



OAKLAND WORKFORCE DEVELOPMENT BOARD

SPECIAL MEETING

Thursday, June 22, 2017

9:00 a.m. – 10:30 a.m.

Hearing Room 3
Oakland City Hall
One Frank H. Ogawa Plaza



Do you need an ASL, Cantonese, Mandarin or Spanish interpreter or other assistance to participate? Please email LDial@oaklandnet.com or call (510) 238-3474 or (510) 238-3254 for TDD/TTY five days in advance.

¿Necesita un intérprete en español, cantonés o mandarín, u otra ayuda para participar? Por favor envíe un correo electrónico LDial@oaklandnet.com o llame al (510) 238-3474 o al (510) 238-3254 Para TDD/TTY por lo menos cinco días antes de la reunión. Gracias.

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City of Oakland Workforce Development Board Meeting

Date: _____

Hearing Room _____

Oakland City Hall

One Frank H. Ogawa Plaza

Oakland, CA 94612

Meeting Start Time: _____ **Meeting End Time:** _____

Board Roll Call	Absent or Present	Approve Board Minutes	Action Item Vote #1	Action Item Vote #2	Action Item Vote #3	Action Item Vote #4
John Brauer						
Kathleen Burris						
Kori Chen						
Rose Doss						
Dan Ferreira						
Herb Garrett, Chair						
Polly Guy						
Derreck Johnson						
Lisa Kershner						
Jowel Laguerre						
Darien Louie						
Michael McDonald						
Doreen Moreno						
Chudy Ndebe						
Gilbert Pete						
Ruben Rodriguez						
Brian Salem						
Obray Van Buren						
Total Present		-	-	-	-	-
Yes Votes	-					
No Votes	-					
Abstentions	-					
Recusals	-					

Motion: 1st: _____ **Motion: 1st:** _____

Motion 2nd: _____ **Motion 2nd:** _____

Motion: 1st: _____ **Motion: 1st:** _____

Motion 2nd: _____ **Motion 2nd:** _____

OAKLAND WORKFORCE DEVELOPMENT BOARD (OWDB)

SPECIAL MEETING NOTICE

City Hall, 1 Frank H. Ogawa Plaza
Oakland, CA

Hearing Room 3

Thursday, June 22, 2017

9:00 a.m. – 10:30 a.m.

AGENDA

The public wishing to address the Board on issues shall complete a Speakers Card. Members of the public who wish to address the Board on published issues should do so at the time the agenda item is being discussed.

I. PROCEDURAL ITEMS	PAGE
a. Call to Order and Roll Call	3
b. Chair Remarks	4
c. Adoption of the Agenda	5
d. Approval of Minutes	5
II. ACTION ITEMS	
a. Approve 2017-20 OWDB Local/ Strategic Plan Changes	7
b. Approve FY 2017-18 OWDB Provisional Budget & Recommendations	13
III. PUBLIC FORUM	
(For items that members of the public wish to address that are NOT on the agenda)	
IV. STAFF REPORTS	
V. ANNOUNCEMENTS	
VI. CLOSING REMARKS	
VII. ADJOURN	

These WIOA Title I financially assisted programs or activities are “Equal Opportunity Employers/Programs”. Auxiliary aids and services are available upon request to individuals with disabilities.

ITEM I.d. Approval of Minutes

The City of Oakland Workforce Development Board convened in a special meeting on May 31st, 2017 at the Oakland City Hall at One Frank H. Ogawa Plaza, Oakland, CA 94612 (Hearing Room 4).

Board Roll Call	Absent or Present	Approve Agenda	Action Item Vote #1	Action Item Vote #2	Action Item Vote #3	Action Item Vote #4
John Brauer	Present	Yes	Yes	Yes		
Kathleen Burris	Absent	N/A	N/A	N/A		
Kori Chen	Present	Yes	Yes	Yes		
Dan Ferreira	Absent	N/A	N/A	N/A		
Herb Garrett, Chair	Present	Yes	N/A	N/A		
Polly Guy	Absent	N/A	Yes	Yes		
Derreck Johnson	Present	Yes	Yes	Yes		
Lisa Kershner	Present	Yes	Yes	Yes		
Jowel Laguerre	Absent	N/A	N/A	N/A		
Darien Louie	Absent	N/A	N/A	N/A		
Michael McDonald	Absent	N/A	N/A	N/A		
Doreen Moreno	Present	Yes	Yes	Yes		
Chudy Ndebe	Absent	N/A	N/A	N/A		
Gilbert Pete	Present	Yes	Yes	Yes		
Ruben Rodriguez	Absent	N/A	N/A	N/A		
Brian Salem	Present	Yes	Yes	Yes		
Obay Van Buren	Absent	N/A	N/A	N/A		



ITEM-II.a. ACTION



To: Oakland Workforce Development Board
From: OWDB Staff
Date: June 22, 2017
Re: 2017-2020 OWDB Local Plan (OWDB 2017-2020 Strategic Plan) Additions

RECOMMENDATION:

That the Oakland Workforce Development Board (OWDB) approve updated sections of the OWDB's 2017-2020 Local Plan as stipulated per the attached correspondence from the California Workforce Development Board (CWDB), incorporate revisions into the March 2017 plan, and forward a final version of the local plan to the Mayor of Oakland for signature and submittal to the California Workforce Development Board (CWDB) for final approval.

BACKGROUND:

The Workforce Innovation Opportunity Act (WIOA) requires Local Workforce Development Boards to develop local and regional workforce plans for Program Year 2017-2021. Regional and local plans were required to be submitted to the California State Workforce Development Board no later than March 15, 2017; after being approved by the OWDB membership on March 14, 2017, the OWDB local plan was submitted to the CWDB by the required deadline.

On May 1, 2017, the CWDB sent an electronic copy of a letter to the City of Oakland notifying it that the local plan was "conditionally approved". On May 17, 2017, the OWDB received specific feedback from the CWDB about the relevant sections of the plan that required additional clarification/examples of the work, which included sections D (vi) & D (vii) around discussion of plan strategies with migrant seasonal farmworkers and Native Americans, as well as section J (i) requesting more thorough discussion of the public comment period. Finally, the CWDB noted the need for the signature of the Chief Local Elected Official (CLEO) on the local plan; state guidance originally set a due date of August 1, 2017, though the attached letter signals a June 30, 2017 date, hence requiring expedited approval of this document.

ATTACHMENTS

- Attachment 1: CWDB correspondence from May 1, 2017 regarding OWDB 2017-20 Local Plan
- Attachment 2: CWDB correspondence from May 1, 2017 regarding OWDB 2017-20 Local Plan
- Attachment 3: Original/Revised OWDB Local Plan sections D(vi), D(vii), and J(i)



Michael Rossi, Chair ▪ Tim Rainey, Executive Director ▪ Edmund G. Brown, Jr., Governor

May 1, 2017

Stephen Baiter, Executive Director
Oakland Workforce Development
250 Frank H. Ogawa Plaza, Suite 3315
Oakland, CA 94612

Dear Mr. Baiter,

Congratulations! Your Local Plan has been conditionally approved, pending re-submission of plan sections requiring additional information.

As you are aware, the State Board encouraged local boards to facilitate a planning process that supported the Governor's vision of an effective workforce system. These plans demonstrate that local WDBs are involved in developing solutions to workforce challenges in communities across the State, and a dedication to regional organization set forth in the WIOA State Plan.

While your plan has been conditionally approved, the State Board, along with the WIOA core partners, have identified sections of each local plan that require additional information or clarification/examples of the work. As this is a conditional approval letter, we would like to provide the opportunity to receive guidance on improving these areas of deficiencies.

The State Board will be sending out a more detailed list of the sections of your local plan for which we will require additional information in the next two weeks. These sections will align with the Local Plan Scoring Rubric, which was provided in the [WIOA Local and Regional Planning Guidance for PY 2017-2020](#). You will have until June 15, 2017 to revise and resubmit the required sections.

We look forward to working with you and providing any assistance that we can to help you reach your program goals. If you have any questions you may contact Carlos Bravo at (916) 651-6392
Carlos.Bravo@cwdb.ca.gov

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Rainey'.

Tim Rainey, Executive Director

Cc: Agnes Ubalde, *Chair, Oakland WDB*
Andre Schoorl, *Undersecretary, California Labor and Workforce Development Agency*
Dennis Petrie, *Deputy Director, Workforce Services Division, EDD*
Jaime Gutierrez, *Chief, Workforce Services Division, EDD*



Michael Rossi, Chair ▪ Tim Rainey, Executive Director ▪ Edmund G. Brown, Jr., Governor

May 23, 2017

Mr. Stephen Baiter, Executive Director
Oakland Workforce Development Board
250 Frank H. Ogawa Plaza, Suite 3315
Oakland, 94612

Dear Mr. Baiter,

As referenced in our conditional letter approval May 1st, the State Board, along with the WIOA core partners, have identified the following sections of your local plan that require additional information or clarification/examples of the work:

- D (vi) & D (vii) – Receipt of discussion of plan strategies with MSFW and Native Americans
- J (i) – More thorough discussion of the public comment period
- CLEO signature

These sections align with the Local Plan Scoring Rubric, which was provided in the [WIOA Local and Regional Planning Guidance for PY 2017-2020](#). You will have until July 1, 2017 to revise and resubmit the required sections.

We look forward to working with you and providing any assistance that we can to help you reach your program goals. If you have any questions, please contact Carlos Bravo at (916) 651-6392 / carlos.bravo@cwdb.ca.gov.

A hard copy of this letter will be sent to you this week.

Sincerely,



Tim Rainey, Executive Director

Cc: Andre Schoorl, *Undersecretary, California Labor and Workforce Development Agency*
Dennis Petrie, *Deputy Director, Workforce Services Division, EDD*
Jaime Gutierrez, *Chief, Workforce Services Division, EDD*

D. America's Job Centers of California SM (AJCC) Information

vi. WIOA Section 166 grantees – Strategies to Provide Indian and Native Americans Equal Access to AJCC Services

ORIGINAL RESPONSE

The United Indian Nations, Inc. (UIN) is the local WIOA Section 166 grantee that is helping the OWDB with meeting local Native Americans' service needs. The OWDB and its AJCC partners will be working with UIN to help ensure that the local Native American populations have access to services that meet their needs. Congruent with the objectives outlined in Section A of this local plan, the OWDB will enlist UIN to work further on partnerships that advance the economic security and resilience of Oakland's workers and residents, including Native Americans.

REVISED RESPONSE

Approximately 3,150 people (0.8%) of Oakland residents are of Native American descent¹. Recognizing the specific cultural and other needs of this population, the OWDB is mindful of its role to ensure that the local workforce development system is equipped to provide appropriate services and supports to this population. By working with The United Indian Nations, Inc. (UIN), which serves as the local WIOA Section 166 grantee, the OWDB will aim to prioritize services that can help meet local Native Americans' service needs in a culturally appropriate manner.

The OWDB and its AJCC partners will work with UIN to help ensure that the local Native American populations have priority access to services, including training, supportive services, and other related investments. A critical component of this will be the work of both the OWDB and UIN to strengthen information sharing and coordination of services and resources. Finally, congruent with the objectives outlined in Section A of this local plan, the OWDB will enlist UIN to work further on partnerships and explore resource development opportunities that can help advance the economic security and resilience of Oakland's Indian and Native American residents.

vii. Provide detail specifying how Local Boards will work with WIOA Section 167 grantees to include in their local plans their strategies to provide eligible Migrant Seasonal Farmworkers equal access to AJCC services.

ORIGINAL RESPONSE

There are no WIOA Section 167 grantees currently operating in the City of Oakland.

REVISED RESPONSE

Because of its substantially urban environment and footprint, the Migrant Seasonal Farmworker population in the City of Oakland is very small, with an estimated 1,072 people working in Agriculture, Forestry, Fishing, Hunting, and Mining occupations². As such, the presence of WIOA Section 167 grantees in the City of Oakland are very limited, though there is a strong network of local public and nonprofit organizations that have capacity to help support the needs of this population, including recent immigrants. Among this list includes both the local adult school system and a multiplicity of community-based organizations that provide Vocational English as a Second

¹ American Community Survey Five Year Data Profile, 2011-2015.

² Ibid.

Attachment 3: Original/Revised OWDB 2017-2020 local plan sections D(vi), D(vii), and J(i)

Language (VESL) instruction, short-term occupational skills training programs, and various supportive services such as food and housing assistance, transportation, and other essential needs.

J. Public transparency, accessibility and inclusivity information

i. Provision of 30-day Public Comment Period Prior to Submission of the Plan

ORIGINAL RESPONSE

The OWDB has made a number of efforts to elicit input from a variety of stakeholders in the local workforce system prior to the dissemination of its plan for public comment. This included a presentation to the OWDB membership in the fall of 2016 about the frameworks for the state, regional, and local plans, followed by extensive information-gathering efforts about the myriad citywide and regional partnerships and initiatives having relevance to the local plan. The OWDB membership held a full-day retreat in January 2017 where both board members and all members of the public helped to provide input into the OWDB's vision and mission statements, as well as the proposed goals and strategies outlined in Sections A and B of this plan. Following that process, the OWDB held two stakeholder engagement sessions, one for Oakland businesses and a second for public, private, and nonprofit service providers in the City Of Oakland to offer additional input around the key priorities and elements of the local plan. More than forty (40) people attended the aforementioned sessions, both of which were held at Oakland City Hall, and translation services for Spanish and Mandarin speakers were made available for the latter stakeholder engagement session for public, private, and nonprofit service providers.

The draft plan document was released for public comment following a meeting of the full OWDB membership on February 2, 2017. The plan was posted online and at various physical locations, and the OWDB received a total of five (5) submittals of public comment, which included a number of very helpful and constructive comments about ways in which to improve some of its elements, feedback that was subsequently incorporated into the final document. As none of the comments were in disagreement with the plan, they are not being transmitted with the plan itself, but OWDB staff took time to respond to each of the suggested comments. The comments and responses from OWDB staff were included in the board packet for the special meeting scheduled on Tuesday, March 14, 2017 for the OWDB to approve the final version of the local plan.

REVISED RESPONSE

The first step toward eliciting public input on the local plan process took place at the regularly scheduled meeting of the OWDB membership on November 3, 2016, where the OWDB Executive Director and others presented information about the frameworks for the state, regional, and local plans. More than forty (40) members of the public attended this meeting, including a number of key stakeholders who were involved in the development of the local plan. Following this, an organization was selected to help with the facilitation and development of the strategic plan framework, which included both the design and facilitation of a six-hour retreat of the OWDB membership, a meeting that was noticed and made open to the public in accordance with the Brown Act and other local public meeting requirements.

The OWDB membership held a full-day retreat in January 2017 where both board members and all members of the public helped to provide input into the OWDB's vision and mission statements, as well as the proposed goals and strategies outlined in Sections A and B of this plan. Following the

Attachment 3: Original/Revised OWDB 2017-2020 local plan sections D(vi), D(vii), and J(i)

OWDB retreat, the OWDB held two community stakeholder forums at Oakland City Hall on Friday, January 20, 2017, one targeted to Oakland businesses and a second for public, private, and nonprofit service providers in the City of Oakland. The sessions were specifically set up to offer additional input around the key priorities and elements of the local plan. More than forty (40) people attended these sessions, both of which were held at Oakland City Hall, and translation services for Spanish and Mandarin speakers were made available for the latter stakeholder engagement session for public, private, and nonprofit service providers. Input garnered from these sessions was documented and synthesized by the organization selected to help facilitate the local plan development effort. The feedback from these sessions was paramount to informing the plan development process and was appropriately incorporated into many different sections of the local plan as it evolved into the final draft. This process was accompanied by extensive information-gathering efforts about the myriad citywide and regional partnerships and initiatives having relevance to the local plan, evidence of which appears throughout this document.

Subsequent to the aforementioned steps, the draft OWDB Local Plan was released for public comment following a meeting of the full OWDB membership on February 2, 2017, and the 30-day public comment period ran from February 3, 2017 through March 6, 2017. The plan was posted online on the OWDB website and at various physical locations in the city, and the OWDB utilized multiple methods for capturing and eliciting feedback, including utilizing a dedicated email address, deploying and pushing out a survey/questionnaire framework (using the CWDB design) that enabled capturing of plan input, and other processes, such as service provider and stakeholder meetings and other events. Through this process, the OWDB received a total of five (5) written submittals of public comment, most of which included very helpful and constructive comments about ways in which to improve some of its elements. (Indeed, a comparison of the initial draft with the final version of the local plan reveals the degree to which the plan was further refined and improved through the 30-day public comment period process.) The comments and responses from stakeholders about the local plan were included in the OWDB board packet and were shared and discussed at a meeting of the OWDB membership on March 14, 2017, where the plan was approved for submittal. Following this meeting, the final local plan document was transmitted to the CWDB by the required deadline of March 15, 2017.



ITEM-II.b. ACTION



To: Oakland Workforce Development Board
From: OWDB Ad Hoc Budget Committee
Date: June 22, 2017
Re: Approve Provisional FY 2017-2018 Budget

RECOMMENDATION:

That the Oakland Workforce Development Board (OWDB) approve the OWDB 2017-2018 provisional budget(s) as presented in the attached report

- 1) Approve Option A as a balanced budget for FY 2017-2018, including recommended “up-to” (maximum) funding levels as outlined in the attached documents;
- 2) Request a one-time appropriation of an additional \$500,000 from Oakland City Council to the OWDB in General Fund support to approve OWDB budget Option B for the following investment areas listed in priority order:
 - a. OWDB operational capacity & local workforce system development
 - b. Service Provider contracts, including neighborhood centers
 - c. Subsidies for summer jobs

BACKGROUND

The City of Oakland and the OWDB operate on a fiscal year calendar that runs from July 1 through June 30 of the following year. Both the City Council and WDB must adopt a budget on or before June 30. There are a few important points of intersect that are worth further noting as follows.

OWDB Annual Budget

The OWDB is a Federally-mandated policy body appointed by the Mayor and charged with approving the use of U.S. Department of Labor WIOA funds allocated annually to Oakland through the State EDD. The Chief Elected Official of an area receiving WIA funds (which in Oakland’s case is the Mayor) and the WDB must agree on the budget. Since WIOA does not supersede local governance, the Oakland City Charter mandates that the Oakland City Council must also approve the allocation of WIOA funds. Within the City’s budget, WIOA funds are received and distributed through the Workforce Development Division (Fund 2195) of the Economic & Workforce Development Department.

City’s Biennial Budget

The City of Oakland operates on a two-year budget cycle; the upcoming cycle begins July 1, 2017 and ends on June 30, 2019. On April 28, 2017, the Mayor released a proposed budget for FY 2017-2019. As a part of this process, all City departments/funding sources were requested to propose a five percent (5%) reduction of expenditures from the baseline.

While the City's budget is adopted for a two-year period, appropriations are divided into two one-year spending plans. During the second year of the two-year budget cycle, the Mayor and City Council conduct a midcycle budget review to address variances in estimated revenues and expenditures, and other changes to the City's financial condition. Between May-June 2017 the City Council receives additional information and responses to questions raised regarding the Proposed Budget. Councilmembers may request amendments to the Mayor's Proposed Budget for discussion and consideration.

CURRENT SITUATION

The attached report to the Oakland City Council fully reflects the work completed by the OWDB during its public meetings on May 4, 2017 and May 31, 2017. Notably, this work was informed by the excellent work of an OWDB *Ad Hoc* budget committee that met to review and develop various budget options to present both a balanced budget (Option A in the attached report) as well as a request for additional funds (Option B in the attached report) that included a request for an additional \$500,000 in City of Oakland General Fund support to help prioritize investment in the areas outlined in the recommendations listed above.

ATTACHMENT

Report to Oakland City Council requesting approval of Oakland Workforce Development Board FY 2017-18 Budget and Contracts



AGENDA REPORT

TO: Sabrina B. Landreth
City Administrator

FROM: Mark Sawicki,
Director, EWD

SUBJECT: Workforce Development Board FY
2017-18 Budget and Contracts

DATE: June 12, 2017

City Administrator Approval

Date:

RECOMMENDATION

Staff Recommends That The City Council Adopt A Resolution (1) Adopting The Fiscal Year 2017-2018 Workforce Investment Budget; (2) Accepting And Appropriating Workforce Innovation And Opportunity Act (WIOA) Title I Formula Funds For Adult, Dislocated Worker, Youth And Rapid Response Services In The Estimated Amount Of \$4,016,853; (3) Appropriating An Additional \$500,000 From The General Fund For Workforce Development; And (4) Authorizing Contracts With Service Providers Competitively Selected By The Oakland Workforce Development Board To Provide Comprehensive, Specialized, Business Engagement And Youth Services From WIOA Title I Formula Funds And Other Funds For Fiscal Year 2017-2018.

EXECUTIVE SUMMARY

The FY 2017-18 budget for the Oakland Workforce Development Board (OWDB), as presented in this staff report and resolution, are to be considered by the OWDB at a special meeting on June 15, 2017. The budget reflects the State's estimated allocation of Workforce Innovation and Opportunity Act (WIOA) Formula funding of \$4,016,853 to the City of Oakland for FY 2017-2018. This represents an overall six (6) percent reduction from the prior fiscal year, and a decrease of \$255,926 for WIOA program services and system administration. Actual funding levels are still to be determined.

The FY 2017-18 OWDB budget, "Budget A", as proposed, shows a total reduction from the prior fiscal year of twenty-seven (27) percent or \$1,118,918. This is largely due to various one-time General Fund contributions in the prior year totaling more than \$800,000 that are not included in the City's baseline budget proposed for FY 2017-18. To offset the proposed reduction in funding, Budget A reflects a reduced share of WIOA funds allocated to the City as the system administrator and a resultant elimination of a staff person. It also requires service provider contracts to be reduced or terminated, with some services being reassigned.

These reductions come at a time when WIOA requires increased regional coordination and alignment with other WDBs, higher expectations of accountability and reporting, and a larger

Item: _____
City Council
June 26, 2017

emphasis on employer engagement. These reductions could negatively impact the OWDB's ability to manage the local workforce system, and to implement and fulfill the vision of OWDB's recently adopted strategic plan.

Because the City Council has provided additional one-time funds in the past in support of local workforce development, the OWDB has also approved a "Budget B" to reflect how additional support of \$500,000 from the City's General Purpose Fund (Fund 1010) could best be directed to ensure that all deliverables under WIOA and the OWDB strategic plan are being adequately met. If the City Council were to consider such additional funding, the \$500,000 would be used to maintain the city staff position and the service provider funding that directly supports OWDB's strategic plan priorities.

REASON FOR URGENCY

For new contracts to be in place for the new fiscal year, approval of the OWDB budget and selection of service providers must be completed as soon as possible. Both the OWDB and the City must approve the budget and contracts. A delay in the approval timeline could lead to a disruption in funding to providers. Also, any changes to the budget that Council makes will require returning to the OWDB for its consideration and approval at a special meeting. (The next regularly scheduled meeting of the OWDB is August 3, 2017.)

BACKGROUND / LEGISLATIVE HISTORY

The OWDB is a Federally-mandated policy body whose members are appointed by the Mayor and charged with approving the use of U.S. Department of Labor WIOA funds allocated annually to Oakland through the State Employment Development Department (EDD). The Chief Elected Official of an area receiving WIOA funds (which in Oakland's case is the Mayor) and the OWDB must agree on the budget. Since WIOA does not supersede local governance, the Oakland City Charter mandates that the Oakland City Council must also approve the allocation of WIOA funds. Within the City's budget, WIOA funds are received and distributed through the Workforce Development Division (Fund 2195) of the Economic & Workforce Development Department.

The City of Oakland and the OWDB operate on a fiscal year calendar that runs from July 1 through June 30 of the following year. Both the City Council and OWDB must adopt a budget on or before June 30.

The City and the OWDB contract with experienced organizations to provide workforce development services for recently displaced and long-term unemployed adults and low-income youth and young adults between the ages of 16-24. The overall goals of the OWDB's federal investments are to help adults and youth in Oakland develop the necessary skills, obtain the requisite knowledge, and access the resources needed to thrive in careers; and to provide employers with the skilled workers needed to sustain and competitively grow their businesses. The OWDB seeks to provide a coordinated set of relationships among providers and partners in the workforce system that can connect residents, particularly those with barriers to employment, to career pathways leading to family-sustaining jobs in growing industries.

Item: _____
City Council
June 26, 2017

The OWDB recently adopted both a local and regional strategic plan, which sets forth the following priorities:

- **Business Services:** Align and mobilize a distributed network of business service providers within the City of Oakland to deploy resources that support a robust local economy and business climate offering an abundance of high quality jobs.
- **Adult Services:** Lead and support key citywide and regional innovations and partnerships that advance the economic security and resilience of Oakland's most vulnerable workers and residents.
- **Youth Services:** Work with public, private, and community-based organizations and key local initiatives to empower disconnected young people in the City of Oakland to access meaningful employment opportunities.
- **Workforce System:** Position the OWDB to lead and support citywide and regional efforts that strengthen local and regional economic prosperity and increase equity.

This report includes the recommendations provided to the OWDB to award contracts for services to multiple providers based on the proposed budget allocations for such services, for a term of one year through June 30, 2018. The FY 2017-18 budget and service provider contracts presented in this staff report and resolution were to be considered and approved by the OWDB at its June 2017 meeting (as of the time of this writing, the exact date is still pending, as the June 15, 2017 date was postponed due to a lack of a quorum) contingent on subsequent budget approval and allocations available. If there are any changes made by the OWDB, a supplemental report will be provided to the Council.

ANALYSIS AND POLICY ALTERNATIVES

Projected WIOA Funds for FY 2017-2018

The OWDB's regular budget consists of four separate core grants which include: Adult, Dislocated Worker, Youth, and Rapid Response. From time to time, the OWDB may receive special grants to complement the WIOA funding. On February 8, 2017, EDD provided estimated WIOA allocations for FY 2017-18 for the Adult, Youth, and Dislocated Worker funding streams. These levels are estimates for planning purposes and will change based on enacted 2017-18 full-year appropriation. WIOA funding for FY 2017-18 is calculated using the hold harmless provisions under WIOA, meaning that each Local Area will receive no less than 90 percent of its average percentage share from the two prior years.

For FY 2017-18, the City of Oakland is estimated to receive an overall 6 percent reduction from last year's allocations. The reduction in Oakland's WIOA budget was based on a decrease in Oakland's overall unemployment rate. Actual appropriations are usually announced in May; as of this writing, final allocations had not been received yet. More information can be found at http://www.edd.ca.gov/jobs_and_training/pubs/wsin16-37.pdf

Item: _____
City Council
June 26, 2017

Year over Year WIOA Allocations- City of Oakland					
	Youth	Adult	DW	Rapid Response	Total
FY 2016-17	\$1,437,498	\$1,407,243	\$1,070,870	\$357,168	\$4,272,779
FY 2017-18	\$1,373,921	\$1,353,931	\$967,550	\$321,451	\$4,016,853
Total WIOA Reduction	-\$63,577	-\$53,312	-\$103,320	-\$35,717 (estimate)	-\$255,926
Change (+/-)	-4%	-4%	-10%	-10%	-6%

Funds Remaining from FY 2016-2017

A total of \$ 238,591 in unspent and unobligated funds from the FY 2016-17 revised budget have been identified as available for reallocation in the FY 2017-18 draft budget. Any additional contracted funds not fully spent by June 30, 2017 will be calculated after the prior year accounting is completed. Staff will return to the OWDB for possible reallocation of unobligated funds as soon as these amounts are known, most likely in Fall 2017.

Other Revenue

The OWDB has several other revenue sources under its purview, many of which are for specific projects and/or services (such as Oakland Housing Authority funds for summer jobs, and Army Base related revenue that directly supports the West Oakland Job Resource Center).

Unfortunately, several sources of revenue that were used in FY 2016-17 to offset the continued downward trend in WIOA funding reduction expires on June 30, 2017 are not expected to continue in FY 2017-18. These funds include:

- | | |
|--|------------------|
| 1. One-time General Funded Subsidy
(City and Service Provider Operations) | \$932,329 |
| 2. BART Transit Career Ladders Grant | \$ 32,595 |
| 3. Bay Area Workforce Collaborative Healthcare Bridge Program | \$ <u>10,000</u> |
| Total Other Revenue Reduction | \$974,924 |

Expenditures

There are three main expenditure categories in the OWDB budget:

- 1) Service Provider Contracts: The City and the OWDB contract with experienced organizations to provide workforce development services to Oakland. The overall goals of these workforce organizations are to help Oakland residents develop the skills to attain the knowledge, and access the resources need to thrive in a career; and provide employers with the skilled workers needed to sustain and competitively grow their businesses.
- 2) Direct Client Support: This includes financial assistance towards participant training and support to enable an individual to participate in WIOA activities.
- 3) City Operations: The OWDB and City of Oakland workforce staff, as the system administrator, are responsible under WIOA Section 107(d) for a range of functions as

Item: _____
City Council
June 26, 2017

listed below, including directing funds to be used for industry or sector partnerships (Sec. 134(c)(1)(A)(v)). Below are some of the primary OWDB functions:

- Development of the local plan
- Workforce research and regional labor market analysis
- Convening, brokering, leveraging workforce system partners
- Employer engagement
- Career pathways development
- Identifying and promoting proven and promising best practices
- Technology
- Program oversight
- Negotiation of local performance
- Selection of one-stop operators, and providers
- Coordination with education partners
- Budget and administration
- Accessibility for individuals with disabilities

Contract Service Provider Recommendations

The OWDB conducted multiple competitive Request for Proposals (RFP) processes more than a year ago. The results of that process informed the awarding of contracts to service providers for up to a three (3) year period. The FY 2017-18 service provider recommendations are based on (1) lower WIOA allocations and General Fund support, (2) higher expectations of accountability and reporting performance, (3) the influence of the OWDB strategic plan, and (4) how to minimize the impact on Oakland residents who benefit from workforce programs. The budget eliminates one adult provider and one youth service provider, and reassigns the business services function.

After a monitoring review of agency services, performance outcomes and results have raised concerns over the ability of Bay Area Community Resources (BACR) and Merritt College to meet contract deliverables in the youth and sector access programs, respectively. BACR has struggled to engage youth and implement programs and service models and have only met thirty-two percent (32%) of their contracted enrollment goal. Merritt College has shown difficulty implementing and maintaining WIOA deliverables during the performance period. Therefore, these agencies are not recommended for FY 2017-18 contracted services.

Many of the business services functions that were contracted with KRA Corporation this past year will be absorbed by City workforce staff, in collaboration with other service providers and the Business Development division of the Economic & Workforce Development Department. KRA will continue to function as the Rapid Response coordinator, as well as the City's payment agent for training and support reimbursement.

Item: _____
City Council
June 26, 2017

The FY 2017-18 service provider recommendations include:

Table 1: OWDB Recommended FY 2017-18 Workforce Providers	
AGENCY	Total to be Approved by OWDB on June 15, 2017 Not to Exceed:
OPIC Comprehensive AJCC	Adult \$ 569,607 Dislocated Worker \$ 498,417 Rapid Response \$ 64,771 Total \$ 1,159,795
Unity Council AJCC and Youth Services	Adult \$ 76,700 Dislocated Worker \$ 50,800 Youth (year-round) \$ 209,776 Youth (summer) \$ 78,700 Total \$ 415,976
KRA Corporation	Adult \$ 7,055 Dislocated Worker \$ 7,239 Rapid Response \$ 107,472 Youth \$ 7,719 Career Pathways \$ 25,000 Total \$ 154,485
Lao Family Community Development	Youth (year-round) \$ 209,776 Youth (summer) \$ 279,700 Total \$ 489,476
Youth Employment Partnership	Youth (year-round) \$ 209,776 Youth (summer) \$ 282,400 Total \$ 492,176
Youth Radio	Youth (year-round) \$ 209,776 Total \$ 209,776
Civicorps	Youth (year-round) \$ 209,776 Total \$ 209,776
Youth Uprising	Youth (summer) \$ 59,800 Total \$ 59,800

Item: _____
 City Council
 June 26, 2017

City General Fund Support for Workforce System Activities

The FY 2017-18 OWDB budget has realized a total reduction from the prior fiscal year of twenty-seven (27) percent or \$1,118,918. The largest portion of the \$ 1,118,918 reduction comes from the loss of one-time general fund contributions totaling \$792,329 and is not included in the City’s baseline budget proposed for FY 2017-18. **Attachment 1 - “Budget A”** reflects a reduced share of WIOA funds to support the City of Oakland as the system administrator, resulting in the elimination of a staff person. It also requires service provider contracts to be reduced or terminated, with some services being reassigned.

Because City Council has invested general fund support before, the OWDB has also approved **Attachment 2 - “Budget B”** to reflect how additional support of \$500,000 from the City’s General Purpose Fund (Fund 1010) could best be directed to ensure that all deliverables under WIOA and the OWDB strategic plan are being adequately met. If City Council were to consider such additional funding, the \$500,000 would be used to maintain one city staff position and the service provider funding that directly supports OWDBs strategic plan priorities.

The new federal mandate under WIOA requires the OWDB staff to strengthen oversight, enhance system development and optimize performance reporting, as well as provide technical assistance to system partners as they work to navigate the new requirements of WIOA. The City’s capacity to give service providers the quality and quantity of program and administrative support they need requires staff’s best efforts and adequate staffing levels. This is particularly true going into FY 2017-2018 as this year is pivotal for all workforce systems. The level of complexity of implementing this new program has increased, and includes higher expectations of accountability and reporting, as well as regional coordination with the other three (3) WDBs in the East Bay Regional Planning Unit (RPU), particularly around increasing employer engagement through regional industry sector partnerships that support both Oakland and the broader East Bay. City staff will continue to seek and identify other grant sources for programs and service providers so the system funding is more diversified and less reliant on WIOA funding.

Without either an increase in the General Fund allocation to support the Workforce Development budget or procurement of other external grant funds, the level of services our providers can deliver will be adversely impacted and the City’s ability to perform its function as system administrator of contracted services, monitoring performance, and serving the Board may be jeopardized. Ultimately, a failure of the system administrator to perform its duties, and thus the failure of the OWDB to oversee WIOA funds, could lead to decertification of the local Oakland Board and the City’s ability to retain Federal workforce funding.

FISCAL IMPACT

“Budget A” represents a total reduction of \$1,239,921 from the prior fiscal year. As mentioned above, the estimated WIOA Grant allocation for the FY 2017-18 fiscal year was reduced by an overall 6 percent (\$255,926) and the City’s baseline budget did not include one-time General Fund support from prior years of more than \$800,000. Additionally, City operating and administration costs increased by \$292,065 from the prior year, mostly due to various cost increases to operate and maintain municipal government and the negotiated cost of living adjustments for staff salaries and benefits. The budget for FY 2017-18 is balanced through a

Item: _____
City Council
June 26, 2017

combination of reducing City operating costs, where possible, and the use of various other grant sources for City workforce operations. Recognizing that City Council provided significant one-time additional funds in prior fiscal years, the OWDB has also approved a contingent "Budget B", allocating an additional \$500,000 of General Purpose Funds if City Council were to provide such additional funding to support the workforce system in FY 17-18.

PUBLIC OUTREACH / INTEREST

Contracted service providers were competitively procured through the FY 2016-19 RFP process in which the OWDB conducted extensive public outreach including: speaker's bureau presentations, in-person surveys, and executive interviews with leading Oakland employers and business organizations as part of the outreach strategy. OWDB's Strategic Plan was released in February 2017 and was open for public comment for 30-day period. Additionally, the OWDB has discussed the FY 17-18 budget at three full Board meetings and several ad hoc budget committee meetings, all of which were attended by the public and included opportunities for open forum.

COORDINATION

Workforce Development staff works closely with the Finance and Management Agency to ensure fiscal compliance with the expenditure of WIOA funds. Staff also works closely with the City Attorney's Office for counsel and advice on matters such as proper noticing, board process, and conflict of interest. Workforce Development is a unit within the Department of Economic and Workforce Development.

SUSTAINABLE OPPORTUNITIES

Economic: Oakland's Workforce Development System provides qualified workers for Oakland businesses, and prepares Oakland residents for gainful employment and career paths leading to family sustaining jobs.

Environmental: This report does not directly address environmental sustainability.

Social Equity: Participants who receive intensive services in Oakland's Workforce Development System have multiple barriers to employment, are unemployed or have require support in gaining the pre-employment and vocational skills needed to become gainfully employed.

ACTION REQUESTED OF THE CITY COUNCIL

Adopt A Resolution (1) Adopting The Fiscal Year 2017-2018 Workforce Investment Budget; (2) Accepting And Appropriating Workforce Innovation And Opportunity Act (WIOA) Title I Formula Funds For Adult, Dislocated Worker, Youth And Rapid Response Services In The Estimated Amount Of \$4,016,853; (3) Appropriating An Additional \$500,000 From The General Fund For Workforce Development; And (4) Authorizing Contracts With Service Providers Competitively Selected By The Oakland Workforce Development Board To Provide Comprehensive, Specialized, Business Engagement And Youth Services From WIOA Title I Formula Funds And Other Funds For Fiscal Year 2017-2018.

For questions regarding this report, please contact Stephen Baiter, Executive Director, Oakland Workforce Development Board, at (510) 238-6440.

Respectfully submitted,

Mark Sawicki
Director, EWD

Reviewed by:
Stephen Baiter, Executive Director
Oakland Workforce Development Board

Prepared by:
Honorata Lindsay, Program Analyst II

Attachment 1-Budget A
Attachment 2- Budget B
Attachment 3-2017-18 Description of Revenues

Item: _____
City Council
June 26, 2017

ATTACHMENT 1- BUDGET A

OAKLAND WORKFORCE DEVELOPMENT BOARD – FY 2017-2018

1	WIOA							Other Revenue					Other Revenue Subtotal	2017-18 Grand Total
	2	Adult	Dislocated Worker	Rapid Response	Youth	WIOA 25%	Slingshot Initiative	WIOA Subtotal	CPT I & II	WOJRC	General Fund	OHA		
3	PROJECTED REVENUES													
4	Carryover Revenue	\$0	\$4,347	\$51,487	\$37,951	\$13,145	\$60,000	\$166,930	\$56,068				\$41,031	
5	FY 2017-18 Revenue	\$1,353,931	\$967,550	\$321,451	\$1,373,921			\$4,016,853	\$223,689	\$439,826	\$267,565	\$450,000	\$45,000	
6	TOTAL REVENUE	\$1,353,931	\$971,897	\$372,938	\$1,411,872	\$13,145	\$60,000	\$4,183,783	\$279,757	\$439,826	\$267,565	\$450,000	\$86,031	
7	EXPENDITURES													
8	SERVICE PROVIDER CONTRACTS													
9	Youth Services													
10	Bay Area Comm Resources							\$0						
11	Civicorps				\$209,776			\$209,776						
12	Lao Family				\$250,276			\$250,276			\$178,600			
13	Unity Council				\$228,676			\$228,676			\$44,650			
14	Youth Employment Partnership				\$252,976			\$252,976			\$178,600			
15	Youth Radio				\$209,776			\$209,776						
16	Youth Uprising							\$0			\$44,650			
17	Adult Services													
18	Department of Human Services Senior Services							\$0						
19	Day Labor Program							\$0		\$140,000				
20	Merritt College AJCC							\$0						
21	OPIC Comprehensive AJCC	\$596,607	\$498,417	\$64,771				\$1,159,795						
22	Unity Council AJCC	\$76,700	\$50,800					\$127,500						
23	West Oakland Job Resource Center (WOJRC)							\$0	\$355,237					
24	Professional Services													
25	KRA Business Engagement & Vendor Pay Agent	\$7,055	\$7,239	\$107,472	\$7,719			\$129,485	\$25,000					
26	OPIC EASTBAY Works	\$17,300	\$17,300		\$20,000			\$54,600						
27	Other Professional Services	\$4,340	\$9,300	\$14,360	\$2,000			\$30,000						
28	Slingshot/East Bay RPU						\$50,000	\$50,000						
29	Service Provider Subtotal	\$702,002	\$583,056	\$186,603	\$1,181,199	\$0	\$50,000	\$2,702,860	\$25,000	\$355,237	\$140,000	\$446,500	\$0	
30	DIRECT CLIENT SUPPORT													
31	Adult and DW Training Services	\$270,786	\$193,510					\$464,296						
32	Adult and DW Supportive Services	\$75,000	\$50,000					\$125,000						
33	Direct Client Support Subtotal	\$345,786	\$243,510	\$0	\$0	\$0	\$0	\$589,296	\$0	\$0	\$0	\$0	\$0	
34	CITY OPERATIONS													
35	Budget/Fiscal Staff	\$34,630	\$21,230	\$34,630	\$34,631			\$125,121	\$13,400					
36	Classrooms2Careers Coord							\$0	\$75,000					
37	Internal Services Fund Fees	\$6,593	\$7,784	\$113	\$4,823			\$19,313						
38	Program Staff	\$260,861	\$112,336	\$151,592	\$174,157		\$10,000	\$708,946	\$43,556	\$84,589	\$127,565			
39	O&M	\$4,059	\$3,981		\$17,062	\$13,145		\$38,247	\$12,035					
40	City Operations Subtotal	\$306,143	\$145,331	\$186,335	\$230,673	\$13,145	\$10,000	\$891,627	\$143,991	\$84,589	\$127,565	\$0	\$0	
41	TOTAL EXPENDITURES	\$1,353,931	\$971,897	\$372,938	\$1,411,872	\$13,145	\$60,000	\$4,183,783	\$168,991	\$439,826	\$267,565	\$446,500	\$0	
42	Fund Balance	(0)	0	0	0	0	0	(0)	110,766	0	0	3,500	86,031	

Note: There are small fund balances in the “Career Pathways Trust” (CPT I & II) grants and the “Misc. Earn & Learn” funding streams. CPT grant funds cover activities through Fiscal Year 2018-19 and thus cannot be fully allocated in FY 2017-18. Earn & Learn revenues are still being raised and will be fully allocated to summer youth employment providers (Lao Family, Unity Council, Youth Employment Partnership, and Youth Uprising) by Fall 2017.

ATTACHMENT 2 - BUDGET B

OAKLAND WORKFORCE DEVELOPMENT BOARD – FY 2017-2018

1	WIOA							Other Revenue						
	Adult	Dislocated Worker	Rapid Response	Youth	WIOA 25%	Slingshot Initiative	WIOA Subtotal	CPT I & II	WOJRC	General Fund	OHA	Misc Earn & Learn*	Other Revenue Subtotal	2017-18 Grand Total
2	PROJECTED REVENUES													
3	Carryover Revenue	\$0	\$4,347	\$51,487	\$37,951	\$13,145	\$60,000	\$166,930	\$56,068			\$41,031	\$97,099	\$264,029
4	FY 2017-18 Revenue	\$1,353,931	\$967,550	\$321,451	\$1,373,921			\$4,016,853	\$223,689	\$439,826	\$767,565	\$450,000	\$45,000	\$1,926,080
5	TOTAL REVENUE	\$1,353,931	\$971,897	\$372,938	\$1,411,872	\$13,145	\$60,000	\$4,183,783	\$279,757	\$439,826	\$767,565	\$450,000	\$86,031	\$2,023,179
6	EXPENDITURES													
7	SERVICE PROVIDER CONTRACTS													
8	Youth Services													
9	Bay Area Comm Resources							\$0					\$0	\$0
10	Civicorps				\$209,776			\$209,776					\$0	\$209,776
11	Lao Family				\$250,276			\$250,276		\$41,588	\$178,600		\$220,188	\$470,464
12	Unity Council				\$228,676			\$228,676		\$41,588	\$44,650		\$86,238	\$314,914
13	Youth Employment Partnership				\$252,976			\$252,976		\$41,588	\$178,600		\$220,188	\$473,164
14	Youth Radio				\$209,776			\$209,776					\$0	\$209,776
15	Youth Uprising							\$0		\$41,588	\$44,650		\$86,238	\$86,238
16	Adult Services													
17	Department of Human Services Senior Services							\$0						
18	Day Labor Center							\$0		\$140,000			\$140,000	\$140,000
19	Merritt College AJCC							\$0					\$0	\$0
20	OPIC Comprehensive AJCC	\$596,607	\$498,417	\$64,771				\$1,159,795		\$130,000			\$130,000	\$1,289,795
21	Unity Council AJCC	\$76,700	\$50,800					\$127,500		\$100,000			\$100,000	\$227,500
22	West Oakland Job Resource Center (WOJRC)							\$0	\$355,237				\$355,237	\$355,237
23	Professional Services													
24	KRA Vendor Pay Agent	\$7,055	\$7,239	\$107,472	\$7,719			\$129,485	\$25,000				\$25,000	\$154,485
25	OPIC EASTBAY Works	\$17,300	\$17,300		\$20,000			\$54,600					\$0	\$54,600
26	Other Professional Services	\$4,340	\$9,300	\$14,360	\$2,000			\$30,000					\$0	\$30,000
27	Slingshot/East Bay RPU						\$50,000	\$50,000					\$0	\$50,000
28	Service Provider Subtotal	\$702,002	\$583,056	\$186,603	\$1,181,199	\$0	\$50,000	\$2,702,860	\$25,000	\$355,237	\$536,352	\$446,500	\$0	\$1,363,089
29	DIRECT CLIENT SUPPORT													
30	Adult and DW Training Services	\$270,786	\$193,510					\$464,296					\$0	\$464,296
31	Adult and DW Supportive Services	\$75,000	\$50,000					\$125,000					\$0	\$125,000
32	Direct Client Support Subtotal	\$345,786	\$243,510	\$0	\$0	\$0	\$0	\$589,296	\$0	\$0	\$0	\$0	\$0	\$589,296
33	CITY OPERATIONS													
34	Budget/Fiscal Staff	\$34,630	\$21,230	\$34,630	\$34,631			\$125,121	\$13,400				\$13,400	\$138,521
35	Classrooms2Careers Coord							\$0	\$75,000				\$75,000	\$75,000
36	Internal Services Fund Fees	\$6,593	\$7,784	\$113	\$4,823			\$19,313					\$0	\$19,313
37	Program Staff	\$260,861	\$112,336	\$151,592	\$174,157		\$10,000	\$708,946	\$43,556	\$84,589	\$231,213		\$359,358	\$1,068,304
38	O&M	\$4,059	\$3,981		\$17,062	\$13,145		\$38,247	\$12,035				\$12,035	\$50,282
39	City Operations Subtotal	\$306,143	\$145,331	\$186,335	\$230,673	\$13,145	\$10,000	\$891,627	\$143,991	\$84,589	\$231,213	\$0	\$0	\$459,793
40	TOTAL EXPENDITURES	\$1,353,931	\$971,897	\$372,938	\$1,411,872	\$13,145	\$60,000	\$4,183,783	\$168,991	\$439,826	\$767,565	\$446,500	\$0	\$1,822,882
41	Fund Balance	(0)	0	0	0	0	0	(0)	110,766	0	0	3,500	86,031	200,297

Note: There are small fund balances in the “Career Pathways Trust” (CPT I & II) grants and the “Misc. Earn & Learn” funding streams. CPT grant funds cover activities through Fiscal Year 2018-19 and thus cannot be fully allocated in FY 2017-18. Earn & Learn revenues are still being raised and will be fully allocated to summer youth employment providers (Lao Family, Unity Council, Youth Employment Partnership, and Youth Uprising) by Fall 2017.

**ATTACHMENT 3
2017-18 DESCRIPTION OF REVENUES**

Location on Budget Worksheet	Revenue Source	Description	FY 2017-18 Revenues	Authorizing Resolution
Row 4; Columns C-H	Workforce Innovation and Opportunity Act (WIOA)	Federal WIOA funds are allocated by formula from the U.S. Department of Labor (DOL) to states (who use the same formula to allocate to local areas) and are designed to help job seekers access employment, education, training, and support services to succeed in the labor market and to match employers with the skilled workers they need to compete in the global economy. Some WIOA funds (WIOA 25%, WIOA Slingshot) are also awarded through competitive and/or discretionary grant processes through the U.S. DOL and/or the California Workforce Development Board (CWDB).	\$4,016,853	TBD
Row 4; Column K	Career Pathways Trust (CPT) I & II	The California Department of Education (CDE) awarded multiple CPT grants to Oakland/East Bay educational entities through a competitive process to support career pathways programs. The OWDB is a subcontractor to the Peralta Community College District (PCCD) to help strengthen K-14 alignment and build scalable work-based learning infrastructure to help Oakland youth and young adults gain skills and experience to support their educational and career development.	\$223,689	84373 CMS Mayor Summer Jobs Program (MSJP); adopted 5/21/13

Location on Budget Worksheet	Revenue Source	Description	FY 2017-18 Revenues	Authorizing Resolution
Row 4; Column	(WOJRC) West Oakland Job Resource Center	The Oakland Reuse Authority Lease and Utility Program Fund provides support to ensure opportunities for the employment of Oakland residents and disadvantaged workers on the both the construction and operations phases of the Oakland Army Base Development Project.	\$439,826	TBD; adopted 6/6/17
Row 4; Column M	City of Oakland General Fund	The City of Oakland has allocated general purpose funds to help support the OWDB's operations, including staffing to coordinate major citywide initiatives and services to Oakland job seekers and residents.	\$ 767,565	TBD
Row 4; Column N	Oakland Housing Authority (OHA) Reimbursable Grant	The OHA has provided the OWDB with up to \$450,000 out of its annual budget to help pay for wages for summer employment opportunities for youth who reside in OHA properties. This investment supports the larger Classrooms2Careers initiative being led by Mayor Libby Schaaf.	\$ 450,000	84373 CMS Mayor Summer Jobs Program (MSJP); adopted 5/21/13
Row 3; Columns O	Miscellaneous Summer Youth Funds (Earn & Learn Program)	These revenues include a variety of public, private, and philanthropic investments that primarily support the cost of wages of summer employment opportunities for disconnected Oakland youth between the ages of 16-24.	\$ 45,000	84373 CMS Mayor Summer Jobs Program (MSJP); adopted 5/21/13
Total FY 2017-18 Revenue			\$5,942,933	