

**SWAPTE  
EXECUTIVE COMMITTEE MEETING  
ALABAMA CAREER CENTER  
MAY 15, 2019**

**Present:**

Chairman Carol Statter  
Clinton Johnson

Mike Hare  
Stan Chavis

Ola Anise

**Absent**

John Clyde Riggs (Sick)

Beth Hanks (Montgomery)

**SWAPTE Staff**

Sydney Raine  
Lisa Thomas

Tammy Smith  
Cindy Nelms

Pam Ware  
Katherine Whitely

**ADOL Staff**

Brinda Barrett

Laura Bethea

The meeting was called to order at 12:00 noon by Chairman Statter. Chairman Statter asked if we had a quorum and Mr. Raine replied "YES". Chairman Statter called for a motion to approve the agenda, motion made by Stan Chavis; and seconded by Mike Hare; and the agenda was unanimously approved. Chairman Statter then called for a motion to accept the minutes from 1/16/2019, motion was made by Mike Hare; and seconded by Stan Chavis; and the committee unanimously approved the minutes.

**Finance – See Attachment #2 for details**

**Lisa Thomas, V.P. Finance**

Mrs. Thomas said that the Finance committee met on 5/10/2019 and approved the finance report that ended March 31, 2019 which represented the 3rd quarter. See the detail summary below.

We should be operating at 75% of budget but our Administrative Summary Expenses are at 48.33% and our Program Overhead is at 62.99% which we working to increase those percentages and are doing some things in the marketing area to help us get there.

We have expended PY16 incentive funds and have \$332,792 for 7/1/2018 – 6/30/2020.

Pages 4 & 5 shows our Administrative and Program Overhead and we are over on the Marketing & Economics line item; but this is a good thing because our Marketing efforts has really helped us to expend our funds.

Mr. Anise asked if we needed to increase the amount of funds allocated for office expendable? Mrs. Thomas replied that we have funds that we can move and we can request to increase it.

Chairman Statter called for a motion to approve the finance report for third quarter, motion made by Ola Anise; and seconded by Clinton Johnson; and the committee unanimously approved the report.

Mrs. Thomas said that our audit was completed by Robert Hedrick and that we had no findings nor observations; and Mr. Hedrick will be at full board meeting to give a full report.

Attachment #2



**TO:** Sydney Raine, President  
**FROM:** Lisa Thomas, Vice President Finance  
**RE:** Financial Update  
**DATE:** May 3, 2019

For your review, I have prepared the financial statements of SWAPTE, (Region 7) for the quarter ended March 31, 2019. March represents the third quarter of our fiscal year which began on July 1, 2018. We should be operating at 75% of budget projections.

**Administration**

Administrative Summary Expenses				
	Budget 2018-19	Y-T-D Admin Expenses	Budget Variance	Y-T-D Percentage
Labor Cost	650,000	263,360	386,640	40.52%
Non Labor Cost	343,679	216,919	126,760	63.12%
<b>Total</b>	<b>993,679</b>	<b>480,279</b>	<b>513,400</b>	<b>48.33%</b>

As shown above, administrative costs as of March 31, 2019 were at 48.33% of budget projections with expenditures totaling \$513,400. Labor costs were at 40.52% of budget projections or \$263,360. Non-labor costs for the quarter ending March 31 were \$ 216,919 or 63.12% of the annual budget.

**Program**

Program Overhead				
	Budget 2018-19	Y-T-D Program Expenses	Budget Variance	Y-T-D Percentage
Labor Cost	650,000	379,211	\$ 270,789	58.34%
Non Labor Cost	1,985,943	1,281,199	704,074	64.51%
<b>Total</b>	<b>\$ 2,635,943</b>	<b>\$ 1,660,409</b>	<b>\$ 974,863</b>	<b>62.99%</b>

Program overhead expenses for the quarter totaled \$ 1,660,409. This amount is comprised of \$379,211 in labor costs and \$1,281,199 in non-labor costs. Total costs were 62.99% of budget projections for the quarter.

**Miscellaneous**

<b>Incentive (07/01/2016-10/12/2018)</b>			
	<b>Budget</b>	<b>Y-T-D Expense</b>	<b>Balance</b>
PY 16 Incentive-Adult	12,203	12,203	-
PY 16 Incentive-Youth	100,716	100,716	-
FY 17 Incentive-Adult	87,312	87,312	-
<b>Total</b>	<b>\$ 200,231</b>	<b>\$ 200,231</b>	<b>\$ -</b>

<b>Incentive (07/01/2018-06/30/2020)</b>			
	<b>Budget</b>	<b>Y-T-D Expense</b>	<b>Balance</b>
PY 17 Incentive-Adult	17,212	-	17,212
PY 17 Incentive-Youth	121,811	-	121,811
PY 17 Incentive-DW	17,211	-	17,211
FY 18 Incentive-Adult	95,062	-	95,062
FY 18 Incentive-DW	81,496	-	81,496
<b>Total</b>	<b>\$ 332,792</b>	<b>\$ -</b>	<b>\$ 332,792</b>

Mobile Works was awarded incentive funds for the budget year 2016-2017. Please note the state has granted these funds to be transferred to Region 7 and to be used before 10-12-18. This incentive funding has a balance of \$0.00 as of 09/30/2018.

SWAPTE (Region 7) was awarded additional incentive funding (07/01/2018) based on past year performance in the total amount of \$ 332,792 in which we have 2 years to spend with expiration date of 06/30/2020. The funding balance is still remaining as of 12/31/2018.

**Program Summary**

Below for your review is a summary of program expenditures by funding type:

	<b>Program Activities Budget Summary</b>			
	<b>Adult</b>	<b>Dislocated</b>	<b>Youth</b>	<b>Total</b>
2018-2019	\$ 8,200,695	\$ 2,942,617	\$ 5,563,897	\$ 16,707,209
(-) Expenditures to Date	4,675,292	206,988	1,345,806	6,228,085
<b>Budget balance</b>	<b>3,525,403</b>	<b>2,735,629</b>	<b>4,218,091</b>	<b>10,479,124</b>

As shown above, Adult expenditures through March 31 totaled \$4,675,292. This leaves a budget balance of \$3,525,403.

Dislocated worker expenditures for the quarter ending March 31 totaled \$206,125 which leaves a balance of \$2,735,629.

Youth expenditures through the quarter totaled \$1,345,806.00 which left a budget balance of \$4,218,091.

Program Summary				
	Revenue Total	xp. As of 03/31/19		Balance
07/01/2016-06/30/2018	\$6,091,714.00	\$6,091,714.00	\$ -	\$0.00
07-01-2018-06-30/2020	\$10,615,495.00	\$136,371.40	-	\$10,479,123.60
Budget balance	\$16,707,209.00	\$5,955,342.60	-	\$10,479,123.60

The above is a capture of the revenue that must be spent by the dates shown. The expenses are as of 03/31/2019 which reflects we have met our obligation of expenditures before the deadline of June 30, 2019. Pages 6 and 7 gives a breakdown by funding source.

**Conclusion**

While this narrative includes a summary of activities through March 31,2019 detailed expenditures are attached to this report.



SWAPTE

ATTACHMENT 2

Financial Report

Administrative Overhead

for the Quarter ended March 31, 2019

Description	Budget 2018-19	Y-T-D Expenditures	Remaining Balance	Percentage Expended
Salaries, Taxes & Benefits	650,000	263,360	386,640	40.52%
<b>Net Labor Cost</b>	<b>650,000</b>	<b>263,360</b>	<b>386,640</b>	<b>40.52%</b>
Audit Expense	21,500	17,750	3,750	82.56%
Computer Maintenance, Supplies, Softwa	20,000	21,270	(1,270)	106.35%
Council Expense	2,000	1,772	228	88.60%
Equipment, Rental	3,500	1,059	2,441	30.26%
Equipment, Service and Repair	2,500	1,856	644	74.25%
Facilities Rent	30,000	26,790	3,210	89.30%
Insurance, Directors and Officers	7,050	7,050	-	100.00%
Insurance, Errors & Omissions	3,360	3,360	-	100.00%
Insurance, General Liability	1,000	-	1,000	0.00%
Legal Expense	2,500	-	2,500	0.00%
Office and Expendable Supplies	25,000	6,574	18,426	26.30%
Office equipment	1,000	-	1,000	0.00%
Depreciation expense	2,000	-	2,000	0.00%
Postage, Shipping, & Delivery	1,000	1,376	(376)	137.59%
Subscriptions and Memberships	2,000	1,924	76	96.22%
Telephone and Internet	15,000	10,971	4,029	73.14%
Training and Workshops	20,000	-	20,000	0.00%
Travel-Local Mileage	1,000	884	116	88.37%
Travel-Out of Area-Staff	42,109	6,103	36,006	14.49%
Marketing/Economic Development	30,000	77,267	(47,267)	257.56%
Monitor	60,000	14,325	45,675	23.88%
Staff Support	40,000	12,285	27,715	30.71%
Consultant Fee	10,000	3,500	6,500	35.00%
Archive Record Storage	1,160	803	357	69.23%
<b>Non Labor Cost</b>	<b>343,679</b>	<b>216,919</b>	<b>126,760</b>	<b>63.12%</b>
<b>Total Expenditures</b>	<b>993,679</b>	<b>480,279</b>	<b>513,400</b>	<b>48.33%</b>

SWAPTE  
Financial Report  
for the Quarter ended March 31, 2019

ATTACHMENT 2

Program Overhead

Description	Budget 2018-19	Y-T-D Expenditures	Remaining Balance	Percentage Expended
Salaries, Taxes & Benefits	650,000	379,211	270,789	58.34%
<b>Labor Costs</b>	<b>650,000</b>	<b>379,211</b>	<b>270,789</b>	<b>58.34%</b>
Computer Maintenance, Supplies, Softw	25,000	10,002	14,998	40.01%
Equipment, Rental	5,000	2,693	2,307	53.86%
Equipment, Service and Repair	5,000	-	5,000	0.00%
Facilities Rent	60,000	18,078	41,922	30.13%
Insurance, Errors & Omissions	3,500	2,841	659	81.17%
Insurance, General Liability	1,000	769	231	76.90%
Insurance-Participant	1,300	-	1,300	0.00%
Interest Expense (Income)	(30)	-	(700)	0.00%
Legal Expense	2,500	1,200	1,300	48.00%
Marketing and Outreach	50,000	61,930	(11,930)	123.86%
Basic Education and Testing Supplies	1,000	-	1,000	0.00%
Office and Expendable Supplies	10,000	7,765	2,235	77.65%
Printing	5,000	-	5,000	0.00%
Postage, Shipping, & Delivery	2,000	-	2,000	0.00%
Travel-Local Mileage	5,000	4,062	938	81.24%
Travel-Out of Area	20,000	3,602	16,398	18.01%
Staff Training	10,000	-	10,000	0.00%
Archive Record Storage	1,000	1,184	(184)	118.40%
ADOL Invoice	1,778,673	1,167,074	611,599	65.61%
Non Labor Cost	1,985,943	1,281,199	704,074	64.51%
Total Expenditures	2,635,943	1,660,409	974,863	62.99%

**SWAPTE**  
**Financial Report**  
for the Quarter ended March 31, 2019

ATTACHMENT 2

Adult Services Budget	<b>Budget 2018-19</b>	
Program Revenue Carry Forward PY 17	2,121,747	
Program Revenue Transfer from DW	2,235,099	
Program Revenue PY 18	608,620	
Program Revenue (FY 2019) Oct 1st	3,235,229	
<b>Total Revenue Available</b>	<b>\$ 8,200,695</b>	

	<b>Budget 2018-19</b>	<b>Y-T-D</b>
Program Cost Distribution from Operations		1,273,313
Individual Training Accounts	3,000,000	2,794,306
OJT Program	1,000,000	607,673
<b>Expenditures to Date</b>		<b>4,675,291.82</b>
<b>Balance of Funds</b>		<b>\$ 3,525,403</b>

Dislocated Services Budget	<b>Budget 2018-19</b>	
Program Revenue Carry Forward PY 17	2,225,367	
Program Revenue Transfer to Adult	(2,235,099)	
Program Revenue (PY-2018)	514,210	
Program Revenue (FY 2019) Oct 1st	2,438,139	
<b>Total Revenue Available</b>	<b>\$ 2,942,617</b>	

	<b>Budget 2018-19</b>	<b>Y-T-D Expense</b>
Program Cost Distribution from Operations		95,714
Individual Training Accounts	100,000	48,147
Incumbent Worker	10,000	-
OJT Program	75,000	63,127
<b>Expenditures to Date</b>		<b>206,987.57</b>
<b>Balance of Funds</b>		<b>2,735,629</b>



**SWAPTE**  
**Financial Report**  
for the Quarter ended March 31, 2019

ATTACHMENT 2

Youth Services Budget	Budget 2018-19
Program Revenue Carry Forward PY 17	1,744,600
Program Revenue (PY 2018)	3,819,297
Total Revenue Available	
Year to Date Contract Expense	1,053,555
Program Cost Distribution from Operations	292,251
<b>Total Expenditures</b>	<b>1,345,806.01</b>
Budget Balance	4,218,091

Contracts Approved:	Budget	Y-T-D Expenditures	Remaining Balance	Percentage Expended
Dearborn Street YMCA	278,596	155,184	123,412	56%
Dynamic Education Systems	740,766	367,254	373,512	50%
Goodwill Easter Seals	297,026	181,781	115,245	61%
Bishop State Comm College	284,378	34,059	250,319	12%
Reid State Tech College	219,339	126,717	92,622	58%
Monore County	191,245	64,054	127,191	33%
Coastal Youth Program	94,563	44,212	50,350	47%
Auburn University Hope Place	132,195	66,830	65,365	51%
Alabama Dept of Rehab Services (4/1/18)	100,000	13,463	86,537	13%
<b>Total Funds</b>	<b>2,338,107.40</b>	<b>1,053,554.62</b>	<b>1,284,552.78</b>	<b>45%</b>
In School Youth Services	-	-	-	0%
Out of School Youth Services	2,338,107.40	1,053,554.62	1,284,553	45%
Total Contract Amount	2,338,107	1,053,555	1,284,553	45%
Program Expenses (ITA/OJT)	200,000	1,732	198,268	1%
Percentage In School	0%	0.00%	0.00%	
Percentage Out of School	100%	100.00%	100.00%	

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Funding Source	2017-2018	2019-2020	Increase (Decrease)
Adult	3,843,849	3,198,925	(644,924)
Dislocated	2,952,349	2,684,678	(267,671)
Youth	3,819,297	3,072,181	(747,116)
<b>Total</b>	<b>10,615,495</b>	<b>8,955,784</b>	<b>(1,659,711)</b>

\*\* Please note even though a decrease we are allowed to carry forward 2017-2018 Funding in which we will have available



**Cindy Nelms**

**Planning & Contracts**

Ms. Nelms started off thanking the committee members for at least attending one of the many subcommittee meetings.

**Planning and Oversight Committee**

The committee met to discuss the State Strategic Plan and there is a deadline of 6/14/2019 to submit our Four-Year Plan back to the State.

Low unemployment rates are impacting our program in a negative way and because of this we are having to really work to encourage participants to cross the finish line so we both will gain. We are also trying to enlighten parents and students on what an industrial job entails such as the type of environment, etc.

Mr. Anise asked what can we do on the forefront to retain these young people? Cindy replied that we can help them to understand our program (how we are ranked, funded; and our norm of one training opportunity per person, etc.) so that they can make better choices when choosing training.

The state has submitted a request for a waiver to the DOL to allow some flexibility in our youth funds to allow us to underwrite ITAs for youth. Typically this would mean that a very small hand full of young people who are not yet 18 at the time they wish to enroll into a particular type of training could not do so but having this flexibility will give us a chance to service slightly a broader group of young people. We are still awaiting to hear back from the State on this request.

**The One Stop Committee**

We are proud to announce the opening of two new career centers one in Jackson, AL and the other in Gilberttown, AL.

We received the new DOL contract in the of \$2.2 million which is up this year by \$310,000.00 from previous years.

The State will call a special executive committee meeting after they receive 3<sup>rd</sup> Quarter Performance Reports to decide if our WDB will be recertified or not.

GeoSolution will be our new data collection system and we are in the discussion phase.

**ITA/OJT/Youth Committee**

Cindy said that the committee reviewed the performance of our program and there were some concerns in this area and that Mr. Raine will speak about performance outcome in more detail.

Now that employment is so tight people are coming into our programs that may have criminal backgrounds, childcare issues, etc. and this is a problem across the state that needs to be address in an effort to help them with gainful employment.

A lot of energy is being invested on marketing going forward and we will be focusing on success stories of employers and participants.

Since our last Board meeting we have initiated two new youth apprenticeship programs, one with Austal and the other with Airbus. Austal was able to identify 4 WIOA eligible students for their program. These students are no longer there because 2 failed their drug test and the other 2 ended up dropping out because of attendance barriers. There are 14 non-WIOA students who did complete; and they are now at the front of the line for the apprenticeship jobs.

Airbus apprenticeship Flight Path 9 just kicked off and we are sponsoring 13 of the 25 young people who are in this program. These young people will be given the opportunity to work for Airbus immediately upon graduation from high school if they complete the 9 months program. The program consists of 2 nights a week activity where they will be learning job readiness and occupational credential skills. They will then receive 12 weeks of additional training alone side other new hires at Airbus. Airbus is anticipating that these young people will be some of the foundational employees who will be building the new planes. Airbus has hired a full-time Job Coach to make sure that these young people are successful.

Airbus is starting a program for inexperience older adults called Fasttrack which is a twelve 12 weeks; and if they are successful then they can also build airplanes.

Airbus is expecting to hire 400 – 600 people within the next 6 - 8 months.

We put out a RFP to serve in-school-youth per the Governor's office who expressed a desire to see in-school youth resources invested to the fullest. This RFP was advertised in the local newspapers in all 9 counties within our region. Our Career Centers gathered information of the school systems in their areas and made sure that they received a copy of the RFP. We received responses from Mobile Area Education Foundation (MAEF), Family Counseling Center of Mobile, USA, Goodwill Easter Seal, Chickasaw School System, CF Taylor Alternative School, Robertsdale, Baldwin County High School, and Bay Minette.

We have a meeting scheduled post-secondary next week to talk about the Jobs for Alabama Graduates (JAG) program. We are also in the process of looking at our current programs to see which programs are successful and which we might need to rid. Our meeting will also include asking them questions as to what we can do to assist them in delivering better service.

**Laura Bethea**

Career Center

Ms. Bethea gave the following reports and said that Region 7 employees have been going out to the schools to recruit and recruitment is going very well.

We have served 1,126 ITA clients (Adult, Dislocated Worker, and a few Youth); we have 76 OJT contracts and 193 participants; and 293 Youth for a total of 1,612 since April 30, 2019.

Mrs. Bethea say that the region 7 staff is busy because they also have to do case management on all of the participants and follow them for a year.

Ms. Bethea gave us an example of obligated funds which are actuals. She said if a participant chooses to enroll in nursing then they obligate the entire \$12,000 to get them through that program.

**ATTACHMENT 4**

**REGION 7  
JULY, 2018 - APRIL 30, 2019**

**Individual Training Accounts (ITA's)**

	Obligated Funds	Actual	Participants
Adult	2,145,023.00	2,989,316.49	1075
Dislocated Worker	54,698.00	48,146.63	42
Youth	8,839.00		9
Total PY18	2,209,560.00	2,931,463.12	1126
Number Completed ITAs			468

Funds do not include Mobile / Participants do include all offices

**On-The-Job Training (OJT)**

	Obligated Funds	Actual	Number of Contracts	Participants
Total PY 18	1,878,711.32	772,988.70	76	193
Number Completed				130

**Youth Providers**

Name	Funds	Number Enrolled
Bishop State		27
Dearborn		41
DESI		71
Goodwill Easter Seals		58
Reid State		35
Auburn (Hope)		83
Coastal Community College		19
Monroe County		9
TOTAL YOUTH		293

**MOBILE CAREER CENTER  
JULY, 2018 - APRIL 30, 2019**

**Individual Training Accounts (ITA's)**

	Funds	Participants
Adult		420
Dislocated Worker		19
Youth		1
Total PY18	0.00	440
Number Completed ITAs		175

**On-The-Job Training (OJT)**

	Funds	Number of Contracts	Participants
Total PY 18	1,250,858.65	27	52
Number Completed			29

**Youth Providers**

Name	Funds	Number Enrolled
Bishop State		27
Dearborn		41
DESI		44
Goodwill Easter Seals		43



**JACKSON CAREER CENTER  
JULY, 2018 - APRIL 30, 2019**

Actual as of 05/08/2019

**Individual Training Accounts (ITA's)**

	Funds	Actual	Participants
Adult	305,115.00	296,788.82	166
Dislocated Worker	13,228.00	22,728.39	3
Youth			3
Total PY18	318,343.00	319,517.21	172
Number Completed ITAs			99

**On-The-Job Training (OJT)**

	Funds	Actual	Number of Contracts	Participants
Total PY 18	294,822.62	230,780.94	17	57
Number Completed				43

**Youth Providers**

Name	Funds		Number Enrolled
DESI			27

**JACKSON CAREER CENTER  
JULY, 2018 - APRIL 30, 2019**

Actual as of 05/08/2019

**Individual Training Accounts (ITA's)**

	Funds	Actual	Participants
Adult	305,115.00	296,788.82	166
Dislocated Worker	13,228.00	22,728.39	3
Youth			3
Total PY18	318,343.00	319,517.21	172
Number Completed ITAs			99

**On-The-Job Training (OJT)**

	Funds	Actual	Number of Contracts	Participants
Total PY 18	294,822.62	230,780.94	17	57
Number Completed				43

**Youth Providers**

Name	Funds		Number Enrolled
DESI			27

**MOBILE CAREER CENTER  
JULY, 2018 - APRIL 30, 2019**

**Individual Training Accounts (ITA's)**

	Funds	Participants
Adult		420
Dislocated Worker		19
Youth		1
Total PY18	0.00	440
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**On-The-Job Training (OJT)**

	Funds	Number of Contracts	Participants
Total PY 18	1,250,858.65	27	52
Number Completed			29

**Youth Providers**

Name	Funds	Number Enrolled
Bishop State		27
Dearborn		41
DESI		44
Goodwill Easter Seals		43

**BREWTON CAREER CENTER  
JULY, 2018 - APRIL 30, 2019**

**Individual Training Accounts (ITA's)**

	Funds	Participants
Adult	299,375.00	62
Dislocated Worker		1
Youth		
Total PY18	299,375.00	63
Number Completed ITAs		26

**On-The-Job Training (OJT)**

	Funds	Number of Contracts	Participants
Total PY 18	23,611.88	1	4
Number Completed			2

**Youth Providers**

Name	Funds	Number Enrolled
Auburn (HOPE Place)		33
Reid State Community College		32



### **Katherine Whitely**

Region 7 Monitor

Dr. Whitely said that it has been an interesting year for her. She learned so many helpful things from Shirley Salter in Monroeville “I just love her...she is awesome!”. One of the things that she learned that was so helpful was that all 7 Career Centers uses common providers for ITAs. Dr. Whitely said that she is going to contact the career center managers to get a master list of where their students are attending school and the contact person at the school.

Dr. Whitely said that she has learned a lot as well as made some mistakes with On-the-Job Training but she now has an OJT checklist and a better understanding of the process.

She said that the Business Service Representatives (BSR) are really thorough and knowledgeable of their jobs.

Ms. Barrett thanked Dr. Whitely for taking it easy on the staff; and told her if there was anything they could help her with to feel free to call on her or them.

### **Pam Ware**

Marketing & Public Relations

Mrs. Ware directed our attention to the marketing snapshot handout which talked. She also told us that we recently signed a contract with lagniappe who will be featuring success stories for our region. She said that it is a struggle getting the success story after the client completes their program of choice and thought it to be more appealing getting the story as the client moves along in the program.

Mrs. Ware said that the Flight Path 9 press conference was well attended and a lot of valuable information was communicated to those in attendance. She also said that they listed SWAPTE as being a contributor and was able to talk with some of the students about their experience that day.

### **Old Business**

Mr. Raine said that he is scheduled to travel to Montgomery for a Transportation meeting at the State House May 28, 2019 to meet with State Representatives Allen Baker and Shedd in hopes to pose some legislation.

### **President's Remarks**

Sydney Raine

Mr. Raine went over our 3<sup>rd</sup> quarter performance report listed below and pointed out that we did not meet our goal for DLW 78.8% but 69.4% he explained that this is a problem all over the state.

Youth credential attainment within a year after exit goal was 38.8% and we are at 31.5%. Mr. Raine said that he has met with the appropriate staff about the lack of data entry into the system.

Mr. Raine met with K.C. Pang and Secretary of State Fitzgerald Washington at G.D. Copper regarding retention of their employees and they committed to work with him via the Jackson Career Center.

Bishop State has a new pre-apprenticeship program Lineman Training and we will be sponsoring eligible participants.

Mr. Raine said that we have been telling the story for some time now but we can now say that businesses are calling on us Airbus, Alabama Power, Austal, G.D. Copper, etc.

Mr. Raine also said that he will be meeting with all 9 elected officials in our region to give them a status on our WFD activities.

Meeting adjourned 1:00 p.m. and the committee went into executive session.

Date: \_\_\_\_\_

APPROVED By: SWAPTE WDBEC

  
John Clyde Riggs, SWAPTE WDB Secretary