



WORKFORCE DEVELOPMENT BOARD OF SOLANO COUNTY

Budget Committee Meeting

Thursday, May 11, 2023

10:00 a.m. – 11:00 a.m.

Location:

500 Chadbourne Road, Suite A
Fairfield, CA 94534



WORKFORCE DEVELOPMENT BOARD

OF SOLANO COUNTY

BUDGET COMMITTEE

Thursday, May 11, 2023

10:00 – 11:00 a.m.

**500 Chadbourne Road, Suite A
Fairfield, CA 94534**

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. A time limit of 3 minutes may be imposed. No action may be taken on non-agenda items*
- IV. Closed Session**
 - A. Pursuant to §54957.6(a) Discussion Regarding Employee Matters
- V. 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	PAGE 1
B. Review and Approval of the Proposed Projected Budget for Fiscal Year (FY) 2023-24 for Recommendation to the Full Board	2
- VII. Adjournment**

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

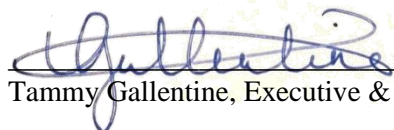
Ms. Henry continues to reconcile budgetary items and expenses have been allocated to the correct grant codes. There will be a good system in place beginning July 1st once the reconciliation is completed. Recruitment for a Fiscal Director or Accounting Manager will likely begin the last two weeks of July.

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 the Proposed Projected Budget for Fiscal Year (FY) 2023-24 for Recommendation to the Full Board	MEETING DATE May 11, 2023	AGENDA ITEM IV.B
FROM Heather Henry, President/Executive Director	ACTION REQUIRED YES ✓ NO	ATTACHMENTS A - E

RECOMMENDATION:

Attached is the proposed projected budget for FY 2023-24 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 FY2023-24 and recommend for approval to the full board at the May 19, 2023 meeting.

Relative to last year's final approved budget, this budget accounts for the reduction of state and local COVID-related funding. It also accounts for an increase in revenue for American Rescue Plan Act (ARPA) funding from the County of Solano.

SUMMARY:

Allocations for Workforce Innovation & Opportunity Act (WIOA) Title I formula funds have not yet been received from the State of California-EDD for FY2023-24. However, federal funding for Dislocated Worker allocations was reduced. As such, prior year figures were used as estimates in this preliminary budget at a level funding with level funding for all WIOA allocations and a conservative 10% reduction in Dislocated Worker funding. This budget includes conservative carryover estimates from FY2022-23. Final carryover figures, and other standard budget adjustments, will be presented at the September 2023 WDB Board Meeting.

This proposed preliminary budget for FY2022-23 of **\$10,116,431** represents an overall increase of \$81,599,066, or 19%, from FY2022-23. This increase is primarily due to anticipated funding increases as a result of ARPA. It is important to note that much of the increase of funds is dedicated for training or contracts.

DISCUSSION:

Opportunities and Challenges for the Agency Budget:

The post-COVID-19 economy remains a challenge for employers and community engagement. New funding streams are anticipated from the state and federal levels for both workforce and small business supports that may impact the budget. In addition, the post-COVID-19 economy and its impact on reductions in enrollments for Dislocated Workers continues to cause reevaluation of expenditures, including training, America's Job Centers of California (AJCC) delivery, supportive services, and business service delivery.

We are again unlikely to hit the 30% training expenditure for FY2023-24 WIOA Adult and Dislocated Worker requirements; however, the budget includes continuous increases in training dollars to meet the expenditure requirements. The budget continues to experience strain in WIOA funding streams, but continuing reduction of costs has led the WDB closer to the WIOA expenditure targets. Of the WIOA formula funds (Adult, Dislocated Worker, and Youth), 57% of expenditures are attributed to personnel and 15% of expenditures are attributed to operating costs (including the cost of operating the America's Job Centers of California in Fairfield and Vallejo). This will be the last year of significant ARPA funding, which will require continuous scaling efforts over the next year.

Revenue and Expenditure Detail:

- **Attachment A:** FY2023-24 Projected Budget
- **Attachment B:** FY2023-24 Projected Budget by Project
- **Attachment C:** FY2023-24 Project Grant Terms
- **Attachments D & E:** Expenditures Reports Through April 30, 2023

Revenue – FY2023-24

Unknowns

- WIOA allocations have not yet been received for FY2023-24. Estimates are based on current year allocations, with a 10% reduction in Dislocated Worker funding.
- The Solano-Napa SBDC grant year is January – December. Funding levels for 2024 are currently unknown.

Changes from FY2022-23 to FY2023-24:

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

Revenue Ending FY2022-23:

- 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.
- City of Vacaville – Manufacturing Retention and Shop Local programs
- City of Vallejo – ARPA Small Business Assistance
- County of Napa – Childcare Loan Support
- County of Napa – Microbusiness Grants
- County of Solano – Microbusiness Grants
- California Workforce Development Board (CWDB) through Sonoma Workforce Investment Board – Regional Implementation 4.0
- Health and Human Services – Job Skills Plus and Success Track programs
- Kaiser – Restaurant Resiliency program

New Revenue Sources in FY2022-23:

- City of Napa – ARPA Leaf Blower Grant – total grant award of \$85,000

Changes in Revenue:

- WIOA Adult, Dislocated Worker, and Youth funding is anticipated to increase due to higher-than-anticipated prior year carryover.

- WIOA Rapid Response allocation for the coming year is anticipated at level funding; however, FY22-23 included carry-over from a previous Rapid Response allocation.
- CWDB – CNA Upskilling Program is a two year grant ending in FY2023-24.
- CWDB – Regional Plan Implementation 5.0, Regional Equity, and Prison to Employment are still not fully executed with the state; most of the funding will be expended in FY2023-24.
- County of Solano - ARPA projects in general have a higher-than-anticipated prior year carryover. Some projects were projected to have higher expenditure rates in FY2023-24.
- Fairfield-Suisun Unified School District – Restaurant Resiliency will end in August 2023 with most of the grant funding expended in FY2022-23.
- Small Business Development Center (SBDC) Capital Improvement Program and Technical Assistance Program were awarded higher than anticipated amounts for October 2022 – September 2023.
- Napa Valley College is funding without a set end date. As such, funds will be extended into FY2023-24 until fully expended.
- Program Income for SBDC was fully reconciled in FY2022-23 with additional revenue realized for NxLevel training.
- WellsFargo – Dream Incubator is anticipated to be completed in the fall of 2023.

Expenditures - 2023-24:

Unknowns:

- There are five (5) positions that are anticipated to be hired before the end of the fiscal year. Salaries and benefits are currently estimated.
- It is unknown what change in costs for healthcare benefits will be applied beginning December 1, 2023. Final healthcare costs will be represented in the September 2023 budget modification.

Changes from FY2022-23 to FY2023-24:

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

Changes in Expenditures:

- Vocational Training is increased due to carryover from prior year and additional revenue specifically attributed to vocational training in FY2023-24.
- Work-Based Learning is reduced based on the current labor market and the desire for many businesses to direct hire candidates.
- Supportive Services are increased to support the increase in vocational training.
- Business Advisors are increased due to ARPA projects and increased Capital Improvement and Technical Assistance program funding.
- Outreach costs have been increased primarily due to carryover of funds from FY2022-23 for career awareness and career mapping projects.
- Program Contracts are increased due to prior-year carry over of ARPA projects that had a delayed start, as well as new planned ARPA projects. In addition, this increase includes the cost of a second WIOA youth vendor.
- Communications / IT is reduced due to expenditure realignment, with some expenditures moved to software.

- Employee Professional Development is increased due to Regional Plan Implementation 5.0 funding dedicated to professional development.
- Mileage is increased due to increased travel of business services and community engagement staff.
- Supplies / Equipment / Software is increased due to prior year carry-over of Vallejo AJCC software and equipment upgrades.
- Other Operating Costs are increased due to better alignment with County costs, as well as increases in administrative software.

Budget Modifications:

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

- A first modification is generally submitted in September, 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 2023-24. 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.

WDB SOLANO

FY2023-24 Projected Budget

Presented to the Budget Committee 5.11.23

	BUDGET 2022-23 Mod #2	2022-23 Year End Projection as of 4.30.23	% Spent	BUDGET 2022- 23 Projected	\$ Increase / Decrease	% Increase / Decrease
REVENUE:						
<i>State Grant Revenue</i>						
WIOA Adult	\$985,378	\$899,822	91%	\$1,125,407	\$140,029	14%
WIOA Dislocated Worker	\$1,004,645	\$805,040	80%	\$1,246,527	\$241,882	24%
WIOA Youth	\$1,110,144	\$848,131	76%	\$1,251,175	\$141,031	13%
WIOA Rapid Response	\$176,459	\$123,258	70%	\$146,715	-\$29,744	-17%
WIOA Layoff Aversion	\$49,046	\$49,046	100%	\$49,046	\$0	0%
EDD - COVID National Dislocated Worker Grant (NDWG)	\$68,290	\$41,199	60%	\$0	-\$68,290	-100%
CWDB - CNA Upskilling Program	\$165,296	\$128,804	78%	\$119,185	-\$46,111	-28%
CWDB - Regional Plan Implementation 5.0	\$17,188	\$2,188	13%	\$129,062	\$111,874	100%
Grant Revenue Total	\$3,576,446	\$2,897,488	81%	\$4,067,117	\$490,671	14%
<i>Other Government Grants/Contracts</i>						
City of Napa - ARPA Leaf Blower Grant	\$0	\$4,000	100%	\$81,000	\$81,000	100%
City of Vacaville - Manufacturing Retention	\$13,399	\$13,399	100%	\$0	-\$13,399	-100%
City of Vacaville - Shop Local	\$9,068	\$9,068	100%	\$0	-\$9,068	-100%
City of Vallejo - ARPA Small Business Assistance	\$596,260	\$596,260	100%	\$0	-\$596,260	-100%
County of Napa - Childcare Loan Support	\$0	\$8,350	100%	\$0	\$0	0%
County of Napa - Microbusiness Grants	\$167,773	\$156,159	93%	\$0	-\$167,773	-100%
County of Solano - ARPA 1: Sustain Service Delivery	\$715,961	\$347,151	48%	\$368,800	-\$347,161	-48%
County of Solano - ARPA 2: Community Workforce	\$481,234	\$282,293	59%	\$1,399,707	\$918,473	191%
County of Solano - ARPA 3: Industry Training	\$648,658	\$337,111	52%	\$1,226,615	\$577,957	89%
County of Solano - ARPA 4: Community Engagement	\$233,313	\$130,705	56%	\$804,126	\$570,813	245%
County of Solano - ARPA SB1: Small Business TA	\$171,890	\$66,590	39%	\$385,410	\$213,520	124%
County of Solano - ARPA SB2: Business Incubator	\$272,650	\$221,350	81%	\$385,650	\$113,000	41%
County of Solano - ARPA SB3: Services for Businesses	\$110,200	\$23,298	21%	\$287,704	\$177,504	161%
County of Solano - Microbusiness Grants	\$525,379	\$470,464	90%	\$0	-\$525,379	-100%
CWDB - Prison to Employment 2.0	\$18,768	\$0	0%	\$140,591	\$121,823	649%
CWDB - Regional Equity	\$125,471	\$43,601	35%	\$448,735	\$323,264	258%
CWDB / Sonoma WIB - Regional Implementation 4.0	\$39,714	\$39,740	100%	\$0	-\$39,714	-100%
FSUSD - Restaurant Resiliency	\$49,665	\$36,465	73%	\$13,200	-\$36,465	-73%
H&SS - Job Skills Plus Program	\$250,000	\$250,000	100%	\$0	-\$250,000	-100%
H&SS - Success Track	\$86,558	\$86,657	100%	\$0	-\$86,558	-100%
NorCal SBDC - Capital Improvement Program	\$31,338	\$25,100	80%	\$81,338	\$50,000	160%
NorCal SBDC - Small Business Administration	\$199,855	\$155,674	78%	\$180,000	-\$19,855	-10%
NorCal SBDC - Technical Assistance Program	\$60,972	\$63,920	105%	\$128,104	\$67,132	110%
SBDC Local Match	\$52,590	\$42,471	81%	\$54,800	\$2,210	4%
Other Government Revenue Total	\$4,860,716	\$3,409,826	70%	\$5,985,780	\$1,125,064	23%
<i>Other Revenue</i>						
Kaiser - Restaurant Resiliency	\$2,250	\$3,000	133%	\$0	-\$2,250	-100%
Napa Valley College	\$8,000	\$4,682	59%	\$3,645	-\$4,355	-54%
Program Income	\$10,000	\$7,179	72%	\$35,472	\$25,472	255%
WellsFargo - Dream Incubator	\$50,000	\$33,735	67%	\$16,265	-\$33,735	-67%
Other Revenue Total	\$70,250	\$48,596	69%	\$55,382	-\$14,868	-21%
<i>Donations and Contributions</i>						
SBDC Donations and Sponsorships	\$9,953	\$1,800	18%	\$8,153	-\$1,800	-18%
Donations and Contributions Total	\$9,953	\$1,800	18%	\$8,153	-\$1,800	-18%
TOTAL REVENUE	\$8,517,365	\$6,357,710	\$2	\$10,116,431	\$1,599,066	19%

	BUDGET 2022-23 <i>Mod #2</i>	2022-23 Year End Projection <i>as of 4.30.23</i>	% Spent	BUDGET 2022- 23 <i>Projected</i>	\$ Increase / Decrease	% Increase / Decrease
EXPENSES:						
Salaries and Benefits	\$3,430,209	\$2,562,145	75%	\$3,409,964	-\$20,245	-1%
Personnel Expenses	\$3,430,209	\$2,562,145	75%	\$3,409,964	-\$20,245	-1%
Vocational Training	\$715,120	\$84,040	12%	\$1,105,966	\$390,846	55%
Work-Based Training	\$202,134	\$59,194	29%	\$150,000	-\$52,134	-26%
Supportive Services	\$28,590	\$19,111	67%	\$32,000	\$3,410	12%
Business Advisors	\$313,892	\$245,275	78%	\$412,181	\$98,289	31%
Small Business Grants / Payments	\$1,714,480	\$983,250	57%	\$1,607,016	-\$107,464	-6%
Outreach	\$98,037	\$9,578	10%	\$367,941	\$269,904	275%
Program Contracts	\$1,062,393	\$286,567	27%	\$2,027,571	\$965,178	91%
Direct Program Costs	\$4,134,645	\$1,687,014	41%	\$5,702,674	\$1,568,029	38%
Communications / IT	\$127,281	\$97,214	76%	\$96,756	-\$30,525	-24%
Employee / WDB Professional Development	\$15,868	\$8,052	51%	\$29,470	\$13,602	86%
Facilities	\$544,872	\$387,276	71%	\$538,512	-\$6,360	-1%
Memberships	\$17,140	\$13,621	79%	\$14,340	-\$2,800	-16%
Mileage / Travel	\$11,483	\$8,634	75%	\$14,296	\$2,813	24%
Supplies / Equipment / Software	\$121,057	\$54,866	45%	\$150,428	\$29,371	24%
Other Operating Costs	\$114,809	\$127,264	111%	\$131,927	\$17,118	15%
Other Costs	\$952,511	\$696,927	73%	\$975,729	\$23,218	2%
TOTAL EXPENSES	\$8,517,365	\$4,946,085	58%	\$10,088,367	\$1,571,003	18%

Revenue Over / (Under) Expenses

\$0

\$28,064

WDB SOLANO

FY2022-23 Projected Budget Detail

	TOTAL BUDGET	WIOA Adult	WIOA Dislocated Worker	WIOA Youth	WIOA Rapid Response	WIOA Layoff Aversion	CWDB CNA	CWDB RPI 5.0	City of Napa - Leaf Blower	SOLANO ARPA - Sustain Svcs	SOLANO ARPA - Community Workforce
REVENUE STREAMS:											
EDD Grants	\$4,067,117	\$1,125,407	\$1,246,527	\$1,251,175	\$146,715	\$49,046	\$119,185	\$129,062			
Other Government Grants	\$5,985,780								\$81,000	\$ 368,800	\$1,399,707
Other Revenue	\$55,382										
Donations and Contributions	\$9,953										
TOTAL REVENUE	\$10,118,231	\$1,125,407	\$1,246,527	\$1,251,175	\$146,715	\$49,046	\$119,185	\$129,062	\$81,000	\$368,800	\$1,399,707
EXPENSES:											
Salaries and Benefits	\$3,409,964	\$710,173	\$738,192	\$617,351	\$98,518	\$36,394	\$36,863	\$5,000	\$5,000	\$ 10,000	\$101,526
Personnel Expenses	\$3,409,964	\$710,173	\$738,192	\$617,351	\$98,518	\$36,394	\$36,863	\$5,000	\$5,000	\$10,000	\$101,526
Vocational Training	\$1,105,966	\$180,716	\$266,250	\$60,000	\$5,000					\$ 285,000	
Work-Based Training	\$150,000	\$25,000	\$25,000	\$50,000						\$ 50,000	
Supportive Services	\$32,000	\$9,000	\$9,000	\$6,000						\$ 8,000	
Business Advisors	\$412,181										
Small Business Grants / Payments	\$1,607,016								\$69,000		\$1,220,816
Outreach	\$367,941	\$2,250	\$5,000	\$2,250	\$500	\$500			\$3,000		
Program Contracts	\$2,027,571	\$12,500	\$12,500	\$337,017			\$80,810	\$107,000			\$60,000
Direct Program Costs	\$5,702,674	\$229,466	\$317,750	\$455,267	\$5,500	\$500	\$80,810	\$107,000	\$72,000	\$343,000	\$1,280,816
Communications / IT	\$96,756	\$27,944	\$22,288	\$22,142	\$4,574	\$506					\$2,565
Employee / WDB Professional Dev	\$29,470	\$5,345	\$7,000	\$6,000				\$11,125			
Facilities	\$538,512	\$119,853	\$132,500	\$120,450	\$23,374	\$9,241				\$ 8,000	\$3,000
Memberships	\$14,340	\$1,700	\$1,700	\$1,700	\$8,000	\$240					
Mileage / Travel	\$14,296	\$3,000	\$3,000	\$3,000	\$150						
Supplies / Equipment / Software	\$150,428	\$9,097	\$9,097	\$9,269	\$3,565	\$1,000				\$ 2,800	\$900
Other Operating Costs	\$131,927	\$18,829	\$15,000	\$15,996	\$3,034	\$1,165	\$1,512	\$5,937	\$4,000	\$ 5,000	\$10,900
Other Costs	\$975,729	\$185,768	\$190,585	\$178,557	\$42,697	\$12,152	\$1,512	\$17,062	\$4,000	\$15,800	\$17,365
TOTAL EXPENSES	\$10,088,367	\$1,125,407	\$1,246,527	\$1,251,175	\$146,715	\$49,046	\$119,185	\$129,062	\$81,000	\$368,800	\$1,399,707
Revenue Over / (Under) Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

WDB SOLANO

FY2022-23 Projected Budget Detail

	TOTAL BUDGET	SOLANO ARPA - Industry Training	SOLANO ARPA - Community Engagement	SOLANO ARPA SB1 - Small Biz TA	SOLANO ARPA SB2 - Biz Incubator	SOLANO ARPA SB3 - Svcs for Biz	CWDB - Prison to Employ 2.0	CWDB RERP	FSUSD Rest Res	SBDC CIP	SBDC SBA
REVENUE STREAMS:											
EDD Grants	\$4,067,117										
Other Government Grants	\$5,985,780	\$1,226,615	\$804,126	\$385,410	\$385,650	\$287,704	\$140,591	\$448,735	\$13,200	\$81,338	\$180,000
Other Revenue	\$55,382										
Donations and Contributions	\$9,953										
TOTAL REVENUE	\$10,118,231	\$1,226,615	\$804,126	\$385,410	\$385,650	\$287,704	\$140,591	\$448,735	\$13,200	\$81,338	\$180,000
EXPENSES:											
Salaries and Benefits	\$3,409,964	\$202,492	\$472,826	\$16,300	\$24,500	\$28,104	\$26,308	\$33,000	\$2,000	\$19,130	\$127,746
Personnel Expenses	\$3,409,964	\$202,492	\$472,826	\$16,300	\$24,500	\$28,104	\$26,308	\$33,000	\$2,000	\$19,130	\$127,746
Vocational Training	\$1,105,966	\$256,000						\$53,000			
Work-Based Training	\$150,000										
Supportive Services	\$32,000										
Business Advisors	\$412,181			\$189,960	\$49,300					\$62,208	\$20,000
Small Business Grants / Payments	\$1,607,016				\$306,000				\$11,200		
Outreach	\$367,941	\$350,000									
Program Contracts	\$2,027,571	\$400,000	\$168,000	\$165,000		\$223,000	\$107,509	\$354,235			
Direct Program Costs	\$5,702,674	\$1,006,000	\$168,000	\$354,960	\$355,300	\$223,000	\$107,509	\$407,235	\$11,200	\$62,208	\$20,000
Communications / IT	\$96,756	\$4,000	\$3,800	\$3,550	\$1,000	\$1,000					\$2,387
Employee / WDB Professional Dev	\$29,470										
Facilities	\$538,512	\$8,000	\$74,000	\$4,000	\$2,500	\$4,500		\$4,000			\$18,493
Memberships	\$14,340										\$1,000
Mileage / Travel	\$14,296										\$5,146
Supplies / Equipment / Software	\$150,428	\$2,000	\$84,000	\$2,000	\$700	\$24,000					\$2,000
Other Operating Costs	\$131,927	\$4,123	\$1,500	\$4,600	\$1,650	\$7,100	\$6,774	\$4,500			\$3,228
Other Costs	\$975,729	\$18,123	\$163,300	\$14,150	\$5,850	\$36,600	\$6,774	\$8,500	\$0	\$0	\$32,254
TOTAL EXPENSES	\$10,088,367	\$1,226,615	\$804,126	\$385,410	\$385,650	\$287,704	\$140,591	\$448,735	\$13,200	\$81,338	\$180,000
Revenue Over / (Under) Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0

WDB SOLANO

FY2022-23 Projected Budget Detail

	TOTAL BUDGET	SBDC TAP	SBDC Local Match	SBDC Program Income	Wells Fargo - Dream Inc.
REVENUE STREAMS:					
EDD Grants	\$4,067,117				
Other Government Grants	\$5,985,780	\$128,104	\$54,800		
Other Revenue	\$55,382		\$3,645	\$35,472	\$16,265
Donations and Contributions	\$9,953				\$9,953
TOTAL REVENUE	\$10,118,231	\$128,104	\$54,800	\$35,472	\$16,265
EXPENSES:					
Salaries and Benefits	\$3,409,964	\$33,950	\$37,073	\$27,519	
Personnel Expenses	\$3,409,964	\$33,950	\$37,073	\$27,519	\$0
Vocational Training	\$1,105,966				
Work-Based Training	\$150,000				
Supportive Services	\$32,000				
Business Advisors	\$412,181	\$90,713			\$10,000
Small Business Grants / Payments	\$1,607,016				
Outreach	\$367,941	\$3,441	\$1,000		
Program Contracts	\$2,027,571				\$6,265
Direct Program Costs	\$5,702,674	\$94,154	\$1,000	\$0	\$16,265
Communications / IT	\$96,756		\$1,000		
Employee / WDB Professional Dev	\$29,470				
Facilities	\$538,512		\$6,601		
Memberships	\$14,340				
Mileage / Travel	\$14,296				
Supplies / Equipment / Software	\$150,428				
Other Operating Costs	\$131,927		\$9,126	\$7,953	
Other Costs	\$975,729	\$0	\$16,727	\$7,953	\$0
TOTAL EXPENSES	\$10,088,367	\$128,104	\$54,800	\$35,472	\$16,265
Revenue Over / (Under) Expenses	\$0	\$0	\$0	\$0	\$0

WDB SOLANO
FY2022-23 Projected Budget Detail

	Grant Terms	TOTAL AWARD	Expended FY20-21	FY22-23 Year-End Projection	Preliminary Budgeted FY23-24	Ant Carryover FY24-25	Ant Carryover FY25-26
MULTI-YEAR REVENUE							
<i>Grant Revenue</i>							
<i>WIOA Adult</i>							
AA311039 Round 2	10.1.22 - 6.30.24	\$849,710		\$764,739	\$170,527		
AA411039 Round 1	7.1.23 - 6.30.25	\$190,141			\$190,141	\$ -	
AA411039 Round 2	10.1.23 - 6.30.25	\$849,710			\$764,739	\$84,971	
<i>Subtotal</i>		\$1,039,851	\$ -	\$764,739	\$1,125,407	\$84,971	\$0
<i>WIOA Dislocated Worker</i>							
AA311039 Round 2	10.1.22 - 6.30.24	\$853,557		\$726,201	\$326,961		
AA411039 Round 1	7.1.23 - 6.30.25	\$193,365			\$193,365	\$ -	
AA411039 Round 2	10.1.23 - 6.30.25	\$768,201			\$726,201	\$42,000	
<i>Subtotal</i>		\$961,566	\$0	\$726,201	\$1,246,527	\$42,000	\$0
<i>WIOA Youth</i>							
AA311039	4.1.22 - 6.30.24	\$1,018,898	\$21,176	\$808,560	\$451,175		
AA411039		\$1,018,898		\$21,176	\$800,000	\$197,722	
<i>Subtotal</i>		\$2,037,796	\$21,176	\$829,736	\$1,251,175	\$197,722	\$0
<i>WIOA Rapid Response</i>							
AA411039 Round 1	7.1.23 - 6.30.24	\$33,525			\$33,525		
AA411039 Round 2	10.1.23 - 6.30.24	\$113,190			\$113,190		
<i>Subtotal</i>		\$146,715	\$0	\$0	\$146,715	\$0	\$0
<i>WIOA Layoff Aversion</i>							
AA411039 Round 1	7.1.23 - 6.30.24	\$9,863			\$9,863		
AA411039 Round 2	10.1.23 - 6.30.24	\$39,183			\$39,183		
<i>Subtotal</i>		\$49,046	\$0	\$0	\$49,046	\$0	\$0
CWDB - CNA Upskilling Program	6.1.22 - 12.31.23	\$250,000	\$2,011	\$128,804	\$119,185		
CWDB - Regional Equity	12.1.22 - 9.30.25	\$1,150,000		\$43,601	\$448,735	\$423,765	\$233,899
CWDB - Regional Plan Implementation 5.0	1.1.23 - 6.30.24	\$131,250		\$2,188	\$129,062		
Grant Revenue Total		\$5,766,224	\$23,187	\$2,449,480	\$3,938,055	\$324,693	\$0
<i>Other Government Grants/Contracts</i>							
County of Solano - ARPA #1: Sustain Service Delivery	5.1.22 - 6.30.23	\$736,445	\$20,494	\$347,151	\$368,800		
County of Solano - ARPA #2: Community Workforce	9.1.22 - 9.30.24	\$2,000,000		\$282,293	\$1,399,707	\$318,000	
County of Solano - ARPA #3: Industry Training	9.1.22 - 9.30.24	\$1,898,000		\$337,111	\$1,226,615	\$334,274	
County of Solano - ARPA #4: Community Engagement	10.1.22 - 9.30.24	\$1,000,000		\$130,705	\$804,126	\$65,169	
County of Solano - ARPA Small Biz #1: Biz Advising	10.1.22 - 9.30.24	\$452,000		\$66,590	\$385,410	\$0	
County of Solano - ARPA Small Biz #2: Biz Incubator	10.1.22 - 9.30.24	\$607,000		\$221,350	\$385,650	\$0	
County of Solano - ARPA Small Biz #3: Biz Services	10.1.22 - 9.30.24	\$358,000		\$23,298	\$287,704	\$47,000	
CWDB - Prison to Employment 2.0	1.1.23 - 9.30.25	\$434,306		\$0	\$140,591	\$186,394	\$107,321
<i>NorCal SBDC - Capital Improvement Program</i>							
CIP FY 22-23	10.1.22 - 9.30.23	\$95,000		\$45,000	\$50,000		
CIP FY 23-24	10.1.23 - 9.30.24	\$95,000			\$31,338	\$63,662	
<i>Subtotal</i>		\$190,000	\$0	\$45,000	\$81,338	\$63,662	\$0
<i>NorCal SBDC - SBA</i>							
SBA 2023	1.1.23 - 12.31.23	\$180,000		\$101,796	\$78,204		
SBA 2024	1.1.24 - 12.31.24	\$180,000			\$101,796	\$78,204	
<i>Subtotal</i>		\$360,000	\$0	\$101,796	\$180,000	\$78,204	\$0
<i>NorCal SBDC - TA Expansion Program</i>							
TAP FY 22-23	10.1.22 - 9.30.23	\$130,000		\$65,948	\$64,052		
TAP FY 23-24	10.1.23 - 9.30.24	\$85,402			\$64,052	\$21,351	
<i>Subtotal</i>		\$215,402	\$0	\$65,948	\$128,104	\$21,351	\$0
Other Government Revenue Total		\$7,080,402	\$20,494	\$1,621,242	\$5,388,045	\$1,114,054	\$107,321
<i>Other Revenue</i>							
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		\$4,355	\$3,645		
WellsFargo - Dream Incubator		\$50,000		\$38,113	\$11,887		
Other Revenue Total		\$78,000	\$17,750	\$44,718	\$15,532	\$0	\$0

Private Industry Council of Solano County
Normal Trial Balance - Overview Expenses TB by Grant - Unposted Transactions Included In Report
From 7/1/2022 Through 4/30/2023

Account Code	Account Title	Debit Balance	Credit Balan...
1023	WIOA / YOUTH ISY AA311039	15,910.53	
1122	WIOA / YOUTH OSY thru AA211039	104,385.67	
1123	WIOA / YOUTH OSY AA311039	510,989.51	
1124	WIOA / Youth OSY AA411039	8,823.49	
2022	WIOA /ADULT thru AA211039	23,076.03	
2023	WIOA / ADULT AA311039	726,776.05	
2323	REGIONAL EQUITY	24,601.38	
2421	DISC / RPI 4.0 (07/21 - 12/22)	39,740.17	
2922	CNA Upskilling (WAF 10.0) - (06/22)	107,337.03	
3022	TANF / ESEP SUCCESS TRACK (07/21)	253.30	
3023	TANF / ST (07/01/22 - 09/30/22)	86,403.45	
3123	TANF / PtE (07/01/21 - 06/30/23)	243,707.28	
5122	ARPA #1a / WDB STAFFING	166,502.22	
5222	ARPA #1b / WDB TRAINING	28,414.54	
5322	ARPA #1c / SBDC BIZ ADVISING	101,410.80	
5422	ARPA #2a/COMMUNITY WORKFORCE GRANTS	42,457.40	
5522	ARPA #2b / NONPROFIT TA AND GRANTS	25,614.17	
5622	ARPA #3 / INDUSTRY JOB TRAINING	167,147.41	
5722	ARPA #4a / EXPANDED ENGAGEMENT	59,876.32	
5822	ARPA 4d / EMPLOYER RESOURCE NETWORK	4,678.03	
5922	ARPA #4c/ VALLEJO AJCC IMPROVEMENTS	31,766.24	
5923	ARPA #4b / VIRTUAL TOOLS	99.99	
6022	WIOA / DW thru AA211039 (07/21)	16,179.10	
6023	WIOA / DW AA311039	654,687.29	
6220	DISC / NDWG COVID ER	41,199.02	
6622	WIOA / RR AA211039 (07/21)	34,170.12	
6623	WIOA / RAPID RESPONSE AA311039	74,239.56	
6723	WIOA / RR LOA AA311039 (7/22)	33,372.19	
7023	ARPA SB1a / EXPAND BIZ ADV	19,741.57	
7123	ARPA SB1b / CULTURALLY COMPETENT	7,014.67	
7223	ARPA SB1c / PEER ADVISORY	2,007.06	
7323	ARPA SB2a / INCUBATOR TRAINING	64,295.26	
7423	ARPA SB2b / INC MICROGRANTS	77,058.45	
7523	ARPA SB3a / BIZ TRAINING SERIES	8,848.83	
7623	ARPA SB3b BIZ TRANSLATION	2,512.35	
7723	ARPA SB3c / MENTAL HEALTH	4,408.65	
8022	SBDC / SBA 2022	104,246.17	
8023	SBDC / SBA (01/01/23 - 12/30/23)	51,427.98	
8123	SBDC / CIP (10/01/22 - 09/30/23)	25,099.89	
8222	SBDC / TAEP (10/21)	7,004.22	
8223	SBDC / TAP (10/1/22 - 9/30/23)	56,915.56	
8349	SBDC / CONTRIBUTIONS	1,619.05	
8351	SBDC / CM / VALLEJO FYE'22		2,611.36
8390	SBDC / CM / MISC	119.00	
8399	SBDC / LOCAL MATCHES	44,963.54	
8423	SBDC / WF DREAM INCUBATOR	28,112.37	
8530	SBDC / PROGRAM INCOME	4,785.79	
8622	SBDC / KAISER RESTAURANT RESILIENCY	3,000.00	
8722	SBDC / FSUSD RESTAURANT RESILIENCY	13,002.35	
8821	SBDC / VV SHOP LOCAL	8,023.17	
8922	DISC / VV Manufacturing (10/21)	14,303.16	
9022	NAPA WOMENS ROUNDTABLE	4,682.18	
9122	SOLANO MICROENTERPRISE GRANT	287,886.44	
9222	NAPA MICROENTERPRISE GRANT	156,158.75	
9322	VALLEJO ARPA SMALL BIZ	577,641.32	
Report Total		4,948,696.07	2,611.36
Report Difference		4,946,084.71	

Private Industry Council of Solano County
Normal Trial Balance - Overview Expenses TB by GL - Unposted Transactions Included In Report
From 7/1/2022 Through 4/30/2023

General Ledger Code	General Ledger Title	Debit Balance	Credit Balan...
072	TEMPORARY PERSONNEL	26,589.68	
081	EMPLOYEE RECOGNITION	170.00	
086	MEMBERSHIPS	4,950.00	
087	ADVERTISING & NOTICES	167.94	
090	RENT	14,193.39	
098	TELEPHONE CELLULAR	5,621.93	
102	PRINTING	1,940.23	
103	POSTAGE	39.91	
108	DATA & TELEPHONE LINES	2,682.11	
112	OFFICE SUPPLIES - Consumable	1,667.24	
114	SOFTWARE	16,791.66	
117	EQUIP/FURN: UNDER \$1.5K	423.17	
118	COMPUTERS: < \$1.5K Tracked	24,679.95	
120	SOFTWARE MAINTENANCE	4,774.00	
130	EMPLOYEE PROFESSIONAL DEVELOPMENT	8,052.39	
131	EMPLOYEE TRAVEL - Training	4,754.57	
132	EMPLOYEE MILEAGE - Training	1,177.75	
134	EMPLOYEE MILEAGE	2,701.38	
190	EMPLOYER OUTREACH	3,361.54	
191	EMPLOYER OUTREACH - MEMBERSHIPS	8,670.55	
193	COMMUNITY OUTREACH	6,048.25	
202	CLIENT SUPPLIES	491.78	
205	SPECIAL EVENTS	665.00	
207	CAREER SERVICES SUPPORTIVE SERVICE	784.00	
209	YOUTH INCENTIVES	1,106.00	
213	DIRECT AJCC ONE-STOP OPERATOR	17,118.75	
300	ON-THE-JOB-TRAINING CONTRACTS	27,855.82	
305	DIRECT SERVICE CONTRACTS	47,005.31	
350	REGIONAL ORGANIZER CONTRACT	52,519.86	
402	WIOA YOUTH CONTRACT	53,680.23	
404	TRAINING CLASS CONTRACTS	28,360.00	
405	PROGRAM CONTRACTS	116,242.55	
406	BUSINESS ADVISORS	245,275.00	
408	SMALL BUSINESS PAYMENTS	983,250.00	
500	WORK EXPERIENCE	2,977.73	
501	CLIENT TRAINING - Vendor	84,040.00	
502	CLIENT TRAINING - SUPPLIES	13,199.05	
602	BREAK OUT SUPPORTIVE SERVICES	2,000.00	
650	TRANSPORTATION	2,021.53	
950	TEMP FUND DISTRO - FF Facilities	370,683.40	
951	TEMP FUND DISTRO - FF Telephone	5,538.87	
952	TEMP FUND DISTRO - FF Comm/IT	69,797.62	
953	TEMP FUND DISTRO - Vjo Comm/IT	8,799.08	
954	TEMP FUND DISTRO - Vjo Facilities	2,399.68	
970	TEMP FUND DISTRO - Biz Expenses	127,264.03	
974	TEMP FUND DISTRO - Program Supplies	909.62	
990	TEMP FUND DISTRO - Wages	1,973,819.75	
991	TEMP FUND DISTRO - Other Supplies	7,087.09	
997	TEMP FUND DISTRO - Benefits	561,735.32	
Report Total		4,946,084.71	0.00
Report Difference		4,946,084.71	