



ICTC Governing Board Meeting
March 30 2020 - 9:00^{am} to 10:30^{am}

Manufacturing Tampa Bay's Workforce

AmSkills.org.

727.301.2917

I. Call to Order – Peter Buczynsky (Chair)

A. Introductions

II. Review of Minutes

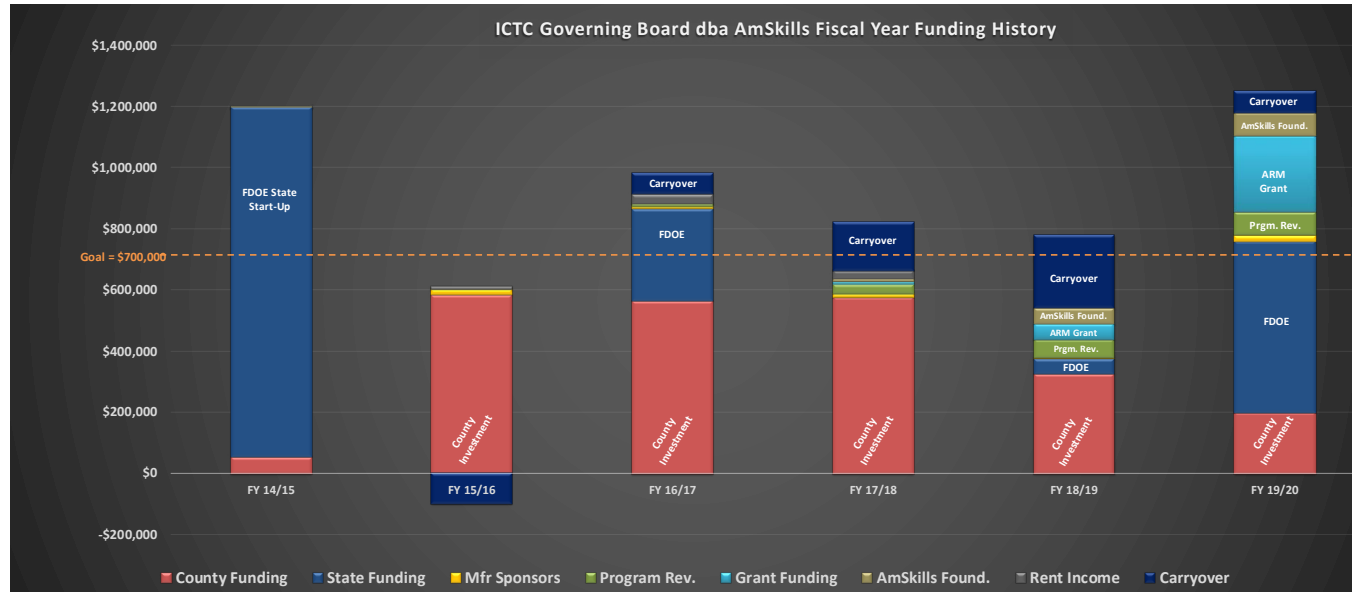
A. No Minutes Available from June 20 2019 Meeting (No Quorum)



III. Financial Summary (Tom Mudano)

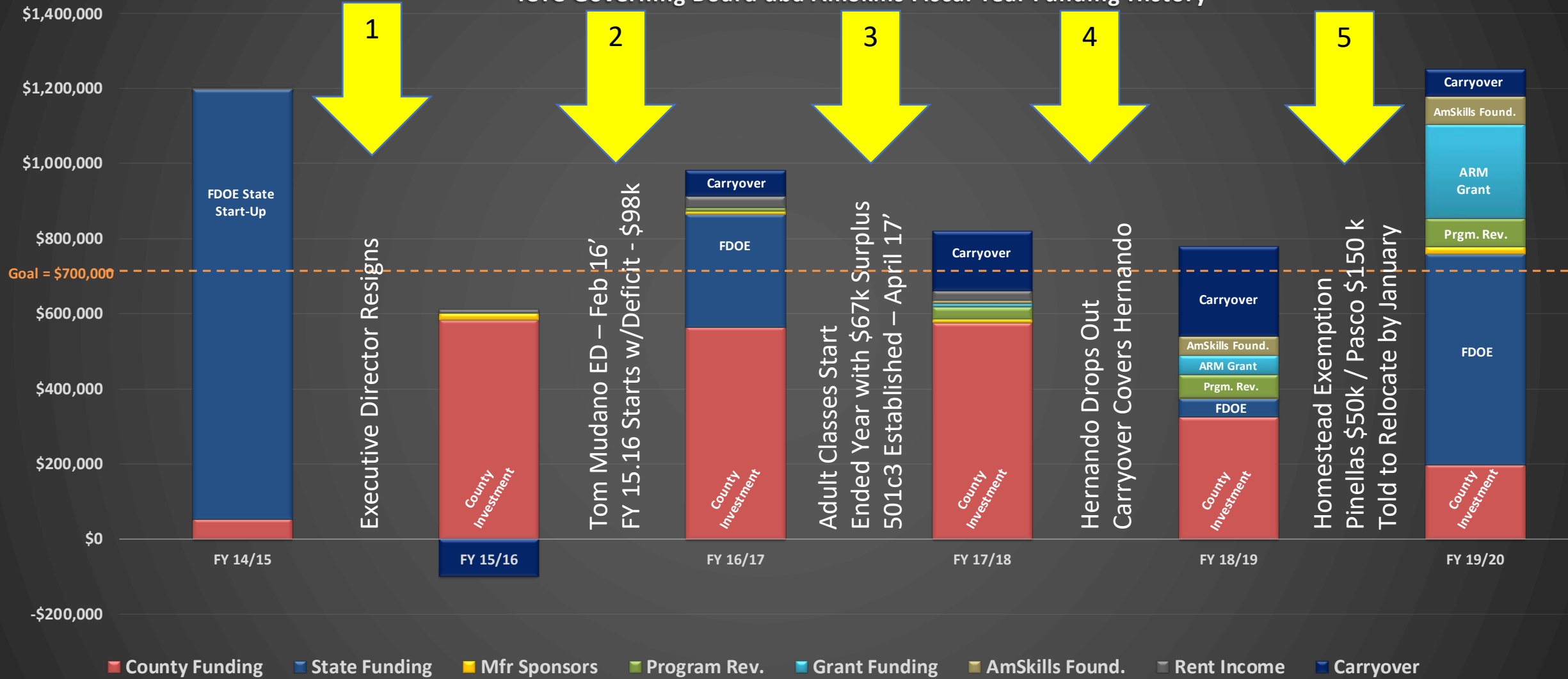
ICTC Governing Board Meeting
March 30 2020

D. Financial History Review



	County Funding	State Funding	Mfr Sponsors	Program Rev.	Grant Funding	AmSkills Found.	Rent Income	Carryover	Total
FY 14/15	\$54,000	\$1,142,700	\$0	\$0	\$0	\$1,200	\$0	\$0	\$1,197,900
FY 15/16	\$582,000	\$0	\$18,730	\$0	\$0	\$808	\$8,765	-\$98,113	\$610,303
FY 16/17	\$564,000	\$300,000	\$9,023	\$9,106	\$0	\$1,635	\$28,800	\$67,881	\$912,564
FY 17/18	\$575,000	\$0	\$13,817	\$30,250	\$7,400	\$10,380	\$26,400	\$157,300	\$663,247
FY 18/19	\$325,000	\$50,000	\$3,000	\$60,326	\$50,000	\$51,499	\$0	\$238,308	\$539,825
FY 19/20	\$200,000	\$559,203	\$20,000	\$75,000	\$250,000	\$75,000		\$71,582	\$1,179,203
	\$2,300,000	\$2,051,903	\$64,570	\$174,682	\$307,400	\$140,522	\$63,965	\$436,958	\$5,103,042
	45%	40%	1%	3%	6%	3%	1%	Cash on Hand	100%

ICTC Governing Board dba AmSkills Fiscal Year Funding History



	County Funding	State Funding	Mfr Sponsors	Program Rev.	Grant Funding	AmSkills Found.	Rent Income	Carryover	Total
FY 14/15	\$54,000	\$1,142,700	\$0	\$0	\$0	\$1,200	\$0	\$0	\$1,197,900
FY 15/16	\$582,000	\$0	\$18,730	\$0	\$0	\$808	\$8,765	-\$98,113	\$610,303
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FY 19/20	\$200,000	\$559,203	\$20,000	\$75,000	\$250,000	\$75,000		\$71,582	\$1,179,203
	\$2,300,000	\$2,051,903	\$64,570	\$174,682	\$307,400	\$140,522	\$63,965	\$436,958	\$5,103,042
	45%	40%	1%	3%	6%	3%	1%	Cash on Hand	100%

III. Financial Summary (Tom Mudano)

ICTC Governing Board Meeting
March 30 2020

A. FY17.18 Audit Report

ICTC GOVERNING BOARD

Board of Director's Meeting
June 20, 2019

Principals:

- Andrew Laflin
- Lance Schmidt

WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING

Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor

III. Financial Summary (Tom Mudano)

ICTC Governing Board Meeting
March 30 2020

CLAc³connect.com

Professional Services Summary

Services Provided

Financial Statement Audit

- Financial statement audit for the year September, 30, 2018, in accordance with Government Audit Standards

Examination Procedures

- Examination Procedures pursuant to Section 218.415, Florida Statutes

Non-Audit Procedures

- Preparation of the Financial statements and related notes for the year September, 30, 2018

III. Financial Summary (Tom Mudano)

A. FY17.18 Audit Report

Status of Prior Year's Findings

Cleared

- Year-End Closing Procedures (2017-001)
- Acquisitions and Disposals of Capital Asset (2017-002)

Other Recommendations

WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING



Create Opportunities

III. Financial Summary (Tom Mudano)

ICTC Governing Board Meeting
March 30 2020

Reports and Conclusions

Independent Auditors Report

- Unmodified

Independent Auditors' Report on Internal Control (GAS – Yellow Book)

- No Findings

Independent Accounts' Report (Examination procedures)

- Unmodified

III. Financial Summary (Tom Mudano)

ICTC Governing Board Meeting
March 30 2020

A. FY17.18 Audit Report

Financial Highlights

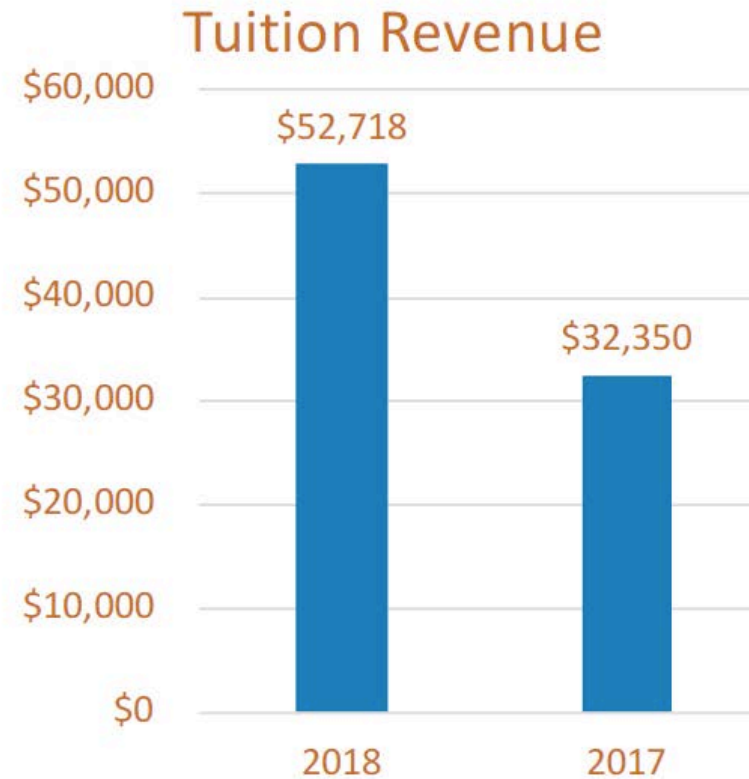
Grants and Contributions



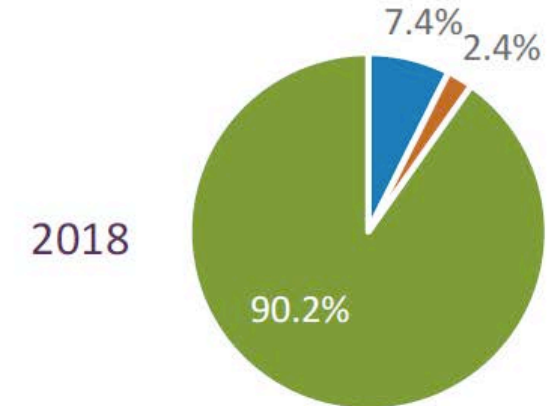
III. Financial Summary (Tom Mudano)

ICTC Governing Board Meeting
March 30 2020

A. FY17.18 Audit Report



* 2015 includes Period of Inceptions July 15, 2014 through September 30, 2015.



- Tuition Revenue
- Other Revenues
- Grants and Contributions

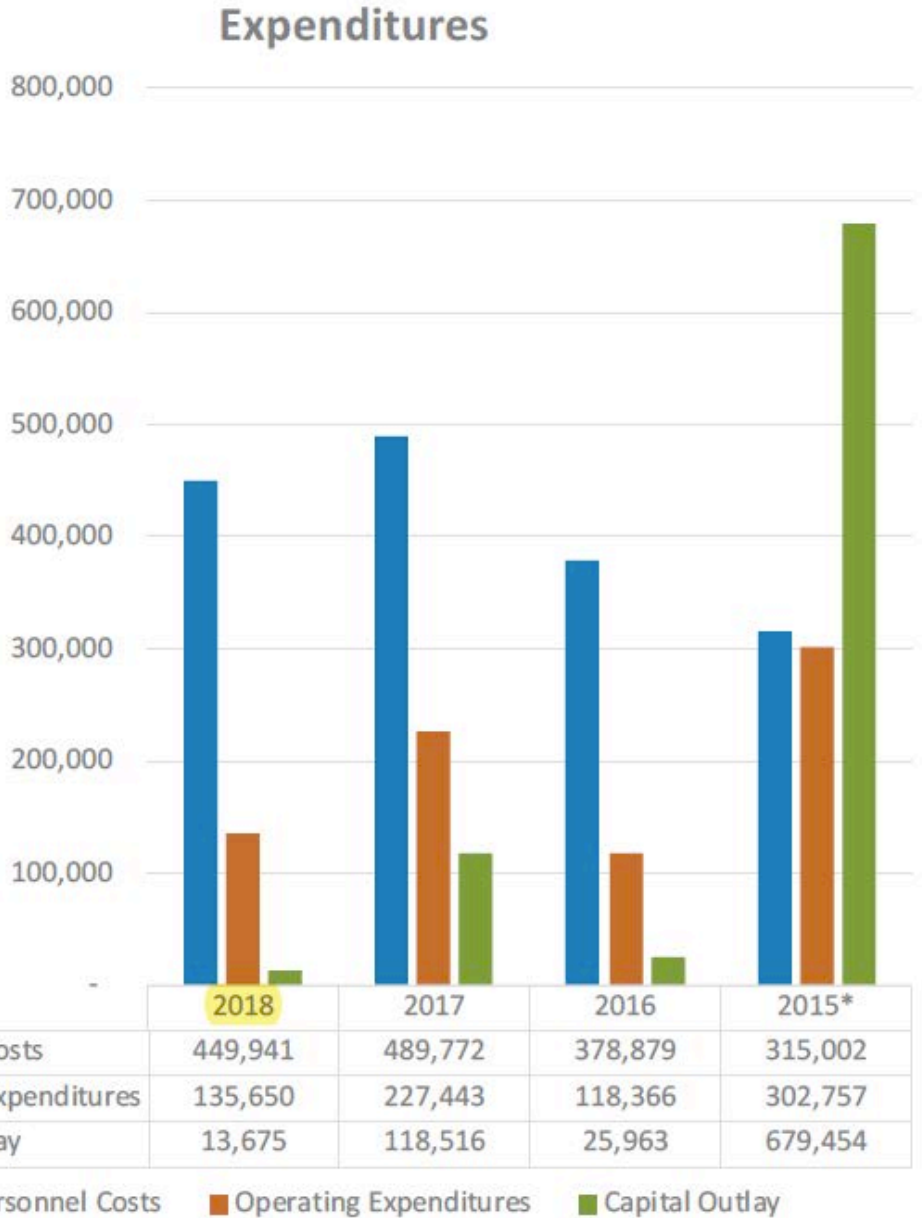
Financial Highlights

III. Financial Summary

A. FY17.18 Audit Report

	2018	2017	2016	2015*
■ Personnel Costs	449,941	489,772	378,879	315,002
■ Operating Expenditures	135,650	227,443	118,366	302,757
■ Capital Outlay	13,675	118,516	25,963	679,454

■ Personnel Costs ■ Operating Expenditures ■ Capital Outlay



* 2015 includes Period of Inceptions July 15, 2014 through September 30, 2015.

III. Financial Summary

A. FY17.18 Audit Report

FY19/20: When the ICTC Governing Board was originally established, funding from the State and the Counties was intended to be utilized as start-up funding with the intent their funding would be reduced or stopped in the future. It was also anticipated the manufacturing industry would take more of a proactive approach to solving their staffing short-falls by providing funding to AMSkills. Unfortunately, most manufacturers in Florida are considered small, with 94% having less than 50 employees. In addition, manufacturers are focused on how to stay competitive with foreign manufacturers, therefore funding from the industry has not come to fruition. During past Board meetings, it was discussed to potentially eliminate the ICTC Governing Board organization and fully convert to the 501c3 as an operating organization. The ICTC Governing Board is an 11 – person Board, with representative members from each County including 3 County Commissioners, 3 Manufacturing Representatives, 3 School Board Superintendents and 2 College Presidents. Board Meetings were to be held every quarter, however over the past year and a half, it has been difficult obtaining a quorum. During the upcoming Board Meetings, the Board will be considering the future of the Board, possibly establishing a new Board to oversee the 501c3 nonprofit organization, transferring assets to the nonprofit and converting the nonprofit into handling operations as well as fundraising. Potentially, the existing Board could remain in an Advisory Board role, as there have been funding opportunities AMSkills has secured that could not have been secured if it were not for the Board makeup and the County entity.

III. Financial Summary

A. FY17.18 Audit Report

- 1) Acceptance of Audit
 - 2) Discussion of FY18.19 Audit
 - a. 2015 - \$3,939
 - b. 2016 - \$11,322
 - c. 2017 - \$14,100
 - d. 2018 - \$15,067
 - e. 2019 - \$13,500
- Total = \$57,928

Professional Services Summary

Services Provided

Financial Statement Audit	• Financial statement audit for the year September, 30, 2018, in accordance with Government Audit Standards
Examination Procedures	• Examination Procedures pursuant to Section 218.415, Florida Statutes
Non-Audit Procedures	• Preparation of the Financial statements and related notes for the year September, 30, 2018

Reports and Conclusions

Independent Auditors Report	• Unmodified
Independent Auditors' Report on Internal Control (GAS – Yellow Book)	• No Findings
Independent Accounts' Report (Examination procedures)	• Unmodified

Status of Prior Year's Findings

Cleared	• Year-End Closing Procedures (2017-001) • Acquisitions and Disposals of Capital Asset (2017-002)
Other Recommendations	

III. Financial Summary

B. FY18.19 End-of-Year Financial Report

1) Approval

ICTC GOVERNING BOARD
STATEMENTS OF ACTIVITIES
FOR THE ONE QUARTER AND YEAR ENDED SEPTEMBER 30, 2019

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	Jul - Sep 19	Oct 18 - Sep 19
NET REVENUE	\$ 202,152	\$ 514,603
GROSS PROFIT	202,152	514,603
EXPENDITURES		
Selling, General, and Administrative Expense	159,028	587,794
Depreciation Expense	18,145	69,174
TOTAL EXPENDITURES	177,173	656,968
OTHER REVENUE / (EXPENDITURES)		
Other Revenue	-	1,207
Gain/Loss on Disposal of Assets	-	(13,922)
TOTAL OTHER REVENUE / (EXPENDITURES)	-	(12,715)
CHANGE IN NET POSITION	\$ 24,979	\$ (155,080)

ASSETS

CURRENT ASSETS

Cash and Cash Equivalents	\$ 71,582
Accounts Receivable	33,918
Inventory Asset	4,083
Due from Foundation	575

TOTAL CURRENT ASSETS 110,158

FIXED ASSETS

Leasehold Improvements	16,666
Computer Hardware/Software	79,510
Equipment (Manufacturing)	619,719
Furniture and Equipment	4,000
Vehicles	30,315
Accumulated Depreciation	(259,036)

TOTAL FIXED ASSETS, NET 491,174

TOTAL ASSETS \$ 601,332

LIABILITIES AND NET POSITION

CURRENT LIABILITIES

Accounts Payable	\$ 4,897
Credit Card Payable	109
Payroll Liabilities	11,259

TOTAL CURRENT LIABILITIES 16,265

TOTAL LIABILITIES 16,265

NET POSITION

Net Investment in Capital Assets	491,174
Restricted Fund Balance	10,000
Unrestricted Net Position	238,973
Change in Net Position	(155,080)

TOTAL NET POSITION 585,067

TOTAL LIABILITIES AND NET POSITION \$ 601,332

III. Financial Summary

C. FY19.20 1st Quarter Financial Report

ICTC GOVERNING BOARD DBA AMSKILLS
STATEMENTS OF ACTIVITIES
FOR THE ONE QUARTER ENDED DECEMBER 31, 2019

	Oct - Dec 19
NET REVENUE	\$ 120,597
GROSS PROFIT	120,597
EXPENDITURES	
Selling, General, and Administrative Expense	118,782
Depreciation Expense	69,736
TOTAL EXPENDITURES	188,518
CHANGE IN NET POSITION	\$ (67,921)

ASSETS	December 31, 2019
CURRENT ASSETS	
Cash and Cash Equivalents	\$ 96,754
Accounts Receivable	21,932
Inventory Asset	4,083
Prepaid Expense	14,498
Due from Foundation	575
TOTAL CURRENT ASSETS	137,842
FIXED ASSETS	
Leasehold Improvements	16,666
Computer Hardware/Software	79,510
Equipment (Manufacturing)	619,719
Furniture and Equipment	4,000
Vehicles	30,315
Accumulated Depreciation	(310,627)
TOTAL FIXED ASSETS, NET	439,585
TOTAL ASSETS	\$ 577,426
LIABILITIES AND NET POSITION	
CURRENT LIABILITIES	
Accounts Payable	\$ 2,016
Credit Card Payable	82
Gene Haas Foundation	9,310
Unearned Revenue	50,000
TOTAL CURRENT LIABILITIES	61,408
TOTAL LIABILITIES	61,408
NET POSITION	
Net Investment in Capital Assets	439,585
Restricted Fund Balance	10,000
Prior Period Adjustment	5,437
Unrestricted Net Position	128,917
Change in Net Position	(67,921)
TOTAL NET POSITION	516,018
TOTAL LIABILITIES AND NET POSITION	\$ 577,426

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III. Financial Summary

C. FY19.20 1st Quarter Financial Report

	Oct - Dec 19	Percent of Income	Oct - Dec 18	Percent of Income
REVENUE				
County Funding	\$ 50,000	41.46%	\$ -	0.00%
Grant Funding	51,157	42.42%	-	0.00%
Program Revenue	15,130	12.55%	9,397	91.43%
Donations	4,310	3.57%	-	0.00%
Manufactured Parts	-	0.00%	881	8.57%
NET REVENUE	120,597	100.00%	10,278	100.00%
GROSS PROFIT	120,597	100.00%	10,278	100.00%
EXPENDITURES				
Bad Debt	2,176	1.80%	2,092	20.35%
Bank Charges	1,836	1.52%	156	1.52%
Building and Maintenance	3,205	2.66%	1,678	16.33%
Computer Expense	48	0.04%	20	0.19%
Depreciation Expense	69,736	57.83%	14,931	145.27%
Dues and Subscriptions	27	0.02%	218	2.12%
Employee Benefits	4,400	3.65%	3,600	35.03%
License Expense	-	0.00%	131	1.27%
Marketing	4,919	4.08%	1,563	15.21%
Meals	68	0.06%	144	1.40%
Miscellaneous Expense	595	0.49%	281	2.73%
Mobile Workshop Expense	5,290	4.39%	5,610	54.58%
Operating Supplies	755	0.63%	2,436	23.70%
Payroll Expenses	1,327	1.10%	1,011	9.84%
Payroll Taxes	4,862	4.03%	4,963	48.29%
Professional Fees	13,656	11.32%	9,084	88.38%
Reimbursable Expenses	31	0.03%	498	4.85%
Salaries - Executive Director	19,038	15.79%	19,038	185.23%
Salaries and Wages	50,896	42.20%	48,790	474.70%
Special Events	335	0.28%	810	7.88%
Subcontracted Labor	558	0.46%	3,267	31.79%
Telecom/Cable/Internet	613	0.51%	762	7.41%
Training	1,488	1.23%	1,706	16.60%
Travel Expense	339	0.28%	142	1.38%
Website/Video/Email	1,995	1.65%	3,147	30.62%
Worker's Compensation	325	0.27%	437	4.25%
TOTAL EXPENDITURES	188,518	156.32%	126,515	1230.93%
OTHER REVENUE				
Other Revenue	-	0.00%	1,207	11.74%
TOTAL OTHER REVENUE	-	0.00%	1,207	11.74%
CHANGE IN NET POSITION	\$ (67,921)	-56.32%	\$ (115,030)	-1119.19%

III. Financial Summary

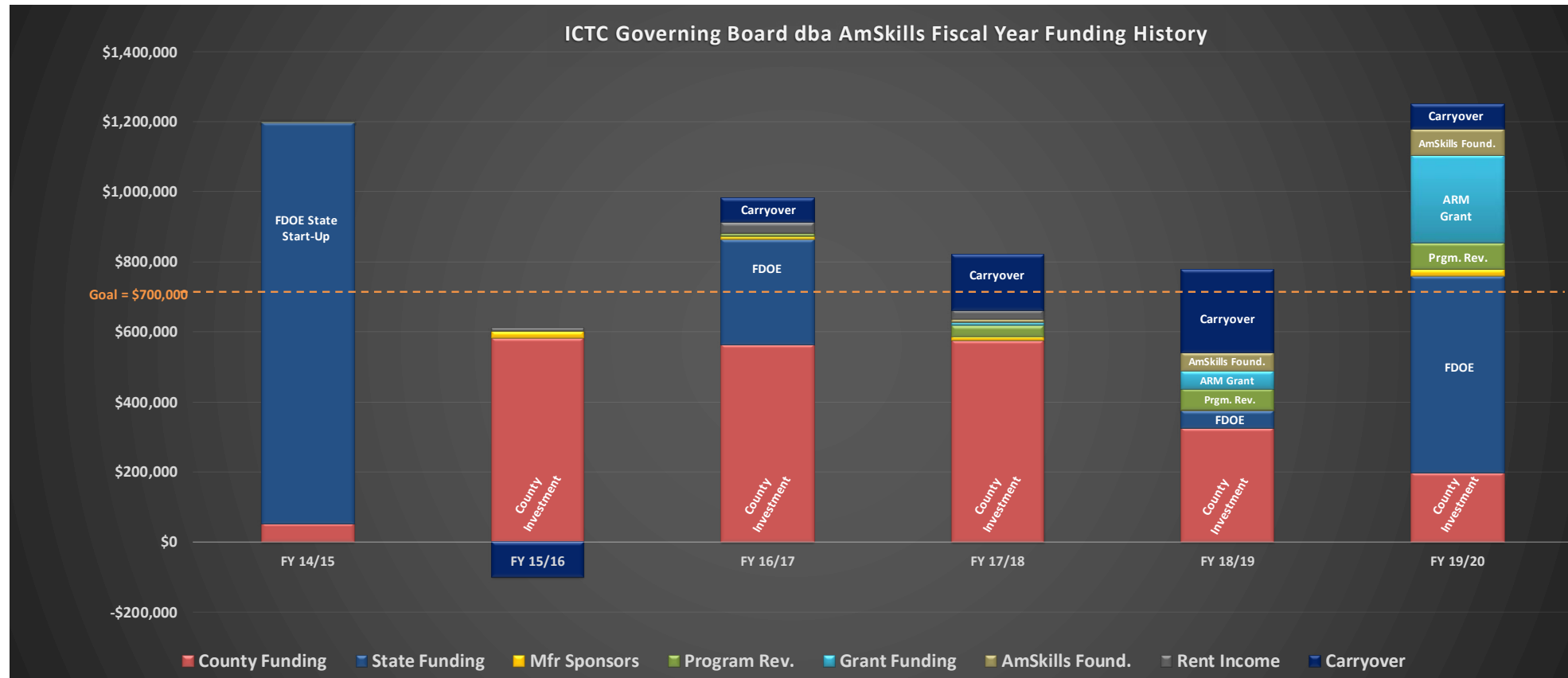
C. FY19.20 1st Quarter Financial Report

	<u>Oct - Dec 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
REVENUE				
County Funding	\$ 50,000	\$ 50,000	\$ (0)	100.00%
Grant Funding	51,157	68,828	(17,671)	74.33%
Program Revenue	15,130	77,405	(62,275)	19.55%
Donations	4,310	-	4,310	0.00%
NET REVENUE	<u>120,597</u>	<u>196,233</u>	<u>(75,636)</u>	<u>61.46%</u>
 GROSS PROFIT	 120,597 -	 196,233	 (75,636) -	 61.46%
EXPENDITURES				
Bad Debt	2,176	-	2,176	0.00%
Bank Charges	1,836	420	1,416	437.14%
Building and Maintenance	3,205	40,192	(36,987)	7.97%
Computer Expense	48	6,501	(6,453)	0.73%
Depreciation Expense	69,736	15,876	53,860	439.26%
Dues and Subscriptions	27	-	27	0.00%
Employee Benefits	4,400	3,600	800	122.22%
Marketing	4,919	6,478	(1,559)	75.93%
Meals	68	225	(157)	30.44%
Miscellaneous Expense	595	-	595	0.00%
Mobile Workshop Expense	5,290	4,909	381	107.76%
Operating Supplies	755	4,670	(3,915)	16.17%
Payroll Expenses	1,327	990	337	134.06%
Payroll Taxes	4,862	7,546	(2,684)	64.43%
Professional Fees	13,656	32,421	(18,765)	42.12%
Reimbursable Expenses	31	195	(164)	16.00%
Salaries - Executive Director	19,038	20,769	(1,731)	91.67%
Salaries and Wages	50,896	71,909	(21,013)	70.78%
Special Events	335	1,260	(925)	26.56%
Subcontracted Labor	558	1,500	(942)	37.18%
Telecom/Cable/Internet	613	613	-	100.00%
Training	1,488	300	1,188	495.99%
Travel Expense	339	1,035	(696)	32.78%
Website/Video/Email	1,995	-	1,995	0.00%
Worker's Compensation	325	679	(354)	47.79%
TOTAL EXPENDITURES	<u>188,518</u>	<u>222,088</u>	<u>(33,569)</u>	<u>84.88%</u>
 CHANGE IN NET POSITION	 <u>\$ (67,921)</u>	 <u>\$ (25,855)</u>	 <u>(42,067)</u>	 <u>245.50%</u>

III. Financial Summary (Tom Mudano)

ICTC Governing Board Meeting
March 30 2020

D. Financial History Review



III. Financial Summary

ICTC Governing Board Meeting
March 30 2020

E. Grant Updates

ICTC & AmSkills Grant & Fundraising Tracking 2019.20

Grants/Appropriations for ICTC Governing Board

Name of Organization	Name of Grant	Applicable County	Amount Requested	Purpose	ICTC or 501c3	Status	Projected Success Rating	Amount Awarded
Career Source Pasco Hernando	Youth & Adult Apprenticeship Scholarships & Recruitment	Pasco/Hernando	\$ 100,000	Youth & Adul Pre-Apprenticeship Scholarships & Recruitment	ICTC	Awarded	100%	\$ 43,000
Pasco County Government	Pasco County Economic Growth	Pasco	\$ 150,000	Operations & Programs	ICTC	Awarded	100%	\$ 150,000
Pinellas County Government	Pinellas County Economic Development	Pinellas	\$ 50,000	Operations & Programs	ICTC	Awarded	100%	\$ 50,000
ARM Institute - Advanced Robotics for Mfg (FY18.19 & FY19.20)	Project Call # ARM-EWD-18-01 for Workforce Development Projects	Pinellas/Pasco/Hernando	\$ 250,000	Mobile Workshop, Veterans & Lealman	501c3	Awarded	100%	\$ 250,000
Gene HAAS Foundation 2019	Scholarships & NIMS Credentialing	Pinellas/Pasco/Hernando	\$ 10,000	NIMS Testing & Scholarships	501c3	Awarded	100%	\$ 10,000
Florida Dept of Education	Pathway Career Opportunities Grant	Pasco/Pinellas	\$ 618,962	Pre-Apprenticeship & Apprenticeship Programs	ICTC	Awarded	100%	\$ 559,203
FDEO - Career Source Pasco Hernando 2019	CSF Apprenticeship Expansion	Pasco/Hernando	\$ 150,000	Recruitment and Placement of a minimum of 30 Registered Apprentices or Pre-Apprentices	ICTC	Awarded	100%	\$ 125,000
Career Source Pasco Hernando	Youth & Adult Apprenticeship Scholarships & Recruitment	Pasco/Hernando	\$ 20,000	Youth & Adul Pre-Apprenticeship Scholarships & Recruitment	ICTC	Awarded	100%	\$ 20,000
8			\$ 1,348,962					\$ 1,207,203

III. Financial Summary

ICTC Governing Board Meeting
March 30 2020

E. Grant Updates

Grants/Donations by AmSkills Foundation, inc. (501c3 Non-Profit)								
Name of Organization	Name of Grant	Applicable County	Amount Requested	Purpose	ICTC or 501c3	Status	Projected Success Rating	Amount Awarded
Duke Energy (FY19.20)	Community Grant	Pasco/Hernando	\$ 25,560	Recruit Engineering Students, Women, Minorities into Pre-Apprenticeship Program	501c3	Awarded	100%	\$ 15,000
Shulaly Family Foundation	Manufacturing Race Proceeds	All	\$ 5,000	Scholarships/Other	501c3	Awarded	100%	\$ 6,228
Tampa Bay Works Bootcamp Sponsorships	Sponsorships (not a Grant)	Pinellas	\$ 20,000	Lealman Bootcamp	15-May-01	Awarded	100%	\$ 22,000
2			\$ 50,560					\$ 43,228

III. Financial Summary

ICTC Governing Board Meeting
March 30 2020

E. Grant Updates

ICTC & AmSkills Grant & Fundraising Tracking 2019.20									
Grants/Appropriations for ICTC Governing Board									
Name of Organization	Name of Grant	Applicable County	Amount Requested	Purpose	ICTC or 501c3	Status	Projected Success Rating	Amount Awarded	
Career Source Pasco Hernando	Youth & Adult Apprenticeship Scholarships & Recruitment	Pasco/Hernando	\$ 100,000	Youth & Adul Pre-Apprenticeship Scholarships & Recruitment	ICTC	Awarded	100%	\$ 43,000	
Pasco County Government	Pasco County Economic Growth	Pasco	\$ 150,000	Operations & Programs	ICTC	Awarded	100%	\$ 150,000	
Pinellas County Government	Pinellas County Economic Development	Pinellas	\$ 50,000	Operations & Programs	ICTC	Awarded	100%	\$ 50,000	
ARM Institute - Advanced Robotics for Mfg (FY18.19 & FY19.20)	Project Call # ARM-EWD-18-01 for Workforce Development Projects	Pinellas/Pasco/Hernando	\$ 250,000	Mobile Workshop, Veterans & Lealman	501c3	Awarded	100%	\$ 250,000	
Gene HAAS Foundation 2019	Scholarships & NIMS Credentialing	Pinellas/Pasco/Hernando	\$ 10,000	NIMS Testing & Scholarships	501c3	Awarded	100%	\$ 10,000	
Florida Dept of Education	Pathway Career Opportunities Grant	Pasco/Pinellas	\$ 618,962	Pre-Apprenticeship & Apprenticeship Programs	ICTC	Awarded	100%	\$ 559,203	
FDEO - Career Source Pasco Hernando 2019	CSF Apprenticeship Expansion	Pasco/Hernando	\$ 150,000	Recruitment and Placement of a minimum of 30 Registered Apprentices or Pre-Apprentices	ICTC	Awarded	100%	\$ 125,000	
Career Source Pasco Hernando	Youth & Adult Apprenticeship Scholarships & Recruitment	Pasco/Hernando	\$ 20,000	Youth & Adul Pre-Apprenticeship Scholarships & Recruitment	ICTC	Awarded	100%	\$ 20,000	
8			\$ 1,348,962					\$ 1,207,203	
Grants/Donations by AmSkills Foundation, inc. (501c3 Non-Profit)									
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Duke Energy (FY19.20)	Community Grant	Pasco/Hernando	\$ 25,560	Recruit Engineering Students, Women, Minorities into Pre-Apprenticeship Program	501c3	Awarded	100%	\$ 15,000	
Shulaly Family Foundation	Manufacturing Race Proceeds	All	\$ 5,000	Scholarships/Other	501c3	Awarded	100%	\$ 6,228	
Tampa Bay Works Bootcamp Sponsorships	Sponsorships (not a Grant)	Pinellas	\$ 20,000	Lealman Bootcamp	15-May-01	Awarded	100%	\$ 22,000	
2			\$ 50,560					\$ 43,228	

\$ 1,250,431

III. Financial Summary

E. Grant Updates – Submitted & Pending

- United Way of Suncoast
 - 1) Northeast High School Support - \$75,000
 - 2) Lealman Training Center - \$150,000
 - 3) Workshops & Bootcamps - \$120,000
- City of St. Petersburg - \$428,000
 - 1) Bootcamps
 - 2) Basic Training
- Community Foun. of Tampa Bay - \$25,000
 - 1) Bootcamp
- Rays Community Foundation - \$5,000
 - 1) Northeast High School Support

\$803,000
Pending
Grants

- In Process of Applying
 - 1) Pasco CDBG - Building
 - 2) Federal Economic Development Admin. - Building
 - 3) FDEO – High School programs (NEHS & Anclote)

III. Financial Summary

F. Center State Bank Statement

- 1) Initially for ARM Grant
 - 2) Converted to FDOE Grant
- Cover Down Payment on
Mechatronics Equipment



CenterState Bank of Florida
PO Box 9602
Winter Haven FL 33883
Telephone: 855-863-2265
24 Hour Inquiry: 888-292-7005
Internet: www.centerstatebank.com

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ICTC GOVERNING BOARD
DBA AMSKILLS
7825 CAMPUS DR BLDG 6
NEW PORT RICHEY FL 34653-1211

Account Number: 25451808
Statement Date: 3/01/20
Checks/Items Enclosed: 0

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SUMMARY OF ALL ACCOUNTS

CHECKING 75.00

COMMUNITY FIRST CHECKING ICTC GOVERNING BOARD Acct 25451808
DBA AMSKILLS

Beginning Balance	2/01/20	100.00
Deposits / Misc Credits	1	140,464.20
Withdrawals / Misc Debits	2	140,489.20
** Ending Balance	2/29/20	75.00 **
Service Charge		.00
Minimum Balance		75

DEPOSITS AND OTHER CREDITS

Date	Deposits	Withdrawals	Activity Description
2/24	140,464.20		Credit Memo from LOC #402271479

MISCELLANEOUS DEBITS

Date	Deposits	Withdrawals	Activity Description
2/28		25.00	SERVICE CHARGE FOR WIRE TRANSFER-01495
2/28		140,464.20	WT DR D C JAEGER CORPORATION-01495

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
2/24	140,564.20	2/28	75.00		

Pre-Apprenticeship

- Pinellas County
 - Northeast High School
 - Manufacturing Academy
 - Funded Since 2018



NEHS 2019-2020 Shadowing update

Academy	LY Count	TY Count	% Changed
AOF	92	114	24%
AOIT	53	53	NC
CUINARV	51	38	-25%
AUTO/MFR	13	24	83%
TOTALS	209	229	5.2

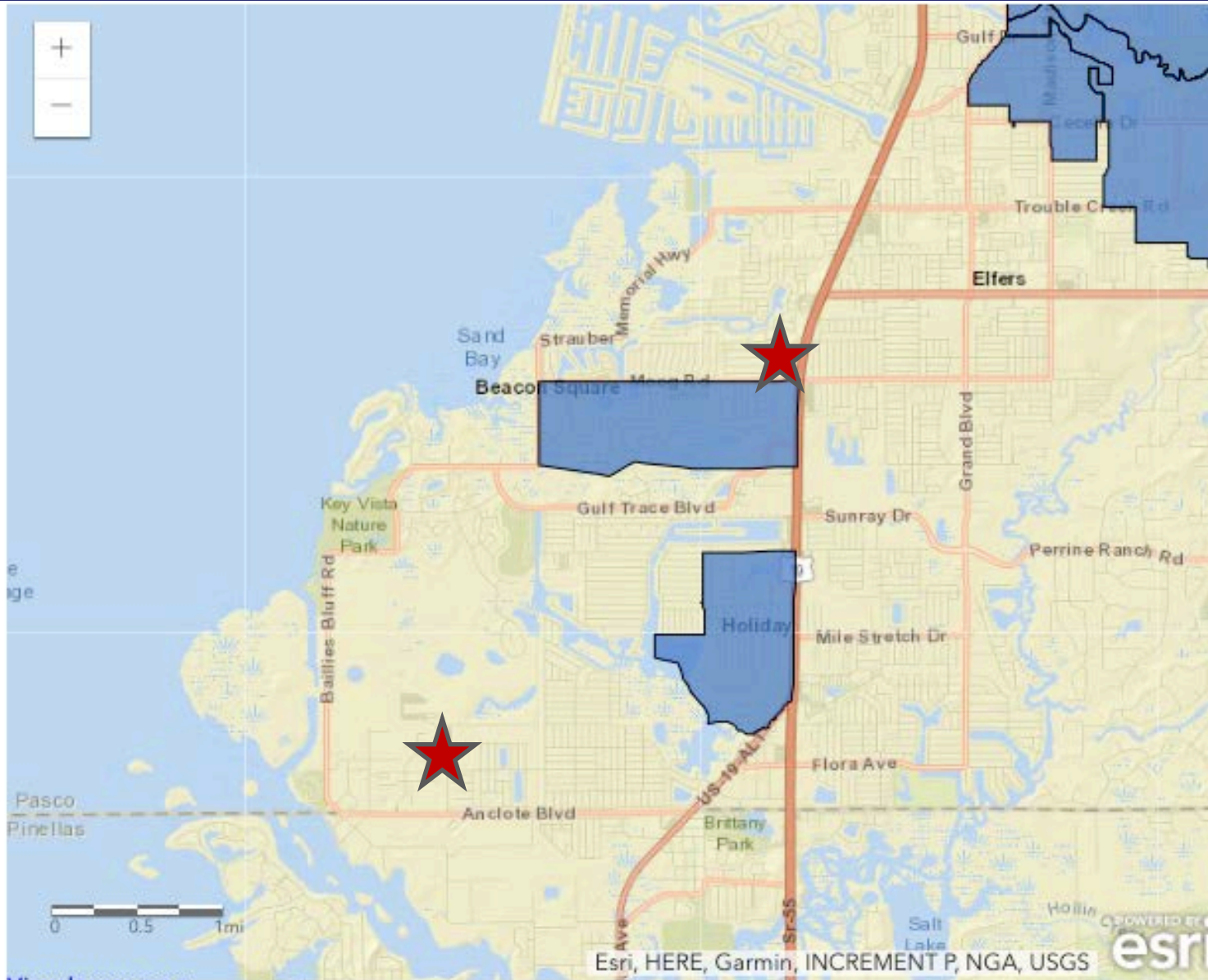


Lealman

- County Support for Bootcamp
 - Marketing in Lobby
 - Street Signs
- Interested in More Bootcamps
- Basic Training & Pre-Apprenticeship



IV. County & Program Updates - Pasco

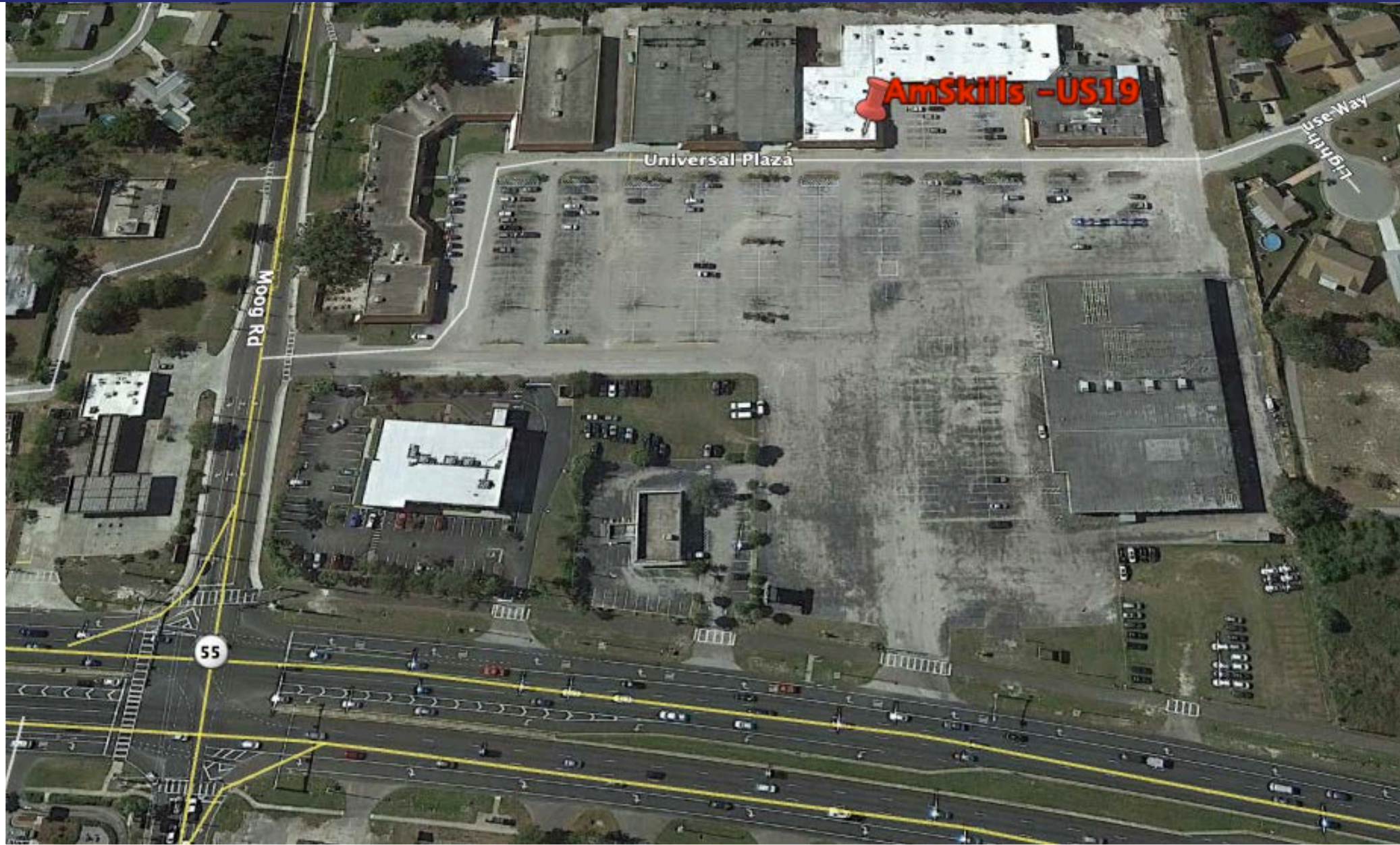


[View larger map](#)



Potential AmSkills Training Center Location

Northwest Corner of US 19 North and Moog Road
Adjacent to Opportunity Zone





- 2-3 Year Lease, Retail Mall with Bus Stop
- Low-Income Community
- Pasco County Economic Redevelopment Project (Econ. Dev. Admin.)
 - Build Complex AmSkills, Career Source, Other Community Based Org's, Pasco County Schools Adult Education GED Program



Anclore High School

- Creating 1st Manufacturing Academy, Fall 2020
- 3.5 Miles from Proposed Neighborhood Training Center

TAMPA BAY PARTNERSHIP

TAMPA BAY WORKS
TALENT PIPELINE MANAGEMENT®

Manufacturing Collaborative

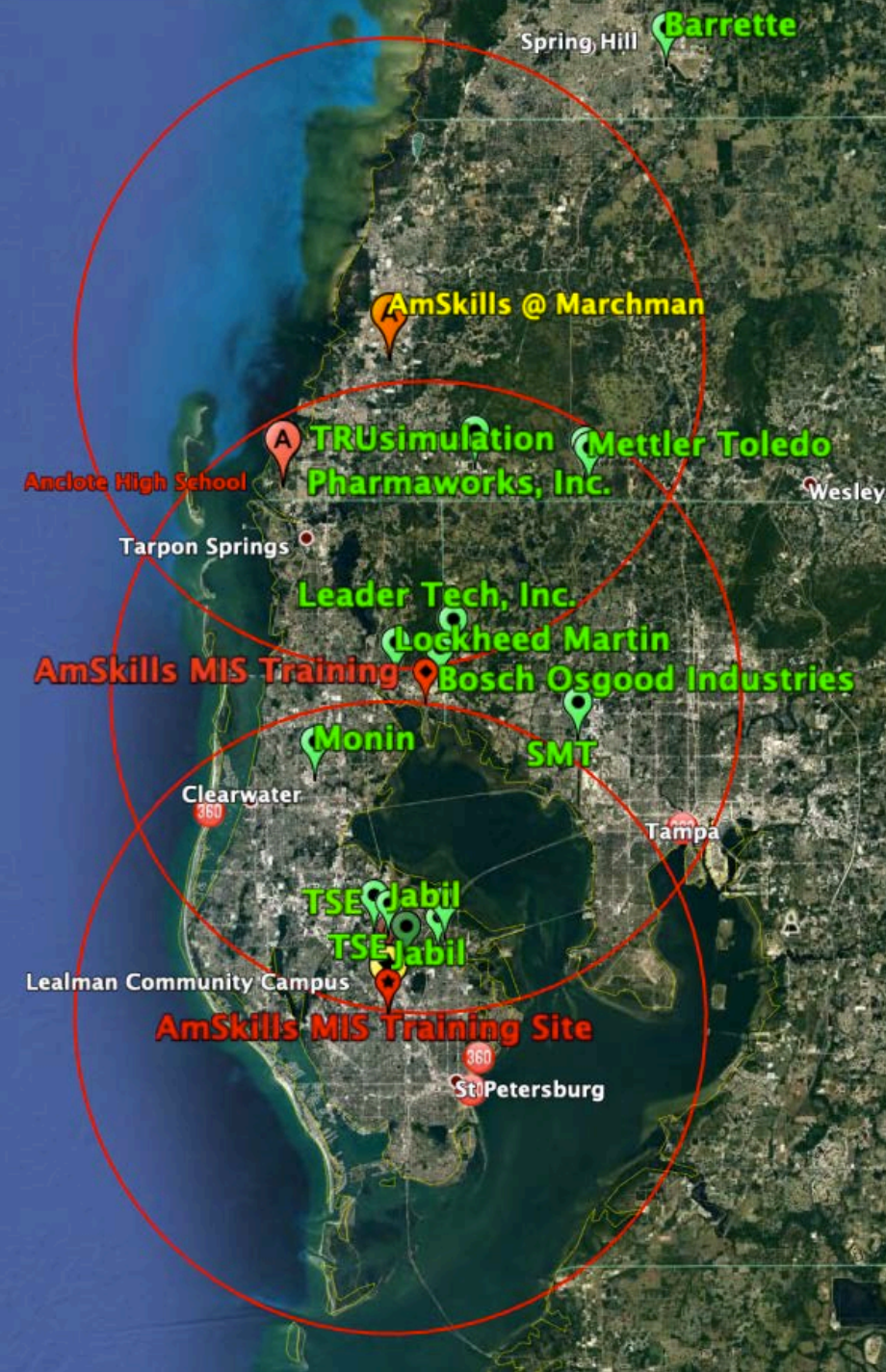
TAMPA BAY
WORKS

**MANUFACTURING
COLLABORATIVE**

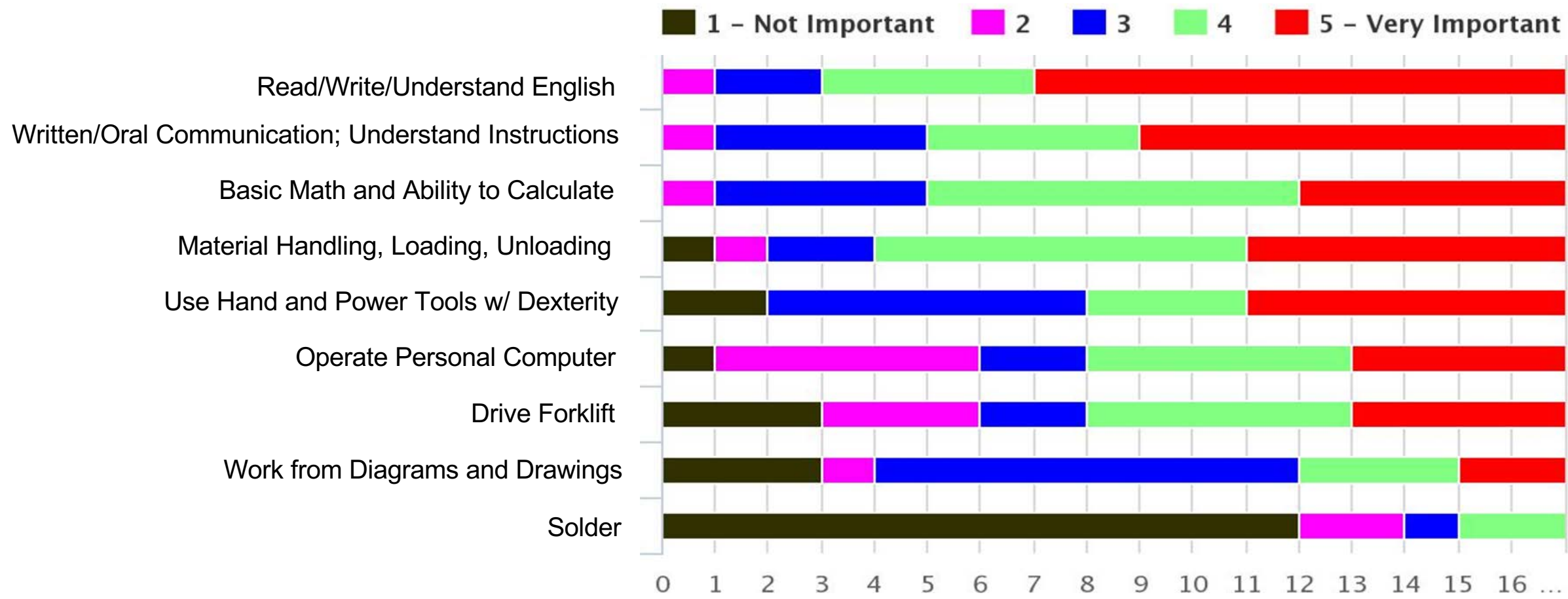
18 Manufacturers

**Hernando
Hillsborough
Pasco
Pinellas**

3,200+ Employees

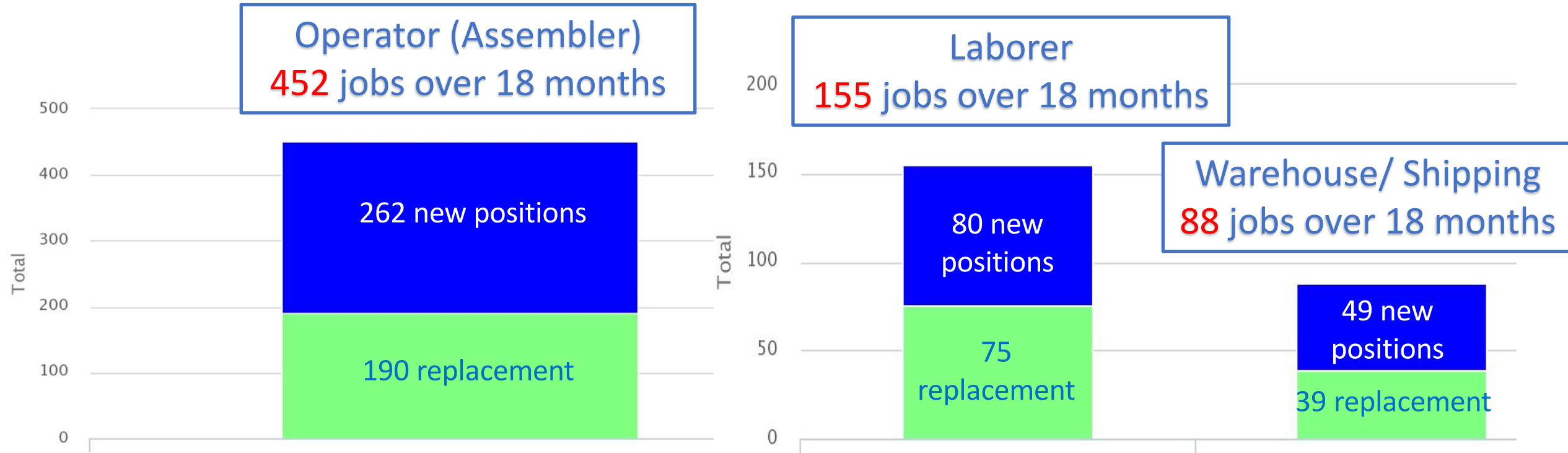


COMPETENCY SKILLS: WAREHOUSE/ LABORER



DEMAND

695 Jobs Over the Next 18 Months

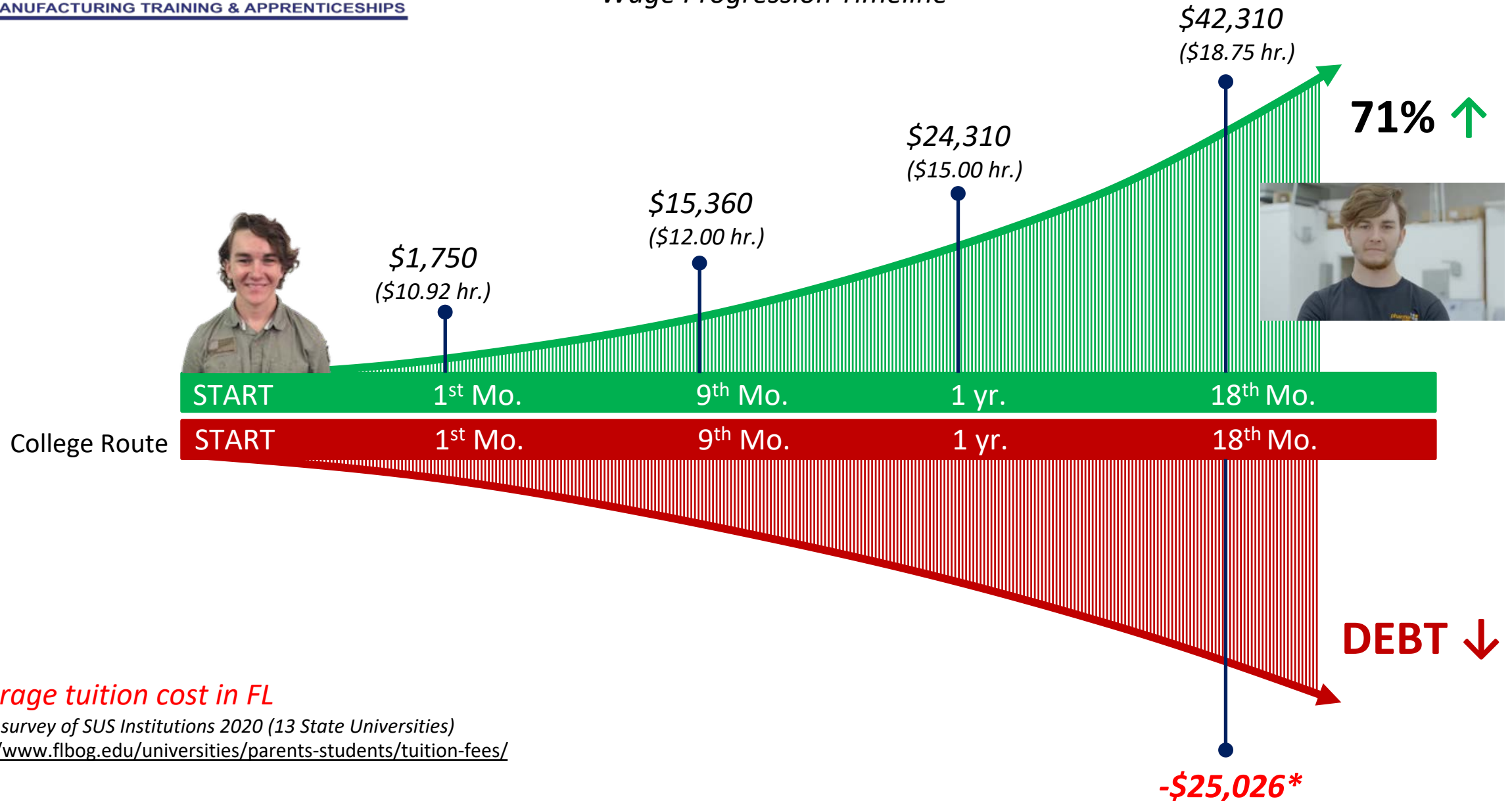


A-B-C Packaging Machine Welcomes Three AmSkills Apprentices





Apprenticeship Vs. College Wage Progression Timeline





CONGRATULATIONS NIKKI!

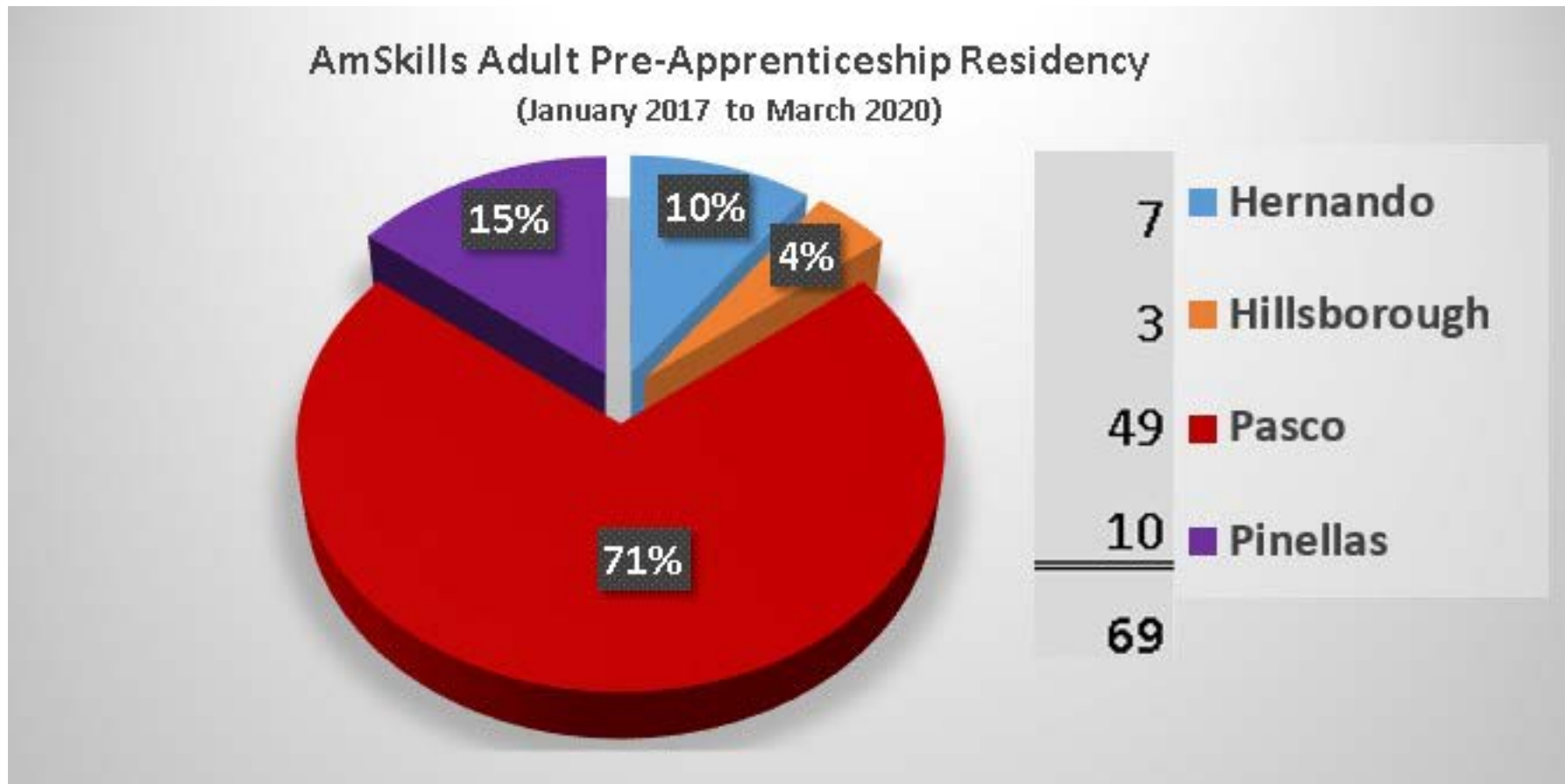
**1-Year
Anniversary
Employed at**

TRU SIMULATION
+ TRAINING
A Textron Company



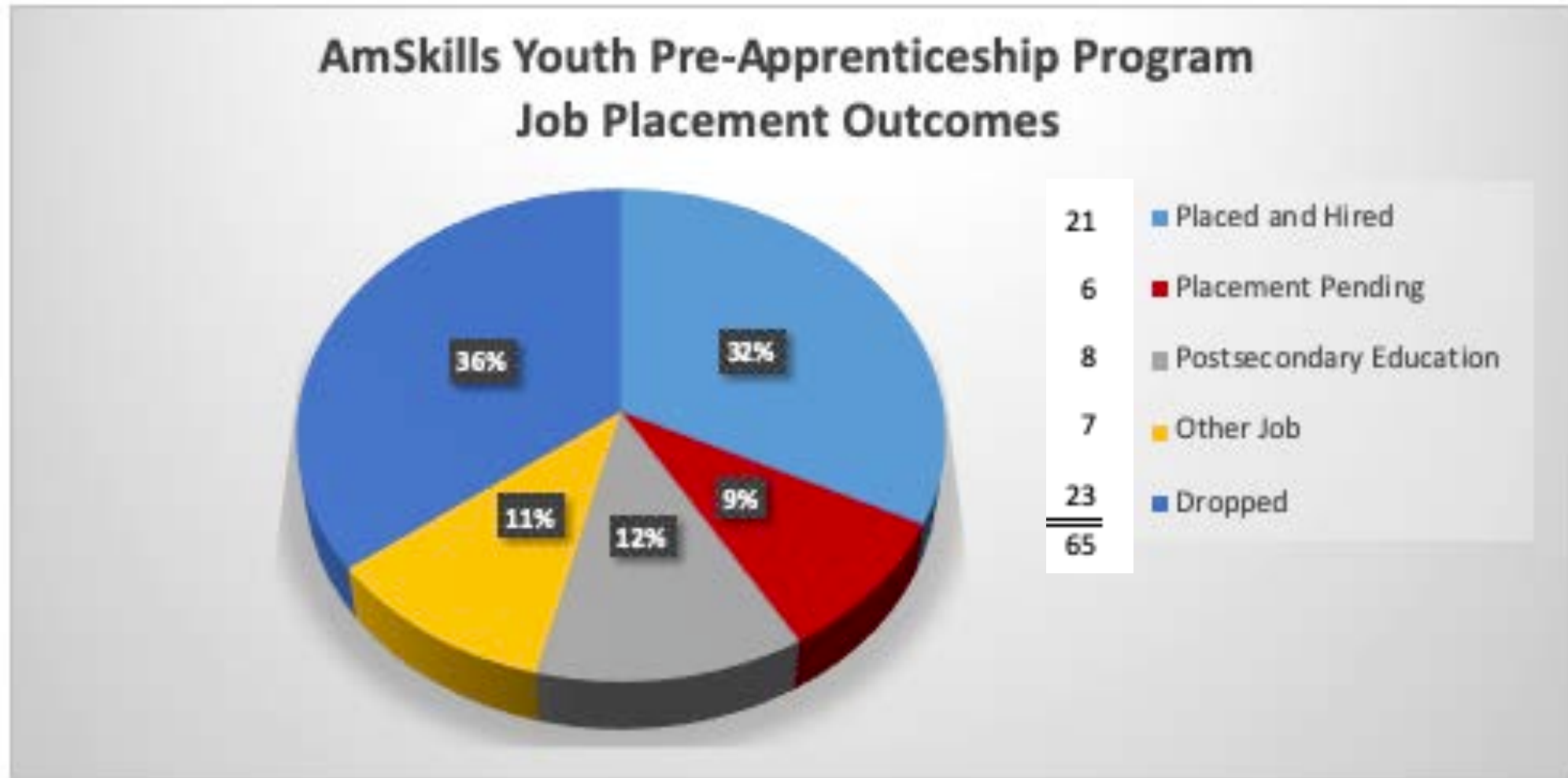
IV. Governing Board Review, Discussions

A. 1) County & Program Updates – Pinellas County: Northeast High School



IV. Governing Board Review, Discussions

A. 1) County & Program Updates – Pinellas County: Northeast High School



T A M P A B A Y PARTNERSHIP

TAMPA BAY WORKS
TALENT PIPELINE MANAGEMENT®

Manufacturing Collaborative



MANUFACTURING COLLABORATIVE

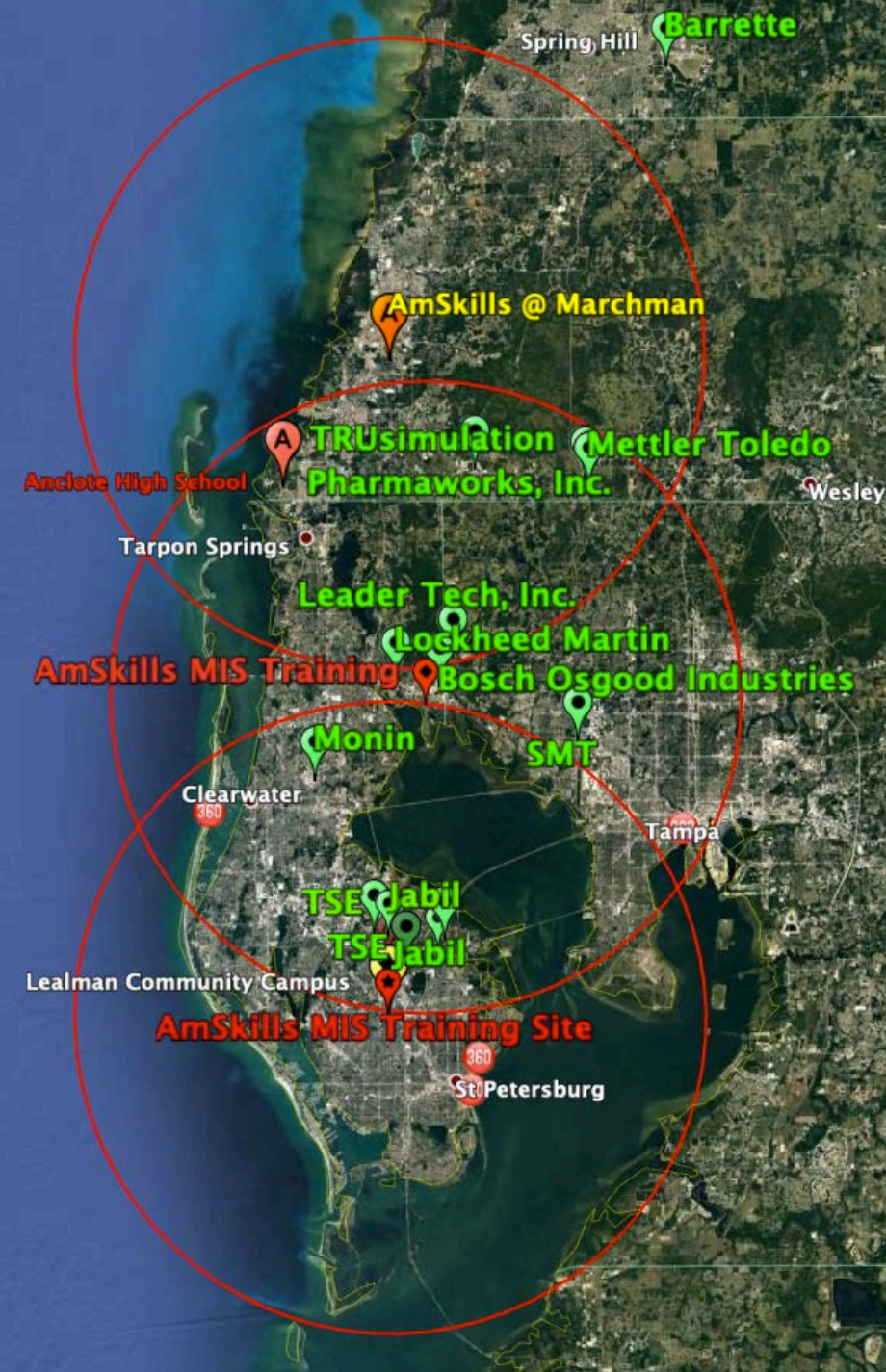
18 Manufacturers+

Hernando

Hillsborough

Pasco

Pinellas



CAREER DISCOVERY WORKSHOP & MANUFACTURING TRAINING BOOTCAMP

Start a Great CAREER in 2020 (with our help)!
NO EXPERIENCE NEEDED



LIMITED SEATS AVAILABLE! REGISTER NOW

Career Discovery Workshop: January 18th – 8^{am} to 4^{pm}

Manufacturing Training Bootcamp: Jan. 27th thru Feb 7th - 8^{am} to 4^{pm}

AmSkills Innovation Station

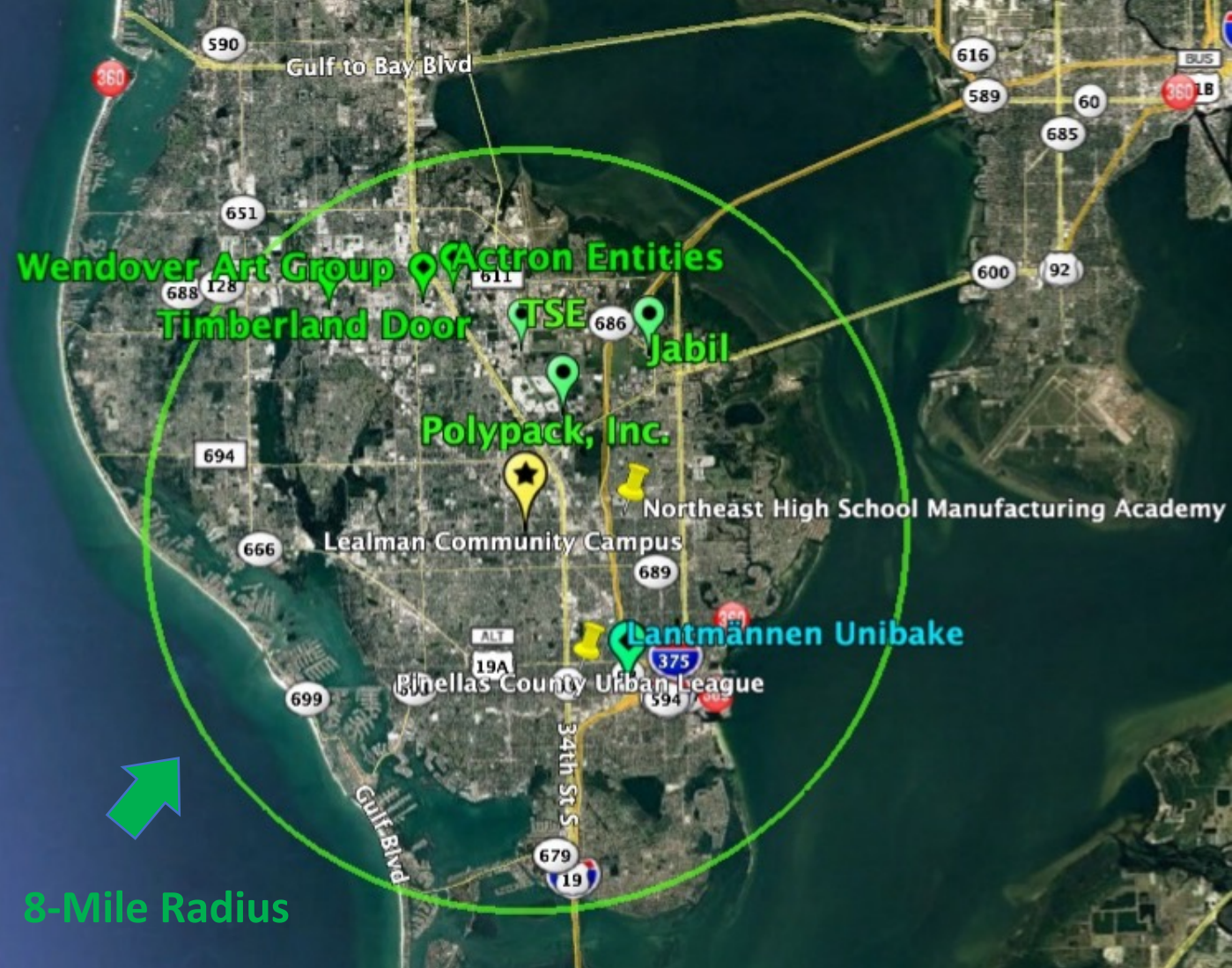
Mobile Workshop with LED Display

Recruitment, Workshops & Bootcamps



1-Day Production Workshop & 2-Week Bootcamp Location 8 Manufacturers

40 to 50
Openings
Early 2020



WORKSHOP/ BOOTCAMP DISCUSSION: THANK YOU SPONSORS!

JABIL



LOCKHEED MARTIN



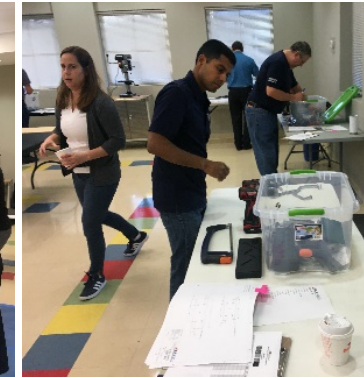
MONIN[®]

poly
pack

WENDOVERARTGROUP

PowerKleen[®]
Quality Chemicals • Superior Service

WORKSHOP REVIEW: SET-UP & REGISTRATION



8 Mfr's

24 Volunteers

23 Candidates

Bootcamp Review: Fast-Track Interviews by 6 Manufacturers



Bootcamp Review: Certificates & \$100 Stipend



Hiring Update



Jabil



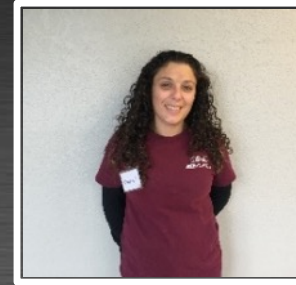
Jabil



TSE



TSE



AVAILABLE



AVAILABLE



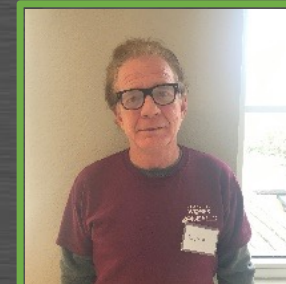
AVAILABLE



Monin



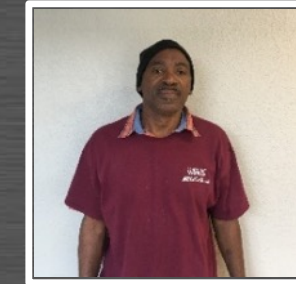
Cassis Foods



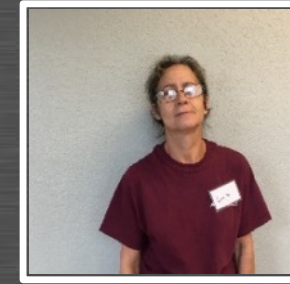
TSE



TSE



AVAILABLE



AVAILABLE



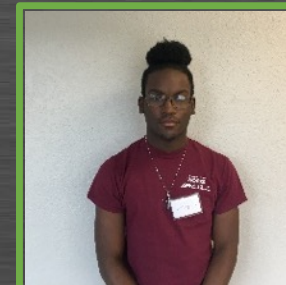
April



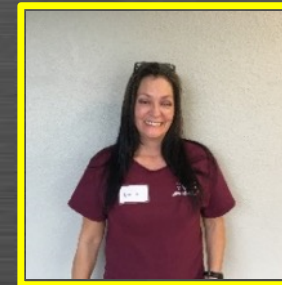
Wendover Art



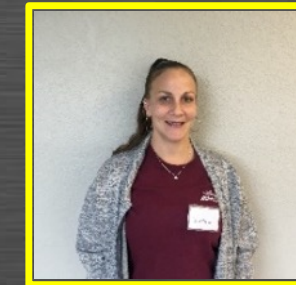
TSE



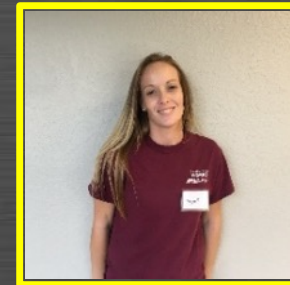
TSE



April



April



April



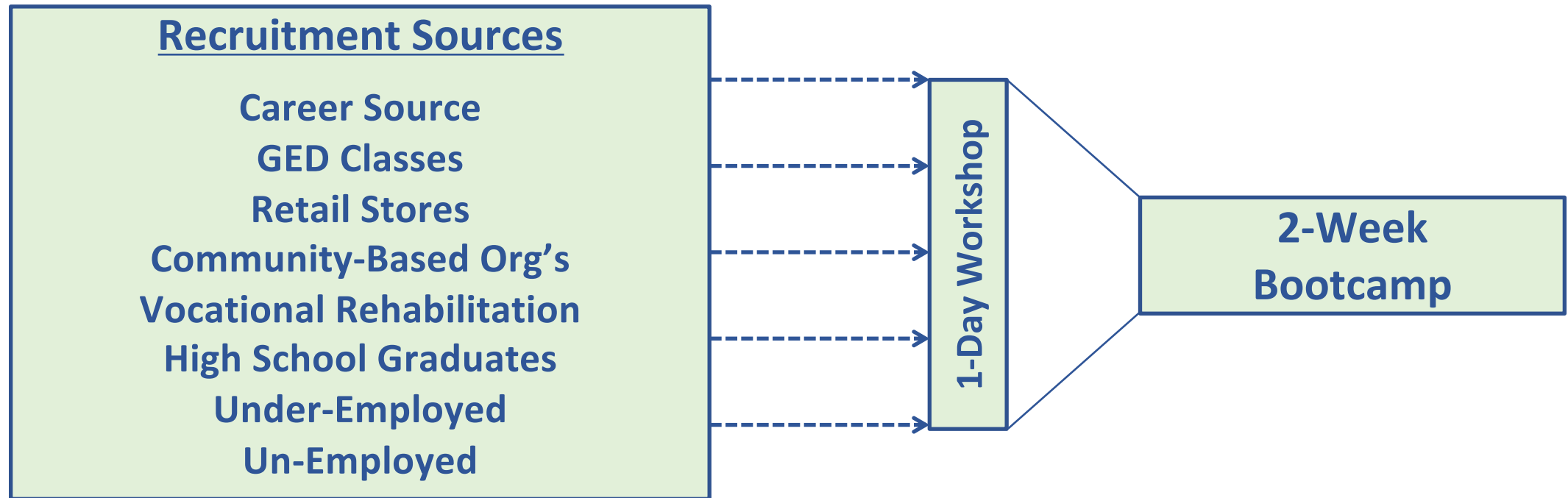
April

Manufacturing Bootcamp



Manufacturing Talent Pipeline Model

Recruitment Stage





Manufacturing Talent Pipeline Model



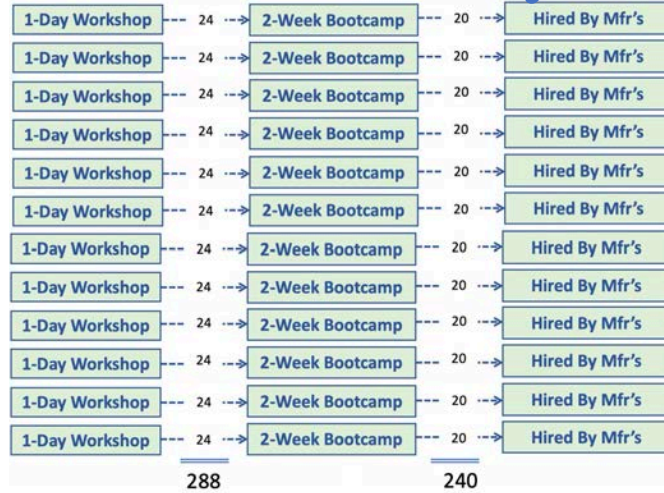
288

240

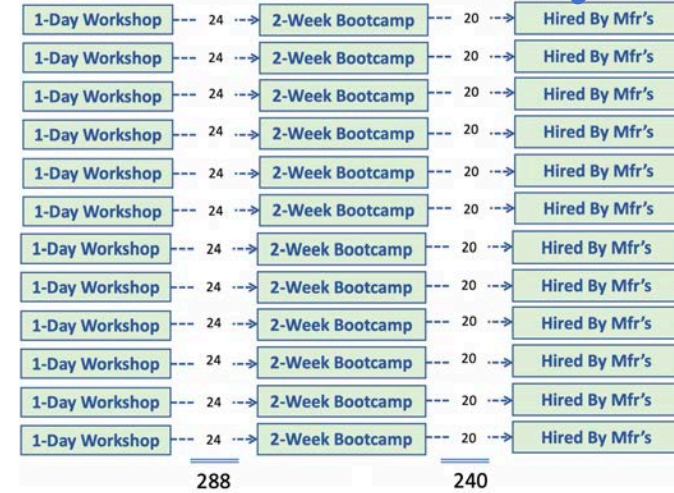


Manufacturing Talent Pipeline Model

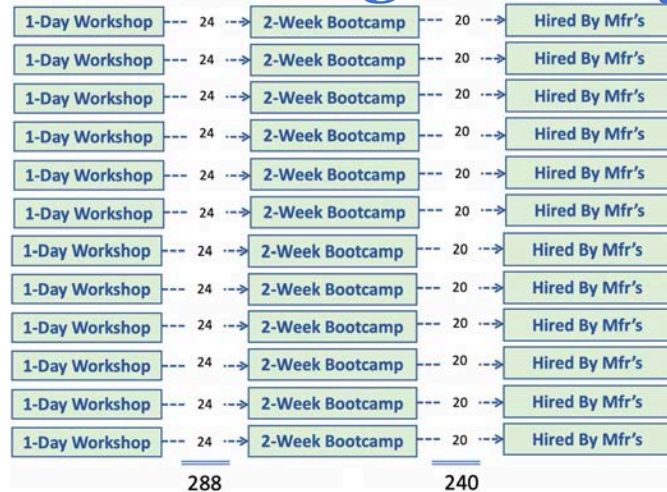
Pasco County



Pinellas County



Hillsborough County

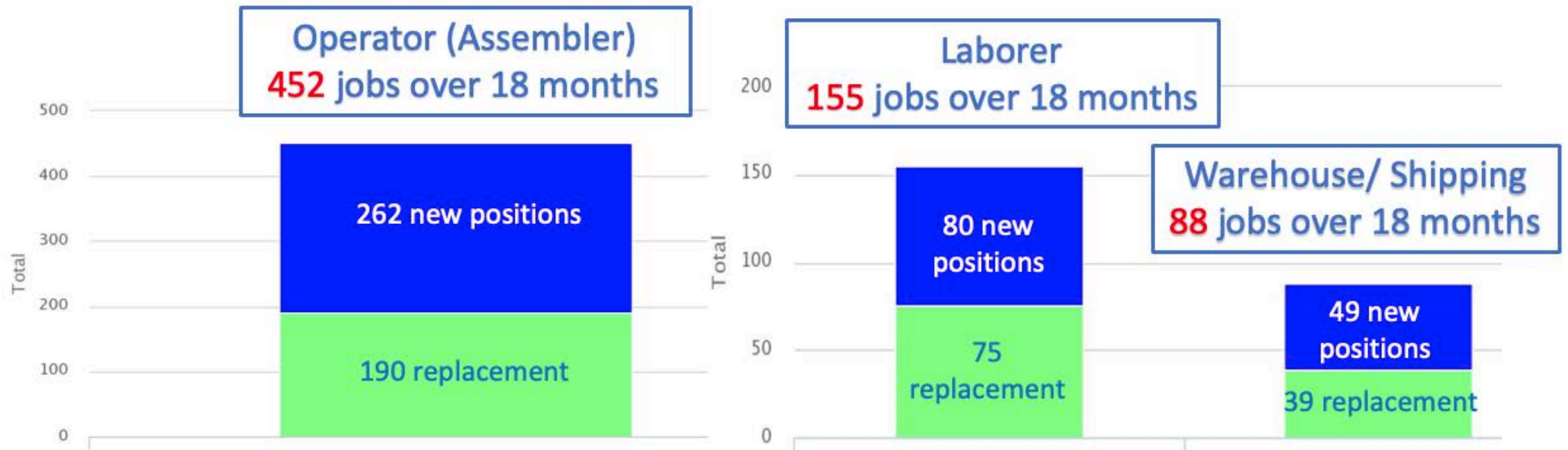


Hernando County



Manufacturing Bootcamp Capacity Supply vs Demand @ 12 Bootcamps per Year

DEMAND





Manufacturing Bootcamp Capacity

Pinellas County

1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
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288 240

Pasco County

1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
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1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
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1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's

288 240

Hillsborough County

1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
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288 240

Hernando County

1-Day Workshop	24	2-Week Bootcamp	20	Hired By Mfr's
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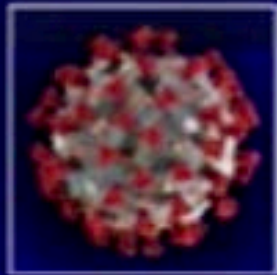
144 120



840

New Hires
Annually
(Tampa Bay)

TAMPA BAY
WORKS



LESSONS GOING FORWARD

**COMPLETELY END
RELIANCE ON
CHINESE
MANUFACTURING**

Bootcamp – Job Placement – Coaching – Upskilled Training – Apprenticeship



Alternative Industries Can Be Developed (i.e. Construction, Medical, etc.)

Board Resolutions & Actions

ICTC Governing Board

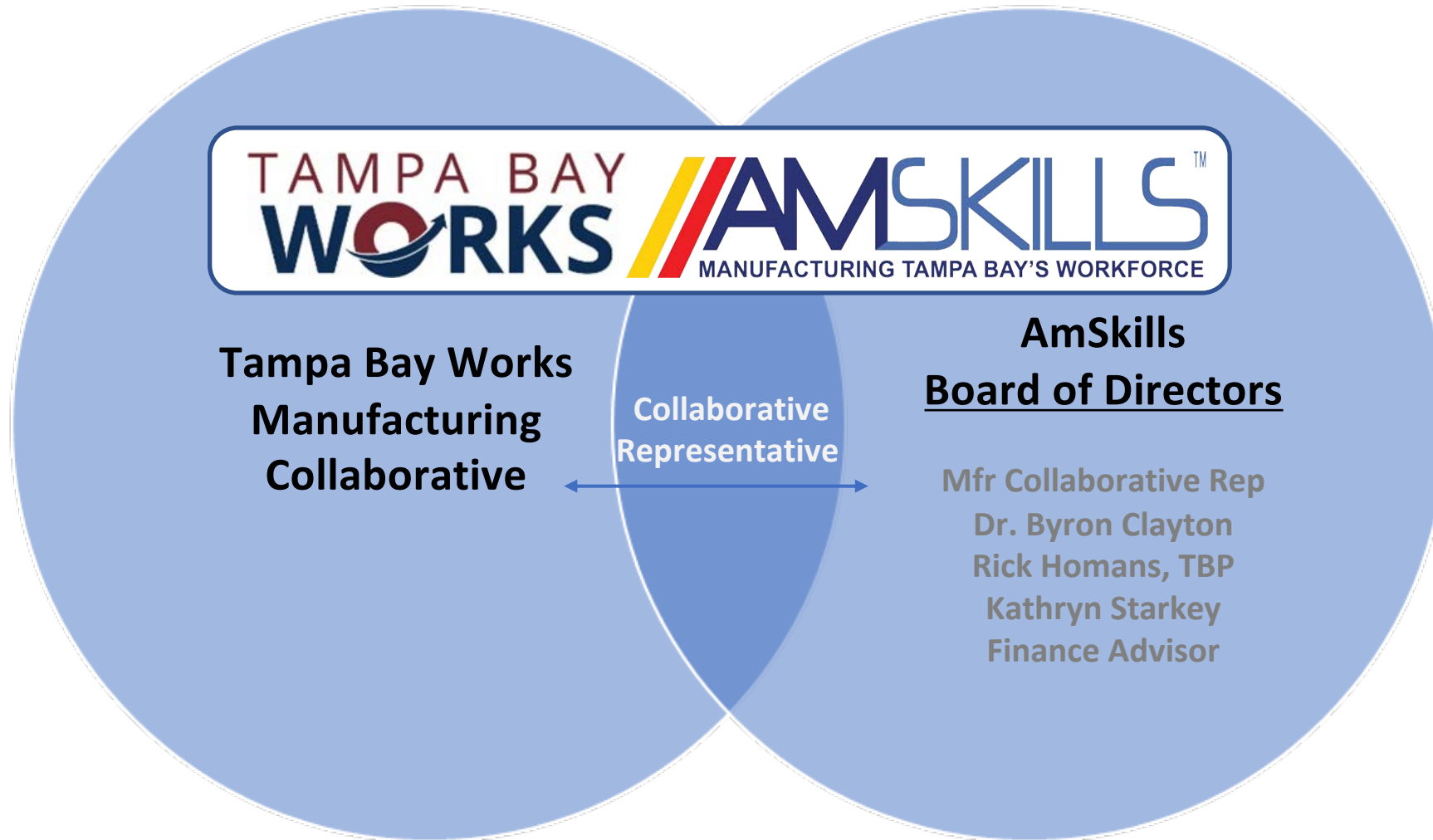
ICTC Resolution 2020.102

Authorize Executive Transition Team

Authorize Executive Committee to Oversee ICTC Close-Out

Tampa Bay Manufacturing Employer-Led Collaborative

Tampa Bay Works & AmSkills





Manufacturing Tampa Bay's Workforce