



WORKFORCE DEVELOPMENT BOARD OF SOLANO COUNTY

Budget Committee Meeting

Tuesday, September 13, 2022

3:00 p.m. – 4:00 p.m.

via Zoom

<https://us02web.zoom.us/j/83710012914?pwd=dmVhakVDZXYrNzBaQU11U3I1NC9iZz09>

Meeting ID: 837 1001 2914

Passcode: 627997



WORKFORCE DEVELOPMENT BOARD
OF SOLANO COUNTY

PUBLIC MEETING ANNOUNCEMENT

BUDGET COMMITTEE

Date: Tuesday, September 13, 2022

Time: 3:00 p.m. - Open Session

Location: Via Zoom

On September 16, 2021, Assembly Bill No. 361 was approved by Governor Newsom and filed with Secretary of State the same day. Given that the State of California is considered to still be in a state of emergency pursuant to the California Emergency Act (CA GOV § 8625), due to the current pandemic, meetings held by the Workforce Development Board of Solano County (WDB) that fall under Brown Act requirements will continue to be held virtually as meeting in person may present imminent risks to the health or safety of attendees.

The WDB has taken steps to utilize technology to encourage full public participation during its upcoming meeting. The above scheduled meeting will be accessible through the following option:

Join Zoom Meeting

<https://us02web.zoom.us/j/83710012914?pwd=dmVhakVDZXYrNzBaQU11U3I1NC9iZz09>

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Call in via Zoom: 669-900-6833

You can join the Zoom meeting from a computer, mobile device, or tablet. The Zoom meeting information will be provided in every meeting agenda. Members of the public will be given the opportunity to provide public comment remotely during the public comment period or may provide public comment in advance by email to: tgallentine@solanowdb.org not later than 24 hours in advance of the scheduled meeting. All such written comments that are related to employment and training in Solano County will be read aloud at the meeting.

For more information about Assembly Bill No. 361, visit [California Legislative Information](#) or contact Tammy Gallentine at tgallentine@solanowdb.org or by calling 707-863-3552.

Items Distributed to the Committee less than 72 hours prior to meeting – Pursuant to Government Code section 54957.5, non-exempt public records that relate to open session agenda items and are distributed to a majority of the Committee less than seventy-two (72) hours prior to the meeting will be available to the public inspection by contacting Tammy Gallentine at tgallentine@solanowdb.org or by calling 707-863-3552 during regular business hours. When practical, these public records will also be made available on WDB's website at <https://solanoeemployment.org/board-of-directors>.

The Workforce Development Board of Solano County thanks you for your cooperation in advance. Our community's health and safety is our highest priority.



WORKFORCE DEVELOPMENT BOARD
OF SOLANO COUNTY

BUDGET COMMITTEE
Tuesday, September 13, 2022
3:00 – 4:00 p.m.

Join Zoom Meeting

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MEETING AGENDA

- I. Welcoming/Convening**
- II. Agenda Changes and/or Deletions**
- III. Public Comment** - *Public comments on agenda items and items under the jurisdiction of the Committee shall be made at this time. Written comments submitted by the public will also be read. Please note: Instructions to submitted written comments are outlined in the Public Announcement of this meeting.*
- IV. Closed Session**
 - A. Pursuant to §54957.6(a) Discussion of Employee Matters Regarding Fiscal Operations and Process
- V. Reconvene Open Session**
 - A. Pursuant to §54957.6(a) Report on any Action Resulting from Closed Session
- VI. Action Items**
 - A. Approval of June 10, 2022 Meeting Minutes
 - B. Review and Approval of the Proposed Projected Budget for Fiscal Year (FY) 2022-23 for Recommendation to the Full Board
- VII. Adjournment**

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Note: The next Budget Committee will be scheduled at a later time.

ACTION ITEMS



**MINUTES
BUDGET COMMITTEE MEETING
June 10, 2022**

I. Welcoming/Convening

Board Chair, Mario Giuliani, called the meeting to order at 10:05 a.m. Quorum was established.

Members Present: Fadi Halabi, Mario Giuliani, Dr. Celia Esposito-Noy, Nancy Nelson

Members Absent: Tim Healer

Staff Present: Heather Henry, Tammy Gallentine

II. Additions and/or Deletions from the Agenda

There were no changes and/or deletions to the agenda.

III. Public Comment

There were no public comments.

IV. Action Items

A. Approval of May 10, 2022, Meeting Minutes

MOTION #1

A motion was made and seconded to approve the meeting minutes.

(Halabi/Esposito-Noy) MOTION PASSED UNANIMOUSLY

B. Review and Approval of the Proposed Preliminary Budget for Program Year (PY) 2022-23 for Recommendation to the Full Board

Ms. Henry gave a detailed overview of agenda item **IV.B Review and Approval of the Proposed Preliminary Budget for Program Year (PY) 2022-23 for Recommendation to the Full Board**, which was included as part of the agenda package and incorporated herein, noting the proposed preliminary budget includes funding that was received from the American Rescue Plan Act (ARPA). ARPA funds are anticipated to be fully expended by June 30, 2023. Further, the proposed budget that will be presented to the Board will include an updated year end projection based on budgetary items through May.

MOTION #2

A motion was made and seconded to approve the proposed Preliminary Budget for Program Year 2022-23 for recommendation to the full Board of Directors.

(Esposito-Noy/Halabi) MOTION PASSED UNANIMOUSLY

V. Informational Update

A. Fiscal Informational Update

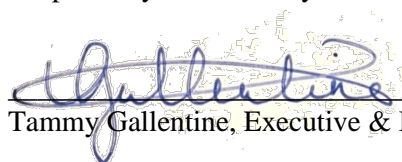
Ms. Henry continues to reconcile budgetary items and expenses have been allocated to the correct grant codes. There will be a good system in place beginning July 1st once the reconciliation is completed. Recruitment for a Fiscal Director or Accounting Manager will likely begin the last two weeks of July.

VII. Adjournment

The meeting was adjourned at 10:38 a.m.

Note: The next Budget Committee meeting has not been scheduled.

Respectfully submitted by:



Tammy Gallentine, Executive & Board Support Specialist



WORKFORCE DEVELOPMENT BOARD
OF SOLANO COUNTY

BUDGET COMMITTEE

SUBJECT: Review and Approval of Budget Mod #1 for Fiscal Year (FY) 2022-23 for Recommendation to the Full Board	MEETING DATE September 13, 2022	AGENDA ITEM VI.B
FROM: Heather Henry President/Executive Director	ACTION REQUIRED YES ✓ NO	ATTACHMENTS A, B, C, D

RECOMMENDATION:

Attached is a proposed modification to the FY 2022-23 budget presented to the Budget Committee of the Workforce Development Board (WDB) of Solano County for their review. WDB staff recommends that the Budget Committee review the proposed budget modification and recommend for approval to the full board at the Board Meeting on September 23, 2022 meeting.

SUMMARY:

Allocations for Workforce Innovation & Opportunity Act (WIOA) Title I formula funds have been finalized from the State of California-EDD for FY2022-23 and are included in the proposed modification. This proposed modification also includes final carryover funds from FY2021-22. The difference between year-end projections versus actuals represents \$309,919; however, not all funds were eligible to be carried over into FY2022-23.

This proposed budget modification of **\$9,985,555** represents an overall increase of \$259,999, or 3%, from the projected budget. This increase is primarily due to minor adjustments to carryover amounts and allocations.

DISCUSSION:

Opportunities and Challenges for the Agency Budget:

Significant funding is included in the FY2022-23 for COVID workforce and small business recovery through American Rescue Plan Act (ARPA) funding. Strong programmatic project management will be imperative to achieving budget targets.

The WDB will again be unlikely to hit the 30% training expenditure for FY2022-23 WIOA Adult and Dislocated Worker requirements. The budget continues to experience strain in WIOA funding streams. Of the WIOA formula funds (Adult, Dislocated Worker, and Youth), 60% of expenditures are attributed to personnel and 17% of expenditures are attributed to operating costs. However, additional training funds from other sources continue to be added to the overall budget.

Revenue and Expenditure Detail:

- **Attachment A:** FY2022-23 Proposed Budget Modification #1
- **Attachment B:** FY2022-23 Proposed Budget Modification #1 by Project
- **Attachment C:** Multi-Year Revenue Detail
- **Attachment D:** Final FY2021-22 Expenditures by Grant and General Ledger

Revenue – FY2022-23

Unknowns

- Grant applications or funding opportunities are in the pipeline that may positively impact revenue in FY2022-23:
 - The WDB has been invited to be on the ReWork the Bay Committee. A \$40,000 annual operating grant accompanies this two-year opportunity.
 - The WDB submitted a Prison to Employment 2.0 application as the fiscal agent for the North Bay Regional Planning Unit in the amount of \$1,300,840, of which the WDB would receive \$417,271. The North Bay will receive Prison to Employment funds, but the final grant amount will likely be adjusted down by the state.
 - The WDB submitted a Breaking Barriers application in partnership with Dreamcatchers in the amount of \$378,601, of which the WDB would receive \$171,717.
 - The California Workforce Development Board (CWDB) will release the Regional Planning Implementation 5.0 solicitation in September 2022, intended for Regional training and professional development funds. The amount to be requested by the North Bay area is currently unknown.
- The WDB is currently in budget modification negotiations with the Sonoma Workforce Investment Board regarding Regional Plan Implementation 4.0 funding that may increase this funding stream.
- The Solano-Napa SBDC grant year is January – December. Funding levels for 2023 are currently unknown and are anticipated based on the requested budget for 2023.
 - Additional funds will be received for SBDC implementation in Napa County, which will be included in future budget modifications.

Changes from FY2022-23 Projected Budget to Proposed Mod #1:

This discussion focuses on changes that are +/-10% or more

New Revenue Sources included in FY2022-23 Mod #1:

- EDD COVID-19 Emergency Response National Dislocated Worker Grant (NDWG) – increased grant award of \$68,290
- Napa Vallejo College – NorCal shift of funding to Solano-Napa SBDC in the amount of \$8,000.

Changes in Revenue:

- WIOA Dislocated Worker is reduced by \$111,882 due to increased allowability of administrative charges to dislocated worker funds, which reduced the carryover amount into FY2022-23.

- WIOA Rapid Response was increased by \$45,465 as FY2022-23 Rapid Response allocations were higher than anticipated in the projected budget.
- WIOA Layoff Aversion funding was decreased by \$10,187 as a result of final reconciliation of FY2021-22 expenditures.
- CWDB – CNA Upskilling Program was increased by \$23,716 to allow for increased expenditures in the first full year of the grant based on programmatic need.
- City of Vacaville - Manufacturing Retention was decreased by \$2,349 due to higher than anticipated expenditures in FY2021-22.
- City of Vacaville – Shop Local funding was extended into FY2022-23, allowing for the remaining \$9,068 in funds to be expended.
- City of Vallejo – ARPA Small Business Assistance was increased by \$100,000 by the City of Vallejo by \$100,000 to allow for additional small business grants.
- County of Solano – ARPA: Community Engagement & Small Business were increased by \$178,301 to allow for increased expenditures in the first year of the grant based on programmatic need.
- CWDB / Sonoma WIB – Regional Implementation 4.0 was decreased by \$28,629 due to higher than anticipated expenditures in FY2021-22 by the Regional Organizer. The WDB is currently in budget modification conversations with Sonoma WIB, which may increase this funding stream in the coming months.
- CWDB – Regional Equity projected funding amount was based on the regional application. The CWDB decreased the total grant amount to \$1,150,000, effectively reducing FY2022-23 budget amount by \$23,500.
- Fairfield-Suisun Unified School District (FSUSD) – Restaurant Resiliency funding was extended into FY2022-23, allowing for the remaining \$5,665 in funds to be expended.
- NorCal SBDC – Capital Improvement Program (CIP) is an anticipated amount for the CIP allocation beginning October 1, 2022, based on Solano-Napa SBDC’s requested 2023 budget, effectively increasing the budgeted amount by \$52,575.
- NorCal SBDC – Technical Assistance Expansion Program (TAEP) is an anticipated amount for the TAEP allocation beginning October 1, 2022, based on Solano-Napa SBDC’s requested 2023 budget. Funds were reduced by \$53,173 due to a higher than anticipated expenditure rate of business advisors in FY2021-22.
- SBDC Local Match was reduced by \$47,257 due to a full reconciliation of expenditures through June 2022.
- Kaiser – Restaurant Resiliency was reduced by \$6,500 due to higher than anticipated expenditures in FY2021-22.
- SBDC Program Income was increased by \$11,653 due to a reconciliation of revenue through June 2022.
- SBDC Donations and Sponsorships were reduced by \$53,547 due to a reconciliation of revenue and expenditures through June 2022, as well as a reclassification of revenue from donations to program income.

Expenditures - 2020-21:

Unknowns:

- It is unknown what continued changes will occur in service delivery, and hence, expenditures due to the COVID-19 environment.
- Current labor negotiations will have an impact on personnel costs. Final healthcare costs for increases beginning December 1, 2022 are included in personnel numbers.

Changes from FY2022-23 Projected Budget to Proposed Mod #1:

This discussion focuses on changes that are +/-10% or more

Changes in Expenditures:

- Supportive Services are increased by \$3,590 due to additional funding received for the COVID NDWG grant.
- Business Advisors expenditures were reduced by \$89,622 due to higher than anticipated expenditures in FY2021-22, as well as a reclassification of business advisor costs to personnel costs for staff conducting advising.
- Small Business Grants / Payments expenditures were increased by \$250,165 due to increased City of Vallejo funding and lower than anticipated expenditures in FY2021-22.
- Communications / IT expenditures were increased by \$31,514 due to Solano ARPA funding for Vallejo Job Center improvements.
- Employee Professional Development is increased by \$6,608 due to increased WIOA allocations and plans for additional staff professional development in FY2022-23.
- Memberships are increased by \$4,000 to fully capture both WDB and SBDC memberships.
- Mileage is increased by \$1,850 due to increased SBDC budgeted amounts.
- Supplies / Equipment / Software is increased due to expenditure reconciliation of software and planned expenditures for Vallejo Job Center improvements.

Budget Modifications:

It is typical for the agency budget to be modified at times throughout a program year:

- A first modification is generally submitted, which includes final grant allotments, finalization of funds carried over from the prior year, recalculated line-item expenditure amounts to replace estimates, and changes in service delivery strategies.
- Any subsequent modifications will be the result of changes in available grant funding, program design, and/or cost of goods and services.


The WDB's budget responsibility to the County has been satisfied by the submission of a budget for program year 2022-23. The County budget cycle is timed differently than the WDB cycle and allows for changes to be made to the County budget for new grant awards to align it with the WDB-approved program operation budgets.

ALTERNATIVES:

Alternatively, the Committee could choose not to approve and recommend this budget modification to the full Board and request additional information before approval.

REPORT PREPARED BY:

Heather Henry, President / Executive Director. Please contact Heather at 707-863-3501 should you have any questions regarding the information outlined in this report.



Heather Henry, President/Executive Director

WDB SOLANO
 FY2022-23 Budget - Mod #1
 Presented to the Budget Committee 9.13.22

	BUDGET 2022-23 <i>Approv. 6/22</i>	2021-22 Year End Actuals	BUDGET 2022-23 <i>Mod #1</i>	\$ Increase / Decrease	% Increase / Decrease
REVENUE:					
State Grant Revenue					
WIOA Adult	\$939,885	\$1,058,800	\$985,378	\$45,493	5%
WIOA Dislocated Worker	\$1,158,527	\$983,523	\$1,046,645	-\$111,882	-10%
WIOA Youth	\$1,085,373	\$893,237	\$1,167,647	\$82,274	8%
WIOA Rapid Response	\$130,994	\$88,626	\$176,459	\$45,465	35%
WIOA Layoff Aversion	\$59,233	\$47,834	\$49,046	-\$10,187	-17%
CWDB - CNA Upskilling Program	\$141,580	\$2,011	\$165,296	\$23,716	17%
EDD - COVID National Dislocated Worker Grant (NDWG)	\$0	\$110,653	\$68,290	\$68,290	100%
Grant Revenue Total	\$3,515,592	\$3,184,684	\$3,658,761	\$143,169	4%
Other Government Grants/Contracts					
City of Vacaville - Manufacturing Retention	\$15,748	\$9,601	\$13,399	-\$2,349	-15%
City of Vacaville - Shop Local	\$0	\$11,932	\$9,068	\$9,068	100%
City of Vallejo - ARPA Small Business Assistance	\$483,021	\$3,740	\$596,260	\$113,239	23%
County of Napa - Microbusiness Grants	\$167,285	\$5,725	\$167,773	\$488	0%
County of Solano - ARPA: Sustain Service Delivery	\$704,139	\$20,494	\$715,961	\$11,822	2%
County of Solano - ARPA: Community Workforce	\$845,500	\$0	\$845,500	\$0	0%
County of Solano - ARPA: Industry Training	\$1,143,508	\$0	\$1,143,508	\$0	0%
County of Solano - ARPA: Community Engagement	\$422,000	\$0	\$477,801	\$55,801	13%
County of Solano - ARPA: Small Business	\$599,500	\$0	\$722,000	\$122,500	20%
County of Solano - Microbusiness Grants	\$529,734	\$27,406	\$525,379	-\$4,355	-1%
CWDB / Sonoma WIB - Regional Implementation 4.0	\$69,348	\$54,479	\$40,719	-\$28,629	-41%
CWDB - Regional Equity	\$199,971	\$0	\$176,471	-\$23,500	-12%
FSUSD - Restaurant Resiliency	\$0	\$21,000	\$5,665	\$5,665	100%
H&SS - Job Skills Program	\$250,000	\$250,000	\$250,000	\$0	0%
H&SS - Success Track	\$181,660	\$575,910	\$181,660	\$0	0%
NorCal SBDC - Capital Improvement Program (CIP)	\$42,425	\$42,425	\$95,000	\$52,575	124%
NorCal SBDC - Small Business Administration (SBA)	\$190,000	\$141,830	\$203,618	\$13,618	7%
NorCal SBDC - Technical Assistance Expansion Program (TAEP)	\$138,575	\$180,729	\$85,402	-\$53,173	-38%
SBDC Local Match	\$104,800	\$64,405	\$57,543	-\$47,257	-45%
Other Government Revenue Total	\$6,087,214	\$1,409,678	\$6,312,727	\$225,513	4%
Other Revenue					
Kaiser - Restaurant Resiliency	\$8,750	\$17,750	\$2,250	-\$6,500	-74%
Napa Valley College	\$0	\$0	\$8,000	\$8,000	100%
SBDC A Program Income	\$500	\$2,294	\$12,153	\$11,653	2331%
Wells Fargo - Dream Incubator	\$50,000	\$0	\$50,000	\$0	0%
Other Revenue Total	\$59,250	\$20,044	\$72,403	\$13,153	22%
Donations and Contributions					
SBDC Donations and Sponsorships	\$63,500	\$10,047	\$9,953	-\$53,547	-84%
Donations and Contributions Total	\$63,500	\$10,047	\$9,953	-\$53,547	-84%
Grants ending FY2021-22		\$890,033			
TOTAL REVENUE	\$9,725,556	\$5,514,486	\$10,053,845	\$328,289	3%
EXPENSES:					
Salaries and Benefits	\$3,718,127	\$3,303,356	\$3,755,339	\$37,212	1%
Personnel Expenses	\$3,718,127	\$3,303,356	\$3,755,339	\$37,212	1%
Vocational Training	\$773,628	\$187,606	\$827,381	\$53,753	7%
Work-Based Training	\$202,000	\$213,835	\$192,438	-\$9,563	-5%
Supportive Services	\$28,000	\$29,826	\$31,590	\$3,590	13%
Business Advisors	\$469,119	\$0	\$379,497	-\$89,622	-19%
Small Business Grants / Payments	\$1,747,750	\$0	\$1,997,915	\$250,165	14%
Outreach	\$375,922	\$100,840	\$378,476	\$2,554	1%
Program Contracts	\$1,505,971	\$822,250	\$1,507,145	\$1,174	0%
Direct Program Costs	\$5,102,390	\$1,354,357	\$5,314,441	\$212,051	4%
Communications / IT	\$117,387	\$141,403	\$148,901	\$31,514	27%
Employee / WDB Professional Dev	\$7,000	\$12,920	\$13,608	\$6,608	94%
Facilities	\$483,182	\$487,752	\$498,813	\$15,631	3%
Memberships	\$8,000	\$5,145	\$12,000	\$4,000	50%
Mileage / Travel	\$11,051	\$1,501	\$12,901	\$1,850	17%
Supplies / Equipment / Software	\$194,860	\$43,918	\$217,793	\$22,933	12%
Other Operating Costs	\$83,561	\$53,481	\$80,050	-\$3,511	-4%
Other Costs	\$905,041	\$746,120	\$984,065	\$79,024	8%
TOTAL EXPENSES	\$9,725,556	\$5,403,833	\$10,053,845	\$328,287	3%

Revenue Over / (Under) Expenses

\$0

WDB SOLANO
 FY2022-23 Budget Modification #1 Detail by Project

	TOTAL BUDGET	SBDC Local Match	KAISER Restaurant	Napa Womens'	WellsFargo Dream Incubator	SBDC Contributions / Program Inc	REQ. COUNTY BUDGET
REVENUE STREAMS:							
EDD Grants	\$3,658,761						\$3,527,574
Other Government Grants	\$6,312,727	\$57,543					\$2,669,446
Other Revenue	\$72,403		\$2,250	\$8,000	\$50,000	\$12,153	\$173,911
Donations and Contributions	\$9,953					\$9,953	\$44,800
TOTAL REVENUE	\$10,053,844	\$57,543	\$2,250	\$8,000	\$50,000	\$22,106	\$6,415,731
EXPENSES:							
Salaries and Benefits	\$3,755,339	\$40,917	\$0	\$0	\$3,000	\$0	\$3,838,764
Personnel Expenses	\$3,755,339	\$40,917	\$0	\$0	\$3,000	\$0	\$ 3,838,764
Vocational Training	\$827,381						\$529,953
Work-Based Training	\$192,438						\$548,108
Supportive Services	\$31,590						\$14,000
Business Advisors	\$379,497			\$8,000	\$15,000	\$9,606	\$532,660
Small Business Grants / Payments	\$1,997,915		\$2,250				
Outreach	\$378,476	\$2,500				\$5,500	\$52,575
Program Contracts	\$1,507,145				\$30,000		\$0
Direct Program Costs	\$5,314,441	\$2,500	\$2,250	\$8,000	\$45,000	\$15,106	\$1,677,296
Communications / IT	\$148,901				\$800		\$126,000
Employee / WDB Professional Dev	\$13,608						\$11,448
Facilities	\$498,813				\$1,000		\$493,826
Memberships	\$12,000	\$3,000					\$9,000
Mileage / Travel	\$12,901						\$6,500
Supplies / Equipment / Software	\$217,793					\$7,000	\$147,425
Other Operating Costs	\$80,049	\$11,126			\$200		\$105,973
Other Costs	\$984,064	\$14,126	\$0	\$0	\$2,000	\$7,000	\$914,871
Total program costs	\$9,223,835	\$42,543	\$2,250	\$8,000	\$45,000	\$22,106	
Allocation of admin costs	\$825,010	\$15,000	\$0	\$0	\$5,000	\$0	
TOTAL EXPENSES	\$10,053,844	\$57,543	\$2,250	\$8,000	\$50,000	\$22,106	\$6,430,931

Revenue Over / (Under) Expenses \$0 \$0 \$0 \$0 \$0 \$0

WDB SOLANO
 FY2022-23 Budget Modification #1 Multi-Year Revenue Detail

	Grant Terms	TOTAL AWARD	Expended FY21-22	Budgeted FY22-23	Ant Carryover FY23-24	Ant Carryover FY24-25	Ant Carryover FY25-26
MULTI-YEAR REVENUE							
<i>Grant Revenue</i>							
<u>WIOA Adult</u>							
AA211039 Round 1	7.1.21 - 6.30.23	\$162,683	\$ 162,683	\$ -			
AA211039 Round 2	10.1.21 - 6.30.23	\$766,743	\$ 736,245	\$ 30,498			
AA311039 Round 1	7.1.22 - 6.30.24	\$190,141		\$190,141	\$ -		
AA311039 Round 2	10.1.22 - 6.30.24	\$849,710		\$764,739	\$84,971		
<i>Subtotal</i>		\$1,969,277	\$ 898,928	\$985,378	\$84,971	\$0	\$0
<u>WIOA Dislocated Worker</u>							
AA211039 Round 1	7.1.21 - 6.30.23	\$184,669	\$ 184,669	\$ -			
AA211039 Round 2	10.1.21 - 6.30.23	\$785,854	\$ 722,260	\$ 63,594			
AA311039 Round 1	7.1.22 - 6.30.24	\$214,850		\$214,850	\$ -		
AA311039 Round 2	10.1.22 - 6.30.24	\$853,557		\$768,201	\$85,356		
<i>Subtotal</i>		\$2,038,930	\$ 906,929	\$1,046,645	\$85,356	\$0	\$0
<u>WIOA Youth</u>							
AA211039	4.1.21 - 6.30.23	\$904,819	\$ 603,235	\$301,584			
AA311039	4.1.22 - 6.30.24	\$1,018,898	\$ 21,176	\$866,063	\$131,659		
<i>Subtotal</i>		\$1,923,717	\$ 624,411	\$1,167,647	\$131,659	\$0	\$0
<u>WIOA Rapid Response</u>							
AA211039 Round 1	7.1.21 - 9.30.22	\$21,817	\$ 21,817				
AA211039 Round 2	10.1.21 - 9.30.22	\$92,833	\$ 63,089	\$29,744			
AA311039 Round 1	7.1.22 - 6.30.23	\$33,525		\$33,525			
AA311039 Round 2	10.1.22 - 6.30.23	\$113,190		\$113,190			
<i>Subtotal</i>		\$261,365	\$ 84,906	\$176,459	\$0	\$0	\$0
<u>WIOA Layoff Aversion</u>							
AA211039 Round 2	10.1.21 - 6.30.22	\$27,753	\$ 27,753	\$ -			
AA311039 Round 1	7.1.22 - 6.30.24	\$9,863		\$9,863			
AA311039 Round 2	10.1.22 - 6.30.24	\$39,183		\$39,183			
<i>Subtotal</i>		\$76,799	\$ 27,753	\$49,046	\$0	\$0	\$0
CWDB - CNA Upskilling Program	6.1.22 - 12.31.23	\$250,000	\$2,011	\$165,296	\$82,693		
EDD - COVID National Dislocated Worker Grant (NDWG)	4.1.20 - 3.31.23	\$273,290	\$205,000	\$68,290			
Grant Revenue Total		\$6,793,378	\$2,749,938	\$3,658,761	\$384,678	\$0	\$0
Other Government Grants/Contracts							
City of Vacaville - Manufacturing Retention	10.4.21 - 10.4.22	\$23,000	\$9,601	\$ 13,399			
City of Vacaville - Shop Local	6.15.21 - 6.30.22	\$21,000	\$11,932	\$9,068			
City of Vallejo - ARPA Small Bus Assistance	4.12.22 - 6.30.23	\$600,000	\$3,740	\$596,260			
County of Napa - Microbusiness Grants	4.1.22 - 12.30.22	\$173,499	\$5,725	\$167,773			
County of Solano - ARPA: Sustain Service Delivery	5.1.22 - 6.30.23	\$736,455	\$20,494	\$715,961			
County of Solano - ARPA: Community Workforce		\$2,000,000		\$845,500	\$1,154,500		
County of Solano - ARPA: Industry Training		\$1,898,000		\$1,143,508	\$754,492		
County of Solano - ARPA: Community Engagement		\$1,000,000		\$477,801	\$522,199		
County of Solano - ARPA: Small Business		\$1,417,000		\$722,000	\$695,000		
County of Solano - Microbusiness Grants	11.29.21 - 6.30.23	\$552,786	\$27,406	\$525,379			
CWDB / Sonoma WIB - Regional Implementation 4.0	7.1.21 - 12.31.22	\$95,198	\$54,479	\$40,719			
CWDB - Regional Equity	12.1.22 - 9.30.25	\$1,150,000		\$176,471	\$448,735	\$423,765	\$101,029
FSUSD - Restaurant Resiliency	1.3.22 - 6.15.22	\$26,665	\$21,000	\$5,665			
<u>NorCal SBDC - Capital Improvement Program</u>							
CIP FY 22-23	10.1.22 - 9.30.23	\$95,000		\$ 95,000	\$0		
<u>NorCal SBDC - SBA</u>							
SBA 2022	1.1.22 - 12.31.22	\$190,000	\$ 76,382	\$ 113,618			
SBA 2023	1.1.23 - 12.31.23	\$180,000		\$ 90,000	\$90,000		
<i>Subtotal</i>		\$370,000	\$ 76,382	\$ 203,618	\$90,000	\$0	\$0
<u>NorCal SBDC - TA Expansion Program</u>							
TAEP FY 21-22	10.1.21 - 9.30.22	\$143,575	\$ 136,923	\$ 6,652			
TAEP FY 22-23	10.1.22 - 9.30.23	\$105,000		\$ 78,750	\$26,250		
<i>Subtotal</i>		\$248,575	\$ 136,923	\$ 85,402	\$26,250	\$0	\$0
Other Government Revenue Total		\$10,407,177	\$367,684	\$5,823,523	\$3,691,176	\$423,765	\$101,029
Other Revenue							
Kaiser - Restaurant Resiliency	1.1.22 - 10.31.22	\$20,000	\$17,750	\$2,250			
Napa Valley College	6.1.22 - 6.30.23	\$8,000		\$8,000			
WellsFargo - Dream Incubator		\$50,000		\$50,000			
Other Revenue Total		\$78,000	\$17,750	\$60,250	\$0	\$0	\$0

Private Industry Council of Solano County
Normal Trial Balance - Overview Expenses TB by Grant
From 7/1/2021 Through 6/30/2022

Account Code	Account Title	Debit Balance	Credit Balance
1022	WIOA / YOUTH In-School (07/21)	36,087.91	
1122	WIOA / YOUTH OSY thru AA211039	731,642.97	
1123	WIOA / YOUTH OSY AA311039	21,176.00	
2020	WIOA / ADULT (07/19)		150.00
2021	WIOA / ADULT (07/20)		2,952.21
2022	WIOA /ADULT thru AA211039	958,095.66	
2320	DISC / RPI 3.0 (11/20 - 3/22)	52,075.79	
2421	DISC / RPI 4.0 (07/21 - 09/22)	54,479.37	
2720	DISC / DEA VI (04/20 - 3/22)	68,461.79	
2922	CNA Upskilling (WAF 10.0) - (06/22)	2,011.33	
3022	TANF / ESEP SUCCESS TRACK (07/21)	575,910.32	
3122	TANF / PATH TO EMPLOYMENT (07/21)	250,000.00	
4019	DISC / P2E:IDS (11/19 - 3/22)	10,735.56	
4119	DISC / P2E:SSEL (11/19 - 3/22)	116,703.79	
4720	DISC / AB1111 (06/20 - 3/22)	193,478.81	
5122	ARPA #1 / WDB STAFFING	1,663.00	
5322	ARPA #1 / SBDC BIZ ADVISING	18,831.20	
6021	WIOA / DISLOCATED WORKERS (07/20)		25,341.25
6022	WIOA / DW thru AA211039 (07/21)	911,821.19	
6120	DISC / VEAP (04/20 - 3/22)	173,310.64	
6220	DISC / NDWG COVID ER	110,652.68	
6621	WIOA / RAPID RESPONSE (07/20)	3,720.30	
6622	WIOA / RR AA211039 (07/21)	84,906.14	
6721	WIOA / RAPID RESPONSE LOA (07/20)	13,558.57	
6722	WIOA / RR LOA AA211039 (07/21)	34,275.00	
6910	SBDC / WF COVID Biz Assistance	9,700.00	
7521	DISC / SCF COVID Basic Needs (7/21)	19,999.91	
8021	SBDC / SBA (01/21)	65,448.36	
8022	SBDC / SBA 2022	76,381.89	
8122	SBDC / CIP (10/21)	42,425.00	
8221	SBDC / TAEP (10/20)	43,805.65	
8222	SBDC / TAEP (10/21)	136,923.00	
8347	SBDC / CM / CITY OF VALLEJO	12,792.98	
8348	SBDC / CM / SPIRIT OF SOLANO \$5K	5,000.00	
8349	SBDC / CONTRIBUTIONS	5,047.02	
8350	SBDC / CM / FAIRFIELD FYE'22	19,800.00	
8351	SBDC / CM / VALLEJO FYE'22	22,611.36	
8353	SBDC CM CITY OF BENICIA FYE'22 \$5K	389.30	
8390	SBDC / CM / MISC		317.09
8399	SBDC / LOCAL MATCHES	9,128.07	
8422	SBDC / TCU FOOD INCUBATOR	10,000.00	
8520	SBDC / PROGRAM INCOME - TRAINING		900.00
8530	SBDC / PROGRAM INCOME	3,194.19	
8620	SBDC / CARES (COVID)	34,441.01	
8622	SBDC / KAISER RESTAURANT RESILIENCY	17,750.00	
8721	SBDC / WF RESTAURANT RESILIENCY	90,472.44	
8722	DISC / FSUSD RESTAURANT RESILIENCY	21,000.00	
8821	SBDC / VV SHOP LOCAL	11,931.80	
8922	DISC / VV Manufacturing (10/21)	9,601.45	
9122	SOLANO MICROENTERPRISE GRANT	27,406.38	
9222	NAPA MICROENTERPRISE GRANT	5,725.41	
9322	VALLEJO ARPA SMALL BIZ	3,740.49	
9922	WIOA / ADMINISTRATION (07/21)	305,179.82	
Report Total		<u>5,433,493.55</u>	<u>29,660.55</u>
Report Difference		<u>5,403,833.00</u>	

Private Industry Council of Solano County
Normal Trial Balance - Overview TB Expenses by GL
From 7/1/2021 Through 6/30/2022

General Ledger Code	General Ledger Title	Debit Balance	Credit Balance
072	TEMPORARY PERSONNEL	16,738.57	
082	ACCOUNTING SERVICES & FEES	285.67	
083	LEGAL SERVICES	3,955.93	
086	MEMBERSHIPS	5,145.00	
087	ADVERTISING & NOTICES	384.00	
090	RENT	56,682.80	
091	FACILITY CONTRACTS	228.33	
097	TELEPHONE	77.54	
098	TELEPHONE CELLULAR	8,288.49	
102	PRINTING	3,234.37	
108	DATA & TELEPHONE LINES	439.38	
110	DATA & TELEPHONE LINES - Vallejo	2,877.22	
112	OFFICE SUPPLIES - Consumable	3,642.47	
114	SOFTWARE	13,016.53	
115	COMPUTERS: \$1.5K-5K	3,547.03	
117	EQUIP/FURN: UNDER \$1.5K	56.32	
118	COMPUTERS: < \$1.5K Tracked	4,417.36	
119	COMPUTER RELATED ITEMS < \$500	1,165.00	
120	SOFTWARE MAINTENANCE	476.00	
130	EMPLOYEE PROFESSIONAL DEVELOPMENT	7,769.87	
131	EMPLOYEE TRAVEL - Training	4,582.76	
132	EMPLOYEE MILEAGE - Training	567.21	
133	EMPLOYEE TRAVEL	6.00	
134	EMPLOYEE MILEAGE	1,494.51	
190	EMPLOYER OUTREACH	3,760.11	
191	EMPLOYER OUTREACH - MEMBERSHIPS	6,630.67	
193	COMMUNITY OUTREACH	90,448.98	
202	CLIENT SUPPLIES	7,264.85	
206	CAREER FAIR	45.41	
207	CAREER SERVICES SUPPORTIVE SERVICE	13,615.51	
213	DIRECT AJCC ONE-STOP OPERATOR	8,550.00	
300	ON-THE-JOB-TRAINING CONTRACTS	36,820.24	
305	DIRECT SERVICE CONTRACTS	201,975.62	
350	REGIONAL ORGANIZER CONTRACT	76,693.75	
405	PROGRAM CONTRACTS	535,030.19	
500	WORK EXPERIENCE	177,015.22	
501	CLIENT TRAINING - Vendor	187,605.98	
502	CLIENT TRAINING - SUPPLIES	3,161.25	
602	BREAK OUT SUPPORTIVE SERVICES	8,740.53	
650	TRANSPORTATION	4,309.16	
950	TEMP FUND DISTRO - FF Facilities	428,378.55	
951	TEMP FUND DISTRO - FF Telephone	26,626.17	
952	TEMP FUND DISTRO - FF Comm/IT	92,323.82	
953	TEMP FUND DISTRO - Vjo Comm/IT	10,294.76	
954	TEMP FUND DISTRO - Vjo Facilities	2,462.53	
970	TEMP FUND DISTRO - Biz Expenses	48,855.83	
974	TEMP FUND DISTRO - Program Supplies	957.38	
990	TEMP FUND DISTRO - Wages	2,520,111.47	
991	TEMP FUND DISTRO - Other Supplies	6,570.92	
997	TEMP FUND DISTRO - Benefits	766,505.74	
Report Total		<u>5,403,833.00</u>	<u>0.00</u>
Report Difference		<u>5,403,833.00</u>	