Meeting Notice
Local Elected Officials of Western Wisconsin

Tom Cornford, Crawford County
Wallace Habhegger, Monroe County
John Kriesel, Buffalo County
Ray Ransom, Jackson County
Jon Schultz, Trempealeau County
Jim Servais, Vernon County
Steve Thomas, Juneau County
Tina Tryggestad, La Crosse County

Upcoming Meetings

May 2020 TBD

Monday, March 31, 2020
10:00 a.m. to 11:00 a.m.

Teleconference
Phone Number: (712) 775-7031
Meeting ID: 651-305-857

RSVP your attendance to Jessie
fossj@westernwdb.org

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The Western Wisconsin Workforce Development Board, Inc. is an equal Opportunity Employer/Program. If you have a disability and need access to this information in an alternative format or translated to another language please contact Julie Mitchell by phone (608-789-4584), email (mitchellj@westernwdb.org), or dial 711 for the Wisconsin Relay service.

LEO
Meeting Agenda
Monday, March 31, 2020
10:00 a.m. to 11:00 a.m.
Teleconference

Western Wisconsin Workforce Development Board, Inc.

Agenda Item			Pages	Action
I.	**CALL TO ORDER**			
	A.	Call to Order		
	B.	Announcements and Introductions		
II.	**ORDER OF BUSINESS**			
	A.	Meeting Minutes — December 19, 2019	1 - 2	x
	B.	Financials	3 - 13	x
	C.	WDB Membership Appointment Jorge Beltran	14 - 18	x
	D.	Reports		x
		1. WIOA Youth	Verbal	
		2. WIOA Adult and Dislocated Worker	19	
		3. DOC Windows to Work	Verbal	
		4. Businesses Services	20 - 21	
	E.	May Meeting		
III.	**CONCLUSION**			
	A.	Unfinished Business		
	B.	New Business		
IV.	**ADJOURN**			

Board Chair: Ray Ransom
Minute Scribe: Jessie Foss
Meeting Attendance: See Page 2

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I. CONSENT ITEMS

A. Call to order
Mr. Ransom called the meeting to order at 3:40 p.m. A quorum was present as indicated by roll call.

B. Introductions and welcome to guests
None.

II. ORDER OF BUSINESS

A. Meeting Minutes — October 7, 2019

Motion made (Kriesel/Habhegger) to approve the October 7, 2019 meeting minutes.
Motion approved unanimously.

B. WDB Member Appointments

Motion made (Habhegger/Kriesel) to a reappoint Patricia Balacek, Tammy Brown, Gregory Erickson, Mark Glendenning, Patrick Rodriguez, Jodi Roesler, and David Schams to the Western Wisconsin Workforce Development Board. Motion approved unanimously.

Motion made (Kriesel/Habhegger) to appointment David Boniface to the Western Wisconsin Workforce Development Board. Motion approved unanimously.

Motion made (Habhegger/Tryggestad) to appointment Bill Brockmiller to the Western Wisconsin Workforce Development Board. Motion approved unanimously.

C. Revised Budget

Motion made (Habhegger/Tryggestad) to approved the revised PY19 budget at presented.
Motion approved unanimously.

III. CONCLUSION

A. Unfinished Business
The remaining meetings for PY19 were rescheduled for 3:30 p.m. on Monday, February 24, 2020 and Monday, May 18, 2020

B. New Business
None.

IV. ADJOURN

Meeting adjourned at 4:01 p.m.

Draft

Respectfully recorded,
Jessie Foss, recorder

Jessie Foss

Respectfully submitted,
Ray Ransom

Present (via phone)	Not Present	Others Present (via phone)
Wallace Habhegger	Tom Cornford	Jessie Foss
John Kriesel	Jon Schultz	Melisa Myers
Ray Ransom		
Jim Servais		
Steve Thomas		
Tina Tryggestad		

Draft

WIOA Youth Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 354,883				
Salaries	$ 84,980	$ 5,880	$ 36,568	$ 48,412	43%
Staff Fringes	$ 29,069	$ 907	$ 5,293	$ 23,776	18%
Staff Travel	$ 10,729	$ 368	$ 2,738	$ 7,991	26%
Staff Development	$ 380		$ 216	$ 164	57%
Supplies	$ 1,430		$ 1,459	$ (29)	102%
Rent	$ 16,982	$ 932	$ 6,416	$ 10,566	38%
Telephone	$ 1,843	$ 329	$ 1,001	$ 842	54%
Postage, Printing and Photocopying					
IT, Access/Tech Support/Software					
Licenses, Memberships, Fees					
Board, LEO Meeting Expenses					
Insurances					
Subtotal	$ 145,413	$ 8,416	$ 53,690	$ 91,723	
SUBCONTRACTS					
OSO - Workforce Connections	$ 1,500	$ 107	$ 394	$ 1,106	26%
Business Services	$ 24,500		$ 13,013	$ 11,487	53%
Transition to New Provider	$ 25,000		$ (795)	$ 25,795	
Consultant		$ 100	$ 100		
Subtotal	$ 51,000	$ 207	$ 12,712	$ 38,388	25%
OTHER					
Youth Event	$ 5,000		$ -	$ 5,000	0%
Support Services	$ 35,000	$ 372	$ 1,063	$ 33,937	3%
Work Experience Wages/FICA	$ 90,000		$ -	$ 90,000	0%
Element Contracts	$ 25,000		$ -	$ 25,000	0%
Unbudgeted	$ 3,470		$ -	$ 3,470	0%
Subtotal	$ 158,470	$ 372	$ 1,063	$ 157,407	1%
TOTAL FUND EXPENDITURES	$ 354,883	$ 8,995	$ 67,465	$ 287,518	19%

WIOA Adult Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 326,880				
Salaries	$ 13,315	$ 1,104	$ 7,734	$ 5,581	58%
Staff Fringes	$ 3,668	$ 273	$ 1,713	$ 1,955	47%
Staff Travel	$ 335		$ 77	$ 258	23%
Staff Development	$ 86		$ 101	$ (15)	117%
Supplies	$ 206		$ 82	$ 124	40%
Rent	$ 27,159	$ 1,849	$ 9,142	$ 18,017	34%
Telephone	$ 401	$ 69	$ 142	$ 259	35%
Postage, Printing and Photocopying					
IT, Access/Tech Support/Software					
Licenses, Memberships, Fees					
Board, LEO Meeting Expenses					
Insurances					
Subtotal	$ 45,170	$ 3,295	$ 18,991	$ 26,179	
SUBCONTRACTS					
Workforce Connections	$ 270,000	$ 11,979	$ 96,722	$ 173,278	36%
Business Services	$ 10,000		$ 6,124	$ 3,876	61%
OSO - Workforce Connections	$ 1,500	$ 107	$ 394	$ 1,106	26%
Consultant		$ 33	$ 33		
Subtotal	$ 281,500	$ 12,120	$ 103,273	$ 178,260	
OTHER					
Unbudgeted	$ 210		$ -	$ 210	
Subtotal	$ 210		$ -	$ 210	
TOTAL FUND EXPENDITURES	$ 326,880	$ 15,415	$ 122,264	$ 204,649	37%

WIOA Dislocated Worker Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 388,189				
Salaries	$ 28,968	$ 937	$ 7,100	$ 21,868	25%
Staff Fringes	$ 8,430	$ 229	$ 1,588	$ 6,842	19%
Staff Travel	$ 447		$ 77	$ 370	17%
Staff Development	$ 224		$ 101	$ 123	45%
Supplies	$ 428		$ 102	$ 326	24%
Rent	$ 28,554	$ 1,841	$ 9,021	$ 19,533	32%
Telephone	$ 772	$ 71	$ 234	$ 539	30%
Postage, Printing and Photocopying				$ -	
IT, Access/Tech Support/Software				$ -	
Licenses, Memberships, Fees				$ -	
Board, LEO Meeting Expenses					
Insurances					
Subtotal	$ 67,823	$ 3,078	$ 18,223	$ 49,600	
SUBCONTRACTS					
Workforce Connections	$ 300,000	$ 18,106	$ 98,445	$ 201,555	33%
Business Services	$ 18,500		$ 11,865	$ 6,635	64%
OSO - Workforce Connections	$ 1,500	$ 107	$ 394	$ 1,106	26%
Consultant		$ 33	$ 33		
Subtotal	$ 320,000	$ 18,247	$ 110,738	$ 209,296	
OTHER					
Unbudgeted	$ 366		$ -	$ 366	
Subtotal	$ 366		$ -	$ 366	
TOTAL FUND EXPENDITURES	$ 388,189	$ 21,325	$ 128,960	$ 259,262	33%

WIOA Admin Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Actual Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 95,122				
Staff Wages	$ 40,140	$ 6,120	$ 25,034	$ 15,106	62%
Staff Fringe	$ 12,287	$ 1,892	$ 7,831	$ 4,456	64%
Staff Travel	$ 765		$ -	$ 765	0%
Staff Development	$ 542		$ -	$ 542	0%
Supplies	$ 624		$ 331	$ 293	53%
Rent	$ 3,905	$ 799	$ 5,208	$ (1,303)	133%
Telephone	$ 1,139	$ 198	$ 702	$ 437	62%
Advertising	$ 150		$ 109	$ 41	73%
Postage, Printing and Photocopying	$ 1,390		$ 593	$ 797	43%
IT Access/Tech Support/Software	$ 2,258	$ 710	$ 2,508	$ (250)	111%
Licenses, Membership and Fees	$ 20,409	$ 2,746	$ 8,749	$ 11,660	43%
Insurances	$ 2,736	$ 98	$ 636	$ 2,101	23%
LEO, Board Expenses, Meeting Expenses	$ 1,476		$ 686	$ 789.97	46%
Subtotal	$ 87,821	$ 12,563	$ 52,385	$ 35,436	60%
Consultant		$ 2,279	$ 2,279		
Fiscal Agent Expenses	$ 6,948		$ 1,398	$ 5,551	20%
Subtotal	$ 6,948	$ 2,279	$ 3,677	$ 5,551	
Unbudgeted remaindeer	$ 353				
TOTAL FUND EXPENDITURES	$ 95,122	$ 14,842	$ 56,062	$ 39,060	59%

WIOA Rapid Response Admin Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Actual Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 5,422				
Staff Wages	$ 2,156	$ 245	$ 568	$ 1,588	26%
Staff Fringe	$ 672	$ 144	$ 270	$ 402	40%
Staff Travel	$ 40		$ -	$ 40	0%
Staff Development	$ 30		$ -	$ 30	0%
Supplies	$ 33		$ -	$ 33	0%
Rent	$ 205	$ 20	$ 84	$ 121	41%
Telephone	$ 56	$ 6	$ 16	$ 40	29%
Advertising	$ 50		$ -	$ 50	0%
Postage, Printing and Photocopying	$ 73		$ 18	$ 55	24%
IT Access/Tech Support/Software	$ 119	$ 41	$ 172	$ (53)	145%
Licenses, Membership and Fees	$ 1,074	$ 146	$ 334	$ 740	31%
Insurances	$ 144		$ 38	$ 107	26%
LEO, Board Expenses, Meeting Expenses	$ 78		$ 24	$ 54.11	31%
Subtotal	$ 4,730	$ 602	$ 1,524	$ 3,206	32%
Consultant		$ 106	$ 106		
Fiscal Agent Expenses	$ 365		$ 235	$ 130	64%
Unbudgeted remaindeer	$ 327				
TOTAL FUND EXPENDITURES	$ 5,422	$ 708	$ 1,865	$ 3,557	34%

WIOA Rapid Response Program Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 116,171				
Salaries	$ 11,670		$ -	$ 11,670	0%
Staff Fringes	$ 3,522		$ -	$ 3,522	0%
Staff Travel	$ 178		$ -	$ 178	0%
Staff Development	$ 113		$ -	$ 113	0%
Supplies	$ 169		$ -	$ 169	0%
Rent	$ 1,061	$ 763	$ 3,930	$ (2,869)	370%
Telephone	$ 281		$ -	$ 281	0%
Postage, Printing and Photocopying					
IT, Access/Tech Support/Software					
Licenses, Memberships, Fees					
Board, LEO Meeting Expenses					
Insurances					
Subtotal	$ 16,994	$ 763	$ 3,930	$ 13,064	
SUBCONTRACTS					
Workforce Connections	$ 85,000	$ 5,512	$ 45,264	$ 39,736	53%
Business Services	$ 14,000		$ 844	$ 13,156	6%
Transition to new provider			$ -	$ -	
Consultant		$ 33			
Subtotal	$ 99,000	$ 5,546	$ 46,108	$ 52,892	
OTHER					
Unbudgeted	$ 177		$ -	$ 177	
Subtotal	$ 177		$ -	$ 177	
TOTAL FUND EXPENDITURES	$ 116,171	$ 6,308	$ 50,038	$ 66,133	43%

WIOA Wage$ Admin Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Actual Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 2,100				
Staff Wages	$ 840	$ 29	$ 492	$ 348	59%
Staff Fringe	$ 265	$ 18	$ 199	$ 66	75%
Staff Travel	$ 15		$ -	$ 15	0%
Staff Development	$ 12		$ -	$ 12	0%
Supplies	$ 13		$ -	$ 13	0%
Rent	$ 79	$ 30	$ 126	$ (47)	159%
Telephone	$ 21	$ 10	$ 21	$ (0)	101%
Advertising	$ 50		$ -	$ 50	0%
Postage, Printing and Photocopying	$ 28		$ 13	$ 15	48%
IT Access/Tech Support/Software	$ 46	$ 25	$ 85	$ (39)	185%
Licenses, Membership and Fees	$ 413	$ 89	$ 222	$ 191	54%
Insurances	$ 55		$ 13	$ 43	23%
LEO, Board Expenses, Meeting Expenses	$ 30		$ 23	$ 6.58	78%
Subtotal	$ 1,867	$ 199	$ 1,194	$ 673	64%
Consultant		$ 80	$ 80		
Fiscal Agent Expenses	$ 141		$ 122	$ 19	86%
Unbudgeted remaindeer	$ 92				
TOTAL FUND EXPENDITURES	$ 2,100	$ 279	$ 1,396	$ 704	66%

WIOA Wage$ Program Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 21,000				
Salaries	$ 4,480		$ 1,706	$ 2,774	38%
Staff Fringes	$ 1,568		$ 674	$ 894	43%
Staff Travel	$ 58		$ -	$ 58	0%
Staff Development	$ 77		$ -	$ 77	0%
Supplies	$ 58		$ -	$ 58	0%
Rent	$ 361	$ 79	$ 522	$ (161)	145%
Telephone	$ 46	$ 26	$ 84	$ (38)	182%
Postage, Printing and Photocopying					
IT, Access/Tech Support/Software					
Licenses, Memberships, Fees					
Board, LEO Meeting Expenses					
Insurances					
Subtotal	$ 6,648	$ 105	$ 2,985	$ 3,663	
SUBCONTRACTS					
Business Services	$ 13,000		$ 4,562	$ 8,438	35%
Subtotal	$ 13,000		$ 4,562	$ 8,438	
OTHER					
Apprenticeship	$ 1,000			$ 1,000	0%
Unbudgeted	$ 352		$ -	$ 352	
Subtotal	$ 1,352		$ -	$ 352	
TOTAL FUND EXPENDITURES	$ 21,000	$ 105	$ 7,547	$ 12,453	36%

WIOA Windows to Work Admin Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Actual Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 7,900				
Staff Wages	$ 3,206	$ 343	$ 1,029	$ 2,177	32%
Staff Fringe	$ 996	$ 120	$ 326	$ 670	33%
Staff Travel	$ 59		$ 16	$ 43	28%
Staff Development	$ 45		$ -	$ 45	0%
Supplies	$ 49		$ -	$ 49	0%
Rent	$ 307	$ 29	$ 157	$ 150	51%
Telephone	$ 85	$ 6	$ 80	$ 5	94%
Advertising	$ 50		$ -	$ 50	0%
Postage, Printing and Photocopying	$ 109		$ 31	$ 78	29%
IT Access/Tech Support/Software	$ 178	$ 50	$ 89	$ 89	50%
Licenses, Membership and Fees	$ 1,604	$ 184	$ 506	$ 1,098	32%
Insurances	$ 215		$ 38	$ 178	17%
LEO, Board Expenses, Meeting Expenses	$ 116		$ 56	$ 60.19	48%
Subtotal	$ 7,019	$ 731	$ 2,328	$ 4,691	33%
Consultant		$ 186			
Fiscal Agent Expenses	$ 546		$ 267	$ 280	49%
Unbudgeted remaindeer	$ 335				
TOTAL FUND EXPENDITURES	$ 7,900	$ 917	$ 2,594	$ 5,306	33%

WIOA Windows to Work Program Budget to Actuals Through 12/31/19	Budget Approved Annual	Monthly Expenses December 2019	Expensed Through 12/31/19	Budget Remaining (Overspent)	% Expended SL 50%
TOTAL REVENUE	$ 71,100				
Salaries	$ 39,045	$ 2,938	$ 18,360	$ 20,685	47%
Staff Fringes	$ 7,809	$ 1,172	$ 3,315	$ 4,494	42%
Staff Travel	$ 10,275	$ 1,020	$ 5,773	$ 4,502	56%
Staff Development	$ 741		$ -	$ 741	0%
Supplies	$ 741		$ 37	$ 704	5%
Rent	$ 4,639	$ 597	$ 3,581	$ 1,058	77%
Telephone	$ 593	$ 120	$ 346	$ 247	58%
Postage, Printing and Photocopying					
IT, Access/Tech Support/Software					
Licenses, Memberships, Fees					
Board, LEO Meeting Expenses					
Insurances					
Subtotal	$ 63,843	$ 5,846	$ 31,412	$ 32,431	
SUPPORT SERVICES					
Support Services	$ 7,000	$ 740	$ 4,941	$ 2,059	71%
Subtotal	$ 7,000	$ 740	$ 4,941	$ 2,059	
OTHER					
Unbudgeted	$ 257		$ -	$ 257	
Subtotal	$ 257		$ -	$ 257	
TOTAL FUND EXPENDITURES	$ 71,100	$ 6,587	$ 36,353	$ 34,747	51%

GRANT STATUS REPORT
As of December 31, 2019

	WIOA Administration	WIOA Administration	WIOA Adult	WIOA Adult	WIOA Dislocated Worker	WIOA Dislocated Worker
Grant Period	7/1/18 - 6/30/20	4/1/19 - 6/30/21	7/1/18 - 6/30/20	7/1/19 - 6/30/21	7/1/18 - 6/30/20	7/1/19 - 6/30/21
Grant available	$ 104,444	$ 91,278	$ 370,646	$ 34,331	$ 245,480	$ 331,543
Prior year expenditures	$ 82,344		$ 216,850		$ 122,525	
Current YTD expenditures	$ 22,100	$ 34,027	$ 122,264		$ 122,954	$ 5,971
Total expendtirues	$ 104,444	$ 34,027	$ 339,114	$ -	$ 245,480	$ 5,971
Grant balance	$ -		$ 31,532		$ -	
Percent Spent	100.00%	37.28%	91.49%	0.00%	100.00%	2.43%

	WIOA Youth	WIOA Youth	DOC WtW	Rapid Response	Rapid Response	Wage$
Grant Period	7/1/18 - 6/30/20	4/1/19 - 6/30/21	7/1/19 - 6/30/20	6/30/18 - 3/30/20	7/1/19 - 6/30/20	10/1/15 - 9/30/20
Grant available	$ 323,910	$ 271,832	$ 79,000	$ 100,084	$ 54,222	$ 100,908
Prior year expenditures	$ 190,997			$ 33,259		$ 78,055
Current TYD expenditures	$ 67,465		$ 38,947	$ 51,903		$ 8,943
Total expenditures	$ 258,463	$ -	$ 38,947	$ 85,162	$ -	$ 86,998
Grant balance	$ 65,447		$ 40,053	$ 14,922.84		$ 13,910
Percent Spent	79.79%	0.00%	49.30%	85.09%	0.00%	86.22%

Western Wisconsin Workforce Development Board, Inc.

Board Member Application

APPLICANT NAME: _____Jorge Beltran_____

HOME ADDRESS: _____346 Tellin Ct._____La Crosse, WI) 54603_____
Street City State Zip

COUNTY REPRESENTED: _____La Crossse_____

BUSINESS / ORGANIZATION NAME: _____La Crosse Area development Corporation_____

POSITION HELD / TITLE: _____Executive Director_____

PHONE #: ___(608) 784-5488 Ext 2__ EMAIL: __jorge@ladcolax.com_____ FAX: ___N/A_____

ADDRESS: __601 7th Street N, La Crosse, WI 54601_____
Street / Mailing Address City State Zip

Please indicate the categories you represent: ***CHECK ALL THAT APPLY***

PRIVATE SECTOR	**ONE-STOP PARTNERS**	**OTHER CATEGORIES**
___ Agriculture/Forest/Fish	___ Job Service (Wagner-Peyser)	___ Apprenticeship
___ Information Technology	___ Vocational Rehabilitation	_X_ Economic Development
___ Construction	___ Veterans (OVES, Outreach)	___ Local Education (K-12)
___ Health Care	___ Adult Educ. & Family Literacy	___ Labor Organizations
___ Wholesale / Retail Trade	___ Unemployment Insurance	___ Other: _____ (specify)
___ Finance / Insurance / Real Estate	___ Other: _____ (specify)	
___ Other: _____ (specify)		

Please describe why you wish to serve on the Western Wisconsin Workforce Development Board, Inc. (e.g. work experience, educational background, community partnerships, special qualifications, etc.) **Please attach your resume to this application.**

The Coulee Region is at an economic crossroads. Our region faces challenges-- talent retention and attraction to ensure an ample and skilled workforce that includes both able tradespeople and degreed candidates; the need to increase the availability of housing that's accessible to low- and moderate-income households; support for our industries to devise ways to overcome barriers to employment; the rapid changes due to technological evolution facing the retail sector; an aging population and workforce; and potential threats to our manufacturing sector due to technology advances and declining aptitude or the uninformed desire of graduates to steer towards manufacturing careers.

The plan we are developing isn't naive about these challenges and attempts to build on the opportunities that change presents. La Crosse County has two universities and a technical college system that can help us train a modern middle-class workforce. We have a declining agricultural sector that is ripe for alternative uses in biomass, hemp production, food manufacturing and aquaponics. We can grow and make our healthcare sector more robust by planting and cultivating the seeds of ancillary ecosystems comprised of new companies that provide complimentary medical services, manufactures of medical equipment or drugs, medical insurance providers, and companies that otherwise facilitate the provision of healthcare to patients. The possibilities are limitless. Our growth potential lies at the intersection of *global* trends and Western Wisconsin assets. **PLEASE SEE ATTACHED BIO.**

For Affirmative Action purposes, please provide the following voluntary information:

___	Female	X	Minority
X	Male	___	Non-Minority

SUBMIT: myersm@westernwdb.org

Chief Local Elected Official
Western Wisconsin Workforce Development Board, Inc.
2615 East Avenue South, Suite 101
La Crosse, WI 54601

Jorge Beltran

Mailing Address:
346 Tellin Ct.
La Crosse, Wisconsin 54603

Office Phone Number: (608) 784-5488
Mobile Phone Number: (210) 426-1813

E-mail Address:
jorge@ladcolax.com

Professional Experience

LA CROSSE AREA DEVELOPMENT CORPORATION January 2019 – Present Title: Executive Director

Address: 601 7th Street N, La Crosse, Wisconsin 54601

Responsible for leading regional economic development corporation in Western Wisconsin with planning, directing, managing, and overseeing the activities and operations of the La Crosse Area Development Corporation, including business recruitment, retention, and expansion; budget and financial operations; development, implementation and oversight of an international economic development strategy, workforce development programs; coordination and collaboration with community economic development partners; development of policies and guidelines; and marketing activities.

CITY OF SAN ANTONIO January 2014 – November 2018 Title: Economic Development Executive Assistant Director

Address: Frost Bank Tower, 100 W. Houston, 19th Floor, San Antonio, Texas 78283-3966

Responsible for assisting the Director in planning, directing, managing, and overseeing the activities and operations of the Economic Development Department including business recruitment, retention, and expansion; budget and financial operations; development, implementation and oversight of an international economic development strategy, contract monitoring and compliance, workforce development programs; coordination and collaboration with community economic development partners; development of policies and guidelines; and marketing activities.

JORGE BELTRAN PLLC January 2012 – December 2013 Title: Principal
Address: 1203 Buena Vista Street, Suite 203, San Antonio, Texas 78207

Counsel commercial developers, government bodies, entrepreneurs, owners, academic institutions, hospitals, landlords, tenants, contractors and lenders in complex business transactions, including acquisitions, municipal ordinances and regulations, land use planning, and zoning.

EARL & ASSOCIATES PC May 2010 – January 2012 Title: Attorney and Commercial Escrow Officer

Address: 15303 Huebner, Building 15, San Antonio, Texas 78248

Counsel commercial developers, government bodies, entrepreneurs, owners, academic institutions, hospitals, landlords, tenants, contractors and lenders in complex business transactions, including acquisitions, municipal ordinances and regulations, land use planning, and zoning.

DIGITAL ID AND TRACKING SYSTEMS February 2009 – September 2013 Title: General Counsel

Address: 1203 Buena Vista, Suite 203, San Antonio, Texas 78207

Responsible for managing multiple complex legal projects independently and across the United States and Latin America while working with and advising senior levels of the company management in each region. Manage attorneys and responsible for budgetary, personnel, technology, strategic planning and similar matters.

BUTZEL LONG PC May 2006 - December 2008 Title: Senior Attorney
Address: 150 West Jefferson, Suite 100, Detroit, Michigan 48226

Negotiate and counsel clients, including Fortune 500 companies, developers, government bodies, entrepreneurs, owners, biotech companies, academic institutions, hospitals, landlords, tenants, contractors and lenders in complex business and real estate transactions, including acquisitions, sales, development, municipal ordinances and regulations, land use planning, and zoning.

WASINGER, KICKHAM, AND KOHLS PC March 1999 - May 2006 Title: Shareholder
Address: 26862 Woodward Avenue, Royal Oak, Michigan 48067

Represent and counsel clients in transactions across the United States and the Caribbean, which involve the disposition, acquisition, development and leasing of assets such as headquarter offices, warehouses, large urban office buildings, regional and local shopping centers, gas stations, big-box retail centers, large scale residential subdivisions and condominiums, multi-campus hospitals and academic institutions, office parks, resort communities and multi-use projects, including land use, zoning, finance, condominium formation, and 1031 tax deferred exchanges.

HONIGMAN LLP July 1997 – March 1999 Title: Associate
Address: 660 Woodward Avenue, Detroit, Michigan 48226

Negotiate and counsel clients in complex business and commercial real estate transactions, including acquisitions, sales, development, financing, the interpretation and compliance with municipal, state and federal regulations, land use planning, zoning, and leasing.

HARVARD LEGAL AID BUREAU September 1995 - June 1997 Title: President
Address: 23 Everett Street, First Floor, Cambridge, Massachusetts 02138

Supervised and managed six attorneys and 52 students in providing legal services. Chairman of the Board of Directors. Represented indigent clients in housing, domestic violence, and government benefit matters before Federal and Middlesex and Suffolk County District Courts.

UNITED STATES MARINE CORPS 1985-1989 Title: Radar Electrician

Four-year tour of active duty as electrician for Hawk Missile Air Defense Radar System. Stationed in various locations throughout the West Coast. Completed seven month Far East overseas deployment on numerous islands throughout the Pacific. Honorably discharged as Non-Commissioned Officer in November 1989.

Licensure and Recognition

State Bar of Michigan; Federal Bar; Listed in *The Best Lawyers in America*.

Publication

Note, *"English Only Law Struck Down by Ninth Circuit,"* Harvard Latino Law Review, Fall, 1995.

Community and Professional Involvement

HISPANIC BAR ASSOCIATION OF MICHIGAN **Member**	1999-Present	Detroit, MI
LEGAL AID AND DEFENDER ASSOCIATION **Director**	1999-2004	Detroit, MI
ROYAL OAKLAND COMMUNITY CREDIT UNION **Director**	1999-2006	Royal Oak, MI
BUILDING INDUSTRY OF S.E. MICHIGAN	2000-2008	Farmington Hills, MI

Member

SOUTHWEST HOUSING SOLUTIONS **Director**	2002-2006	Detroit, MI
STATE BAR OF MICHIGAN **Member and Lecturer**	1997-Present	Lansing, MI
AMERICAN BAR ASSOCIATION **Member**	1999-Present	
HARVARD VETERANS ALUMNI ASSOCIATION **Member**	2009-Present	Cambridge, MA
BEXAR COUNTY BAR ASSOCIATION **Member**	2009- 2017	San Antonio, TX
WEST SAN ANTONIO CHAMBER OF COMMERCE **Director**	2011-2016	San Antonio, TX
ICLE **Member**	2014-Present	
Wisconsin Economic Development Ass. **Director**	2020-Present	Madison, WI
North La Crosse Business Association **Director**	2020-Present	La Crosse, WI

Languages

English and Spanish

Computer Software Proficiency

Salesforce; MS Office; MS Word; MS Outlook; MS Excel; MS PowerPoint; Worldox Document Management; Time Matters Document Management; Adobe Acrobat; HotDocs; Time Slips; Quicken; and Quick Books.

Education

HARVARD LAW SCHOOL Juris Doctorate June 1997 Cambridge, MA

Activities and Honors:

- Harvard Latino Law Review
- Harvard Legal Aid Bureau, President
- La Alianza, Latino Law Student's Association Academic Chair

WAYNE STATE UNIVERSITY Bachelor of Public Affairs May 1994 Detroit, MI

Honors:

- *summa cum laude* (first in class)
- Presidential Merit Scholarship
- Sarenson Award, top overall achievement in Political Science Department
- Tudor Award, best undergraduate thesis of the year
- Department of German & Slavic Languages Book Award, best term paper of the year
- Golden Key National Honor Society

MACOMB COMMUNITY COLLEGE Associate of Arts May 1992 Warren, MI

Honors:

- *summa cum laude* (first in class)

PY19 WIOA Adult and Dislocated Worker

Month Ending January 31, 2020

Outreach/Recruitment

Total	Buffalo	Crawford	Jackson	Juneau	La Crosse	Monroe	Trempealeau	Vernon
59	2	5	4	4	24	10	6	4

Applicants

Total	Male	Female	Other Gender	Asian	Hispanic/ Latino	Disability
135	61	74	0	2	4	4

Enrollments

	Carry Over	New Enroll	Active Served	Follow Up		Asian	Hispanic/ Latino	Offender		Co- Enrolled		
										FSET	W2	DVR
Adult	29	13	42	36		2	0	5		6	2	0
DW	30	63	93	23		2	1	2		1	0	0
Total	59	76	135	59		4	1	7		7	2	0

Served	Buffalo	Crawford	Jackson	Juneau	La Crosse	Monroe	Trempealeau	Vernon	Total
Adult	1	1	4	3	16	12	2	3	42
DW	1	2	5	2	35	40	1	7	93
Total	2	3	9	5	51	52	3	10	135

Served	Gade	Palmer	Snyder	Tucker	Yeskie	Total
Adult	5	6	16	14	1	42
DW	35	5	23	30	0	93
Total	40	11	39	44	1	135

Currently Active	Gade	Palmer	Snyder	Tucker	Yeskie	Total
Adult	4	0	12	11	0	27
DW	30	2	18	30	0	80
Total	34	2	30	41	0	107

Closes	Total	Employed	Median Wage
Adult	15	11	$13.60
DW	13	10	$19.62
Total	28	21	

Training and Education

	OJT	Apprenticeship Construction (23)	Customized Training	Occupational Classroom Training (NAICS Sectors)					
				Mfg (31-33)	Health (62)	Transport (48-49)	Construction (23)	IT/Software (51, 54)	Other
In Progress	0	0	0	2	12	1	2	3	0
Completed	0	4	0	0	3	0	0	4	5
MSGs	0	0	0	0	5	1	2	4	3
Credentials	0	0	0	0	3	0	0	0	0

Business Services Coordinator Monthly Progress Report

Submitted on: ____February 4, 2020_____ For the month of: _____January 2020_____

Please complete this report by inserting bullet point highlights (minimal narrative) in RED font under each numbered item.

DELIVERABLE	ACTIVITY/PROGRESS		COMMENTS
#1 & #2 Coordination with WDB and Integration into Job Center [1]	1. Business Services Team meetings/activities:2 meetings 2. Statewide Business Services Team meetings/activities: 1 mtg 3. On-site recruitment/mini-job fairs: 1 mini job fair 1/16 4. Work-based learning referrals to service providers: 3		-Business Service Team meeting 1/15 -Youth Coordinator meetings throughout month -E3 Works referrals throughout month -Site Tour with Bus. Ser. Team 1/15
#3 Business Outreach[2]	1. # contacts/meetings by demand industry and results/action items: a. Healthcare: 3 b. Manufacturing: 12 c. Construction: 2 d. IT: 5 e. Transportation: 3 2. # WAGE$ apprenticeship contacts/activities: 1		-State Liaison Meeting State Talent Conf. 1/10 -State Business Solutions Group call 1/7 -IT apprenticeship follow up calls throughout month -Full WDB Board meeting 1/6 -GET High School YA Steering comm. Mtg 1/13 -Mauston Tool tour -USEMCO tour
#4 Integration with technical colleges	**Western Technical College** 1. Meetings/activities: 2 2. Results/action items: 3. New programs: Automation Systems Technology; Animal Science Technician; Robotic Welding 4. "In the Hopper" apprenticeship center building remodel plans	**SW Technical College** 1. Meetings/activities: 2. Results/action items: 3. New programs: Apprenticeships in Industrial Electrician and Mechatronics Technician 4. "In the Hopper": 5. Unmet business needs?	-Meeting with Patti Balacek 1/24 -Western 2020 College Day 1/21 -Business World planning meeting -Met with marketing student to build TDCon video -Western culture training 1/21 -Met with BIS team to set tour plans 1/21
#5 TUMMA[1]	1. Meetings/activities in support of TUMMA: 2 2. Results/action items: Promoting TUMMA scholarship; TUMMA membership renewals and recruitment		-Manufacturing Scholarship promoted -2-Minute Take WKBT videos aired -Updates to TUMMA web site and Facebook page
#6 New sector group[1]	1. How many IT business contacts were made this month? 3 2. Results/action items: worked with CESA4 and CESA 5 to promote YA and the bridge to RA; met with businesses about YA and RA path		-IT Apprenticeship follow up on new ATR search -IT Sector group discussions of development -No ATR hired yet; keeping relationships moving

#7 K-12 Collaboration[1]	1. Meetings/activities: 2 2. Results/action items: CESA 4 youth apprenticeship discussions throughout the month; promoting scholarships	-Deliver TUMMA Scholarship Flyers -Holmen Skill Trade Tuesdays promoted -Steering committee on new Bluff View YA group