

Questions	KANSAS CITY, KANSAS ***** See phone call notes at bottom	WESTERN KANSAS	LINCOLN NEBRASKA AREA	MINNESOTA (AROUND MINNEAPOLIS AREA)	NORTHWEST INDIANA ***** See phone call notes at bottom
What state are you with?	Kansas	Kansas	NE	Minnesota –  NOTE here on wording.  Joint Powers board = CEO Board.  CEO=Chief Executive (an actual leadership role not the board)	Indiana
What region within your state? (If you know it, what is population of your region?)	Kansas City area (3 counties on KS side of metro)  KC Metro region population 2.1 million	Area 1 – 62 counties in Western Kansas Population – 599.777	Southeast Region and the Greater Lincoln Workforce Development Area	Region 3—13 County Region  Population: just under 800,000	Northwest Indiana 850,000 people
Closest estimate of your Title 1 funds for region.		1.5M	I only know the Greater Lincoln WIOA local area funds which total approx. \$892,749 for PY 2017	\$2.4 million for WIOA funding only  Total regional funding, which includes Federal, State, and competitive grant funding/unrestrictive funds totals about \$12 million	\$7,800,000
Does Title 2, 3 or 4 cover any of the costs of the one-stop operator, fiscal agent costs, or board support costs? If yes, could you share more about how this works.	No.  Through recent MOU work however we have credited our ABE providers and WP with	No – we have cost sharing agreements for rent, utilities, etc. where we are co-located.	Through the MOU funding agreements, partners share in a portion of the OSO cost. This item was negotiated as a shared cost for the period of 10-01- 2017 through 06-30-	NONE of these partners pay any costs covered here.	Title 2 does based on co- location of adult education programs

	certain in-kind services that are applied to some of the one-stop operator costs (salaries) under "other shared costs."		2018. There is no sharing of fiscal agent or board support costs.		
Anything else we should know about your region?	We have been using a for-profit one-stop operator for many, many years, who also delivers Title I services in our area. Until this year, the only local area in KS that had a separate contractor for One-Stop and Title I services.	We have 6 comprehensive One-Stops with co-locations – 4 itinerate locations where only Title IB exists – Title 3 does not support those offices at all.	City General Fund allocations contribute to administrative requirements. For example, my salary/fringe is paid out of WIOA and City General Fund.	Region 3 is made up of two LWDA's, #5 (11 counties) and #17 (2 counties); they are aligned well with the same sectors and core partners. There are 7 One-Stops, and 5 affiliate sites in the Region	
<b>Board Support</b>					
How many FTEs support your board?	8.5 (See note at bottom from phone call.)  1 – Exec Dir, 1 – CFO, 1- Exec Admin, 1- Dir of System Performance, 3 in Business Services (our contractor no longer is primary deliverer of Biz services although they support), 1.5 - IT	1.5	1.0	Regional Board has 10 voting members; business-led LWDB #5 has 21 members: Joint Powers Board has 11 County Commissioners	Yes
Do you have a job description for your board support? Could you attach it?	I don't understand the question. We have board staff and each have their own job description.	Yes please see attached	I will attach my resume which summarizes duties	We have job descriptions for all board members; the CEO is board support and X-officio to the board (the job description is old—but I will send it)	Yes. The Board issued a competitive proposal to secure board support, one stop operator support, service delivery and fiscal agent.

What (estimate) is the board support salary?	Annual salaries for 8.5 FTEs is approx.. \$550,000	\$50K estimated	\$54.675 per hour	Carla, I will send this to you in another email.	
Anything else we should know about your region's board support?			1.0 FTE is not enough		
<b>Fiscal Agent</b>					
Is your board incorporated or a non-profit?	Non-profit 501(c)(3)	Non-profit	Local govt	Non-Profit 501 (c)(3)	
Does your board use a fiscal agent to administer funds, provide payroll services for board staff, manage one-stop operator funds, etc?	Yes – to administer funds, provide payroll services, complete/file Form 990. They do not manage our one-stop operator's funds.	Fiscal Agent	City Finance Department	Yes! The non-profit is the fiscal agent set up by the Joint Powers Board. It is the fiscal agent, administrative entity, and oversees the OSO. Until WIOA changed its status, the non-profit was also the OSO.	
If they do use a fiscal agent, do you know what the agreement is for covering costs for the fiscal agent? Is it a % of total funds managed or a flat fee? And what does that look like.	Flat fee. Approx. \$26,400 annually	Approximately \$50k	There is 1.0 FTE within the Finance Department charged to WIOA	The fiscal agent cannot take out over 10% administrative costs. The 10% admin cost covers all programs and grant funding. So we use a "formula cost pool", which covers the CEO, HR, Finance Director, and LWDB	
Anything else we should know about your region's fiscal agent?		No	This is the local area fiscal agent, not the region's fiscal agent	In 2001, the CEO cancelled all service contract and hired staff and trained them to better service clients, and business. We have met our performance standards since this time.	
<b>One Stop Operator</b>					
Does your region have a one-stop operator in place? If no, could you share why/barriers you've encountered.	Yes – been in place for years. Serves as one-stop and Title I provider of services.	Consortium – we have had 3 RFPs – 2 we did not have any response to. State would not approve sole source. We had a	Yes, selection of a local area OSO was made through an RFP process.	Our First OSO RFP Responder did not get approved, due to lack of information. We just approved the second round and have a	Yes

	Must be careful to specifically outline board functions v. functions of the contractor.	3 <sup>rd</sup> party conduct a third RFP – just was awarded going through sole source request and contracts now.		consortium of partners. They are doing in-kind services for \$190,000 and will receive only \$6,000 from the board in cash for the work of the OSO. It is basic duties and they will provide services only in two comprehensive centers. The Region 3 Leadership and Planning Board oversees the OSO. We did this as a region, as we have the same One-stop core partners.	
If you do have an operator, who is it?	Dynamic Workforce Solutions	Consortium – WIOA Title IB, Adult Education, Carl Perkins and Vocational Rehabilitation	ResCare Workforce Services	A consortia of Title II—ABE, Title III—Wagner Peyser, and Title IV—VRS (we took out the Title I partner, because the CEO is staff to the board and has the Title I staff.	CWI
Could you share a description of what the one-stop operator's duties are per their agreement with the board?	It is a long laundry list since they also do Title I services for us – rather blended with our one-stop services.	In process now – the RFP is on our website at <a href="http://www.kansasworkforceone.org">www.kansasworkforceone.org</a>	I will attach something.	I will send you the RFP with the duties.	Provides coordination services for the region with all partners, MOU's, essentially what is described in the law. Also provides common technical assistance support as well as all IT/computer services for all the one stop offices and affiliate sites.
How much funding does the one-stop operator receive annual?	PY17 budget for one-stop and Title I A/DW is \$1,182,759 – and that includes carryover funds from prior year	In-kind	For this first nine month period, the amount is \$19,998.97	\$6,000	

Anything else we should know about the one-stop operator for your region?	They are a for-profit entity. We provide incentive bonus payments for exceeding certain goals. Those goals are revisited each year and set forth in separate addendum to the contract.	We are not center driven we are system-driven because of the size of our area, lack of co-location, etc.		Minnesota has used the "consortia model" successfully for decades, the RFP summarizes the work we have done together during all these years of service. All titles are co-located in the One Stops in MN. MN is far ahead in some areas than other states in the consortia model.	
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#### KANSAS CITY, Kansas

Called to talk about 8.5 FTE (\$550,000 staff costs) when have \$1.8M WIOA Title 1 Dollars. They have other grants and funding streams that these staff are also paid out of and cover. She also shared that part of the board staff funds come from programmatic funds as well. The board staff are also out in the community, promoting and working on the boards strategic plan, coordinating with businesses, making sure on target, etc. They feel some of that is programmatic work. Recently added 3 FT board staff members who spend about 90% of their time functioning as BSRs. They work with businesses, have pulse of local needs, make sure board is meeting those needs, etc.

#### Northwest Indiana

In 2005 Governor of Indiana decided to redo the districts and they went to a 2 region state....Indianapolis and balance of state. A lot of push back, frustration over this. In 2011 he said "fine, go back to what ever you want" So they did redo regions again. The governor said that there would be no formal/paid board support to save money. The state workforce dept ran the RFP processes for the 2 regions. Then title 1 staff 'staffed' the boards. She said they got a waiver for this. Remember this is back in the time of WIA.

The region I spoke with, shared that there are many different ways that regions are set up in Indiana. In some regions, the local board decided to take on doing Title 1 services, so they hired all the Title 1 staff and are the employer of record. In the area I spoke with, they were retained by the local board to continue providing Title 1 services, as well as OSO and Board Support. Her local board put out three RFPs for all three areas (Title 1, OSO, Board Support) and stated in the RFPs that they PREFER an entity who will bid on all three, and do all three services, as they feel it is more efficient/effective and better use of funds. So that is what her group did, and they were awarded all three. She said that the state came in and was a little nervous about this set up but in the end said it's fine because it was competitively procured. DOL was also in and reviewed the set up and said it was fine as well.