainings, and Session Six covering internships/externships and transitional work. Mr. Hall will continue to share Working Group updates with this committee as their work continues.

## Expanding Employer Engagement Activities

Ms. Steltz led the committee in a discussion of how Philadelphia Works, PA CareerLink®, and partner organizations can collaborate to help lighten the load of participating in workforce programs on the employer side and make the process of working with employers more streamlined. Ms. Grossmann suggested the creation of a one-pager that includes available employer incentives and opportunities, and the committee was largely

supportive of this idea. Other suggestions included offering concierge-like service to employers, creating a decision tree to help customize opportunities for businesses that differ by industry, size, and capacity, designating first points of contact to route employees to proper resources, and creating a shared virtual location to house resources that can be accessed by all partner organizations.

## Adjournment

With no other business to discuss, the meeting adjourned at 9:59 a.m.

## Welcome

The meeting was called to order at 11:02 a.m. In Ms. Jasmine Sessoms' absence, Mr. Marcus Hall and Ms. Kimberly McCaffrey welcomed committee members and guests. MOTION was made to approve the meeting minutes. ACTION: motion was approved unanimously.

## Procurement Update

Mr. Hall and Ms. McCaffrey discussed the RFP processes for a new TANF youth services provider and Career Connected Learning (CCL) Intermediary. The resulting provider recommendations were presented to the committee and discussed.

## Wallace Foundation Overview

Mr. Hall presented to the committee regarding a grant from the Wallace Foundation awarded to the School District of Philadelphia, Philadelphia Works, and the City of Philadelphia to coordinate and collectively fund and evaluate youth workforce services. The primary goals of this effort are to fortify partnership and governance structures to align organizational priorities and procedures; ensure seamless access to services for both young people and caregivers; and create improved, quality programming.

## WorkReady Update

Ms. McCaffrey updated the committee regarding WorkReady Summer 2023. Final numbers will be reported next quarter, we are expecting over 7,000 young people to have participated by summer's end. Successes include high-quality programming, large-scale in-person enrollment events, the continuation of PYN's the vital document fund, and PYN's Get Banked campaign which resulted in a higher number of young people creating bank accounts and using direct deposit. Lessons learned include pain points around a new PYN database, difficulties with clearances, and youth payment.

## Adjournment

With no other business to discuss, the meeting adjourned at 11:31 a.m.

### ATTENDANCE:

#### MEMBERS:

Michelle Armstrong  
Deborah Buhles  
Patrick Eiding  
Nicole Fuller  
Sarah Hollister  
David Thomas  
April Voltz

#### REGRETS:

Lisa Coriano  
Daniel Fitzpatrick  
Heloise Jettison  
Stephanie Kosta  
Christine Piven  
Ali Robinson-Rogers  
Jasmine Sessoms

#### STAFF:

Patricia Blumenauer  
H. Patrick Clancy  
Marcus Hall  
Abigail Jones  
Kimberly McCaffrey



## ONE-STOP OPERATOR MEETING SUMMARY

Friday, August 25, 2023 | 9:00 A.M.-10:00 A.M.

Co-Chairs: Kimmell Proctor, Shari Brightful

Virtual meeting via Microsoft Teams

### Welcome

The meeting was called to order at 9:02 a.m. Ms. Shari Brightful welcomed committee members and guests. MOTION was made to approve the meeting minutes. ACTION: motion was approved unanimously.

### PA CareerLink® Philadelphia Updates

Mr. Shaun Quigley provided an update on activities at PA CareerLink® Philadelphia Centers. Firstly, during August and September 2023 each Center is hosting an annual PA CareerLink® resource and job fair, featuring on-site employers and community partners.

Secondly, PA CareerLink® Administrators and Directors of Career Services joined Philadelphia Works staff to share updates and coordinate initiatives for Fiscal Year 2024.

Finally, Philadelphia Works’ partnership with Magnolia Impact Solutions to conduct a study that will measure the impact of EARN programming on participants’ overall financial health is now in Phase 2 at the Northwest PA CareerLink® Center.

### One-Stop Manager Report

Ms. Christina Ortega of Thomas P. Miller & Associates (TPMA), Philadelphia’s One-Stop Operator provider, shared the One-Stop Operator activities that have taken place since the previous quarter’s meeting.

### MOU Renewal Process Updates

Ms. Ortega provided updates about the MOU renewal process with Philadelphia Works’ partner organizations. All partner organizations have received their updated MOUs, including Title II partners, and almost every partner has returned their signed MOU to Philadelphia Works and TPMA.

### Partner Resource Fair Planning/Citizens Bank Park Event

Ms. Ortega shared that both the Partner Resource Fair planned at PA CareerLink® West and the career fair planned at Citizens Bank Park were postponed due to the recent budget impasse. Now that the budget has been finalized, planning for both events will resume and new dates will be shared shortly.

ATTENDANCE:
MEMBERS:
Shari Brightful
Valerie Grant
Heloise Jettison
REGRETS:
Peggy Dugan
Stephen Gardner
Kimmell Proctor
Marybeth Williams
GUESTS:
Christina Ortega
STAFF:
Patricia Blumenauer
Tracy Crawford-Carter
Marcus Hall
Tyrone Hampton
Abigail Jones
Shaun Quigley

### [PA CareerLink® EO Training](#)

Ms. Ortega informed the committee that the most recent Equal Opportunity (EO) trainings for PA CareerLink® staff were held in August regarding the non-discrimination plan for Pennsylvania. The first training, held in May, was recorded and is accessible if needed, and the next training will take place in September and cover the Pregnant Workers Fairness Act.

### [Planning for Next Quarterly Partner Meeting](#)

Finally, Ms. Ortega shared that TPMA and Philadelphia Works are planning to hold the next Quarterly Partner Meeting in September or early October.

### [Open Discussion](#)

Ms. Tracy Crawford-Carter noted that Impact Services was recently awarded an outreach and engagement support contract with Philadelphia Works, and updated the committee that Impact is in the start-up phase of that project (networking, relationship-building, hiring, initial content development, etc.).

Additionally, Ms. Crawford-Carter stated that Philadelphia Works also recently released an RFP for specialized employment & training services for WIOA customers in disadvantaged communities, and four providers were awarded contracts working with different target populations: HIAS will serve low-income immigrants and refugees, Propel America will serve low-income single parents interested in a career as a medical assistant, and EDSI will serve justice-involved non-custodial parents, and Congreso will serve justice-involved single parents interested in CDL Class B training. These programs are also in the start-up phase (CWDS training, etc.).

### [Adjournment](#)

With no other business to discuss, the meeting adjourned at 9:21 a.m.



# Action Items

(3)

Action Item:  
Career Connected Learning Youth Intermediary  
Contract Recommendation

**Action**

The Board of Directors is being asked to approve JEVS Human Services as contracted provider for the period of October 1, 2023 through September 30, 2024 to serve as the Career Connected Learning Youth Intermediary. This contract will be eligible for up to three years of contract renewal depending upon performance.

**Background**

PhilaWorks, the City of Philadelphia's Office of Children and Families, and the School District of Philadelphia released an RFP seeking qualified applicants to serve as the fiscal and contracting intermediary for Career Connected Learning programs.

**Procurement Overview**

An independent review team comprised of internal and external stakeholders reviewed all qualifying proposals submitted by utilizing a grading rubric that included:

- Organizational Experience and Past Performance
- Organizational Capacity
- Approach: Plans for the Scope of Services
- Budget, Budget Narrative, Management/Strategic Plan
- Technical, Administrative, and Fiscal Capacity

After independent scores were compiled, two of the three applicants had an average score higher than 80 and were invited to interview with the review team in August 2023. The review team utilized the interview and proposal content to establish calibration scores for the two organizations. The organization with the higher score is being recommended for the award.

**Contract Recommendation**

Approve the listed contractor for TANF-YD funding to start October 1, 2023 to serve as the Career Connected Learning Youth Intermediary.

Action Item:

Approval of Philadelphia Works Financial Statements

**Action**

Approval of Philadelphia Works financial statements for 12 months ending June 30, 2023.

**Background**

Philadelphia Works is required to prepare financial statement which are to be approved by the Finance Committee, Executive Committee, and the Board. Financial statements include statements of Financial Position, Statements of Activities, administrative, and program expenses.

**Recommendation**

Approval of the Philadelphia Works Financial Statements.

Action Item:

Approval of Philadelphia Works Financial Statements

**Action**

Approval of Philadelphia Works financial statements for 1 month ending July 31, 2023.

**Background**

Philadelphia Works is required to prepare financial statement which are to be approved by the Finance Committee, Executive Committee, and the Board. Financial statements include statements of Financial Position, Statements of Activities, administrative, and program expenses.

**Recommendation**

Approval of the Philadelphia Works Financial Statements.

# Financial Reports

*PHILADELPHIA WORKS INC.  
FOR THE ONE MONTH ENDED  
July 31, 2023*

*UNAUDITED FINANCIAL STATEMENTS*

**PHILADELPHIA WORKS, INC**  
 Budget vs. Actual Expense Analysis  
 As of July 31, 2023

	<u>FY 2024 Available Funding</u>	<u>7/31/2023 Actual Expenses</u>	<u>7/31/2023 Variance</u>
<b>USDOL</b>			
Career Dislocated Worker Grant - 9/12/23	2,447,449	38,382	2,409,067
Good Jobs Challenge	21,811,695	20,872	21,790,823
Apprenticeship Building America (ABA) -Year 2	4,600,000	15,558	4,584,442
Community Projects-Community Hilco	<u>910,180</u>	-	<u>910,180</u>
	<u>29,769,324</u>	<u>74,812</u>	<u>29,694,512</u>
<b>PA-DHS</b>			
TANF (Cost Reimbursement) - FY24 Allocation	32,271,547	2,025,992	30,245,555
TANF YOUTH - FY23 Carryover	1,770,770	898,114	872,655
TANF YOUTH FY24	11,336,189	410,648	10,925,542
<b>TOTAL TANF</b>	<u>45,378,506</u>	<u>3,334,754</u>	<u>42,043,752</u>
WIA YOUTH FY24	7,596,464	-	7,596,464
WIA YOUTH C/O FY23	1,262,219	458,347	803,872
WIA ADUL FY24	7,256,133	-	7,256,133
WIA ADUL C/O FY23 Transfer-In(1)	1,111,200	464,591	646,610
WIA ADUL C/O FY23 1st Incr.	90,434	75,406	15,028
WIA ADUL C/O FY23 2nd Incr.	571,868	67,949	503,920
WIA DLW FY24 1st Incr.	5,078,795	265,249	4,813,546
WIA DLW C/O FY23 2nd Incr.	238,285	48,531	189,754
WIOA DLW BEP Funds	99,056	239	98,817
WIA DLW BEP Funds 2nd SW	<u>150,000</u>		<u>150,000</u>
<b>TOTAL WIOA</b>	<u>23,454,454</u>	<u>1,380,311</u>	<u>22,074,144</u>
<b>OTHER</b>			
	<b>4,621,274</b>	<b>53,131</b>	<b>4,568,143</b>
<b>TOTAL</b>	<u><u>103,223,559</u></u>	<u><u>4,843,008</u></u>	<u><u>98,380,551</u></u>

**PHILADELPHIA WORKS, INC.**

## Statements of Financial Position

As of July 31, 2023

	<b>7/31/2023</b>	<b>7/31/2022</b>
	<b>Unaudited</b>	<b>Unaudited</b>
<b>ASSETS</b>		
<i>Current Assets:</i>		
Cash	8,980,484	10,112,180
Accounts receivable - grants and contracts	11,931,739	8,726,962
Other current assets	898,482	476,040
Total current assets	<u>21,810,705</u>	<u>19,315,182</u>
<i>Property and Equipment:</i>		
Furniture and equipment	358,486	358,486
Computer equipment	425,807	418,613
Leasehold improvements	2,773,935	2,773,935
Lease Assets	19,765,864	
	<u>23,324,092</u>	<u>3,551,035</u>
Less: accumulated depreciation	<u>(5,818,851)</u>	<u>(2,471,762)</u>
Net property and equipment	<u>17,505,242</u>	<u>1,079,273</u>
Other Assets- Security & Other deposits	467,706	487,876
<b>Total assets</b>	<u><u>39,783,653</u></u>	<u><u>20,882,330</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<i>Current Liabilities:</i>		
Due to subrecipients	16,511,656	14,594,409
Accounts payable and accrued expenses	272,311	849,011
Advances	-	-
Due to Commonwealth of Pennsylvania	2,169,066	2,399,722
Other current liabilities	2,478,290	1,199,931
Total current liabilities	<u>21,431,323</u>	<u>19,043,073</u>
Due to State- Deposits	467,706	487,876
Lease Allowance	459,255	636,991
Lease Assets	16,816,778	
Total liabilities	<u>39,175,062</u>	<u>20,167,939</u>
<i>Net Assets:</i>		
Unrestricted Net Assets	379,381	199,888
Equity value of government funds	229,210	514,501
Total net assets	<u>608,591</u>	<u>714,389</u>
<b>Total liabilities and net assets</b>	<u><u>39,783,653</u></u>	<u><u>20,882,330</u></u>



**PHILADELPHIA WORKS, INC.**  
Unaudited Statements of Activities  
As of July 31, 2023

	July 31, 2023		
	Training Program Services	Management and General	Total
<b>Support and Revenue</b>			
TANF (Cost Reim/Youth)	2,926,306	408,449	3,334,754
TANF Performance			
WIOA (Adult / DLW /RR / Youth)	1,200,727	179,584	1,380,311
Other	<u>102,037</u>	<u>31,91</u>	<u>133,948</u>
Total support and revenue	<u>4,229,069</u>	<u>619,94</u>	<u>4,849,013</u>
<b>Expenses</b>			
Salaries	267,588	399,210	666,798
Fringe benefits	<u>65,466</u>	<u>93,561</u>	<u>159,027</u>
Total salaries and fringe benefits	333,054	492,771	825,825
Subrecipient services	3,781,812	-	3,781,812
Co-Location & Integration	-	-	-
Professional and consulting services	6,146	6,066	12,212
Facilities costs	55,741	34,214	89,955
Depreciation	13,946	-	13,946
Maintenance and System Support	10,463	6,413	16,876
Cloud Services	-	-	0
Disaster Recovery	2,635	1,615	4,250
Equipment and Software Purchases	176	108	284
Outreach/Marketing	14,448	10,850	25,298
Meetings, Conferences & Travel	8,243	1,244	9,487
Office supplies and printing	197	120	317
Telephone	1,983	1,215	3,198
Temporary Help	-	12,472	12,472
Employee Development	-	20,248	20,248
Office Expense	14,171	12,657	26,828
Miscellaneous			-
Total expenses	<u>4,243,01</u>	<u>599,99</u>	<u>4,843,008</u>
Changes in net assets	(13,946)	19,951	6,005
**Net assets, beginning of period	<u>243,156</u>	<u>359,430</u>	<u>602,586</u>
<b>Net assets, end of period</b>	<u><u>229,210</u></u>	<u><u>379,381</u></u>	<u><u>608,591</u></u>

\*\*Net assets were updated to agree to PWT's unaudited financial statements for the period that ended June 30, 2023

**PHILADELPHIA WORKS, INC**  
 Projected Costs vs. Actual Expenses - Program  
 As of July 31, 2023

	YTD 7/31/2023 Budget	YTD 7/31/2023 Actual	YTD Actual to Budget 7/31/2023 Variance under (over) budget	Approved Program Budget
<b>Expenses</b>				
Salaries	317,026	267,588	49,438	3,804,307
Fringe benefits	95,108	65,466	29,642	1,141,292
<b>Total Salaries and Fringe Benefits</b>	412,133	333,054	79,079	4,945,600
Subrecipient services	6,083,333	3,781,812	2,301,521	73,000,000
Professional and consulting services	11,183	6,146	5,037	134,200
Facility costs	56,016	55,741	275	672,188
Depreciation	-	13,946	(13,946)	-
Maintenance and System Support	15,319	10,463	4,856	183,831
Cloud Services	6,125	-	6,125	73,501
Special Projects	19,530	-	19,530	234,360
Disaster Recovery	3,617	2,635	982	43,400
Equipment and Software Purchases	4,996	176	4,820	59,954
Outreach/Marketing	15,625	14,448	1,177	163,500
Meetings, conferences, and travel	9,375	8,243	1,132	88,500
Travel and Transportation	-	-	-	-
Office supplies and printing	1,000	197	803	12,000
Telephone	2,608	1,983	625	31,300
Temporary Help	-	-	-	-
Employee development	646	-	646	7,750
Office expense	21,487	14,171	7,316	257,840
Miscellaneous	-	-	-	-
<b>Total Operating Costs</b>	6,250,860	3,909,961	2,340,899	74,962,324
<b>Total Personnel and Operating Costs</b>	6,662,994	4,243,015	2,419,979	79,907,924

**PHILADELPHIA WORKS, INC.**

Projected Costs vs. Actual Expenses - Admin

As of July 31, 2023

	YTD 7/31/2023 Budget	YTD 7/31/2023 Actual	YTD Actual to Budget 7/31/2023 Variance under (over) budget	Approved Admin Budget
<b>Expenses</b>				
Salaries	402,426	399,210	3,216	4,145,116
Fringe benefits	100,921	93,561	7,360	1,211,058
<b>Total Salaries and Fringe Benefits</b>	<b>503,348</b>	<b>492,771</b>	<b>10,577</b>	<b>5,356,173</b>
Co-Location & Integration	-	-	-	-
Professional and consulting services	27,813	6,066	21,747	333,750
Facility costs	34,331	34,214	117	411,976
Depreciation	-	-	-	-
Maintenance and System Support	8,264	6,413	1,851	99,169
Cloud Services	3,754	-	3,754	45,049
Special Projects	11,970	-	11,970	143,640
Disaster Recovery	2,217	1,615	602	26,600
Equipment and Software Purchases	4,312	108	4,204	51,746
Outreach	11,000	10,850	150	12,000
Meetings, conferences, and travel	10,250	1,244	9,006	123,000
Travel and Transportation	125	-	-	1,500
Office supplies and printing	763	120	643	9,150
Telephone	1,750	1,215	535	21,000
Temporary help	13,333	12,472	861	100,000
Employee development	24,563	20,248	4,315	114,750
Office expense	17,913	12,657	5,256	214,960
Miscellaneous	-	-	-	-
<b>Total Operating Costs</b>	<b>172,358</b>	<b>107,222</b>	<b>65,011</b>	<b>1,708,290</b>
		Page 5		
<b>Total Personnel and Operating Costs</b>	<b>675,705</b>	<b>599,993</b>	<b>75,587</b>	<b>7,064,463</b>

**Philadelphia Works, Inc.**  
**Statements of Activities By Funding Source**  
**As of July 31, 2023**  
(Unaudited)

	TANF ADULT	WIOA	TANF YOUTH	Industry Partnership	Equity	Others	Total
<b>Revenues</b>							
Grants and Contributions	2,025,992	1,380,311	1,308,762	1,999	-	126,954	4,844,018
Interest Income						4,995	4,995
<b>Total Revenues</b>	<b>2,025,992</b>	<b>1,380,311</b>	<b>1,308,762</b>	<b>1,999</b>	<b>-</b>	<b>131,949</b>	<b>4,849,013</b>
<b>Expenses</b>							
Salaries	236,529	190,101	200,146	1,485	-	38,537	666,798
Fringe benefits	56,207	46,025	47,539	514	-	8,742	159,027
Subrecipient Services	1,650,758	1,081,762	996,427	-	-	52,865	3,781,812
Professional fees and Consulting	3,904	4,890	3,342	-	-	79	12,215
Facility Cost	34,700	25,080	27,225	-	-	2,950	89,955
Depreciation expense	-	-	-	-	13,946	-	13,946
Maintenance and System Support	6,696	4,847	5,249	-	-	84	16,876
Cloud Services	-	-	-	-	-	-	-
Special Projects	-	-	-	-	-	-	-
Disaster Recovery	1,686	1,221	1,322	-	-	21	4,250
Equipment and Software Purchases	113	81	88	-	-	1	284
Outreach/Marketing	9,982	7,262	7,809	-	-	246	25,298
Mtgs, conferences, travel	668	500	516	-	-	7,802	9,487
Office Supplies and Printing	126	91	99	-	-	2	317
Telephone	1,251	906	981	-	-	60	3,198
Temporary Help	4,865	3,734	3,710	-	-	163	12,472
Employee Development	7,898	6,061	6,023	-	-	264	20,248
Office Expense	10,611	7,750	8,286	-	-	182	26,828
Others	-	-	-	-	-	-	-
<b>Total Expenses</b>	<b>2,025,992</b>	<b>1,380,311</b>	<b>1,308,762</b>	<b>1,999</b>	<b>13,946</b>	<b>111,999</b>	<b>4,843,008</b>
<b>Net Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(13,946)</b>	<b>19,951</b>	<b>6,005</b>

*PHILADELPHIA WORKS INC.  
FOR THE TWELVE MONTHS ENDED  
June 30, 2023*

*UNAUDITED FINANCIAL STATEMENTS*

**PHILADELPHIA WORKS, INC**  
 Budget vs. Actual Expense Analysis  
 As of June 30, 2023

	FY 2023 Available <u>Funding</u>	6/30/2023 <u>Actual Expenses</u>	6/30/2023 <u>Variance</u>
<u>USDOL</u>			
Career Dislocated Worker Grant - 9/12/23	2,848,577	401,127	2,447,449
Good Jobs Challenge -Year 1	1,686,857	93,655	1,593,202
Apprenticeship Building America (ABA) -Year 1	<u>1,212,451</u>	<u>50,196</u>	<u>1,162,255</u>
	<u>5,747,885</u>	<u>544,978</u>	<u>5,202,907</u>
<u>PA-DHS</u>			
TANF ADULT - FY23	32,271,547	28,690,639	3,580,908
TANF YOUTH - Carryover FY22	3,610,124	3,610,124	-
TANF YOUTH - FY23	<u>11,783,885</u>	<u>10,013,115</u>	<u>1,770,770</u>
<b>TOTAL TANF</b>	<u>47,665,556</u>	<u>42,313,878</u>	<u>5,351,678</u>
<u>PADOL</u>			
WIOA YOUTH C/O FY22	2,010,955	2,010,955	-
WIOA YOUTH	6,564,253	5,302,034	1,262,219
WIOA ADULTFY22 C/O 1st Increment	104,198	104,198	-
WIOA ADULT C/O FY22 2nd Increment	904,235	904,235	-
WIOA ADULT FY22 Transfer In Carryover	1,111,200	1,111,200	-
WIOA ADUL FY23 2nd Inc Transfer-In (2)	700,000	700,000	-
WIOA ADUL FY23 Transfer-In(1)	1,111,200	-	1,111,200
WIOA ADULT FY23- 1st Increment	1,127,632	1,037,197	90,434
WIOA ADULT FY23 2nd Increment	5,039,198	4,467,330	571,868
WIA ADUL PY20 AD2 SWA (CL Upgrade)	191,937	191,937	-
WIA ADUL PY21 AD SWA (CL Upgrade)	175,024	175,024	-
WIA ADUL PY20 AD SWA (CL Upgrade)	29,659	29,659	-
WIA ADUL PY22 AD SWA (CL Upgrade)	146,067	146,067	-
WIA ADUL PY22 AD SWA (CL Upgrade)	202,957	202,957	-
WIA ADUL PY22 AD SWA (CL Upgrade)	421,927	421,927	-
WIOA DISLOCATED WORKER C/O FY22 1st Increment	87,799	87,799	-
WIOA DISLOCATED WORKER C/O FY22 2nd Increment	1,256,110	1,256,110	-
WIOA DLW FY23- 1st Increment	908,960	908,960	-
WIOA DISLOCATED WORKER FY23 2nd Increment	2,525,637	2,287,352	238,285
WIOA DISLOCATED WORKER PY20 DW RR	17,391	17,391	-
WIOA DLW BEP Funds	150,000	50,944	99,056
WIA DLW BEP Funds 2nd SW	150,000		150,000
<b>TOTAL WIOA</b>	<u>24,936,337</u>	<u>21,413,274</u>	<u>3,523,063</u>
<b>OTHER</b>	<u>4,368,948</u>	<u>2,709,360</u>	<u>1,659,588</u>
<b>TOTAL</b>	<u>82,718,725</u>	<u>66,981,490</u>	<u>15,737,235</u>

Note: FY23 available funding amounts may have changed since the last presentation due to additional funding received during the fiscal ye

**PHILADELPHIA WORKS, INC.**

## Statements of Financial Position

As of June 30, 2023

	<b>6/30/2023</b>	<b>6/30/2022</b>
	<b>Unaudited</b>	<b>Unaudited</b>
<b>ASSETS</b>		
<i>Current Assets:</i>		
Cash	3,088,907	4,249,260
Accounts receivable - grants and contracts	17,582,680	16,912,120
Other current assets	753,628	388,629
Total current assets	<u>21,425,216</u>	<u>21,550,009</u>
<i>Property and Equipment:</i>		
Furniture and equipment	358,486	358,486
Computer equipment	425,807	425,807
Leasehold improvements	2,773,935	2,773,935
Lease Assets	19,765,864	
	<u>23,324,092</u>	<u>3,558,228</u>
Less: accumulated depreciation	<u>(5,790,093)</u>	<u>(2,442,812)</u>
Net property and equipment	17,533,999	1,115,416
Other Assets- Security & Other deposits	467,706	487,876
<b>Total assets</b>	<u>39,426,921</u>	<u>23,153,301</u>
<b>LIABILITIES AND NET ASSETS</b>		
<i>Current Liabilities:</i>		
Due to subrecipients	15,029,586	16,300,932
Accounts payable and accrued expenses	618,431	1,513,247
Advances	-	-
Due to Commonwealth of Pennsylvania	2,167,885	2,167,885
Other current liabilities	3,258,582	1,328,206
Total current liabilities	<u>21,074,485</u>	<u>21,310,271</u>
Due to State- Deposits	467,706	487,876
Lease Allowance	474,066	651,802
Lease Assets	16,816,778	
Total liabilities	<u>38,833,035</u>	<u>22,449,948</u>
<i>Net Assets:</i>		
Unrestricted Net Assets	350,832	246,930
Equity value of government funds	243,057	456,421
Total net assets	<u>593,889</u>	<u>703,351</u>
<b>Total liabilities and net assets</b>	<u>39,426,921</u>	<u>23,153,301</u>

**PHILADELPHIA WORKS, INC.**  
Unaudited Statements of Activities  
As of June 30, 2023

	June 30, 2023		
	Training Program Services	Management and General	Total
<b>Support and Revenue</b>			
TANF (Cost Reim/Youth)	38,301,776	4,012,201	42,313,977
TANF Performance			
WIOA (Adult / DLW /RR / Youth)	19,525,570	1,887,704	21,413,274
Other	2,806,495	389,069	3,195,564
	<u>60,633,841</u>	<u>6,288,974</u>	<u>66,922,816</u>
<b>Expenses</b>			
Salaries	2,643,965	3,608,585	6,252,550
Fringe benefits	<u>712,536</u>	<u>884,395</u>	<u>1,596,931</u>
Total salaries and fringe benefits	3,356,501	4,492,980	7,849,481
Subrecipient services	55,530,428		55,530,428
Co-Location & Integration	-	-	-
Professional and consulting services	211,775	359,097	570,872
Facilities costs	640,496	392,663	1,033,159
Depreciation	169,669		169,669
Maintenance and System Support	180,736	74,567	255,303
Cloud Services	6,351	1,140	7,491
Disaster Recovery	31,620	19,380	51,000
Equipment and Software Purchases	92,465	104,946	197,411
Outreach/Marketing	221,458	60,907	282,365
Meetings, Conferences & Travel	80,885	142,608	223,493
Office supplies and printing	15,731	10,795	26,526
Telephone	25,535	15,650	41,185
Temporary Help	-	206,536	206,536
Employee Development	119	90,302	90,421
Office Expense	239,841	206,309	446,150
Miscellaneous	-	-	-
Total expenses	<u>60,803,610</u>	<u>6,177,880</u>	<u>66,981,490</u>
Changes in net assets	(169,769)	111,094	(58,674)
**Net assets, beginning of period	<u>412,825</u>	<u>239,738</u>	<u>652,563</u>
<b>Net assets, end of period</b>	<u><u>243,057</u></u>	<u><u>350,832</u></u>	<u><u>593,889</u></u>

\*\*Net assets were updated to agree to PWT's audited financial statements for the period that ended June 30, 2022



**PHILADELPHIA WORKS, INC**  
 Projected Costs vs. Actual Expenses - Program  
 As of June 30, 2023

	YTD 6/30/2023 Budget	YTD 6/30/2023 Actual	YTD Actual to Budget 6/30/2023 Variance under (over) budget	Approved Program Budget
<b>Expenses</b>				
Salaries	2,899,332	2,643,965	255,367	2,899,332
Fringe benefits	829,665	712,536	117,129	829,665
<b>Total Salaries and Fringe Benefits</b>	3,728,997	3,356,501	372,496	3,728,997
Subrecipient services	65,066,419	55,530,428	9,535,991	65,066,419
Professional and consulting services	229,700	211,775	17,925	229,700
Facility costs	840,410	640,496	199,914	840,410
Depreciation	-	169,669	(169,669)	-
Maintenance and System Support	268,238	180,736	87,502	268,238
Cloud Services	65,602	6,351	59,251	65,602
Special Projects	218,860	-	218,860	218,860
Disaster Recovery	43,400	31,620	11,780	43,400
Equipment and Software Purchases	95,000	92,465	2,535	95,000
Outreach/Marketing	235,000	221,458	13,542	235,000
Meetings, conferences, and travel	83,500	80,885	2,615	83,500
Travel and Transportation	-	-	-	-
Office supplies and printing	15,000	15,731	(731)	15,000
Telephone	33,000	25,535	7,465	33,000
Temporary Help	-	-	-	-
Employee development	145	119	26	145
Office expense	250,000	239,841	10,159	250,000
Miscellaneous	-	-	-	-
<b>Total Operating Costs</b>	67,444,274	57,447,109	9,997,165	67,444,274
<b>Total Personnel and Operating Costs</b>	71,173,271	60,803,610	10,369,661	71,173,271

**PHILADELPHIA WORKS, INC.**

Projected Costs vs. Actual Expenses - Admin  
As of June 30, 2023

	YTD 6/30/2023 Budget	YTD 6/30/2023 Actual	YTD Actual to Budget 6/30/2023 Variance	Approved Admin Budget
<b>Expenses</b>				
Salaries	3,779,630	3,608,585	171,045	3,779,630
Fringe benefits	1,062,819	884,395	178,424	1,062,819
<b>Total Salaries and Fringe Benefits</b>	<b>4,842,449</b>	<b>4,492,980</b>	<b>349,469</b>	<b>4,842,449</b>
Co-Location & Integration	-	-	-	-
Professional and consulting services	430,300	359,097	71,203	430,300
Facility costs	515,090	392,663	122,427	515,090
Depreciation	-	-	-	-
Maintenance and System Support	81,662	74,567	7,095	81,662
Cloud Services	40,207	1,140	39,067	40,207
Special Projects	134,140	-	134,140	134,140
Disaster Recovery	26,600	19,380	7,220	26,600
Equipment and Software Purchases	125,000	104,946	20,054	125,000
Outreach	75,000	60,907	14,093	75,000
Meetings, conferences, and travel	186,950	142,608	44,342	186,950
Travel and Transportation	-	-	-	-
Office supplies and printing	10,000	10,795	(795)	10,000
Telephone	22,300	15,650	6,650	22,300
Temporary help	225,000	206,536	18,464	225,000
Employee development	125,000	90,302	34,698	125,000
Office expense	215,000	206,309	8,691	215,000
Miscellaneous	-	-	-	-
<b>Total Operating Costs</b>	<b>2,212,249</b>	<b>1,684,900</b>	<b>527,349</b>	<b>2,212,249</b>
		Page 5		
<b>Total Personnel and Operating Costs</b>	<b>7,054,698</b>	<b>6,177,880</b>	<b>876,818</b>	<b>7,054,698</b>

**Philadelphia Works, Inc.**  
**Statements of Activities By Funding Source**  
**As of June 30, 2023**  
(Unaudited)

	TANF ADULT	WIOA	TANF YOUTH	Industry Partnership	Equity	Others	Total
<b>Revenues</b>							
Grants and Contributions	28,690,639	21,413,274	13,623,239	391,229	-	2,739,708	66,858,089
Interest Income						64,726	64,726
<b>Total Revenues</b>	<b>28,690,639</b>	<b>21,413,274</b>	<b>13,623,239</b>	<b>391,229</b>	<b>-</b>	<b>2,804,434</b>	<b>66,922,815</b>
<b>Expenses</b>							
Salaries	2,654,563	1,891,715	1,369,762	32,656	-	303,853	6,252,549
Fringe benefits	835,810	368,880	326,869	16,323	-	49,049	1,596,931
Subrecipient Services	23,583,384	18,211,518	11,254,405	310,260	-	2,170,862	55,530,428
Professional fees and Consulting	240,434	204,255	70,110	10,316	-	45,757	570,872
Facility Cost	635,168	191,372	181,569	-	-	25,050	1,033,159
Depreciation expense	-	-	-	-	169,669	-	169,669
Maintenance and System Support	118,929	68,229	65,999	-	-	2,147	255,303
Cloud Services	3,139	2,374	1,974	-	-	4	7,491
Special Projects	-	-	-	-	-	-	0
Disaster Recovery	23,869	14,860	12,208	-	-	64	51,000
Equipment and Software Purchases	89,069	65,758	42,186	-	-	397	197,411
Outreach/Marketing	51,983	82,896	99,898	11,754	-	35,834	282,365
Mtgs, conferences, travel	74,984	62,597	27,630	9,921	-	48,361	223,492
Office Supplies and Printing	12,447	8,141	5,752	-	-	186	26,526
Telephone	18,005	12,817	10,323	-	-	40	41,185
Temporary Help	95,317	70,790	31,882	-	-	8,547	206,536
Employee Development	42,265	28,741	16,718	-	-	2,697	90,421
Office Expense	211,275	128,334	105,950	-	-	591	446,150
Others	-	(3)	3	-	-	-	-
<b>Total Expenses</b>	<b>28,690,639</b>	<b>21,413,274</b>	<b>13,623,239</b>	<b>391,229</b>	<b>169,669</b>	<b>2,693,439</b>	<b>66,981,489</b>
<b>Net Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(169,669)</b>	<b>110,995</b>	<b>(58,674)</b>

# Service and Performance Data Report

# Service and Performance Snapshot

## Q4 Program Year 2022

Customers Served by Zip Code of Residence  
April 2023 through June 2023

# 7,548

**Unique Customers Served**  
April 2023 through June 2023

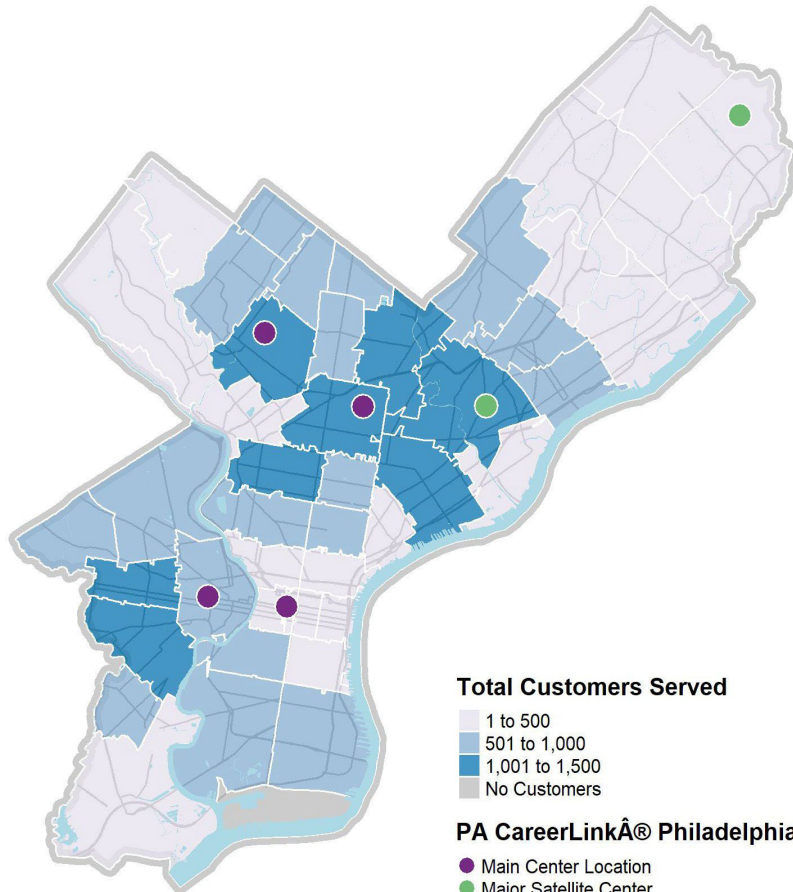
In the most recent quarter, the PA CareerLink® Philadelphia system supported services for **7,548** individuals across programs.

*Since customers may receive services through multiple programs, totals do not sum.*

# 41,140

**New Career-Seeker Services Delivered**  
April 2023 through June 2023

In the most recent quarter, **41,140** individual services were started. Most common services included job-search assistance and career counseling.



### Service Summary by Program

Customers Served by Program, April 2023 through June 2023

Program Title	Most Recent Quarter		Program Year-to-Date	
	Total Customers	Total Services	Total Customers	Total Services
WIOA Labor Exchange	5,753	30,912	16,946	106,408
EARN TANF	986	2,597	2,902	10,855
WIOA Adult and Dislocated Worker	1,466	4,989	2,785	19,382
WIOA Youth	352	1,848	638	7,601
TANF Youth*	181	1,511	640	11,086
EARN SNAP	44	156	126	498
Other Programs	99	206	125	243

\*TANF Youth includes multiple programs of which Philadelphia Works is one of multiple funders.

# WIOA Title I – Adult and Dislocated Worker Services

## Q4 Program Year 2022

The Workforce Innovation and Opportunity Act (WIOA) helps to fund career services and training opportunities for individuals and employers. Title I Adult and Dislocated programs prioritize services for low-income individuals, individuals with existing barriers to employment, and individuals that have lost employment.

### Customers Receiving Services: April through June 2023

Service Category	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
Career Development and Counseling	1,166	2,624	+2.4%	+44.7%
Job Search / Prep Training	857	2,466	+0.6%	+49.9%
Essential Case Management	512	2,049	-12.8%	+37.2%
Supportive Services	200	464	+2.0%	+60.6%
Training and Education	107	533	-18.3%	+92.4%
Work Experience	40	190	-11.1%	+131.7%
Other Services	17	35	750.0%	-63.9%

### Customer Outcomes: April through June 2023

Measure	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
<b>Total Exits</b>	500	1,800	+14.7%	+58.7%
Exits to Military or Employment	161	507	+30.9%	+28.7%
Exits with No Outcomes	333	1,287	+7.1%	+78.3%
Exits to Education	1	1	++%	-50.0%
Education or Training Completed	5	8	+150.0%	-52.9%
<b>Placements</b>	124	497	-12.7%	+20.3%

Outcome data only include outcomes entered into CWDS, the state data entry system, by service providers. Due to the data reporting process, additional program exits may be added to these totals at a later date.

### State and Federal Performance Measures: April through June 2023

Program	Measure	Negotiated Level	Actual Performance	% of Goal Achieved
	<b>Average Program Score: 115.5%</b>			
<b>Adult</b>	Employment 2 <sup>nd</sup> Quarter After Exit	67.0%	72.5%	108.2%
	Employment 4 <sup>th</sup> Quarter After Exit	65.0%	66.9%	102.9%
	Median Earnings 2 <sup>nd</sup> Quarter After Exit	\$5,800	\$7,180	123.8%
	Credential Attainment Rate	50.0%	49.2%	98.4%
	Measurable Skill Gain	40.0%	57.7%	144.3%
	<b>Average Program Score: 104.0%</b>			
<b>Dislocated Worker</b>	Employment 2 <sup>nd</sup> Quarter After Exit	71.0%	77.0%	109.4%
	Employment 4 <sup>th</sup> Quarter After Exit	68.0%	75.5%	111.0%
	Median Earnings 2 <sup>nd</sup> Quarter After Exit	\$8,500	\$9,457	111.3%
	Credential Attainment Rate	44.0%	48.0%	109.1%
	Measurable Skill Gain	46.0%	36.5%	79.3%

# WIOA Title I – Youth Services

## Q4 Program Year 2022

The Workforce Innovation and Opportunity Act (WIOA) helps to fund career services and training opportunities for individuals and employers. Title I Youth programs prioritize services for young individuals, focusing on job training, education, and career development.

### Customers Receiving Services: April through June 2023

Service Category	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
Career Development and Counseling	144	506	-52.5%	-6.1%
Training and Education	151	382	-12.7%	+1.1%
Supportive Services	175	375	-14.6%	+23.0%
Essential Case Management	104	556	-18.8%	+29.9%
Work Experience	26	207	-79.2%	+40.8%
Other Services	12	44	+9.1%	+131.6%
Job Search / Prep Training	8	12	+60.0%	+1100.0%

### Customer Outcomes: April through June 2023

Measure	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
<b>Total Exits</b>	190	405	146.8%	-2.2%
Education or Training Completed	109	234	+165.9%	+5.9%
Exits to Military or Employment	8	12	+700%	-57.1%
Exits to Education	9	12	+++	+200.0%
Exits with No Outcomes	62	146	+77.1%	-8.8%
<b>Placements</b>	61	140	+221.1%	+18.6%

While Adult programs target employment outcomes, Youth programs largely target education and service outcomes.

Outcomes data only include outcomes entered into CWDS, the state data entry system by service providers.

Due to the data reporting process, additional program exits may be added to these totals at a later date.

### State and Federal Performance Measures: April through June 2023

Measure	Negotiated Level	Actual Performance	% of Goal Achieved
<b>Average Program Score: 122.7%</b>			
Employment/Education 2 <sup>nd</sup> Quarter After Exit	62.0%	75.3%	121.5%
Employment/Education 4 <sup>th</sup> Quarter After Exit	60.0%	73.5%	122.5%
Median Earnings 2 <sup>nd</sup> Quarter After Exit	\$2,800	\$4,001	142.9%
Credential Attainment Rate	60.0%	59.7%	99.5%
Measurable Skill Gain	52.0%	66.1%	127.1%

## WIOA Title III – Labor Exchange

### Q4 Program Year 2022

Title III services, also known as Wagner-Peyser, are available to all individuals that need help during their job search or career development. At the moment, outcomes are not assessed for this program.

#### Customers Receiving Services: April through June 2023

Service Category	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
Job Search / Prep Training	4,523	14,012	+2.3%	+39.6%
Essential Case Management	4,107	12,348	+0.9%	+37.8%
Career Development and Counseling	2,418	7,623	+14.5%	+68.0%
Training and Education	24	36	+26.3%	+3500%
Work Experience or Employment	1	1	++%	-80.0%
Other Services	876	2,583	+26.2%	+115.8%

## WIOA State Performance Measures: Average Indicator Scores

### Q4 Program Year 2022

In addition to individual program performance metrics, the Commonwealth of Pennsylvania provides combined indicator scoring. These scores show the combined performance across all WIOA programming.

#### Combined Indicator Performance Measures: April through June 2023

Measure	Average Indicator Score
Employment/Education 2 <sup>nd</sup> Quarter After Exit	113.0%
Employment/Education 4 <sup>th</sup> Quarter After Exit	112.2%
Median Earnings 2 <sup>nd</sup> Quarter After Exit	126.0%
Credential Attainment Rate	102.3%
Measurable Skill Gain	116.9%



# EARN TANF and SNAP Services

## Q4 Program Year 2022

Individuals that receive Temporary Assistance for Needy Families (TANF) or Supplemental Nutrition Assistant Program (SNAP) benefits enroll in Employment, Advancement, and Retention Network (EARN) programs. EARN services include case management, education and job training, and supportive services.

### Referrals and Enrollments: April through June 2023

Measure	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
<b>Referrals</b>				
TANF	1,754	5,434	-7.0%	+14.4%
SNAP	70	290	+6.1%	+64.8%
<b>Enrollments</b>				
TANF	683	2,483	-4.9%	+0.4%
SNAP	35	111	+29.6%	+13.3%

### Customers Receiving Services: April through June 2023

Service Category	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
Essential Case Management	833	2,779	-2.1%	+5.6%
Job Search / Prep Training	165	1,032	-22.5%	-54.4%
Work Experience or Employment	199	761	+3.1%	+21.0%
Education or Job Training	91	321	+31.9%	-34.5%
Community Service	7	13	+600.0%	-96.9%
Other Services	814	2,714	-0.5%	+4,277.4%

### Customer Outcomes: April through June 2023

Measure	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
Case Closures	787	2,712	+18.7%	+33.1%
Placements into Employment	1	27	-80.0%	-93.4%

*Outcome data only include outcomes entered into CWDS, the state data entry system, by service providers. Due to the data reporting process, additional program exits may be added to these totals at a later date.*

# TANF Youth Development Services

## Q4 Program Year 2022

TANF Youth Development programming is funded by the TANF Block Grant and administered by the Pennsylvania Department of Labor and Industry, local workforce development boards, and local youth councils. Services focus on providing employment opportunities and career development for low-income and at-risk youth.

### Customers Receiving Services: April through June 2023

Service Category	Most Recent Quarter	Program Year-to-Date	Percent Change Over Last Quarter	Percent Change Over Last PYD
Education or Job Training	156	508	-30.4%	-27.5%
Supportive Services	142	407	-32.7%	-41.1%
Work Experience or Employment	85	360	-54.5%	-41.6%
Other Services	66	170	+26.9%	+123.7%

### Customer Enrollments by Program: July 2022 through June 2023

Program	Total Slots Budgeted	Active (Program-Year-to-Date)	Enrollment Rate
Employment Connections	135	142	105.2%
E3 Services	600	217	36.2%
Career Readiness	601	1,037	172.6%
<b>Total</b>	<b>1,336</b>	<b>1,396</b>	<b>104.7%</b>

*Thank you to all the staff who contributed to the production of this book.*



*Thank you to our administrative and service delivery partners:*

WorkReady is managed by the Philadelphia Youth Network.

WIOA Youth and TANF Youth Development services are provided by Big Picture Philadelphia, Children’s Hospital of Philadelphia, Community Integrated Services, Communities in Schools of Philadelphia, Congreso de Unidos Latinos, Connection Training Services, Dimplez 4 Dayz Inc., District 1199c Training and Upgrading Fund, Drexel University, Eckerd Connects, EDSI, Federation of Neighborhood Centers, JEVS Human Services, Liguori Academy, Mural Arts, Nationalities Service Center, NOMO Community Development Co., Temple University, YouthBuild Philadelphia Charter School, Urban Affairs Coalition – YOACAP, Valley Youth House, and YEAH Philly.

*For more detail about the youth service providers, please visit*

<https://www.philaworks.org/workforce-services/young-adults/>

WIOA Title I Adult and Dislocated Worker Services and EARN program services are provided by EDSI, ENPWDC, Impact Services, JEVS Human Services and Eckerd Connects through four PA CareerLink® Philadelphia centers.

One-Stop Operator services are provided by Thomas P. Miller & Associates.

*For a current listing of PA CareerLink® Philadelphia locations, please visit*

<http://www.pacareerlinkphl.org/contact/>



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