

**FY 2015 COMMUNITY DEVELOPMENT PROGRAM  
Staff Report**

<b>Project:</b> SOAR Duluth At Work SOAR Career Solutions				<b>Application Number:</b> 15-ED-01, page 31		
<b>Consolidated Plan Objective:</b> # 17b, Support Duluth at Work initiatives that help low-income people gain work skills, jobs and employment history that results in increased income and overall stability.						
<b>FY 2015 Goal:</b> 16 people		<b>Amount Requested:</b> \$128,000		<b>Performance Indicator:</b> Jobs		
<b>Previous Awards and Spending Rates (as of 3/31/14 in the 2013 CAPER):</b>						
	<b>Award</b>	<b>Expended</b>	<b>Balance</b>	<b>Goal</b>	<b>Actual</b>	(Verified) <b>%LMI</b>
<b>2013</b>	\$120,000	\$60,000	\$60,000*	15	17	100%
<b>2012</b>	\$112,000	\$71,305	\$40,695*	14	11	100%
<b>2011</b>	\$160,000	\$145,500	\$14,500*	20	22	100%

\*Three-year contract, per D@W model.

**1. Consolidated Plan Priority**

Con Plan Community Development Goals:

- Yes, this activity was identified in the 5-yr Consolidated Plan
- This will fulfill 16 jobs of the Consolidated Plan.

Priority Community Development Needs:

- High Priority

**2. Project Readiness**

Timely Completion/Expenditure of Funds:

- Ready to start and will have participants trained within the first year as required.
- 3 year cohort per the Duluth @ Work model.

Additional Actions Needed:

- Program is operating; Cohort will be ready to begin on April 1, 2015.

**3. Project Impact and Delivery**

Achievement of Expected Results:

- Applicant fully describes the need and program works to fully resolve the issues.
- Research by MN's Workforce Council states that 85% of all new jobs created require postsecondary education, while only 23% of SOAR participants have this education at intake; further substantiating the need for the program.
- Current skill trainings offered include carpentry, over-the-road truck driving, aircraft assembly, and aircraft maintenance, all of which train for occupations that MN DEED has identified as "Occupations in Demand" in the region.

Target Clientele:

- D@W Program requires 100% LMI participants. SOAR focuses on serving clients that face significant employment barriers.

Outcome Measurements:

- *Committee scored applicant 9.5 points at June Public Hearing*

Number of Persons/Households to Benefit:

- Program will serve 16 participants @ \$8,000/person (per D@W model).

Business/Operations Plan Approach:

- SOAR follows the D@W guiding principles and works with other D@W agencies to strengthen its programs.
- SOAR's effective training model has led to other agencies utilizing SOAR training and expertise to train their clients.

#### 4. Financial Considerations

Sufficiency and Leveraging of Resources:

- Secured leverage for the project is \$25,806, which is <1:1.
- Over \$1.3 million is anticipated in match over the program's three years.

Fiscal Support and Viability:

- Payment requests have been accurate and on time.
- There were no issues identified by city finance staff.

Project Budget Detail/Use of Funds

- Budget is well detailed. Staff Salary/benefits are majority of the expenses.

#### 5. Applicant Attributes

Project /Program Management Ability and Capacity:

- *Committee scored applicant 5.7points at June Public Hearing*

Past Performance/Experience:

- *Committee scored applicant 5 points at June Public Hearing*

Quality of Application:

- Applicant did a good job identifying the need and describing how they would help to meet that need, including tailoring training programs to current growth industries. Overall, the application explains the program and outcomes well.

#### **BONUS POINTS – 0 points**

No bonus points should be awarded for this project as there aren't documented cost savings from collaboration.