



WORKFORCE DEVELOPMENT BOARD OF SOLANO COUNTY

Budget Committee Meeting

Tuesday, June 10, 2022

9:00 a.m.

via Zoom

<https://us02web.zoom.us/j/87548162842?pwd=U01BM3c2Ui92MzVlcWVId203RWtLdz09>

Meeting ID: 875 4816 2842

Passcode: 664794



WORKFORCE DEVELOPMENT BOARD
OF SOLANO COUNTY

PUBLIC MEETING ANNOUNCEMENT

BUDGET COMMITTEE

Date: Friday, June 10, 2022

Time: 9:00 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/87548162842?pwd=U01BM3c2Ui92MzVlcWVId203RWtLdz09>

Meeting ID: 875 4816 2842

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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

Friday, June 10, 2022

9:00 a.m.

Join Zoom Meeting

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Meeting ID: 875 4816 2842

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MEETING AGENDA

- | | | |
|-------------|---|-------------|
| I. | Welcoming/Convening | |
| II. | Agenda Changes and/or Deletions | |
| III. | Public Comment - <i>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.</i> | |
| IV. | Action Items | PAGE |
| | A. Approval of May 10, 2022 Meeting Minutes | 1 |
| | B. Review and Approval of the Proposed Projected Budget for Fiscal Year (FY) 2022-23 for Recommendation to the Full Board | 3 |
| V. | Informational Update | |
| | A. Fiscal Informational Updates | |
| VI. | Adjournment | |

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

ACTION ITEMS



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

I. Welcoming/Convening

Board Chair, Mario Giuliani, called the meeting to order at 2:34 p.m. Quorum was established.

Members Present: Fadi Halabi, Mario Giuliani, Tim Healer

Members Absent: Dr. Celia Esposito-Noy, Nancy Nelson

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. Executive Committee Action Items

The Executive Committee convened on behalf of the full Board and took action on the following item:

A. Consider Adoption of Resolution 2022-02 to Continue Remote Meetings Pursuant to AB361

MOTION #1

A motion was made and seconded to adopt the resolution.

(Halabi/ Giuliani) MOTION PASSED UNANIMOUSLY

The meeting reconvened as the Budget Committee Meeting

V. Closed Session

At 2:35 p.m., Mr. Giuliani closed the public meeting and adjourned into a closed session.

A. Pursuant to §54957.6(a) Discussion Regarding Employee Matters

VI. Reconvene Open Session

At 3:06 p.m., the public meeting was reconvened. The follow report was given.

A. Pursuant to §54957.6(a) Report on any Action Resulting from Closed Session

No action was taken requiring the vote of committee members.

VII. Action Items

A. Approval of March 7, 2022 Meeting Minutes

MOTION #2

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

(Halabi/Healer) 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 **VII.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 does not include funding that will be received from the American Rescue Plan Act (ARPA) in the next month. After careful discussion, it was decided the Budget Committee would meet again in June to review and approve the proposed preliminary budget. It was further decided that staff will request to have a Special Board meeting in late June to review and approve the budget after the Budget Committee has met, based on the committee's recommendation(s).

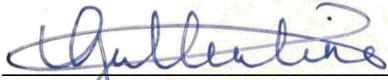
No further action was taken.

VII. Adjournment

The meeting was adjourned at 3:37 p.m.

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

Respectfully submitted by:

A handwritten signature in blue ink, appearing to read "Gallentine", is written over a horizontal line.

Tammy Gallentine, Executive & Board Support Specialist



WORKFORCE DEVELOPMENT BOARD
OF SOLANO COUNTY

BUDGET COMMITTEE

SUBJECT:	Review and Approval of the Proposed Projected Budget for Fiscal Year (FY) 2022-23 for Recommendation to the Full Board	MEETING DATE June 10, 2022	AGENDA ITEM IV.B
FROM:	Heather Henry President/Executive Director	ACTION REQUIRED YES ✓ NO	ATTACHMENTS A, B

RECOMMENDATION:

Attached is the proposed projected budget for FY 2022-23 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 preliminary budget for FY2022-23 and recommend for approval to the full board at the Special Board Meeting on June 24, 2022 meeting.

Relative to last year's final approved budget, this budget accounts for the reduction of non-COVID-related revenue and expenditures from state discretionary grants that ended March 31, 2022. It also accounts for new revenue and expenditures related to COVID recovery.

SUMMARY:

Allocations for Workforce Innovation & Opportunity Act (WIOA) Title I formula funds have not yet been finalized from the State of California-EDD for FY2022-23. As such, prior year figures were used as estimates in this preliminary budget at a level funding. This budget includes conservative carryover estimates from FY2021-22. Final carryover figures, and other standard budget adjustments, will be presented at the September 2022 WDB Board Meeting.

This proposed preliminary budget for FY2022-23 of **\$9,730,784** represents an overall increase of \$3,404,932, or 54%, from FY2021-22. This increase is primarily due to additional funding received in support of the COVID-19 environment.

The format of the budget has been changed to better align with financial accounting standards.

DISCUSSION:

Opportunities and Challenges for the Agency Budget:

COVID-19 remains a big challenge and unknown. New funding streams are available for COVID recovery for both workforce and small business supports that may impact the budget. In addition, COVID-19 and the negative economic impacts continues to cause reevaluation of expenditures,

including training, America's Job Centers of California (AJCC) delivery, supportive services, and business service delivery, which may have significant budget impacts.

We are again unlikely to hit the 30% training expenditure for FY2020-21 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 Projected Budget
- **Attachment B:** FY2022-23 Projected Budget by Project

Revenue – FY2022-23

Unknowns

- WIOA allocations have not yet been finalized for FY2022-23. Estimates are based on current year allocations.
- Grant applications are in the pipeline that will positively impact revenue in FY2022-23:
 - California Workforce Development Board (CWDB) Regional Equity Partnership: \$1,300,000 over 2.75 years. Solano is submitting as the regional fiscal agent for the North Bay workforce region.
 - Solano County ARPA Workforce Funding: \$4,898,000 over two years
 - WellsFargo Foundation Dream Incubator Support: \$50,000
- Regional Equity and Solano County ARPA workforce funding is estimated based on ARPA Board approval, but line items may change following final county contract negotiations.
- The Solano-Napa SBDC grant year is January – December. Funding levels for 2023 are currently unknown and are anticipated at level funding.

Changes from FY2021-22 to FY2022-23:

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

Revenue Ending FY2021-22:

- California Employment Development Department (EDD) - Disability Employment Accelerator (DEA VI)
- California Workforce Development Board (CWDB) – AB1111
- CARES Act - SBDC enhancement
- CWDB Regional Funds through Sonoma Workforce Investment Board – Prison to Employment
- CWDB Regional Funds through Sonoma Workforce Investment Board – Regional Plan Implementation 3.0
- EDD – Veterans-Employment Related Assistance (VEAP)
- EDD National Dislocated Worker – COVID ER – although this grant has a time extension into FY2022-23, the WDB expects to fully expend this funding in FY2021-22.
- Fairfield-Suisun Unified School District – Restaurant Resiliency Fairfield

- Solano Community Foundation – COVID Basic Needs
- WellsFargo Foundation – COVID-19 Business Assistance
- WellsFargo Foundation – Restaurant Resiliency

New Revenue Sources in FY2022-23:

- City of Vallejo ARPA – Small Business Assistance – total grant award of \$500,000
- County of Napa – Microenterprise Small Business Grants – total grant award of \$173,499
- County of Solano ARPA – Funding Option #1: Sustain Service Delivery – total grant award of \$736,455
- CWDB Accelerator 10.0 – CNA Upskilling Program – total grant award of \$250,000

Changes in Revenue:

- WIOA Dislocated Worker funding is anticipated to increase due to higher-than-anticipated prior year carryover.
- WIOA Administration as a revenue source is being dissolved internally and reintegrated into each WIOA funding stream. Administrative costs will be allocated to Adult, Dislocated Worker, and Youth funding streams moving forward. Although Adult, DW, and Youth funds do not see a significant decrease, these funding streams now need to absorb administrative costs.
- WIOA Rapid Response & Layoff Aversion funding is anticipated to increase due to higher-than-anticipated prior year carryover.
- Small Business Development Center was previously combined into one revenue category. Beginning in FY2022-23, the funding streams will be broken out into five categories that represent SBDC funding.
- City of Vacaville Manufacturing Retention & Kaiser Restaurant Resiliency funding spans FY2021-23 to FY2022-23 and the remaining funds are budgeted for FY2022-23.

Expenditures - 2020-21:

Unknowns:

- It is unknown what continued changes will occur in service delivery, and hence, expenditures due to the COVID-19 environment.
- Upcoming labor negotiations in summer 2022 will also have an impact on personnel costs.
- It is unknown what change in costs for healthcare benefits will be applied beginning December 1, 2022. Final healthcare costs will be represented in the September 2022 budget modification.
- The WDB fiscal department is in the process of updating its Chart of Accounts, which will impact expenditure totals within each line item, as costs become more appropriately attributed to new types of expenditures and to more closely align with County and fiscal standards.
- Final year-end reconciliations of grants are currently underway and may impact final FY21-22 expenditures.

Changes from FY2021-22 to FY2022-23:

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

Changes in Expenditures:

- Salaries and Benefits are increased due to new positions as a result of Solano ARPA funding.
- Vocational Training is increased due to new revenue specifically attributed to vocational training in FY2022-23.
- Supportive Services are decreased. In FY2021-22, the WDB had a supportive services grant that provided additional funding. In addition, it was anticipated in FY2021-22 that COVID-related supportive service needs would be higher than it was. FY2022-23 costs are based on expenditure trends of FY2022-23.
- Business Advisors & Small Business Payments are expenditure line items added due to increasing use of these services during COVID and as a result of hosting the SBDC. Expenditures are increased due to Solano ARPA funding.
- Outreach costs have been realigned, with some expenditures moved to software. Total expenditure line is increased due to Solano ARPA funding.
- Program Contracts are increased due to Solano ARPA funding.
- Communications / IT is increased due to Solano ARPA funding, with some expenditures moved to software.
- Employee Professional Development is reduced due to the ending of discretionary grants with specific professional development costs.
- Memberships are an expenditure line added to aid in better fiscal tracking.
- Mileage is reduced due to the continued virtual environment of COVID and the increasing use of videoconferencing.
- Supplies / Equipment / Software is increased due to expenditure realignment of software and Solano ARPA funding.
- Other Operating Costs are reduced due to decreases in cost and renegotiation of liability insurance, netting a \$12,000 saving.

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 2021-22. 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 Board could choose not to approve and recommend this preliminary budget. However, the WDB would then begin the new fiscal year without a working budget.

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 Projected Budget

Presented to the WDB Budget Committee 5.10.22

	BUDGET 2021-22 <i>Mod #2</i>	2021-22 Year End Projection	BUDGET 2022-23 <i>Projected</i>	\$ Increase / Decrease	% Increase / Decrease
REVENUE:					
Grant Revenue					
WIOA Adult	\$961,231	\$940,006	\$939,885	-\$21,346	-2%
WIOA Dislocated Worker	\$1,038,929	\$818,501	\$1,158,527	\$119,598	12%
WIOA Youth	\$1,049,906	\$691,421	\$1,085,373	\$35,467	3%
WIOA Administration	\$301,732	\$329,895	\$0	-\$301,732	-100%
WIOA Rapid Response	\$116,402	\$75,889	\$130,994	\$14,592	13%
WIOA Layoff Aversion	\$49,802	\$25,365	\$59,233	\$9,431	19%
EDD Disability Employment Accelerator (DEA VI)	\$145,968	\$68,462	\$0	-\$145,968	-100%
EDD National Dislocated Worker - COVID ER	\$110,652	\$111,592	\$0	-\$110,652	-100%
EDD Veterans Employment-Related Assistance (VEAP)	\$347,522	\$173,286	\$0	-\$347,522	-100%
Grant Revenue Total	\$4,122,144	\$3,234,416	\$3,374,012	-\$748,132	-18%
Other Government Grants/Contracts					
City of Vacaville - Manufacturing Retention	\$23,000	\$7,252	\$15,748	-\$7,252	-32%
City of Vacaville - Shop Local	\$21,000	\$10,766	\$0	-\$21,000	-100%
City of Vallejo - ARPA Small Bus Assistance	\$0	\$16,979	\$483,021	\$483,021	100%
County of Napa - Microbusiness Grants	\$0	\$6,214	\$167,285	\$167,285	100%
County of Solano - ARPA: Sustain Service Delivery	\$0	\$32,316	\$704,139	\$704,139	200%
County of Solano - ARPA: Community Workforce	\$0	\$0	\$845,500	\$845,500	100%
County of Solano - ARPA: Industry Training	\$0	\$0	\$1,143,508	\$1,143,508	100%
County of Solano - ARPA: Community Engagement	\$0	\$0	\$422,000	\$422,000	100%
County of Solano - ARPA: Small Business	\$0	\$0	\$599,500	\$599,500	100%
County of Solano - Microbusiness Grants	\$52,814	\$23,052	\$529,734	\$476,920	903%
CWDB - AB1111	\$222,619	\$193,479	\$0	-\$222,619	-100%
CWDB - CNA Upskilling Program	\$0	\$0	\$141,580	\$141,580	100%
CWDB / Sonoma WIB - Prison to Employment	\$101,433	\$124,008	\$0	-\$101,433	-100%
CWDB / Sonoma WIB - Regional Implementation 3.0	\$134,473	\$52,076	\$0	-\$134,473	-100%
CWDB / Sonoma WIB - Regional Implementation 4.0	\$73,816	\$31,629	\$69,348	-\$4,468	-6%
CWDB - Regional Equity	\$0	\$0	\$199,971	\$199,971	100%
FSUSD - Restaurant Resiliency	\$15,881	\$15,881	\$0	-\$15,881	-100%
H&SS - Job Skills Program	\$250,000	\$233,597	\$250,000	\$0	0%
H&SS - Success Track	\$726,639	\$539,751	\$186,888	-\$539,751	-74%
NorCal SBDC - Capital Improvement Program	\$0	\$0	\$42,425	\$42,425	100%
NorCal SBDC - SBA	\$0	\$0	\$190,000	\$190,000	100%
NorCal SBDC - TA Expansion Program	\$0	\$0	\$138,575	\$138,575	100%
SBDC CARES Act	\$34,441	\$34,700	\$0	-\$34,441	-100%
SBDC Cash Match	\$0	\$0	\$104,800	\$104,800	100%
Small Business Development Center (SBDC)	\$412,809	\$408,522	\$0	-\$412,809	-100%
Other Government Revenue Total	\$2,068,925	\$1,730,219	\$6,234,022	\$4,165,097	201%
Other Revenue					
Kaiser - Restaurant Resiliency	\$14,750	\$6,000	\$8,750	-\$6,000	-41%
Program Income	\$0	\$325	\$500	\$500	100%
Solano Community Foundation - COVID Basic Needs	\$19,858	\$20,000	\$0	-\$19,858	-100%
Travis Credit Union - Food Incubator	\$0	\$10,000	\$0	\$0	100%
WellsFargo - COVID-19 Business Assistance	\$9,700	\$8,631	\$0	-\$9,700	-100%
WellsFargo - Restaurant Resiliency	\$90,475	\$96,166	\$0	-\$90,475	-100%
WellsFargo - Dream Incubator	\$0	\$0	\$50,000	\$50,000	100%
Other Revenue Total	\$134,783	\$141,123	\$59,250	-\$75,533	-56%

	BUDGET 2021-22	2021-22 Year End Projection	BUDGET 2022-23	\$ Increase / Decrease	% Increase / Decrease
Donations and Contributions					
SBDC Donations and Sponsorships	\$0	\$0	\$63,500	\$63,500	100%
Donations and Contributions Total	\$0	\$0	\$63,500	\$63,500	100%
TOTAL REVENUE	\$6,325,852	\$5,105,758	\$9,730,784	\$3,404,932	54%
EXPENSES:					
Salaries and Benefits	\$3,715,121	\$3,155,366	\$3,723,355	\$8,234	0%
Personnel Expenses	\$3,715,121	\$3,155,366	\$3,723,355	\$8,234	0%
Vocational Training	\$466,918	\$176,910	\$773,628	\$306,710	66%
Work-Based Training	\$254,500	\$240,978	\$202,000	-\$52,500	-21%
Supportive Services	\$98,434	\$34,111	\$28,000	-\$70,434	-72%
Business Advisors	\$156,271	\$0	\$469,119	\$312,848	200%
Small Business Grants / Payments	\$0	\$0	\$1,747,750	\$1,747,750	100%
Outreach	\$55,834	\$124,187	\$375,922	\$320,088	573%
Program Contracts	\$714,347	\$789,759	\$1,505,971	\$791,624	111%
Direct Program Costs	\$1,746,304	\$1,365,945	\$5,102,390	\$3,356,086	192%
Communications / IT	\$123,174	\$181,993	\$117,387	-\$5,787	-5%
Employee / WDB Professional Dev	\$26,173	\$9,656	\$7,000	-\$19,173	-73%
Facilities	\$479,810	\$472,975	\$483,182	\$3,372	1%
Memberships	\$0	\$5,145	\$8,000	\$8,000	100%
Mileage / Travel	\$37,236	\$886	\$11,051	-\$26,186	-70%
Supplies / Equipment / Software	\$64,338	\$35,836	\$194,860	\$130,522	203%
Other Operating Costs	\$133,696	\$47,588	\$83,561	-\$50,136	-37%
Other Costs	\$864,427	\$754,080	\$905,040	\$40,613	4%
TOTAL EXPENSES	\$6,325,852	\$5,275,390	\$9,730,784	\$3,404,932	54%

Revenue Over / (Under) Expenses

\$0	-\$169,633	-\$1
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WDB SOLANO
FY 2022-23 Projected Budget Detail

	TOTAL BUDGET	WIOA Adult	WIOA Dislocated Worker	WIOA Youth	WIOA Rapid Response	WIOA Layoff Aversion	VACAVILLE Manufacture	VALLEJO ARPA Small Biz	NAPA CO. Microgrants	SOLANO ARPA - Community Workforce	SOLANO ARPA - Industry Training	SOLANO ARPA - Community Engagement	SOLANO ARPA - Small Business	SOLANO CO. Microgrants
REVENUE STREAMS:														
EDD Grants	\$3,374,012	\$939,885	\$1,158,527	\$1,085,373	\$130,994	\$59,233	\$15,748	\$483,021	\$167,285	\$704,139	\$845,500	\$1,143,508	\$422,000	\$599,500
Other Government Grants	\$6,234,022													\$529,734
Other Revenue	\$59,250													
Donations and Contributions	\$63,500													
TOTAL REVENUE	\$9,730,784	\$939,885	\$1,158,527	\$1,085,373	\$130,994	\$59,233	\$15,748	\$483,021	\$167,285	\$704,139	\$845,500	\$1,143,508	\$422,000	\$599,500
EXPENSES:														
Personnel Expenses	\$3,723,355	\$612,851	\$734,463	\$585,955	\$112,058	\$35,971	\$15,748	\$33,021	\$17,710	\$225,881	\$90,000	\$218,508	\$260,000	\$40,500
Salaries and Benefits	\$773,628	\$76,413	\$172,215	\$22,000	\$6,000	\$15,000				\$300,000		\$150,000		\$75,841
Work-Based Training	\$202,000	\$40,000	\$40,000	\$22,000	\$6,000					\$50,000				
Supportive Services	\$28,000	\$6,000	\$6,000	\$6,000						\$10,000				
Business Advisors	\$469,119	\$1,747,750								\$92,758				\$204,000
Small Business Grants / Payments	\$375,922	\$2,250	\$2,250	\$0	\$1,000	\$500		\$450,000	\$140,000	\$700,000				\$450,000
Outreach	\$1,505,971	\$12,500	\$12,500	\$312,500					\$500		\$350,000			\$1,000
Program Contracts	\$5,102,390	\$137,163	\$232,965	\$340,500	\$1,000	\$15,500	\$0	\$450,000	\$146,500	\$452,758	\$740,000	\$900,000	\$95,000	\$519,000
Direct Program Costs														
Communications / IT	\$117,387	\$29,596	\$30,823	\$20,662	\$1,402	\$385				\$5,000	\$5,000	\$3,000		\$9,000
Employee / WDB Professional Dev	\$7,000	\$3,500	\$3,500											
Facilities	\$483,182	\$118,947	\$118,947	\$105,121	\$6,000					\$18,500	\$5,000	\$10,000	\$4,000	\$9,000
Memberships	\$8,000													
Mileage / Travel	\$11,051	\$1,500	\$1,500	\$800	\$500									
Supplies / Equipment / Software	\$194,860	\$25,000	\$25,000	\$22,000	\$7,000	\$2,392			\$3,075	\$4,500	\$5,500	\$5,000	\$60,000	\$22,000
Other Operating Costs	\$83,561	\$11,329	\$11,329	\$10,335	\$3,034	\$985			\$2,500	\$2,500		\$5,000		
Other Costs	\$905,040	\$189,872	\$191,099	\$158,918	\$17,936	\$7,762	\$0	\$0	\$3,075	\$25,500	\$15,500	\$25,000	\$67,000	\$40,000
Total program costs		\$845,897	\$1,042,674	\$976,835	\$117,895	\$53,310		\$434,719	\$150,557	\$633,725	\$816,100	\$1,029,157	\$414,775	\$549,142
Allocation of admin costs		\$93,989	\$115,853	\$108,537	\$13,099	\$5,923		\$48,302	\$16,729	\$70,414	\$29,400	\$114,351	\$7,225	\$50,358
TOTAL EXPENSES	\$9,730,784	\$939,885	\$1,158,527	\$1,085,373	\$130,994	\$59,233	\$15,748	\$483,021	\$167,285	\$704,139	\$845,500	\$1,143,508	\$422,000	\$599,500
Revenue Over / (Under) Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

WDB SOLANO
FY2022-23 Projected Budget Detail

	TOTAL BUDGET	CWDB CNA	CWDB RPI 4.0	CWDB RERP	H&SS Job Skills	H&SS Success Track	SBA CIP	SBD C SBA	SBD TACP	SBD Cash Match	KAISER Restaurant	WellsFargo Dream Incubator	SBD Contributions	REQ. COUNTY BUDGET
REVENUE STREAMS:														
EDD Grants	\$3,374,012													\$3,527,574
Other Government Grants	\$6,234,022													\$2,669,446
Other Revenue	\$59,250													\$173,911
Donations and Contributions	\$63,500													\$44,800
TOTAL REVENUE	\$9,730,784	\$141,580	\$69,348	\$199,971	\$250,000	\$186,888	\$42,425	\$190,000	\$138,575	\$104,800	\$8,750	\$50,000	\$64,000	\$6,415,731
EXPENSES:														
Salaries and Benefits	\$3,723,355													\$3,838,764
Personnel Expenses	\$3,723,355	\$11,665	\$27,155	\$12,500	\$190,925	\$110,503	\$11,590	\$155,823	\$74,919	\$65,769	\$1,000	\$3,000	\$0	\$ 3,838,764
Vocational Training	\$773,628													\$529,953
Work-Based Training	\$202,000													\$548,108
Supportive Services	\$28,000													\$14,000
Business Advisors	\$469,119													\$532,660
Small Business Grants / Payments	\$1,747,750													\$52,575
Outreach	\$375,922	\$4,422									\$7,750			\$0
Program Contracts	\$1,505,971	\$123,000	\$40,000	\$119,471					\$6,000	\$2,500		\$30,000		\$0
Direct Program Costs	\$5,102,390	\$127,422	\$40,000	\$179,471	\$0	\$50,000	\$30,835	\$14,870	\$59,656	\$12,500	\$7,750	\$45,000	\$53,500	\$1,677,296
Communications / IT	\$117,387	\$421	\$421		\$1,000	\$4,523		\$854		\$3,000		\$800	\$1,500	\$126,000
Employee / WDB Professional Dev	\$7,000													\$11,448
Facilities	\$483,182	\$1,772	\$1,772	\$3,000	\$46,914	\$18,921		\$12,288				\$1,000	\$2,000	\$493,826
Memberships	\$8,000								\$4,000					\$9,000
Mileage / Travel	\$11,051				\$800	\$386		\$4,165		\$1,400				\$6,500
Supplies / Equipment / Software	\$194,860				\$1,000	\$500		\$2,000						\$147,425
Other Operating Costs	\$83,561	\$300		\$5,000	\$9,361	\$2,056				\$22,132		\$200		\$105,973
Other Costs	\$905,040	\$2,493	\$2,193	\$8,000	\$59,075	\$26,386	\$0	\$19,307	\$4,000	\$26,532	\$0	\$2,000	\$10,500	\$914,871
Total program costs		\$127,422	\$62,413	\$179,974										
Allocation of admin costs		\$14,158	\$6,935	\$20,500										
TOTAL EXPENSES	\$9,730,784	\$141,580	\$69,348	\$199,971	\$250,000	\$186,888	\$42,425	\$190,000	\$138,575	\$104,800	\$8,750	\$50,000	\$64,000	\$6,430,931
Revenue Over / (Under) Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0