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To: City Council Members

From: Terri Weems, Group Executive, Mayor's Workforce Development Board & Detroit at Work
Dana Williams, President, Detroit Employment Solutions Corporation (DESC)

Date: January 18, 2024

Re: **Update** - Detroit Employment Solutions Corporation Jumpstart Amendment

As requested, please find responses to Council request for a status update, metrics and information on the efficacy of the program and job match rates. Detroit at Work provided a verbal update on Detroit at Work ARPA programming in December 2023 to City Council and/or City Council staff members. Below is a written update.

Detroit at Work began planning for the Jumpstart program in late 2022 shortly after city council approval. In January and February of 2023, Detroit at Work developed and conducted several trainings with In-Detroit Organizations (IDOs) contracted to serve as mentors to Jumpstart participants. JumpStart referrals began early February running in parallel with process development and approvals. JumpStart enrollments began in earnest mid-March after several processes were approved and refined.

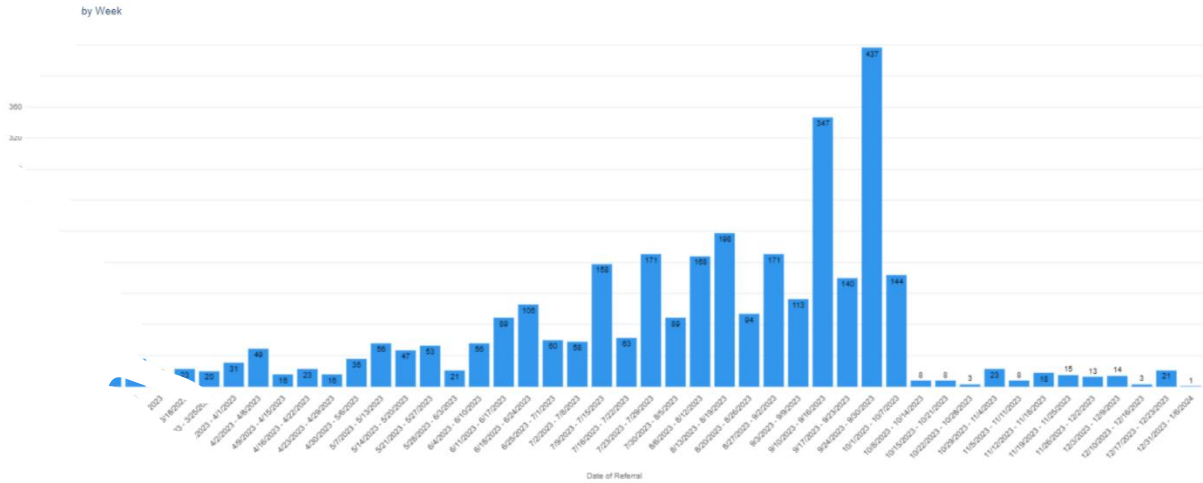
Referrals and enrollments were slow in the first few months of the program period, however, after further coordination efforts, IDOs significantly increased referrals with over 1100 enrollments achieved in the last 4 months of 2023. See referrals and enrollments attached on the following page.

Detroit at work received a tremendous amount of interest in the program in the last several months. IDOs referred 3300 Detroiters to the Jumpstart program and over 1800 were deemed eligible. The Jumpstart program was budgeted to serve 1200 participants. Due to greater than anticipated interest, Detroit at Work is requesting an increase to support an additional 600 participants. This funding is available from budgeted ARPA funds.

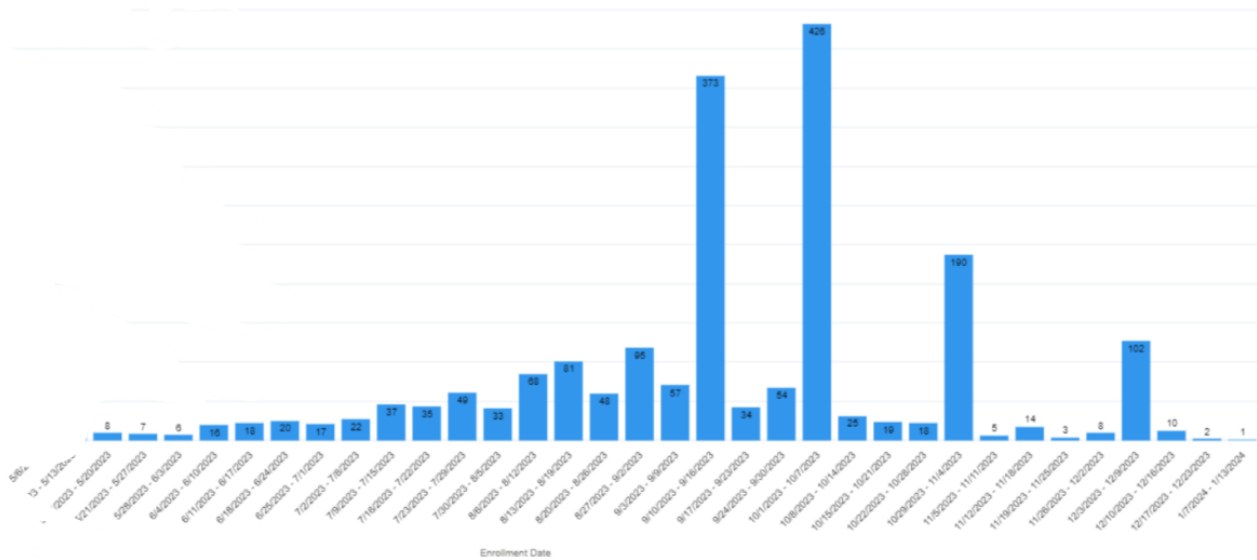


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Referrals by week



Enrollments by week





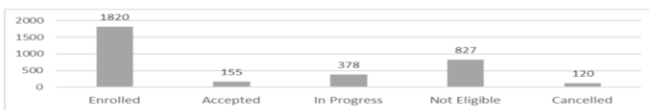
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Jumpstart Dashboard

JumpStart Dashboard – January 8, 2024

Status Summary	Total as of x/xx	Ambitious Target by 9/3	Weekly Rate: Last Month	Weekly Rate: To Hit Target
Referrals	3,300	1805	12	-136
Eligible	155	1500	3	122
Enrollment	1820	1500	32	-29
% of Referrals Eligible	60%	83%	26%	NA
Eligible & Enrolled	1975			
Share Eligible of Total	60%			

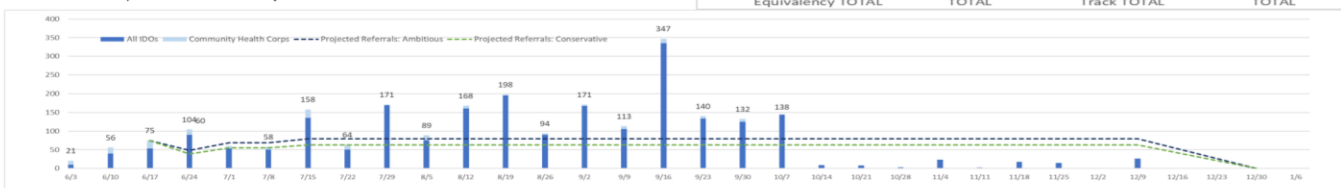
Referrals by Stage



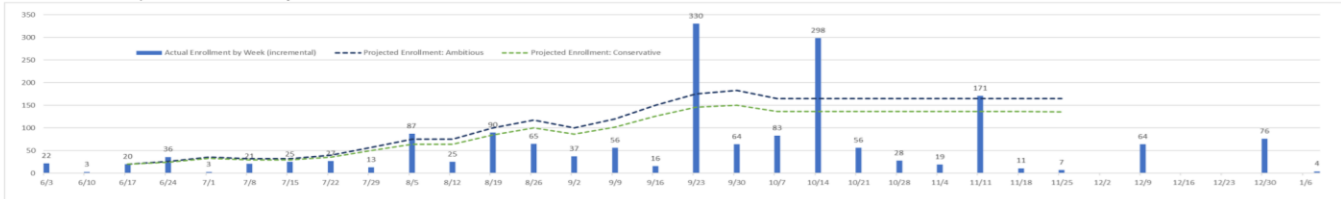
Eligible and Enrolled by Track



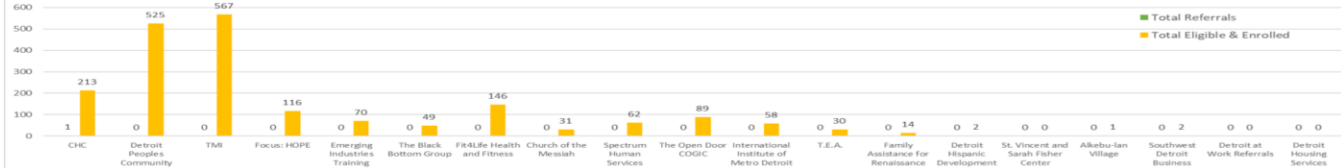
Referrals: Week by Week: Actuals and Projections



Enrollment: Week by Week: Actuals and Projections



Progress by IDO



Efficacy of the program and job match rates

The program is still in early stages with more than 50% of participants being enrolled in the last three months of 2023. The program allows participants to select either the employment track, the training track (with the expectation to become employed following training) or the education track (to obtain a high school diploma and then enter the workforce). Early learnings and outcomes from the program can be summarized as follows:

- Adult education track - 545 are enrolled in adult education to obtain their high school equivalency. 32 have already reported a measurable skills gain.
- Over 1000 have selected the training track. 600 are enrolled and 70 have completed training so far. The remaining are meeting with career coaches following career readiness training to identify the training of their choice.



- 268 have selected the employment track. 90 (34%) have found employment so far with the other 178 actively looking. Many of these people started the program in the last three month of the year and were attending career readiness training.
- 1152 have been enrolled in career readiness training. 530 have completed so far. The remaining participants will complete career readiness after they've completed the adult education track.
- IDO relationships make a huge difference in participant retention. Retention rates for Jumpstart are significantly higher than other programs.

Budget Modification request summary

Line Item	Original Contract	New Contract
Program Administration	\$ 4,451,208.00	\$ 4,187,574.00
De Minimis (DESC Administration)	\$ 374,593.40	\$ 419,729.40
Milestone Payments and Stipends (Participant Stipends and Milestone Payments to IDOs)	\$ 13,224,000.00	\$ 17,784,000.00
Contractual and Program Services (Participant Support Services, IDO Training, Program Assessments)	\$ 7,833,000.00	\$ 9,116,904.60
Total Contract Amount:	\$ 25,508,208.00	\$ 31,508,208.00

- ARPA budget for Jumpstart is approximately \$40 million. The proposed new contract amount is within budget
 - Program Administration expenses, have decreased.
 - Milestone Payments and Stipends have increased by approximately 4.5M to accommodate the additional 400 participants enrolled in the program.
 - Active participants are eligible to receive stipends for up to 18 Months.
 - Program Services is increased by 1.2M to meet the demand for more training opportunities.