

NOTICE OF PUBLIC MEETING OF THE MARICOPA COUNTY WORKFORCE DEVELOPMENT BOARD EXECUTIVE COMMITTEE

Pursuant to A.R.S. § 38-431.02, notice is hereby given to the members of the Maricopa County Workforce Development Board Executive Committee and to the general public that the Maricopa County Workforce Development Board Executive Committee will hold a meeting open to the public on:

Thursday, May 19, 2022 - 9:30 a.m.

https://www.gotomeet.me/MaricopaCountyWDB

Phone: +1 (872) 240-3212; Access Code/Meeting ID: 167-097-701

The Agenda for the meeting is as follows: *Indicates materials attached, please review/read prior to meeting.

- 1. Call to order.
- 2. Roll Call.
- 3. Welcome and Opening Remarks.
- 4. Consent Agenda.

For Possible Action.

The Committee will consider and vote on the items on the consent agenda. Consent agenda is established to efficiently dispense the business of the MCWDB. These items will not be discussed unless a Member of the Committee asks to remove the item from the consent agenda.

- a. Meeting Minutes: March 31, 2022*
- b. MCWDB 3rd Quarter Report*
- c. One-Stop Operator 3rd Quarter Report*
- d. Title IB 3rd Quarter Report*
- e. 2022 Title IA Governance Monitoring Letter 2nd Quarter*
- 5. Chair Report.
- 6. Information/Discussion/Possible Action.
 - a. Fiscal Report*
 - b. MCWDB Bylaws*
 - c. Shared Governance Agreement (SGA)*
- 7. Information/Discussion Only.
 - a. Strategic Plan Workshop*
 - b. Local Area Plan Mid-Cycle Report*
- 8. Call to Public.
- 9. Adjourn.

Public Participation and Access: "The public must be allowed to attend and listen to deliberations and proceedings taking place in all public meetings, A.R.S. § 38-431.01(A); however, Open Meeting Law does not establish a right for the public to participate in the discussion or in the ultimate decision of the public body." Note: Agenda items may be taken out of order

"Equal Opportunity Employer/Program." "Auxiliary aids and services are available upon request to individuals with disabilities." A sign language interpreter, alternative format materials, or infrared assistive listening devices will be made available within 72 hours' notice. Additional reasonable accommodations will be made available to the extent possible within the time frame of the request. Arizona@Work: Maricopa County products and services are made available through federal funding provided by the Workforce Innovation and Opportunity Act (WIOA); serving Employers by aiding job seekers, adults, dislocated workers and youth.



Consent Agenda.

Meeting Minutes



MINUTES OF PUBLIC MEETING OF THE MARICOPA COUNTY WORKFORCE DEVELOPMENT BOARD Special Executive Committee

Thursday, March 31, 2022 – 9:00 a.m.

https://www.gotomeet.me/MaricopaCountyWDB

Phone: +1 (872) 240-3212; Access Code/Meeting ID: 167-097-701

Members Present: Bonnie Schirato, Erik Cole, Loren Granger, and Shawn Hutchinson

(Note: All members present attended via Microsoft Teams meeting)

Members Absent: Matt McGuire

MEETING

Call to Order.

Vice Chair Bonnie Schirato called the meeting to order at 9:00 a.m. and requested a roll call vote.

Roll Call.

MCWDB Board Liaison Deseret Romero took roll call. A quorum was present.

Welcome and Opening Remarks.

Vice-Chair Schirato welcomed the Executive Committee and guests and noted that Chairman McGuire would likely be joining later in the meeting.

Consent Agenda.

Meeting Minutes: February 9, 2022

2022 Title IA Governance Monitoring Letter – 1st Quarter

Vice-Chair Schirato asked for a motion to approve the Consent Agenda as presented. Shawn Hutchinson made a motion; Erik Cole seconded the motion.

Vice-Chair Schirato called for an all-in favor vote:

In Favor: Bonnie Schirato, Erik Cole, Loren Granger, and Shawn Hutchinson

Opposed: None **Abstained:** None Motion passed.

Chairman Report.

Vice-Chair Schirato noted that the Chairman's Report would be reserved for when Chairman McGuire joined the meeting.

<u>Informational/Discussion/Possible Action.</u>

Fiscal Reports

MCWDB Fiscal Agent Nicole Forbes presented the Committee with the February Year-to-Date financials, noting the new reporting format by including the forecast percentages for both the service provider and workforce development board budgets.

Vice-Chair Schirato asked for a motion to approve the Fiscal Reports as presented. Erik Cole made a motion; Loren Granger seconded the motion.

Vice-Chair Schirato called for an all-in favor vote:

In Favor: Bonnie Schirato, Erik Cole, Loren Granger, and Shawn Hutchinson

Opposed: None **Abstained:** None Motion passed.

One-Stop Operator Contract Extension

MCWDB Management Analyst Nancy Avina provided the Board with a brief review of the current One-Stop Operator contract and a recommendation to extend the contract for six months.

Vice Chair Schirato asked for a motion to approve the One-Stop Operator Contract Extension as presented. Shawn Hutchinson made a motion; Erik Cole seconded the motion.

Vice Chair Schirato called for an all-in favor vote:

In Favor: Bonnie Schirato, Erik Cole, Loren Granger, and Shawn Hutchinson

Opposed: None Abstained: None Motion passed

One-Stop Operator Procurement

MCWDB Management Analyst Nancy Avina provided the Board with a recommendation to initiate the One-Stop Operator contract process for fiscal year 2022-2023.

Vice Chair Schirato asked for a motion to approve the One-Stop Operator Procurement as presented. Shawn Hutchinson made a motion; Erik Cole seconded the motion.

Committee Members Shawn Hutchinson inquired as to the timeline process for Procurement.

Ms. Nancy Avina noted that the process typically takes 6 to 9 months.

Vice Chair Schirato called for an all-in favor vote:

In Favor: Bonnie Schirato, Erik Cole, Loren Granger, and Shawn Hutchinson

Opposed: None **Abstained:** None Motion passed

Strategic Plan Workshop

CEO for Partnership for Workforce Innovation Trevor Stokes opened the workshop up with a brief review of the Executive Committee's progress and the results of the MCWDB Values Survey. Mr. Stokes shared the top MCWDB goal results and asked that Committee expand upon these goals by identifying specific areas of focus.

MCWDB Goals

Partnerships

Vice-Chair Bonnie Schirato

- By expanding upon our partnerships, there is the ability to improve our services and innovation collaboration opportunities.

MCWDB Executive Director, Steve Clark

- Important to expand and nurture current partnerships.

MCWDB Analyst Nancy Avina

- One-Stop Operator's direct connection with the Title partners with bi-monthly meetings.
- Title 1B partners also directly connect with members of the community and job seekers.

MCWDB Executive Director, Steve Clark

- Important to expand partnerships to include businesses, government entities, and education institutions (K-12, community colleges and universities) for development of career pathways.

Mr. Stokes also suggested that within those community partnerships that economic development partners such as the ACA and OEO could be important.

Committee Member Shawn Hutchinson

- Appreciates including MCWDB staff into the conversation, thus the Board maintains its role of not getting into the day-to-day operations of the MCWDB staff.

Committee Members Loren Granger

- Receiving more communication on partner activities.

Committee Member Erik Cole

- Appreciate MCWDB staff
- Building upon our current partners, including K-12, community colleges, and universities.

Mr. Stokes summarized the Committee's comments and noted that he would be providing a summarized report to the Full Board for their information.

Compliance

Vice-Chair Bonnie Schirato and Committee Member Shawn Hutchinson

- Do not see compliance as a goal but necessary to monitor compliance.

MCWDB Executive Director, Steve Clark

- Not a goal but a regular communication to the Board

Committee Members Loren Granger

- Not a goal but important for Board to stay informed

Innovation

Committee Member Shawn Hutchinson

- Need to ensure that innovation is effective, as constant innovation may necessarily improve the process.

Committee Member Erik Cole

- Agree that innovation must be effective and inclusive.

MCWDB Executive Director, Steve Clark

- Changing sentiment of innovation to forward-thinking.

Committee Members Loren Granger

- Innovation to streamline services or improve services.

Committee Member Erik Cole

- Taking into account the data received when approaching innovation.

Impact

Vice-Chair Bonnie Schirato

- Reaching more people in the community
- Focusing on services that are most impactful
- Ensure awareness of issues that can be impactful

Committee Members Loren Granger

- Start with optimizing services
- Careful with expanding services, possibly growing in phases to ensure an impactful result.

Committee Member Erik Cole

- Communication and Outreach

Committee Member Shawn Hutchinson

- Optimization of services important
- Maximizing how many we serve
- Understand we are not going to be perfect

Mr. Stokes thanked the Committee and noted that he would be sending out a summary report to the Full Board soon.

One-Stop Operator Needs Assessment Analysis

Maximus Project Director Gretchen Caraway provided a presentation on the One-Stop Operator Needs Assessment Analysis. Below are the following highlights.

- Purpose
 - Analyzing the current local Workforce Development Area (WDA) and ways to improve.
- Approach
 - Engaging with WDA partners to complete a needs analysis.

- Key Findings
- One-Stop Operator 3rd Quarter Budget

Vice-Chair Schirato thanked Ms. Caraway for her presentation.

Call to the Public.

No one spoke.

Adjourn.

Vice-Chair Schirato adjourned the meeting at 10:40 a.m.

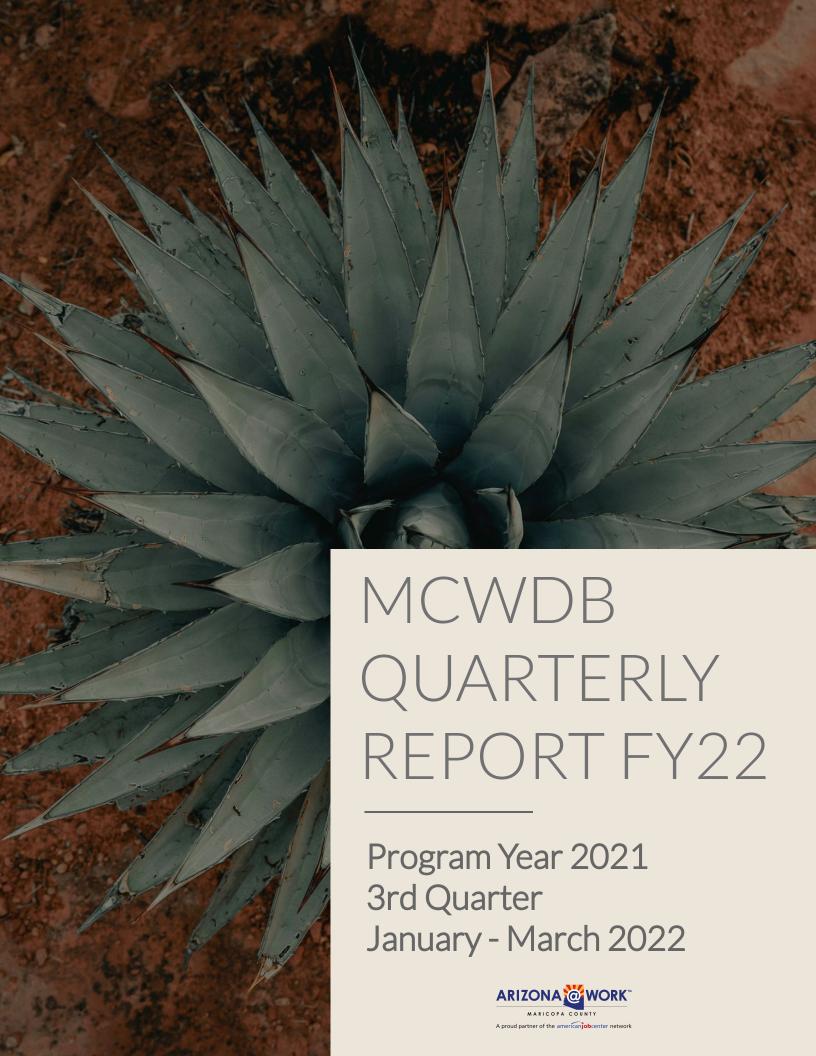
*For additional information, contact MCWDB staff at: <u>MCWDB@maricopa.gov</u>





Consent Agenda.

MCWDB 3rd Quarter Report



Summary of Progress on Goals

During the 3rd Quarter (January - March 2022), the Maricopa County Workforce Development Board (MCWDB) continued to clarify progress toward goals and closely monitor requirements to ensure compliance with the Workforce Innovation and Opportunity Act (WIOA) and the Department of Labor. The MCWDB, in partnership with the Chief Elected Official's liaison and the State of Arizona, has been successfully establishing procedures and timelines to ensure full compliance with WIOA and provide the best value-added services to the constituents of Maricopa County. During this quarter, the MCWDB actively worked on developing a strategic plan through multiple strategic planning workshops. In addition, the MCWDB is well into the mid-cycle review of the Local Area Plan. Both projects are expected to be finalized in early summer 2022. The 2022 Local Workforce Board Recertification review process is underway and will continue throughout the year.

MCWDB Goals

- Create a High-Quality Workforce Development System
- Build Brand Awareness of Workforce Development to Increase Utilization
- Implement Regional Workforce Entity
- Build a Self-Sustaining System of Workforce Development
- Design and Utilize Performance-Based Metrics that Ensure Capacity Management and Improve System Outcome



Actions on MCWDB Required Roles

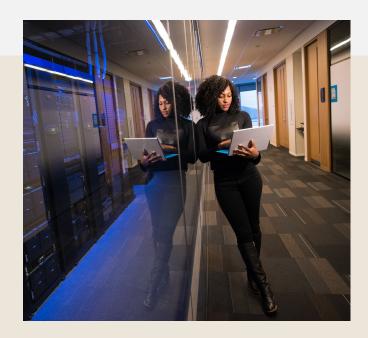
Strategic Functions

- Monthly MCWDB budget financial reviews with the MCWDB Fiscal Agent to ensure open communication and proper management of MCWDB funds.
- Monthly meetings with City of Phoenix WDB leadership and Pinal County to discuss regionalism and alignment wherever possible.
- Planning and development of a new Memorandum of Understanding Infrastructure Funding Agreement.
- Organized MCWDB workshops dedicated to the planning strategies for the new Strategic Plan and Local Area Plan.
- Continued collaboration with all workforce development local area stakeholders to ensure compliance.



System Capacity Building

- Regular engagement with community stakeholders and key partners to actualize the Board's vision of creating a best-in-class workforce system.
- Identified the goals and strategies for the 2022 MCWDB Strategic Plan.
- Engagement with the National Association for Workforce Boards by attending their 2022 Forum to identify best practices and trends for areas of improvement.
- Ongoing efforts to solicit and refer potential Board member candidates to the Board of Supervisors Liaison based on vacancies and needs of the MCWDB.



System Alignment & Effective Operations

Ongoing meetings with Board of Supervisors' Liaison, Administrative Entity, and Career Service Provider to ensure system and program oversight, alignment, and open and transparent communication.

One Stop Operator Quarter Progress

- The OSO continued collaboration efforts through virtual meetings with title partners where various activities take place, including co-enrollment improvements, study sessions, surveys, and technical assistance.
- Presented a Needs Analysis Report to the

 MCWDB Executive Committee at their

 March 31 meeting.
- >> Continued to meet with partners at the City of Phoenix to discuss the new

regional referral platform for referrals between Title Partners to enhance regionalism.

- Met with MCWDB Staff and partners to continue discussions on the facilitation and implementation of the Title II set aside funds project.
- Visited the East and West Valley Career
 Centers and the City of Surprise's affiliate site.

MCWDB Policies

MCWDB staff is actively working on updating multiple policies for the Board's consideration at their upcoming meetings. No new policies were approved this quarter.

Anticipated Activities

This program year, the MCWDB, with support from their staff, will focus on the development of their Strategic Plan, outcome and performance of the local area to ensure resources are being maximized, regional and collaborative opportunities, and innovation in workforce development. All while ensuring compliance of the WIOA and the 13 required functions of the MCWDB.

MCWDB Activities include, but are not limited to:

- Board Training & Engagement
- Local Area Plan Review
- Policy Updates
- Strategic Plan Development
- Regional Collaborative Opportunities
- Innovation in Workforce Development
- Staff Reorganization



Consent Agenda.

One-Stop Operator 3rd Quarter Report



One-Stop Operator MCWDB Q3 Progress Update Overview

OSO MCWDB Q3
PROGRESS
UPDATE

OSO Q3 HIGHLIGHTS Q3 KEY
DELIVERABLES &
OUTCOMES

PY 2021-2022
REFERRALS
RECEIVED YTD &
Q3 RESULTS

YTD RFP BUDGET
SNAPSHOT



Q3 One-Stop Operator Progress Update:

- Improved Scorecard Results through focused efforts to enhance implementation of Scope of Work
- Increased Customer Referrals
- Completed Needs Analysis & Recommendations
- Increased Partner collaborations with on-site visits
- Continued Regional approach to service delivery

Q3 One-Stop Operator Highlights

- OSO increased score on scorecard 68% from Q1 to Q3
- Customer referrals increased 44.26% from Q2 to Q3
- Completed PY 2021/2022 Needs Analysis & Recommendations
 - 57 invited leaders overseeing 19 local WDA WIOA programs and 345+ positions
 - Received an average response rate of 51%
 - Provided recommendations and identified 9 key areas of training needs
- Resumed one session/month In-Person Collaboration Group Sessions after a two-year hiatus



Q3 Key Deliverables & Outcomes

DELIVERABLES	OUTCOMES
Key Q3 Trainings	OSO Training sessions provided to all Program Partners for the PartnerLink referral process.
One-Stop Operator (OSO) Onsite Monthly West & East Valley Career Center	Created a reoccurring calendar invite for all Partners and their staff to come to tour, engage with staff, and learn about the services and resources available to customers and center services including resources.
Q3 Key Partner Engagements	 Engaged with the TITLE I-B Partner team to introduce the role of the OSO to new staff, offer technical support and guidance as needed and sent invites to the bi-monthly Collaboration Group sessions. Engaged with TITLE I-B, II and IV leaders individually, and presented to all the TITLE IV supervisors during TITLE IV regional supervisor meeting. Toured and engaged with staff at the Surprise, AZ affiliate site.

Q3 Key Deliverables & Outcomes

DELIVERABLES	OUTCOMES
Worked in collaboration with MCWDB staff and the City of Phoenix OSO to convene TITLE II & I-B Partners and programs to negotiate an addendum for the MOU/IFA "other shared costs" section	The purpose of this addendum is to increase TITLE I-B & II customer referrals and co-enrollments. Leaders are in final conversations to finalize document.
Regional Service Delivery	Completed the project summary for the Maricopa County and City of Phoenix regional approach to launching a comprehensive closed-loop referral system. See slide 7 for more details.



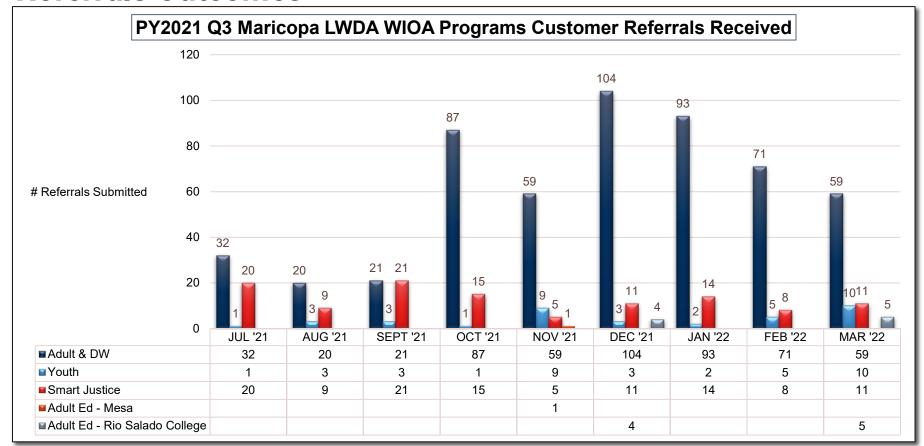
Regional Service Delivery Project Summary – Common Referral Platform for Maricopa County & City of Phoenix

This project summary informs the Maricopa County and City of Phoenix stakeholders and local workforce development area (LWDA) Partners on the One-Stop Operators' efforts to procure and implement a solution to regionalize and implement a closed-loop customer referral system. Unite Us closed-loop referral solution met the Maricopa County and City of Phoenix local WDA goals and objectives for a regional system delivery approach to customer referrals and serves as the focus of this summary.

Objectives

- Enhance ability to "communicate" with existing databases
- Enable users to access the full scope of services available to customers
- Provide analytics on items such as services referred, services received,
 referred customers' demographics, types of service referred etc.
- Offer standard approach for referring and tracking customer referrals
- Expand service delivery to improve partner transparency and accountability

PartnerLink Q3 PY 2021-2022 YTD Customer Referrals Outcomes



PY 2021-2022 Quarterly & YTD Referral Scorecards

Q1 Referral Scorecard PY 21-22

170

Q3 Referral Scorecard PY 21-22

278

YTD Referral Scorecard PY 21-22 Starting 12/30/2020

906

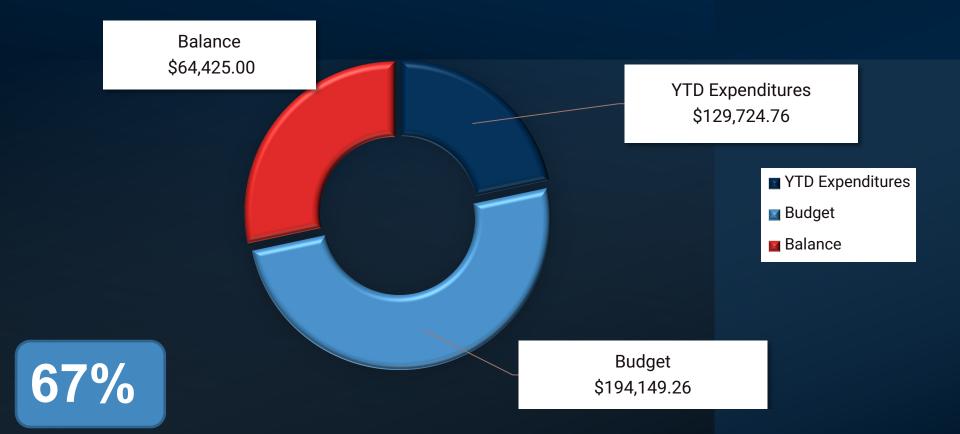
Q2 Referral Scorecard PY 21-22

176

Q3 One-Stop Operator Administrative Requirements

Q3	DEC monthly invoice and narrative	COMPLETE	100%
Q3	JAN Q2 Report to the Executive Committee	COMPLETE	100%
Q3	JAN Meet with WDB Staff; monthly invoice and narrative	COMPLETE	100%
Q3	FEB Meet with WDB Staff; monthly invoice and narrative	COMPLETE	100%
Q3	MAR Meet with WDB Staff; monthly invoice and narrative	COMPLETE	100%
Q3	MAR Needs Analysis Completed	COMPLETE	100%

MCWDB One-Stop Operator RFP PY 21-22 Budget Snapshot





Consent Agenda.

Title IB 3rd Quarter Report

3rd Quarter Report



Title 1B: Workforce Development Division

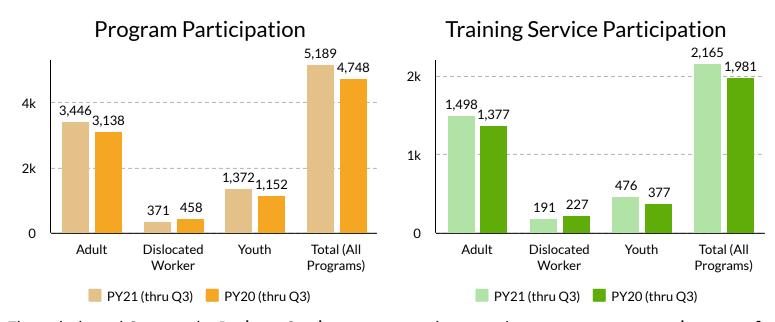
Quarterly Operations Report Program Year 2021





Quarterly Participation

Through the 3rd Quarter, the Workforce Development Division served 5,189 participants across the three WIOA Programs. **This represents a year-over-year increase of 9%** from the same time frame of Program Year 2020. By the same metric, Training Service participation also increased by 9%.



Through the 3rd Quarter, the Business Services team served 598 employers, a year-over-year increase of 10%. **Total services delivered to employers increased by 14%.**



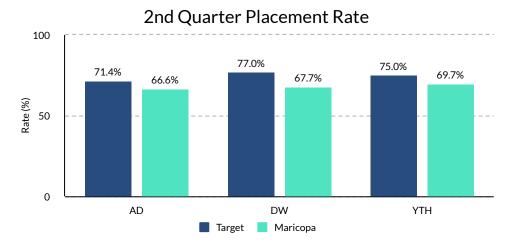




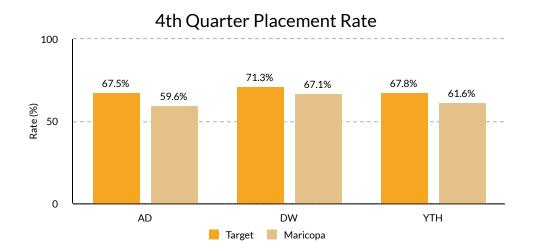


WIOA Performance

Through the 3rd Quarter of PY21, Maricopa County is exceeding the negotiated performance levels in 8 of the 15 WIOA Performance Indicators across all Programs. In an additional 4 measures, Maricopa County is meeting (within 90%) the negotiated levels.

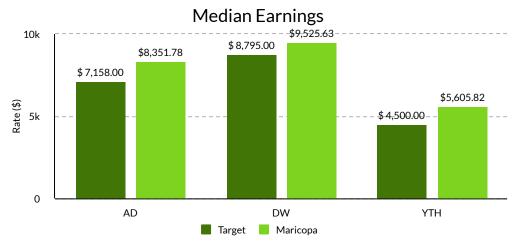


Employment Rate (2nd Quarter After Exit): The percentage of participants who are in unsubsidized employment (or education/training activities for Youth Program participants) during the second quarter after exit from the program



Employment Rate (4th Quarter After Exit):

The percentage of participants who are in unsubsidized employment (or education/training activities for Youth Program participants) during the fourth quarter after exit from the program



Median Earnings (2nd Quarter After Exit):

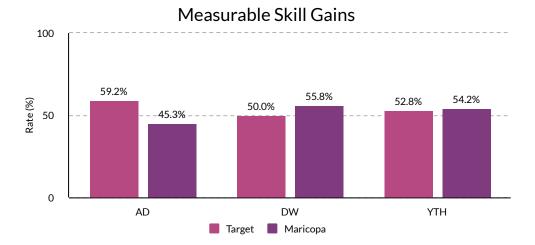
The median earnings of participants who are in unsubsidized employment during the second quarter after exit from the program.

WIOA Performance

Credential Attainment Rate



Credential Attainment: The percentage of those participants enrolled in an education or training program who attain a recognized postsecondary credential or a secondary school diploma/equivalent, during participation in or within one year after program exit.



Measurable Skill Gains: The percentage of program participants who, during a program year, are in an education or training program that leads to a recognized postsecondary credential or employment and who are achieving measurable skill gains, defined as documented academic, technical, occupational, or other forms of progress, towards such a credential or employment.

*Note: Measurable Skill Gains is a cumulative measure that has performance added to it throughout the year. As additional performance information comes in, this score will increase and the target should be met.

Program Highlights

Adult and Dislocated Worker

- New Workforce Development Manager Nichol Ellis-McGregor started on March 7, 2022. Nichol has been developing trust, building relationships, and understanding the cultures of staff members and teams at West Valley.
- The team met with Mesa Adult school and developed a warm handoff. The new partnership includes some on site services such as a combined youth and adult orientation, enrollment, and a specific career advisor to work with the program.
- The Smart Justice team met with JPMorgan Chase to discuss the Second Chance initiative that will connect job seekers that have criminal backgrounds to key resources, such as legal services, job search support and mentorship

Youth

- The Youth Team connected with the following organizations/events:
 - o Buckeye Union High School Career Fair
 - o Glendale High School Junior Parent Night
 - o Cactus High School STEM Night
 - o Mesa High School
 - o Ombudsman Resource Fair
 - o Tempe Town Hall
 - o Mesa Adult Education
 - o MCSO Y-J.A.I.L. initiative
 - o Arizona Complete Health Avondale Resource Center

Business Services

- Five new Workforce Development Coordinator (WDC) positions located in community centers and libraries across Maricopa County have been established and are anticipated to begin delivering services in Q4. WDCs provide both employer and jobseeker services in local communities and are cost-shared with cities, municipalities and towns.
- The Workforce Development Coordinators, at community-based sites in Wickenburg, Surprise, Tempe, and Scottsdale, held:
 - 11 Job Fairs / Hiring Events, with
 - 50 participating employers, and
 - 152 job-seeker attendees, and
 - 22 confirmed hires
- The Business Services Team, at the Gilbert and Glendale Career Centers and employer sites, held:
 - 11 Job Fairs / Hiring Events, with
 - 25 participating employers, and
 - 97 job-seeker attendees, and
 - 38 confirmed hires
- Awake Window and Door has a mission to provide employment opportunities to formerly
 incarcerated individuals. They requested candidate referrals for second-chance applicants as well as
 veterans. In February, four candidates visited the East Valley Career Center and indicated that they
 were recently released out of prison and have various backgrounds. Business Services
 Representatives called the HR manager of Awake, who immediately came to the Center to meet with
 the candidates. Awake was able to offer employment to all four candidates. Additionally, four more
 candidates have been referred and hired by Awake.

Youth Success Stories

Eddie

The City of Mesa and Maricopa County interviewed Nicole Higdon, Mesa Youth Hub Career Advisor and participant Eddie to share his success story starting in a sober living home to becoming an employed apprentice electrician.

Karimu

When Karimu came to ARIZONA@WORK, he was juggling working two jobs and taking care of a newborn baby boy. His friend, who had much success with the program, recommended that he check to see if he was eligible, and he was. Excited to make a career move, Karimu quickly completed labor market research on truck driving and began school in September of 2021- successfully finishing the program in less than two months. But he didn't stop there. Karimu participated in Entrepreneurial Skills Training with the intent to build a foundation for him to pursue his goal of becoming an owner-operator in the future. According to Karimu, it was, "an enjoyable training full of useful information." With a Class A CDL and training under his belt, Karimu is now living out his dream of working in a career that fulfills his passion for driving as well as enabling him to provide for and take care of his family.

<u>Maya</u>

Maya is a parenting youth who enrolled into the Youth Program in the spring of 2021. She was taking classes at the local community college during that time and told her Career Advisor that she really wanted to get hands on experience through an occupational skills training program in Dental Assisting because she enjoyed working with people and the healthcare field. Maya was very motivated to get an in-demand certificate like Dental Assisting since she had done some research about the industry and knew that the job growth outlook was very bright. Another thing that appealed to Maya was that she could get the Dental Assisting certificate in just a few short months and then obtain a job so she could start earning money to help support her young family. Maya communicated often with her Career Advisor once she was enrolled in the program about which services would help meet her educational and career goals. While in the program she successfully participated in Labor Market Information Services, Postsecondary Preparation and Transition Activities, Career Planning Services, Occupational Skills Training, Paid Work Experience/Internship, Financial Literacy, Transportation Support, Work Related Expenses, and Assistance with Educational Testing Support Services. Maya not only received her certificate in Dental Assisting through the grant program, but she did such a great job at the Paid Work Experience/Internship site that she was hired on full time as a Dental Assistant in the dentist office. Maya is so excited as she starts her new career in Dental Assisting and hopeful for what the future holds in this growing in-demand profession.



Consent Agenda.

2022 Title IA Governance Monitoring Letter- 2nd Quarter

Your Partner For A Stronger Arizona

Douglas A. Ducey Governor Michael Wisehart Director

May 12, 2022

Maricopa County Workforce Development Board 701 W Jefferson St Ste 104 Phoenix, AZ 85007 602-506-0153

RE: FINDINGS

Dear Director Clark,

The Department of Economic Security (DES) Quality Assurance and Integrity Administration (QAIA) Workforce Innovation and Opportunity Act (WIOA) section, conducted case desk audit file reviews for the Maricopa County Workforce Development Board in April 2022. The review determined compliance with WIOA Title I-A Governance requirements. This review also checked for compliance with the Arizona Open Meeting Law as outlined in A.R.S. §§ 38-4337.

Based on the review conducted, there were no findings noted. With the receipt of this letter, please be advised that the review is considered closed.

If you have any questions, feel free to contact me directly at (480) 309-2326 or tarasmith@azdes.gov.

Sincerely,

Tara Smith
WIOA Title I-A Governance Auditor
Quality Assurance & Integrity Administration

Cc: Jacqueline Butera, Quality Assurance & Integrity Administrator Stacey Faulkner, WIOA Manager



Information/Discussion/Possible Action.

Fiscal Report



Maricopa County FY2022 WIOA (BTA)Budget to Actuals

MAY 19, 2022

WIOA FISCAL AGENT-NICOLE FORBES

FY22 WIOA Budget to Actual

Title 1 B Approved Budget \$22,057,750

 In FY22 at minimum \$15,757,336 must be Expended By June 30, 2022

95% Expended as of April 30, 2022

Service Provider(WDD) = \$21,210,296

Expended YTD as of April 30, 2022 \$ 15,616,537

WDB Approved Budget= \$ 1,006,980

Expended YTD as of April 30, 2022 \$ 631,781

WIOA Funding by Category

Fiscal Year 07/01-06/30/2022 FY22 Service Provider (WDD)													
	FY22 Approved		% Sport VTD	Forecast	% Forecast	Balance							
Budget 4/30/2022 % Spent YTD Forecast % Forecast Remaining Roll Up													
ADULT	13,898,007	9,344,828	·	12,329,937	89%	1,568,070							
DW	926,266	1,377,851	149%	1,377,851	149%	(451,585)							
YOUTH	6,386,023	4,893,857	77%	5,791,958	91%	594,065							
Total	21,210,296	15,616,537	74%	19,499,746	92%	1,710,550							

Fiscal Year 07/01-06/30/2022													
FY22 Workforce Development Board (WDB)													
	FY22	YTD FY22											
Approved		AS OF				Balance							
	Budget	4/30/2022	% Spent YTD	Forecast	% Forecast	Remaining							
Roll Up													
ADULT	725,026	454,882	63%	637,610	88%	87,416							
DW	90,628	56,860	63%	79,701	88%	10,927							
YOUTH	191,326	120,038	63%	168,258	88%	23,068							
Total	1,006,980	631,781	63%	885,569	88%	121,411							



QUESTIONS?

Contact Information: Nicole.Forbes@Maricopa.gov

THANK YOU FOR YOUR TIME.

ARIZONA WORK						WOF	BUD YTD	EVELOPM GET FY 202 April 2022 NIT 2250		D								
														13th close	YTD			YTD %
WDB-FY22	BUDGET	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	out	EXPENDED	FORECAST	BALANCE	EXPENDED
TOTAL COSTS	1,006,980	11,314	56,145	54,175	38,620	48,939	75,187	79,718	32,575	132,269	102,839	78,645	77,800	105,984	631,781	885,569	108,162	63%
														13th close	YTD			YTD %
Fund - 222	BUDGET	JUL	AUG	SEP	ОСТ	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	out	EXPENDED	FORECAST	BALANCE	EXPENDED
PERSONNEL																		
REGULAR SALARIES	373,090	7,443	40,114	23,852	11,926	21,683	22,388	22,438	22,437	56,772	30,329	39,111	39,111		259,381	337,603	35,487	70%
TOTAL PERSONNEL	373,090	7,443	40,114	23,852	11,926	21,683	22,388	22,438	22,437	56,772	30,329	39,111	39,111	-	259,381	337,603	35,487	70%
FRINGE BENEFITS																		
TAXES	28,542	558	3,011	1,799	898	1,648	1,499	2,063	1,876	4,250	2,277	2,992	2,992		19,881	25,864	2,678	70%
RETIREMENT	46,300	930	4,978	2,960	1,480	2,643	2,778	2,785	2,599	7,045	3,764	4,854	4,854		31,962	41,670	4,631	69%
MEDICAL	68,160	2,272	6,816	4,544	4,544	2,272	4,544	4,544	4,544	8,520	5,680	5,680	5,680		48,280	59,640	8,520	71%
UNEMPLOYMENT & WORKERS' COMP	2,234	-	372	186	186	186	186	-	186	186	186	186	186		1,676	2,048	186	75%
TUITION REIMBURSEMENT	5,250															-	5,250	0%
TOTAL FRINGE BENEFITS	150,487	3,760	15,178	9,490	7,108	6,749	9,008	9,392	9,205	20,002	11,907	13,712	13,712	-	101,799	129,222	21,265	68%
INDIRECT COSTS																		
INDIRECT COSTS	115,068	-	-	14,762	11,586	-	-	20,348	-	13,752	9,447	11,727	11,727		69,895	93,348	21,720	61%
TOTAL INDIRECT COSTS	115,068	-	-	14,762	11,586	-	-	20,348	-	13,752	9,447	11,727	11,727	-	69,895	93,348	21,720	61%
TRAVEL & TRAINING																		
TRAVEL	30,000	-	-	-	-			14,001	478	657	1,652	400			16,788	17,188	12,812	56%
TOTAL TRAVEL & TRAINING	30,000	-	-	-	-	-	-	14,001	478	657	1,652	400	-	-	16,788	17,188	12,812	56%
SUPPLIES																		
OFFICE SUPPLIES	4,500	-	-	464	(15)	20			202	126	146	445			943	1,388	3,112	21%
FOOD	1,000														-			
NON CAPITOL EQUIPMENT	25,500	-	-	-	4,269	12,748		255			8,415				25,687	25,687	(187)	
POSTAGE	50			-	-											-	50	
TOTAL SUPPLIES	31,050	-	-	464	4,254	12,768	-	255	202	126	8,561	445	-	-	26,630	27,076	2,974	86%
CONTRACTUAL																		
ONE STOP OPERATOR	197,036	-	-	3,395	-	7,739	43,791	12,778	-	27,709	14,639			86,986	110,050	197,036	-	56%
CONSULTANT	90,000	-	-	-	-					12,998	25,996	12,998	12,998	12,998	38,994	77,988	12,012	43%
TOTAL CONTRACTUAL	287,036	-	-	3,395	-	7,739	43,791	12,778	-	40,707	40,635	12,998	12,998	99,984	149,044	275,024	12,012	52%
OPERATING SERVICES																		
ASSOCIATION/MEMBERSHIPS	8,000	-	600	2,214	3,240						55				6,109	6,109	1,891	76%
MARKETING	2,000														-			0%
LABOR MARKET PRINTING (COPIER)	1,000 6,000	-	-	-	-									6.000	-	6,000		0% 0%
CELL PHONES/LAND LINES	3,250	111	253	-	506			506	253	253	253	253	253	0,000	2,135	2,641	609	66%
TOTAL OPERATING SERVICES	20,250	111	853	2,214	3,746		_	506	253	253	308	253 253	253	6,000	8,245	6,109	1,891	41%
TOTAL COSTS	1,006,980	11,314	56,145	54,175	38,620	48,939	75,187	79,718	32,575	132,269	102,839	78,645	77,800	105,984	528,942	885,569	108,162	53%
TOTAL COSTS	1,006,980	11,314	50,145	54,175	38,020	48,939	/5,18/	79,718	32,5/5	132,269	102,839	78,045	77,800	105,984	528,942	805,509	108,162	53%



Information/Discussion/Possible Action.

MCWDB Bylaws

and

Shared Governance Agreement (SGA)



Bylaws & Shared Governance Agreement 2022 Updates

Kennedy Riley, MCWDB Management Analyst May 19, 2022, Executive Committee Meeting



Background

- The Bylaws outline the roles, responsibilities, and rules by which the MCWDB operates
- The Bylaws assist the MCWDB with a variety of tasks such as compliance, staff roles, membership, officers, and more
- The Shared Governance
 Agreement (SGA) is a signed
 agreement between the Chief
 Elected Official (Board of
 Supervisors) and the Maricopa
 County Workforce Development
 Board (MCWDB)
- The SGA outlines the roles and responsibilities of both parties in carrying out the functions of the Workforce Innovation and Opportunity Act (WIOA)



Bylaws Updates: Section 1; Compliance and Role

From:

• Technology: Develop strategies for using technology to maximize the accessibility and effectiveness of the local workforce development system for employers, workers, job seekers, and those with barriers to employment; develop intake and case management information systems, remote access, and improve digital literacy skills while leveraging resources and capacity within the system;

To:

• Technology: Develop strategies for using technology to maximize the accessibility and effectiveness of the local workforce development system for employers, workers, job seekers, and those with barriers to employment; Facilitating connections among the case management information systems of the one-stop partner programs to support a comprehensive workforce development system in the local area and for those with remote access, and improve digital literacy skills while leveraging resources and capacity within the system;



Bylaws Updates: Section 1; General

From:

 Resignations of committee members are effective when accepted by the MCWDB Chair.

To:

 Resignations of committee members must be submitted in writing and sent to the MCWDB Chair and MCWDB Executive Director. A member's resignation is effective when accepted by the MCWDB.



Bylaws Updates: Section 3; Standing Committees

From:

- Each Standing Committee shall have one (1) non-member of the MCWDB.
- This individual must have appropriate experience and expertise for the standing committee they are appointed to.

To:

- Each Standing Committee shall have at least one (1) non-member of the MCWDB.
 - This individual must have related knowledge and background as determined by the board chair for the Standing Committee they are appointed.
 - This individual shall be voting members of the Standing Committee they serve.
- (Added) The term of each Standing Committee member shall coincide with the term of the MCWDB Chair.



Bylaws Updates: Section 4; Youth Committee

From:

- The Youth Committee shall be a WDB Standing Committee comprised of a minimum of five (5) members appointed by the WDB.
 - Choosing to recommend competitively award grants or contracts to youth service providers to carry out some or all youth workforce investment activities;

To:

- The Youth Committee shall be a WDB Standing Committee comprised of a minimum of five (5) members (MCWDB members and nonmembers) appointed by the MCWDB Chair in consultation with the Executive Committee and BOS assigned staff.
 - Choosing to recommend for MCWDB approval to competitively award grants or contracts to youth service providers to carry out some or youth workforce investment activities;
- The term of each Youth Committee member shall coincide with the term of the MCWDB Chair or as determined at the discretion of the board chair
- The term of the Youth Committee chair shall coincide with the term of the MCWDB Chair or as determined at the discretion of the board chair.



Bylaws Updates: Section 5; Other Ad-hoc Committees

Added:

 The term of each Ad-Hoc Committee member shall coincide with the term of the MCWDB Chair.



Questions or Comments?





Motion Needed

Motion to approve changes to the Bylaws



SGA Update: Section G; Youth Committee

From:

- The Youth Committee shall be a WDB Standing Committee comprised of a minimum of five (5) members appointed by the WDB.
 - Choosing to recommend competitively award grants or contracts to youth service providers to carry out some or all youth workforce investment activities;

To:

- The Youth Committee shall be a WDB Standing Committee comprised of a minimum of five (5) members (MCWDB members and nonmembers) appointed by the MCWDB Chair in consultation with the Executive Committee and BOS assigned staff.
 - Choosing to recommend for MCWDB approval to competitively award grants or contracts to youth service providers to carry out some or youth workforce investment activities;
- The term of each Youth Committee member shall coincide with the term of the MCWDB Chair or as determined at the discretion of the board chair
- The term of the Youth Committee chair shall coincide with the term of the MCWDB Chair or as determined at the discretion of the board chair.



Questions or Comments?





Motion Needed

 Motion to approve changes to the Shared Governance Agreement









Information/Discussion Only.

Strategic Plan Workshop







Maricopa County Workforce Board



01 Process Review

02 Goals

O3 Strategies and Metrics

04 Closing and Next Steps

Constitution of the State of th



Maricopa County Workforce Board

- Strategic Planning Workshop



01 **Process Review**

Challes Brokelisted William





Project Standards

- Inclusion
- Humility
- Impact
- Relevance



Local Workforce Development Boards

Chief Architects of the Workforce System

- Strategist
- Convener
- Manager
- Optimizer



Maricopa County Workforce Board



01 Process Review

Constant Designation of the last

02 Goals





Goal Categories



Goal Categories

- Partnerships
- Impact
- Innovation

Maricopa County Workforce Board





03 Strategies and Metrics

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"We must leverage existing relationships and build new ones with jobseekers, employers and educators to change the narrative regarding career preparation and education through effective pathways models."

— Leah Hill



Goal #1: Optimize the culture of collaboration among the core partners and providers



Goal #1: Optimize the culture of collaboration among the core partners and providers

Strategy 1.A: Deploy a unified platform for partnership and referrals and ensure universal adoption of the chosen platform



Goal #2: Expand the role of the Maricopa County Workforce Development Board in regional economic development efforts



Goal #2: Expand the role of the Maricopa County Workforce Development Board in regional economic development efforts

Strategy 2.A: Actively engage in partnerships with local and regional economic development organizations.



Goal #3: Expand the role of the Maricopa County
Workforce Development Board in the local education
ecosystem



Goal #3: Expand the role of the Maricopa County
Workforce Development Board in the local education
ecosystem

Strategy 3.A: Actively engage with K-12 school districts in bridging the career readiness gap between K-12 and post-secondary education institutions.



Goal #3: Expand the role of the Maricopa County
Workforce Development Board in the local education
ecosystem

Strategy 3.B: Convene employers and educational providers.



Goal #3: Expand the role of the Maricopa County
Workforce Development Board in the local education
ecosystem

Strategy 3.C: Construct a career literacy initiative that will support the educational system in introducing students to the local labor market's high-value career pathways.



Goal #4: Strengthen regional collaboration among the Maricopa County Workforce Development Board and other local workforce areas



Goal #4: Strengthen regional collaboration among the Maricopa County Workforce Development Board and other local workforce areas

Strategy 4.A: Explore best practices for regional collaboration.



Goal #4: Strengthen regional collaboration among the Maricopa County Workforce Development Board and other local workforce areas

Strategy 4.B: Investigate the potential to establish a regional entity to support the pursuit of grants and other opportunities.



Goal #4: Strengthen regional collaboration among the Maricopa County Workforce Development Board and other local workforce areas

Strategy 4.C: Establish quarterly meetings to collaborate with other local workforce areas in addressing regional solutions to workforce development issues.



- Partnerships
- Impact
- Innovation



Impact



Impact

"These board members have a passion for finding great jobs for great people...There is no more important time for this body's work than now." -former Chair Matt McGuire



Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programs



Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programs

Strategy 5.A: Develop and implement marketing and outreach strategies to drive participation and public awareness of the title partner programs in the ARIZONA @WORK system.



Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programs

Strategy 5.B: Build and leverage relationships with community-based organizations and local businesses to encourage partnerships with the title partner programs in the ARIZONA@WORK system.



Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programs

Strategy 5.C: Annually review, identify, and prioritize the in-demand industry sectors in Maricopa County.



Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programs

Strategy 5.D: Assess in-demand industry needs and education programs to identify gaps.



Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programs

Strategy 5.E: Convene in-demand sector stakeholders to develop career pathways to alleviate labor market shortages.



Goal #6: Maximize the scope of services available to individuals served by our title partner programs



Goal #6: Maximize the scope of services available to individuals served by our title partner programs

Strategy 6.A: Evaluate community resources to increase services and assets available to ARIZONA@WORK participants.



Goal #6: Maximize the scope of services available to individuals served by our title partner programs

Strategy 6.B: Increase the number of providers on the Eligible Training Provider List (ETPL).



- Partnerships
- Impact
- Innovation



Innovation



Innovation

"We should be agile, informed and reliable. A lot of the workforce system is not well understood. It takes, knowledge, skill, empathy and a range of services to move people to employment and the community to economic success." – Erik Cole



Goal #7: Position the Maricopa County Workforce
Development Board as a forward-thinking strategic leader



Goal #7: Position the Maricopa County Workforce
Development Board as a forward-thinking strategic leader

Strategy 7.A: Research global best practices in workforce development



Goal #7: Position the Maricopa County Workforce
Development Board as a forward-thinking strategic leader

Strategy 7.B: Create best practices for engaging the public on the topic of Maricopa County workforce trends



Goal #8: Create system-wide standards derived from implemented best practices that improve the scope and quality of services from partners and providers

Strategy 8.A: Document and evaluate past strategies and initiatives



Goal #8: Create system-wide standards derived from implemented best practices that improve the scope and quality of services from partners and providers

Strategy 8.B: Identify and compile successful practices from core partners and providers

Maricopa County Workforce Board

- Strategic Planning Workshop





Closing and Next Steps



Goal Categories, Strategies and Metrics

The goals which form the structure of the strategic plan are organized into three general categories. Within each category, between two and four specific goals were established.

- Partnerships
- Impact
- Innovation

Partnerships

- Goal #1: Optimize the culture of collaboration among the core partners and providers
- Goal #2: Expand the role of the Maricopa County Workforce Development Board in regional economic development efforts
- Goal #3: Expand the role of the Maricopa County Workforce Development Board in the local education ecosystem
- Goal #4: Strengthen regional collaboration among the Maricopa County Workforce Development Board and other local workforce areas.

Impact

- Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programsⁱ
- Goal #6: Maximize the scope of services available to individuals served by our title partner programs

Innovation

- Goal #7: Position the Maricopa County Workforce Development Board as a forward-thinking strategic leader
- Goal #8: Create system-wide standards derived from implemented best practices that improve the scope and quality of services from partners and providers

Category One: Partnerships

In the values survey that was deployed to the membership of the Maricopa County Workforce Development Board, respondents were asked to indicate the values they most preferred to serve as the priorities for the board's work. The most frequently selected response in any category was "partnerships," indicating the priority status in which the board views its role as "connective tissue" among the partners and providers who bring value to jobseekers and employers within Maricopa County's workforce development ecosystem. In the Executive Committee's workshops, a number of pertinent thoughts were expressed that led to this category of strategic goals, including a comment that the role of the board is to empower staff and partners to execute the vision of the board, not to insert itself into operational considerations.

"We must leverage existing relationships and build new ones with jobseekers, employers and educators to change the narrative regarding career preparation and education through effective pathways models." – Leah Hill

Goal #1: Optimize the culture of collaboration among the core partners and providers

Strategy 1.A: Deploy a unified platform for partnership and referrals and ensure universal adoption of the chosen platform

Metrics

We will measure progress against this goal by tracking and reporting the percentage of partners and providers who have wholly adopted the unified platform.

Goal #2: Expand the role of the Maricopa County Workforce Development Board in regional economic development efforts

Strategy 2.A: Actively engage in partnerships with local and regional economic development organizations.

Metrics

The number of regional economic development partnerships and initiatives actively supported by staff and board members will be documented and reported.

Goal #3: Expand the role of the Maricopa County Workforce Development Board in the local education ecosystem

Strategy 3.A: Actively engage with K-12 school districts in bridging the career readiness gap between K-12 and post-secondary education institutions.

Metrics

Our methods for tracking progress within this strategy will depend on the detailed approach selected and deployed by the board and its staff.

Strategy 3.B: Convene employers and educational providers.

Metrics

Our methods for tracking progress within this strategy will depend on the detailed approach selected and deployed by the board and its staff.

Strategy 3.C: Construct a career literacy initiative that will support the educational system in introducing students to the local labor market's high-value career pathways.

Metrics

Our methods for tracking progress within this strategy will depend on the detailed approach selected and deployed by the board and its staff.

Goal #4: Strengthen regional collaboration among the Maricopa County Workforce Development Board and other local workforce areas.

Strategy 4.A: Explore best practices for regional collaboration.

Metrics

Submission of Annual Report: Best Practices in Regional Collaboration by board staff

Strategy 4.B: Investigate the potential to establish a regional entity to support the pursuit of grants and other opportunities

Metrics

- Report on annual meeting of regional workforce leadership, and/or
- Annual progress report on regional collaboration charter

Strategy 4.C: Establish quarterly meetings to collaborate with other local workforce areas in addressing regional solutions to workforce development issues.

Metrics

- Agenda and schedule for regional collaboration meetings
- Annual progress report on regional collaboration

Category Two: Impact

In the Values Survey, board members were asked to prioritize a number of potential statements that would guide the board's work. The two highest-ranked statements both dealt with the topic of maximizing the impact of the workforce development system's efforts:

- 1. We always to seek to maximize the impact of our work on the individuals we serve.
- 2. We create impact through partnerships.

It was noted that the topic of increasing the numbers of jobseekers and employers served by WIOA-funded programs is regularly broached during board meetings when activity levels are reported. This goal category is a response to those concerns.

"These board members have a passion for finding great jobs for great people...There is no more important time for this body's work than now." -former Chair Mark

McGuire

Goal #5: Increase participation of individual job seekers and businesses served across all Maricopa County Workforce Development Board title partner programs¹

Strategy 5.A: Develop and implement marketing and outreach strategies to drive participation and public awareness of the title partner programs in the ARIZONA@WORK system.

Metrics

We will measure progress within this strategy by tracking and reporting on the number of individual jobseekers and employers served by WIOA-funded programs.

Strategy 5.B: Build and leverage relationships with community-based organizations and local businesses to encourage partnerships with the title partner programs in the ARIZONA@WORK system.

Metrics

Measuring progress within this strategy will depend on the same data and mechanisms as Strategy 5.A, specifically the number of individual jobseekers and employers served by WIOA-funded programs

¹ Title Partners include Workforce Development Activities (Title 1), Adult Education and Literacy (Title II), and Wagner-Peyser Act (Title III), Rehabilitation Act of 1973 (Title IV).

Strategy 5.C: Annually review, identify, and prioritize the in-demand industry sectors in Maricopa County.

Metrics

A single binary metric will measure progress within this strategy: submission of the *Annual Industry Trends Report* prior to the Annual WIOA Report by board staff.

Strategy 5.D: Assess in-demand industry needs and education programs to identify gaps.

Metrics

A single binary metric will measure progress within this strategy: submission of the *Annual Industry Trends Report* prior to the Annual WIOA Report by board staff.

Strategy 5.E: Convene in-demand sector stakeholders to develop career pathways to alleviate labor market shortages.

Metrics

The number of stakeholder groups convened or supported in key industry sectors will be tracked and reported.

Goal #6: Maximize the scope of services available to individuals served by our title partner programs

Strategy 6.A: Evaluate community resources to increase services and assets available to ARIZONA@WORK participants.

Metrics

A single binary metric will measure progress within this strategy: submission of the *Annual Community Resources Report* by board staff prior to the Annual WIOA Report.

Strategy 6.B: Increase the number of providers on the Eligible Training Provider List (ETPL)

Metrics

- Number of Maricopa County providers on the ETPL
- Number of Maricopa County programs

Category Three: Innovation

Innovation is seen by the board as a high-value concept in the work of the ARIZONA@WORK Maricopa County. It was the second highest rated response in the values survey in the "Responsibility and Stewardship" category. It was made clear, however, in the Executive Committee workshops that pursuit of innovation purely for the sake of innovation has limited value and will not necessarily improve the impact of the workforce development system on jobseekers and employers in the region.

Goal #7: Position the Maricopa County Workforce Development Board as a forward-thinking strategic leader

Strategy 7.A: Research global best practices in workforce development.

Activities

- Attendance at professional conferences.
- Engagement with innovative workforce areas across the nation.

Strategy 7.B: Create best practices for engaging the public on the topic of Maricopa County workforce trends

Activities

 Submit a recommended course of action that will Improve, increase, and enhance presence on various social media platforms

Metrics

• To measure progress within this strategy, membership and participation in local workforce initiatives will be tracked and reported.

Goal #8: Create system-wide standards derived from implemented best practices that improve the scope and quality of services from partners and providers

Strategy 8.A: Document and evaluate past strategies and initiatives

Activities

- Past and current strategies and initiatives of the board will be documented
- A report on the efficacy of these strategies will be submitted to the board

Strategy 8.B: Identify and compile successful practices from core partners and providers

Activities

Best practices of core partners and providers will be documented.



Information/Discussion Only.

Local Area Plan Mid-Cycle Report





Updates



Modification Categories

- Infrastructure
- Human Capital
- Strategic Initiatives



Infrastructure

New East Valley Career Center

- More accessible location
- Expanded technology capacity
- Double footprint
- Colocation with HeadStart



Infrastructure

Satellite Locations

- Workforce coordinators
- Joint funding with municipalities



Human Capital

New Faces

- Chief Elected Officials
- Board membership
- Board staff, including pathways coordinators



Strategic Initiatives

Ended

- Maryvale Workforce Initiative
- SWIFI



Strategic Initiatives

Modified and/or Restarted

- Veterans Services
- Clean Start



Strategic Initiatives

New

The Board Strategic Plan

