

## PUBLIC NOTICE

### **MEDIA CONTACT:**

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### **WORKSOURCE FULTON BOARD SCHEDULES STRATEGIC PLANNING MEETING**

**FULTON COUNTY, GA** (August 9, 2024) – The Workforce Innovation and Opportunity Act (WIOA) Local Workforce Development Board (LWDB) will hold a Board meeting on Tuesday, August 13, 2024 at 9:00 AM at 141 Pryor St SW, Atlanta, GA 30303. The meeting can be accessed via ZOOM at: [https://zoom.us/webinar/register/WN\\_JuWXhoxrTJmA4C3VJpqUiA](https://zoom.us/webinar/register/WN_JuWXhoxrTJmA4C3VJpqUiA)

Please submit all public comments via email to [alexis.leonard@fultoncountyga.gov](mailto:alexis.leonard@fultoncountyga.gov) by 9:00 AM on Monday, August 12, 2024.

The WorkSource Fulton WIOA team and Local Workforce Development Board supports a skilled and trained workforce. These entities also create innovative programs that cater to the changing needs of employers and the business community. WorkSource Fulton helps Georgia move toward a comprehensive, customer-focused workforce investment system. Job seekers and employers can obtain a wide range of workforce-related tools and information needed to manage work activities.

WorkSource Fulton services are delivered through a network of One-Stop Centers statewide, backed by WorkSource Georgia. For more information, contact WorkSource Fulton at (404) 613-6381, or visit Fulton County's website at: <https://www.fultoncountyga.gov/inside-fulton-county/fulton-county-departments/worksource-fulton>. Connect with Fulton County Government on Twitter at [@FultonInfo](https://twitter.com/FultonInfo) or Facebook at [@fultoninfo](https://facebook.com/fultoninfo).

Citizens in need of reasonable accommodations due to a disability, including communications in an alternative format should contact WorkSource Fulton Disability Liaison, Kimyana Pippin at (404) 613-6381. For Georgia Relay Access, dial 711. Connect with Select Fulton on Twitter at [@SelectFulton](https://twitter.com/SelectFulton) or LinkedIn at [@SelectFulton](https://linkedin.com/company/selectfulton).

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### **About WorkSource Fulton**

WorkSource Fulton is a free, federally funded program that helps put people to work. Our program is designed to help find the right job or career training at no cost to individuals. WorkSource Fulton is designed to provide funding and support to guide program participants through the professional and career development processes. WorkSource Fulton offers the following training and services: personal career counselors; job readiness workshops; access to career service centers; assistance with the job application process; in-demand occupation exploration; training options; and, employment support services. For more information, visit: <https://www.fultoncountyga.gov/inside-fulton-county/fulton-county-departments/worksource-fulton>.

**FULTON WORKFORCE DEVELOPMENT BOARD MEETING  
141 PRYOR STREET, ATLANTA GA 30303  
AUGUST 13, 2024 – 9:00 A.M.**

**AGENDA**

- |             |  |                                |
|-------------|--|--------------------------------|
| <b>I.</b>   | <b>CALL TO ORDER</b>   | <b>Alexis Leonard</b>          |
| <b>II.</b>  | <b>ROLL CALL</b>   | <b>Alexis Leonard</b>          |
| <b>III.</b> | <b>PUBLIC ACCESS</b>   | <b>Citizen Comments</b>        |
| <b>IV.</b>  | <b>REGULAR AGENDA</b>  |                                |
|             | <ul style="list-style-type: none"><li>• <b>ACTION ITEM: Approve Agenda</b></li><li>• <b>ACTION ITEM: Adopt Previous Meeting Minutes – 5/14/2024</b></li></ul>                                |                                |
| <b>V.</b>   | <b>COMMITTEE REPORTS</b>   |                                |
|             | <b>PERFORMANCE &amp; ACCOUNTABILITY</b>  | <b>Stephanie Rooks</b>         |
|             | <ul style="list-style-type: none"><li>• <b>ACTION ITEM: Approve PY24-PY27 Local Plan</b></li><li>• <b>PY24 – PY25 Negotiated Performance Numbers</b></li></ul>                               |                                |
|             | <b>YOUTH</b>   | <b>Yulonda Darden-Beauford</b> |
|             | <b>FINANCE</b>   | <b>Shar’ron Russell</b>        |
|             | <ul style="list-style-type: none"><li>• <b>ACTION ITEM: Approve PY24 Budget</b></li></ul>  |                                |
|             | <b>STRATEGIC PARTNERSHIPS &amp; OUTREACH</b>   | <b>Amelia Nickerson</b>        |
|             | <b>EXECUTIVE COMMITTEE</b>   | <b>Andy Macke</b>              |
|             | <ul style="list-style-type: none"><li>• <b>ACTION ITEM: Approve Regional Plan for Public Comment</b></li><li>• <b>ACTION ITEM: Adopt One-Stop Certification Criteria PY24-PY25</b></li></ul> |                                |

**VI. DIRECTORS REPORT**

**Brett Lacy**

**VII. PROGRAM PRESENTATIONS**

**SNAP Overview**

**VIII. CLOSING REMARKS AND ADJOURNMENT**

***AGENDA IS SUBJECT TO CHANGE***

***\*An Executive Committee Meeting will be held in the event there is not a Quorum of the Full Board\****

**MEETING TITLE:** Fulton County Workforce Development Board Meeting  
**MEETING DATE:** Tuesday, May 14, 2024 **MEETING TIME:** 9:00 A.M.  
**LOCATION:** Fulton County Animal Shelter  
**MEETING SCRIBE:** Alexis Leonard **EMAIL:** alexis.leonard@fultoncountyga.gov

#### **BOARD MEMBERS ATTENDANCE:**

Allen, Diane: Present	Darden Beauford, Yulonda: Excused	Rooks, Stephanie: Present
Barnes, Bryson: Present	Absence	Ruder, Alex: Present
Bell, Mike: Absent	Dover, Sanquinetta: Proxy	Russell, Shar'ron- Excused Absence
Boatright, Kali: Present	Johnson, Rich: Present	Schofield, Kim: Present
Bremer, Karen: Excused Absence	Macke, Andy: Present	Taggart Jr., Marshall: Present
Butler, David: Present	McFarlane, Kari: Absent	Wences, Juan: Excused Absence
Cook, Tom: Excused Absence	Nickerson, Amelia: Present	Wimberly, Yolanda: Excused Absence
	Noyes, Brian: Present	

#### **1. Call to Order**

Meeting called to order by Chairperson, A. Macke at 9:08 A.M.

#### **2. Roll Call:**

Roll call by A. Leonard, LWDB Board Liaison. The presence of a quorum was met.

#### **3. Opening and Introductions**

Chairperson A. Macke opened the board meeting, welcoming all attendees.

#### **4. Public Comment**

No Public comments.

#### **5. Regular Agenda**

##### **I. Regular Agenda:**

The WorkSource Fulton LWDB Agenda Draft was provided to the board for review- reference meeting packet for the document. Chairperson A. Macke requested a motion to accept the regular agenda.

**Motioned:** S. Dover

**Seconded:** K. Boatright

**Required Action:** N/A

**Motion Acceptance/Declination:** The motion to adopt the agenda as presented was approved by a unanimous vote. All in favor. No oppositions. No abstentions. The motion carried, accepting the regular agenda as presented.

##### **II. Adoption of February 13, 2024 LWDB Meeting Minutes:**

The WorkSource Fulton LWDB February 13, 2024, Meeting Minute Draft was provided to the board for review- reference meeting packet for the document. Chairperson A. Macke requested a motion to accept the February 13, 2024, LWDB Meeting Minutes.

**Required Action:** N/A

**Motioned:** S. Dover

**Seconded:** M. Taggart Jr.

**Motion Acceptance/Declination:** The motion to adopt the February 13, 2024. LWDB Meeting Minutes as presented was approved by a unanimous vote. All in favor. No oppositions. No abstentions. The motion carried, accepting the adoption of the February 13, 2024. LWDB Meeting Minutes as presented.

## **6. Committee Reports and Recommendations**

### **Finance Committee Report:**

S. Russell, Finance Committee Chairperson, provided the Finance Committee Report.

### **Strategic Partnerships and Outreach Committee:**

A. Nickerson, Chairperson of the Strategic Partnerships and Outreach Committee, provided the committee report.

### **Performance & Accountability Committee:**

#### **Approve the PY24-PY27 Local Plan for Public Comment**

S. Rooks, Performance & Accountability Chairperson, provided the Performance & Accountability Committee Report. The local plan must be posted for 30 days to allow adequate time for the public to review and submit comments. It has not materially changed outside of updated labor statistics per state administration requirements. After the required publication period, the plan and public comments will then be reviewed by the Executive Committee, affirmed, and later submitted to the State by June 30, 2024. The Local Plan was provided to the board for review. - reference meeting packet for document.

**Required Action:** No further action required

**Motioned:** S. Dover

**Seconded:** M. Taggart Jr.

**Motion Acceptance/Declination:** The motion was approved to post the PY24-PY27 Local Plan for comment approved by a unanimous vote of the board members. All in favor. No oppositions. No abstentions. The motion carried accepting the posting of the PY24-PY27 Local Plan for comment.

### **Executive Committee:**

#### **Approve Changes to LWDB Bylaws**

A. Macke, LWDB Chairperson, provided the Executive Committee Report. Georgia Open Meetings Act (O.C.G.A 50-14-1) has been updated to allow virtual participation for LWDB meetings. The Fulton LWDB Bylaws updated to defines the term “present” for the purposes of quorum includes in-person participation as well as virtual participation, either through teleconference or similar virtual access as defined in O.C.G.A. Section 50-14-1. Virtual participation means full participation in the same manner as if such members were physically present. In addition to the updated Fulton LWDB Bylaws, meeting operating procedures will be enacted to provide specific parameters in which the LWDB members must participate in meetings. -reference meeting packet for the documents. Chairperson A. Macke requested a motion to adopt the Fulton LWDB Bylaw update.

**Required Action:** N/A

**Motioned:** M. Taggart Jr.

**Seconded:** K. Boatright

**Motion Acceptance/Declination:** The motion to adopt the Fulton LWDB Bylaws as presented was approved by a unanimous vote. All in favor. No oppositions. No abstentions. The motion carried, accepting the adoption of the Fulton LWDB Bylaws as presented.

### **Youth Committee:**

M. Violet, Program Manager, provided the Youth Committee report.

## **7. Director's Report**

B. Lacy, Deputy Director, provided the Director's report.

#### **8. Program Presentation**

Gil Prado, Executive Director of Boulevard CID, provided an overview of the Boulevard CID.

#### **9. Closing Remarks and Adjournment**

The next meeting is scheduled for August 13, 2024. The location will be determined at a later date and provided to the board in advance. Meeting adjourned.

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Connecting Talent with Opportunity

**REQUIRED ELEMENTS FOR THE  
SUBMISSION OF LOCAL AND  
REGIONAL PLANS UNDER THE  
WORKFORCE INNOVATION AND  
OPPORTUNITY ACT FOR THE  
STATE OF GEORGIA**

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## Overview:

This document details the requirements for the submission of Local and Regional Plans in accordance with Workforce Innovation and Opportunity Act (WIOA) law and regulations. According to WIOA § 108, “each local board shall develop and submit to the Governor a comprehensive 4-year local plan, in partnership with the chief elected official. The local plan shall support the strategy described in the State plan in accordance with WIOA § 102(b)(1)(E) and, otherwise, be consistent with the State plan.” The guidance below encompasses all federal criteria for local and regional plans and includes state specific criteria.

According to WIOA § 102(b)(1)(E), “if the local area is part of a planning region, the local board shall comply with WIOA § 106(c) and applicable federal regulations in the preparation and submission of a regional plan.” All Local Workforce Development Areas (LWDAs) within a region must jointly complete the following planning guidance as a region. The Technical College System of Georgia’s Office of Workforce Development (OWD) understands that some questions are specific to each LWDA; however, the plan should be written from a regional perspective and submitted as one document. The single regional plan shall be signed by all Local Area Directors, Chief Local Elected Officials and Local Workforce Development Board Chairmen in the region. The plan must also be approved by all Local Workforce Development Boards in the region.

The current regional breakdown of the State of Georgia is as follows, with an asterisk indicating where a regional plan is required:

<b>Region 1</b>	WorkSource Northwest Georgia
<b>Region 2</b>	WorkSource Georgia Mountains
<b>Region 3*</b>	WorkSource Atlanta, WorkSource Cobb, WorkSource Dekalb, WorkSource Fulton, WorkSource ARC
<b>Region 4</b>	WorkSource Three Rivers
<b>Region 5</b>	WorkSource Northeast Georgia
<b>Region 6</b>	WorkSource Middle Georgia
<b>Region 7*</b>	WorkSource CSRA, WorkSource East Central Georgia
<b>Region 8*</b>	WorkSource Lower Chattahoochee, WorkSource Middle Flint
<b>Region 9</b>	WorkSource Heart of Georgia
<b>Region 10</b>	WorkSource Southwest Georgia
<b>Region 11</b>	WorkSource Southern Georgia
<b>Region 12</b>	WorkSource Coastal

Also, according to WIOA § 108, “at the end of the first 2-year period of the 4- year local plan, each local board shall review the local plan; and the local board, in partnership with the chief elected official, shall prepare and submit modifications to the local plan to reflect changes in labor market and economic

conditions or in other factors affecting the implementation of the local plan.” The plan should be a living document in order to reflect the changes in characteristics in the region. Each region is encouraged to make modifications as necessary.

It is also expected that each region will endeavor to work closely with core partner representatives and providers within the region. The plan should represent the entire workforce system and illustrate all services available to participants in the area. All core partners contributed to the development of the State Plan and the unified vision is evident throughout the document.

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## Executive Summary:

This document is the 2024 - 2027 Regional Plan for WorkSource Metro Atlanta that comprises ten counties and five Local Workforce Development Areas: City of Atlanta, Cobb, DeKalb, Fulton, and Atlanta Regional (Cherokee, Clayton, Douglas, Fayette, Gwinnett, Henry and Rockdale counties). This plan strives for WorkSource Metro Atlanta and its partners to work collaboratively in the Atlanta region for the betterment of the community and customers they serve with regards to workforce development. This plan discusses the following in the Atlanta region:

- Targeting industries and jobs that are growing and need staff based on data analysis. Targeting skills needed for those targeted industries and jobs to inform the type of education, training, and up/re-skilling needed by prospective employers.
  - Focusing on collaboration with businesses and increasing employer engagement with small, medium, and large businesses.
  - Improving customer service by standardizing processes, providing greater digital access, and equitable opportunities across the region. Ensuring programs provided to customers are quality based on metrics and accountability.
  - Fostering better relationships between workforce development and economic development partners in the region and improving economic mobility.
  - Coordinating with education and training/credentialing providers on teaching skills needed in the region's workforce, both virtually and in-person.
  - Outreach with the WorkSource brand to expand awareness of workforce resources and services to those with barriers to employment.
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## Strategic Elements, Governance and Structure:

1. **Identification of the Fiscal Agent & Governance Structure:** Provide an identification of the entity responsible for the disbursal of grant funds described in WIOA § 107(d)(12)(B)(i)(III) as determined by the chief elected official. This section should also include a description of the responsibility assigned to each of the following entities, as applicable for the LWDA:

The Georgia Region 3: Metro Atlanta Region is comprised of the following Local Workforce Development Areas:

- City of Atlanta, Area 3
- Cobb County, Area 4
- DeKalb County, Area 5
- Fulton County, Area 6
- Atlanta Regional, Area 7 (serving the counties of Cherokee, Clayton, Douglas, Fayette, Gwinnett, Henry, and Rockdale); Fiscal Agent: Atlanta Regional Commission

These five local boards have each prepared Local Workforce Innovation and Opportunity Act (WIOA) Plans that fully support and complement the material and data included in this Regional WIOA Workforce Plan. As such, the specific information for each board's fiscal agent is found in its Local WIOA Workforce Plan, a description of the responsibilities assigned to each entity can be found below.

a. *Chief Local Elected Official and/or Local Elected Official Board*

The chief elected official in a local area shall serve as the local grant recipient for, and shall be liable for any misuse of, the grant funds allocated to the local area under sections 128 and 133, unless the chief elected official reaches an agreement with the Governor for the Governor to act as the local grant recipient and bear such liability.

b. *Fiscal Agent*

To assist in administration of the grant funds, the chief elected official or the Governor, where the Governor serves as the local grant recipient for a local area, may designate an entity to serve as a local grant subrecipient for such funds or as a local fiscal agent. Such designation shall not relieve the chief elected official or the Governor of the liability for any misuse of grant funds as described in subclause (I).

c. *Local Workforce Development Board*

The local board shall develop a budget for the activities of the local board in the local area, consistent with the local plan and the duties of the local board under this section, subject to the approval of the chief elected official. The local board may solicit and accept grants and donations from sources other than Federal funds made available under this Act.

d. *Program Administrator (if a separate entity from Fiscal Agent)*

See Local Workforce Development Agency (LWDA) plans for more information.

2. **Description of Strategic Planning Elements:** Provide a description of the strategic planning elements listed below. A complete answer will rely on a variety of data sources and employer input and will describe how the information was gathered and what stakeholders were consulted.

- a. *Provide an analysis of the regional economic conditions including existing and emerging in-demand industry sectors and occupations, and the employment needs of employers in those industry sectors and occupations. Include the listing of occupations in demand within the region and describe how the list was developed citing source data.*

### **Overview**

Between 2018 and 2023, job growth in the Metro Atlanta Region outpaced the national rate, increasing by 6.6% compared to 3.6%, marking a 3.0% difference. However, despite the rise in job numbers, the labor force participation rate declined slightly from 67.8% to 67.4% during the same period.

By 2023, the region experienced a population surge of 4.2%, adding 195,600 residents since 2018. Projections suggest a further 3.4% increase in population by 2028, equating to an additional 164,809 individuals. As the population grows, so does the average living wage, which currently stands at \$41.31, surpassing the \$33.87 national average across all occupations.

Educational attainment remains a concern, with 55% of residents in the Metro Atlanta Region holding less than a bachelor's degree.

### **PROJECTED CHANGE IN EMPLOYMENT, 2023 - 2027**

*Table 1*

<b>5 YEAR PROJECTION (2023 - 2027)</b>				<b>EMPLOYMENT DEMAND</b>		
<b>NAICS, Metro Atlanta Region</b>	<b>INDUSTRY</b>	<b># CHANGE</b>	<b>% CHANGE</b>	<b>AVG. ANNUAL EMPLOYMENT DEMAND</b>	<b>% NEW</b>	<b>% REPLACEMENT</b>
11	Agriculture, Forestry, Fishing and Hunting	105	5.04%	21	8%	92%
21	Mining, Quarrying, and Oil and Gas Extraction	54	4.81%	11	9%	91%
22	Utilities	193	2.45%	39	5%	95%
23	Construction	6,567	4.51%	1,313	9%	91%
31	Manufacturing	4,608	3.77%	922	7%	93%
42	Wholesale Trade	3,786	3.08%	757	6%	94%
44	Retail Trade	4,613	1.86%	923	3%	97%
48	Transportation	14,692	7.23%	2,938	11%	89%

5 YEAR PROJECTION (2023 - 2027)				EMPLOYMENT DEMAND		
NAICS, Metro Atlanta Region	INDUSTRY	# CHANGE	% CHANGE	AVG. ANNUAL EMPLOYMENT DEMAND	% NEW	% REPLACEMENT
	<b>and Warehousing</b>					
51	Information	6,416	6.82%	1,283	13%	87%
52	Finance and Insurance	6,706	5.58%	1,341	12%	88%
53	Real Estate and Rental and Leasing	3,198	5.45%	640	10%	90%
54	<b>Professional, Scientific, and Technical Services</b>	<b>18,204</b>	<b>7.50%</b>	<b>3,641</b>	<b>15%</b>	<b>85%</b>
55	Management of Companies and Enterprises	5,934	8.08%	1,187	15%	85%
56	<b>Administrative and Support and Waste Management and Remediation Services</b>	<b>9,583</b>	<b>4.63%</b>	<b>1,917</b>	<b>7%</b>	<b>93%</b>
61	<b>Educational Services</b>	<b>6,944</b>	<b>3.69%</b>	<b>1,389</b>	<b>7%</b>	<b>93%</b>
62	<b>Health Care and Social Assistance</b>	<b>23,147</b>	<b>7.73%</b>	<b>4,629</b>	<b>13%</b>	<b>87%</b>
71	Arts, Entertainment, and Recreation	3,228	7.28%	646	9%	91%
72	<b>Accommodation and Food Services</b>	<b>10,102</b>	<b>4.54%</b>	<b>2,020</b>	<b>5%</b>	<b>95%</b>
81	Other Services (except Public Administration)	6,142	5.42%	1,228	8%	92%
92	Public Administration	3,890	3.73%	778	7%	93%
99	Unclassified	899	5.42%	180	9%	91%
<b>TOTAL - ALL INDUSTRIES</b>		<b>139,467</b>				

5 YEAR PROJECTION (2023 - 2027)				EMPLOYMENT DEMAND		
NAICS, Metro Atlanta Region	INDUSTRY	# CHANGE	% CHANGE	AVG. ANNUAL EMPLOYMENT DEMAND	% NEW	% REPLACEMENT
<p><i><b>Bold</b> designates the largest industries by number of jobs in 2023.</i></p> <p><i><b>Red</b> designates industries that are projected to lose the most jobs.</i></p> <p><i><b>Green</b> designates industries that are projected to add the most jobs.</i></p>						

Source: JobsEQ 2023Q3

Despite the increasing job opportunities in the Metro Atlanta Region, Georgia experienced a drop in its unemployment rate from 3.2% in January 2023, marking the first decline in over a year and reducing the state's unemployment rate to 3.1%.

The lowest unemployment rate recorded in the Metro Atlanta Region was in Q4 2022 at 2.7%, while the highest was observed in Q2 2020. The following table illustrates the unemployment rates for each area as of January 2023.

## UNEMPLOYMENT RATE FOR METRO ATLANTA REGION, 2019- 2023

Table 2

QUARTER - YEAR	UNEMPLOYMENT RATE
Q1 2019	3.8%
Q2 2019	3.4%
Q3 2019	3.1%
Q4 2019	3.1%
Q1 2020	3.7%
Q2 2020	11.1%
Q3 2020	8.0%
Q4 2020	5.6%
Q1 2021	4.9%
Q2 2021	4.3%
Q3 2021	4.1%
Q4 2021	3.2%
Q1 2022	3.1%
Q2 2022	2.8%
Q3 2022	3.0%
Q4 2022	2.7%
Q1 2023	3.2%
Q2 2023	3.2%
Q3 2023	3.4%
Q4 2023	3.2%

Source: JobsEQ 2023Q3

The table below reflects the five industries that are currently in-demand and the five industries that are projected to be in-demand in the next five years in Metro Atlanta region.

### TOP FIVE EXISTING & EMERGING IN-DEMAND INDUSTRIES, 2024 – 2029

Table 3

TOP 5 EXISTING REGIONAL IN-DEMAND INDUSTRIES	TOP 5 EMERGING IN-DEMAND INDUSTRIES
Healthcare	Transportation and Warehousing
Information Technology	Health Care and Social Assistance
Transportation, Distribution, and Logistics	Professional/ Scientific/ Technical Services
Skilled Trades	Finance and Insurance
Advanced Manufacturing	Management of Companies and Enterprises

Source: Lightcast Market Snapshot

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Although these industries have been designated as priority sectors for the metro Atlanta area, certain local boards have identified supplementary industries to concentrate on within their respective areas.

These additional sectors are detailed in each of the Local Workforce Plans, which complement and enhance the Regional Workforce Plan.

#### Healthcare

Healthcare encompasses various sub-industries such as physician offices, hospitals, home health services, and nursing homes, collectively providing over 195,000 jobs in the Atlanta region in 2019. General and Medical Surgical Hospitals alone constitute almost one third of this industry's employment, with over 75,000 jobs. Another significant sub-industry is Offices of Physicians (excluding Mental Health Specialists), which accounts for over 58,000 jobs. The tables below illustrate the primary sub-industries within each sector.

### HEALTHCARE INDUSTRY OVERVIEW, 2023

Table 43

NAICS, Metro Atlanta Region	INDUSTRY	2023	% OF JOBS	LOCATION QUOTIENT	AVG. ANNUAL WAGES
622110	General Medical and Surgical Hospitals	75,828	25%	0.77	\$85,130
621111	Offices of Physicians (except Mental Health Specialists)	58,753	20%	1.25	\$99,718
624410	Childcare Services	23,397	8%	1.23	\$30,680
621610	Home Health Care Services	20,574	7%	0.73	\$38,668



<b>621210</b>	Offices of Dentists	17,049	6%	1.02	\$67,114
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Source: JobsEQ, 2023Q3

Although the Metro Atlanta region is recognized as a hub for healthcare talent, the national average employment within the healthcare industry for areas of comparable size is 332,622, whereas in the Metro Atlanta Region, it stands at 271,061. Furthermore, online job postings average 7,439 in the Metro Atlanta Region, slightly below the national average of 7,445 for regions of similar size.

Earnings per job surpass the national average, with Health Care and Social Assistance workers in the Metro Atlanta Region earning an average of \$84,361, compared to the national average of \$75,677 for areas of similar size. Earnings per job are calculated by dividing the total industry earnings by the number of jobs in the industry.

## HISTORIC CHANGE IN HEALTHCARE INDUSTRY EMPLOYMENT

Table 54

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR EMPLOYMENT			
		2018 JOBS	2023 JOBS	# CHANGE	% CHANGE
<b>622110</b>	General Medical and Surgical Hospitals	77,271	75,828	-1,443	-2%
<b>621111</b>	Offices of Physicians (except Mental Health Specialists)	45,612	58,753	13,141	29%
<b>624410</b>	Childcare Services	22,971	23,397	426	2%
<b>621610</b>	Home Health Care Services	14,380	20,574	6,194	43%
<b>621210</b>	Offices of Dentists	15,533	17,049	1,516	10%
<b>624120</b>	Services for the Elderly and Persons with Disabilities	8,738	10,134	1,396	16%
<b>TOTAL - HEALTH CARE INDUSTRY</b>		<b>266,276</b>	<b>299,360</b>	<b>33,084</b>	<b>12%</b>

Source: JobsEQ, 2023Q3

Employment in the Healthcare industry is expected to continue to grow, expanding by 8%, with over 23,100 new jobs. The Offices of Physicians (Except Mental Health Specialists) sub-industry is projected to drive employment growth in the industry, adding over 4,000 jobs, respectively. The employment demand will largely be driven by replacement demand, which accounts for 87% of annual employment demand. The Healthcare sub-industries that are projected to add the most jobs over the next five years are summarized in the following table.

## PROJECTED CHANGE IN HEALTHCARE INDUSTRY, WORKSOURCE METRO ATLANTA

Table 6

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR PROJECTIONS (2024 - 2029)		EMPLOYMENT DEMAND		
		# CHANGE	% CHANGE	AVG. ANNUAL	% NEW	% REPLACEMENT
622110	General Medical and Surgical Hospitals	3,950	5%	790	11%	89%
621111	Offices of Physicians (except Mental Health Specialists)	4,075	7%	815	14%	86%
624410	Childcare Services	586	3%	117	4%	96%
621610	Home Health Care Services	2,566	12%	513	18%	82%
621210	Offices of Dentists	1,139	7%	228	12%	88%
624120	Services for the Elderly and Persons with Disabilities	1,656	16%	331	19%	81%
TOTAL - HEALTHCARE INDUSTRY		23,147	8%	4629	13%	87%

Source: JobsEQ, 2023Q3

### Information Technology

The Metro Atlanta area hosts a significant number of jobs in the Information Technology sector, totaling more than 74,200 positions. This sector encompasses a variety of businesses, including data centers, software designers, and consultants. Among its sub-industries, the primary ones include Wired Telecommunications Carriers, Software Publishers, Motion Picture and Video Production, and Data Processing, Hosting, and Related Services, collectively representing over 69% of the workforce.

### IT INDUSTRY OVERVIEW

Table 7

NAICS, Metro Atlanta Region	INDUSTRY	2023 JOBS	% OF JOBS	LOCATION QUOTIENT	AVG ANNUAL WAGES
513210	Software Publishers	20,237	22%	1.92	\$155,807
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	17,408	19%	2.14	\$157,598
517111	Wired Telecommunications Carriers	14,226	15%	1.86	\$130,359
512110	Motion Picture and Video Production	12,354	13%	2.93	\$98,992
517810	All Other Telecommunications	5,977	6%	8.25	\$208,111
516120	Television Broadcasting Stations	4,027	4%	3.63	\$216,728

Source: JobsEQ, 2023Q3

From 2018 to 2023, the Information Technology industry saw an increase of over 3,000 jobs, resulting in a 3% expansion in employment. This growth was primarily propelled by the Motion Picture and Video Production sub-industry, which contributed over 1,200 jobs.

### HISTORIC CHANGE IN IT INDUSTRY EMPLOYMENT

Table 8

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR EMPLOYMENT			
		2018	2023	# CHANGE	% CHANGE
513210	Software Publishers	13,792	20,237	6,445	47%
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	10,554	17,408	6,854	65%
517111	Wired Telecommunications Carriers	24,009	14,226	-9,783	-41%
512110	Motion Picture and Video Production	11,080	12,354	1,274	11%
517810	All Other Telecommunications	1,404	5,977	4,573	326%
516120	Television Broadcasting Stations	4,691	4,027	-664	-14%
516210	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	6,596	3,219	-3,377	-51%
517112	Wireless Telecommunications Carriers (except Satellite)	5,044	2,651	-2,393	-47%
TOTAL - INFORMATION TECHNOLOGY INDUSTRY		91,033	94,054	3,021	3%

Source: JobsEQ, 2023Q3

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Expectations indicate that the Information Technology sector will sustain growth in the next five years. Projections suggest an addition of over 6,400 jobs, resulting in a 7% expansion in employment. This growth is mainly fueled by Software Publishers, Data Processing, Hosting, and Related Services, as well as Motion Picture and Video Production. The demand for employment will predominantly stem from replacement demand, which encompasses 87% of the annual employment demand.

### PROJECTED CHANGE IN IT INDUSTRY

Table 9

5-YEAR PROJECTIONS (2024 – 2029)				EMPLOYMENT DEMAND		
NAICS, Metro Atlanta Region	INDUSTRY	# CHANGE	% CHANGE	AVG. ANNUAL	% NEW	% REPLACEMENT
513210	Software Publishers	2,379	12%	476	24%	76%
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and	1,720	10%	344	20%	80%

	Related Services					
517111	Wired Telecommunications Carriers	305	2%	61	5%	95%
512110	Motion Picture and Video Production	760	6%	152	12%	88%
517810	All Other Telecommunications	161	3%	32	6%	94%
<b>TOTAL - INFORMATION TECHNOLOGY INDUSTRY</b>		<b>6,416</b>	<b>7%</b>	<b>1283</b>	<b>13%</b>	<b>87%</b>

Source: JobsEQ, 2023Q3

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### **Transportation, Distribution, and Logistics**

The Transportation, Distribution, and Logistics sector encompasses various segments such as Truck Freight, Air Transportation, and Warehousing. As depicted in the subsequent table, the most significant sub-industries consist of Scheduled Passenger Air Transportation, and General Warehousing and Storage.

### **TDL INDUSTRY OVERVIEW**

Table 10

NAICS, Metro Atlanta Region	INDUSTRY	2019 JOBS	% OF JOBS	LOCATION QUOTIENT	AVG ANNUAL WAGES
493110	General Warehousing and Storage	47,928	24%	1.72	\$44,611
481111	Scheduled Passenger Air Transportation	34,555	17%	4.54	\$132,884
492110	Couriers and Express Delivery Services	22,415	11%	1.37	\$48,317
484121	General Freight Trucking, Long-Distance, Truckload	13,183	6%	1.33	\$68,039
488510	Freight Transportation Arrangement	12,222	6%	2.68	\$82,170

Source: JobsEQ, 2023Q3

Over the last five years, the Transportation, Distribution, and Logistics sector has experienced growth, contributing to the addition of over 40,000 jobs, thereby expanding employment by 25%. The principal sub-industries within the Transportation and Logistics sector are outlined in the table below.

### **HISTORIC CHANGE IN TDL INDUSTRY EMPLOYMENT**

Table 11

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR EMPLOYMENT			
		2014	2019	# CHANGE	% CHANGE
493110	General Warehousing and Storage	22,948	47,928	24,980	109%
481111	Scheduled Passenger Air Transportation	39,126	34,555	-4,571	-12%

<b>492110</b>	Couriers and Express Delivery Services	17,664	22,415	4,751	27%
<b>484121</b>	General Freight Trucking, Long-Distance, Truckload	12,417	13,183	766	6%
<b>488510</b>	Freight Transportation Arrangement	7,961	12,222	4,261	54%
<b>TOTAL - TRANSPORTATION &amp; LOGISTIC INDUSTRY</b>		<b>162,227</b>	<b>203,181</b>	<b>40,954</b>	<b>25%</b>

Source: JobsEQ, 2023Q3

Growth in the TDL industry is projected to continue, but at a lower rate over the next five years. Specifically, Transportation, Distribution, and Logistics in the Atlanta region was expected to add over 14,000 jobs, expanding employment by 7%. The sub-industries that are expected to add the most jobs over the next five years are summarized in the following table.

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### PROJECTED CHANGE IN TDL INDUSTRY

Table 12

		<b>5-YEAR PROJECTIONS (2024-2029)</b>		<b>EMPLOYMENT DEMAND</b>		
<b>NAICS, Metro Atlanta Region</b>	<b>INDUSTRY</b>	<b># CHANGE</b>	<b>% CHANGE</b>	<b>AVG. ANNUAL</b>	<b>% NEW</b>	<b>% REPLACEMENT</b>
<b>493110</b>	General Warehousing and Storage	4,965	10%	993	14%	86%
<b>481111</b>	Scheduled Passenger Air Transportation	1,636	5%	327	8%	92%
<b>492110</b>	Couriers and Express Delivery Services	2,419	11%	484	16%	84%
<b>TOTAL - TRANSPORTATION &amp; LOGISTICS INDUSTRY</b>		<b>14,692</b>	<b>7%</b>	<b>2938</b>	<b>11%</b>	<b>89%</b>

Source: JobsEQ, 2023Q3

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### Construction Industry

The Construction sector comprises various sub-industries, such as Nonresidential Electrical Contractors and Other Wiring Installation Contractors, Commercial and Institutional Building Construction, and Nonresidential Plumbing, Heating, and Air-Conditioning Contractors. The primary sub-industries are outlined in the table below.

## SKILLED TRADES INDUSTRY OVERVIEW

Table 13

NAICS, Metro Atlanta Region	INDUSTRY	2023 JOBS	% OF JOBS	LOCATION QUOTIENT	AVG ANNUAL WAGES
236220	Commercial and Institutional Building Construction	14,242	10%	1.14	\$102,288
238212	Nonresidential electrical contractors	13,229	9%	1.18	\$79,119
236118	Residential Remodelers	11,113	8%	0.92	\$60,341
238222	Nonresidential plumbing and HVAC contractors	10,764	7%	1.12	\$82,661
238221	Residential plumbing and HVAC contractors	8,573	6%	0.71	\$60,106
236115	New Single-Family Housing Construction (except For-Sale Builders)	7,394	5%	0.89	\$87,742
237310	Highway, Street, and Bridge Construction	6,083	4%	0.71	\$75,045

Source: JobsEQ, 2023Q310

From 2018 to 2023, the Construction industry saw an increase of over 19,000 jobs, marking a 16% expansion in employment. Residential Remodelers and Commercial and Institutional Building Construction played a significant role in this growth, collectively contributing over 5,500 jobs. The Construction sub-industries that have experienced the most substantial job additions over the past five years are outlined in the following table.

## HISTORIC CHANGE IN SKILLED TRADES INDUSTRY EMPLOYMENT

Table 14

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR EMPLOYMENT			
		2018	2023	# CHANGE	% CHANGE
236220	Commercial and Institutional Building Construction	11,882	14,242	2,360	20%
238212	Nonresidential electrical contractors	12,398	13,229	831	7%
236118	Residential Remodelers	7,930	11,113	3,183	40%
238222	Nonresidential plumbing and HVAC contractors	9,795	10,764	969	10%
TOTAL – SKILLED TRADES INDUSTRY		125,983	145,736	19,753	16%

Source: JobsEQ, 2023Q311

Anticipated growth in the Construction sector is expected to persist over the upcoming five years. Projections indicate an increase of over 6,500 jobs, leading to a 5% expansion in employment. This growth is primarily fueled by Nonresidential Electrical Contractors, Residential Remodelers, Nonresidential Plumbing and HVAC Contractors, and Residential Plumbing and HVAC Contractors. Annually, the Construction industry is

forecasted to have over 1,300 job openings. Replacement demand is poised to drive a significant portion, constituting 91% of the annual employment demand.

## PROJECTED CHANGE IN SKILLED TRADES INDUSTRY

Table 15

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR PROJECTIONS (2024-2029)		EMPLOYMENT DEMAND		
		# CHANGE	% CHANGE	AVG. ANNUAL	% NEW	% REPLACEMENT
236220	Commercial and Institutional Building Construction	4,965	35%	993	75%	25%
238212	Nonresidential electrical contractors	646	5%	129	10%	90%
236118	Residential Remodelers	527	5%	105	10%	90%
238222	Nonresidential plumbing and HVAC contractors	464	4%	93	9%	91%
238221	Residential plumbing and HVAC contractors	428	5%	86	10%	90%
TOTAL – SKILLED TRADES INDUSTRY		6,567	5%	1313	9%	91%

Source: JobsEQ, 2023Q3

The table below illustrates the industries expected to expand within the Clean Tech sector. Among them, the Solar Photovoltaic Installer, HVAC Installer, and Battery Storage Installer industries are anticipated to exhibit the most significant growth, each projected to exceed 7% over the next five years. Notably, the HVAC Installer and Energy Efficiency Technician industry in the Metro Atlanta Region employed more than 10,000 residents in 2023. Moreover, this sector experienced remarkable growth of more than 40% from 2018 to 2023.

## SKILLED TRADES - CLEAN TECH INDUSTRY OVERVIEW

Table 16

NAICS, Metro Atlanta Region	INDUSTRY	EMPLOYMENT	GROWTH % (2018- 2023)	PROJECTED GROWTH % (2023-2028)	HOURLY WAGES
49-9021.00	HVAC Installer	7873	34%	8%	\$24.55
47-4099.03	Energy Efficiency Technician	2606	15%	4%	\$23.29
49-2095.00	EVSE Technician	416	-15%	5%	\$31.26
47-2231.00	Solar Photovoltaic Installer	218	220%	9%	\$25.00



49-2092	Battery Storage Installer	301	-39%	8%	\$26.15
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Source: Lightcast, Accenture Research12

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### Advanced Manufacturing Industry

The Advanced Manufacturing sector encompasses various sub-industries, such as Commercial Printing, Plastic Product Manufacturing, and Aircraft Manufacturing. The primary sub-industries in Advanced Manufacturing are outlined in the following table.

## ADVANCED MANUFACTURING INDUSTRY OVERVIEW

Table 17

NAICS, Metro Atlanta Region	INDUSTRY	2023 JOBS	% OF JOBS	LOCATION QUOTIENT	AVG ANNUAL WAGES
336411	Aircraft Manufacturing	4,886	4%	1.27	\$138,273
323111	Commercial Printing (except Screen and Books)	4,692	4%	1.04	\$62,392
326199	All Other Plastics Product Manufacturing	3,725	3%	0.74	\$65,130
311812	Commercial Bakeries	3,089	3%	1.33	\$65,671

Source: JobsEQ, 2023Q314

From 2018 to 2023, the Advanced Manufacturing industry saw an increase of 2,000 jobs, resulting in a 2% expansion in employment. This growth was primarily driven by Air-Conditioning and Warm Air Heating Equipment, Commercial and Industrial Refrigeration Equipment Manufacturing, Soft Drink Manufacturing, and Commercial Bakeries, which collectively added almost 1,500 jobs. The largest sub-industries within Advanced Manufacturing are outlined in the following table.

## HISTORIC CHANGE IN ADVANCE MANUFACTURING INDUSTRY EMPLOYMENT

Table 18

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR EMPLOYMENT			
		2018 JOBS	2023 JOBS	# CHANGE	% CHANGE
336411	Aircraft Manufacturing	5,023	4,886	-137	-3%
323111	Commercial Printing (except Screen and Books)	6,055	4,692	-1,363	-23%
326199	All Other Plastics Product Manufacturing	4,530	3,725	-805	-18%
311812	Commercial Bakeries	2,528	3,089	561	22%
312111	Soft Drink Manufacturing	2,080	2,531	451	22%
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing	1,941	2,493	552	28%



<b>TOTAL – ADVANCED MANUFACTURING INDUSTRY</b>	<b>119,513</b>	<b>122,190</b>	<b>2,677</b>	<b>2%</b>
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Source: JobsEQ, 2023Q3

Advanced manufacturing is anticipated to experience notable growth over the next five years. Projections indicate an addition of over 4,600 jobs. The demand for employment will primarily stem from replacement demand, which constitutes 93% of the annual employment demand.

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## PROJECTED CHANGE IN ADVANCED MANUFACTURING INDUSTRY

Table 19

NAICS, Metro Atlanta Region	INDUSTRY	5-YEAR PROJECTIONS (2024-2029)		EMPLOYMENT DEMAND		
		# CHANGE	% CHANGE	AVG. ANNUAL	% NEW	% REPLACEMENT
336411	Aircraft Manufacturing	227	5%	45	10%	90%
323111	Commercial Printing (except Screen and Books)	-199	-4%	-40	-9%	109%
326199	All Other Plastics Product Manufacturing	179	5%	36	9%	91%
311812	Commercial Bakeries	167	5%	33	7%	93%
312111	Soft Drink Manufacturing	222	9%	44	12%	88%
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing	130	5%	26	10%	90%
311991	Perishable Prepared Food Manufacturing	268	11%	54	15%	85%
<b>TOTAL - ADVANCED MANUFACTURING INDUSTRY</b>		<b>4,608</b>	<b>4%</b>	<b>922</b>	<b>7%</b>	<b>93%</b>

Source: JobsEQ, 2023Q3

## INDUSTRY ANALYSIS

*Table 20*

NAICS, Metro Atlanta Region	INDUSTRY	TOTAL EMPLOYMENT (2023)	HOURLY WAGE (\$/HR.)	AVERAGE ANNUAL WAGES
62	<b>Health Care and Social Assistance</b>	352,944	\$32.86	\$68,350
44	Retail Trade	310,205	\$20.58	\$42,807
72	Accommodation and Food Services	267,515	\$13.37	\$27,801
54	<b>Professional, Scientific, and Technical Services (IT)</b>	263,227	\$53.09	\$110,433
61	Educational Services	230,361	\$29.85	\$62,096
48	<b>Transportation and Warehousing</b>	221,300	\$31.49	\$65,496
23	<b>Construction (Skilled Trades)</b>	186,073	\$34.49	\$71,742
31	<b>Manufacturing (Advanced Manufacturing)</b>	180,225	\$35.71	\$74,272
42	Wholesale Trade	141,689	\$46.94	\$97,641
81	Other Services (except Public Administration)	133,985	\$19.38	\$40,308
52	Finance and Insurance	127,846	\$59.53	\$123,814
92	Public Administration	122,834	\$36.54	\$76,011
51	Information	99,077	\$65.12	\$135,453
55	Management of Companies and Enterprises	75,920	\$76.05	\$158,182
53	Real Estate and Rental and Leasing	64,568	\$38.74	\$80,576
71	Arts, Entertainment, and Recreation	50,726	\$19.91	\$41,419
99	Unclassified	19,837	\$36.98	\$76,918
22	Utilities	10,662	\$58.99	\$122,706
11	Agriculture, Forestry, Fishing and Hunting	5,929	\$19.38	\$40,319
21	Mining, Quarrying, and Oil and Gas Extraction	1,639	\$41.68	\$86,686

***Bold** designates the in-demand industries.*

*Source: JobsEQ 2023Q3*

### Occupational Analysis

The occupations with the highest projected annual employment demand are presented in the table below. Note, while the occupations in this table have a high demand for new workers, many offer low wages.

### PROJECTED CHANGE IN EMPLOYMENT, OCCUPATIONS WITH THE GREATEST ANNUAL DEMAND

*TABLE 21*

5-YEAR PROJECTION (2024-2029)						
EMPLOYMENT DEMAND						
SOC, Atlanta	OCCUPATION	# CHANGE	% CHANGE	AVG. ANNUAL	% OF NEW	% REPLACEMENT

Region						
53-7060	Laborers and Material Movers	9,201	8%	1840	9%	91%
41-2030	Retail Salespersons	2,461	4%	492	5%	95%
53-3030	Driver/Sales Workers and Truck Drivers	5,396	8%	1079	12%	88%
43-4050	Customer Service Representatives	1,800	3%	360	4%	96%
35-3020	Fast Food and Counter Workers	7,503	13%	1501	10%	90%
43-6010	Secretaries and Administrative Assistants	65	0%	13	0%	100%
41-2010	Cashiers	-423	-1%	-85	-1%	101%
15-1250	Software and Web Developers, Programmers, and Testers	6,334	13%	1267	25%	75%
11-1020	General and Operations Managers	3,705	9%	741	16%	84%
37-2010	Building Cleaning Workers	3,192	7%	638	9%	91%
43-9060	Office Clerks, General	1,112	3%	222	4%	96%
13-1190	Miscellaneous Business Operations Specialists	2,450	7%	490	15%	85%
29-1140	Registered Nurses	2,716	7%	543	21%	79%
35-3030	Waiters and Waitresses	4,863	13%	973	11%	89%
35-2010	Cooks	5,904	17%	1181	17%	83%
25-2020	Elementary and Middle School Teachers	1,956	6%	391	14%	86%

Source: JobsEQ, 2023Q3

The table below showcases occupations with the highest average annual employment demand, coupled with the living wage for a one-adult/one-child household in the Atlanta MSA, as determined by MIT's living wage calculator. These positions predominantly consist of management and supervisory roles in the office or manufacturing industry, healthcare occupations, professional occupations, information technology occupations, and skilled trades.

### PROJECTED CHANGE IN EMPLOYMENT, OCCUPATIONS PAYING A LIVING WAGE

Table 22

5-YEAR PROJECTION (2024-2029)				EMPLOYMENT DEMAND		
SOC, Atlanta Region	OCCUPATION	# CHANGE	% CHANGE	AVG. ANNUAL	% OF NEW	% REPLACEMENT
11-	General and Operations Managers	\$132,300	3,632	6%	726	13%

<b>1020</b>						
<b>15-1250</b>	Software and Web Developers, Programmers, and Testers	\$127,200	6,496	15%	1299	32%
<b>29-1140</b>	Registered Nurses	\$97,900	2,475	6%	495	17%
<b>41-4010</b>	Sales Representatives, Wholesale and Manufacturing	\$90,700	1,431	5%	286	9%
<b>11-9190</b>	Miscellaneous Managers	\$130,900	1,786	6%	357	13%
<b>13-2010</b>	Accountants and Auditors	\$94,800	1,731	6%	346	13%
<b>13-1110</b>	Management Analysts	\$120,300	1,654	8%	331	16%
<b>13-1080</b>	Logisticians and Project Management Specialists	\$107,600	1,721	9%	344	19%
<b>13-1160</b>	Market Research Analysts and Marketing Specialists	\$89,100	1,811	10%	362	18%
<b>11-2020</b>	Marketing and Sales Managers	\$170,600	1,063	6%	213	14%
<b>13-2050</b>	Financial Analysts and Advisors	\$115,600	1,194	7%	239	18%
<b>23-1010</b>	Lawyers and Judicial Law Clerks	\$186,900	1,159	7%	232	26%
<b>41-3020</b>	Insurance Sales Agents	\$103,800	1,083	8%	217	16%
<b>15-1210</b>	Computer and Information Analysts	\$117,700	1,549	11%	310	26%
<b>15-1240</b>	Database and Network Administrators and Architects	\$127,500	780	6%	156	16%
<b>11-3030</b>	Financial Managers	\$185,100	1,541	12%	308	24%

Source: JobsEQ, 2023Q3

Assessing employer demand for various occupations can also be accomplished by analyzing online job postings. In the Atlanta region, over 38,500 job advertisements were posted online seeking registered nurses. Other prominent occupations included those related to the information technology, business services, and transportation industries. The following table presents the top 15 occupations by the number of job advertisements posted in 2023.

## TOP OCCUPATIONS BY NUMBER OF JOB POSTINGS, 2023

Table 23

O*NET CODE, Metro Atlanta Region	OCCUPATION	JOB POSTINGS
29-1141	Registered Nurses	38,580
99-9999	Unclassified Occupation	27,872
15-1252	Software Developers	24,017
41-2031	Retail Salespersons	21,545
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	18,276
41-1011	First-Line Supervisors of Retail Sales Workers	16,345
15-1299	Computer Occupations, All Other	12,866
43-4051	Customer Service Representatives	12,803
53-3032	Heavy and Tractor-Trailer Truck Drivers	12,598
11-9199	Managers, All Other	12,400
35-3023	Fast Food and Counter Workers	11,400
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	10,064
49-9071	Maintenance and Repair Workers, General	9,991
11-9051	Food Service Managers	9,664
11-1021	General and Operations Managers	9,346
11-9111	Medical and Health Services Managers	9,090
11-2022	Sales Managers	8,045
53-7065	Stockers and Order Fillers	6,841
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	6,583
35-3031	Waiters and Waitresses	6,509

Source: Lightcast - 01/01/2023 - 12/31/2023

The table below displays the automation impacts on healthcare occupations. Personal Care Aides are projected to create over 27,000 jobs, while Nursing Assistants are expected to generate over 22,000 jobs. Together, these two occupations exhibit the highest projected growth in the Healthcare Industry over the next 5 years.

## OCCUPATIONAL ANALYSIS IN HEALTHCARE INDUSTRY

Table 24

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	MEAN ANN. WAGES	PROJECTED GROWTH (2018-2028)
31-1122	Personal Care Aides	24,423	\$13.70	\$28,500	27,749
31-1131	Nursing Assistants	20,894	\$18.13	\$37,700	22,211
31-9092	Medical Assistants	16,221	\$19.95	\$41,500	17,942
31-1121	Home Health Aides	8,550	\$13.70	\$28,500	9,721
31-9091	Dental Assistants	7,138	\$21.68	\$45,100	7,702

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	MEAN ANN. WAGES	PROJECTED GROWTH (2018-2028)
31-9097	Phlebotomists	2,917	\$21.49	\$44,700	3,140
31-9011	Massage Therapists	2,875	\$24.71	\$51,400	3,228
31-9096	Veterinary Assistants and Laboratory Animal Caretakers	2,231	\$16.68	\$34,700	2,557
31-2021	Physical Therapist Assistants	1,934	\$33.85	\$70,400	2,257
31-9099	Healthcare Support Workers, All Other	1,844	\$21.01	\$43,700	1,980
31-9093	Medical Equipment Preparers	998	\$22.02	\$45,800	1,063
31-9094	Medical Transcriptionists	893	\$15.10	\$31,400	909
31-2022	Physical Therapist Aides	876	\$15.43	\$32,100	924
31-1132	Orderlies	811	\$16.97	\$35,300	860
31-2011	Occupational Therapy Assistants	734	\$36.59	\$76,100	857
31-9095	Pharmacy Aides	384	\$18.37	\$38,200	396
31-1133	Psychiatric Aides	301	\$13.75	\$28,600	323
31-2012	Occupational Therapy Aides	40	\$17.02	\$35,400	43
31-0000	Healthcare Support Occupations	94,062	\$17.93	\$37,300	103,911
31-1122	Personal Care Aides	24,423	\$13.70	\$28,500	27,749

Source: Lightcast, Accenture Research

The table below depicts the automation impacts on IT occupations. Most of the occupations have a high potential for automation. Software Developer is leading this trend, projected to grow significantly over the next 5 years, bringing in over 43,900 jobs in the Atlanta Metro Region.

## OCCUPATIONAL ANALYSIS IN IT INDUSTRY

Table 25

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	MEAN ANNUAL WAGES	PROJECTED GROWTH (2018-2028)
15-1252	Software Developers	37,797	\$63.32	\$131,700	43,926
15-1232	Computer User Support Specialists	17,221	\$31.97	\$66,500	18,337
15-1211	Computer Systems Analysts	11,092	\$53.65	\$111,600	12,062
15-1299	Computer Occupations, All Other	10,687	\$50.19	\$104,400	11,563

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	MEAN ANNUAL WAGES	PROJECTED GROWTH (2018-2028)
15-1244	Network and Computer Systems Administrators	6,575	\$53.80	\$111,900	6,912
15-1241	Computer Network Architects	4,645	\$68.46	\$142,400	4,886
15-1231	Computer Network Support Specialists	4,112	\$41.20	\$85,700	4,401
15-1212	Information Security Analysts	3,847	\$62.69	\$130,400	4,565
15-2051	Data Scientists	3,798	\$56.68	\$117,900	4,580
15-1253	Software Quality Assurance Analysts and Testers	3,766	\$52.74	\$109,700	4,281
15-2031	Operations Research Analysts	2,990	\$43.03	\$89,500	3,442
15-1251	Computer Programmers	2,614	\$49.90	\$103,800	2,571
15-1255	Web and Digital Interface Designers	2,577	\$49.47	\$102,900	2,878
15-1242	Database Administrators	1,930	\$52.16	\$108,500	2,074
15-1243	Database Architects	1,806	\$73.56	\$153,000	1,963
15-1254	Web Developers	1,339	\$46.97	\$97,700	1,497
15-1221	Computer and Information Research Scientists	411	\$52.88	\$110,000	473
15-2041	Statisticians	374	\$56.73	\$118,000	445
15-2011	Actuaries	365	\$67.45	\$140,300	423
15-2099	Mathematical Science Occupations, All Other	151	\$47.21	\$98,200	165
15-2021	Mathematicians	28	\$55.87	\$116,200	30

Source: Lightcast, Accenture Research

The table below illustrates the automation impacts on Transportation, Distribution, and Logistics (TDL) occupations; all occupations in this sector have potential for automation. Laborers and Freight, Stock, and Material Movers, Hand are projected to have the highest potential for automation, with more than 81,000 projected growth.<sup>16</sup>

## OCCUPATIONAL ANALYSIS IN TDL INDUSTRY

Table 26

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	MEAN ANNUAL WAGE	PROJECTED GROWTH (2018-2028)
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	75,763	\$18.27	\$38,000	81,052
53-7065	Stockers and Order Fillers	53,724	\$17.16	\$35,700	57,958
53-3032	Heavy and Tractor-Trailer Truck Drivers	48,617	\$27.69	\$57,600	51,702



<b>O*NET CODE, Metro Atlanta Region</b>	<b>OCCUPATION TITLE</b>	<b>EMPLOYMENT SIZE</b>	<b>HOURLY WAGE (\$/HR.)</b>	<b>MEAN ANNUAL WAGE</b>	<b>PROJECTED GROWTH (2018-2028)</b>
<b>53-7051</b>	Industrial Truck and Tractor Operators	31,339	\$22.36	\$46,500	33,297
<b>53-3033</b>	Light Truck Drivers	22,759	\$22.50	\$46,800	24,888
<b>53-1047</b>	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	15,295	\$30.82	\$64,100	16,350
<b>53-7064</b>	Packers and Packagers, Hand	12,503	\$15.05	\$31,300	12,964
<b>53-3031</b>	Driver/Sales Workers	11,473	\$15.24	\$31,700	12,438
<b>53-2031</b>	Flight Attendants	8,372	\$33.89	\$70,500	9,072
<b>53-7061</b>	Cleaners of Vehicles and Equipment	8,350	\$15.38	\$32,000	8,859
<b>53-3051</b>	Bus Drivers, School	7,746	\$19.71	\$41,000	8,098
<b>53-2011</b>	Airline Pilots, Copilots, and Flight Engineers	6,319	\$110.43	\$229,700	6,599
<b>53-3054</b>	Taxi Drivers	4,976	\$15.72	\$32,700	5,682
<b>53-3052</b>	Bus Drivers, Transit and Intercity	3,379	\$22.45	\$46,700	3,606
<b>53-3053</b>	Shuttle Drivers and Chauffeurs	3,347	\$16.20	\$33,700	3,619
<b>53-7081</b>	Refuse and Recyclable Material Collectors	2,555	\$24.04	\$50,000	2,724
<b>53-6021</b>	Parking Attendants	2,342	\$14.18	\$29,500	2,446
<b>53-6031</b>	Automotive and Watercraft Service Attendants	2,069	\$14.52	\$30,200	2,171
<b>53-3099</b>	Motor Vehicle Operators, All Other	1,482	\$15.87	\$33,000	1,618
<b>53-7063</b>	Machine Feeders and Offbearers	1,101	\$19.86	\$41,300	1,194
<b>53-2012</b>	Commercial Pilots	1,092	\$73.13	\$152,100	1,155
<b>53-2021</b>	Air Traffic Controllers	668	\$80.96	\$168,400	703
<b>53-6051</b>	Transportation Inspectors	652	\$50.05	\$104,100	688
<b>53-6032</b>	Aircraft Service Attendants	646	\$20.29	\$42,200	682
<b>53-2022</b>	Airfield Operations Specialists	575	\$30.91	\$64,300	606
<b>53-7199</b>	Material Moving	560	\$17.93	\$37,300	594



<b>O*NET CODE, Metro Atlanta Region</b>	<b>OCCUPATION TITLE</b>	<b>EMPLOYMENT SIZE</b>	<b>HOURLY WAGE (\$/HR.)</b>	<b>MEAN ANNUAL WAGE</b>	<b>PROJECTED GROWTH (2018-2028)</b>
	Workers, All Other				
<b>53-7021</b>	Crane and Tower Operators	557	\$28.27	\$58,800	585
<b>53-4031</b>	Railroad Conductors and Yardmasters	475	\$33.99	\$70,700	500
<b>53-4011</b>	Locomotive Engineers	460	\$35.53	\$73,900	484
<b>53-6061</b>	Passenger Attendants	414	\$17.74	\$36,900	438
<b>53-6099</b>	Transportation Workers, All Other	367	\$16.35	\$34,000	389
<b>53-7011</b>	Conveyor Operators and Tenders	361	\$20.05	\$41,700	389
<b>53-3011</b>	Ambulance Drivers and Attendants, Except Emergency Medical Technicians	252	\$18.75	\$39,000	261
<b>53-4022</b>	Railroad Brake, Signal, and Switch Operators and Locomotive Firers	238	\$20.14	\$41,900	251
<b>53-4041</b>	Subway and Streetcar Operators	219	\$27.45	\$57,100	232
<b>53-5021</b>	Captains, Mates, and Pilots of Water Vessels	203	\$50.10	\$104,200	212
<b>53-7121</b>	Tank Car, Truck, and Ship Loaders	160	\$45.38	\$94,400	170
<b>53-7072</b>	Pump Operators, Except Wellhead Pumpers	148	\$25.91	\$53,900	159
<b>53-1041</b>	Aircraft Cargo Handling Supervisors	141	\$38.37	\$79,800	149
<b>53-5011</b>	Sailors and Marine Oilers	109	\$22.07	\$45,900	115
<b>53-6041</b>	Traffic Technicians	107	\$24.47	\$50,900	113
<b>53-4013</b>	Rail Yard Engineers, Dinkey Operators, and Hostlers	83	\$21.25	\$44,200	88
<b>53-6011</b>	Bridge and Lock Tenders	56	\$22.88	\$47,600	58
<b>53-4099</b>	Rail Transportation Workers, All Other	42	\$28.27	\$58,800	44
<b>53-7071</b>	Gas Compressor and Gas Pumping Station Operators	39	\$30.58	\$63,600	41
<b>53-7041</b>	Hoist and Winch Operators	38	\$29.62	\$61,600	40
<b>53-5031</b>	Ship Engineers	37	\$44.23	\$92,000	39

<b>O*NET CODE, Metro Atlanta Region</b>	<b>OCCUPATION TITLE</b>	<b>EMPLOYMENT SIZE</b>	<b>HOURLY WAGE (\$/HR.)</b>	<b>MEAN ANNUAL WAGE</b>	<b>PROJECTED GROWTH (2018-2028)</b>
<b>53-5022</b>	Motorboat Operators	24	\$20.29	\$42,200	25
<b>53-7073</b>	Wellhead Pumpers	17	\$31.68	\$65,900	18
<b>53-7031</b>	Dredge Operators	13	\$25.53	\$53,100	14
<i>Source: Lightcast, Accenture Research</i>					

The table below outlines the automation impacts on Skilled Trades occupations. Almost all of the occupations in this category have a high potential for automation. Additionally, all Skilled Trades occupations are projected to experience growth by 2028. Construction Laborers are leading this growth trend, with over 29,800 new jobs projected.<sup>17</sup>

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## OCCUPATIONAL ANALYSIS IN SKILLED TRADES INDUSTRY

*Table 27*

<b>O*NET CODE, Metro Atlanta Region</b>	<b>OCCUPATION TITLE</b>	<b>EMPLOYMENT SIZE</b>	<b>HOURLY WAGE (\$/HR.)</b>	<b>MEAN ANNUAL WAGE</b>	<b>PROJECTED GROWTH (2018-2028)</b>
<b>47-2061</b>	Construction Laborers	27,926	\$20.10	\$41,800	29,815
<b>47-1011</b>	First-Line Supervisors of Construction Trades and Extraction Workers	15,844	\$38.37	\$79,800	16,773
<b>47-2111</b>	Electricians	14,792	\$29.33	\$61,000	15,985
<b>47-2031</b>	Carpenters	14,125	\$26.11	\$54,300	14,830
<b>11-9021</b>	Construction Managers	10,321	\$51.35	\$106,800	10,997
<b>47-2073</b>	Operating Engineers and Other Construction Equipment Operators	7,254	\$24.04	\$50,000	7,707
<b>47-2152</b>	Plumbers, Pipefitters, and Steamfitters	6,793	\$30.10	\$62,600	7,175
<b>51-4121</b>	Welders, Cutters, Solderers, and Brazers	6,773	\$24.33	\$50,600	7,131
<b>47-2211</b>	Sheet Metal Workers	2,528	\$25.53	\$53,100	2,637
<b>47-2051</b>	Cement Masons and Concrete Finishers	2,501	\$24.62	\$51,200	2,578
<b>47-2081</b>	Drywall and Ceiling Tile Installers	1,404	\$25.91	\$53,900	1,481
<b>47-3015</b>	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	947	\$19.86	\$41,300	998
<b>47-3012</b>	Helpers--Carpenters	379	\$21.68	\$45,100	386
<b>47-3011</b>	Helpers--Brickmasons, Blockmasons, Stonemasons, and Tile and	127	\$18.03	\$37,500	127

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	MEAN ANNUAL WAGE	PROJECTED GROWTH (2018-2028)
47-3014	Marble Setters Helpers--Painters, Paperhangers, Plasterers, and Stucco Masons	84	\$15.58	\$32,400	88

Source: Lightcast, Accenture Research

The table below illustrates the automation impacts on Advanced Manufacturing occupations. While Fiberglass Laminators and Fabricators have a low potential for projected growth, First-Line Supervisors of Production and Operating Workers are expected to experience a high potential projected growth of 12,000 jobs.

### OCCUPATIONAL ANALYSIS IN ADVANCED MANUFACTURING INDUSTRY

Table 28

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	MEAN ANNUAL WAGE	PROJECTED GROWTH (2018-2028)
51-1011	First-Line Supervisors of Production and Operating Workers	11,754	\$34.52	\$71,800	12,293
51-4121	Welders, Cutters, Solderers, and Brazers	6,773	\$24.33	\$50,600	7,131
51-9111	Packaging and Filling Machine Operators and Tenders	6,544	\$19.38	\$40,300	6,992
17-2112	Industrial Engineers	4,317	\$49.86	\$103,700	4,758
51-4041	Machinists	3,491	\$25.91	\$53,900	3,684
51-9198	Helpers--Production Workers	2,574	\$17.31	\$36,000	2,567
51-3092	Food Batchmakers	1,839	\$20.53	\$42,700	2,001
49-9044	Millwrights	858	\$30.19	\$62,800	907
51-2031	Engine and Other Machine Assemblers	614	\$25.67	\$53,400	574
51-4111	Tool and Die Makers	368	\$28.80	\$59,900	370
51-9162	Computer Numerically Controlled Tool Programmers	280	\$34.33	\$71,400	314
51-2051	Fiberglass Laminators and Fabricators	233	\$18.99	\$39,500	246

Source: Lightcast, Accenture Research

There are certain occupations to focus on as a region that help job seekers achieve high quality jobs, or “opportunity jobs.” In addition to offering a living wage and job growth, these occupations must also be accessible, a key feature of Opportunity Jobs. The requirements are as follows (see Appendix 3 and 4 for more information):

- Using the MIT Living Wage for 1 working adult and 1 child for each state, we

created a population-weighted **national living wage based of \$41.31/hr, higher than the national average of \$35.48/hr.** We used this living wage to segment low wage workers.

- Growth projections were taken from Lightcast and BLS for each occupation. **Occupations with a growth rate of 5%, higher than the national average of 3%, were considered to have a higher potential for growth.**
- Occupational accessibility was determined by current workers **educational attainment, typical entry level education, and skilling pathways** below a Bachelor's degree, including apprenticeships, vocational schools, or certifications.

## OCCUPATIONAL ANALYSIS FOR OPPORTUNITY JOBS (SHORTLIST)

Table 29

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	PROJECTED GROWTH (2024-2027)
15-1252	Software Developers	42,016	\$60.13	9.0%
29-1141	Registered Nurses	41,783	\$44.80	5.3%
49-3011	Aircraft Mechanics and Service Technicians	4,574	\$42.41	6.8%
15-1253	Software Quality Assurance Analysts and Testers	3,860	\$49.94	8.6%
19-5011	Occupational Health and Safety Specialists	1,217	\$42.91	9.7%

Source: Lightcast, MIT Living Wage, Accenture Research

## OCCUPATIONAL ANALYSIS FOR OPPORTUNITY JOBS MAKING 90% OF LIVING WAGE (SHORTLIST)

Table 30

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	PROJECTED GROWTH (2024-2027)
17-3023	Electrical and Electronic Engineering Technologists and Technicians	1,116	\$40.04	5.4%
53-6051	Transportation Inspectors	471	\$48.13	5.8%
29-2032	Diagnostic Medical Sonographers	1,317	\$40.37	8.1%
29-2035	Magnetic Resonance Imaging Technologists	700	\$39.59	5.9%
47-4021	Elevator and Escalator Installers and Repairers	337	\$38.76	8.0%

Source: Lightcast, MIT Living Wage, Accenture Research

Large Language Models (LLMs) and automation technologies are transforming various

job sectors, particularly those involving routine, language-intensive tasks. The approach to Generative AI impact, specifically Large Language Models (LLMs) is considered a task-based approach. Accenture Research combined human (manual) and machine (Gen AI) classification procedures to assign numeric values to each task that would imply potential for automation or augmentation. Over 19,000 tasks were analyzed during this process.

- **Automation potential:** % of worker time spent on tasks that can be transformed by LLMs with reduced involvement from a human worker.
- **Augmentation potential:** % of worker time spent on tasks in which LLMs would need more involvement from human workers.

Together, these classifications determine the worker's average time spent on tasks that could be significantly impacted by Generative AI. Some jobs have high impact by LLMs, as LLMs can handle documentation, risk assessment, and content generation efficiently. (See Appendix 5 for more information)

### HIGH IMPACT BY LLMS (AUTOMATION + AUGMENTATION POTENTIAL)

*Table 31*

SOC	DESCRIPTION	IMPACT BY LLMS
31-9094	Medical Transcriptionists	100%
13-2053	Insurance Underwriters	100%
27-3042	Technical Writers	88%
13-2028	Property Appraisers and Assessors	88%
15-1231	Computer Network Support Specialists	85%
41-3021	Insurance Sales Agents	83%
15-1254	Web Developers	83%
15-1211	Computer Systems Analysts	81%
15-1253	Software Quality Assurance Analysts and Testers	81%
13-1111	Management Analysts	76%

*Source: Accenture Research*

### HIGH AUTOMATION POTENTIAL

*Table 32*

SOC	DESCRIPTION	IMPACT BY LLMS
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SOC	DESCRIPTION	IMPACT BY LLMS
43-4041	Credit Authorizers, Checkers, and Clerks	81%
13-1111	Management Analysts	70%
19-4092	Forensic Science Technicians	58%
43-4171	Receptionists and Information Clerks	58%
43-3011	Bill and Account Collectors	53%

*Source: Accenture Research*

### HIGH AUGMENTATION POTENTIAL

*Table 33*

SOC	DESCRIPTION	IMPACT BY LLMS
13-2053	Insurance Underwriters	100%
15-1243	Database Architects	72%
13-1151	Training and Development Specialists	68%
15-1251	Computer Programmers	58%
13-2041	Credit Analysts	55%

*Source: Accenture Research*

However, there are occupations that being minimally impacted by LLMs, including hands-on, physical, technical jobs remaining largely dependent on human expertise and manual labor.

### LOW IMPACT BY LLMS

*Table 34*

SOC	DESCRIPTION	IMPACT BY LLMS
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	0%
53-7051	Industrial Truck and Tractor Operators	0%
47-4051	Highway Maintenance Workers	0%

SOC	DESCRIPTION	IMPACT BY LLMS
47-2072	Pile Driver Operators	0%
49-9051	Electrical Power-Line Installers and Repairers	5%
49-3021	Automotive Body and Related Repairers	6%
47-2071	Paving, Surfacing, and Tamping Equipment Operators	7%
47-2132	Insulation Workers, Mechanical	9%
47-2061	Construction Laborers	12%
47-2181	Roofers	14%
31-9093	Medical Equipment Preparers	16%

Source: Accenture Research

- b. *Provide an analysis of the knowledge and skills needed to meet the employment needs of the employers in the region, including employment needs in in-demand industry sectors and occupations.*

By analyzing job postings data from 2023, we can identify the specialized skills most sought after by employers. As depicted in the following table, most of these skills pertain to "hard skills," including Project Management, Marketing, Auditing, and Accounting. The table below presents the 20 most frequently requested skills.

#### TOP SPECIALIZED SKILLS BY JOB POSTINGS IN 2023

Table 35

SKILL, Atlanta MSA	DESCRIPTION	UNIQUE POSTINGS	NATIONAL AVERAGE
<b>Project Management</b>	Project management is the discipline of initiating, planning, executing, controlling, and closing the work of a team to achieve specific goals and meet specific success criteria.	51,743	42,838
<b>Marketing</b>	Marketing is the study and management of exchange relationships.	45,904	38,978
<b>Nursing</b>	Profession within the healthcare sector that involves the provision of holistic care to individuals, families, and communities to promote, maintain, or restore health and well-being. Nurses play a critical role in various healthcare settings, including hospitals, clinics, long-term care facilities, community health centers, schools, and homes.	41,231	48,490
<b>Merchandising</b>	In the broadest sense, merchandising is any practice which contributes to the sale of products to a retail consumer.	38,678	39,674



<b>Auditing</b>	Reviewing and evaluating the organization's financial records, testing the accuracy and reliability of the information, and evaluating the organization's internal controls and processes	35,132	35,777
<b>Warehousing</b>	The process of storing goods and materials in a designated facility or warehouse until they are needed for distribution, sale, or use. Warehouses serve as crucial links in the supply chain by providing temporary storage and inventory management services to businesses and organizations involved in manufacturing, distribution, retail, and logistics.	33,558	25,710
<b>Accounting</b>	Accounting or accountancy is the measurement, processing, and communication of financial information about economic entities such as businesses and corporations.	32,721	32,056
<b>Finance</b>	The management of money and other financial assets, including how individuals, businesses, and organizations acquire, allocate, and use funds over time. It encompasses a broad range of activities related to investing, borrowing, lending, budgeting, and risk management.	28,215	25,074
<b>Restaurant Operation</b>	Requires Restaurant Experience, which is experience working at an establishment where meals are served to customers.	27,647	23,645
<b>Computer Science</b>	Study of computers and computational systems, including their design, development, implementation, and application. It encompasses a wide range of topics and disciplines, including algorithms, data structures, programming languages, computer architecture, software engineering, artificial intelligence, machine learning, computer graphics, cybersecurity, and more.	27,406	17,982
<b>Selling Techniques</b>	Sales is activity related to selling or the amount of goods or services sold in a given time period	24,705	24,605
<b>Agile Methodology</b>	Working experience of Agile Development, which is an umbrella term for a set of methods and practices based on the values and principles expressed in the Agile Manifesto. Solutions evolve through collaboration between self-organizing, cross-functional teams utilizing the appropriate practices for their context.	22,505	13,861
<b>Automation</b>	Automation refers to the use of technology, machinery, or systems to perform tasks or processes with minimal human intervention. The primary goal of automation is to increase efficiency, accuracy, and productivity while reducing manual labor and the potential for errors. In various industries and applications, automation can range from simple repetitive tasks to complex operations involving advanced robotics, artificial intelligence, and machine learning algorithms.	21,339	14,486
<b>Workflow Management</b>	The systematic design, execution, and optimization of processes and tasks within an organization to achieve specific goals efficiently and effectively. It involves analyzing, documenting, automating, and monitoring workflows to streamline operations, improve productivity, and enhance collaboration among team members.	21,075	19,887
<b>Data Analysis</b>	Data analysis, also known as analysis of data or data analytics, is a process of inspecting, cleansing, transforming, and modeling data with the goal of discovering useful information,	20,703	17,850



	suggesting conclusions, and supporting decision-making.		
<b>SQL (Programming Language)</b>	SQL ( ESS-kew-EL or SEE-kwl, Structured Query Language) is a domain-specific language used in programming and designed for managing data held in a relational database management system (RDBMS), or for stream processing in a relational data stream management system (RDSMS).	20,590	11,619
<b>Process Improvement</b>	A continual improvement process, also often called a continuous improvement process (abbreviated as CIP or CI), is an ongoing effort to improve products, services, or processes.	20,121	16,582
<b>Invoicing</b>	An invoice, bill or tab is a commercial document issued by a seller to a buyer, relating to a sale transaction and indicating the products, quantities, and agreed prices for products or services the seller had provided the buyer.	18,167	17,359
<b>Billing</b>	A customer billing is any kind of business event where a business collects money from a customer for goods or services provided.	17,378	18,052
<b>Housekeeping</b>	The management and maintenance of cleanliness, order, and organization within a home, hotel, office, or other living or working spaces. It involves a variety of tasks aimed at keeping the environment clean, sanitary, and aesthetically pleasing.	17,272	19,330

Source: Labor Insight Jobs

The top specialized skills for the in-demand industries for 2023 are displayed in the tables below. Regarding Healthcare job postings, the specialized skills projected to experience rapid growth are Caregiving, with a 23% increase, and Activities of Daily Living (ADLs), with a 21% increase. Together, these skills are required for over 5,500 job postings.

## TOP SKILLS FOR HEALTHCARE INDUSTRY

Table 36

SKILL, Atlanta MSA	JOB POSTINGS	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
Medical Assistance	4,396	19%	12%	Growing
Vital Signs	3,610	16%	17%	Growing
Phlebotomy	3,312	15%	13%	Growing
Nursing	3,303	15%	20%	Growing
Caregiving	3,266	14%	23%	Rapidly Growing
Home Health Care	2,422	11%	19%	Growing
Personal Care	2,267	10%	12%	Growing
Activities Of Daily Living (ADLS)	2,258	10%	21%	Rapidly Growing
Medical Records	2,156	10%	13%	Growing
Housekeeping	1,971	9%	13%	Growing

Source: Labor Insight Jobs

In IT job postings, the specialized skills experiencing rapid growth include Computer Science with a 27% increase, Amazon Web Services with a 14% increase, Automation with a 30% increase, Python with a 24% increase, and Software Development with a 23% increase. These skills are required in over 62,000 job postings.

### TOP SKILLS FOR IT INDUSTRY

Table 37

SKILL, Atlanta MSA	JOB POSTINGS	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
Computer Science	19,277	24%	27%	Rapidly Growing
SQL (Programming Language)	15,526	20%	6%	Stable
Agile Methodology	14,837	19%	20%	Growing
Amazon Web Services	11,514	15%	24%	Rapidly Growing
Automation	11,271	14%	30%	Rapidly Growing
Python (Programming Language)	11,027	14%	24%	Rapidly Growing
Java (Programming Language)	10,850	14%	17%	Growing
Project Management	10,712	14%	20%	Growing
Software Development	9,015	11%	23%	Rapidly Growing
Application Programming Interface (API)	8,926	11%	9%	Growing

Source: Labor Insight Jobs

For TDL job postings, the specialized skills are either projected to grow or remain stable, as reflected in the table below. The top three growing skills are Truck Driving with a 16% increase, Merchandising with a 15% increase, and General Mathematics with a 15% increase. These skills are mentioned in over 10,700 job postings. Forklift Truck and Order Picking are projected to remain stable, with over 10,000 job postings mentioning these skills.

### TOP SKILLS FOR TDL INDUSTRY

Table 38

SKILL, Atlanta MSA	JOB POSTINGS	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
Warehousing	16,112	33%	13%	Growing
Forklift Truck	8,146	17%	6%	Stable
Palletizing	5,858	12%	10%	Growing
Merchandising	4,574	9%	15%	Growing
Truck Driving	3,881	8%	16%	Growing
Pallet Jacks	3,157	6%	12%	Growing

SKILL, Atlanta MSA	JOB POSTINGS	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
General Mathematics	2,264	5%	15%	Growing
Shipping And Receiving	1,970	4%	9%	Growing
Order Picking	1,900	4%	7%	Stable
Inventory Control	1,896	4%	12%	Growing

Source: Labor Insight Jobs

For Skilled Trades job postings, the specialized skills with the highest projected growth percentage are Electric Wiring at 20%, Project Management at 20%, Painting at 16%, and Carpentry at 16%. Meanwhile, Hand Tools, Power Tool Operation, and Machinery skills are projected to remain stable.

### TOP SKILLS FOR SKILLED TRADES INDUSTRY

Table 39

SKILL, Atlanta MSA	JOB POSTINGS	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
Construction	1,732	22%	10%	Growing
Hand Tools	863	11%	6%	Stable
Plumbing	806	10%	10%	Growing
Carpentry	799	10%	16%	Growing
Painting	716	9%	16%	Growing
Project Management	686	9%	20%	Growing
Power Tool Operation	666	8%	7%	Stable
Machinery	513	6%	8%	Stable
Electrical Wiring	443	6%	20%	Growing
Subcontracting	437	5%	9%	Growing

Source: Labor Insight Jobs

In the Clean Tech sector of Skills Trade, the specialized skills expected to experience the most significant growth include Electrical Wiring, projected at 20%, and Electric Motors, anticipated to grow by 16%. Meanwhile, HVAC shows a substantial presence with 85% of total job postings, indicating stable projected growth at 8%.

### TOP SKILLS FOR SKILLED TRADES - CLEAN TECH INDUSTRY

Table 40

SKILL, Atlanta MSA	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
HVAC	85%	8%	Stable
Safety Audits	29%	9%	Stable
Electrical Wiring	40%	20%	Growing

SKILL, Atlanta MSA	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
Solar Energy Systems Installation	34%	10%	Growing
Electric Motors	11%	16%	Growing

Source: Labor Insight Jobs

For Advanced Manufacturing job postings, the specialized skills projected to have the highest growth are Merchandising and General Mathematics, both at 15%. However, Machine Operations is projected to lag with a 5% growth rate.

## TOP SKILLS FOR ADVANCED MANUFACTURING INDUSTRY

Table 41

SKILL, Atlanta MSA	JOB POSTINGS	% OF TOTAL POSTING	PROJECTED SKILL GROWTH	SKILL GROWTH RELATIVE TO MARKET
Machine Operation	2,007	11%	5%	Lagging
Machinery	1,924	10%	8%	Stable
Warehousing	1,725	9%	13%	Growing
Hand Tools	1,607	8%	6%	Stable
Housekeeping	1,425	8%	13%	Growing
Forklift Truck	1,417	7%	6%	Stable
General Mathematics	1,351	7%	15%	Growing
Food Safety And Sanitation	1,331	7%	12%	Growing
Merchandising	934	5%	15%	Growing
Safety Standards	752	4%	6%	Stable

Source: Labor Insight Jobs

This analysis of 2023 job postings data highlights the credentials most frequently requested by employers. The most sought-after credentials in the Atlanta region predominantly align with the five targeted industries: Healthcare, Information Technology, Transportation and Logistics, Advanced Manufacturing, and Skilled Trades. These credentials include certifications such as Registered Nurse, CDL Class A, and Certified Driver's License. The top 10 certifications requested by employers in the region are summarized in the table below.

## TOP CERTIFICATIONS BY JOB POSTINGS IN 2023

Table 42

CERTIFICATION, Metro Atlanta Region	JOB POSTINGS
Valid Driver's License	47,520
Registered Nurse (Rn)	38,395
Basic Life Support (Bls) Certification	24,659
Cardiopulmonary Resuscitation (CPR) Certification	11,839

<b>Advanced Cardiovascular Life Support (ACLS) Certification</b>	10,290
<b>Licensed Practical Nurse (LPN)</b>	8,065
<b>Commercial Driver's License (CDL)</b>	5,813
<b>Master Of Business Administration (Mba)</b>	5,692
<b>CDL Class A License</b>	4,602
<b>Certified Nursing Assistant (CNA)</b>	4,094

*Source: Labor Insights Jobs*

In healthcare job postings, the most sought-after certifications by employers were certified nursing assistant (CNA), basic life support (BLS), and cardiopulmonary resuscitation (CPR). These certifications collectively accounted for a significant portion, comprising over 7,000 job postings. These credentials reflect the essential skills and qualifications needed for various roles within the healthcare industry, demonstrating the emphasis placed on patient care and safety by employers in the Atlanta region.

### TOP CERTIFICATIONS FOR HEALTHCARE INDUSTRY

*Table 43*

<b>CERTIFICATION, Atlanta Metro Region</b>	<b>JOB POSTINGS</b>
<b>Certified Nursing Assistant (CNA)</b>	3,044
<b>Basic Life Support (BLS) Certification</b>	2,177
<b>Cardiopulmonary Resuscitation (CPR) Certification</b>	1,956
<b>Registered Nurse (RN)</b>	1,799
<b>Certified Medical Assistant (CNA)</b>	1,716
<b>Valid Driver's License</b>	1,692
<b>Phlebotomy Certification</b>	1,148
<b>Certified Patient Care Technician (CPCT)</b>	761
<b>American Medical Technologists (Amt) Certification</b>	701
<b>Licensed Practical Nurse (LPN)</b>	678

*Source: Labor Insights Jobs*

In IT job postings, employers primarily seek candidates with certifications such as certified information systems security professional, project management professional, and a valid driver's license. These top three certifications are prominently featured in over 3,800 job postings, underlining their significance in the industry, and indicating the diverse skill sets and qualifications sought by employers in the Metro Atlanta Region.

### TOP CERTIFICATIONS FOR IT INDUSTRY

*Table 44*

<b>CERTIFICATION, Atlanta Metro Region</b>	<b>JOB POSTINGS</b>
<b>Certified Information Systems Security Professional</b>	1,502
<b>Project Management Professional Certification</b>	1,177
<b>Valid Driver's License</b>	1,176
<b>Security Clearance</b>	995

<b>Secret Clearance</b>	932
<b>CompTIA Security+</b>	893
<b>Certified Information System Auditor (Cisa)</b>	866
<b>Cisco Certified Network Associate</b>	793
<b>Cisco Certified Network Professional</b>	784
<b>CompTIA A+</b>	767

*Source: Labor Insights Jobs*

In TDL (Transportation and Distribution Logistics) job postings, employers are primarily seeking candidates with certifications such as a Valid Driver's License, Commercial Driver's License (CDL), and CDL Class A License. Together, these top three certifications were requested in over 13,300 job postings. This emphasizes the crucial role of these certifications in the transportation and logistics industry, highlighting the importance of safe and qualified drivers for various roles within the sector.

### TOP CERTIFICATIONS FOR TDL INDUSTRY

*Table 45*

<b>CERTIFICATION, Atlanta Metro Region</b>	<b>JOB POSTINGS</b>
<b>Valid Driver's License</b>	4,973
<b>Commercial Driver's License (CDL)</b>	4,183
<b>CDL Class A License</b>	4,152
<b>Forklift Certification</b>	988
<b>CDL Class B License</b>	676
<b>Tanker Endorsement</b>	258
<b>Hazmat Endorsement</b>	219
<b>Transportation Worker Identification Credential (TWIC) Card</b>	128
<b>Tanker And Hazmat Combo X Endorsement</b>	114
<b>CDL Class C License</b>	110

*Source: Labor Insights Jobs*

In advanced manufacturing job postings, employers predominantly seek candidates with certifications such as a valid driver's license, forklift certification, food handler's certification, and commercial driver's license (CDL). These certifications were collectively requested in over 1,000 job postings. This underscores the significance of these certifications in the advanced manufacturing sector, indicating the necessity for skilled workers with the required qualifications and safety training for various roles within the industry.

## TOP CERTIFICATIONS FOR ADVANCED MANUFACTURING INDUSTRY

*Table 46*

CERTIFICATION, Atlanta Metro Region	JOB POSTINGS
Valid Driver's License	835
Forklift Certification	196
Food Handler's Card	123
Commercial Driver's License (CDL)	119
Secret Clearance	60
Wastewater Operator Certification	56
SERV Safe Certification	54
CDL Class B License	46
CDL Class A License	42
Airframe & Powerplant (A&P) Certificate	41

*Source: Labor Insights Jobs*

In Skilled Trades job postings, employers primarily seek candidates with certifications such as a Valid Driver's License and Commercial Driver's License (CDL). These certifications were collectively requested in over 1,500 job postings, with Valid Driver's License being the most requested, accounting for over 1,000 job postings. This highlights the importance of these certifications in the skilled trades sector, indicating the need for qualified individuals with the necessary licenses and qualifications for various positions within the industry.

## TOP CERTIFICATIONS FOR SKILLED TRADES INDUSTRY

*Table 47*

CERTIFICATION, Atlanta Metro Region	JOB POSTINGS
Valid Driver's License	1,371
Commercial Driver's License (CDL)	147
CDL Class A License	80
30-Hour OSHA General Industry Card	64
10-Hour OSHA General Industry Card	62
Contractor License	37
Cardiopulmonary Resuscitation (CPR) Certification	37
Journeyman Electrician	31
First Aid Certification	29
Flagger Certification	22

*Source: Labor Insights Jobs*

- c. Provide an analysis of the workforce in the region, including current labor force employment, unemployment data, information on labor market trends and the educational and skill levels of the workforce in the region, including individuals with barriers to employment. List all data sources used to gather this information.

## DEMOGRAPHICS OVERVIEW, METRO ATLANTA REGION

Table 48

	METRO ATLANTA	GA	USA
Population	4,671,361	10,625,615	329,725,481
Median Age	36.4	37.1	38.4
Labor Force Size	2,505,801	5,274,596	166,672,597
Labor Force Participation Rate	68.3%	63.3%	63.4%
Prime-Age Labor Force Size (Civilian Population 25-54)	1,690,874	3,452,624	106,173,534
Prime-Age Labor Force Participation Rate	84.9%	81.3%	82.5%
Median Household Income <sup>2</sup>	\$76,242	\$65,030	\$69,021

Source: JobsEQ, 2023Q3

In the Healthcare sector, females comprise more than 80% of the workforce, whereas in the Construction sector, males make up more than 86% of the workforce. In Manufacturing and Transportation industries, at least two-thirds of the workforce is male. However, in the Administrative and Support and Waste Management and Remediation Services industry, the workforce is approximately evenly split between females and males.

## DEMOGRAPHICS OVERVIEW, GENDER, METRO ATLANTA REGION

Table 49

INDUSTRY	FEMALE	MALE	TOTAL
Retail Trade	53%	47%	389,126
Health Care and Social Assistance	80%	20%	386,075
Professional, Scientific, And Technical Services	48%	52%	380,629
Government	59%	41%	355,470
Administrative And Support and Waste Management and Remediation Services	50%	50%	354,765
Transportation And Warehousing	37%	63%	317,341
Accommodation And Food Services	56%	44%	294,281
Real Estate and Rental and Leasing	52%	48%	277,159
Other Services (Except Public Administration)	58%	42%	269,452



Finance And Insurance	42%	58%	268,621
Construction	14%	86%	249,373
Manufacturing	33%	67%	194,860
Wholesale Trade	33%	67%	158,428
Information	38%	62%	123,899
Educational Services	65%	35%	98,478
Arts, Entertainment, And Recreation	47%	53%	95,159
Management Of Companies and Enterprises	46%	54%	84,956
Unclassified Industry	52%	48%	17,986
Agriculture, Forestry, Fishing and Hunting	24%	76%	13,724
Utilities	30%	70%	11,321
Mining, Quarrying, And Oil and Gas Extraction	17%	83%	3,330
<b>TOTAL</b>	<b>49%</b>	<b>51%</b>	<b>4,344,433</b>

Source: Labor Insight Jobs (Burning Glass Technologies)

The table below illustrates industry employment by race/ethnicity. In the Healthcare sector, the workforce is predominantly composed of White/Caucasian and Black/African American individuals, together accounting for over 85% of the workers. In the Transportation sector, over 48% of the workforce is Black/African American. The Professional, Scientific, and Technical Services sector is primarily comprised of White/Caucasian individuals, making up over 62% of the workforce. Additionally, the Hispanic population constitutes 22% of the workers in the Construction industry.

## DEMOGRAPHICS OVERVIEW, RACE/ETHNICITY

Table 50

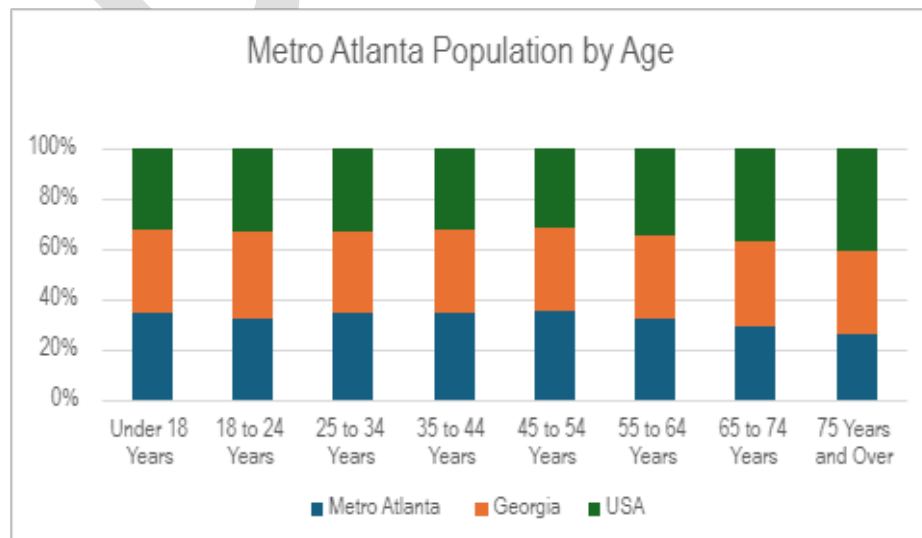
INDUSTRY, Metro Atlanta Region	WHITE OR CAUCASIAN	BLACK OR AFRICAN AMERICAN	HISPANIC OR LATINO	ASIAN	*OTHER	TOTAL
Retail Trade	49%	31%	11%	6%	2%	389,126
Health Care and Social Assistance	46%	39%	7%	6%	2%	386,075
Professional, Scientific, And Technical Services	62%	20%	7%	9%	3%	380,629
Government	54%	35%	5%	3%	4%	355,470
Administrative And Support and Waste Management and Remediation Services	44%	34%	15%	4%	3%	354,765
Transportation And Warehousing	34%	48%	11%	3%	3%	317,341
Accommodation And Food Services	43%	32%	13%	10%	2%	294,281
Real Estate and Rental And Leasing	63%	20%	9%	5%	4%	277,159

<b>Other Services (Except Public Administration)</b>	50%	24%	12%	11%	3%	269,452
<b>Finance And Insurance</b>	60%	24%	7%	6%	3%	268,621
<b>Construction</b>	61%	13%	22%	2%	2%	249,373
<b>Manufacturing</b>	52%	27%	12%	7%	1%	194,860
<b>Wholesale Trade</b>	58%	24%	9%	7%	1%	158,428
<b>Information</b>	56%	24%	8%	8%	2%	123,899
<b>Educational Services</b>	61%	23%	6%	8%	2%	98,478
<b>Arts, Entertainment, And Recreation</b>	64%	22%	8%	3%	3%	95,159
<b>Management Of Companies and Enterprises</b>	51%	33%	8%	7%	1%	84,956
<b>Unclassified Industry</b>	51%	32%	9%	5%	3%	17,986
<b>Agriculture, Forestry, Fishing and Hunting</b>	72%	6%	15%	3%	4%	13,724
<b>Utilities</b>	68%	24%	5%	1%	1%	11,315
<b>Mining, Quarrying, and Oil and Gas Extraction</b>	72%	11%	14%	2%	1%	3,329
<b>TOTAL</b>	<b>52%</b>	<b>29%</b>	<b>10%</b>	<b>6%</b>	<b>3%</b>	<b>4,344,433</b>

Source: Labor Insight Jobs

\*Other includes Hawaiian, American Indian, and two or more races

The distribution of the Atlanta region's population by age closely resembles that of the state and nation, with slight variations. There is a slightly higher concentration of younger age cohorts, particularly among individuals aged 25-34 years and 35-44 years. In contrast, the region's population shows relatively lower concentration in older age cohorts compared to the state and national averages.



Source: JobsEQ 2023Q3

Figure 1: Population by age, Metro Atlanta region vs. Georgia vs. U.S.

Among the in-demand industries, approximately 1.3 million positions are currently held by youth and young adults, aged between 16 to 34 years. Middle-aged adults, falling within the age range of 34 to 54 years, occupy around 1.9 million positions. Moreover, older adults, aged 55 years and above, contribute to approximately 1.1 million positions within these industries. This demographic breakdown highlights the diverse age groups actively participating in the workforce across various sectors.

## DEMOGRAPHICS OVERVIEW, AGE

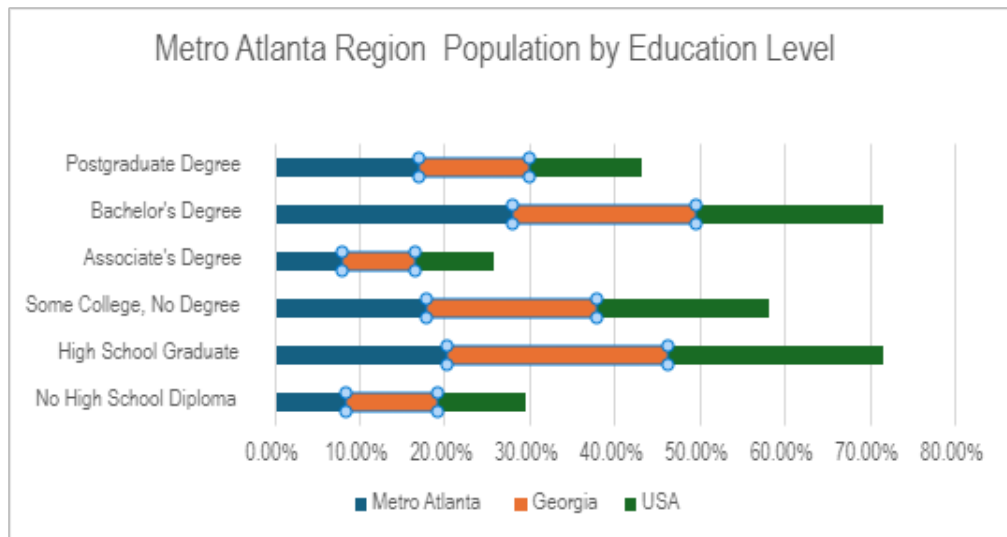
Table 51

INDUSTRY, Metro Atlanta Region	16 - 34	34 - 54	55+	TOTAL
Retail Trade	40%	37%	23%	389,126
Health Care and Social Assistance	29%	45%	27%	386,075
Professional, Scientific, And Technical Services	28%	45%	28%	380,629
Government	30%	46%	23%	355,470
Administrative And Support and Waste Management And Remediation Services	31%	44%	26%	354,765
Transportation And Warehousing	31%	47%	22%	317,341
Accommodation And Food Services	54%	31%	14%	294,281
Real Estate and Rental And Leasing	18%	43%	39%	277,159
Other Services (Except Public Administration)	30%	45%	25%	269,452
Finance And Insurance	21%	47%	32%	268,621
Construction	26%	48%	26%	249,373
Manufacturing	26%	47%	27%	194,860
Wholesale Trade	25%	48%	28%	158,428
Information	30%	50%	20%	123,899
Educational Services	29%	42%	29%	98,478
Arts, Entertainment, And Recreation	42%	34%	24%	95,159
Management Of Companies and Enterprises	32%	46%	22%	84,956
Unclassified Industry	34%	44%	22%	17,986
Agriculture, Forestry, Fishing and Hunting	26%	41%	33%	13,724
Utilities	22%	52%	26%	11,321
Mining, Quarrying, And Oil and Gas Extraction	26%	37%	37%	3,330
<b>TOTAL</b>	<b>1,333,500</b>	<b>1,894,076</b>	<b>1,116,857</b>	<b>4,344,433</b>

Source: Labor Insight Jobs

The educational attainment of the Atlanta region's workforce raises concerns, as over 50% of its residents possess less than a bachelor's degree. This statistic underscores the

need for efforts to address educational disparities and promote higher education attainment within the community.



Source: JobsEQ 2023Q3

Figure 2: Regional Population by Education Level

In the Metro Atlanta Region, the highest obtained degree is a bachelor's degree, with over 28% of residents holding this qualification. Remarkably, this rate surpasses that of the State of Georgia, where over 21.5% of residents possess a bachelor's degree, as well as the national average in the USA, where 22% of residents hold this degree. This indicates a higher prevalence of bachelor's degree holders in the Metro Atlanta Region compared to both the state and national averages.

## DEMOGRAPHICS OVERVIEW, EDUCATIONAL ATTAINMENT

Table 52

DEGREE, Metro Atlanta Region	METRO ATLANTA	GEORGIA	USA
No High School Diploma	8.50%	10.80%	10.30%
High School Graduate	20.30%	26.10%	25.30%
Some College, No Degree	17.90%	20.10%	20.10%
Associate's Degree	8.00%	8.60%	9.30%
Bachelor's Degree	28.10%	21.50%	22.00%
Postgraduate Degree	17.10%	13.00%	13.10%

Source: JobsEQ 2023Q3

The population of the Metro Atlanta Region comprises individuals facing barriers to employment, including Veterans, individuals living below the poverty line, and individuals with disabilities. Among the population aged 18 and older, approximately 142,386 are Veterans. Additionally, approximately 238,439 individuals in the region have disabilities, and 516,111 live below the poverty line, as illustrated in the table below. These statistics

underscore the diverse challenges faced by segments of the population in accessing employment opportunities and highlight the importance of targeted support and resources to address these barriers.

### POPULATIONS WITH BARRIERS TO EMPLOYMENT, METRO ATLANTA REGION

*Table 53*

GROUPS WITH BARRIERS TO EMPLOYMENT, Metro Atlanta Region	POPULATION SIZE
POPULATION 18+	3,540,926
VETERANS, AGE 18-64	142,386
EX-OFFENDERS *	3,133
POVERTY LEVEL (OF ALL PEOPLE)	516,111
HOUSEHOLDS RECEIVING FOOD STAMP/SNAP	166,325
DISCONNECTED YOUTH **	5,556
WITH A DISABILITY, AGES 18-64	238,439
SPEAKING ENGLISH LESS THAN VERY WELL (POPULATION 5 YEARS AND OVER)	356,245

*Source JobsEQ, 2023Q3*

*\*Doc inmate release data for 2023*

*\*\*Disconnected youth are 16-19-year old's who are (1) not in school, (2) not high school graduates, and (3) either unemployed or not in the labor force.*

- d. *Provide an analysis of the workforce development activities (including education and training) in the region, including an analysis of the strengths, weaknesses, and capacity of such services to address the identified education and skill needs of the workforce, and the employment needs of employers in the region.*

According to the Supply-Demand Analysis, the Metro Atlanta region is home to 13 public higher education institutions, 60 for-profit institutions, and 17 private not-for-profit colleges and universities.

Knowledge and skills needed to meet the employment needs of the employers in the region can be found in Section 2b above. WorkSource Metro Atlanta population by education level can be found in Section 2c above.

As required by the Economic Development Administration (EDA), the Atlanta Regional Commission updates the COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY (CEDS), formerly known as CATLYST, every five years to adapt to changing global and national economic conditions and resident needs. ARC is the designated Economic Development District (EDD) for the 11-county Metro Region including Cherokee, Clayton, Cobb, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, and Rockdale, which constitutes the 10-county region of WorkSource Metro Atlanta in addition to Forsyth County.

According to the 2022 CEDS, the following highlights the profile of the 11-county EDD workforce regarding educational attainment and related income:

1. Overall, counties in the northern portion of the EDD have high percentages of college graduates than counties in the southern portion of the EDD.
2. Throughout the EDD, Hispanic populations have a much lower educational attainment concerning post-high school degrees.
3. Dropout rates across the ARC region have fallen in almost all the public-school systems within the ARC region from 2011-2021.
4. White and male-owned employer firms are more numerous, larger in size on average, and have higher pay per employee.

To prepare the workforce for new opportunities, ARC identified pathways to capitalize on emerging sectors in addition to the creative sector's emerging arts and entertainment opportunities. These emerging cluster, include the agricultural, manufacturing, and healthcare sectors and the growing employment sectors of information, management, retail trade, finance, and insurance. Through collaboration between regional economic leaders and educators, curriculums and corporate partnerships can be developed that promote equitable access to higher-paying opportunities in these sectors. The strategy will include increasing the visibility of employment and training opportunities to traditionally underserved communities.

While deficiencies in certain areas of Metro Atlanta exist, overall access to education and talent development is high throughout the region. Regional coordinating efforts like Learn4Life, Metro Atlanta Exchange for Workforce Solutions (MAX) and Aerotropolis Atlanta Alliance Education Collective have developed cross-jurisdictional strategies to help eliminate systemic deficiencies and inefficiencies in education. While great strides have been made, measurable performance-based metrics are still needed to create access and lower poverty rates. The pandemic took a heavy toll on learning gains over the past two years. According to the 2020 Census, Blacks in America make up only 9% of the STEM workforce. The large disconnect among the hundreds of thousands of minority youth and their potential STEM and entrepreneurship careers is a real economic concern. Scaling up the numbers of low-income students who receive hands-on tutoring for high paying careers is essential, recognizing that blue collar employment is subject to automation. Formally connecting education to the innovation economy, to entrepreneurship, fintech, blockchain. and the creative sectors (digital, gaming, streaming, information, music, fashion, food and arts), offers the promise of a tsunami of new talent, lower government costs, and net new tax revenues.

Below is the analysis of one of the six indicators, Education and Workforce Development, essential to the future development of the region:

#### *Strengths*

- Regional approach to education through workforce preparedness programs.
- College and Career Ready program has gained traction throughout metro Atlanta.
- Federal and state increase in funding.
- Tech companies are willing to be involved with workforce development.

- Vocational ESL training, oriented to economic mobility.
- Quality higher education institutions throughout the Metro region.

#### *Weaknesses*

- Labor- availability of talent, quality of talent.
- Lack of broadband and other technology creating a divide in educational achievement.
- High staff turnover and low staff retention due to stagnant real wages.
- Workforce being forced to live further away from job centers due to affordability.
- Lack of affordable child-care and after care hinders economic mobility for many households.
- Lagging communication to low-income families on the availability of free youth tutoring, internships, capacity-building assistance, and access to capital programs.
- Too few walkable live/work/play locations to attract additional knowledge workers.

#### *Opportunities*

- Additional innovative apprenticeship programs with incentives and subsidies.
- Closer integration with business partners.
- More dual enrollment opportunities, and other pipelines to employment.
- New public/private revenue support for local NGOs for introducing globally recognized entrepreneurship initiatives.

#### *Threats*

- Lack of financial resources to adequately impact positive workforce outcomes.
- Learning loss due to COVID has reversed years of progress throughout the EDD, especially low-income youths.<sup>1</sup>
- Rising housing costs displacing certain individuals from the workforce.
- Limited public transportation makes it difficult for some to reach work centers.
- Advancements in technology eliminating jobs in some industry segments.

The Regional Directors will leverage Metro Atlanta Chamber's Talent Support Report, updated Summer 2023, as an analysis of and recommendations for Georgia's future workforce. Georgia employers are rallying around better business practices: skills-based hiring, removing barriers to employment, tracking Diversity & Inclusion metrics, maximizing efforts like partnerships with traditionally under-resourced communities, and focusing on community-based strategies that expand access to talent and talent-building opportunities. Georgia businesses and chambers of commerce have collaborated with policymakers to implement needs-based gap funding for higher education, remove barriers to education and employment, and expand capacity across many technical and workforce training programs. While there is much more work to be done, momentum for positive change and continued economic growth for our state continues. With a grounding in data and better practices and keeping an eye on future industry growth and talent needs, Georgia will continue to position itself as a national and global economic leader.

<sup>1</sup> <https://redefinedatlanta.org/wp-content/uploads/2020/06/COVID-19-Impact-on-Atlanta-Student-Achievement.pdf>



One of Metro Atlanta Chamber's workforce programs, the Talent Pipeline Management (TPM), is a national training program launched through the US Chamber of Commerce Foundation's Center for Education & Workforce. TPM is an employer-led talent initiative that realigns and orients internal and external employer practices to increase talent capacity and onboarding. Here are a few examples of activities the Metro Atlanta Chamber's TPM network engages in: looking at internal practices such as requirements for high-demand roles, ascertaining industry-wide agreement on required versus preferred skills, making strong connections with preferred education partners, and realigning internal career pathways to allow for smoother transitions into and out of critical job roles.

The Regional Directors will work with training providers and meet with them semi-annually to determine their capacity to train customers. Details on the Regional Directors are explained in Section 2f.

- e. *Provide a description of the local board's strategic vision and goals for preparing an educated and skilled workforce (including youth and individuals with barriers to employment), including goals relating to the performance accountability measures based on primary indicators of performance in order to support regional economic growth and economic self-sufficiency.*

Each of the five Local Workforce Development Boards (LWDB) in the Atlanta region have developed a vision and goals, as included in their local workforce plan. Below is a vision and goals for WorkSource Metro Atlanta, reflecting the collective efforts of the five metro Atlanta LWDBs.

#### **Regional Vision:**

WorkSource Metro Atlanta envisions a collaborative regional network ensuring equitable access to quality jobs, job retention, and enhanced employer competitiveness. By uniting the five local WorkSource areas, we provide a comprehensive, inclusive workforce system offering upward career pathways for those facing employment barriers. We are committed to continuously improving the quality and performance of our services.

#### **Regional Goals for 2024 – 2027:**

1. *Establish regional funding sources.*
  - Establish regional grant writing to explore funding opportunities (federal/state public and private grant opportunities) on a regional basis.
  - Explore regional strategies and fund sharing on IWT programs through the state office by leveraging rapid response funding.
2. *Standardize processes for customer experience.*
  - Continue document standardization across the region, such as common formats, forms, templates, and tools for WIOA application, contracts, and more.
  - Establish a regional participant roadmap to economic mobility services for previous customers.



- Create forum for program and business services managers across the region to discuss guidance and charter for sharing best practice.
- Establish regional call center to standardize the customer experience and follow-up process for participants.

### 3. *Scale data-driven decision making.*

- Consistently collect and analyze data through the customer journey to identify or adjust regional workforce strategies and activities.
- Develop regional demand occupation list and share info about related career pathways for jobs with high potential for economic impact (GenAI).
- Establish equity-based targets for the region, outside of the LWDB negotiated performance measures.
- Explore data sharing and integration with strategic partners to establish regional understanding of at-risk populations you both could be serving.

### 4. *Innovate technology to enhance operations.*

- Explore leveraging tech., such as RPA & GenAI, to optimize business processes and operations, including language translation, outreach, and grant writing.
- Expand regional CRM to statewide for business services, assessing Launchpad, and assess potential for scalability, exploring options as needed.
- Incorporate Eligibility Explorer and other intake platforms to streamline and improve the eligibility process across the region. Ensure that the integration of these platforms.

### 5. *Improve regional contracting.*

- Develop regional MOU to allow further collaboration, implementation, and sustainment of regional strategies across the 5 LWDBs, including: regional cost-sharing, training opportunities, and grant writing.
- Update existing MOU for the Metro Atlanta ITA Work Group, requiring two board members for each LWDB to join as a way to maintain accountability.
- Initiate regional procurement methodologies, such as issuing joint procurements or using a standard Request for Proposals (RFP) evaluation tool.
- Expand communication opportunities where MOU partners can collaborate on grant opportunities.

### 6. *Collaborate with strategic partners.*

- Explore and coordinate more outreach activities in accordance with recently issued USDOL guidance.
- Partner with TCSG-OWD to better integrate Wagner-Peyser activities with WorkSource Metro Atlanta at local board-decision level.
- Partner with high schools, colleges, and universities on certifications for in-demand skills (i.e., Clean Tech).
- Improve targeting at-risk populations by working more closely with nonprofits and organizations that serve these people.
- Leverage the Industry Partnership Network to conduct regional business

engagement activities to discuss WorkSource role in the broader ecosystem.

- Assess all the one-stops in the region to determine if they are functioning as intended.
- Establish quarterly partnership meetings to collaborate with chambers of commerce, development authorities, and other economic development organizations.
- Approach small business employers as a region to understand their workforce needs and tailoring training program(s) accordingly.

7. *Enhance business services.*

- Establish regional employment services for basic workforce job seekers, including resume reviews and consistent regional applications for work-based learning programs.
- Establish regional strategy for opportunity youth, including developing a youth tab on ATLworks.org.
- Develop regional strategy to support clean tech and green jobs by partnering with organizations with established credentials and federal funds.
- Establish occupational clusters and focus job placement in areas that aim to solve societal challenges in Metro Atlanta (i.e., housing).
- Establish entrepreneurship credential for the region to begin developing business services and work-based learning programs (incl., on the job training, incumbent worker training, and apprenticeships) for entrepreneurs, coordinated among the five local workforce boards, Wagner Peyser, GA Dept. of Economic Development, QuickStart, GA Chambers and development authorities.
- Prepare consistent regional applications for work-based learning programs.
- Coordinate outreach efforts to employers.

All regional and local WorkSource strategies and programs in the Atlanta region will align to one or more of the above goals.

- f. *Taking into account the analyses described in sections “2. a-e” (above), provide a description of how the region utilizes this data to drive decision-making; and include the strategies utilized to coordinate core programs to align resources available to the local area to achieve the strategic vision and goals. Provide a description of how the local board supports and carries out strategic partnering to help address local and regional challenges.*

*See Local Workforce Development Agency (LWDA) plans for more information.*

The local workforce development boards each detail specific strategies for coordination and delivery of core programs and resources in their local workforce plan. Regional strategies to support the local service delivery are discussed below.

The Regional Directors are tasked to oversee the implementation of this Regional Plan.

The Regional Directors consist of the five Executive Directors of WorkSource Metro Atlanta, supported by their key program managers and their respective local WorkSource Board Chairperson. The Regional Directors will meet monthly to discuss the progress against the implementation of this Regional Plan, and share best practices and lessons learned. The regional strategies and initiatives stated in this Regional Plan will be implemented consistently at the local level by each board, with direction and updates discussed at a biannual meeting of the Regional Directors, local program managers, and key stakeholders. The Regional Directors will also discuss the progress of the implementation of the Regional Plan with the LWDB chairmen at the semi-annual Georgia Workforce Leadership Association (GWLA) meeting.

The Regional Directors will coordinate with CareerRise's Industry Partnerships, which is described in detail in Section 3a, and the Systems Change for Economic Mobility (SCEM) Project, which is described in Section 4c, to carry out regional workforce and economic mobility activities.

Before implementing strategies stated in this Regional Plan, the Regional Directors will coordinate with each of the five LWDBs in the Atlanta region to first determine the baseline capacity by assessing:

1. Their local staff capacity to provide services to targeted customers.
2. Local staff capacity to fulfill and implement regional strategies.
3. Local training provider capacity, based on funding, to provide services to targeted customers, based on demographic information (age, gender, race, income-level, education-level) to fulfill strategic vision and goals stated above.

Below is an image that displays and explains the regional plan governance model at a high level: The five Executive Directors in WorkSource Metro Atlanta, also referred to as the Regional Directors, will provide strategic direction and oversee the implementation of this Regional Plan. The Regional Directors will facilitate the necessary relationships with business, workforce development, economic development, education and training partners to fulfill this Regional Plan. The local WorkSource Chairpersons, staff, and program/project managers will implement the strategies put forth in this Regional Plan and by the Regional Directors. The local WorkSource Chairpersons, staff, and program/project managers will manage and evaluate projects and initiatives that come out of regional strategies to help the Regional Directors control and predict the regional strategic direction. The entire governance model is structured and centered around the WorkSource customer and providing quality and consistent service.

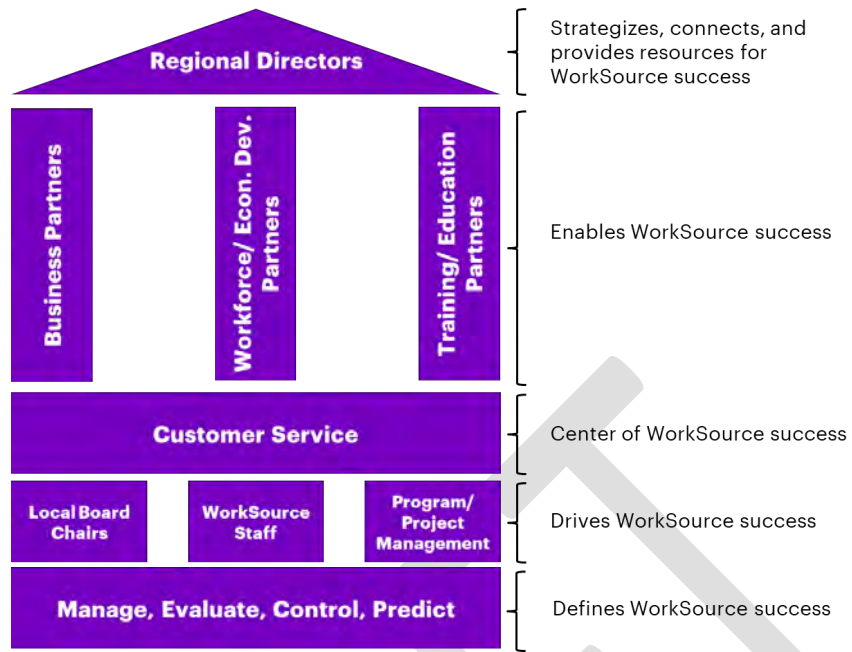


Figure 3: WorkSource Metro Atlanta Governance Model for Regional Directors

**3. Description of Strategies and Services:** Provide a description of the strategies and services that will be used in the local area in order to accomplish the items listed below.

- a. *How will the area engage employers in workforce development programs, including small employers and employers in in-demand industry sectors and occupations?*

WorkSource Metro Atlanta partners with CareerRise<sup>2</sup>, a workforce intermediary who strategically connects the dots between employers, training providers, support services, job seekers, and workforce funders to build partnerships and implements equitable workforce strategies in metro Atlanta. CareerRise helps advance the economic mobility and regional prosperity by creating and strengthening partnerships that meet employer needs for skilled talent and connect metro Atlanta residents to sustainable wage careers. Their vision is for Metro Atlanta to be a strong thriving equitable community with employees connected to good jobs.

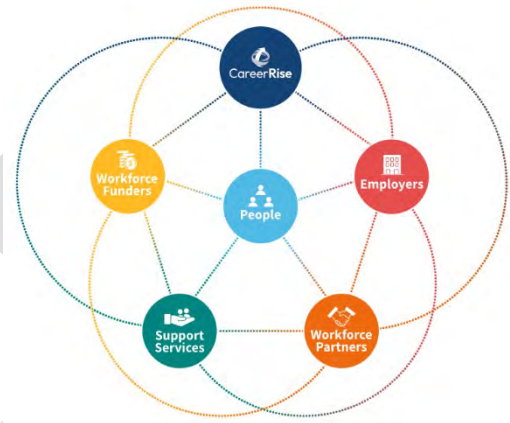


Figure 4. CareerRise: A Proven Intermediary

One of the main pillars within CareerRise is Industry Partnerships, formerly known as Metro Atlanta Industry Partnerships (MAIP), connects a growing network of over 300 organizations, across the Metro Atlanta region, to benefit employers, workers, partner organizations, and communities to broadly share resources, advance economic mobility, and promote regional prosperity. As a workforce entity, they bring partners together for regional initiatives, make it easier for employers to participate in programs, leverage all available funding to provide free programs for eligible participants and reduce employer costs, and promote high-demand careers that lead to family-sustaining incomes.

Industry Partnerships aims to support regional alignment of workforce development initiatives such as business services, workforce needs, and solution coordination. To this end, they convene three groups to encourage discussion of workforce needs for employers and jobseekers, identify, and implement solutions, and support relationship building. Each group meets once quarterly.

<sup>2</sup> CareerRise: <https://careerriseatlanta.org/>



Figure 5. CareerRise Industry Partner Network

See LWDB local plans for more information on engaging employers in workforce development programs in their respective areas.

- b. *How will the area support a local workforce development system that meets the needs of businesses in the local area? Discuss the area's workforce services to businesses and how business and organized labor representatives on the Local Workforce Development Board (LWDB) contributed to the development of these strategies. Provide a listing of business services available through the area(s) such as employer workshops and assessment and screening of potential employees.*

This process will be retained at the local level. See LWDB local plans for more information.

- c. *How will the area better coordinate workforce development programs and economic development? Additionally, identify economic development partners and describe the involvement of the economic development community in developing strategies. How will the area strengthen linkages between the one-stop delivery system and unemployment insurance programs?*

WorkSource Metro Atlanta will leverage their economic development partnership with Metro Atlanta Chamber (MAC). According to the Metro Atlanta Chamber Talent Supply Report, Georgia is the number one state for business for the ninth consecutive year. The four-pronged approach to continue growing Georgia's talent includes:

1. **Student Support:** Continue investing in students who are struggling financially or encountering systemic barriers that prevent them from entering or completing their education. This could be through College Completion Grants or alternative pathways to obtain high-demand skills and certifications. Childcare, transportation, and other wrap-around services are critical support in helping students get to and through education. Many current students are active parents or members of the military and need accommodation to complete their academic



endeavors.

2. *Capacity Building*: Continue to invest in capacity building for high-demand, high-quality degree and certificate programs, including the marketing, promotion, and early-career experiences of high-demand career pathways.
3. *Skill-Building Opportunities*: Continue to invest in skill-building. On the K-12 and higher education front, invest in work-based learning and other opportunities to obtain in-demand skills. On the workplace front, continue expanding skills-based hiring and promotion practices and enhancing career pathways and training opportunities to be more transparent and accessible.
4. *Expand Collaboration Across Agencies & Industries*: Increase alignment across state funding agencies and the funding streams that align around talent and job training.
5. *Focused State Incentives*: Focus state incentives on current and future high-demand occupations across all training and education agencies and programs so that incentives and the urgency for current and future skill and degree growth match state and employer investment.

Also, WorkSource Metro Atlanta will continue leveraging its partnership with Atlanta Regional Commission (ARC). Building from the regional vision of “One Great Region” being promoted in the ARC regional Policy Framework, the vision and goals reflect meeting traditional economic benchmarks and those focused on developing a more inclusive economy for the region. As such, the overall vision for the CEDS is to “accelerate economic development to be the U.S. leader for innovation, and rated the #1 global metropolitan area for prosperity, equity, talent, and eliminating poverty.”

The goals to reflect this vision include:

1. Build on Previous Successes to Promote the Economic Resiliency and Prosperity of all Residents, Businesses, and Communities in the Region
2. Reinforce Equity as the Foundation for Regional and Local Initiatives
3. Focus on Business Innovation to Support the Development of Small and Mid-Sized Businesses
4. Ensure the Global and National Competitiveness of the Regional Economy

To strengthen linkages between the one-stop delivery system and unemployment insurance programs, WorkSource Metro Atlanta will continue coordination with Georgia Department of Labor (GDOL) in the role of educating customers on unemployment insurance programs at One-Stops. WorkSource benefit coordination staff members will coordinate with GDOL staff to provide these services to customers.

Also, WorkSource Metro Atlanta is a part of the Metro Atlanta eXchange for Workforce Solutions (MAX) with the Federal Reserve Bank of Atlanta, Atlanta CareerRise, Metro Atlanta Chamber, the State Workforce Development Board and the Governor’s Office of Workforce Development, and Community Foundation for

Greater Atlanta.

The mission of MAX is to advance economic competitiveness in the Atlanta region by strengthening connections, collaborations, and best practices among workforce developers and organizations engaged in workforce development. The goals aligned to the mission include:

1. Improve alignment within the workforce ecosystem to better meet the needs of providers, employers and jobseekers.
2. Increase awareness and visibility of workforce development system assets and opportunities.
3. Provide opportunities to increase quality, capacity and effectiveness of Atlanta's workforce system.
4. Serve as a sustainable, neutral, third-party convener for workforce developers, employers and organizations engaged in workforce development.

In support of the second goal above, the following key partners help meet the needs of employers for a ready workforce:

- Georgia Department of Education
- Georgia Department of Human Services
- Georgia Department of Labor
- Georgia QuickStart
- Georgia State Workforce Development Board (WorkSource Georgia)
- Georgia Vocational and Rehabilitation Agency (GVRA)
- Governor's Office of Student Achievement (GOSA)
- Technical College System of Georgia (TCSG)
- University System of Georgia
- WorkSource Atlanta
- WorkSource Cobb
- WorkSource DeKalb
- WorkSource Fulton
- WorkSource Atlanta Regional
- WorkSource Georgia

- d. *Per TEGL 4-23, "strengthening economic self-sufficiency hinges on the ability of individuals to obtain good jobs that provide family-sustaining wages and advancement opportunities." Provide a description of how the area considers and incorporates job quality principles in local service delivery. Please note further guidance from OWD regarding these career path fundamentals is in development and will be released in the near future. These include:*



#### *Family-Sustaining Income & Benefits*

This process will be retained at the local level. See LWBD local plans for more information.

#### *Defined Career Advancement Pathways*

This process will be retained at the local level. See LWBD local plans for more information.

#### *Accessible & Local Employment*

This process will be retained at the local level. See LWBD local plans for more information.

#### *Uplifting & Supportive Work Environments*

This process will be retained at the local level. See LWBD local plans for more information.

- e. *How will the area/region leverage the historic infrastructure investments through the following pieces of legislation (IIJA/BIL, CHIPS, and IRA)? While most of this work will be conducted at the State-level to create partnerships and identify connections with the public workforce system, local awareness and involvement in these projects is crucial for their success. If applicable, please provide a description of any ongoing work the area is engaged in that supports the implementation of the Infrastructure Investment and Jobs Act (IIJA), also known as the Bipartisan Infrastructure Law (BIL); the Creating Helpful Incentives to Produce Semiconductors (CHIPS) and Science Act; and/or the Inflation Reduction Act (IRA).*

The region will leverage the historic infrastructure investments through the following pieces of legislation:

- IIJA - \$1.2 trillion total investment, with expanded options for states to obligate funds to workforce development
- CHIPS Act - \$280 million total investment, with \$52.7 billion for semiconductor manufacturing, R&D, and workforce development, including \$39 billion in employer incentives
- IRA - \$270 billion in tax incentives to pay qualifying apprentices employed on clean energy projects

#### *IIJA*

ARC received \$6.1 million IIJA grant from the Charging and Fueling Infrastructure Program received notice that it was one of 47 recipients nationwide under the first round of CFI program. The approved concept involves partnering with one or more private sector companies to expand the availability of Level 2 chargers throughout the region, with an emphasis on ensuring an equitable distribution that includes traditionally underserved communities. The goal is install chargers at up to 100 locations, with enough ports at each location to accommodate up to four vehicles at a time.

The infrastructure bill does much more than provide funding for transportation, broadband and cybersecurity, and climate, energy, and environment. Other opportunities include programs ranging from workforce development initiatives to technical assistance for local governments.

- For metro Atlanta, significant opportunities include skills training and workforce development, as well as other training programs to assist communities with grant applications and policy development. Notable programs include:
- **Manufacturing Leadership** program will facilitate access to computing resources for small and medium manufacturers and provide financial assistance to small and medium manufacturers to implement smart manufacturing technologies and practices
- **Transportation Workforce Development** program provides technical assistance, training, and professional development to improve the capacity of the workforce that manages, develops and maintains the nation's highway system.
- **Prioritization Process Pilot Program**, which provides guidance and training to foster data-informed approaches to public policy and program development.

The IIJA newly allows states to obligate funds from four programs in the Fixing America's Surface Transportation Act (FAST Act) toward workforce development, including registered apprenticeship and pre-apprenticeship programs. The IIJA also expands the allowable uses of these funds to allow for engagement with workforce development boards and for activities around addressing workforce gaps and developing the surface transportation workforce. The IIJA allows these uses under the following programs:

- The National Highway Performance Program;
- The Surface Transportation Block Grant Program;
- The Highway Safety Improvement Program; and
- The Congestion Mitigation and Air Quality Improvement Program

In 2023, ARC and Goodwill received funding through the Bipartisan Infrastructure Law (IIJA) to develop Metro Atlanta's first sectoral partnership focused on clean energy transition jobs. The Goodwill® Clean Tech Accelerator™ (CTA) powered by Accenture is an innovative clean tech jobs training program that provides standardized, rapid, competency-based hands-on learning for the most in-demand clean energy entry-level jobs in energy efficiency, solar and storage, EV charging maintenance, and heat pump installation. The CTA works to skill and scale the rapidly growing energy transition workforce – while also expanding job opportunities in disadvantaged communities.

### *CHIPS*

The Community HOME Investment Program (CHIP) is a federally- funded program designed to provide safe, decent, and affordable housing in Georgia by granting funds to city and county governments, public housing authorities, and nonprofits to 1.) rehabilitate owner-occupied homes, and 2.) build and renovate affordable single-family homes for sale to eligible homebuyers.

CHIP Eligible Activities and Funding Limits:

- \$500,000 available for housing rehabilitation of owner-occupied single-family homes; and
- \$1,500,000 available for new construction and reconstruction of affordable single-family homes for sale to income-eligible homebuyers

*IRA*

IRA will provide incentives for manufacturers to produce those clean energy vehicles and for consumers to buy them (point of sale tax credits, elimination of production limits, battery manufacturing and mineral production incentives, etc.) \$3.2 billion for a new Neighborhood Access and Equity Grant Program to mitigate the negative consequences of existing surface transportation facilities. Transportation programs include:

- \$3 billion for the US Postal Service to buy electric vehicles
- \$3 billion for EPA grants to ports to reduce air pollution
- \$2 billion to promote the use of low-carbon building materials by USDOT grant recipients
- \$1 billion for EPA grants for municipalities to buy clean heavy-duty vehicles
- \$297 million to research alternative aviation fuels
- \$100 million for USDOT (mostly FHWA) to expedite permitting reviews

The Inflation Reduction Act Environmental and Climate Justice Community Change grant program will build on recent investments to bring equitable access to jobs in the fast-growing clean tech marketplace. If awarded, this funding will be a huge step toward ensuring that Metro Atlanta's historically underserved communities have access to projects that reduce pollution, expand economic opportunity, and build climate change resilience that will benefit current and future generations.

*See Local Workforce Development Agency (LWDA) plans for more information.*

**4. Regional Service Delivery:** Describe how the region will address the items listed below. *\*Only applies to regions that encompass two or more local areas.*

*a. Describe the plans for the establishment of regional service delivery strategies, including the use of cooperative service delivery agreements.*

1. Continue document standardization across the region, such as common formats, forms, templates, and tools for WIOA application, contracts, and more.
2. Establish a regional participant roadmap to economic mobility services for previous customers.
3. Create forum for program and business services managers across the region to discuss guidance and charter for sharing best practice.
4. Establish regional call center to standardize the customer experience and follow-up process for participants.
5. Consistently collect and analyze data through the customer journey to identify or adjust regional workforce strategies and activities.
6. Develop regional demand occupation list and share info about related career pathways for jobs with high potential for economic impact (GenAI).
7. Establish equity-based targets for the region, outside of the LWDB negotiated performance measures.
8. Explore data sharing and integration with strategic partners to establish regional understanding of at-risk populations you both could be serving.
9. Explore and coordinate more outreach activities in accordance with recently issued USDOL guidance.
10. Partner with TCSG-OWD to better integrate Wagner-Peyser activities with WorkSource Metro Atlanta at local board-decision level.
11. Partner with high schools, colleges, and universities on certifications for in-demand skills (i.e., Clean Tech).
12. Improve targeting at-risk populations by working more closely with nonprofits and organizations that serve these people.
13. Leverage the Industry Partnership Network to conduct regional business engagement activities to discuss WorkSource role in the broader ecosystem.
14. Assess all the one-stops in the region to determine if they are functioning as intended.
15. Establish quarterly partnership meetings to collaborate with chambers of commerce, development authorities, and other economic development organizations.
16. Approach small business employers as a region to understand their workforce needs and tailoring training program(s) accordingly.
17. Establish regional employment services for basic workforce job seekers, including resume reviews and consistent regional applications for work-based learning programs.

18. Establish regional strategy for opportunity youth, including developing a youth tab on ATLworks.org.
19. Develop regional strategy to support clean tech and green jobs by partnering with organizations with established credentials and federal funds.
20. Establish occupational clusters and focus job placement in areas that aim to solve societal challenges in Metro Atlanta (i.e., housing).
21. Establish entrepreneurship credential for the region to begin developing business services and work-based learning programs (incl., on the job training, incumbent worker training, and apprenticeships) for entrepreneurs, coordinated among the five local workforce boards, Wagner Peyser, GA Dept. of Economic Development, QuickStart, GA Chambers and development authorities.
22. Prepare consistent regional applications for work-based learning programs.
23. Coordinate outreach efforts to employers.

*b. Describe the plans for coordination of administrative cost arrangements including the pooling of funds for administrative costs. (if applicable)*

1. Establish regional grant writing to explore funding opportunities (federal/state public and private grant opportunities) on a regional basis.
2. Explore regional strategies and fund sharing on IWT programs through the state office by leveraging rapid response funding.
3. Develop regional MOU to allow further collaboration, implementation, and sustainment of regional strategies across the 5 LWDBs, including: regional cost-sharing, training opportunities, and grant writing.
4. Update existing MOU for the Metro Atlanta ITA Work Group, requiring two board members for each LWDB to join as a way to maintain accountability.
5. Initiate regional procurement methodologies, such as issuing joint procurements or using a standard Request for Proposals (RFP) evaluation tool.
6. Expand communication opportunities where MOU partners can collaborate on grant opportunities.
7. Explore leveraging tech., such as RPA & GenAI, to optimize business processes and operations, including language translation, outreach, and grant writing.
8. Expand regional CRM to statewide for business services, assessing Launchpad, and assess potential for scalability, exploring options as needed.
9. Incorporate Eligibility Explorer and other intake platforms to streamline and improve the eligibility process across the region. Ensure that the integration of these platforms.

During the Regional Director regular meetings, discuss funding issues, spending rates, and customer usage of programs to track trends and assist LWDBs in meeting annual financial goals.

c. *Describe plans for coordination of eligibility documentation and participant outreach.*

WorkSource Metro Atlanta is in the process of standardizing the application and eligibility process and paperwork across all 5 local boards through Systems Change for Economic Mobility (SCEM) Project.

The SCEM Project started in January 2019, when the five local WorkSource Boards, Atlanta CareerRise, and workforce funders collaborative managed by the United Way of Greater Atlanta began a three-year grant-funded project to address specific system improvements that will enable more individuals from high need areas to successfully access WIOA-funded services. The SCEM project will:

- Apply a race, equity and inclusion lens to bring focus to how and where workforce training services and supports are deployed across the entire region;
- Facilitate development of a uniform application and eligibility process informed by a customer-centered design process; and
- Increase the capacity of the nonprofit provider community to access and connect clients to public funding.

The SCEM project meets monthly and will have completed their pilot programs for the aligned eligibility/suitability process across all metro LWDBs by the end of 2021. By the end of this four-year Regional Workforce Plan, the SCEM project will fully implement the programs and services resulting from the three SCEM goals above.

At a regional level, the following will be conducted to improve participant outreach to lead to intake/ eligibility:

**1.** WorkSource Metro Atlanta's Memorandum of Understanding and its contract with Rocket Camp has developed a regional branding and outreach plan that will continue to be refined and implemented. Activities include:

- a. Track and review customer intake (geographic, demographic, barriers to employment such as transportation and childcare, etc.) data and who is and is not being targeted using the Rocket Camp platform.
- b. Continue using digital outreach strategies and measure the effectiveness of the website and ads using Rocket Camp dashboards, such as how many people responded to the message and where they're coming from, who is seeing the digital ads and who is being targeted vs. not.
- c. Consider other platforms to expand outreach activities that target potential customers, including but not limited to transit facilities, billboards, tv, and partner locations.
- d. Develop a communications plan to share the new regional model and WorkSource Georgia brand with political leaders across each local area. Those leaders can then increase WorkSource Metro Atlanta outreach via their Twitter, news, media, etc.

**2.** Expand outreach to non-English speakers:

- a. Ensure outreach materials, including [atlworks.org](http://atlworks.org), is accessible for non-English speakers, and making it accessible for the disabled community.

- b. Work with diverse organizations such as The Korean American Association of Greater Atlanta and Georgia Hispanic Chamber of Commerce.
  - c. Hire staff, or allow access to outside resources, that provide translation services for non-English speaking customers.
  - d. Improve outreach and services to the diverse communities in the Atlanta region by engaging with local cultural organizations and chambers. Hispanic/Latinx community in non-English languages (perhaps hiring more bi-lingual WorkSource staff or working with providers who do).
3. Improve targeting the homeless by working more closely with organizations that serve the homeless and completing outreach via shelters.
4. Develop a regional incarceration strategy to better engage and serve returning citizens and destigmatize for employers to hire.
- d. *Describe plans for coordination of work-based-learning contracts such as OJT, IWT, CT, and Apprenticeships.*
- WorkSource Metro Atlanta’s regional partnership network through CareerRise and the Regional Directors will promote the value of WBL, OJT, IWT, CT, and apprenticeships through its go-to-employer strategy and work with existing and new business partners on providing virtual WBL opportunities.



**5. Sector Strategy Development:** Provide a description of the current regional sector strategy development for in-demand industry sectors.

*a. Describe the partners that are participating in the sector strategy development.*

WorkSource Metro Atlanta's regional Industry Partnerships through CareerRise include the following partners (as of 2019):

**Current Partners** (January 2019)

**Industry Partners**

Alliance Solutions Group, Inc.  
American Medical Response (AMR)  
Amazon  
Anthem  
ASOS  
AT&T Georgia  
ATL Freight  
Bank of America  
CVS Health  
DeKalb Fleet Management  
Delta  
DHL  
Emory Healthcare  
Equifax  
Flexport  
Fulton County Government  
Future Forwarding  
Georgia Beverage Association  
Georgia Department of Public Health  
Global Resource Management, Inc.  
Good Samaritan Cobb  
Grady Healthcare  
HD Supply  
HWC Logistics  
IBM  
ICS  
Jackson Healthcare  
JAS Forwarding USA Inc.  
Kaiser Permanente  
Lexis Nexis  
McKesson  
NCR  
Northside Hospital  
Piedmont Healthcare  
Platinum Cargo Logistics  
Prologis  
Ryder  
State Farm  
Stein Mart  
Talent Stream  
UPS  
Upward Global Logistics & Distribution  
Visiting Nurse Health System  
WellStar Health System  
Zywie

**Academic Institutions**

Argosy University

Atlanta Public Schools  
Atlanta Technical College  
Chattahoochee Technical College  
Clayton County Public Schools  
Clayton State University  
Cobb County Schools  
DeKalb County School District  
Emory Continuing Education  
Fulton County Public Schools  
Georgia Department of Education  
Career & Technical Education  
Georgia Highlands College  
Georgia Institute of Technology  
Georgia Piedmont Technical College  
Georgia State University  
Gwinnett Technical College  
Henry County Public Schools  
Kennesaw State University  
Marietta City Schools  
Southern Crescent Technical College  
TCSG Office of Apprenticeship  
Troy University

**Chambers & Economic**

**Development Groups**

Alpharetta Tech Commission  
Atlanta Regional Commission  
Cherokee Chamber  
Clayton Chamber  
Cobb Chamber  
Conyers-Rockdale Chamber  
DeKalb Chamber  
Douglas Economic Development Authority  
Fayette Chamber of Commerce  
Greater North Fulton Chamber  
Invest Atlanta  
Metro Atlanta Chamber  
Partnership Gwinnett  
Select Fulton

**Community Service Providers**

Annie E. Casey Foundation  
Atlanta CareerRise  
Bobby Dodd Institute  
Catholic Charities of Atlanta  
City of Refuge  
First Step Staffing  
General Assembly  
Georgia Justice Project  
Goodwill of North Georgia

Hearts to Nourish Hope  
HireGI  
Honor Code  
International Rescue Committee  
Jewish Family and Career Services  
Latin American Association  
Nobis Works  
Per Scholas  
TechBridge  
United Way of Greater Atlanta  
Urban League of Greater Atlanta  
YearUp

**Government Agencies**

Georgia Budget and Policy Institute  
Georgia Department of Community Affairs  
Georgia Department of Economic Development, Center of Innovation in Logistics  
Georgia Department of Human Services/TANF  
Georgia Department of Labor  
Georgia Vocational Rehabilitation Agency  
State of Georgia Division of Family and Children's Service

**Professional & Trade**

**Organizations**

American Production and Inventory Control Society Atlanta (APICS)  
Georgia Association of Career & Technical Education  
Georgia Hospital Association  
International Forwarders and Brokers Association (AIFBA)

**Workforce Initiatives**

Aerotropolis Atlanta  
Atlanta Airport University  
Atlanta Committee for Progress  
CATALYST Regional Economic Competitiveness Strategy  
IWORCS  
Metro Atlanta eXchange for Workforce Solutions  
Opportunity ATL  
Supply Chain City Talent & Education Task Force

Figure 6. Industry Partnerships through CareerRise



- b. *Describe the meetings that have taken place and the strategy by which partners will continue to be engaged.*

WorkSource Metro Atlanta's regional Industry Partnerships through CareerRise includes monthly webinars, bi-weekly (twice a month) meetings, employer forums, semi-annual partner meetings, special projects, and monthly newsletters. Some of these meetings includes:

- CareerRise and WorkSource Georgia's Untapped Workforce Webinar Series
- Westside Works Opportunity Fest
- Workforce Excellence Summit
- Industry Partnerships Network Digest
- Industry Partnerships Webinar Series

Partners are engaged and join CareerRise' Industry Partnerships by signing a form. This form is not a formal MOU or agreement; thus, WorkSource Metro Atlanta will work to develop incentives for employers to join the regional partnership network through the go-to-employer strategy.

- c. *Describe the research and the data that was used to identify the sector that was chosen for the sectors strategies training.*

In determining the sector strategies, several key factors were considered including labor market data, state priorities through CareerRise's Industry Partnerships, the Atlanta Regional Commission's Comprehensive Economic Development Strategy (CEDS), and industry sector focus areas from chambers of commerce and development authorities throughout the region.

- d. *Provide a completed outline of the sector strategy for the previously identified sector that includes the following details:*

- i. *Participating employers:*

Refer to Section 5a for list of regional employers participating in Industry Partnerships through CareerRise.

- ii. *Target occupations:*

Target MAIP top and work-ready skills 2019-2021 can be found here. This list has been updated with research into COVID-19 impacts to the region and automation consideration, seen in Section 2 a – c.

- iii. *Training programs:*

Apprentice Georgia, powered by the Technical College System of Georgia, is a Registered Apprenticeship Program (RAP), which is a robust & comprehensive training model that helps employers transform and develop entry-level employees into high-skilled talent. RAPs serve as a strategy for building talent pipelines and retaining skilled employees. A Registered Apprenticeship Program (RAP) is a work-based learning system that fulfills workforce needs by preparing individuals for skilled trades through paid On-the-Job Learning (OJL) with Related Technical

Instruction (RTI).

Career Training Services through WorkSource Metro Atlanta for jobseekers of all ages, experience levels, and backgrounds can benefit from additional training to increase earning potential. Through the federally funded WIOA program, jobseekers who meet eligibility requirements can receive funding to attend approved programs to obtain a:

- Certification: A credential you earn to show that you have specific skills or knowledge. They are usually tied to an occupation, technology, or industry.
- License: Some occupations require workers to obtain a license in order to hold a job in that field. Rules for occupational licenses are set by states and usually require an exam.
- Degree: A qualification awarded to students upon successful completion of a course of study in higher education, usually at a college or university.

iv. *Other programs and services include:*

- Career assessment testing to identify potential career paths
- Job readiness training in areas such as effective communication and problem solving that prepare clients to get, keep and excel at a new job
- Job search training assistance that helps build strong resumes and interview skills
- Assistance in locating approved training providers and registering for programs

v. *Target Populations.*

Individuals with barriers to employment, such as lower income and educational attainment. The Regional Directors will look into expanding outreach to youth/young adult, dislocated workers, English-as-a-second language (ESL) workers and increasing women in technology.

e. *Describe the plans for future strategy development for future sectors. If applicable, discuss the next sectors to be targeted.*

Future sectors include the Entertainment/Film industry and industries tied directly to the Hartsfield–Jackson Atlanta International Airport through WorkSource Metro Atlanta’s partnership with Aerotropolis. The Aerotropolis Atlanta Alliance is a public-private partnership working to improve the regional economic competitiveness of the area around metro Atlanta’s greatest asset – the world’s busiest and most efficient airport.

**6. Description of the One-Stop Delivery System:** Provide a description of the one-stop delivery system in the local area that includes the items detailed below.

- a. Provide a description of how the local board will ensure the continuous improvement of eligible providers of services through the system and ensure that such providers meet the employment needs of local employers, workers and jobseekers.*

One-Stop operators are selected and provide services at the local level and are explained in the local area plans.

At the regional level, the Regional Directors will update the existing MOU for the Metro Atlanta ITA Work Group, requiring two board members for each LWDB to join as a way to maintain accountability.

- b. Provide a description of how the local board will facilitate access to services provided through the one-stop delivery system, including in remote areas, through the use of technology and through other means.*

One-Stop operators are selected and provide services at the local level and are explained in the local area plans.

At a regional level, the Regional Directors will explore the options to:

- Explore leveraging tech., such as RPA & GenAI, to optimize business processes and operations, including language translation, outreach, and grant writing
- Expand regional CRM to statewide for business services, assessing Launchpad, and assess potential for scalability, exploring options as needed
- Incorporate Eligibility Explorer and other intake platforms to streamline and improve the eligibility process across the region. Ensure that the integration of these platforms is balanced with human-centered design values, prioritizing user experience and accessibility.
- Develop regional MOU to allow further collaboration, implementation and sustainment of regional strategies across the 5 LWDBs, including: regional cost-sharing, training opportunities, and grant writing.
- Initiate regional procurement methodologies, such as issuing joint procurements or using a standard Request for Proposals (RFP) evaluation tool.

- c. Provide a description of how entities within the one-stop delivery system, including one-stop operators and the one-stop partners, will comply with WIOA sec. 188 and applicable provisions of the Americans with Disabilities Act of 1990 (42 U.S.C. 12101 et seq.) regarding the physical and programmatic accessibility of facilities, programs and services, technology and materials for individuals with disabilities.*

*This should include the provision of staff training and support and addressing the needs of individuals with disabilities.*

One-Stop operators are selected and provide services at the local level and are explained in the local area plans.

- d. *Provide a comprehensive description of the roles and resource contributions of the one-stop partners.*

One-Stop operators are selected and provide services at the local level and are explained in the local area plans.

- e. *Identify the current One-Stop Operator in the local area(s) and describe how the region/local area is preparing for the competitive process for operator selection. Describe how market research, requests for information and conducting a cost and price analysis are being conducted as part of that preparation.*

One-Stop operators are selected and provide services at the local level and are explained in the local area plans.

7. **Awarding Sub-grants and Contracts:** Provide a description of the competitive process to be used to award the sub-grants and contracts in the local area for activities carried out under Title I. Awarding sub-grants and contracts are retained at the local level.

8. **EEO and Grievance Procedures:** Provide a description of local procedures and staffing to address grievances and complaint resolution.

EEO and grievance procedures are at the local level and are explained in the local area plans.

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## Local Boards and Plan Development:

**9. Local Boards:** Provide a description of the local board that includes the components listed below.

- a. *Describe how local board members are identified and appointed. Include a description of how the nomination process occurs for adult education and labor representatives. (20 CFR § 679.320(g))*

This process will be retained at the local level.

- b. *Describe the area's new member orientation process for board members.*

This process will be retained at the local level; however, the Regional Directors will exchange best practices and lessons learned including board shadowing, minimum engagement requirements, virtual orientation, voting procedures, etc. at quarterly meetings on the process for new member orientation for board members. Regional Directors will explore a Metro Atlanta eXchange (MAX) and United Way led strategy session or “retreat” for metro LWDB members that includes training on how to be an engaged board member.

- c. *Describe how the local board will coordinate local workforce development activities with regional economic development activities being carried out within the planning region.*

Each local area has its own approach for coordinating with their local economic development organizations.

At the regional level, the Regional Directors will engage in the update and implementation of Comprehensive Economic Development Strategy (CEDS) in partnership with the Atlanta Regional Commission. Furthermore, WorkSource Metro Atlanta coordinates and partners with the Metro Atlanta Chamber on regional economic development activities.

- d. *Describe how local board members are kept engaged and informed.*

This process will be retained at the local level.

The Regional Directors will exchange best practices and lesson learned (i.e., minimum engagement requirements, virtual board meetings and voting, bringing success stories and people through the WorkSource program, etc.) at quarterly meetings on how to improve engagement.

The Regional Directors will continue working to change the State law on allowing to meet virtually as a board and provide access to the public to listen in to virtual meetings and provide comments.

- 10. Local Board Committees:** Provide a description of board committees and their functions. If committees have not been utilized, provide a description of why.

This process is retained at the local level.

- 11. Plan Development:** Provide a description of the process by which the plan was developed to include the participation of core partners, providers, board members, and other community entities. Also describe the process by which the local board provided a public comment period prior to the submission of the plan to solicit input into the development of the plan.

The Atlanta Regional Commission hired a consulting firm pro bono to co-author the regional plan. From February-April 2024, they conducted 10+ stakeholder interviews, surveyed 175+ WorkSource customers, and held two virtual workshops, and completed data analysis on local market insights and the impact of automation and augmentation in the Atlanta region, thus informing what industries, jobs, and skills to target for successful WorkSource customer employment.

The approach for developing the regional plan included:

*1. Listen, Learn, Discover*

- Analyze WorkSource operations, programs, and core partners
- Gather qualitative insights through board meetings, stakeholder interviews, and WorkSource customer survey
- Analyze quantitative data such as labor market insights, micro-geographic workforce findings, impacts to labor force, and more

*2. Evaluate and Envision*

- Gather strengths, challenges, and potential opportunities from key stakeholders
- Develop a list of opportunities and categorize into regional themes

*3. Recommend*

- Prioritize themes based on benefit and effort
- Define future-state recommendations

*4. Deliver*

- Design the WorkSource Metro Atlanta Regional Plan
- Update based on public comment feedback

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## Service and Delivery Training:

- 12. Equity in Service Delivery and Educational Programming:** Provide a description of how the area will develop education, training, and career service strategies that better address and promote equity in recruitment, service design, implementation, and support services to improve access and outcomes for individuals in such communities. Local areas should examine population groups, particularly those identified in the LMI analysis as having higher unemployment and lower earnings than the overall population and explore existing inequities with access to and participation in the local workforce and education programs, the outcomes in terms of employment and earnings, and placement in quality jobs.

Service delivery will remain at the local level. The Regional Directors will support the LWDBs by expanding and standardizing services to eligible individuals who have barriers to employment. Barriers to employment include transit, childcare, income, digital access, housing, disability, healthcare, veterans, and previously incarcerated.

The Comprehensive Economic Development Strategy (CEDS) developed by the Atlanta Regional Commission focused on equity, inclusion, and access as one of the critical indicators essential to future development of the region, including promoting a more equitable economy and reduce poverty throughout Metro Atlanta, as poverty is one of the most prevalent weaknesses in the Atlanta regional economy. Despite its reputation as a welcoming home for a diverse population, the six-million person Atlanta region (MSA) has the nation's highest level of inequality by some measures and fast-growing suburban poverty, with the largest pockets of poverty concentrated in southern portions of the region.

The strategy for reinforcing equity significantly elevates the level of emphasis on equitable achievement from previous CEDS for the region. A number of actions specifically target a more equitable economic environment. As such, many of the actions within this strategy focus on additional dialogue needed to define better an equitable economy and the means to be effective. The strategy also recognizes the importance of affordable housing and transportation to level the economic playing field. Lastly, capitalizing on the region's diversity presents an opportunity to enhance the global presence of regional industries. Additional opportunities to address equity, inclusion, and access include the following:

1. There is an emerging recognition by companies of the business case for equity throughout the region.
2. Several non-profit organizations in the region are promoting economic development in underserved communities.
3. Examples of policies that can create new revenue streams and economic incentives to address inequities in the allocation of resource are available throughout the US.
4. Expanded pipeline for future business leaders through incentivized tutoring,

internships, and partnerships.

One of the many strategies to better address and promote equity is Equity@Work through CareerRise, developed by stakeholders across 66 organizations. The mission is to advance economic mobility to promote a competitive metro Atlanta economy by creating an accessible, holistic, and responsive regional workforce system. The strategic goals include:

1. *Policy & Practice:*

Develop workforce policy and practice solutions that advance racial equity outcomes at the agency, local, state, and federal levels.

2. *Metrics:*

Develop a regional outcomes metrics platform that leverages multiple data sources and promotes quality improvement through consistent evaluation and reporting of workforce development provider programs.

3. *Training:*

Increase availability, access, and scalability of quality training programs leading to sustainable living wage jobs with career pathways that support improved worker economic mobility and resilience.

4. *Youth Transition:*

Develop strategies and resources to increase the number of secondary students transitioning to sustainable living wage career pathways in quality jobs

5. *Employers:*

Increase coordination across workforce entities to strengthen engagement and responsiveness to employer needs while maximizing performance and equity outcomes.

- 13. Expanding Service to Eligible Individuals:** Provide a description of how the local board, working with the entities carrying out core programs, will expand access to employment, training, education, and supportive services for eligible individuals, particularly eligible individuals with barriers to employment. Include how the local board will facilitate the development of career pathways and co-enrollment in core programs, as appropriate; and how it will improve access to activities leading to a recognized postsecondary, academic, or industry-recognized credential.

This process will remain at the local level.

- 14. Description of Service to Adults and Dislocated Workers:** Provide a description and assessment of the type and availability of adult and dislocated worker employment and training activities in the local area.

This process will remain at the local level.



**15. Description of Rapid Response Services:** Provide a description of how the local board will coordinate workforce development activities carried out in the local area with statewide rapid response activities.

As of January 1, 2023, Rapid Response services provided by the State of Georgia will be administered by the Technical College System of Georgia's Office of Workforce Development, including:

- Worker Adjustment and Retraining Notification (WARN): An official filing made by employers with the State of Georgia primarily to provide advanced notice of a mass layoff or plant closure and ensure affected employees have access to reemployment and other assistance services.
- Rapid Response: A proactive and customized statewide service that helps Georgia employers avert layoffs, downsizing, and permanent closures, receive immediate aid to affected companies and their affected workers, access public and private resources to minimize disruptions associated with job loss, and assist workers through the painful transitions associated with job loss.

Local Workforce Development Boards (LWDBs) assist with providing Rapid Response activities when deemed appropriate. LWDBs can provide access to WIOA services including core services such as labor market information, skill assessments, job search assistance, and resume advice. If the LWDB determines there is a need, they can also enroll the dislocated worker in intensive and training services to provide skill upgrading and certification in local demand occupations.

**16. Description of Youth Services:** Provide a description and assessment of the type and availability of youth workforce development activities in the local area, including activities for youth with disabilities. This description and assessment shall include an identification of successful models of such youth workforce development activities. Include a description of the alignment and coordination, as appropriate, between the Title I Youth program, Job Corps centers in the State, Title II AEFLA program, and Title IV VR program for youth who could be co-enrolled in programs and served by program staff who are co-located in the One-Stops.

This will remain at the local level.

Regionally, WorkSource Metro Atlanta Career Compass Academy through CareerRise is a 5-week virtual career exploration and work readiness program for WIOA eligible youth ages 16-24. The program consists of 15 live webinars with panels of industry experts and 36 online modules from Accenture's Skills to Succeed Academy that explores five high demand industries: Skilled Trades, Manufacturing, Healthcare, Information Technology, and Transportation, Distribution, & Logistics. This Youth development program helps students connect the dots between school and career and teaches them that there is a world of options available with many ways to be successful. Currently, there have been 5 High

Demand Industries explored, 292 Program Graduates served, and 57 Employer Partners engaged.

Also, WorkSource Metro Atlanta partners with Opportunity ATL to provide programming and resources for Opportunity Youth. These young, motivated workers are a vital and untapped resource looking to fill open roles. Opportunity ATL partners with Chambers, WorkSource Boards, and local non-profits across the region to help employers connect with qualified talent.

- 17. Implementation of Work-Based Learning Initiatives:** Provide a description of how the area will implement initiatives such as Incumbent Worker Training programs, On-the-Job Training programs, Customized Training programs, industry and sector strategies, career pathways initiatives, utilization of effective business intermediaries and other business services and strategies designed to meet the needs of employers in the corresponding region in support of the business service strategy. If these services are not utilized, provide a description of why.

WorkSource Metro Atlanta will continue to implement, support and scale Work-Based Learning Initiatives including:

- Atlanta Public Schools Work-Based Learning is a program within the Career, Technical and Agricultural Education (CTAE) Department that provides students with the opportunity to learn a variety of skills by expanding the classroom into the community and narrowing the gap between theory and practice through rigorous academic preparation with hands-on career development experiences. Through WBL experiences, students are afforded the opportunity to connect classroom instruction to the world of work and future career opportunities. The mission of the Work-Based Learning Program is to assist in providing a highly trained, technologically sophisticated and career oriented young work force. This is accomplished by developing partnerships between business, industry, students, parents, school systems, coordinators, and post-secondary institutions which will lead the participating student into meaningful careers.
- Georgia Work-Based Learning Manual includes the Career Related Education with structured age appropriate experiences which prepare students to be college and career ready. The range of CRE experiences begin with Career Awareness and Exploration in middle school and culminate with work-based learning during the tenth, eleventh or twelfth grade. Work-Based learning provides students the opportunity to receive credit while working in an environment related to their career pathway. The opportunities from WBL include employability skill development, Cooperative Education, Internship, Youth Apprenticeship, and Great Promise Partnership.
- United Way of Greater Atlanta, Arthur M. Black Family Foundation, and CareerRise came together to develop a strategic plan to create a robust Youth Apprenticeship system for Metro Atlanta called CareerReady ATL. CareerReady ATL celebrates the robust work-based learning and adult workforce opportunities and leadership that

exist in Metro Atlanta and is focused on working together to increase capacity for more youth apprenticeship opportunities. The goal is to create 4,000 high-quality youth apprenticeship opportunities within Metro Atlanta.

At the regional level, the Industry Partnerships network through CareerRise will coordinate work-based learning efforts, sector strategies, and business services to improve customer service, increase economies of scale, and eliminate duplicative efforts for WorkSource customers in the targeted industries and skills identified above. In partnership with CareerRise, WorkSource Metro Atlanta will educate and help launch more employer-based apprenticeship/OTJ/IWT/CT programs and create a value proposition for employers to participate.

- 18. Provision of ITAs:** Provide a description of how training services in WIOA § 134 will be provided through the use of ITAs. If contracts for the training services will be used, describe how the use of such contracts will be coordinated with the use of ITAs and how the local board will ensure informed customer choice in the selection of training programs regardless of how the training services are to be provided.

The Metro Atlanta ITA Work Group reviews and approves Workforce Innovation & Opportunity Act (WIOA) training provider applications for five separate Workforce Boards in the metropolitan Atlanta area: WorkSource Atlanta, WorkSource Atlanta Regional (for Clayton, Cherokee, Douglas, Fayette, Gwinnett, Henry and Rockdale counties), WorkSource Cobb, WorkSource DeKalb, and WorkSource Fulton. Approved eligible training providers offer occupational skills training to eligible WIOA-funded adults and dislocated workers through local workforce board areas.

WorkSource Metro Atlanta's Metro Atlanta ITA Work Group developed a regional ITA approval process and have quarterly meetings to standardize the ITA process, policy and contracts/metrics across the region.

- 19. Entrepreneurial Skills Training and Micro-enterprise Services:** Provide a description of how the area will coordinate and promote entrepreneurial skills training and micro-enterprise services.

Through the Urban League of Greater Atlanta, the Entrepreneurship Center (TEC) was designed to assist entrepreneurs with starting and growing successful and sustainable businesses in the Metro Atlanta community. The goal is to cultivate successful and sustainable businesses through providing entrepreneurs with: Training Classes, Resources, and One on One Coaching Sessions. As a result of these services, entrepreneurs find themselves taking their business concept from pre-venture stage to business start-up; acquiring funding to operate and grow their business; obtaining contracts to assist in growing their business; and hiring additional employees to assist with their business growth.

As a region, WorkSource Metro Atlanta will work with county-level Chambers, Atlanta-district Small Business Administration (SBA), Service Corps of Retired Executives (SCORE), Small Business Development Center, Community Improvement Districts (CID), and Invest Atlanta to find small businesses/owners for WorkSource customers to apply their entrepreneurship skills through OJT, apprenticeship, work-based learning, etc. opportunities. The Regional Directors will work to establish a relationship with the GA Secretary of State as business owners are applying for licenses and thinking of hiring.

On the promotion side, WorkSource Metro Atlanta and its local boards will communicate entrepreneurship as a path for WorkSource customers. WorkSource Metro Atlanta will expand their relationship with the Russell Center of Innovation and Entrepreneurship, who are minority focused, Invest Atlanta, and Edge Connection for entrepreneurship training and promotion.

- 20. Coordination with Education Programs:** Provide a description of how the local board will coordinate education and workforce development activities carried out in the local area with relevant secondary and postsecondary education programs and activities to coordinate strategies, enhance services and avoid duplication of services.

In alignment with the WIOA State Plan 2024, Education systems are key partners of the workforce development system and Georgia is well-equipped with postsecondary options through the University System of Georgia (USG), the Technical College System of Georgia (TCSG), and the Georgia Nonpublic Postsecondary Education Commission (GNPEC). Georgia's Department of Early Care and Learning (DECAL) are also integral parts of creating career-focused alignment from cradle to career for individuals across the State. WorkSource Metro Atlanta committed to further aligning training services provided through the workforce system with education partners to best serve companies and individuals looking to play key roles in the economy of today and tomorrow.

The Regional Directors will meet quarterly to exchange best practices on how they are locally coordinating with secondary and postsecondary education programs. For example, having a regional K-12 school event for students to learn and get hands-on experience in targeted industries described in Section 2 a – e.

WorkSource Metro Atlanta also works closely with Metro Atlanta Chamber's Educated Workforce Council to deliver and align workforce development efforts with education initiatives from early childhood education, K-12, and post-secondary and technical training.

- 21. Description of Supportive Services:** Provide a description of how the local board will coordinate workforce development activities carried out under this title in the local area with the provision of transportation, including public transportation, and other appropriate supportive services in the local area. Describe the coordination of transportation and other

supportive services regionally, if applicable.

This will remain at the local level, but WorkSource Metro Atlanta will explore the idea of aligning supportive services regionally. The Regional Directors will research non-profits and organizations/grants providing transportation and childcare to WorkSource customers and take a similar approach to identify these partners as done with selecting training providers.

- 22. Coordination with Social Service Programs:** Provide a description of how the local board will coordinate with social service providers, including SNAP and TANF. The description should include the utilizations of both programs as a referral source.

This will remain at the local level.

Regionally, WorkSource Metro Atlanta will explore opportunities to align with Georgia Department of Human Services on delivering workforce services to social service providers, including SNAP and TANF. This could include collectively integrating services, referral programs, and appropriate data through regional technology investments.

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## Coordination with Core Partners:

- 23. Description of the Workforce System:** Provide a description of the workforce development system in the local area that identifies all relevant programs and how the local board will work with the entities to carry out both core and other workforce development programs to deliver well-aligned services in support of the strategies identified in the state plan. This should include programs of study authorized under the Carl D. Perkins Career and Technical Education Act of 2006 (20 U.S.C. 2301 et seq.).

In the local WIOA plans - each local area will communicate with technical colleges in their respective counties. As a region, WorkSource Metro Atlanta meets semi-annually with their training providers, including technical colleges to carry out workforce development programs aligned to strategies identified in the state plan. Periodically during these meetings, WorkSource Metro Atlanta will share and discuss target industries, jobs, and skills needed for the next upcoming years through this regional plan with technical colleges and training providers, as well as address common challenges and knowledge sharing. In addition, WorkSource Metro Atlanta's ITA Work Group oversees changes to trainings and meet quarterly. The Regional Directors will encourage local WorkSource areas to have liaisons at technical colleges and vice versa to improve coordination and communication of training WorkSource customers and finding employment for students.

- 24. Coordination with Wagner-Peyser:** Provide a description of plans and strategies for, and assurances concerning, maximizing coordination of services provided by the state employment service under the Wagner-Peyser Act (29 U.S.C. 49 et seq.) and services provided in the local area through the one-stop delivery system, to improve service delivery and avoid duplication of services.

WorkSource Metro Atlanta will partner with TCSG-OWD to better integrate with Wagner-Peyser activities at local board-decision level,


- 25. Coordination with Adult Education:** Provide a description of how the local board will coordinate workforce development activities carried out in the local area with the provision of adult education and literacy activities under Title II, including a description of how the local board will carry out the review of local applications submitted under Title II, consistent with subparagraphs (A) and (B)(i) of section 107(d)(11) and section 232 of WIOA.

The local One-Stop operators and GDOL have approved MOUs/IFAs to support coordinated activities.

The Regional Directors will encourage local WorkSource areas to expand literacy programs outside technical colleges (i.e., non-profits, organizations) and conduct knowledge sharing of adult education and literacy strategies at quarterly meetings

(i.e., Cobb's literacy action).

- 26. Coordination with Vocational Rehabilitation:** Provide a description of the cooperative agreement between the local Georgia Vocational Rehabilitation office and the local board which describes efforts made to enhance the provision of services to individuals with disabilities and to other individuals, cross-train staff, provide technical assistance, share information, cooperate in communicating with employers and other efforts at cooperation, collaboration, and coordination.

 The local One-Stop operators and GDOL have approved MOUs/IFAs to support coordinated activities.

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## Performance, ETPL and Use of Technology:

**27. Description of Performance Measures:** Provide a description of the local levels of performance negotiated with the Governor and chief elected official pursuant to WIOA § 116(c), to be used to measure the performance of the local area and to be used by the local board for measuring the performance in the local area of the local fiscal agent (where appropriate), eligible providers under subtitle B, and the one-stop delivery system.

Performance measures tied to funding and negotiated with the Governor and to WIOA are discussed in local workforce plans.

Beyond WIOA, the Regional Directors will consider opportunities to explore regional metrics, including partnering with CareerRise understand the impact of Equity@Work, perform an economic study with Georgia Workforce Leadership Association, and explore partnership with ATLitics to build out other regional performance measures.

**28. One-Stop System Performance and Assessment:** Provide a listing of locally/regionally developed one-stop performance standards and describe the criteria used to develop the performance standards. Describe how the one-stop system and regional service delivery is assessed by the local board.

One-stop center service delivery and performance assessment will remain at the local level.

At a regional level, Regional Directors may standardly evaluate one-stop-center/mobile labs by measuring the following for efficiency and effectiveness:

*Table 58*

Indicator Category	Research Questions	Method	Frequency
Center Usage	How many visitors do the one-stop centers serve?	Data Assessment	Annually
Visitor Transition	What % of one-stop visitors' transition into WorkSource services/training?	Data Assessment	Annually
Visitor Satisfaction	How satisfied are visitors with their one-stop-center experience?	Visitor Survey	Ongoing/Post-Visit
Center Convenience/Accessibility	What % of visitors rate one-stop-centers/mobile centers as "convenient/accessible?"	Visitor Survey	Ongoing/Post-Visit
Ease of Resource Use	What % of visitors rate on-site center resources as "easy to use?"	Visitor Survey	Ongoing/Post-Visit
Quality of On-Site-Counsel	How satisfied are one-stop visitors with the on-site counseling experience?	Visitor Survey	Ongoing/Post-Visit



Indicator Category	Research Questions	Method	Frequency
Quality of On-Site-Technology	How satisfied are one-stop visitors with the on-site technology?	Visitor Survey	Ongoing/Post-Visit
Service Efficiency	What % of one-stop visitors claim their initial needs were met in their 1st, 2nd, or 3rd one-stop visit?	Visitor Survey	Ongoing/Post-Visit

**29. ETPL System:** Describe the regional Eligible Training Provider System, including the elements listed below.

*a. Provide a description of the public notification to prospective providers.*

As part of coordination efforts, the Eligible Training Provider List (ETPL) public notification to prospective providers include all five WorkSource local areas within WorkSource Metro Atlanta. This effort is managed under the Metro Atlanta ITA Work Group, under a contractual arrangement with the Atlanta Regional Commission (ARC). Prospective providers can access the training provider application via the ARC website. Applications are evaluations quarterly.

*b. Provide a description of how the board(s) evaluates providers and proposed training programs for initial eligibility, based on (at a minimum) criteria of proven effectiveness, local employer/industry demand, accreditation and customer accessibility.*

As part of coordination efforts, these ETPL evaluation activities include all five WorkSource local areas within WorkSource Metro Atlanta. This effort is managed under the Metro Atlanta ITA Work Group, under a contractual agreement with ARC.

Criteria are outlined in the Training Provider Agreement. ARC requires that each provider's performance meet and/or exceed established ARC performance measure goals. If the goals are met, the training provider agreement continues. For providers that do not meet minimum performance, they are placed on hold for receipt of new enrollees until the minimum standard is obtained. If the review determines that the provider's status has changed, i.e., moved location, termination of business, etc., an immediate notification is provided to TCSG-OWD for full investigation and possible removal from the State ETPL.

The Metro Atlanta ITA Work Group reviews all responsive provider applications for recommendation. If responsive, staff may conduct employer reference checks, program graduate reference checks, and a training observation to ensure that customers receive quality services.

The Metro Atlanta ITA Work Group recommended providers are forwarded to the TCSG-OWD for review, acceptance, and inclusion on the State Approved ETPL. If the application is accepted by the State, a provider agreement may be processed and submitted to the provider for signature.

*c. Provide a description of the formal appeals process for aggrieved ITA customers and providers of unapproved training programs.*

The Metro Atlanta ITA Work Group has developed a standard formal appeal process for aggrieved ITA customers and providers of unapproved training programs across the region. If a training provider is rejected during the initial ARC review and subsequently appeals, ARC will utilize the Metro Atlanta ITA Work Group in the appeals process. Any appeals based on local policies will be handled by the individual local level. The following appeal procedures as required in Section 122 (c) of the Workforce Innovation and Opportunity Act have been established by the Metro Atlanta ITA Work Group to provide recourse to providers who think that they did not receive proper consideration for initial eligibility determination for a program of training services. The Atlanta Regional Commission, acting as an agent for the Metro Atlanta ITA Work Group, will provide notice to the applicant with the letter of rejection containing the reasons for rejection, as well as the availability of the appeal process. Letters of rejection of initial applications must be sent to the applicant within thirty (30) calendar days of the rejection. An appeal by the provider for reconsideration of the initial application must be made in writing thirty (30) calendar days from the day of receipt of the rejection letter. Providers entering an appeal should be prepared to document specific factor (e.g., conflict of interest, nepotism), which put the aggrieved vendor at a competitive disadvantage. Providers should not appeal simply because they believe their program to be superior to the ones selected.

If any organization has a complaint against the Metro Atlanta ITA Work Group, informal resolution should be attempted before filing a grievance. If there is not resolution of the complaint, the complainant (s) has/have a right to file a grievance by sending a written request for a hearing.

*d. Provide a description of the ongoing process used to update the data on the eligible providers list (exclusive of the state-conducted continued eligibility process).*

The ARC manages its “Individual Training Account System,” which includes updating information on Providers included on the State Eligible Provider List, at least on a quarterly basis. Procedures for review and approval of additional programs and price changes for approved training providers are provided in the Training Provider Agreement. Submittal of program changes/additional programs/price increases are reviewed by the Metro Atlanta ITA Work Group. If approved, they are then transmitted to the Workforce Division.

- e. *Provide a description of any regional policies or agreements for ITAs or training providers.*

Procedures for review and approval of additional programs and price changes for approved training providers are in the Training Provider Agreement. Submittal of program changes/additional programs/price changes are reviewed by the Metro Atlanta ITA Work Group and if approved, transmitted to TCSG-OWD.

- f. *Provide a description of the process to track and manage all ITA activity.*

ARC prepares summary reports on evaluation of training provider applications and submits to the Metro Atlanta ITA Work Group for approval. Information is transmitted electronically to the TCSG-OWD for approval. Following state approval and listing of eligible providers on the state list, LWDBs are responsible for rejecting/restricting use through local policies and parameters. ARC provides letter notification to state-approved training providers.

Providers are evaluated bi-annually by ARC based on meeting or exceeding the above-mentioned performance measures. The evaluation may be on-site, desktop or a combination of methods. The provider will agree to cooperate in all components of the evaluation and will make records available to the monitors in a timely manner. Bi-annual review results are posted on the ARC website.

In the future, the Metro Atlanta ITA Work Group will evaluate standardized payments to approved training providers on the ETPL.

- g. *Provide a description of local board policy on use of statewide eligible training provider list (including financial and duration limits, out-of-area training, service to out-of-area customers, etc.).*

This will remain at the local level.

- h. *Provide a description of how registered apprenticeship programs are added to the ETPL.*

Under WIOA, registered apprenticeship programs are automatically eligible for inclusion on the ETPL.

**30. Implementation of Technology:** Provide a description of the technology used to enhance customer (participant and business) experience and any additional data analytics used to enhance planning and measure outcomes beyond mandated performance measures.

At the regional level, WorkSource Metro Atlanta hired Rocket Camp to enhance brand strategy and develop atlworks.org. Rocket Camp provides real-time, data-driven dashboards through their platform on outreach and customer targeting. WorkSource Metro

Atlanta through MAIP will implement Launchpad CRM tool across the five local areas to manage business service relationships. ResCare developed a customer satisfaction system that WorkSource Atlanta Regional, WorkSource Fulton, and WorkSource City of Atlanta leverage. The Regional Directors will encourage each local area to post and regularly update job and internship boards and provide easy access to find through [atlworks.org](http://atlworks.org).

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DRAFT



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## State Initiatives and Vision:

- 31. State Branding:** Provide a description for how the area has adopted and will continue to utilize the state brand.

### *State Vision*

- Georgia's workforce development system is focused on connecting talent with opportunity through the provision of career services, education, and training. Through strong interagency collaboration and a focus on customer service, Georgia's workforce system supports and stimulates the State's economic growth. This collaboration and coordination ensures advancement toward the Governor's goal to ensure that an individual's potential is not determined by their zip code or county. Georgia strives to be the national standard in providing exceptional workforce solutions that transform lives and communities across the state.

### *State Goals*

- Utilize sector partnerships to inform and guide strategic workforce development strategies and enhance partnership coordination.
- Develop a streamlined and regionally integrated workforce system that delivers efficient services to both businesses and individuals.
- Capitalize on the workforce system's strengths to create opportunities for all Georgia communities to prosper.
- Continuously align workforce and education system objectives to current and future occupational skill requirements.
- Expand the pool of available employees by increasing the participation of WIOA Strategic Populations in the workforce system.

To promote unified regional efforts, the five metro boards requested from OWD and were approved for the use of a regional moniker, "WorkSource Metro Atlanta." WorkSource Metro Atlanta is working together to provide a unified WorkSource outreach initiative, which includes billboards, social media, digital ads, radio, print materials, and its website ([atlworks.org](http://atlworks.org)).

- 32. Priority of Service:** Describe how the area/region will identify and administer the state's priority of service policy. Identify if the region will add target populations in addition to those specified by state and federal policy.

This will remain at the local level.

- 33. Alignment with State Goals:** Describe how the area/region will align with each of the goals listed in the State Unified Plan.

1. Utilize sector partnerships to inform and guide strategic workforce development strategies and enhance partnership coordination.
    - Strengthen relationship with business partners in the region to determine industry growth, hire and provide OJT/apprenticeship-type opportunities to WorkSource customers, and to value the importance of credentialing/skills as new currency.
  2. Develop a streamlined and regionally integrated workforce system that delivers efficient services to both businesses and individuals.
    - Support regional innovations to integrate and develop approaches that can be delivered and implemented at the local level. Ensure WorkSource customers across the region receive standard and customer service and equitable opportunity regardless of their zip code.
  3. Capitalize on the workforce system's strengths to create opportunities for all Georgia communities to prosper.
    - Reinforce regional collaboration and brand to open more opportunities with workforce and economic development, business and training partners to improve upward economic mobility and sustainable living wage.
  4. Continuously align workforce and education system objectives to current and future occupational skill requirements.
    - Enhance partnerships with education system to provide quality trainings, certifications, and degrees in necessary skills for future jobs in demand and preparing for automation.
  5. Expand the pool of available employees by increasing the participation of WIOA Strategic Populations in the workforce system.
    - Expand virtual services and digital access to WorkSource customers. Provide services in non-English for immigrant populations.
-

**Attachments:**

**Attachment 1:**

*Local Workforce Development Board Member Listing.*

Please make note if there are any current vacancies and what category that vacancy is in. If you do have vacancies, state the amount of time that the seat has been vacant and/or provide the waiver from OWD.

**Table 59**

MEMBER NAME	TITLE	ENTITY	BOARD CATEGORY



**Attachment 2:***Local Negotiated Performance***Table 60**

<b>WIOA PERFORMANCE MEASURE</b>	<b>PY24 GOAL</b>	<b>PY25 GOAL</b>
Adult Q2 Entered Employment		
Adult Q4 Entered Employment		
Adult Median Earnings		
Adult Credential Rate		
Adult In-Program Skills Gain		
DW Q2 Entered Employment		
DW Q4 Entered Employment		
DW Median Earnings		
DW Credential Rate		
DW In-Program Skills Gain		
Youth Q2 Placement in Employment or Education		
Youth Q4 Placement in Employment or Education		
Youth Median Earnings		
Youth Credential Rate		
Youth In-Program Skills Gain		
Employer Measure		

**Attachment 3:**

*Public Comments on the Local Plan that Express Disagreement*

**Table 61**

COMMENT 1	
Originating Entity:	
Comment:	
COMMENT 2	
Originating Entity:	
Comment:	
COMMENT 3	
Originating Entity:	
Comment:	
COMMENT 4	
Originating Entity:	
Comment:	

#### **Attachment 4:**

##### *Signature Page*

The undersigned hereby agree to adhere to all applicable federal, State, and local laws, regulations, and policies in performing any duty associated with the funds made available to under the Workforce Innovation and Opportunity Act.

**Name:** \_\_\_\_\_

**Title:** Local Workforce Area Director

**Entity Representing:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Title:** Chief Local Elected Official

**Entity Representing:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Title:** Local Workforce Development Board Chair

**Entity Representing:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

## Appendix:

### Appendix 1:

#### *Map of Georgia Region 3 Local Workforce Development Areas*

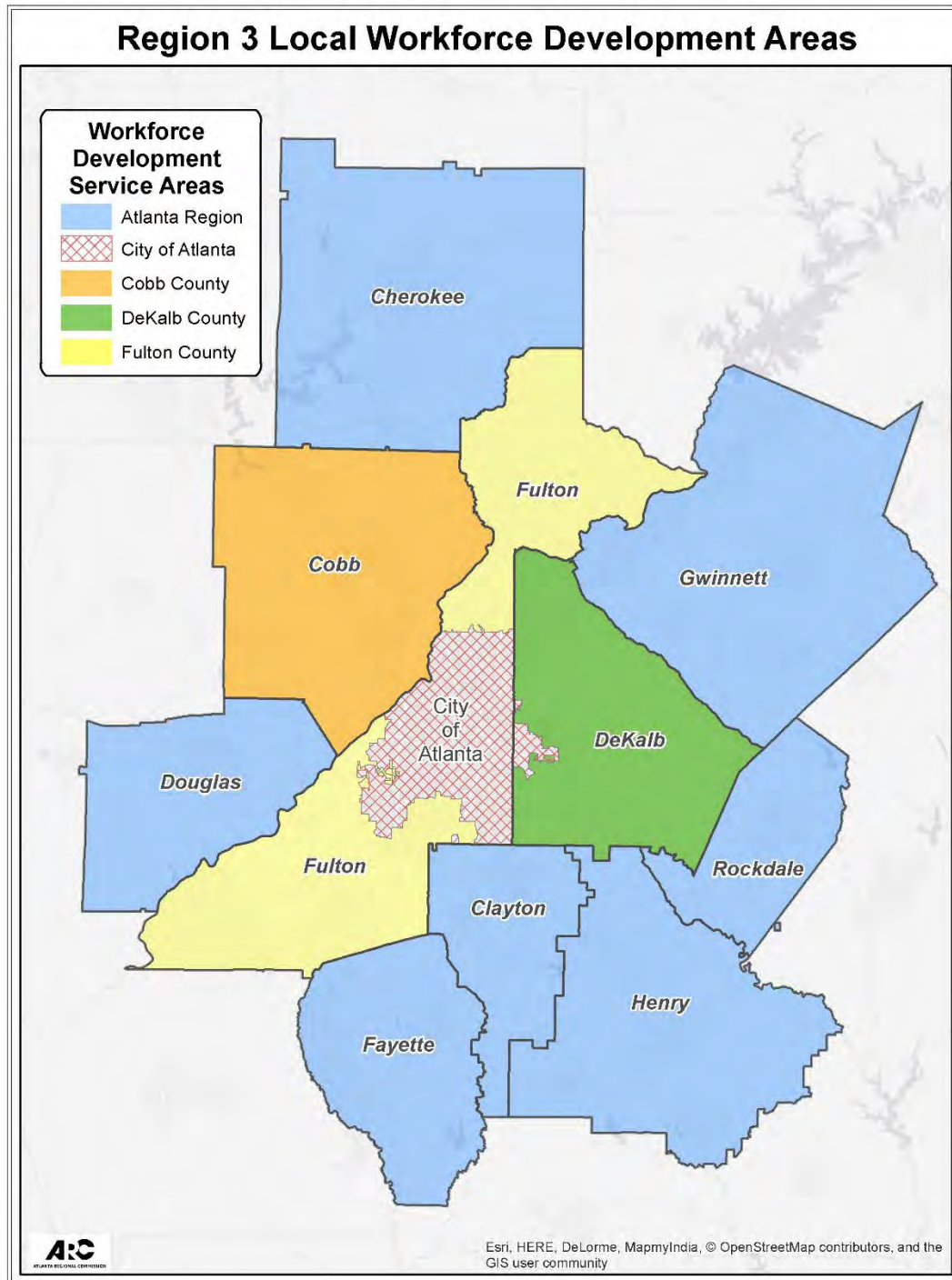


Figure 7

### Map of Georgia Region 3 Workforce Resource Centers and Partners

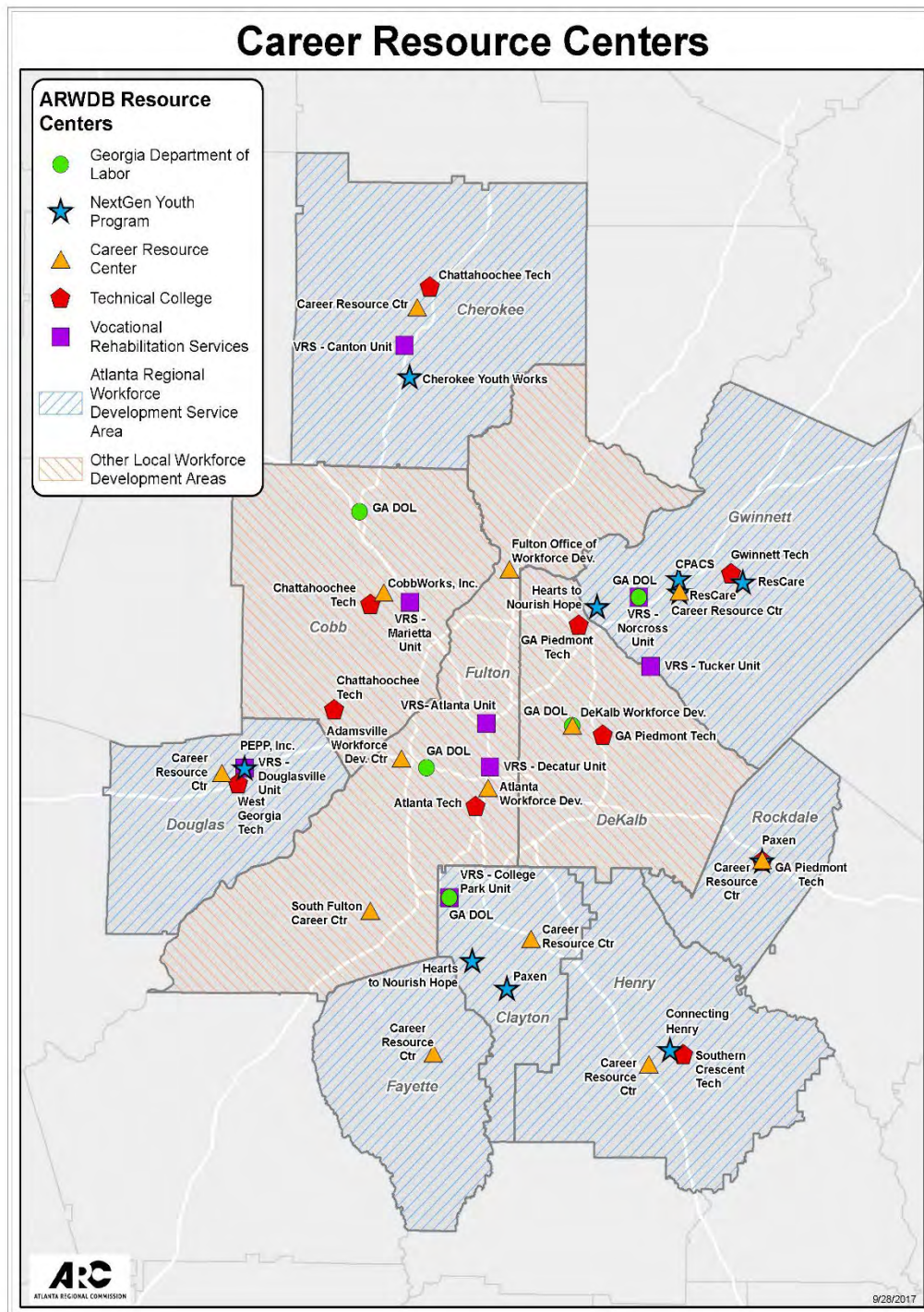


Figure 8

# OPPORTUNITY JOBS OVERVIEW

The Inclusive Future of Work (IFOW) is an initiative within Accenture's Corporate Citizenship designed to help workers transition into new occupations. In addition to offering a living wage and job growth, these occupations must also be accessible, a key feature of Opportunity Jobs.

## National Living Wage



Using the MIT Living Wage for 1 working adult and 1 child for each state, we created a population - weighted **national living wage based of \$41.31/hr, higher than the national average of \$35.48/hr.** We used this living wage to segment low wage workers.

## High Growth Potential



Growth projections were taken from Lightcast and BLS for each occupation. **Occupations with a growth rate of 5%, higher than the national average of 3%, were considered to have a higher potential for growth.**

## Highly Accessible



Occupational accessibility was determined by current workers educational attainment, typical entry level education, and skilling pathways below a Bachelor's degree, including apprenticeships, vocational schools, or certifications.

### Opportunity Jobs Shortlist

SOC	Description	2024 Jobs	Hourly Wage	Growth % - 2024 - 2027
15-1252	Software Developers	42,016	\$60.13	9.0%
29-1141	Registered Nurses	41,783	\$44.80	5.3%
49-3011	Aircraft Mechanics and Service Technicians	4,574	\$42.41	6.8%
15-1253	Software Quality Assurance Analysts and Testers	3,860	\$49.94	8.6%
19-5011	Occupational Health and Safety Specialists	1,217	\$42.91	9.7%

### Opportunity Jobs Shortlist making 90% of Living Wage

SOC	Description	2024 Jobs	Hourly Wage	Growth % - 2024 - 2027
17-3023	Electrical and Electronic Engineering Technologists and Technicians	1,116	\$40.04	5.4%
53-6051	Transportation Inspectors	471	\$48.13	5.8%
29-2032	Diagnostic Medical Sonographers	1,317	\$40.37	8.1%
29-2035	Magnetic Resonance Imaging Technologists	700	\$39.59	5.9%
47-4021	Elevator and Escalator Installers and Repairers	337	\$38.76	8.0%

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Source: Lightcast , Accenture Research

Figure 9



## Appendix 4:

### List of Opportunity Jobs

There are certain occupations to focus on as a region that help job seekers achieve high quality jobs, or “opportunity jobs.” In addition to offering a living wage and job growth, these occupations must also be accessible, a key feature of Opportunity Jobs. The requirements are as follows:

- Using the MIT Living Wage for 1 working adult and 1 child for each state, we created a population-weighted **national living wage based of \$41.31/hr, higher than the national average of \$35.48/hr.** We used this living wage to segment low wage workers.
- Growth projections were taken from Lightcast and BLS for each occupation. **Occupations with a growth rate of 5%, higher than the national average of 3%, were considered to have a higher potential for growth.**
- Occupational accessibility was determined by current workers **educational attainment, typical entry level education, and skilling pathways** below a bachelor’s degree, including apprenticeships, vocational schools, or certifications.

## OCCUPATIONAL ANALYSIS FOR OPPORTUNITY JOBS

Table 62

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	PROJECTED GROWTH (2024-2027)
15-1252	Software Developers	42,016	\$60.13	9.0%
29-1141	Registered Nurses	41,783	\$44.80	5.3%
13-1111	Management Analysts	21,409	\$55.77	5.6%
41-3021	Insurance Sales Agents	18,639	\$46.75	13.1%
13-1082	Project Management Specialists	16,010	\$53.44	5.4%
15-1211	Computer Systems Analysts	11,186	\$51.26	5.8%
15-1299	Computer Occupations, All Other	10,980	\$47.87	5.2%
13-2051	Financial and Investment Analysts	7,200	\$47.00	5.5%
13-2052	Personal Financial Advisors	6,080	\$64.60	7.7%
17-2051	Civil Engineers	5,748	\$44.29	5.6%
11-9111	Medical and Health Services Managers	4,625	\$68.21	14.8%
11-9021	Construction Managers	4,580	\$49.50	5.8%
49-3011	Aircraft Mechanics and Service Technicians	4,574	\$42.41	6.8%
15-2051	Data Scientists	4,423	\$54.29	11.4%
15-1212	Information Security	4,228	\$60.08	10.4%



O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	PROJECTED GROWTH (2024-2027)
	Analysts			
15-1253	Software Quality Assurance Analysts and Testers	3,860	\$49.94	8.6%
17-2112	Industrial Engineers	3,654	\$47.44	9.0%
17-2141	Mechanical Engineers	2,654	\$48.27	9.3%
17-2071	Electrical Engineers	2,575	\$57.44	5.6%
15-1255	Web and Digital Interface Designers	2,301	\$47.65	6.9%
17-1011	Architects, Except Landscape and Naval	2,167	\$44.93	7.5%
11-3013	Facilities Managers	1,472	\$57.23	6.5%
13-2061	Financial Examiners	1,385	\$46.70	7.1%
19-5011	Occupational Health and Safety Specialists	1,217	\$42.91	9.7%
13-2054	Financial Risk Specialists	1,083	\$72.02	6.5%
15-1254	Web Developers	1,077	\$44.84	11.3%
17-2011	Aerospace Engineers	769	\$58.36	6.9%
53-4031	Railroad Conductors and Yardmasters	732	\$41.62	8.0%
27-3042	Technical Writers	709	\$43.22	6.8%
19-2031	Chemists	701	\$46.94	7.7%
19-2041	Environmental Scientists and Specialists, Including Health	671	\$43.34	7.9%
17-2081	Environmental Engineers	647	\$47.66	6.6%
13-1075	Labor Relations Specialists	633	\$42.89	6.6%
19-4061	Social Science Research Assistants	631	\$41.94	6.7%
53-6051	Transportation Inspectors	471	\$48.13	5.8%
15-2011	Actuaries	426	\$64.47	14.2%
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	388	\$55.31	5.2%
11-2011	Advertising and Promotions Managers	382	\$77.42	7.4%
53-2022	Airfield Operations Specialists	381	\$50.09	9.5%
19-2099	Physical Scientists, All Other	327	\$54.10	5.4%
19-1031	Conservation Scientists	231	\$41.68	6.1%
17-2171	Petroleum Engineers	224	\$70.41	7.6%
29-1124	Radiation Therapists	188	\$46.66	5.8%
51-8011	Nuclear Power Reactor Operators	163	\$68.70	12.6%
27-1022	Fashion Designers	162	\$41.84	12.9%
11-9072	Entertainment and	155	\$42.58	11.9%

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	PROJECTED GROWTH (2024-2027)
	Recreation Managers, Except Gambling			
19-1013	Soil and Plant Scientists	146	\$43.91	9.4%
17-2031	Bioengineers and Biomedical Engineers	140	\$51.70	10.0%
19-4051	Nuclear Technicians	140	\$44.80	13.7%
17-2041	Chemical Engineers	115	\$63.63	14.2%
27-2021	Athletes and Sports Competitors	107	\$52.19	18.8%
17-3021	Aerospace Engineering and Operations Technologists and Technicians	84	\$42.40	8.9%
53-7121	Tank Car, Truck, and Ship Loaders	83	\$44.09	7.0%
19-2032	Materials Scientists	80	\$49.96	5.5%
17-2151	Mining and Geological Engineers, Including Mining Safety Engineers	59	\$51.10	10.2%
19-2043	Hydrologists	44	\$50.97	7.9%
19-3092	Geographers	24	\$44.56	7.1%
19-1011	Animal Scientists	22	\$47.94	11.3%
49-9092	Commercial Divers	16	\$41.40	12.4%
17-2021	Agricultural Engineers	15	\$50.90	13.3%
11-9071	Gambling Managers	12	\$43.47	19.2%

Source: Lightcast, MIT Living Wage, Accenture Research

## OCCUPATIONAL ANALYSIS FOR OPPORTUNITY JOBS MAKING 90% OF LIVING WAGE

Table 63

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	PROJECTED GROWTH (2024-2027)
15-2031	Operations Research Analysts	3,578	\$41.17	7.6%
27-3091	Interpreters and Translators	977	\$37.21	5.0%
13-1161	Market Research Analysts and Marketing Specialists	17,946	\$41.25	7.7%
19-1099	Life Scientists, All Other	112	\$39.16	6.6%
27-3031	Public Relations Specialists	3,781	\$39.25	7.4%
27-1014	Special Effects Artists and Animators	875	\$38.94	5.5%
19-1029	Biological Scientists, All Other	799	\$38.72	5.5%
17-3023	Electrical and Electronic Engineering Technologists	1,116	\$40.04	5.4%

O*NET CODE, Metro Atlanta Region	OCCUPATION TITLE	EMPLOYMENT SIZE	HOURLY WAGE (\$/HR.)	PROJECTED GROWTH (2024-2027)
	and Technicians			
47-4021	Elevator and Escalator Installers and Repairers	337	\$38.76	8.0%
53-5021	Captains, Mates, and Pilots of Water Vessels	114	\$40.46	5.3%
19-4043	Geological Technicians, Except Hydrologic Technicians	68	\$38.70	9.3%
19-1032	Foresters	61	\$37.41	8.6%
29-2032	Diagnostic Medical Sonographers	1,317	\$40.37	8.1%
49-2091	Avionics Technicians	767	\$38.04	5.9%
29-2035	Magnetic Resonance Imaging Technologists	700	\$39.59	5.9%
29-1126	Respiratory Therapists	2,034	\$40.90	6.2%
51-8093	Petroleum Pump System Operators, Refinery Operators, and Gaugers	111	\$40.01	16.0%
49-9097	Signal and Track Switch Repairers	124	\$40.32	6.9%
29-1292	Dental Hygienists	2,935	\$40.12	7.1%

Source: Lightcast, MIT Living Wage, Accenture Research

## Appendix 5:

### *Impacted Jobs due to Large Language Models (LLMs) and Generative AI*

The approach to Generative AI impact, specifically Large Language Models (LLMs) is considered a task-based approach. Accenture Research combined human (manual) and machine (Gen AI) classification procedures to assign numeric values to each task that would imply potential for automation or augmentation. Over 19,000 tasks were analyzed during this process.

- Automation potential: % of worker time spent on tasks that can be transformed by LLMs with reduced involvement from a human worker.
- Augmentation potential: % of worker time spent on tasks in which LLMs would need more involvement from human workers.

Together, these classifications determine the worker's average time spent on tasks that could be significantly impacted by Generative AI.

## LLM IMPACT OVERVIEW

In today's dynamic business landscape, Generative AI is emerging as a critical differentiator.

The approach to Generative AI impact, specifically Large Language Models (LLMs) is considered a task-based approach. Accenture Research combined human (manual) and machine (Gen AI) classification procedures to assign numeric values to each task that would imply potential for automation or augmentation. Over 19,000 tasks were analyzed during this process.

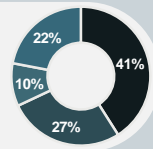
**Automation potential:** % of worker time spent on tasks that can be transformed by LLMs with reduced involvement from a human worker.

**Augmentation potential:** % of worker time spent on tasks in which LLMs would need more involvement from human workers.

Together, these classifications determine the worker's average time spent on tasks that could be significantly impacted by Generative AI.

**For Example:** The percentage of workers' tasks associated with the occupation of a Cashier have a high automation potential of 41% and a high augmentation potential of 27%. In this occupation, the worker is more susceptible to reduced human involvement.

Overall, the occupation of a Cashier is largely impacted by LLMs, with over 68% of workers' tasks highly susceptible to both automation and augmentation



44%

Of working hours across industries can be impacted by LLMs

80%

Of workforce could have at least 10% of work tasks affected

19%

Of workforce could have over 50% of their tasks impacted

Higher potential for automation   Higher potential for augmentation   Lower potential for augmentation or automation   Non-language tasks



Source: Accenture Research

WorkSource Metro Atlanta | Regional Plan Overview

9

Figure 10

Appendix 6: Regional Goals for 2024 – 2027:

PRIORITIZATION MATRIX

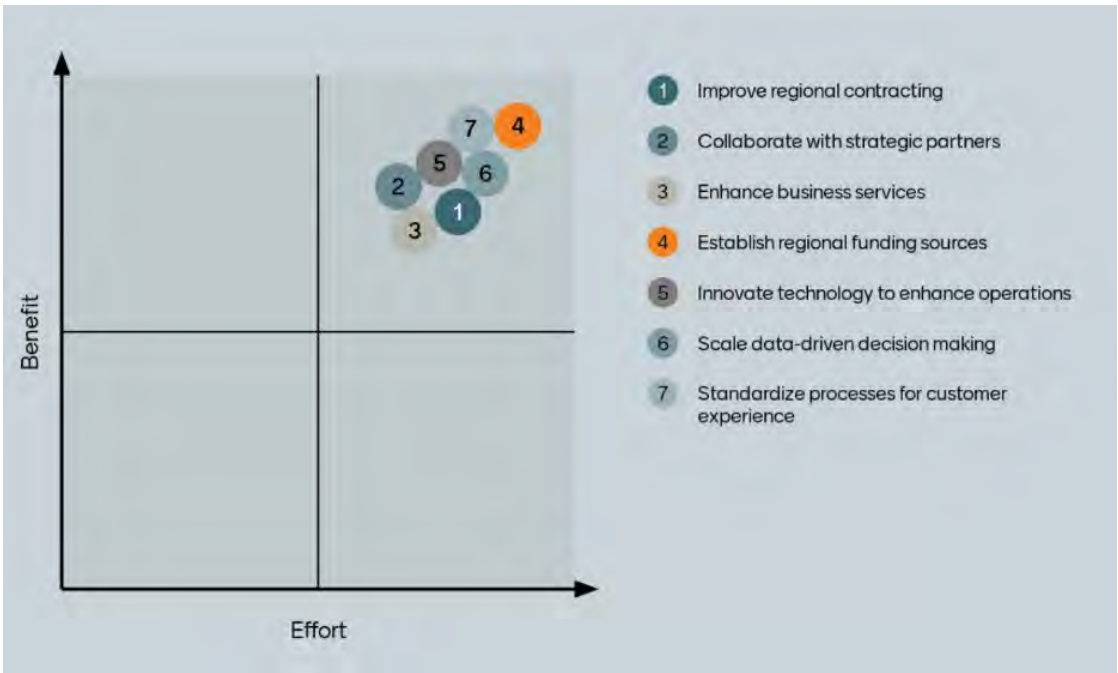


Figure 11

## Appendix 7:



**Table 64**

**Accenture**

**Alliance Solutions Group HOPE Foundation**

**Altierus Career College**

**Atlanta Regional Commission**

**Atlanta Technical College**

**Bobby Dodd Institute**

**CEFGA**

**Chattahoochee Technical College**

**CKS Packaging**

**Construction Education Foundation of Georgia**

**Conyers Rockdale Economic Development Council**

**Covenant CNA School**

**Crossroads Community Ministries**

**DHS DFCS**

**Douglas County School System**

**Emory Continuing Education**

**Emory University**

**First Step Staffing**

**Fulton County Government, Department of Community Development-Youth and  
Community Services Division**

**Fulton County Schools**

**Georgia Center for Opportunity**

**Georgia Department of Public Health**

**Georgia Highlands College**

**Georgia Mental Health Consumer Network**

**Georgia Piedmont Technical College**

**Goodwill of North Georgia**

**Great Promise Partnership**

**Greater North Fulton Chamber**

**Gwinnett County Public Schools**

**Gwinnett Technical College**

**Hearts to Nourish Hope**

**Holder Construction**

**Inspiritus**

**Integrity CDC**

**Interapt**

**International Operating Engineers**

**Jewish Family and Career Services**

**Kennesaw State University**

**LISC**

**Mullins International Solutions**

**National Center for Supply Chain Automation**

**New Birth Employment Network**

**Paulding County School District**

**Per Scholas**

**Rockdale County Board of Education**

**Safe PC Solutions/Safe PC Cloud**

**Semais**

**Soft Skills Zone, LLC**

**SOSSI- Saving Our Sons & Sisters International**

**Stinson & Associates, Inc.**

**STRIVE Atlanta**

**Technical College System of GA**

**Wisdom to BELIEVE Foundation**

**Women In Technology**

**WorkSource Cobb**

**WorkSource Atlanta**

**WorkSource Atlanta Regional**

**WorkSource DeKalb**

**WorkSource Fulton**

**Year Up, Inc**



## PY24/25 Proposed Goals

### LWDA 6

Performance Measures	PY 2024	PY 2025
<b>WIOA Title I Adult</b>		
Employment (2 <sup>nd</sup> Quarter After Exit)	76.0%	76.5%
Employment (4 <sup>th</sup> Quarter After Exit)	74.1%	74.6%
Median Earnings	\$7,500	\$7,650
Credential Attainment	63.4%	63.9%
Measurable Skill Gains	55.0%	55.5%
<b>WIOA Title I Dislocated Worker</b>		
Employment (2 <sup>nd</sup> Quarter After Exit)	70.0%	70.5%
Employment (4 <sup>th</sup> Quarter After Exit)	85.7%	86.2%
Median Earnings	\$12,364	\$12,489
Credential Attainment	74.6%	75.1%
Measurable Skill Gains	50.0%	50.5%
<b>WIOA Title I Youth</b>		
Employment (2 <sup>nd</sup> Quarter After Exit)	73.9%	74.4%
Employment (4 <sup>th</sup> Quarter After Exit)	73.9%	74.4%
Median Earnings	\$3,192	\$3,317
Credential Attainment	50.0%	50.5%
Measurable Skill Gains	40.0%	40.5%



## WORKFORCE IMPLEMENTATION GUIDANCE (WIG) LETTER

**DATE:** March 20, 2024  
**NO:** WIG LS-19-015R  
**TO:** LOCAL WORKFORCE SYSTEM STAKEHOLDERS  
**FROM:** Kristin Laarhoven, OWD Executive Director  
**SUBJECT: Georgia One-Stop & Affiliate Certification Guidelines**

**1. Purpose.** To provide guidance regarding the minimum criteria for the certification of comprehensive and affiliate one-stops throughout Georgia for PY24 and PY25.

**2. References.** [WIOA sec. 121](#)  
[WIOA sec. 134](#)  
[WIOA sec. 188](#)  
[20 CFR §678](#)  
[20 CFR §680.200](#)  
[29 CFR §38](#)  
[TEGL 16-16](#)

**3. Definitions.** WIOA – Workforce Innovation & Opportunity Act  
TEGL – Training & Employment Guidance Letter  
USDOL – U.S. Department of Labor  
AJC – American Job Center  
TCSG – Technical College System of Georgia  
OWD – Office of Workforce Development  
SWDB – State Workforce Development Board  
PY – Program Year  
CLEO – Chief Local Elected Official  
LWDB – Local Workforce Development Board  
LWDA – Local Workforce Development Area  
MOU – Memorandum of Understanding

**4. Background.** Per TEGL 16-16, the American Job Center network should include the following mandated programs:

- Title I Adult, Dislocated Worker, and Youth workforce services;
- Title II Adult Education and Carl Perkins Technical Education;
- Title III Wagner-Peyser;
- Title IV Vocational Rehabilitation;
- Unemployment Insurance;
- Jobs for Veterans State Grant;
- Trade Adjustment;
- Community Service Block Grants;



- Senior Community Service Employment Program;
- Job Corps;
- YouthBuild;
- HUD Employment programs; and,
- Migrant and Seasonal Farm Workers.

Through the one-stop system, these partners ensure employers and job seekers have access to information and services in the workforce system. The management of this network is the shared responsibility of SWDB, LWDBs, elected officials, and the partner programs. The **One-Stop Service Delivery System is WIOA's primary mechanism for** delivering WIOA-funded services to participants. In its most basic and simplistic form, the One-Stop System for an entire LWDA may be composed of a single comprehensive **one-stop site that provides access to all of the required partners' programs present within that LWDA's geographic boundaries, as described in 20 CFR §678.420.** However, most LWDA's choose to deliver services through a network of physical sites.

In accordance with 20 CFR §678.800, the SWDB, in consultation with the LWDBs and CLEOs, developed the following minimum criteria for the certification of comprehensive and affiliate one-stops throughout Georgia.

**WorkSource Georgia's One-Stop Certification** is comprised of the following categories, which evaluate the one-stop for effectiveness:

- a. Customer Flow of Services
- b. Operational Details
- c. WorkSource Georgia Branding Identifier
- d. Customer Satisfaction
- e. Continuous Improvement
- f. Accessibility and Equal Opportunity Certification

LWDBs may include additional categories of certification criteria and/or additional criteria under existing categories. While the SWDB does not require review of LWDB added criteria, the additional criteria must be approved through a LWDB vote by June 30, 2024. OWD will update the monitoring tools annually to ensure accurate oversight of the established criteria and ensure that all sites in the LWDA have been certified appropriately.

## **5. Understanding the One-Stop System.**

Federal service delivery requirements are different for Comprehensive and Affiliate sites; therefore, these guidelines require LWDBs to complete distinct certification tools for each type of location. Furthermore, a certification tool must be completed for each potential Comprehensive and Affiliate site. Regardless of designation, all sites must be physically and programmatically accessible to individuals with disabilities, as required by WIOA section 188 and the implementing regulations in 29 CFR part 38.

### Memorandums of Understanding & Infrastructure Cost Agreements

WIOA Section 121(c)(2) stipulates the requirements for developing a memorandum of understanding. Each LWDA must draft and execute an umbrella MOU or series of MOUs



detailing their one-stop service delivery network. The MOU(s) must be negotiated and executed **by all of the required partners present within the LWDA. When an LWDA's** service delivery network includes affiliate sites, the umbrella MOU, or site specific MOU, must address and detail the services provided at each of the affiliate sites. In the event that the LWDA uses an umbrella MOU, one option is to add an addendum or attachment **to the MOU which identifies and details each of the LWDA's affiliate sites. In addition to identifying each affiliate site's location and detailing the method and type of services** which will be provided, the affiliate site must address infrastructure costs. If the LWDA chooses not to utilize an umbrella MOU, it will need to create stand-alone, site specific MOUs for every affiliate site within its network.

It is important to note that while WIOA requires all of the required partner programs present within an LWDA to contribute to the comprehensive one-stop's infrastructure, only those required partners whose programs are accessible at the affiliate site must contribute to the **affiliate site's infrastructure. Therefore, if only WIOA Title I services are** provided at an affiliate site, then the infrastructure costs will be solely funded by WIOA Title I. When two or more required partner programs provide access to their services at the affiliate site, the infrastructure funding agreement must ensure each partner **provides a fair share consistent with the program's proportionate use and relative benefit** received. Furthermore, any infrastructure contribution must comply with the regulations set forth in the Uniform Administrative Guidance.

#### Comprehensive Sites

A comprehensive site is a physical location where job seekers and employer customers can access the programs, services, and activities of all required one-stop partners, along with any additional partners as determined by the LWDB.

The comprehensive one-stop center must have:

1. At least one WIOA Title I staff person physically present, and provide career services as described in §678.430 (full listing of basic and intensive career services);
2. Access to training services described in §680.200. (Not all-inclusive, but provides listing of training services for adult and dislocated workers);
3. Access to any employment and training activities carried out under WIOA section 134(d) (listing of adult and dislocated worker employment and training activities);
4. Access to programs and activities carried out by one-stop partners listed in §678.400 through §678.410 (includes full listing of required partner activities); and,
5. Workforce and labor market information.

Customers must have access to these programs, services, and activities during regular business days at a comprehensive one-stop center. The LWDB may establish other service hours outside of normal business hours to accommodate the schedules of individuals who work on regular business days. The SWDB will evaluate operational hours as part of the evaluation of effectiveness in the one-stop certification process described in §678.800(b).



### Affiliate Sites

As described in §678.310, an affiliate site is a location that provides access to one or more of the one-stop partners' programs, services, and activities. As such, an affiliated site does not need to provide access to every required one-stop program, but should be knowledgeable about and able to make referrals as needed. The frequency of program staff's physical presence in the affiliated site will be determined at the local level, and must be formalized in the MOU. The regulations specify that affiliate sites may be **established in LWDAs to enhance and broaden the impact of the LWDA's service delivery network.**

When considering designation as an affiliate site, it is important to remember that Adult, Dislocated Worker, and Youth programs are considered different programs under Title I. Therefore, if providing WIOA Title I Youth, Adult, and Dislocated Worker programs only, the location still constitutes an affiliate. Furthermore, if only two of the above stated programs are provided, the location still constitutes an affiliate. If only one of those programs is being provided, the location may constitute an affiliate or specialized site (see next section for more information regarding specialized sites).

### Specialized Sites

The One-Stop system may have additional sites outside of comprehensive and affiliate sites, which includes the designation of "specialized sites" to address specific needs, such as Dislocated Workers, Youth, Veterans, key industry sectors or clusters. Per §678. 320, a specialized site is similar to an affiliate in that it does not need to provide access to every required partner, but should be knowledgeable about and able to make referrals as needed.

A location constitutes a specialized site if:

- Is a stand-alone partner program office (e.g. GVRA);
- Is time-limited (i.e., In response to a regional lay-off event, WARN event); OR
- Includes only one WIOA title I program (i.e., Veteran or Youth only site) and no other partner program(s)

While not requiring full certification, specialized sites must be physically and programmatically accessible to individuals with disabilities, as required by section 188 of WIOA and its implementing regulations at 29 CFR part 38. OWD will monitor compliance with accessibility requirements through the annual monitoring process.

### Wagner-Peyser Co-location

Per 20 CFR §678.315, if Wagner-Peyser Act employment services are provided at an affiliate site, there must be at least one or more other partner(s) in the affiliate with a physical presence of combined staff more than 50% of the time the center is open. However, the other partner **must not be the partner administering local veterans' reemployment representatives, disabled veterans' outreach representatives, disabled veterans' outreach program specialities, or unemployment compensation programs.** Per 20 CFR §678.310(b), , Wagner-Peyser cannot be a separate, stand-alone affiliated site.



### Technical College Campus Site

If the site is only providing Adult Education and Carl Perkins activities, OWD has determined the location does not constitute an affiliate site. Perkins dollars fund instruction, but no direct services to participants or case management is offered. However, if Adult, Dislocated Worker, Youth, or other partner program activities are also offered at that location, it constitutes an affiliate and must be certified as such.

If a technical college site is deemed an affiliate and needs a cost sharing structure, the LWDB should use their own discretion when determining what **is the “site” (i.e., if only sharing room, single building, single office, the affiliate does not need to be the entire campus).**

### Mobile Units

Depending on its use, Mobile Units can be classified as either affiliate or specialized sites. When considering certification for mobile units, affiliates have an element of permanency. If the unit essentially acts as another affiliate site that happens to travel **around the LWDA’s service delivery area, then it may be classified as an affiliate. IF the unit changes function, it may be appropriate to classify it as a specialized site instead.** This allows LWDBs flexibility; however, LWDBs can always raise the bar and vote to certify mobile units as affiliates, even if they only meet the definition of a specialized site. Both affiliate and specialized sites must be physically and programmatically accessible to individuals with disabilities, as required by section 188 of WIOA and its implementing regulations at 29 CFR part 38, regardless of whether the site requires certification or not. OWD will monitor compliance with accessibility requirements through the annual monitoring process if the site is not certified as an affiliate.

### What does “access” mean?

As described in § 678.305(d), the federal regulations define “access” as the following:

1. Having a program staff member physically present at the one-stop center;
2. Having a staff member from a different partner program physically present at the one-stop center appropriately trained to provide information to customer about the programs, services, and activities available through partner programs; OR,
3. Making available a direct linkage through technology to program staff who can provide meaningful information or services.
  - a. **A “direct linkage” means providing direct connection at the one-stop center, within a reasonable time, by phone or through a real-time web-based communication to a program staff member who can provide program information or services to the customer.**
  - b. A direct linkage cannot exclusively be providing a phone number and/or website, or providing information, pamphlets, and/or materials.

### Note on “access points”

**The term “access point” is used throughout federal guidance regarding the One-Stop System and certification requirements. OWD interprets this to mean that every location within the One-Stop system is an access point, and not that an “access point” is a unique type of location. All access points must be determined to be Comprehensive or Affiliate Sites and certified as such, or meet the definition of a specialized site.**





## 6. **Certification Instructions**

Each LWDA must have at least one certified Comprehensive One-Stop and an executed MOU. The MOU, executed in accordance with 20 CFR §678.500 and §678.755 by all required partners present within the LWDA, outlines the services delivery structure and identifies the services delivery sites, both potential comprehensive and affiliate sites.

Utilizing the prospective service delivery sites identified in the MOU, each LWDA must assign staff to perform certification. The steps below briefly outline how this process should occur.

1. LWDBs, or an appropriate LWDB committee, must meet and vote to adopt the **State's minimum criteria** by June 30, 2024. If an LWDB determines additional certification criteria will be added to the mandated State criteria, the LWDB must meet and vote to add such criteria.
  - a. Verification of said vote (i.e., meeting minutes) must be submitted to the OWD Compliance Team at [WIOAcompliance@tcsgeu.edu](mailto:WIOAcompliance@tcsgeu.edu) within ten (10) days of LWDB approval.
2. Determine which entity will be responsible for completing certification. Per **§678.800(3), "when the LWDB is the one-stop operator as described in §678.410 of this chapter, the SWDB must certify the one-stop center."** Furthermore, if the local fiscal agent or programmatic administrator functions as the one-stop operator, that entity may not perform the certification either, due to the inherent conflicts of interest. In either case, the LWDB must notify OWD in writing at least one (1) month before certification is to be completed.
3. Identify the prospective locations and schedule onsite inspections and interviews. Note that these locations should only consist of those locations identified in the proposed MOUs.
4. Complete certification process by completing the appropriate forms for each prospective location and present to LWDB (or the appropriate LWDB committee).
  - a. Complete Partner Presence (Form A) and Accessibility & EO certification (Form B) **for each site**, to include those considered specialized.
  - b. Depending on site designation, complete either Comprehensive (Form C) or Affiliate (Form D) Certification.
5. LWDB, or appropriate LWDB committee, shall review the tools and vote on whether to certify sites.
6. Executed certification packets for each site will be requested and reviewed by the OWD Programs Team during annual monitoring.
  - a. If a prospective location identified in the MOU is not certified, the LWDB shall provide an explanation and justification as to why. If the location ***failed*** certification, the LWDB shall include the completed forms for said





location so that OWD may provide technical assistance to remedy the failed certification.

7. **Action Requested.** The SWDB-approved criteria included in this WIG must be approved by LWDBS by June 30, 2024. The criteria above may be used for the certification of one-stops during PY24 (July 1, 2024 – June 30, 2025) and PY25 (July 1, 2025 – June 30, 2026).

LWDBs, or an appropriate LWDB committee, must meet and vote to adopt the State's minimum criteria by June 30, 2024. If an LWDB determines additional certification criteria will be added to the mandated State criteria, those criteria should be included and adopted at that time. Verification of said vote (i.e., meeting minutes) must be submitted to the OWD Compliance Team at [WIOAcompliance@tcsgeu](mailto:WIOAcompliance@tcsgeu) within ten (10) days of LWDB approval.

LWDBs must complete one-stop certification for each location under consideration for status as either a comprehensive or affiliate site. Sites must be certified by the LWDB in order to utilize their locally negotiated infrastructure cost agreement. Certification/re-certification of local sites must be completed at least once every three years. As each area may be on a different schedule for certification, OWD will not dictate a deadline; however, compliance with the LWDA's certification timeline for each site in the LWDA will be reviewed in annual monitoring by OWD.

8. **Inquiries.** Inquiries regarding this guidance should be directed to [WIOAcompliance@tcsgeu](mailto:WIOAcompliance@tcsgeu).

9. **Attachment.**

*Attachment 1:* Form A – Partner Presence

*Attachment 2:* Form B – Accessibility & Equal Opportunity Certification

*Attachment 3:* Form C – Comprehensive One-Stop Certification

*Attachment 4:* Form D – Affiliate One-Stop Certification

10. **Expiration.** SWDB will review one-stop certification criteria every two years and update this guidance accordingly. As changes are made, OWD will revise and reissue the WIG and notify LWDA's in a timely manner.

This WIG incorporates and rescinds *LS-16-004: Affiliate One-Stops*.

11. **Authorization.**

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## FULTON COUNTY GOVERNMENT

WIOA Title I Local Area 006 Program Year 2024  
Budget Narrative

July 1, 2024 – June 30, 2025

Select Fulton is the home of economic and workforce development programs serving the residents and employers in Fulton County. The alignment of economic development and workforce development under a single administrative department enables Fulton County to efficiently and effectively connect job seekers with new and growing employers in need of a trained and qualified workforce.

**1. PROGRAM YEAR EXPENSES**

WorkSource Fulton utilizes a sourced provider model to provide workforce services to Fulton's job seekers. This model enables staff and the Fulton LWDB to focus on developing partnerships which deliver a more human-centered approach to workforce development activities ensuring the highest and best use of workforce resources. The Program Year 2024, (PY 24) budget is prepared with a reduction of operation expenses reflecting budget cuts in PY 2024 allocations for each funding stream. Workforce plans to expand services via the Quest Grant to continue the initiative to serve clients affected by COVID-19 as a metro area region. With a focus on serving employers and job seekers in high demand targeted industries via activities, such as in-person job fairs, meetings, and training conferences. These activities have been budgeted at moderate levels to account for reduction in allocations in PY 2024.

**a. SUB-AWARDS -CONTRACTUAL SERVICES**

<b>Providers – Professional Services</b>	<b>Budgeted Amount</b>
Equus, Inc. – ADULT and DW	\$970,348.00
Equus, Inc. - YOUTH	\$223,220.00
Equus, Inc. – ONE-STOP OPERATOR	\$112,500.00
Atlanta Regional Commission (ARC) Regional Targeted Outreach	\$20,000.00
Metro Atlanta Workforce Exchange (MAX) Anchor Investment - (Adult, DW, and YOUTH)	\$5,000.00
Atlanta Regional Commission (ARC) ITA Performance – WIOA Required	\$12,000.00
<b>TOTAL CONTRACTUAL</b>	<b>\$1,343,068.00</b>

- 1) Equus is a sub-recipient that provides case management, referrals, and provide staff and customers access to resources and linkage with community agencies for Adult, Dislocated Worker, and Youth Services. Equus develops and maintains

relationships with employers to connect job opportunities for enrolled participants and supports enrollment and placement activities under the WorkSource Fulton brand.

- 2) Equus is the One-Stop Operator which manages the North and South Fulton Career Centers for WorkSource Fulton. This includes managing referrals of mandated WIOA partners, providing linkage and engagement of business and community organizations, and helping job seekers access workforce services. Budget expenses includes personnel and equipment for services in both North and South Fulton Career Centers.
- 3) WorkSource Fulton is one of the five Metro Atlanta Region Boards that have an agreement with Atlanta Regional Commission (ARC) for the regional outreach and marketing of the WIOA program. Costs are shared across all five boards, who collectively direct the messaging and campaign strategy to target priority WIOA populations.
- 4) The Metro Atlanta Exchange for Workforce Solutions (MAX) is a collaborative of workforce development organizations and community partners seeking to increase economic competitiveness and economic mobility of the Metro Atlanta region. WorkSource Fulton is an anchor sponsor of MAX, supporting the efforts to align priorities and support economic mobility efforts in the region.
- 5) The Atlanta Regional Commission facilitates the approval and subsequent review of eligible training providers for inclusion on the Metro Atlanta Eligible Training Providers List. While each board supports and participates in the approval and annual monitoring of providers, ARC provides staff and administrative support to manage the process which is cost shared across the five metro boards.

**b. SALARIES AND FRINGE**

Personnel are responsible for the sub-recipient monitoring, development, administration, financial reporting, data validation and also attending meetings and conferences as necessary for the period of performance beginning on July 1, 2024 through June 30, 2025.

Salaries and fringe benefit costs are calculated for (11) essential personnel assigned to administrative and program activities including but not limited to compliance of sub-recipients. The benefits offered is a competitive average rate does not exceed thirty-one percent (31%) of staff salaries and accounts for the full package of benefits that consists of (a) medical, dental, and vision coverage; (b) short-term and long-term disability insurance; (c) holiday and sick leave pay; life insurance; and (e) FICA and Unemployment Insurance. The County offers a match retirement benefit through 401-A and 457M Defined Contribution plans for all full

time employees and performance annually based on department measures through Key Performance Indicators (KPI).

**c. TRAVEL AND TRAINING**

Travel: Estimates include eleven (11) personnel that are expected to travel for approved county and state administrative sites for program field work, to attend advisory committee meetings, community partner and stakeholder meetings, conferences, workshops, and/or other monitoring oversight purposes that are necessary to accomplish proposals objectives or disseminate its results. The cost of two (2) to four (4) Board members are budgeted for travel to represent WorkSource Fulton and attend meetings and conferences that are necessary to accomplish the local and regional plans.

Travel expenses include (M&IE) per diem rate, lodging, transportation, meals, and fees. Rates are established by the Federal General Services Administration (GSA) and do not require substantiation of receipts. Location-specific information for M&IE can be found at [www.gsa.gov/perdiem](http://www.gsa.gov/perdiem). Mileage reimbursement to direct staff and Board members are based on costs for local and out of state travel to and from training sites, employer sites, partner sites and any out-of-town conferences and professional development training. The rate is based on the approved published Internal Revenue Service standard mileage rate for 2023 rate at 65.5 cents per mile. <https://www.irs.gov/newsroom/irs-issues-standard-mileage-rates-for-2023-business-use-increases-3-cents-per-mile>

**d. TELEPHONE & TELEGRAPH EQUIPMENT – *Non-Capitalizable depreciation value under \$5,000***

Mobile phones and broadband hotspots are provided for eleven (11) personnel to communicate while conducting outreach, engagement, and meetings with regional partners and stakeholders. Supports staff performing administrative and programmatic functions that will work out of various satellite offices for required WIOA activities in accordance with the Uniform Grant Guidance outlined in Uniform Grant Guidance, 2 CFR 233. The purchase of new equipment is budgeted for 2024 due to county upgrades for computer equipment as part of regularly scheduled County equipment refreshes.

**e. SUPPLIES**

Total direct charges to this cost category are reduced not to exceed \$3,000.00 includes consumable supplies for program staff and participants, binders, file folders, printer paper, toner, staples, and all other necessary office supplies. Purchases will be conducted in adherence to the Fulton County Government Procurement and Purchasing policies and procedures and the Uniform Grant Guidance, 2 CFR 200.94 and will only utilize the county/state approved office supply vendor rates. *Supplies are for general office functions for program staff and participants which includes postage and copier usage.*

**f. EQUIPMENT**

This cost is associated with computer equipment including but not limited to scanners, printers, accessories for remote and onsite workforce activities that support administrative and program activities. Activities are for, business services, residents, partners and stakeholders for monitoring, job fairs, resumes, workshops, conferences, and outreach activities for community engagement of Fulton County residents.

**g. PHOTOCOPIER**

This cost is associated with photocopies made by staff for day-to-day administrative functions of the program. Charges are based on quantity, and ink and are tabulated monthly by the County's Information Technology Department based on usage.

**h. OTHER**

- 1) Board Meeting, Program Training, and Workshops: Expenses incurred for local board meetings required to engage and participate in promoting the WIOA program objectives shall not to exceed \$3,000. It may include meals in accordance with federal guidelines in 2 CFR 200, including tickets, sponsorships, accommodation, and other amenities. The cost of Board engagement and meetings may be extended in an economical manner when it can facilitate government business and/or is considered desirable as a matter of courtesy or protocol when engaging in discussion of official public matters with or sponsoring formal conference, partner workshops/training for representatives from other governments, business and industry, people from national, international, non-profit or charitable organizations.
- 2) Subscriptions: Includes fees associated with customer online surveys information for performance reporting on customer satisfaction of program delivery; and reporting in accordance with the WIOA regulations;
- 3) Publications: Includes the Federal Grant Management Handbook which is available in print, online and dual formats, Thompsons Grants provides the Office of Management and Budget (OMB) guidance to stay in compliance with government funding. This resource is a resource for grant expenditures, documentation and reporting.

- 4) Memberships: Include fees associated with but not limited to, Chamber of Commerce sponsor memberships, industry associations, and industry specific literature. (*Georgia Workforce Leadership Association, Government Finance Officers Association, National Association of Workforce Boards, National Association of Workforce Development Professionals, and Southeastern Employment and Training Association*)
  - 5) Fuel: This includes the cost of fuel for the WorkSource Fulton Mobile Bus. Costs are associated for local and regional workforce and community engagement activities year-round.
  - 6) Vehicle Maintenance & Repairs: The WorkSource Fulton Mobile Bus is budgeted for maintenance, repairs, and insurance costs billed monthly.
- i. Sub-Awards  
Service Providers are awarded in contracts for services from Fulton County. Procurement was completed for the largest of these awards in Spring 2022 with solicitations for career services for Adult and Dislocated Workers, Youth and One-Stop Operator in three (3) contract awards. The Fulton LWDB has executed two available renewals with Equus for services beginning July 1, 2024; one renewal remains. Additional awards are for operational tasks identified in Section 1a.

As a result of on-going reductions in program allocations of approximately 10 percent annually, we have budgeted \$1,306,068.00 for sub-recipients. This will include specific performance metrics and milestones which are measured quarterly and annually.

## **SPENDING PRIORITIES AND NEW SPENDING**

### **Economic Mobility**

One of the key components of the four-year Regional Plan is the focus on economic mobility of the Metro Atlanta Region. Fulton's efforts for PY 2024 will include examining data which might reveal disparity in access or opportunity for job seekers, as well as policy changes that may be implemented to help alleviate those barriers. One area of focus is the strategy on the provision of supportive services and the role they may play in helping achieve positive outcomes. Economic Mobility efforts also includes new strategies of outreach to target underrepresented areas, and emphasis on priority populations which may not readily access workforce services. The Fulton LWDB established enrollment and service targets in PY23 for six zip codes identified based on low-income status and providing enhanced access to services. Those targets will be revised for PY24 to continue to focus on improving economic opportunity throughout Fulton.

**SNAPWorks Pilot**

Fulton has entered an MOU with Goodwill of North Georgia and with the Department of Human Services to pilot the co-enrollment of SNAP E&T recipients in WIOA programs. The MOU includes data sharing and collaboration of front-line staff to align service strategies around the individual. The goal is to provide all available resources and supportive services to promote improved employment outcomes for the pilot population.

**2. IMPACT OF FUNDING REDUCTIONS**

Fulton leverages the source provider model to ensure adequate and timely expenditure of grant funds. Year One funds are utilized for County personnel and operating expenses, while Year two funds are earmarked for sub-recipients. This ensures that each year, Fulton meets federal obligation requirements, as well as providing maximum opportunity to expend funds on participant activities. Fulton monitors invoices monthly and provides the Finance Committee with regular status reports to determine spending forecasts and ability to completely exhaust all formula funds on an annual basis.

As funding is reduced in funding streams, Fulton adjusts spending plans for the second year of the funding availability. Cuts are mostly absorbed through a reduction in enrollments in each funding stream rather than eliminating personnel or programming. Due to a reduction of nearly 25% of total funding over the last 5 program years, the Fulton LWDB has begun to explore additional funding streams including braided funding from other grant programs such as SNAP, competitive grants, and philanthropic opportunities.

**3. BUDGET STRATEGIES**

The sub-awards to Equus includes budgets with a minimum of twenty percent (20%) to enroll and serve eligible In-School and Out-of-School Youth clients in Work Experience. WorkSource Fulton staff conducts monthly reviews for compliance of wages paid and allowable cost reimbursable expenses. This is monitored closely for compliance by the Grants Administration Manager, Budget Analyst Specialist, Performance Compliance Unit, and via sub-recipient monitoring annually in accordance with WIOA federal requirements. Regular reports to the Fulton LWDB Finance Committee identify spending projections, and quarterly KPI reports to the LWDB also identify the progress towards meeting Youth spending requirements for Out of School Youth and Work Experience. A copy of the LWDB KPI report is available upon request.

**4. LARGE PURCHASE**

WorkSource Fulton has no current plans for a large purchase for 2024 spending. Should the need for large purchase occur, WorkSource Fulton will notify TCSG OWD and submit a budget modification in addition to the large purchase request procedures.



**5. PERSONNEL**

WorkSource Fulton budget includes eleven (11) permanent full time personnel positions salary and fringe benefits costs estimates are included in the line-item budget forecast for Program Year 2024.

Direct program funded positions include the following job titles; Deputy Director, Programs Manager, Data and Information Manager (Program Manager, Compliance), Business Services Manager, Finance Manager, Budget Analyst, Program Specialist (Social Services Coordinator II), Program Coordinator (Administrative Coordinator II), Facilities and IT Coordinator (Administrator II), and two (2) Community Engagement Specialists.

The Workforce Division is led by the Deputy Director for Select Fulton, who oversees the team, authorizes payment of WIOA expenses, serves as the Director of the LWDB, and provides overall strategy and management of grant funds. The division is made up of three functional teams, and two support personnel.

The Programs Team is led by the Programs Manager who supervises the strategy and training and employment activity of Adult, Dislocated Worker, and Youth programs. The Programs Manager oversees compliance of participant activities including reviewing participant case files and providing technical assistance to the sourced provider. The Programs Manager supervises the Programs Coordinator, Programs Specialist, and two Community Engagement Liaisons who support the work of providing quality programs to job seekers.

The Finance Team is led by the Finance Manager who supervises the expenditure of grant funds and ensures that expenses are in line with the overall budget. The Finance Manager also prepares reports to the Finance Committee on progress towards budget goals. The Budget Analyst reports directly to the Finance Manager and reviews all invoices submitted to the Workforce Division. The Budget Analyst is responsible for assigning funding lines to expenses and ensuring that funding is available, recommending adjustments as necessary.

The Data and Information Manager oversees compliance of grant activities and provides data and information support to the Division. Within the Compliance team is the Facilities and IT coordinator, who supports the Career Centers by ensuring that the One-Stops are fully equipped and have the supplies and equipment necessary for job seeker activities. The Compliance team oversees subrecipient monitoring, one-stop certification, and tracks and reports on performance.

Finally, the Workforce Division is supported by the Business Services Manager, who serves as a link to economic development and to industry needs; and the LWDB Liaison/Executive Assistant who supports HR functions with the County and is the primary point of contact for LWDB members and coordinates LWDB meetings.

**6. PROFESSIONAL DEVELOPMENT**

Each member of the Workforce Division is budgeted \$3,350 to cover the cost of registration and travel for professional development and training. Staff are permitted to explore all options to utilize their available resources including attendance at conferences such as SETA or the WorkSource Academy, or for virtual offerings for certification or professional development. The County also offers continuing education opportunities for employees in a number of subject areas including leadership development and is funded through the County at no cost to departments or employees.

Professional development is reflected in the budget in the line item for staff travel expenses.

**7. COST ALLOCATION METHODOLOGY**

Budgets and costs are allocated with the participant counts of eligible clients for expenditures and staff salary and fringe benefits. This is reviewed bi-annually for marginal adjustments to ensure the cost benefits the Adult, Dislocated Worker, Youth Program and Administrative Cost Pools.

**TOTAL DIRECT CHARGES** = \$\$2,367,568.69

Comprised of items **B – I**

**COST ALLOCATION PLAN (INDIRECT CHARGES)**

Fulton County has an approved Cost Allocation Plan approved via their Cognizant Agency, for all grant funded efforts that serve the citizens who reside in the county to carry out the vision, mission, goals of the Chief Elected Official, Board of Commissioners and County Manager. Indirect costs to program for Fulton County's services to support the Select Fulton, Workforce Development Division including but not limited to financial, human resource, procurement, purchasing, information technology support, janitorial, maintenance, and lease at approved rate of 55.61% via the HHS cognizant agency based on the approved county Cost Allocation Plan 2021 and approved Indirect Cost Rate. Indirect costs are not currently funded.

**8. SUPPORTIVE SERVICES**

Participants are eligible for supportive services on an individual basis. In PY22, the Fulton LWDB approved a change to supportive services for transportation which created more flexibility for participants in accordance with human-centered design principles. Previously the only transportation assistance provided to training participants were pre-loaded MARTA cards. Interviews with participants confirmed that MARTA did not satisfy their needs to reach training providers, particularly in counties where no mass transit partners exist. The revised policy provides transportation reimbursement for attending training and provides the flexibility for participants to utilize the method of transit that best supports their positive completion of training.

Supportive Service costs are included in subcontracts with Equus and are reported monthly as a line item in invoices submitted to Fulton County. This allows staff to review the amount of supportive services paid and compare them with reporting in participant case files.

## 9. PARTICIPANT TRAINING COSTS

Participant training costs are reflected in subcontracts with Equus and are reported monthly as a line item in invoices submitted to Fulton County. This allows staff to review the amount of training provided to participants and compare them with reporting in participant case files.

## 10. BUDGET PROCESS

Staff works closely with the LWDB to develop a budgeting plan to earmark funds for achieving board priorities and effective service delivery. The Finance Committee reviews the proposed budget and makes recommendations and changes before submitting the budget to the full LWDB for approval. The Finance Committee receives regular budget updates and recommends adjustments to the LWDB as necessary to ensure full expenditure of grant funds.

The budget process begins with comparing current year expenditures with projected obligations for the next fiscal year. The Finance Manager, Budget Analyst, Programs Manager, and Deputy Director meet to discuss planned program activities and budget constraints. Adjustments are made based upon overages or under spends to better align the proposed budget with areas of program need.

Final adjustments are made to ensure that carryover and new allocations provide sufficient revenue for the planned expenses. If expenses exceed revenue, the team reviews areas and recommends cuts to ensure funding availability.

## WIOA BUDGET TOTALS: \$2,367,568.69

Fulton County Select Fulton, WorkSource Fulton	
WIOA Grant Program - Administrative, Adult, DW, and Youth	Amount
Subcontractors	\$1,343,068.00
Personnel	\$644,770.98
Fringe & Benefits FICA rate (0.0835%). Costs do not exceed (0.35%)	\$289,679.71
Travel (includes registration fees)	\$36,850.00
Board Travel (includes registration fees)	\$6,700.00
Telephone & Telegraph Equipment – Mobile phones (Capitalized (depreciated value under \$5,000.00))	\$14,000.00

**ATTACHMENT A***WIOA Title I Local Area 006 PY 2024 Budget*

Equipment	\$0.00
Supplies	\$3,000.00
Photocopier (general printing charges)	\$14,000.00
Board Meetings and Engagement	\$3,000.00
Subscriptions, Directories, Publications	\$0.00
Memberships	8,500.00
Fuel – Mobile Bus	\$2,000.00
Vehicle Maintenance/Repair – Mobile Bus	\$3,000.00
Overhead: Office Facilities, Utilities, Vehicle Insurance (In-Kind Contribution/Leveraged Resources)	\$0.00
In-Kind Contribution/Leveraged Resources One-Stop Cost Sharing Infrastructure Agreement	\$0.00
<b><i>Total Direct</i></b>	\$0.00
<b><i>Indirect Cost Rate @ 55.61%</i></b>	\$0.00
<b>Total Budgeted</b>	<b>\$2,367,568.69</b>