



Greater Roanoke Workforce Development Board & Chief Local Elected Officials Consortium

Quarterly Meeting

March 21, 2024 – 11:00 AM-12:30 PM

Carilion Children's Pediatric Medicine – Tanglewood, Mill Mountain Room

4348 Electric Road, Roanoke, VA 24018

I. Welcome	The Honorable Martha Hooker
II. Public Comment	Casey Nicely
III. Consent Agenda	Casey Nicely
<ul style="list-style-type: none">• Joint Meeting Minutes – December 14, 2023• Eligible Training Provider Applications – Mountain Gateway: Carpentry Levels 1-4	
IV. Workforce Board Member Appointments (CLEO)	The Honorable Martha Hooker
V. Virginia's Workforce System Update	Deputy Secretary Nicole Overlay
VI. Old Business	Casey Nicely
<ul style="list-style-type: none">• Lease Taskforce Update• Virginia Career Works Centers Update	
VII. Director's Report	Morgan Romeo
VIII. Committee Reports	
<ul style="list-style-type: none">• Executive Committee – <i>No Update</i>• Finance Committee - <i>No Update</i>• Program Oversight Committee	
Casey Nicely Karen Michalski Karney Abby Hamilton	
IX. New Business	Casey Nicely
<ul style="list-style-type: none">• Title I Adult & Dislocated Worker Waiver Request• FY2024 Budget vs. Actual Report• FY2025 Budget Discussion	
X. Other Business	Casey Nicely
XI. Adjournment	



Greater Roanoke Workforce Development Board Meeting and CLEO Consortium
Joint Meeting Minutes
 December 14, 2023 – 11:00 AM
 Virtual Meeting

CLEO Representative	Present	CLEO Alternate	Present
Stephen Bennett		Reid Walters	
Gary Larrowe		Billy Martin, Sr.	
Tom Sibold, Jr.	X	David Bryant	
Jason Matyas		Dan Collins	
Timothy Tatum		Christopher Whitlow	X
Sherman Lea		Joseph Cobb	
Martha Hooker		P. Jason Peters	
Hunter Holliday		Jay Taliaferro	

Board Members Private Sector	Present	Board Members Public Sector	Present
Jasmine Gallitan	X	Joseph Brinley	X
Ruth Caul		Chuck Simpson	
Casey Nicely	X	Karen Michalski	X
Kristina Repass		Abby Hamilton	X
Maiya Ashby		Cynthia Lawrence	
Richard Mansell		Stephanie Hoer	X
David Oliver		Heather Fay	X
Jeremy Adkins	X	David Goad	X
Rick Viar		Kimberly Dameron	X
Sonya Charlow	X	Debbie Hamrick	X
Michael Gardner	X	Jamie Soltis	
Carter Hardesty	X	Dr. John Rainone	X
Sharon Pandolfini		Marilyn Herbert-Ashton	
Tiffany Worstell		Susan Watkins	X
Jeff Hamley	X	Beth Simms	
Shane Rucker		Jeremy Holmes	X
Kevin Price		John Hull	X
Mike Stevens			

GRWDB Staff	Present
Morgan Romeo	X
Leah Gibson	X
Danielle Hart	X
Bobby Welch	X
Linda Holt	X

Guests	Present
Lea DeCosta	X

Welcome

Morgan called the meeting to order at 11:05 AM. Morgan proposed a change to the agenda to remove the Equal Opportunity Policy, pages 14 to 18 of the packet, from the report out of the Program Oversight Committee as it is already included in the consent agenda for approval.

Public Comment

No public comment was made.

Consent Agenda

The consent agenda was presented from the packet for members to review.

GRWDB Action: A motion was made by Joe Brinley to approve the consent agenda as presented. The motion was seconded by Dr. John Rainone. The motion carried.

Board Member Appointments (CLEO Only)

The CLEO Consortium did not have a quorum and thus, new appointments to the Local Workforce Development Board could not be voted on at this time.

Old Business

Morgan Romeo asked for Mr. Chris Whitlow to give an update on the status of the Franklin Center, as the Board and CLEO tabled a discussion at the September 2023 meeting regarding the Franklin Center's status as an affiliate center. Mr. Whitlow reported on the steps that they have taken because of the operational review conducted by the Board in partnership with Franklin County. Mr. Whitlow said that the Board is very important for Franklin County and the region, and that Franklin County has been a long-standing partner, with the Franklin Center serving as a satellite location for services. Mr. Whitlow stressed that it is highly important that the Franklin Center continue to be an affiliate center but that he understood the Board's concerns with the operations. Mr. Whitlow reported that they have hired Beth Doughty as Franklin County's Interim Economic Development Director. Mr. Whitlow said that they consider the operational review that was done as "Phase One", with "Phase Two" of the project looking at building upon the opportunities for improvement. Mr. Whitlow said that with Beth Doughty on as Interim Director, it will give Franklin County more opportunity to get some of the recommendations and changes accomplished. Mr. Whitlow also reported that the Franklin Center will now fall under the purview of economic development, which better reflects the work at hand and aligns with the goals of Franklin County. Mr. Whitlow requested that the Board continue to consider the Franklin Center as an affiliate center in the meantime as they continue to work toward improving operations and turning it into a true workforce center.

Mr. Whitlow also updated that they are finally taking a bid to the Board of Supervisors on Tuesday to establish the connector road in Summit View. This has been a long-term project and aligns with upgrading a significant portion of the 100-acre pad and another 15-acre pad. Roanoke Gas is starting gas distribution work that will get underway next month and so this time next year, a lot of infrastructure will have been invested in that park including this new connector road along with gas distribution, new sites. Mr. Whitlow reported that it is a great opportunity for Franklin County, but also the entire Roanoke region. This will also mean that the next critical component will be to provide a skilled and ready workforce for the potential new businesses in Summit View business park.

Mr. Whitlow also reported that Fleetwood Homes, one of the major employers in Franklin County, is one of the partners for new affordable housing in Virginia. Fleetwood Homes just launched a new product, a townhouse that is the first of its kind in the country. The CEO of Cavco, the parent company of Fleetwood came to Franklin County to launch this new initiative. This is another opportunity for the Franklin Center to continue to be a hub in Franklin County for the workforce, to provide skilled workers for these projects. Mr. Whitlow said that he looks forward to continuing the work with existing industries like Fleetwood through partnerships with the Board, the Franklin Center, and more.

Director's Report – Year in Review

WIOA Reauthorization

Morgan Romeo gave an update on the federal Workforce Innovation and Opportunity Act (WIOA) Reauthorization. Mrs. Romeo reported that a bill was introduced by the House Education and Workforce Committee, called A Stronger Workforce for America (ASWA), which would reauthorize the federal dollars that we get through the current WIOA legislation. Virginia Foxx is the ranking Chair of the Committee with Bobby Scott from the Hampton Roads area as the ranking member. The bill has passed the Committee and is going to be moved to the Senate for review. Morgan reported that there are some positives of the bill, including the expanded definition of youth to serve more opportunity youth, as well as flexibility with the American Job Centers.

There are concerns with the bill, including that the bill introduces a federal training expenditure requirement of 50%. Morgan reminded the Board and CLEO that Virginia currently has a 40% training requirement which has made it difficult and put constraints on the services that are provided in the region. There is also a provision which takes away local control from the designation of the local workforce development areas and boards, which is never favorable to the region. Lastly, there is an additional pot of funds proposed that would go to the Governor's office for critical industry funds, which would potentially duplicate services on a local level. These will all of course be taken up should the bill move successfully to the Senate Health, Education, Labor and Pensions Committee. Morgan said that she would keep the Board and CLEO updated on any markups or decisions that occur with this reauthorization.

Workforce Transformation Update

Morgan Romeo gave a brief update on the workforce transformation at the state level. Morgan reported that one change is that all of the programs will be moved under the new agency as of January 15th, instead of the proposed March 15th. A new Deputy Secretary of Workforce Development has also been appointed, Nicole Overley, who has experience with Virginia's transformation due to her previous employment with Deloitte Consulting. Morgan noted that she had met with the new Deputy Secretary and she is very nice with a focus on big picture, strategic goals for Virginia. Morgan also reported that one of the Deputy Secretary's tasks will be to establish the performance metrics and the collection mechanism for Virginia's workforce programming.

Morgan reported that she attended the state workforce board meeting last week in Richmond, VA which was very contentious. Morgan noted that the Secretary of Labor was very concerned about the additional funds that come into the Boards through grants and other discretionary sources of funding. Morgan said that she anticipates additional metrics and the state board asking additional questions regarding the grants and discretionary programming in the local areas.

Combined State Plan Discussion

Morgan Romeo informed the Board and CLEO that Virginia is in the process of redoing the combined state plan, which must be revisited every four (4) years. Virginia has contracted with Virginia Commonwealth University's Project Management Group (VCU PMG) to conduct sessions with stakeholders and develop the document with partners. VCU PMG has developed three questions for stakeholders to answer, and the attendees will have a chance to provide feedback to the three questions today via Mentimeter. The Board and CLEO provided the following feedback:

What should we do to continue to be a premier talent resource to businesses in the region?

- Continue to be diligent about reaching out to businesses to see their needs.
- Continue outreach to listen to employee needs as proactively as possible.
- Continue targeting young talented adults to remain in the area post education.
- Utilize the social media plan discussed in the Combined State Meeting.
- Continue marketing and communication efforts.
- Continue to actively train workers including those who are disenfranchised.
- Continue to connect workers in programs.

What population do you think we need to target for programming?

- Opportunity for youth and resulting populations.
- Unemployed adults.
- Unhoused community.
- Youth and recovery community experiencing recovery for populations in rural locations.
- Working in health industries.
- No Education or credentials; less than 30 years old.
- People who can work; limited in education or training.

What are better ways to reach and provide opportunities to youth in the region?

- Churches, youth sports, 4-H, FFA, Girl Scouts / Boy Scouts.
- Work directly with local high schools.
- Local community organizations, youth centers, professional connections with opportunities for youths.
- Career days at local high schools.
- Foster care centers and providers.
- Roanoke Redevelopment & Housing Authority.
- Discord App.
- Continue relations building with schools.

New Business (Closed Session)

Website Vendor Selection

A motion was made by Casey Nicely for the Board to enter closed session pursuant to Virginia Code §2.2-3711(A)(29) for the discussion of the award of a public contract involving the expenditure of public funds, including interviews of bidders or offerors and discussion of the terms or scope of such contract, where discussion in an open session would adversely affect the bargaining position or negotiating strategy of the public body. The motion was seconded by Karen Michalski. The motion was carried and members of the public were removed from the virtual meeting and placed in the waiting room.

Closed session discussion occurred with guests out of the virtual meeting.

GRWDB Action: A motion was made by Casey Nicely to end closed session and certify that (1) only public business matters lawfully exempted from open meeting requirements under this chapter and (2) only such business matters as were identified in the motion by closed meeting was convened or heard, discussed, or considered during the meeting by the public body.

The motion was seconded by Karen Michalski-Karney. The motion was carried by a roll call vote as recorded below:

Jasmine Gallitan	Yes	Stephanie Hoer	Yes
Casey Nicely	Yes	Heather Fay	Yes
Jeremy Adkins	Yes	Susan Goad	Yes
Sonya Charlow	Yes	Kimberly Dameron	Yes
Michael Gardner	Yes	Debbie Hamrick	Yes
Carter Hardesty	Yes	Dr. John Rainone	Yes
Jeff Hamley	Yes	Susan Watkins	Yes
Joseph Brinley	Yes	Jeremy Holmes	Yes
Karen Michalski-Karney	Yes	John Hull	Yes
Abby Hamilton	Yes		

GRWDB Action: A motion was made by Abby Hamilton to approve The O'Connor Group as the vendor to develop a new website for the Greater Roanoke Workforce Development Board. The motion was seconded by Michael Gardner. The motion was carried by a roll call vote as recorded below:

Jasmine Gallitan	Yes	Stephanie Hoer	Yes
Casey Nicely	Yes	Heather Fay	Yes
Jeremy Adkins	Yes	David Goad	Yes
Sonya Charlow	Yes	Kimberly Dameron	Yes
Michael Gardner	Yes	Debbie Hamrick	Yes
Carter Hardesty	Yes	Dr. John Rainone	Yes
Jeff Hamley	Yes	Susan Watkins	Yes
Joseph Brinley	Yes	Jeremy Holmes	Yes
Karen Michalski-Karney	Yes	John Hull	Yes
Abby Hamilton	Yes		

GRWDB Action: A motion was made by Dr. John Rainone to approve the release of a Request for Proposals for Strategic Planning services. The motion was seconded by Joe Brinley. The motion carried.

Committee Reports

Executive Committee

The Executive Committee did not meet and thus did not produce a report.

Finance Committee

Karen Michalski-Karney presented from the committee's last meeting. The funds previously received by the Board from Norfolk Southern had been sitting in the account and the Finance Committee has recommended moving the balance to the Board's discretionary funds. Karen reported that there were no stipulations or regulations that prevented the Board from making this redesignation.

GRWDB Action: A motion was made by the Finance Committee to approve moving the Norfolk Southern funds balance to the Board's discretionary funds. The motion was seconded by Jeremy Holmes. The motion was carried by a roll call vote as recorded below:

Jasmine Gallitan	Yes	Stephanie Hoer	Yes
Casey Nicely	Yes	Heather Fay	Yes
Jeremy Adkins	Yes	David Goad	Yes
Sonya Charlow	Yes	Kimberly Dameron	Yes
Michael Gardner	Yes	Debbie Hamrick	Yes
Carter Hardesty	Yes	Dr. John Rainone	Yes
Jeff Hamley	Yes	Susan Watkins	Yes
Joseph Brinley	Yes	Jeremy Holmes	Yes
Karen Michalski-Karney	Yes	John Hull	Yes
Abby Hamilton	Yes		

Program Oversight Committee

Abby Hamilton presented the report from the Program Oversight committee. Abby reported that the Equal Opportunity policy that the Committee approved was recently approved by the Board's consent agenda. The Committee also reviewed the quarterly Programs Report along with the grants received from the State. The staff reviewed the Boot Camp for Youth Program and how we are focused on improving our youth enrollments, which will subsequently improve our youth performance. We reviewed the PY 2022 WIOA Title I Performance. The credential attainment for the youth program has not been adjusted, so we don't know how we would be or how we're going to be affected. We also reviewed the PY2023 WIOA Title I Performance for Q1. In this area, if we can look at pay for performance with our training providers. We send them to train and don't pay the provider until the provider helps us get that credential.

Other Business

Morgan thanked the Board and CLEO for their support with the families for the Holiday gifts, especially Altec for supporting an entire family over the holiday season. Casey also thanked Morgan and the GRWDB staff for their efforts.

Adjournment

The meeting adjourned at 12:13 PM.

January 2023 New ETPL Applications

Provider	Provider Requirements
Mountain Gateway Community College	x
Programs	Program Requirements
Carpentry Level 1	x
Carpentry Level 2	x
Carpentry Level 3	x
Carpentry Level 4	x

Greater Roanoke Workforce Development Board
Executive Director's Report
March 2024

Career Quest



Career Quest continues to be held twice a year, with the latest event being held on February 26-27, 2024. This winter event for **10th grade students** was originally supposed to be held in January 2024, but was postponed due to inclement weather. There continues to be challenge with getting the same number of attendees with the 10th grade participants as with the 7th grade participants. GRWDB staff are working with the schools to form a small focus group, so schools who have traditionally been able to bring almost 100% of students can share best practices with schools who have had low participation rates. This was most drastically seen with Roanoke City public schools with only 80 attendees between Patrick Henry High School and William Fleming High School, both of which have almost 400 students each in 10th grade. This event in total had about **50 businesses with just over 3,000 students in attendance over the two days.**

The **7th grade Career Quest event** has been scheduled for **September 17-18, 2024 at the Berglund Center**. The team is already preparing for this next event and hope to incorporate more activities and pre-event activities with the schools and teachers. GRWDB staff continue to build out the Career Quest website (www.careerquestva.com) with the most recent addition being the embedding of a job board on each career page.

Economic Development and Business Services

The GRWDB recently co-hosted the Future of Talent Summit in partnership with Roanoke College, the Roanoke Regional Partnership, the Roanoke Blacksburg Technology Council, OnwardNRV, and more. The event had about 150 individuals registered and saw a good bit of attendance at the event. The event showcased higher education in the region, head from the Presidents of 2-year and 4-year colleges and universities in the region, heard from the Deputy Secretary of Workforce Development, and had break out sessions that attendees could choose to attend after lunch. This event was funded through **GO Virginia funding provided by the GRWDB** and will hopefully continue in years to come. Several improvements have already been suggested by attendees and the goal is to incorporate more facets of workforce development next year rather than a full focus on higher education.

GRWDB staff have been working with businesses in the region to **host field trips for students for tours on-site with business and industry partners** as well as to **develop videos that showcase businesses and their jobs in the region**. Both projects were funded with discretionary grants provided through the Secretary of Labor's office in the Summer of 2023. With Star City Works matching funds, the GRWDB will be able to produce 8 videos and conduct 12 field trips with students and 4 with guidance counselors prior to the grants ending in September of 2024.

There has been a small uptick in the number of individuals that are being laid off in the region, with unemployment insurance claimant reports showing steady increases since November 2023. Recently, **Bacova Guild in Alleghany County has announced that they will close as**

of July 2024 with about 30 employees being affected. The GRWDB staff are working with Rapid Response through Virginia Works to get in front of the individuals and discuss their needs and plans for next steps. Bacova Guild is a sister company to Ronile, which is also located in Franklin County.

Business services staff continue to work with employers to facilitate hiring events, work-based learning activities, incumbent worker training and more. Below are data tables related to these efforts since July 1, 2023:

Hiring Events	Events	Employers	Job Seekers
July 2023	5	1	31
August 2023	10	10	53
September 2023	8	5	53
October 2023	10	39	96
November 2023	12	5	143
December 2023	6	6	40
January 2024	9	5	65
February 2024	10	6	240
Totals	70	77	721

Employer	# of OJT Placements
Carilion Clinic	30
The Bridge Institute, Inc.	1
Dynax America	4
Quality Coffee Company	2
Roanoke Valley Resource Authority	1
CHIP of Roanoke Valley	2
HUB Corporation	1
Total OJTs	41

Employer	Incumbent Workers Trained
Lawrence Transportation	35
Novozymes	16
Wabtec Graham White	1
Global Metal Finishing	4
Optical Cable Corporation	1
Roanoke City Sheriff's Office	5
Dominion Metallurgical	3
Feeding Southwest Virginia	1
Steidle & Gordon, Attorneys at Law	1
KBS Analytics	2
Hammond-Mitchell, Inc.	1
Stik-Pak Solutions	8
Total Incumbent Workers Trained	78

Professional Development

Recently, all employees who have been employed with the GRWDB at least one (1) year were provided the opportunity to obtain their Certified Workforce Development Professional (CWDP)

certification through the National Association of Workforce Development Professionals (NAWDP). This certification requires individuals to attend over 40 hours of online training and then submit their education and work history for approval by NAWDP. The following staff members have achieved this status:

- Erin Bradshaw
- Leah Gibson
- Melissa Hairston
- Danielle Hart
- Emma Howard-Woods
- Elizabeth Manns
- Toni McLawhorn
- Ashley Pannell
- Morgan Romeo
- Lashaunda Sample
- Jackie Thomas
- Cordney Wade

Staff continue to seek out professional development and training opportunities, including conferences to attend. Staff have recently attended conferences through the Southeastern Employment and Training Administration (SETA) in Cherokee, NC and will be attending the NAWDP Annual Conference in San Antonio, TX and the National Association of Workforce Boards annual Forum in Washington, D.C.

Star City Works

Star City Works continues to be administered by the GRWDB and has proven to be extremely helpful in providing wrap-around support services to individuals seeking assistance with employment and training. Many of the wrap-around services have been provided to support individuals with eviction notices in paying back-due rent, eliminate shut-offs of utilities by paying back-due utility payments, and providing support to families for food assistance, particularly those that are not receiving assistance through SNAP (food stamps). A look at the success of Star City Works can be found in this snapshot from reports submitted to Roanoke City for data as of December 31, 2023:

Scope of Work Performance Metrics			
Activity	Goal	Completed	% of Goal Met
Number of Individuals Served	250	162	65%
Number of Businesses Uniquely Served	N/A	134	N/A
Number of Employment Placements	250	91	36%
Number of Individuals Retaining Employment After 6 Months	250	14	6%
Number of Individuals Retaining Employment After 1 Year	250		0%
Average Wage at Placement	\$14.50	\$ 15.56	107%
Number of Work-Based Learning Opportunities	100	50	50%
Number of Training Entrances	100	72	72%
Number of Training Completions	N/A	44	N/A
Number of Credentials Attained	N/A	24	N/A
Number of Existing Workers Trained	N/A	6	N/A
Number of FEC Referrals	250	117	47%

Career Exploration Metrics			
Activity	Goal	Completed	% of Goal Met
Career Quest	4	3	75%
Annual Roanoke City School Summer Job Hiring Events	6	1	17%
Career Exploration/Boot Camp Events	10	1	10%
Produce Career Pathways Videos	20		0%
Business Tours for Guidance Counselor/CTE Teachers	5		0%
Parent-focused Open Houses for Career Opportunities	3		0%
Student Focused Business Visits	15		0%
K-12 Student Engagement	N/A	1712	N/A

Business Metrics			
Activity	Goal	Completed	% of Goal Met
Industry Focused Sector Strategy Roundtables	10	1	10%
One-on-One Business Meetings	25	15	60%
Workforce Needs Survey Responses	50		0%
Customized Training Cohorts	5		0%
Business Commitments to Hire Trainees from Custom Cohorts	10		0%
One-on-one and Large Scale Hiring Events	25	12	48%
On-the-Job Training Contracts	25	34	136%
Incumbent Worker Contracts	15	3	20%
Business Open Houses	5		0%
Business Education Workshops	5	3	60%

Virginia Association of Workforce Directors

The Virginia Association of Workforce Directors (VAWD) is a 501(c)(3) organization that formalizes the fourteen Local Workforce Development Board Directors into one organization to educate and help drive statewide decisions and programming for workforce development. Morgan Romeo continues to serve as the Chair of this organization, leading the 14 local workforce development boards in advocacy, best practice sharing, and promotion of the public workforce system in Virginia.

Recently, the VAWD was asked to meet with Rebecca Howard, Senior Advisor to Senator Tim Kaine. With the proposal of *A Stronger Workforce for America* coming from the House Education and Workforce Committee, Senator Kaine and the remaining members of the Senate Health, Education, Labor and Pension Committee (HELP) are currently marking up the House version to potentially reauthorize the WIOA. Rebecca is soliciting frequent feedback from the VAWD to provide perspective on how the proposed reauthorization language from the House will affect the local areas/operations in Virginia. Rebecca has communicated that the goal of the Senate is to have a marked-up version of the proposed legislation by Memorial Day weekend. Time is going to be the deciding factor with this, to see if this legislation is put forth prior to the election year.

Strategic and Local Plan

The GRWDB staff will be releasing the previously approved Request for Proposals for strategic planning services to being this process with the Board and CLEO between April and June of 2024. This strategic plan will review the success of the Board's operations over the last 4 years, evaluate the goals that were set forth in 2020, and set forth new goals and strategies for the region from 2024-2028. This strategic plan will then offer overarching guidance to the GRWDB staff as they complete the operational plan required to be submitted to the Governor's Office for approval.

The Local Plan that will be developed after the strategic plan will be more of a compliance exercise, with detailed descriptions of how the Board and CLEO, and the region, will implement WIOA programs as well as how they will interact with partners. This detailed plan will be completed after guidance from the new Virginia Works department is released, which is anticipated to arrive sometime this fall. The Local Plan that is developed by the staff will be reviewed and approved by the GRWDB and the CLEO prior to submission to the Virginia Board of Workforce Development. Once approved by the VBWD, the Governor will sign off and send to the U.S. Department of Labor Employment and Training Administration to signify that Virginia's local areas are in compliance with WIOA.

Sector Partnerships

The GRWDB continues to be an active partner with the Blue Ridge Partnership for Health Science Careers, organized by Cynthia Lawrence, Director of Workforce Development for Carilion Clinic and Board member of the GRWDB. The Partnership consists of healthcare industry partners, higher education institutions, K-12 public school representatives, and economic development. The goal is to streamline the healthcare and life sciences career pathways so that more students and their parents are informed of the opportunities in the region for healthcare employment. This includes aligning curriculum in the K-12 schools with post-secondary education opportunities, gathering business input and engagement on work-based learning opportunities such as internships and on-the-job learning, and better communication on the trends in the healthcare industry.

Cynthia and the leadership of Carilion and the BRPHSC are continuing to assist the GRWDB in monitoring federal grant opportunities that may align with the work of the BRPHSC and the needs of the healthcare and life sciences industries. There are several grants that are forecasted to be released by the Health Resources and Services Administration (HRSA) through the U.S. Department of Health and Human Services. Several grants focus on increasing the number of educators in the healthcare industry, building a healthcare pathway between K-12 and higher education, a training ecosystem focused on geriatric health and the aging population, and finally a training system for behavioral health.

Center Operations

The three Virginia Career Works Centers in the region continue to see customer traffic through their doors. A snapshot of the Center traffic is below:

Roanoke Center	Resource Room	Adult Ed. Classes	Total Visitors
July 2023	802	0	802
August 2023	909	0	909
September 2023	968	54	1,022
October 2023	976	103	1,079
November 2023	842	52	897
December 2023	981	46	1,027
January 2024	1254	43	1,297
February 2024	935	62	997
Total Roanoke Center YTD			8,030
Franklin Center	Resource Room	Adult Ed. Classes	Total Visitors
July 2023	28	97	125
August 2023	29	278	307
September 2023	25	320	345
October 2023	24	1278	1,302
November 2023	13	264	277
December 2023	47	191	238
January 2024	32	171	203
February 2024	34	256	290
Total Franklin Center YTD			3,087
Covington Center	Resource Room	Adult Ed. Classes	Total Visitors
July 2023	68	0	68
August 2023	45	0	45
September 2023	75	0	75
October 2023	75	0	75
November 2023	96	0	96
December 2023	113	0	113
January 2024	123	0	123
February 2024	63	0	63
Total Covington Center YTD			658
GRAND TOTAL			11,775

Center traffic continues to be focused on customers needing assistance with their unemployment insurance claims. With the new emphasis on fraud prevention with the Virginia Employment Commission, many individuals are having trouble filing their claim due to the new requirements for proving identity. If individuals are not able to prove their identity, they are directed by the claim system to visit the nearest Virginia Career Works Center.

INSPIRE Initiative

The INSPIRE initiative continues to be implemented in the Counties of Alleghany, Craig, and the City of Covington. Recently, the GRWDB received an extension of the grant to extend the sunset date of the grant from March 31, 2024 to March 31, 2025. It also expanded the definition of individuals that could receive support from the grant to include individuals with prior involvement in the justice system and individuals who are receiving assistance through the Department of Social Services.

YouthBuild



The GRWDB continues to partner with Goodwill Industries of the Valleys, Build Smart Institute, Habitat for Humanity, REACH, and Roanoke Valley Alleghany Region 5 Adult Education on the YouthBuild project. Young adults in need of their high school diploma equivalency receive GED classes, workplace readiness, career mentoring, and occupational skills training in the construction industry through this program. They are also afforded work experience opportunities directly with Habitat for Humanity, paid for out of WIOA Title I funding, where they learn valuable skills on-the-job building homes.

Jobs Plus

The Jobs Plus program administered by the Roanoke Redevelopment Housing Authority (RRHA) continues to be implemented in the Jamestown and Indian Rock Village neighborhoods. Staff from the GRWDB continue to be partially funded out of this grant to provide case management and employment and training support to individuals. Enrollment in the grant has been low-to-date, as these neighborhoods, like the rest of the region, have low labor force participation rates. GRWDB staff continue to collaborate with the RRHA to develop innovative ways to reach the targeted population, including Wellness Fairs, hiring events, community events, and more. Recently, staff were made aware that this grant will sunset in 2025 and discussions have been started on how to continue this program, as RRHA is not eligible to reapply for funding this cycle.

Regional Talent Strategy Implementation

The GO Virginia grant that was received by the GRWDB to implement the Regional Talent Strategy in collaboration with the Roanoke Regional Partnership has been awarded to the GRWDB from Virginia Tech. The contract was executed in July 2022 and to-date the GRWDB has met all of the milestones, including releasing a large procurement package for vendors to develop a regional web-based talent portal. This portal will be a place that individuals who either live in the region or live outside of the region can go to find out more about the livability and success of the region. The landing page will direct individuals to resources that currently exist, including the Get2KnowNoke page, the GRWDB page, and more. This is a true collaborative effort to retain, develop, and attract talent to the region. The portal is expected to be completed in April 2024 and a preview will be provided to the Board and CLEO at the June 2024 meeting.

Expanding Discretionary Funding

There are several grants that have been received by the GRWDB, that the GRWDB has applied for, and are on the horizon for the GRWDB. Staff are consistently looking for discretionary funds that are not WIOA to reduce the reliance on federal formula funds each year.

TANF-DSS Employment Grant

The GRWDB recently was awarded funding through the Virginia Department of Social Services to support individuals who are receiving Temporary Assistance for Needy Families (TANF) and individuals living at or below 200% of the poverty level with dependents. This grant, previously operated by Total Action for Progress (TAP) was redesigned with the GRWDB as the fiscal agent for the project to (1) better tie the services into the public workforce system and (2) expand the service territory to the entire region. All 6 Departments of Social Services will be

working with GRWDB to continue to operate this grant while hopefully increasing the number of individuals that are referred by DSS to receive workforce services and ultimately, self-sufficient employment to reduce reliance on public assistance. The initial award was for 6 months in the amount just shy of \$300,000, with one-year extensions offered up to 4 times after June 30, 2024. It is the hope that this will be a long-term project that will solidify the partnership of the GRWDB with the DSS offices in the region.

Americorp Planning Grant

Recently, the GRWDB was alerted to funding that was coming available through the Americorp project, managed by the Virginia Department of Social Services. This project has two tracks: one that is an initial planning grant and the other being a larger implementation project. On the advice of Department of Social Services staff, the GRWDB engaged with 9 other workforce boards in the “rural horseshoe” section of Virginia to apply for an initial planning grant. This grant will allow the boards to hire a consultant that will develop a plan and submit a full application this time next year. The goal will be to have Americorp staff that are supplemented with grant funding in the regions to support outreach in underserved and underrepresented communities, have staff that can work in the Resource Rooms at the Virginia Career Works Centers, and support workshop and other service delivery methods throughout the regions. This will be an excellent, long-term opportunity that will increase the capacity of the boards to target and serve out-of-work populations that are not visiting or otherwise interacting with the public workforce system.

Apprenticeship Building America

This grant was just released by the U.S. Department of Labor and focuses on expanding pre-apprenticeship and apprenticeship opportunities throughout the nation. While it is a fairly competitive grant, the GRWDB has discussed the opportunity with the K-12 schools and the employers who are currently conducting Youth Registered Apprenticeship opportunities, and all have determined that there is an opportunity to expand the good work already taking place. The GRWDB will be working toward this deadline of April 15, 2024, in partnership with the K-12 schools, potentially private schools, and employers in the region that are currently apprenticeship sponsors, as well as those who may be interested in doing so in the future.

Workforce Opportunities for Rural Communities

The WORC grant is forecasted to be released on March 22, 2024, and supports workforce efforts in rural communities. The GRWDB applied for this grant last year to support the efforts and increase the success of the INSPIRE project but was turned away during initial review of the applications because of an error in the SAM award management system. GRWDB has already reached out to TAP and Mountain Gateway Community College to discuss potentially applying in partnership, as TAP is also operating a WORC grant at this time in the Alleghany Highlands. It is anticipated that this grant will be due in early May 2024.

Balance Sheet

As of February 29, 2024

	Feb 29, 24
ASSETS	
Current Assets	
Checking/Savings	
11200 · ANB Operating	151,384.77
11202 · Premier Money Market	1,907,201.03
Total Checking/Savings	2,058,585.80
Accounts Receivable	
11400 · Grants Receivable	121,590.39
Total Accounts Receivable	121,590.39
Total Current Assets	2,180,176.19
Other Assets	
11500 · Accrued Revenue	47,647.11
18705 · Prepaid Expense	17,459.62
18710 · Right to use assets	1,253,364.00
18715 · Accumulated amortization Right	-212,476.00
Total Other Assets	1,105,994.73
TOTAL ASSETS	3,286,170.92
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20300 · Accounts Payable	26,025.00
Total Accounts Payable	26,025.00
Other Current Liabilities	
20126 · Refundable Advance	1,905,363.81
Total Other Current Liabilities	1,905,363.81
Total Current Liabilities	1,931,388.81
Long Term Liabilities	
25010 · Accrued Leave	69,004.06
26000 · Operating Lease Liabilities	1,042,995.00
Total Long Term Liabilities	1,111,999.06
Total Liabilities	3,043,387.87
Equity	
31200 · Board Designated Rent Reserves	40,943.00
32000 · Unrestricted Net Assets	176,222.29
Net Income	25,617.76
Total Equity	242,783.05
TOTAL LIABILITIES & EQUITY	3,286,170.92

Greater Roanoke Workforce Development Board
Grant Summary
As of 2/29/24

Program	Grant #	Contract Duration	Expense					Revenue	Grant Balance	Notes
			Budget	YTD	Grant Total	Un/(Over)	% of Budget			
ARC Inspire	IS-20253-2021	4/1/21 - 3/31/25	300,000	45,187	194,150	105,850	64.72%	194,150	-	
Housing Authority Grant - Jobs Plus		1/1/22 - 12/31/26	175,000	23,202	66,531	108,469	38.02%	66,531	-	
Star City Works		7/1/22 - 6/30/26	3,000,000	522,633	1,136,263	1,863,737	37.88%	1,136,263	-	
Youth Build - 1.0		7/1/23 - 9/30/24	45,000	16,087	16,087	28,913	35.75%	16,087	-	
Youth Build - 2.0		10/1/23 - 9/30/25	90,000			90,000	0.00%		-	
Roanoke Center		7/1/23 - 6/30/24	304,013	137,111	137,111	166,902	45.10%	137,111	-	
United Way – OnRamp		7/1/23 - 6/30/24	34,671	16,973	16,973	17,698	48.96%	16,973	-	
DSS TANF Grant	BEN-24-002-06	1/1/24 - 6/30/24	289,197	2,817	2,817	286,380	0.97%	2,817	-	
PY2022 WIOA Title I Admin	AA-38561-22-55-A-51	7/1/22 - 6/30/24	128,422	58,478	128,422	-	100.00%	128,422	-	
PY2022 WIOA Title I Adult	AA-38561-22-55-A-51	7/1/22 - 6/30/24	464,065	320,920	449,250	14,815	96.81%	449,250	-	
PY2022 WIOA Title I Dislocated Worker	AA-38561-22-55-A-51	7/1/22 - 6/30/24	260,757	113,832	258,913	1,843	99.29%	258,913	-	
PY2022 WIOA Title I IS Youth	AA-38561-22-55-A-51	7/1/22 - 6/30/24	107,744	32,636	51,084	56,660	47.41%	51,084	-	
PY2022 WIOA Title I OS Youth	AA-38561-22-55-A-51	7/1/22 - 6/30/24	323,234	161,625	239,985	83,249	74.24%	239,985	-	
PY2023 WIOA Title I Admin	23A55AW000023	7/1/23 - 6/30/25	111,884	9,741	9,741	102,142	8.71%	9,741.40	-	
PY2023 WIOA Title I Adult	23A55AW000023	7/1/23 - 6/30/25	356,498			356,498	0.00%		-	
PY2023 WIOA Title I Dislocated Worker	23A55AW000023	7/1/23 - 6/30/25	281,872			281,872	0.00%		-	
PY2023 WIOA Title I IS Youth	23A55AW000023	7/1/23 - 6/30/25	92,146			92,146	0.00%		-	
PY2023 WIOA Title I OS Youth	23A55AW000023	7/1/23 - 6/30/25	276,437			276,437	0.00%		-	
WBL-Apprenticeship Grant	OG 22-03-01	7/1/23 - 9/30/24	149,600	16,281	16,281	133,319	10.88%	16,281	-	
Technical Training Grant	TDS-22-03-01	7/1/23 - 9/30/24	136,950	30,991	30,991	105,959	22.63%	30,991	-	
Transportation to Learn Grant	TTL-22-03-01	7/1/23 - 9/30/24	25,000	3,807	3,807	21,193	15.23%	3,807	-	
Youth Outreach & Marketing Grant	YOMD-22-03-01	7/1/23 - 9/30/24	25,000	14,438	14,438	10,562	57.75%	14,438	-	
Workforce Innovation Grant	WIG 21-03-01	11/1/22 - 3/31/24	300,000	48,740	64,888	235,112	21.63%	64,888	-	
Go Virginia	22-GOVA-028	7/1/22 - 6/30/24	315,911	73,701	183,256	132,655	58.01%	183,256	-	
GRWDB Discretionary Funds		Perpetual		577	36,260			255,035	218,776	
Career Quest		Perpetual		25,566	117,702			150,669	32,967	
TOTAL			7,593,401	1,675,345	3,174,950	4,572,412		3,426,693	251,743	

Greater Roanoke Workforce Development Board Profit & Loss Budget vs. Actual

July 2023 through February 2024

	ARC Inspire (Appalachian Regional Commission)			
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	45,186.58	91,348.79	-46,162.21	49.5%
42000 · Partner Grants	0.00			
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	45,186.58	91,348.79	-46,162.21	49.5%
Total Income	45,186.58	91,348.79	-46,162.21	49.5%
Gross Profit	45,186.58	91,348.79	-46,162.21	49.5%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	26,582.71	22,541.09	4,041.62	117.9%
60500 · Fringe Benefits	9,162.67	7,028.09	2,134.58	130.4%
Total 60000 · Personnel Expense	35,745.38	29,569.18	6,176.20	120.9%
62100 · Contract Services				
62110 · Accounting & Audit Fees	676.08	198.96	477.12	339.8%
62120 · Legal Fees	11.40	0.00	11.40	100.0%
62140 · Other Contract Services	136.14	9,235.95	-9,099.81	1.5%
Total 62100 · Contract Services	823.62	9,434.91	-8,611.29	8.7%
62800 · Facilities and Equipment				
62810 · Rent & Leases	2,973.46	1,793.29	1,180.17	165.8%
62850 · Equipment Rental, Leases & Main	42.28	78.65	-36.37	53.8%
62860 · Furniture & Fixtures	746.66	121.40	625.26	615.0%
Total 62800 · Facilities and Equipment	3,762.40	1,993.34	1,769.06	188.7%
65000 · Operations				
65010 · Insurance	29.87	0.00	29.87	100.0%
65020 · Marketing & Outreach	1,177.19	285.03	892.16	413.0%
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00	26.22	-26.22	0.0%
65060 · Telephone, Telecommunications	364.54	473.39	-108.85	77.0%
65070 · Supplies	201.50	199.06	2.44	101.2%
65080 · IT Hardware	98.10	542.89	-444.79	18.1%
65090 · IT Software	288.11	933.75	-645.64	30.9%
65100 · Membership Dues	86.66	224.15	-137.49	38.7%
Total 65000 · Operations	2,245.97	2,684.49	-438.52	83.7%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	297.13	180.96	116.17	164.2%
67020 · Conference Fees & Expenses	642.11	1,485.91	-843.80	43.2%
Total 67000 · Travel and Training	939.24	1,666.87	-727.63	56.3%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	1,669.97	46,000.00	-44,330.03	3.6%
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	1,669.97	46,000.00	-44,330.03	3.6%
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00			
Total Expense	45,186.58	91,348.79	-46,162.21	49.5%
Net Income	0.00	0.00	0.00	0.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

	Total Career Quest			
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	0.00			
42000 · Partner Grants	15,046.00	0.00	15,046.00	100.0%
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	20,000.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	35,046.00	0.00	35,046.00	100.0%
Total Income	35,046.00	0.00	35,046.00	100.0%
Gross Profit	35,046.00	0.00	35,046.00	100.0%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	0.00			
60500 · Fringe Benefits	0.00			
Total 60000 · Personnel Expense	0.00			
62100 · Contract Services				
62110 · Accounting & Audit Fees	80.58			
62120 · Legal Fees	0.00			
62140 · Other Contract Services	0.00			
Total 62100 · Contract Services	80.58			
62800 · Facilities and Equipment				
62810 · Rent & Leases	0.00			
62850 · Equipment Rental, Leases & Main	0.00			
62860 · Furniture & Fixtures	0.00			
Total 62800 · Facilities and Equipment	0.00			
65000 · Operations				
65010 · Insurance	492.00			
65020 · Marketing & Outreach	0.00			
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00			
65060 · Telephone, Telecommunications	0.00			
65070 · Supplies	6,487.11			
65080 · IT Hardware	0.00	0.00	0.00	0.0%
65090 · IT Software	0.00	0.00	0.00	0.0%
65100 · Membership Dues	0.00			
Total 65000 · Operations	6,979.11	0.00	6,979.11	100.0%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	0.00			
67020 · Conference Fees & Expenses	0.00			
Total 67000 · Travel and Training	0.00			
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	0.00			
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	0.00			
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	18,506.11			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	18,506.11			
Total Expense	25,565.80	0.00	25,565.80	100.0%
Net Income	9,480.20	0.00	9,480.20	100.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

Housing Authority Grant - Jobs Plus

(City of Roanoke)

	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	23,202.31			
42000 · Partner Grants	0.00	32,190.93	-32,190.93	0.0%
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	23,202.31	32,190.93	-8,988.62	72.1%
Total Income	23,202.31	32,190.93	-8,988.62	72.1%
Gross Profit	23,202.31	32,190.93	-8,988.62	72.1%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	16,660.87	18,068.31	-1,407.44	92.2%
60500 · Fringe Benefits	6,541.44	7,272.12	-730.68	90.0%
Total 60000 · Personnel Expense	23,202.31	25,340.43	-2,138.12	91.6%
62100 · Contract Services				
62110 · Accounting & Audit Fees	0.00	269.27	-269.27	0.0%
62120 · Legal Fees	0.00			
62140 · Other Contract Services	0.00			
Total 62100 · Contract Services	0.00	269.27	-269.27	0.0%
62800 · Facilities and Equipment				
62810 · Rent & Leases	0.00	3,043.68	-3,043.68	0.0%
62850 · Equipment Rental, Leases & Main	0.00			
62860 · Furniture & Fixtures	0.00	179.52	-179.52	0.0%
Total 62800 · Facilities and Equipment	0.00	3,223.20	-3,223.20	0.0%
65000 · Operations				
65010 · Insurance	0.00			
65020 · Marketing & Outreach	0.00	1,196.77	-1,196.77	0.0%
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00			
65060 · Telephone, Telecommunications	0.00	283.63	-283.63	0.0%
65070 · Supplies	0.00	230.38	-230.38	0.0%
65080 · IT Hardware	0.00	628.31	-628.31	0.0%
65090 · IT Software	0.00	85.45	-85.45	0.0%
65100 · Membership Dues	0.00			
Total 65000 · Operations	0.00	2,424.54	-2,424.54	0.0%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	0.00	209.44	-209.44	0.0%
67020 · Conference Fees & Expenses	0.00	724.05	-724.05	0.0%
Total 67000 · Travel and Training	0.00	933.49	-933.49	0.0%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	0.00			
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	0.00			
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00			
Total Expense	23,202.31	32,190.93	-8,988.62	72.1%
Net Income	0.00	0.00	0.00	0.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

Star City Works (City of Roanoke)				
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	506,895.08	2,153,068.35	-1,646,173.27	23.5%
42000 · Partner Grants	0.00			
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	17,575.22			
Total 40000 · Revenue	524,470.30	2,153,068.35	-1,628,598.05	24.4%
Total Income	524,470.30	2,153,068.35	-1,628,598.05	24.4%
Gross Profit	524,470.30	2,153,068.35	-1,628,598.05	24.4%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	217,001.42	443,488.65	-226,487.23	48.9%
60500 · Fringe Benefits	75,152.15	152,655.47	-77,503.32	49.2%
Total 60000 · Personnel Expense	292,153.57	596,144.12	-303,990.55	49.0%
62100 · Contract Services				
62110 · Accounting & Audit Fees	6,177.02	5,332.90	844.12	115.8%
62120 · Legal Fees	107.38			
62140 · Other Contract Services	21,890.35	17,590.57	4,299.78	124.4%
Total 62100 · Contract Services	28,174.75	22,923.47	5,251.28	122.9%
62800 · Facilities and Equipment				
62810 · Rent & Leases	22,211.77	39,570.37	-17,358.60	56.1%
62850 · Equipment Rental, Leases & Main	387.99	690.05	-302.06	56.2%
62860 · Furniture & Fixtures	11,197.00	3,183.38	8,013.62	351.7%
Total 62800 · Facilities and Equipment	33,796.76	43,443.80	-9,647.04	77.8%
65000 · Operations				
65010 · Insurance	382.21			
65020 · Marketing & Outreach	666.28	50,000.00	-49,333.72	1.3%
65030 · Books, Subscriptions & Referenc	0.00	5,000.00	-5,000.00	0.0%
65040 · Postage & Mailing Services	0.00	489.31	-489.31	0.0%
65050 · Printing & Copying	0.00	230.02	-230.02	0.0%
65060 · Telephone, Telecommunications	3,654.47	6,502.81	-2,848.34	56.2%
65070 · Supplies	2,822.63	4,628.84	-1,806.21	61.0%
65080 · IT Hardware	1,355.64	12,624.10	-11,268.46	10.7%
65090 · IT Software	5,679.28	9,261.47	-3,582.19	61.3%
65100 · Membership Dues	862.07	1,966.65	-1,104.58	43.8%
Total 65000 · Operations	15,422.58	90,703.20	-75,280.62	17.0%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	2,142.43	4,208.03	-2,065.60	50.9%
67020 · Conference Fees & Expenses	5,506.74	15,645.73	-10,138.99	35.2%
Total 67000 · Travel and Training	7,649.17	19,853.76	-12,204.59	38.5%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	76,601.16	50,000.00	26,601.16	153.2%
68030 · Work Experience	390.25			
68040 · Customized Training	112.50			
68080 · Incumbent Worker Training	6,561.00	25,000.00	-18,439.00	26.2%
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	41,895.79	500,000.00	-458,104.21	8.4%
68110 · Certification & Credentialing T	269.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	125,829.70	575,000.00	-449,170.30	21.9%
69000 · Youth Services				
69030 · WEX and OJT	2,545.39	400,000.00	-397,454.61	0.6%
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	2,545.39	400,000.00	-397,454.61	0.6%
69800 · Other Workforce Services				
69801 · Career Pathways Development	5,350.00	300,000.00	-294,650.00	1.8%
69802 · Career Exploration Events	11,711.16	60,000.00	-48,288.84	19.5%
69803 · Business Visits	0.00	20,000.00	-20,000.00	0.0%
69804 · Hiring and Other Employer Event	0.00	20,000.00	-20,000.00	0.0%
69805 · K-12 Staff and Employer Events	0.00	5,000.00	-5,000.00	0.0%
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	17,061.16	405,000.00	-387,938.84	4.2%
Total Expense	522,633.08	2,153,068.35	-1,630,435.27	24.3%
Net Income	1,837.22	0.00	1,837.22	100.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

	Youth Build			
	(Goodwill Industries of the Valleys)			
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	0.00			
42000 · Partner Grants	16,086.73	32,221.99	-16,135.26	49.9%
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	16,086.73	32,221.99	-16,135.26	49.9%
Total Income	16,086.73	32,221.99	-16,135.26	49.9%
Gross Profit	16,086.73	32,221.99	-16,135.26	49.9%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	10,235.87	18,204.12	-7,968.25	56.2%
60500 · Fringe Benefits	3,921.07	7,236.17	-3,315.10	54.2%
Total 60000 · Personnel Expense	14,156.94	25,440.29	-11,283.35	55.6%
62100 · Contract Services				
62110 · Accounting & Audit Fees	257.87	266.57	-8.70	96.7%
62120 · Legal Fees	0.00			
62140 · Other Contract Services	41.62			
Total 62100 · Contract Services	299.49	266.57	32.92	112.3%
62800 · Facilities and Equipment				
62810 · Rent & Leases	1,299.04	3,013.12	-1,714.08	43.1%
62850 · Equipment Rental, Leases & Main	0.00			
62860 · Furniture & Fixtures	0.00	177.71	-177.71	0.0%
Total 62800 · Facilities and Equipment	1,299.04	3,190.83	-1,891.79	40.7%
65000 · Operations				
65010 · Insurance	0.00			
65020 · Marketing & Outreach	30.94	1,184.75	-1,153.81	2.6%
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00			
65060 · Telephone, Telecommunications	0.00	280.79	-280.79	0.0%
65070 · Supplies	12.99	228.06	-215.07	5.7%
65080 · IT Hardware	60.54	622.00	-561.46	9.7%
65090 · IT Software	0.00	84.59	-84.59	0.0%
65100 · Membership Dues	0.00			
Total 65000 · Operations	104.47	2,400.19	-2,295.72	4.4%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	93.82	207.33	-113.51	45.3%
67020 · Conference Fees & Expenses	132.97	716.78	-583.81	18.6%
Total 67000 · Travel and Training	226.79	924.11	-697.32	24.5%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	0.00			
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	0.00			
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00			
Total Expense	16,086.73	32,221.99	-16,135.26	49.9%
Net Income	0.00	0.00	0.00	0.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

	Total GRWDB Discretionary Funds			
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	0.00			
42000 · Partner Grants	3,176.69	0.00	3,176.69	100.0%
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	11,700.00	0.00	11,700.00	100.0%
46000 · Donations & Contributions	61,262.68	0.00	61,262.68	100.0%
47000 · Interest Revenue	1.03			
Total 40000 · Revenue	76,140.40	0.00	76,140.40	100.0%
Total Income	76,140.40	0.00	76,140.40	100.0%
Gross Profit	76,140.40	0.00	76,140.40	100.0%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	0.00			
60500 · Fringe Benefits	0.00	0.00	0.00	0.0%
Total 60000 · Personnel Expense	0.00	0.00	0.00	0.0%
62100 · Contract Services				
62110 · Accounting & Audit Fees	36.00	0.00	36.00	100.0%
62120 · Legal Fees	0.00	0.00	0.00	0.0%
62140 · Other Contract Services	0.00			
Total 62100 · Contract Services	36.00	0.00	36.00	100.0%
62800 · Facilities and Equipment				
62810 · Rent & Leases	0.00	0.00	0.00	0.0%
62850 · Equipment Rental, Leases & Main	0.00	0.00	0.00	0.0%
62860 · Furniture & Fixtures	0.00	0.00	0.00	0.0%
Total 62800 · Facilities and Equipment	0.00	0.00	0.00	0.0%
65000 · Operations				
65010 · Insurance	0.00	0.00	0.00	0.0%
65020 · Marketing & Outreach	0.00	0.00	0.00	0.0%
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00	0.00	0.00	0.0%
65060 · Telephone, Telecommunications	0.00	0.00	0.00	0.0%
65070 · Supplies	3.33	0.00	3.33	100.0%
65080 · IT Hardware	0.00	0.00	0.00	0.0%
65090 · IT Software	0.00	0.00	0.00	0.0%
65100 · Membership Dues	0.00	0.00	0.00	0.0%
Total 65000 · Operations	3.33	0.00	3.33	100.0%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	0.00	0.00	0.00	0.0%
67020 · Conference Fees & Expenses	438.15	0.00	438.15	100.0%
Total 67000 · Travel and Training	438.15	0.00	438.15	100.0%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	99.99			
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	99.99			
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00			
Total Expense	577.47	0.00	577.47	100.0%
Net Income	75,562.93	0.00	75,562.93	100.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

	Total Roanoke Center Rent/Shared Costs			
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	0.00			
42000 · Partner Grants	0.00			
43000 · Rent Revenue	137,111.29	0.00	137,111.29	100.0%
45000 · Miscellaneous Revenue	0.00	0.00	0.00	0.0%
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	137,111.29	0.00	137,111.29	100.0%
Total Income	137,111.29	0.00	137,111.29	100.0%
Gross Profit	137,111.29	0.00	137,111.29	100.0%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	0.00			
60500 · Fringe Benefits	0.00			
Total 60000 · Personnel Expense	0.00	0.00	0.00	0.0%
62100 · Contract Services				
62110 · Accounting & Audit Fees	0.00			
62120 · Legal Fees	0.00			
62140 · Other Contract Services	14,250.00			
Total 62100 · Contract Services	14,250.00			
62800 · Facilities and Equipment				
62810 · Rent & Leases	108,098.08	0.00	108,098.08	100.0%
62850 · Equipment Rental, Leases & Main	868.76	0.00	868.76	100.0%
62860 · Furniture & Fixtures	0.00			
Total 62800 · Facilities and Equipment	108,966.84	0.00	108,966.84	100.0%
65000 · Operations				
65010 · Insurance	0.00			
65020 · Marketing & Outreach	0.00			
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00	0.00	0.00	0.0%
65060 · Telephone, Telecommunications	12,463.26	0.00	12,463.26	100.0%
65070 · Supplies	981.19	0.00	981.19	100.0%
65080 · IT Hardware	450.00	0.00	450.00	100.0%
65090 · IT Software	0.00	0.00	0.00	0.0%
65100 · Membership Dues	0.00			
Total 65000 · Operations	13,894.45	0.00	13,894.45	100.0%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	0.00			
67020 · Conference Fees & Expenses	0.00	0.00	0.00	0.0%
Total 67000 · Travel and Training	0.00	0.00	0.00	0.0%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	0.00			
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	0.00			
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00			
Total Expense	137,111.29	0.00	137,111.29	100.0%
Net Income	0.00	0.00	0.00	0.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

United Way – OnRamp				
(Total Action for Progress)				
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	0.00	0.00	0.00	0.0%
42000 · Partner Grants	16,973.40	31,300.28	-14,326.88	54.2%
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	16,973.40	31,300.28	-14,326.88	54.2%
Total Income	16,973.40	31,300.28	-14,326.88	54.2%
Gross Profit	16,973.40	31,300.28	-14,326.88	54.2%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	10,232.47	21,892.48	-11,660.01	46.7%
60500 · Fringe Benefits	3,120.28	7,299.55	-4,179.27	42.7%
Total 60000 · Personnel Expense	13,352.75	29,192.03	-15,839.28	45.7%
62100 · Contract Services				
62110 · Accounting & Audit Fees	285.39	244.55	40.84	116.7%
62120 · Legal Fees	8.71	0.00	8.71	100.0%
62140 · Other Contract Services	9.53	22.31	-12.78	42.7%
Total 62100 · Contract Services	303.63	266.86	36.77	113.8%
62800 · Facilities and Equipment				
62810 · Rent & Leases	1,406.90	101.02	1,305.88	1,392.7%
62850 · Equipment Rental, Leases & Main	6.80	7.44	-0.64	91.4%
62860 · Furniture & Fixtures	106.09	7.44	98.65	1,425.9%
Total 62800 · Facilities and Equipment	1,519.79	115.90	1,403.89	1,311.3%
65000 · Operations				
65010 · Insurance	5.67	0.00	5.67	100.0%
65020 · Marketing & Outreach	2.41	0.00	2.41	100.0%
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00	2.48	-2.48	0.0%
65060 · Telephone, Telecommunications	62.48	254.72	-192.24	24.5%
65070 · Supplies	49.68	211.95	-162.27	23.4%
65080 · IT Hardware	0.00	578.05	-578.05	0.0%
65090 · IT Software	51.17	159.92	-108.75	32.0%
65100 · Membership Dues	15.03	21.20	-6.17	70.9%
Total 65000 · Operations	186.44	1,228.32	-1,041.88	15.2%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	341.83	372.97	-31.14	91.7%
67020 · Conference Fees & Expenses	1,268.87	124.20	1,144.67	1,021.6%
Total 67000 · Travel and Training	1,610.70	497.17	1,113.53	324.0%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	0.00			
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	0.00			
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00			
Total Expense	16,973.31	31,300.28	-14,326.97	54.2%
Net Income	0.09	0.00	0.09	100.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

DSS TANF Grant

(VA Department of Social Services)

	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	2,817.34	289,196.89	-286,379.55	1.0%
42000 · Partner Grants	0.00			
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	2,817.34	289,196.89	-286,379.55	1.0%
Total Income	2,817.34	289,196.89	-286,379.55	1.0%
Gross Profit	2,817.34	289,196.89	-286,379.55	1.0%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	1,781.76	44,881.25	-43,099.49	4.0%
60500 · Fringe Benefits	762.48	18,940.04	-18,177.56	4.0%
Total 60000 · Personnel Expense	2,544.24	63,821.29	-61,277.05	4.0%
62100 · Contract Services				
62110 · Accounting & Audit Fees	11.94	525.00	-513.06	2.3%
62120 · Legal Fees	0.00			
62140 · Other Contract Services	0.00	104,520.00	-104,520.00	0.0%
Total 62100 · Contract Services	11.94	105,045.00	-105,033.06	0.0%
62800 · Facilities and Equipment				
62810 · Rent & Leases	89.87	5,300.00	-5,210.13	1.7%
62850 · Equipment Rental, Leases & Main	2.45	250.00	-247.55	1.0%
62860 · Furniture & Fixtures	0.00	600.00	-600.00	0.0%
Total 62800 · Facilities and Equipment	92.32	6,150.00	-6,057.68	1.5%
65000 · Operations				
65010 · Insurance	0.00	200.00	-200.00	0.0%
65020 · Marketing & Outreach	0.00	2,243.36	-2,243.36	0.0%
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00	100.00	-100.00	0.0%
65060 · Telephone, Telecommunications	35.22	600.00	-564.78	5.9%
65070 · Supplies	3.77	750.00	-746.23	0.5%
65080 · IT Hardware	0.00	8,500.00	-8,500.00	0.0%
65090 · IT Software	12.43	19,000.00	-18,987.57	0.1%
65100 · Membership Dues	0.00	225.00	-225.00	0.0%
Total 65000 · Operations	51.42	31,618.36	-31,566.94	0.2%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	49.49	6,500.00	-6,450.51	0.8%
67020 · Conference Fees & Expenses	67.93	10,000.00	-9,932.07	0.7%
Total 67000 · Travel and Training	117.42	16,500.00	-16,382.58	0.7%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00	52,562.24	-52,562.24	0.0%
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	0.00	13,500.00	-13,500.00	0.0%
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	0.00	66,062.24	-66,062.24	0.0%
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00			
Total Expense	2,817.34	289,196.89	-286,379.55	1.0%
Net Income	0.00	0.00	0.00	0.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

	Total Virginia Community College System			
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	811,489.63	2,086,145.68	-1,274,656.05	38.9%
42000 · Partner Grants	0.00			
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	811,489.63	2,086,145.68	-1,274,656.05	38.9%
Total Income	811,489.63	2,086,145.68	-1,274,656.05	38.9%
Gross Profit	811,489.63	2,086,145.68	-1,274,656.05	38.9%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	315,125.92	684,373.43	-369,247.51	46.0%
60500 · Fringe Benefits	105,609.42	237,022.44	-131,413.02	44.6%
Total 60000 · Personnel Expense	420,735.34	921,395.87	-500,660.53	45.7%
62100 · Contract Services				
62110 · Accounting & Audit Fees	9,288.17	8,338.24	949.93	111.4%
62120 · Legal Fees	119.68	7,000.00	-6,880.32	1.7%
62140 · Other Contract Services	43,270.50	19,467.14	23,803.36	222.3%
Total 62100 · Contract Services	52,678.35	34,805.38	17,872.97	151.4%
62800 · Facilities and Equipment				
62810 · Rent & Leases	39,942.22	66,922.06	-26,979.84	59.7%
62850 · Equipment Rental, Leases & Main	504.42	25,667.53	-25,163.11	2.0%
62860 · Furniture & Fixtures	7,028.01	4,352.90	2,675.11	161.5%
Total 62800 · Facilities and Equipment	47,474.65	96,942.49	-49,467.84	49.0%
65000 · Operations				
65010 · Insurance	2,380.70	5,400.00	-3,019.30	44.1%
65020 · Marketing & Outreach	9,050.94	18,315.35	-9,264.41	49.4%
65030 · Books, Subscriptions & Referenc	0.00	0.00	0.00	0.0%
65040 · Postage & Mailing Services	0.00	2,763.24	-2,763.24	0.0%
65050 · Printing & Copying	0.00	222.50	-222.50	0.0%
65060 · Telephone, Telecommunications	4,696.22	9,425.54	-4,729.32	49.8%
65070 · Supplies	3,852.30	7,418.04	-3,565.74	51.9%
65080 · IT Hardware	946.70	18,764.72	-17,818.02	5.0%
65090 · IT Software	22,818.66	10,261.67	12,556.99	222.4%
65100 · Membership Dues	3,822.11	2,009.69	1,812.42	190.2%
Total 65000 · Operations	47,567.63	74,580.75	-27,013.12	63.8%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	4,193.31	6,574.62	-2,381.31	63.8%
67020 · Conference Fees & Expenses	7,320.44	25,666.57	-18,346.13	28.5%
Total 67000 · Travel and Training	11,513.75	32,241.19	-20,727.44	35.7%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	147,364.27	220,000.00	-72,635.73	67.0%
68020 · On-the-Job Training (OJT)	4,280.25	129,500.00	-125,219.75	3.3%
68030 · Work Experience	4,537.50			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	12,638.50	50,000.00	-37,361.50	25.3%
68090 · Pre-Vocational Services	233.32	0.00	233.32	100.0%
68100 · Supportive Services	10,035.46	20,000.00	-9,964.54	50.2%
68110 · Certification & Credentialing T	720.00	0.00	720.00	100.0%
68120 · Other Adult & Dislocated Worker	600.00	37,000.00	-36,400.00	1.6%
Total 68000 · Adult & Dislocated Worker	180,409.30	456,500.00	-276,090.70	39.5%
69000 · Youth Services				
69030 · WEX and OJT	43,002.60	235,000.00	-191,997.40	18.3%
69060 · Leadership Development	0.00	50,000.00	-50,000.00	0.0%
69070 · Supportive Services	0.00	75,500.00	-75,500.00	0.0%
69071 · WEX Supportive Services	1,858.01			
69110 · Financial Literacy Education	0.00	15,000.00	-15,000.00	0.0%
69120 · Entrepreneurial Skills Training	0.00	15,000.00	-15,000.00	0.0%
69160 · Youth Incentives	100.00	0.00	100.00	100.0%
69170 · WEX Youth Incentives	800.00			
Total 69000 · Youth Services	45,760.61	390,500.00	-344,739.39	11.7%
69800 · Other Workforce Services				
69801 · Career Pathways Development	5,350.00	17,900.00	-12,550.00	29.9%
69802 · Career Exploration Events	0.00	15,780.00	-15,780.00	0.0%
69803 · Business Visits	0.00	25,500.00	-25,500.00	0.0%
69804 · Hiring and Other Employer Event	0.00			
69805 · K-12 Staff and Employer Events	0.00			
69806 · Training Stipend Support	0.00	20,000.00	-20,000.00	0.0%
Total 69800 · Other Workforce Services	5,350.00	79,180.00	-73,830.00	6.8%
Total Expense	811,489.63	2,086,145.68	-1,274,656.05	38.9%
Net Income	0.00	0.00	0.00	0.0%

Greater Roanoke Workforce Development Board
Profit & Loss Budget vs. Actual

July 2023 through February 2024

Go Virginia (Virginia Tech)				
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	73,701.33	84,903.47	-11,202.14	86.8%
42000 · Partner Grants	0.00			
43000 · Rent Revenue	0.00			
45000 · Miscellaneous Revenue	0.00			
46000 · Donations & Contributions	0.00			
47000 · Interest Revenue	0.00			
Total 40000 · Revenue	73,701.33	84,903.47	-11,202.14	86.8%
Total Income	73,701.33	84,903.47	-11,202.14	86.8%
Gross Profit	73,701.33	84,903.47	-11,202.14	86.8%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	28,056.90	43,144.45	-15,087.55	65.0%
60500 · Fringe Benefits	8,643.26	13,220.30	-4,577.04	65.4%
Total 60000 · Personnel Expense	36,700.16	56,364.75	-19,664.59	65.1%
62100 · Contract Services				
62110 · Accounting & Audit Fees	552.98	418.39	134.59	132.2%
62120 · Legal Fees	9.68			
62140 · Other Contract Services	32,892.52	169.02	32,723.50	19,460.7%
Total 62100 · Contract Services	33,455.18	587.41	32,867.77	5,695.4%
62800 · Facilities and Equipment				
62810 · Rent & Leases	569.59	765.32	-195.73	74.4%
62850 · Equipment Rental, Leases & Main	41.59	56.33	-14.74	73.8%
62860 · Furniture & Fixtures	645.56	56.35	589.21	1,145.6%
Total 62800 · Facilities and Equipment	1,256.74	878.00	378.74	143.1%
65000 · Operations				
65010 · Insurance	35.05			
65020 · Marketing & Outreach	68.28			
65030 · Books, Subscriptions & Referenc	0.00			
65040 · Postage & Mailing Services	0.00			
65050 · Printing & Copying	0.00	18.78	-18.78	0.0%
65060 · Telephone, Telecommunications	384.05	290.72	93.33	132.1%
65070 · Supplies	113.33	367.71	-254.38	30.8%
65080 · IT Hardware	0.00	1,002.85	-1,002.85	0.0%
65090 · IT Software	300.06	752.39	-452.33	39.9%
65100 · Membership Dues	119.82	160.57	-40.75	74.6%
Total 65000 · Operations	1,020.59	2,593.02	-1,572.43	39.4%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	332.61	334.28	-1.67	99.5%
67020 · Conference Fees & Expenses	936.05	1,646.01	-709.96	56.9%
Total 67000 · Travel and Training	1,268.66	1,980.29	-711.63	64.1%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	0.00			
68020 · On-the-Job Training (OJT)	0.00			
68030 · Work Experience	0.00			
68040 · Customized Training	0.00			
68080 · Incumbent Worker Training	0.00			
68090 · Pre-Vocational Services	0.00			
68100 · Supportive Services	0.00			
68110 · Certification & Credentialing T	0.00			
68120 · Other Adult & Dislocated Worker	0.00			
Total 68000 · Adult & Dislocated Worker	0.00			
69000 · Youth Services				
69030 · WEX and OJT	0.00			
69060 · Leadership Development	0.00			
69070 · Supportive Services	0.00			
69071 · WEX Supportive Services	0.00			
69110 · Financial Literacy Education	0.00			
69120 · Entrepreneurial Skills Training	0.00			
69160 · Youth Incentives	0.00			
69170 · WEX Youth Incentives	0.00			
Total 69000 · Youth Services	0.00			
69800 · Other Workforce Services				
69801 · Career Pathways Development	0.00			
69802 · Career Exploration Events	0.00			
69803 · Business Visits	0.00			
69804 · Hiring and Other Employer Event	0.00	15,000.00	-15,000.00	0.0%
69805 · K-12 Staff and Employer Events	0.00	7,500.00	-7,500.00	0.0%
69806 · Training Stipend Support	0.00			
Total 69800 · Other Workforce Services	0.00	22,500.00	-22,500.00	0.0%
Total Expense	73,701.33	84,903.47	-11,202.14	86.8%
Net Income	0.00	0.00	0.00	0.0%

Greater Roanoke Workforce Development Board

Profit & Loss Budget vs. Actual

July 2023 through February 2024

	TOTAL			
	Jul '23 - Feb 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · Revenue				
40010 · Federal Grants	1,463,292.27	4,704,663.18	-3,241,370.91	31.1%
42000 · Partner Grants	-9,979.86	95,713.20	-105,693.06	-10.4%
43000 · Rent Revenue	137,111.29	0.00	137,111.29	100.0%
45000 · Miscellaneous Revenue	11,700.00	0.00	11,700.00	100.0%
46000 · Donations & Contributions	81,262.68	0.00	81,262.68	100.0%
47000 · Interest Revenue	17,576.25	0.00	17,576.25	100.0%
Total 40000 · Revenue	1,700,962.63	4,800,376.38	-3,099,413.75	35.4%
Total Income	1,700,962.63	4,800,376.38	-3,099,413.75	35.4%
Gross Profit	1,700,962.63	4,800,376.38	-3,099,413.75	35.4%
Expense				
60000 · Personnel Expense				
60100 · Salaries & Wages	625,677.92	1,296,593.78	-670,915.86	48.3%
60500 · Fringe Benefits	212,912.77	450,674.18	-237,761.41	47.2%
Total 60000 · Personnel Expense	838,590.69	1,747,267.96	-908,677.27	48.0%
62100 · Contract Services				
62110 · Accounting & Audit Fees	17,366.03	15,593.88	1,772.15	111.4%
62120 · Legal Fees	256.85	7,000.00	-6,743.15	3.7%
62140 · Other Contract Services	112,490.66	151,004.99	-38,514.33	74.5%
Total 62100 · Contract Services	130,113.54	173,598.87	-43,485.33	75.0%
62800 · Facilities and Equipment				
62810 · Rent & Leases	176,590.93	120,508.86	56,082.07	146.5%
62850 · Equipment Rental, Leases & Main	1,854.29	26,750.00	-24,895.71	6.9%
62860 · Furniture & Fixtures	19,723.32	8,678.70	11,044.62	227.3%
Total 62800 · Facilities and Equipment	198,168.54	155,937.56	42,230.98	127.1%
65000 · Operations				
65010 · Insurance	3,325.50	5,600.00	-2,274.50	59.4%
65020 · Marketing & Outreach	10,996.04	73,225.26	-62,229.22	15.0%
65030 · Books, Subscriptions & Referenc	0.00	5,000.00	-5,000.00	0.0%
65040 · Postage & Mailing Services	0.00	3,252.55	-3,252.55	0.0%
65050 · Printing & Copying	0.00	600.00	-600.00	0.0%
65060 · Telephone, Telecommunications	21,660.24	18,111.60	3,548.64	119.6%
65070 · Supplies	14,527.83	14,034.04	493.79	103.5%
65080 · IT Hardware	2,910.98	43,262.92	-40,351.94	6.7%
65090 · IT Software	29,149.71	40,539.24	-11,389.53	71.9%
65100 · Membership Dues	4,905.69	4,607.26	298.43	106.5%
Total 65000 · Operations	87,475.99	208,232.87	-120,756.88	42.0%
67000 · Travel and Training				
67010 · Mileage & Travel Expenses	7,450.62	18,587.63	-11,137.01	40.1%
67020 · Conference Fees & Expenses	16,313.26	56,009.25	-39,695.99	29.1%
Total 67000 · Travel and Training	23,763.88	74,596.88	-50,833.00	31.9%
68000 · Adult & Dislocated Worker				
68010 · Occupational Skills Training	147,364.27	272,562.24	-125,197.97	54.1%
68020 · On-the-Job Training (OJT)	80,881.41	179,500.00	-98,618.59	45.1%
68030 · Work Experience	4,927.75	0.00	4,927.75	100.0%
68040 · Customized Training	112.50	0.00	112.50	100.0%
68080 · Incumbent Worker Training	19,199.50	75,000.00	-55,800.50	25.6%
68090 · Pre-Vocational Services	233.32	0.00	233.32	100.0%
68100 · Supportive Services	53,701.21	579,500.00	-525,798.79	9.3%
68110 · Certification & Credentialing T	989.00	0.00	989.00	100.0%
68120 · Other Adult & Dislocated Worker	600.00	37,000.00	-36,400.00	1.6%
Total 68000 · Adult & Dislocated Worker	308,008.96	1,143,562.24	-835,553.28	26.9%
69000 · Youth Services				
69030 · WEX and OJT	45,547.99	635,000.00	-589,452.01	7.2%
69060 · Leadership Development	0.00	50,000.00	-50,000.00	0.0%
69070 · Supportive Services	0.00	75,500.00	-75,500.00	0.0%
69071 · WEX Supportive Services	1,858.01	0.00	1,858.01	100.0%
69110 · Financial Literacy Education	0.00	15,000.00	-15,000.00	0.0%
69120 · Entrepreneurial Skills Training	0.00	15,000.00	-15,000.00	0.0%
69160 · Youth Incentives	100.00	0.00	100.00	100.0%
69170 · WEX Youth Incentives	800.00	0.00	800.00	100.0%
Total 69000 · Youth Services	48,306.00	790,500.00	-742,194.00	6.1%
69800 · Other Workforce Services				
69801 · Career Pathways Development	10,700.00	317,900.00	-307,200.00	3.4%
69802 · Career Exploration Events	30,217.27	75,780.00	-45,562.73	39.9%
69803 · Business Visits	0.00	45,500.00	-45,500.00	0.0%
69804 · Hiring and Other Employer Event	0.00	35,000.00	-35,000.00	0.0%
69805 · K-12 Staff and Employer Events	0.00	12,500.00	-12,500.00	0.0%
69806 · Training Stipend Support	0.00	20,000.00	-20,000.00	0.0%
Total 69800 · Other Workforce Services	40,917.27	506,680.00	-465,762.73	8.1%
Total Expense	1,675,344.87	4,800,376.38	-3,125,031.51	34.9%
Net Income	25,617.76	0.00	25,617.76	100.0%

Greater Roanoke Workforce Development Board
A/P Aging Summary
As of February 29, 2024

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Local Colors	0.00	-100.00	0.00	0.00	0.00	-100.00
National Ass of Workforce Dev Profess	0.00	-1,875.00	0.00	0.00	0.00	-1,875.00
TAP - CCMA Program	28,000.00	0.00	0.00	0.00	0.00	28,000.00
TOTAL	<u>28,000.00</u>	<u>-1,975.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>26,025.00</u>

Greater Roanoke Workforce Development Board
A/R Aging Summary
As of February 29, 2024

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Appalachain Regional Commission						
ARC Inspire	0.00	0.00	26,066.73	0.00	0.00	26,066.73
Total Appalachain Regional Commission	0.00	0.00	26,066.73	0.00	0.00	26,066.73
Career Quest						
Virginia Department of Transportation	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Total Career Quest	0.00	0.00	0.00	0.00	2,000.00	2,000.00
City of Roanoke						
Housing Authority Grant - Jobs Plus	0.00	2,946.21	2,528.70	0.00	2,689.33	8,164.24
Total City of Roanoke	0.00	2,946.21	2,528.70	0.00	2,689.33	8,164.24
Goodwill Industries of the Valleys						
Youth Build	2,376.75	2,002.70	0.00	0.00	2,871.20	7,250.65
Total Goodwill Industries of the Valleys	2,376.75	2,002.70	0.00	0.00	2,871.20	7,250.65
Roanoke Center Rent/Shared Costs						
Goodwill Ind - Shared Costs	0.00	403.56	403.56	0.00	-110.72	696.40
VEC - Shared Costs	0.00	369.91	369.91	369.91	1,849.55	2,959.28
Total Roanoke Center Rent/Shared Costs	0.00	773.47	773.47	369.91	1,738.83	3,655.68
Total Action for Progress						
United Way – OnRamp	3,983.73	0.00	0.00	0.00	0.00	3,983.73
Total Total Action for Progress	3,983.73	0.00	0.00	0.00	0.00	3,983.73
Virginia Community College System						
Technical Training Grant	5,485.90	0.00	0.00	0.00	0.00	5,485.90
Transportation to Learn Grant	541.86	0.00	0.00	0.00	0.00	541.86
WBL - Apprenticeship	2,475.66	0.00	0.00	0.00	0.00	2,475.66
WIOA Title I Admin						
PY2022 WIOA Title I Admin	0.00	22,681.45	0.00	0.00	0.00	22,681.45
Total WIOA Title I Admin	0.00	22,681.45	0.00	0.00	0.00	22,681.45
Workforce Innovation Grant	10,336.63	0.00	0.00	0.00	0.00	10,336.63
Youth Outreach & Marketing Grant	310.20	0.00	0.00	0.00	0.00	310.20
Total Virginia Community College System	19,150.25	22,681.45	0.00	0.00	0.00	41,831.70
Virginia Tech						
Go Virginia	0.00	15,873.66	5,337.69	0.00	7,426.31	28,637.66
Total Virginia Tech	0.00	15,873.66	5,337.69	0.00	7,426.31	28,637.66
TOTAL	25,510.73	44,277.49	34,706.59	369.91	16,725.67	121,590.39