

**WIA TITLE I ADW PROGRAM SERVICES SECTOR-FOCUSED SATELLITE SITE  
CUMULATIVE PERFORMANCE AND FINANCIAL GOALS**

**SECTOR-FOCUSED SATELLITES FUNDED AT \$300,000**

| <b>Performance Measure per Site</b>        |  |              |           |                    |
|--|--|--------------|-----------|--------------------|
| <b>- WIA Common Measures</b>               |  | <b>Adult</b> | <b>DW</b> | <b>Total</b>       |
| 1  | Entered Employment Rate <sup>^</sup>                           | 55%          | 60%       | n/a                |
| 2  | Retention Rate <sup>^</sup>                                    | 67%          | 71.60%    | n/a                |
| 3  | Average Earnings <sup>*</sup>                                  | \$13,440     | \$15,875  | n/a                |
| <b>- WIB Priority Measures</b>             |  | <b>Adult</b> | <b>DW</b> | <b>Total</b>       |
| <b>- Welcome Function</b>                  |  |              |           |                    |
| 4  | WIA Enrollments <sup>**</sup>                                  | 229          | 158       | 387                |
| 5  | Percent of Enrollments from Priority Population                | 30%          | 30%       | 30%                |
| <b>- Skills Function</b>                   |  |              |           |                    |
| 6  | Training Expenditures <sup>***</sup>                           | n/a          | n/a       | TBD <sup>***</sup> |
| 7  | Training Expenditure in Priority Sectors <sup>****</sup>       | n/a          | n/a       | 80%                |
| <b>- Employment Function</b>               |  |              |           |                    |
| 8  | # Placements in Unsubsidized Employment <sup>*****</sup>       | 71           | 53        | 124                |
|  | Percent of Placements Specified Target Sector <sup>*****</sup> | 65%          | 65%       | 65%                |
| <b>- Partnership Building and Leverage</b> |  |              |           |                    |
| 9  | Leverage/ In-Kind Contribution (10%)                           | n/a          | n/a       | \$30,000           |

<sup>^</sup>State negotiated rates from PY 13-14. LA County is currently working with State to negotiate final EE and retention rates for PY 14-15.

<sup>\*</sup> State negotiated rates plus 5% buffer

<sup>\*\*</sup> Based on share of funding and 12,000 enrollment goal for system

<sup>\*\*\*</sup>Maximum training expenditure per participant = \$7,500. Contractors will be expected to refer and process enough participants to spend all training dollars allocated to them. These allocations have not yet been finalized.

<sup>\*\*\*\*</sup>50% for AJCCs, AJCCs + Satellites, and Vet Satellite, 80% for sector satellite, resulting in 4% buffer to achieve local policy goal of 50%

<sup>\*\*\*\*\*</sup>Calculation: Maximum # of Soft Exited Clients in program year (8,400) x % individuals expected to soft exit (80%) x Negotiated EE Rates (see quarterly WIA Enrollment Goals matrix)

<sup>\*\*\*\*\*</sup> This measure is only applicable to sector satellite contractors. System-wide goal will be to continuously grow this percentage each year, with first year serving as a baseline

| <b>Quarterly WIA Enrollment Goals per Site</b> | <b>Adult</b> | <b>DW</b>  | <b>Total</b> |
|--|--------------|------------|--------------|
| Q1 (15% of total)                              | 34           | 24         | 58           |
| Q2 (25% of total)                              | 57           | 40         | 97           |
| Q3 (30% of total)                              | 69           | 47         | 116          |
| Max. # of people who can soft exit in PY       | 160          | 111        | 271          |
| Q4 (30% of total)                              | 69           | 47         | 116          |
| <b>Total</b>                                   | <b>229</b>   | <b>158</b> | <b>387</b>   |