

# ECONOMIC DEVELOPMENT GRANT

Budget, Finance, and Economic Development Committee

*February 25, 2020*



**LEXINGTON**

# Presentation Outline

- ❑ Grant Background
- ❑ 2018 Grant Outcomes
- ❑ 2020 Grant Cycle
- ❑ 2020 Grant Recommendations
- ❑ Grant Timeline

## 2018 Grant Background

- ❑ \$300,000 for Economic Development Grant funding was authorized by the Lexington-Fayette Urban County Council in FY2018 and reauthorized in FY2019.
- ❑ Grant awards were made based on a total score. Score determined by review committee. Agencies determined how many people they could train and place into employment based on their funding request.
- ❑ Grant awards were approved by Lexington's Economic Development Investment Board and the Urban County Council.

## Background (continued)

- ❑ Agencies are required by the Purchase of Services Agreements to complete at least 75% of their stated placement goal.
- ❑ Agencies are required to submit quarterly performance reports and also comply with any on-site grant audit requests.

## 2018 Grant Partners

(July 1, 2018 - June 30, 2019)

1. Bluegrass Care Navigators (\$25,000) – **Certified Nursing Assistants**
2. Build Inclusion (\$20,000) – **Employment Transition Services for Youth with Disabilities**
3. Building Institute of Central Kentucky (\$26,000) – **Skilled Trades (HVAC, Plumbing, Electrical, Building Maintenance, Carpentry)**
4. Community Action Council (\$26,000) – **CDL, Child Development Associate Credential**
5. Community Ventures (\$17,500) – **Business Entrepreneurial Support for Women**
6. Jubilee Jobs & Lexington Rescue Mission (\$59,500) – **Job Placement Services for Population Re-entering Workforce**
7. Opportunity for Work & Learning (\$26,000) – **Certified Forklift Training & Customer Service Training**
8. The Plantory & Food Chain (\$55,000) – **Culinary Training**
9. Urban League of Lexington (\$22,500) – **Fiber Optic Installation Training**

## 2018 Grant Program (Outcomes)

(July 1, 2018 – June 30, 2019)

- ❑ A total of 182 placements occurred resulting in an average cost of \$1,648 per placement.
- ❑ A total of 391 individuals were enrolled in workforce training resulting in an average cost of \$767.00 per person.

## 2018 Grant Outcomes (continued)

### Wages

- ❑ Average wage = \$13.34
- ❑ Median wage = \$10.94
- ❑ Highest wage = \$30.00
- ❑ Lowest wage = \$7.25

### Sectors

*Hospitality (36%), Manufacturing (19%), Healthcare (12%), Skilled Trades (7%), Retail (7%),*

*Childcare (6%), Transportation (3%), Arts (2%), Business & Professional Services (2%),*

*Education (1%)*

## 2020 Grant Funding Cycle

- ❑ \$200,000 for Economic Development Grant funding was authorized by the Lexington-Fayette Urban County Council for FY2020.
- ❑ Grant awards will be made based on a scoring committee's score. Applicants can choose between 2 types of grant funding programming:
  - a) Number of citizens trained and placed into employment;
  - b) Number of citizens who attain a certification and/or licensure.



## Certification / License Model

*Certificates awarded must be in one of the following sectors:*

- Business & Information Technology
- Health Sciences
- Advanced Manufacturing
- Transportation & Logistics
- Construction & Skills Trades
- Other (other licenses/certificates may be considered by the scoring committee)

## Traditional Model

*Priorities for Populations Placed into Employment:*

- Employment Entry
- Employment Re-entry

## 2020 Grant Funding Cycle

- ❑ \$50,000 was maximum amount that could be requested this grant cycle (per individual application).
- ❑ **Funds for Grant Year 2 will be contingent on approval of the funds in the FY21 Lexington-Fayette Urban County Government (LFUCG) budget approval and contingent on each agency completing their respective grant outcomes and remaining in compliance with the terms of Purchase of Service Agreements.**

## 2020 Grant Funding Process

- ❑ Grant awards have been recommended by scoring committee to Lexington Economic Development Investment Board. Points were awarded to each application based on scoring criteria.
- ❑ Lexington Economic Development Investment Board will recommend funding to the full Urban County Council.
- ❑ Same process that has been followed in previous grant cycle.

## Scoring Committee Members

- ❑ Arthur Lucas (*Officer of Diversity & Inclusion, Office of the Chief Administrator*)
- ❑ Dale Morgan (*Finance & Investment Analyst, Office of Finance*)
- ❑ Elodie Dickinson (*Director of Business & Workforce Engagement, Office of the Chief Development Officer*)
- ❑ Hilary Angelucci (*Research Analyst, LFUCG Urban County Council*)
- ❑ Jenifer Wuorenmaa (*Senior Administrative Officer, Office of the Chief Administrator*)
- ❑ Quin Welch (*Aide to the Mayor, Office of the Mayor*)

# Scoring Criteria

## Certification / License Model

- Workforce Need
- Program Impact
- Budget
- Performance Measurement
- Evidence of Success
- Funding

## Employment Entry / Re-entry

- Priority Group
- Program Impact
- Budget
- Performance Measurement
- Evidence of Success
- Funding

## Scoring Notes

- ☐ A total of fourteen (14) agencies applied for funding.
- ☐ A total of fourteen (14) applications were submitted last grant cycle.
- ☐ A total of \$584,067 of funding was requested.
- ☐ A total of \$200,000 in funding is being recommended.
- ☐ Six (6) applicants had not applied previously for funding.
- ☐ A total of five (5) agencies are being recommended for funding.

# Grant Recommendations

## *(Licensure / Certification Applicants)*

Agency	Program Description	Amount
<b>Building Institute of Central Kentucky</b>	Provides classroom, lab training, and licensure for HVAC, plumbing, electric, carpentry, and property maintenance.	\$50,000
<b>Community Action Council</b>	Provides Commercial Driver's License (CDL), CDA (Child Development Associate) credential, and work readiness skills.	\$50,000

# Grant Recommendations

## *(Entry / Re-entry Applicants)*

Agency	Program Description	Amount
<b>Jubilee Jobs</b>	Provides 2-week, 7-step job readiness, job placement, and conflict resolution workshops.	\$40,000
<b>Lexington Rescue Mission</b>	Provides 14-week (2 hrs./wk.) <i>Jobs for Life</i> program that provides soft skills training, job search, resume writing, and job placement.	\$30,000
<b>Kentucky Refugee Ministries</b>	Provides a Rapid Employability Orientation (8 hrs./every 2 weeks) that includes work readiness, work culture orientation, workplace English skills, computer skills, and job placement.	\$30,000

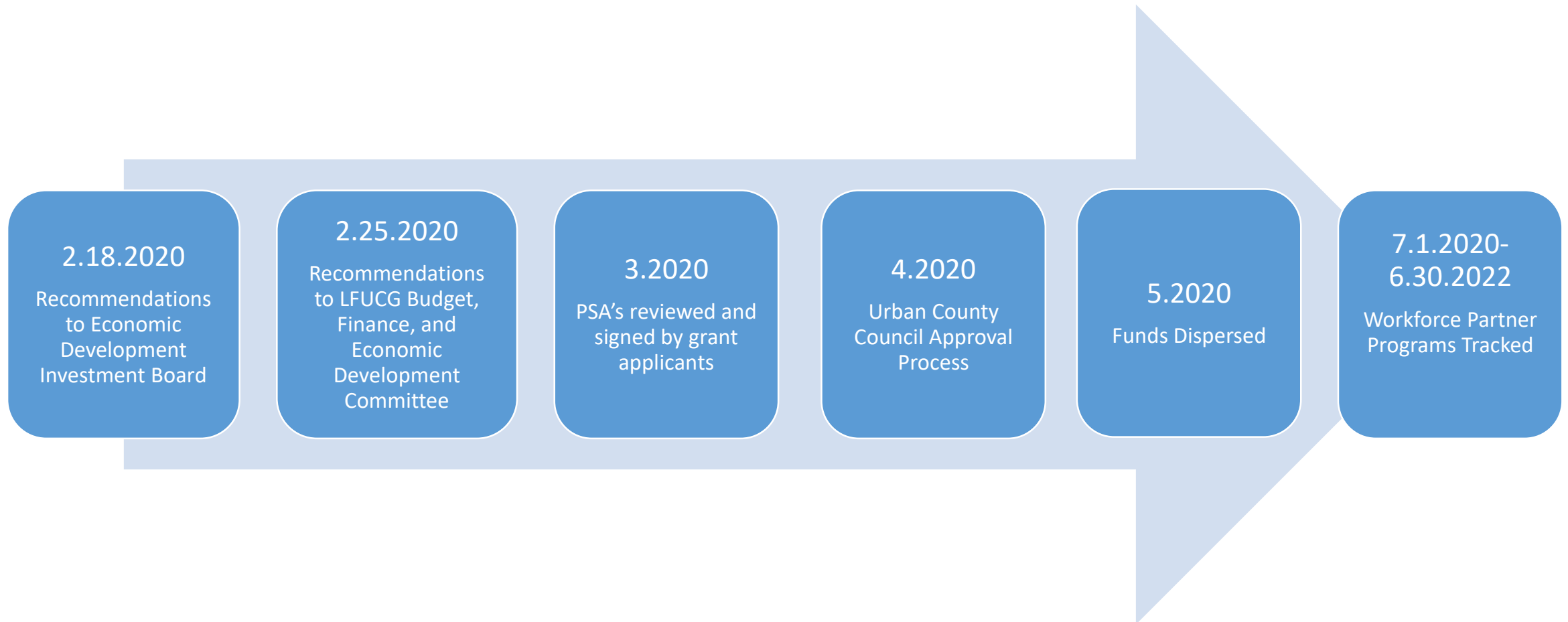


## Scoring Notes (continued)

### **For the \$200,000 allocated for this grant cycle:**

- ☐ A total of 594 grant participants are expected to be enrolled.
- ☐ A total of 402 grant participants are expected to be placed into employment or to attain a certificate/licensure from grant funds.
- ☐ The average cost per person enrolled is \$1,184.73.
- ☐ The average cost per person placed or attainment of certificate/licensure is \$3,967.20.

# Timeline



# Questions?