

WEBVTT

00:00:16.797 --> 00:00:36.807

00:00:54.467 --> 00:00:57.797
Good afternoon, we like to welcome

00:00:57.797 --> 00:01:01.137
everyone to our latest webinar, the Skills for Small

00:01:01.137 --> 00:01:04.697
Business program. We're just gonna give it another minute or

00:01:04.697 --> 00:01:07.977
two so that everyone can log in and receive this information

00:01:07.977 --> 00:01:08.637
Will be back shortly.

00:01:28.637 --> 00:01:48.647

00:01:48.647 --> 00:02:08.647

00:02:16.717 --> 00:02:20.527
Alright, we're gonna go ahead and kick things

00:02:20.527 --> 00:02:20.867
off today.

00:02:23.537 --> 00:02:26.557
So as we're getting started, we

00:02:26.557 --> 00:02:30.457
want to post a couple of questions into the chat

00:02:30.457 --> 00:02:34.707
and just to get a feel about our audience in the breakdown

00:02:34.707 --> 00:02:37.907
So there's going to be 2 statements posted in the top

00:02:37.907 --> 00:02:40.697
right corner of your screen. You can find a live Q&A feed there.

00:02:41.287 --> 00:02:44.637
The first statement will be I'm thinking about starting a

00:02:44.637 --> 00:02:47.837
business or have recently within two years started

00:02:47.837 --> 00:02:50.967

a business. The next statement is I started a business more

00:02:50.967 --> 00:02:51.557
than two years ago.

00:02:52.437 --> 00:02:55.737
We would like for you to like the statement

00:02:55.737 --> 00:02:58.467
best reflects you and where you're at in your business life cycle.

00:03:00.137 --> 00:03:03.267
Again, you'll find these questions or

00:03:03.267 --> 00:03:06.667
statements posted in the feature feet in the upper right

00:03:06.667 --> 00:03:07.267
corner of your screen.

00:03:20.887 --> 00:03:23.227
Today we would to welcome Lynn Cowles.

00:03:23.767 --> 00:03:26.847
Link houses from the foundation communities

00:03:26.847 --> 00:03:29.897
s and land is going to share brief word about the

00:03:29.897 --> 00:03:33.357
importance of gaining and obtaining health benefits for

00:03:33.357 --> 00:03:34.087
yourself for your business.

00:03:34.857 --> 00:03:35.767
Over to you Lyn.

00:03:37.827 --> 00:03:41.187
Thank you so much, Mr Brewer and welcome everybody

00:03:41.187 --> 00:03:44.537
y. Who's on this call here today? Yeah, my name is Lynn and I

00:03:44.537 --> 00:03:47.947
work out of Texas nonprofit called Foundation Communities and our

00:03:47.947 --> 00:03:51.217
Health coverage. The goal of this program is to increase

00:03:51.217 --> 00:03:54.247
the number of insured people in Texas and improve health outcomes

00:03:54.247 --> 00:03:57.627

in communities. So we are really grateful for these

00:03:57.627 --> 00:04:01.247
opportunities to work with the Governor Small Business Office to help

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share information about opportunities for small

00:04:04.537 --> 00:04:07.737
businesses. To help not only owners and managers but

00:04:07.737 --> 00:04:07.877
also employees.

00:04:07.967 --> 00:04:10.987
Get access to affordable health coverage

00:04:10.987 --> 00:04:14.117
So for lots of businesses that sponsor

00:04:14.117 --> 00:04:17.517
health coverage for employees, their big businesses, they

00:04:17.517 --> 00:04:20.797
have group health insurance plans. They help employees pay for those
health

00:04:20.797 --> 00:04:24.087
insurance plans, but for small businesses they're often

00:04:24.087 --> 00:04:27.517
Time isn't enough capital to make those group health plans a reality for

00:04:27.517 --> 00:04:30.817
employees. So it's important for people to know what

00:04:30.817 --> 00:04:33.977
kinds of resources are out there so that their employees can help

00:04:33.977 --> 00:04:37.067
Can get assistance applying for coverage through

00:04:37.067 --> 00:04:37.977
the public marketplace.

00:04:38.127 --> 00:04:41.387
And that's the federal system that

00:04:41.387 --> 00:04:44.917
allows the federal government to help people pay for their health
insurance plans

00:04:44.917 --> 00:04:48.357
rather than an employer. So what we do

00:04:48.357 --> 00:04:51.397
at foundation communities is work with chambers of

00:04:51.397 --> 00:04:54.507
Commerce, trade associations, small businesses, owners

00:04:54.507 --> 00:04:57.607
and entrepreneurs around the state of Texas to make sure

00:04:57.607 --> 00:05:00.637
that people know what their options are in public

00:05:00.637 --> 00:05:04.057
health insurance coverage, and also how they can access the best

00:05:04.057 --> 00:05:07.257
possible benefits for them. So, as I mentioned

00:05:07.257 --> 00:05:09.267
the government does help people pay for these insurance.

00:05:09.267 --> 00:05:12.417
Plans and then there is also right now

00:05:12.417 --> 00:05:15.607
increased financial assistance made possible from

00:05:15.607 --> 00:05:19.027
a law that passed back in earlier this year, so

00:05:19.027 --> 00:05:22.497
that coverage through the Affordable Care Act or through the federal
marketplace is

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more affordable than ever. So rather than

00:05:26.007 --> 00:05:29.317
small business owners and employees worrying about how they're going to
take

00:05:29.317 --> 00:05:32.657
care of their communities, health care, or even take care of their own

00:05:32.657 --> 00:05:35.717
families healthcare send send your employees and

00:05:35.717 --> 00:05:39.407
your managers our way. We would love to help be a resource for

00:05:39.407 --> 00:05:39.667
your business so that you can take.

00:05:39.667 --> 00:05:42.697
The question of health coverage off the

00:05:42.697 --> 00:05:45.817
table by allowing people to contact experts in our

00:05:45.817 --> 00:05:48.887
office and make sure that they know what their options are, what

00:05:48.887 --> 00:05:53.047
the most affordable plans are near them and how they can get into

00:05:53.047 --> 00:05:56.787
them now. Importantly, the open enrollment period for marketplace health

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insurance plans is right now, so individuals have now

00:05:59.807 --> 00:06:03.177
through January 15th to get coverage in

00:06:03.177 --> 00:06:06.747
the state of Texas. If they don't have offers of coverage from

00:06:06.747 --> 00:06:09.787
an employer, so do make sure that deadline is not only on your calendar.

00:06:09.787 --> 00:06:13.097
But on the calendars of your employees, so folks can reach out

00:06:13.097 --> 00:06:16.117
to us at our program or to any other assist or program

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across the state. There is also change

00:06:19.137 --> 00:06:22.207
happens in Houston. There's Centro Med in San Antonio, but you

00:06:22.207 --> 00:06:25.537
can always call us and we can help connect you with those local

00:06:25.537 --> 00:06:28.817
resources. And we work with people across the state of Texas. We're

00:06:28.817 --> 00:06:31.827
happy to be working with people who are in Amarillo El

00:06:31.827 --> 00:06:34.967
l Paso, Lubbock, all across the state. So get

00:06:34.967 --> 00:06:38.337
health coverage, get healthy money. We're here to

00:06:38.337 --> 00:06:40.457

be supportive and thank you again for this opportunity.

00:06:40.457 --> 00:06:42.647

And we look forward to speaking with you real soon.

00:06:44.117 --> 00:06:47.177

Yeah, absolutely, we're grateful to have

00:06:47.177 --> 00:06:50.437

you land and foundation communities. For those of you who

00:06:50.437 --> 00:06:53.987

have participated in our past webinars, this is actually our third

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webinar in seven days. Lynn has also spoken

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about the importance of getting this healthcare and

00:07:00.437 --> 00:07:03.697

also about this open enrollment period so

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o I'm definitely for yourself for your small business looking

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to the programs, not only whether it's with

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foundation communities or elsewhere, we definitely want to improve upon those numbers.

00:07:14.317 --> 00:07:17.217

For Texans, so we do have a second.

00:07:17.847 --> 00:07:20.967

Add set of interactive statements that

00:07:20.967 --> 00:07:24.427

we will be posting in upper right corner so

00:07:24.427 --> 00:07:27.657

o again similar the statement that best reflects

00:07:27.657 --> 00:07:31.047

you. I currently do not have any employees or I

00:07:31.047 --> 00:07:34.257

have one or more employees again in

00:07:34.257 --> 00:07:35.517

n the upper right corner in the featured tab.

00:07:39.617 --> 00:07:42.597
So today we'll jump right on into.

00:07:43.147 --> 00:07:46.457
The meat of our presentation today

00:07:46.457 --> 00:07:49.737
y we are fortunate to have Matt Snyder Key from the Texas

00:07:49.737 --> 00:07:52.847
Workforce Commission. Matt is a program manager overseeing

00:07:52.847 --> 00:07:56.007
many programs, especially under the Skills Development Fund

00:07:56.007 --> 00:07:59.137
But today we're going to talk exclusively about the skills for small

00:07:59.137 --> 00:08:02.187
business as well as touch into some of these other

00:08:02.187 --> 00:08:05.547
programs if time permits. So Matt, fortunate to

00:08:05.547 --> 00:08:08.797
have you here today, we're going to throw this right

00:08:08.797 --> 00:08:10.977
over to you so we can get as much information in this one hour.

00:08:11.687 --> 00:08:14.957
Alrighty Jarvis, thank you so much. Thank you

00:08:14.957 --> 00:08:18.277
to the office of the governor and the Small business division

00:08:18.277 --> 00:08:25.137
for thinking about this phenomenal resource program for training,
especially with

00:08:25.137 --> 00:08:28.487
small businesses that the Workforce Commission offers. So if you give me
just a

00:08:28.487 --> 00:08:29.517
second here, let me get.

00:08:30.037 --> 00:08:32.927
Let me get my PowerPoint pulled up.

00:08:34.627 --> 00:08:42.267
OK.

00:08:43.397 --> 00:08:46.397

Should be able to see that.

00:08:46.397 --> 00:08:50.267

Switch my presenter view OK.

00:08:50.267 --> 00:08:53.347

The reason when Jarvis and I were

00:08:53.347 --> 00:08:57.197

thinking about some of those fun interactive questions

00:08:57.197 --> 00:09:00.237

we realize that there are so many

00:09:00.237 --> 00:09:03.447

different stages to either developing

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or being a small business owner you could have

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e multiple employees. You could be more of a sole proprietorship

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so when I tailor my remarks in this presentation, I tried to

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think about folks who possibly weren't eligible

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for the skills for small business program, or may not have a need.

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For specific employee

00:09:23.847 --> 00:09:26.947

training, so I tried to include a little bit more information and

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that's kind of where we're going to start today. So where I'd like

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to start is just talking about how the state of

00:09:33.967 --> 00:09:37.537

Texas is broken out into these workforce

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development boards. So the state of Texas is

00:09:40.587 --> 00:09:43.657

a very, very big place, and the

00:09:43.657 --> 00:09:47.057
labor market information in all of

00:09:47.057 --> 00:09:50.747
these different sectors of the state are going to vary significantly.

00:09:50.747 --> 00:09:54.357
Or little, depending on where you're looking at

00:09:54.357 --> 00:09:57.637
or what occupations you're comparing. So what may be a high

00:09:57.637 --> 00:10:00.717
demand in Texarkana may not be a high demand job

00:10:00.717 --> 00:10:04.137
in El Paso or in Dallas for that matter. So this

00:10:04.137 --> 00:10:07.667
is a really good place to start if you

00:10:07.667 --> 00:10:11.357
are just thinking about building a business or

00:10:11.357 --> 00:10:15.257
working on a business plan if you're not

00:10:15.257 --> 00:10:18.337
t familiar with who your local workforce development

00:10:18.337 --> 00:10:21.027
area is or your local workforce solutions.

00:10:21.027 --> 00:10:24.367
Office I would highly encourage you that

00:10:24.367 --> 00:10:27.387
t is a phenomenal place to start and they

00:10:27.387 --> 00:10:31.617
actually provide a slew of very unique

00:10:31.617 --> 00:10:35.197
resources. If you're an employer who is looking to

00:10:35.197 --> 00:10:38.227
hire qualified individuals, your workforce solutions

00:10:38.227 --> 00:10:41.457
Office is a phenomenal place to start. Not only can they

00:10:41.457 --> 00:10:44.497
help and assist with interviews or

00:10:44.497 --> 00:10:47.507
providing mock interviews, but they can also assist

00:10:47.507 --> 00:10:51.687
you with working the state's largest

00:10:51.687 --> 00:10:53.167
job posting website, which is work.

00:10:53.167 --> 00:10:56.347
In Texas so

00:10:56.347 --> 00:10:59.557
o again, a phenomenal resource, and that's something that I'm going to
continue

00:10:59.557 --> 00:11:02.827
to hammer home during this presentation is

00:11:02.827 --> 00:11:06.137
s that being a small business owner is

00:11:06.137 --> 00:11:09.277
tough and the fact that y'all are with us today learning

00:11:09.277 --> 00:11:12.337
this information and learning about all the different resources across

00:11:12.337 --> 00:11:15.637
the state. Well, that just shows

00:11:15.637 --> 00:11:19.477
how committed you are and how much you care about your small

00:11:19.477 --> 00:11:23.027
business. And so thank you for being with us

00:11:23.027 --> 00:11:25.747
today. Your willingness to be here is honestly a major step.

00:11:25.747 --> 00:11:29.077
Forward in the right direction and again

00:11:29.077 --> 00:11:32.277
the state has so many resources for small

00:11:32.277 --> 00:11:35.327
business owners or for folks who are interested in starting

00:11:35.327 --> 00:11:38.537
a small business. So again, if nothing else is

00:11:38.537 --> 00:11:43.217
taken away. Hopefully some of these other resources that you can utilize

00:11:43.217 --> 00:11:46.587
our and a little bit of background about this program

00:11:46.587 --> 00:11:49.787
So I am actually transitioning out

00:11:49.787 --> 00:11:53.657
of being the program manager for this position, and I

00:11:53.657 --> 00:11:56.967
know I can't see your face is, but I know I can see

00:11:56.967 --> 00:11:57.667
and sense your disappointment.

00:11:58.037 --> 00:12:01.367
But what's really fun is

00:12:01.367 --> 00:12:04.707
that we already have a team of

00:12:04.707 --> 00:12:08.057
folks who are regionally broken out throughout the

00:12:08.057 --> 00:12:11.267
state who regionally manage all of these

00:12:11.267 --> 00:12:14.327
different workforce boards. So I'm going to go ahead and transition

00:12:14.327 --> 00:12:18.277
slides here, and I don't anticipate you to be able to

00:12:18.277 --> 00:12:21.617
read and decipher all of this small text on here

00:12:21.617 --> 00:12:24.847
But what is really neat is that little

00:12:24.847 --> 00:12:28.217
dinosaur up in the corner is actually a QR code.

00:12:28.217 --> 00:12:31.547
So if you take your cell phones out and pull

00:12:31.547 --> 00:12:35.427
up your camera and you scan that little tag

00:12:35.427 --> 00:12:38.447
it will actually open this document on your cell phone

00:12:38.447 --> 00:12:41.837
and give you the location to it so

00:12:41.837 --> 00:12:45.567
o again, technology, it's pretty fascinating, but this is exactly what I

00:12:45.567 --> 00:12:48.577
was referring to. These are those 28 different workforce

00:12:48.577 --> 00:12:51.987
boards that are found in broken out all throughout the

00:12:51.987 --> 00:12:55.027
state, but you can see that there are several

00:12:55.027 --> 00:12:58.267
individuals listed on here who regionally manage all

00:12:58.267 --> 00:12:58.637
of those different.

00:12:58.637 --> 00:12:59.307
Areas.

00:13:00.037 --> 00:13:03.287
Instead of me, one man

00:13:03.287 --> 00:13:06.737
in Austin, TX trying to manage the

00:13:06.737 --> 00:13:10.377
entire state SSP program, we

00:13:10.377 --> 00:13:13.567
realized that it would actually be very

00:13:13.567 --> 00:13:16.667
handy if our regional folks who

00:13:16.667 --> 00:13:20.107
already communicate and build rapport with all of these

00:13:20.107 --> 00:13:23.437
different institutions across the state. If they could manage

00:13:23.437 --> 00:13:26.757
this program. In addition, and I do want to mention that we

00:13:26.757 --> 00:13:30.047
do have the new SDF that is our

00:13:30.047 --> 00:13:30.357
r skills development.

00:13:30.357 --> 00:13:33.497
Fund manager on the call with

00:13:33.497 --> 00:13:36.917
us today. I would be remiss if I didn't mention Christy Caviness

00:13:36.917 --> 00:13:41.637
and all of her team. They do a phenomenal job not only administering

00:13:41.637 --> 00:13:45.887
the SDF program statewide, which again is our larger

00:13:45.887 --> 00:13:50.117
customized training program for business and employers in the

00:13:50.117 --> 00:13:53.317
state, but as well. I know they're going to do phenomenal

00:13:53.317 --> 00:13:56.457
things with the SSB program and really, the sky is the

00:13:56.457 --> 00:13:59.537
limit now that it's under their tutelage, so again

00:13:59.537 --> 00:14:00.657
feel free. I know if you can't.

00:14:00.657 --> 00:14:03.957
Read this or if you want me to include this in the chat

00:14:03.957 --> 00:14:07.037
later, I'll make sure to do so. But again, please utilize

00:14:07.037 --> 00:14:08.947
that QR code if you do have a chance.

00:14:10.227 --> 00:14:13.297
So moving forward so again I

00:14:13.297 --> 00:14:16.337
I mentioned earlier that I understand that not everyone on

00:14:16.337 --> 00:14:20.257
the web and are with us today is at the point in

00:14:20.257 --> 00:14:24.137
their small business lifeline where they either have employees

00:14:24.137 --> 00:14:27.507
or have employees that they've identified

00:14:27.507 --> 00:14:30.727
and so could really benefit from some additional training

00:14:30.727 --> 00:14:34.087
Again, you could be a sole proprietor. You could be in the

00:14:34.087 --> 00:14:37.207
stages of developing a business plan, but even if

00:14:37.207 --> 00:14:40.427
you are in that latter category

00:14:40.427 --> 00:14:41.367
of not necessarily.

00:14:41.367 --> 00:14:44.477
Needing this information now

00:14:44.477 --> 00:14:47.577
I definitely encourage you to still pay attention and absorb as much as

00:14:47.577 --> 00:14:50.877
you can, because this training information could

00:14:50.877 --> 00:14:54.917
definitely be of some value or beneficial later in your small business

00:14:54.917 --> 00:14:58.697
lifeline. So let's just kind of chat about the

00:14:58.697 --> 00:15:02.757
program basics, so this program again is a workforce

00:15:02.757 --> 00:15:06.217
training tool. So if you are a small business

00:15:06.217 --> 00:15:09.607
partner and you target 1

00:15:09.607 --> 00:15:12.047
ne employee to 99, those are the size parameters.

00:15:12.047 --> 00:15:15.777
That we are working with. That is one of the

00:15:15.777 --> 00:15:19.747
first check marks that we would encourage you in the checklist

00:15:19.747 --> 00:15:22.837
of eligibility. That's one of the biggest ones

00:15:22.837 --> 00:15:26.877
We get a lot of applications or inquiries

00:15:26.877 --> 00:15:29.897
from folks who are just over that and

00:15:29.897 --> 00:15:33.107
d for me, even 99 or

00:15:33.107 --> 00:15:36.477
75, those aren't necessarily

00:15:36.477 --> 00:15:39.687
small businesses, but those folks in that size

00:15:39.687 --> 00:15:42.857
parameter would definitely still qualify for the training opportunity.

00:15:42.857 --> 00:15:46.427
Provided by the skills for small business program

00:15:46.427 --> 00:15:49.707
I also want to mention in case we have

00:15:49.707 --> 00:15:53.447
any nonprofit providers on the

00:15:53.447 --> 00:15:56.627
call. Unfortunately, this program is

00:15:56.627 --> 00:16:00.187
for profit businesses only, so

00:16:00.187 --> 00:16:03.767
again private for profit and then falling within that

00:16:03.767 --> 00:16:07.027
one to 99 employee

00:16:07.027 --> 00:16:10.727
range. So for eligible businesses their employees

00:16:10.727 --> 00:16:13.867
and we break down their employee status by either looking at them.

00:16:13.867 --> 00:16:17.177
Has an existing employee, so someone who

00:16:17.177 --> 00:16:20.247
has been with the company for longer than 12 months

00:16:20.247 --> 00:16:23.387
or a new hire who is someone who has been with

00:16:23.387 --> 00:16:26.457
the company for less than 12 months so for

00:16:26.457 --> 00:16:29.507
r our new hires, that's employees who have been with your program for

00:16:29.507 --> 00:16:32.697
less than 12 months. They are eligible for

00:16:32.697 --> 00:16:35.837
up to 1800

00:16:35.837 --> 00:16:39.087
0 worth of training in account or in

00:16:39.087 --> 00:16:42.337
a month or 12 month period

00:16:42.337 --> 00:16:44.597
So for that specific individual, if you applied.

00:16:44.597 --> 00:16:48.077
For training on December 1st

00:16:48.077 --> 00:16:51.107
that specific individual would have 12 month

00:16:51.107 --> 00:16:54.287
period up until December 1st of 2020

00:16:54.287 --> 00:16:57.447
To utilize that entire 18

00:16:57.447 --> 00:17:00.687
800. And folks, I think you would

00:17:00.687 --> 00:17:04.187
be shocked at how much training can be

00:17:04.187 --> 00:17:07.247
utilized with \$1800 or even

00:17:07.247 --> 00:17:10.267
for folks who have been with your company for longer than

00:17:10.267 --> 00:17:13.707
12 months, they're eligible for half of that at

00:17:13.707 --> 00:17:15.267
our new or at our \$900 amount.

00:17:15.267 --> 00:17:18.357
And again, that is still a lot

00:17:18.357 --> 00:17:21.437
of money for training, especially when

00:17:21.437 --> 00:17:24.617
you're looking at some of the course costs provided by

00:17:24.617 --> 00:17:27.957
our Community, technical and state partners. And I'll get to that in

00:17:27.957 --> 00:17:31.577
just a minute. But that's actually one of the neatest

00:17:31.577 --> 00:17:34.747
pieces about this program, is that

00:17:34.747 --> 00:17:37.997
instead of like our SDF program

00:17:37.997 --> 00:17:41.397
re that application is going to be a little bit more

00:17:41.397 --> 00:17:44.527
intricate and require a lot more detail

00:17:44.527 --> 00:17:45.837
about the customized training.

00:17:45.837 --> 00:17:49.087
That you desire well

00:17:49.087 --> 00:17:52.107
l, this program is actually partnering with

00:17:52.107 --> 00:17:55.727
those community technical and state colleges all across the

00:17:55.727 --> 00:17:59.677
state. And they actually provide the training

00:17:59.677 --> 00:18:02.697
So all of the courses that are available

00:18:02.697 --> 00:18:06.987
to your business to train your current workforce

00:18:06.987 --> 00:18:10.357
are actually at available at your fingertips right now

00:18:10.357 --> 00:18:13.587
w. All you would need to do is go ahead and look at

00:18:13.587 --> 00:18:15.867
their public course catalog and again.

00:18:15.867 --> 00:18:19.127
Any public community

00:18:19.127 --> 00:18:22.767
state or Technical College in your area

00:18:22.767 --> 00:18:25.857
is eligible, and if it's an online course, they

00:18:25.857 --> 00:18:28.897
actually don't even need to be in your service area. We

00:18:28.897 --> 00:18:32.877
actually have a really neat case where we had a business

00:18:32.877 --> 00:18:36.197
and optometry clinic in Laredo

00:18:36.197 --> 00:18:39.467
TX who was taking online

00:18:39.467 --> 00:18:43.227
courses for a lower or

00:18:43.227 --> 00:18:44.617
lesser certification for optometry.

00:18:45.337 --> 00:18:48.777
In Austin, TX. So that course was

00:18:48.777 --> 00:18:52.247
actually provided by the Austin community

00:18:52.247 --> 00:18:55.827
College, but Laura, a business in Laredo was actually

00:18:55.827 --> 00:18:59.127
taking advantage of that opportunity. So again, just

00:18:59.127 --> 00:19:02.367
a couple quick. I wanna go over this information one

00:19:02.367 --> 00:19:05.387
more time, 1800

00:19:05.387 --> 00:19:09.867
0 or \$900 available for your

00:19:09.867 --> 00:19:13.867
eligible workforce. Whether they are a new or existing higher

00:19:13.867 --> 00:19:16.607
And again, if you're sitting there thinking wow.

00:19:16.607 --> 00:19:19.817
So and so in my workforce could really

00:19:19.817 --> 00:19:23.097
benefit from some QuickBooks training we would

00:19:23.097 --> 00:19:26.687
d love to train Susan and let her grow

00:19:26.687 --> 00:19:30.047
into a larger role with the company and if

00:19:30.047 --> 00:19:34.537
she wanted to take over bookkeeping roles well, you could apply for

00:19:34.537 --> 00:19:37.627
Susan to receive some additional

00:19:37.627 --> 00:19:40.997
QuickBooks training. And again, that would allow her to not only grow
with

00:19:40.997 --> 00:19:44.197
your company, but to grow into an additional role

00:19:44.197 --> 00:19:46.617
and possibly make a higher wage.

00:19:46.617 --> 00:19:49.887
And I would say that outcome and that

00:19:49.887 --> 00:19:53.097
output is exactly what this

00:19:53.097 --> 00:19:56.477
program drives. We wanna make it possible for you to

00:19:56.477 --> 00:19:59.697
say we don't need to go out and hire someone

00:19:59.697 --> 00:20:03.267
for this upgraded role because we already have a

00:20:03.267 --> 00:20:06.857
wonderful qualified workforce. They could just use some additional

00:20:06.857 --> 00:20:10.197
training. That scenario is exactly what this

00:20:10.197 --> 00:20:14.037
program was designed to accomplish to help

00:20:14.037 --> 00:20:16.647
small business owners help their qualified.

00:20:16.647 --> 00:20:19.667
Workforce not only train themselves

00:20:19.667 --> 00:20:22.057
but to grow within that company.

00:20:23.047 --> 00:20:26.327

And by all means in Jarvis, I don't know if

00:20:26.327 --> 00:20:29.737
you're monitoring AQ and if at any point

00:20:29.737 --> 00:20:32.777
you want to raise your hand or you have questions, please submit

00:20:32.777 --> 00:20:36.687
them in that Q&A box up or up in the upper right

00:20:36.687 --> 00:20:40.277
hand corner, and we can either stop or get to him at

00:20:40.277 --> 00:20:43.657
the end. I'm happy with either Jarvis, so I'll just let you flag me down
if

00:20:43.657 --> 00:20:46.727
we need to stop. OK, Matt, at this current moment we

00:20:46.727 --> 00:20:49.797
do not have the Q&A open, but I can absolutely

00:20:49.797 --> 00:20:52.827
do that if you prefer, and we can have

00:20:52.827 --> 00:20:54.697
it open. I know we're at different development stages, so.

00:20:54.697 --> 00:20:58.237
Even if it's something that I talked about earlier

00:20:58.237 --> 00:21:01.397
if you're curious, want me to go back to that map or how

00:21:01.397 --> 00:21:04.437
you can locate your local workforce solutions

00:21:04.437 --> 00:21:07.547
office? I'm certainly happy to provide that information

00:21:07.547 --> 00:21:10.647
Again, that's exactly what I'm here for, not specifically

00:21:10.647 --> 00:21:13.777
this program, but if you have questions about anything that

00:21:13.777 --> 00:21:16.947
TWC offers, I can either answer it or I

00:21:16.947 --> 00:21:20.387
I can certainly point you in the right direction. So if

00:21:20.387 --> 00:21:23.587
you're on the chat today and you're saying wow that actually

00:21:23.587 --> 00:21:25.147
like we might be eligible.

00:21:25.147 --> 00:21:28.417
While we are in a stage of our business where we could

00:21:28.417 --> 00:21:32.087
really benefit from this additional training, that's exactly where I

00:21:32.087 --> 00:21:35.977
want to say is where do we start and that is

00:21:35.977 --> 00:21:39.357
s business eligibility, so this piece is actually confirming

00:21:39.357 --> 00:21:42.817
that the business partner, not necessarily

00:21:42.817 --> 00:21:45.927
the applicants or the individuals they want to send to

00:21:45.927 --> 00:21:49.157
training. But this is the first hurdle that we have to get

00:21:49.157 --> 00:21:53.747
over, and that is confirming that you as a business are eligible

00:21:53.747 --> 00:21:55.157
for the grant. And again.

00:21:55.157 --> 00:21:58.487
Some of this information will be repeat, but again it has to be

00:21:58.487 --> 00:22:01.817
a for profit private business you

00:22:01.817 --> 00:22:05.107
u have to employ at least one and not more than

00:22:05.107 --> 00:22:08.587
99 individuals. And I do want to include here

00:22:08.587 --> 00:22:09.837
total companywide.

00:22:10.547 --> 00:22:13.697
So this grant opportunity

00:22:13.697 --> 00:22:16.747
was truly meant for small businesses in Texas

00:22:16.747 --> 00:22:19.907

So if you're attached to a larger corporation.

00:22:20.407 --> 00:22:23.567

We are going to look at

00:22:23.567 --> 00:22:27.017

global footprint, so if you have a larger parent

00:22:27.017 --> 00:22:30.477

company you still may fall under the 99 size

00:22:30.477 --> 00:22:34.257

parameter, but we're gonna go ahead and look into that in a in

00:22:34.257 --> 00:22:37.707

detail to make sure that you are global wide

00:22:37.707 --> 00:22:40.837

e footprint, wide, smaller than 99. That's the audience and

00:22:40.837 --> 00:22:44.777

target businesses that this grant is meant to

00:22:44.777 --> 00:22:47.817

impact. We're going to make sure that you are financially

00:22:47.817 --> 00:22:51.037

stable. We're not going to look crazy into your reporting.

00:22:51.037 --> 00:22:54.047

But we are going to make sure that this

00:22:54.047 --> 00:22:57.277

specifically means that you don't have any outstanding federal

00:22:57.277 --> 00:23:00.587

or state liens, and that falls in line with

00:23:00.587 --> 00:23:03.797

that bottom one. Being compliance with your Texas business

00:23:03.797 --> 00:23:06.827

commerce code and then the other large

00:23:06.827 --> 00:23:10.207

one is that you have a

00:23:10.207 --> 00:23:13.347

Texas TWC account number and

00:23:13.347 --> 00:23:16.747

d what that account number proves to

00:23:16.747 --> 00:23:20.437
TWC is that you are paying unemployment

00:23:20.437 --> 00:23:21.287
insurance on your.

00:23:21.287 --> 00:23:24.947
Employees and you're in

00:23:24.947 --> 00:23:28.387
compliance with reporting and those payment requirements

00:23:28.387 --> 00:23:32.357
and all, and the next slide I'm going to show you well, I

00:23:32.357 --> 00:23:35.387
blacked out the individual and the

00:23:35.387 --> 00:23:39.107
business information. It will hopefully a good

00:23:39.107 --> 00:23:42.557
d resource so you can have a better idea of exactly what

00:23:42.557 --> 00:23:45.927
our contracts team or the folks the folks who

00:23:45.927 --> 00:23:49.167
are evaluating this information. What exactly they're seeing when

00:23:49.167 --> 00:23:51.697
they look at a valid.

00:23:51.697 --> 00:23:52.727
Account number

00:23:54.467 --> 00:23:57.857
So this is actually our mainframe

00:23:57.857 --> 00:24:01.387
system software at TWC, and this may look like a ton

00:24:01.387 --> 00:24:04.497
of information. Kind of looks like the matrix so

00:24:04.497 --> 00:24:07.907
o I'll just kind of break this down one piece at a time

00:24:07.907 --> 00:24:11.257
here, so up here right where it says

00:24:11.257 --> 00:24:14.297
SMM. This is where your UI account

00:24:14.297 --> 00:24:17.397
number would be listed. And here where this is

00:24:17.397 --> 00:24:20.547
blacked out. This is all of the business information, but you can

00:24:20.547 --> 00:24:24.057
see right here this snakes code. So this

00:24:24.057 --> 00:24:24.667
specific business.

00:24:24.667 --> 00:24:27.887
They were a metal window and door

00:24:27.887 --> 00:24:30.957
manufacturer and one of the reasons I picked this one

00:24:30.957 --> 00:24:34.187
was because not only were they eligible, but I wanted

00:24:34.187 --> 00:24:37.217
to kind of highlight that there is not

00:24:37.217 --> 00:24:40.647
a limiting factor or we don't

00:24:40.647 --> 00:24:44.437
shrink the spectrum of types of businesses who

00:24:44.437 --> 00:24:47.947
are eligible. You could be a metal window

00:24:47.947 --> 00:24:51.307
and door manufacturer. You can be a small dental office

00:24:51.307 --> 00:24:54.787
or optometry office. You could be a manufacturing firm.

00:24:54.787 --> 00:24:57.847
It could be a welding firm. Again, we're

00:24:57.847 --> 00:25:01.137
not going to look at that. And again, there isn't any

00:25:01.137 --> 00:25:04.357
limiting factors to what your business does

00:25:04.357 --> 00:25:07.547
It just to be again for profit and fall

00:25:07.547 --> 00:25:10.797
within that one to 99 employee

00:25:10.797 --> 00:25:14.017
range. And so if we look down just a little further you can see

00:25:14.017 --> 00:25:17.177
e here that it says 2 dash 21

00:25:17.177 --> 00:25:20.957
So that's talking about this 2nd 1:45

00:25:20.957 --> 00:25:24.357
quarter of 2021 and if you follow it all the way

00:25:24.357 --> 00:25:25.197
down to the end.

00:25:25.197 --> 00:25:28.607
This business is reporting that

00:25:28.607 --> 00:25:31.907
they have 28 employees and so in

00:25:31.907 --> 00:25:35.277
our other business checks, not only did

00:25:35.277 --> 00:25:38.537
the 28 employees check out, but they are for

00:25:38.537 --> 00:25:42.417
profit. You can see up at the top that they are

00:25:42.417 --> 00:25:45.797
liable and everything with this business checked

00:25:45.797 --> 00:25:48.857
out. So we were able to move forward

00:25:48.857 --> 00:25:52.687
with processing the individuals that they wanted to send to training

00:25:52.687 --> 00:25:56.097
One thing I'll note right here you can see right here in the top right
corner that there

00:25:56.097 --> 00:25:57.407
is a balance.

00:25:57.487 --> 00:26:00.657
You can see that it is listed at \$0.00

00:26:00.657 --> 00:26:03.907
so this specific business does not have any

00:26:03.907 --> 00:26:09.297
outstanding UI payment spending typically

00:26:09.297 --> 00:26:12.687
y if that dollar amount is anything above

00:26:12.687 --> 00:26:15.987
0, we're just going to follow up with the company and make sure that they're not

00:26:15.987 --> 00:26:19.317
only aware that balance exists. A lot of

00:26:19.317 --> 00:26:22.637
times, companies who are using PEO'S or

00:26:22.637 --> 00:26:26.057
other companies who are handling all of their accounting

00:26:26.057 --> 00:26:27.857
then they might not be as aware.

00:26:27.857 --> 00:26:31.207
But again, I just wanted to show you and give you a little bit of

00:26:31.207 --> 00:26:34.487
a reference point to what we're looking at when we're evaluating

00:26:34.487 --> 00:26:37.707
some of these business applications

00:26:37.707 --> 00:26:40.837
that we see. So once we

00:26:40.837 --> 00:26:43.867
determine that a business physically

00:26:43.867 --> 00:26:47.247
is eligible and they cross all of those hurdles, we're going to go

00:26:47.247 --> 00:26:50.317
ahead and move into who is eligible

00:26:50.317 --> 00:26:53.567
within that business and

00:26:53.567 --> 00:26:57.027
d so the big piece here is that

00:26:57.027 --> 00:26:58.027
this program is not.

00:26:58.027 --> 00:27:01.187
Eligible for 1090

00:27:01.187 --> 00:27:04.197

contract employees they have

00:27:04.197 --> 00:27:07.437
e to be W2 and they have to be

00:27:07.437 --> 00:27:10.847
full time now in the state of Texas there is some leniency to

00:27:10.847 --> 00:27:14.657
that full time because essentially the business is able to

00:27:14.657 --> 00:27:18.957
determine what is full time. So we're not going to again, we're

00:27:18.957 --> 00:27:22.147
e not going to kick back too many

00:27:22.147 --> 00:27:25.537
emails with inquiries about the full time status of

00:27:25.537 --> 00:27:28.077
who you're submitting, but they have to be registered on your books.

00:27:28.077 --> 00:27:31.087
As a full time permanent W

00:27:31.087 --> 00:27:35.817
2 employee again those seasonal workers

00:27:35.817 --> 00:27:39.087
s, those 1099 contract employees they are

00:27:39.087 --> 00:27:42.377
e not eligible and I know we mentioned

00:27:42.377 --> 00:27:45.387
earlier they can either be new or

00:27:45.387 --> 00:27:48.897
incumbent workers. Again, the

00:27:48.897 --> 00:27:51.927
only effect that has is on

00:27:51.927 --> 00:27:55.087
the specific dollar amount that those individuals would be

00:27:55.087 --> 00:27:58.327
eligible for in a calendar or I'm sorry in a

00:27:58.327 --> 00:27:58.667
12 month period.

00:27:58.787 --> 00:28:02.097

And I do want to make a note and I'll

00:28:02.097 --> 00:28:05.397

touch on this later when we physically look at what an application

00:28:05.397 --> 00:28:08.507

process looks like. But let's say you're interested

00:28:08.507 --> 00:28:11.807

in a course is a little bit over those dollar amounts

00:28:11.807 --> 00:28:15.277

That does not prevent that individual from taking that

00:28:15.277 --> 00:28:18.407

course. It just means we're only going to cover

00:28:18.407 --> 00:28:21.647

up to that amount in the business partner would be

00:28:21.647 --> 00:28:24.757

e on the hook or responsible for whatever

00:28:24.757 --> 00:28:27.977

remaining costs were remaining. So if the course was a

00:28:27.977 --> 00:28:28.937

1000.

00:28:28.937 --> 00:28:32.147

There would be \$100 left over if you were an

00:28:32.147 --> 00:28:36.487

incumbent worker. The business would be responsible for paying

00:28:36.487 --> 00:28:40.167

for that and then the other major

00:28:40.167 --> 00:28:43.747

factor for an individual

00:28:43.747 --> 00:28:47.067

individual eligibility is that they must be meeting the

00:28:47.067 --> 00:28:50.157

prevailing wage and I don't expect everyone on

00:28:50.157 --> 00:28:53.577

the call today to be

00:28:53.577 --> 00:28:57.297

experts or even know what prevailing wage is, but

00:28:57.297 --> 00:28:59.027

prevailing wages is essentially.

00:28:59.027 --> 00:29:02.187

A marker that we can use per

00:29:02.187 --> 00:29:05.477

your individual workforce development area. Like I said

00:29:05.477 --> 00:29:08.927

the prevailing wage for any individual

00:29:08.927 --> 00:29:11.987

occupation could change drastically as we

00:29:11.987 --> 00:29:15.117

move all across the state, but it's basically a

00:29:15.117 --> 00:29:18.157

wage barometer, and in this case

00:29:18.157 --> 00:29:21.387

we use the 20

00:29:21.387 --> 00:29:24.767

percent 20% tile for any given SoC code

00:29:24.767 --> 00:29:27.797

wage. So again, it's a barometer of

00:29:27.797 --> 00:29:30.617

wage that the individual must be making at a minimum.

00:29:30.617 --> 00:29:33.047

To qualify

00:29:33.047 --> 00:29:36.407

This is a part of our evaluation process. Again, we

00:29:36.407 --> 00:29:39.627

don't know. We don't expect you to be experts in

00:29:39.627 --> 00:29:42.697

prevailing wage. That's exactly what our outreach team is

00:29:42.697 --> 00:29:46.127

Therefore they will be help. They're there to help you

00:29:46.127 --> 00:29:49.277

identify exactly what those prevailing wages are

00:29:49.277 --> 00:29:52.897

and in some cases I've only seen these

00:29:52.897 --> 00:29:56.127

wages off literally folks by

00:29:56.127 --> 00:29:59.207

pennies, and so in that case, we're going to notify

00:29:59.207 --> 00:30:02.557

the business partner no matter what of what

00:30:02.557 --> 00:30:05.617

the wage deficit is that we're finding on our end and our data.

00:30:05.617 --> 00:30:09.007

A review of the application in

00:30:09.007 --> 00:30:12.307

some cases that wage may be greater and in that

00:30:12.307 --> 00:30:15.757

t case we'll make sure of two things that one the code

00:30:15.757 --> 00:30:15.947

is appropriate.

00:30:16.577 --> 00:30:19.627

You wouldn't believe how

00:30:19.627 --> 00:30:23.997

lieve how many times we've gotten a job description from

00:30:23.997 --> 00:30:27.207

someone and it's like that actually does

00:30:27.207 --> 00:30:30.577

link up is not parallel to the SoC code that

00:30:30.577 --> 00:30:34.627

they submitted, and so we're able to do

00:30:34.627 --> 00:30:38.267

an internal review or audit for lack of a

00:30:38.267 --> 00:30:41.887

better term and get the appropriate

00:30:41.887 --> 00:30:45.137

SoC code built out into the application. There are

00:30:45.137 --> 00:30:46.837

a lot of times where we're able to go from an individual who is.

00:30:46.837 --> 00:30:49.927

Not eligible to then they are eligible

00:30:49.927 --> 00:30:53.197

e in the program, so again our evaluation team is always going

00:30:53.197 --> 00:30:56.287
to work with you. We will give you the benefit of the

00:30:56.287 --> 00:30:59.317
doubt if you want to improve someone's

00:30:59.317 --> 00:31:02.907
wage to meet the prevailing wage that is obviously

00:31:02.907 --> 00:31:06.877
y an Ave and that would grant them eligibility

00:31:06.877 --> 00:31:09.947
And if we have any questions about prevailing

00:31:09.947 --> 00:31:13.257
wage or where you can find that information, I'm happy

00:31:13.257 --> 00:31:16.837
to dive into that and we can just play that by

00:31:16.837 --> 00:31:18.337
ear. Depending on how much time we have.

00:31:18.337 --> 00:31:19.077
Remaining.

00:31:20.087 --> 00:31:23.157
So this is

00:31:23.157 --> 00:31:24.847
another big one I mentioned earlier.

00:31:25.347 --> 00:31:28.427
That all of the courses that

00:31:28.427 --> 00:31:32.177
are available are actually available online at your fingertips

00:31:32.177 --> 00:31:35.197
because those courses are going to be listed in

00:31:35.197 --> 00:31:38.217
the course catalog and I just want to clarify something those

00:31:38.217 --> 00:31:41.377
e could be credit courses they can

00:31:41.377 --> 00:31:44.667
be continuing Ed or non credit courses and

00:31:44.667 --> 00:31:47.677

they can be online courses. Again, we're going to leave that

00:31:47.677 --> 00:31:51.107

up to the business. The business will know one what

00:31:51.107 --> 00:31:54.177

courses they're interested in getting training in, but we don't want

00:31:54.177 --> 00:31:55.357

to limit their options if.

00:31:55.357 --> 00:31:58.677

Online courses are the most convenient

00:31:58.677 --> 00:32:01.837

for our small business partner. Then we certainly don't want to

00:32:01.837 --> 00:32:05.447

eliminate that as an option and then I

00:32:05.447 --> 00:32:08.827

I actually copy and paste it or cut that number 4

00:32:08.827 --> 00:32:12.457

Four question out of the application itself and that

00:32:12.457 --> 00:32:15.977

t is specifically identifying that

00:32:15.977 --> 00:32:19.667

whatever training courses that you're applying for, that they

00:32:19.667 --> 00:32:22.697

relate directly to your business

00:32:22.697 --> 00:32:25.537

needs and will have some sort of positive impact on.

00:32:25.557 --> 00:32:28.827

Your business again, we're not

00:32:28.827 --> 00:32:31.937

gonna go back and forth with you and ask for

00:32:31.937 --> 00:32:35.057

this long drawn out explanation

00:32:35.057 --> 00:32:38.397

on why the business needs this training just

00:32:38.397 --> 00:32:41.707

t a short paragraph or a couple sentences on

00:32:41.707 --> 00:32:44.897

why you're looking to get training

00:32:44.897 --> 00:32:48.367
in these specific fields, and so some of

00:32:48.367 --> 00:32:52.507
those. And I'm sorry for some reason the design didn't shift over

00:32:52.507 --> 00:32:55.797
here, but the sample courses. These are just a slew.

00:32:55.797 --> 00:32:59.147
Upsample courses that we have seen

00:32:59.147 --> 00:33:02.487
apply for and like I said folks, you can tell from

00:33:02.487 --> 00:33:06.387
this list that this is a very wide spectrum

00:33:06.387 --> 00:33:09.427
Of course, is something as

00:33:09.427 --> 00:33:12.567
common as quick books or computer or

00:33:12.567 --> 00:33:15.587
any other Microsoft training to something

00:33:15.587 --> 00:33:18.777
on the far other end of the spectrum

00:33:18.777 --> 00:33:22.467
Something like electrical certifications, solar

00:33:22.467 --> 00:33:26.087
thermal installations. We've seen a ton of Revit and CAD drafting.

00:33:26.087 --> 00:33:29.307
Again, OSHA 30

00:33:29.307 --> 00:33:32.377
OSHA 20. All of those

00:33:32.377 --> 00:33:36.347
trainings we see a lot of those. So again, if you're a small business
owner

00:33:36.347 --> 00:33:39.717
on the call today and you're saying, wow, we've

00:33:39.717 --> 00:33:43.117
been paying out of our own pockets to get

00:33:43.117 --> 00:33:47.017
our workforce OSHA

00:33:47.017 --> 00:33:50.487
certified. Or wow, we paid so and so out of our

00:33:50.487 --> 00:33:53.817
pocket to get some of our workforce trained that

00:33:53.817 --> 00:33:56.097
t is, again, exactly what we're trying to eliminate.

00:33:56.097 --> 00:33:59.577
Enlighten that financial burden on

00:33:59.577 --> 00:34:02.817
our employee partners all across the state of Texas who

00:34:02.817 --> 00:34:06.007
could really benefit from training and

00:34:06.007 --> 00:34:09.137
having said that, I wanna make sure it's something very clear

00:34:09.137 --> 00:34:12.307
here. And I hear this from employers all across

00:34:12.307 --> 00:34:16.037
the state every day. And that is the

00:34:16.037 --> 00:34:18.257
massive need for soft skills.

00:34:18.777 --> 00:34:22.287
And soft skills

00:34:22.287 --> 00:34:25.847
are absolutely eligible for application under this

00:34:25.847 --> 00:34:30.137
grant. So if it's customer service or if it's

00:34:30.137 --> 00:34:33.567
management training or if it's working as a team

00:34:33.567 --> 00:34:36.667
or empathy training or Oh my gosh so

00:34:36.667 --> 00:34:39.727
many new trainings exist in dealing

00:34:39.727 --> 00:34:43.837
with or combatting COVID there are so

00:34:43.837 --> 00:34:47.237

o much more greater needs for things, especially coming out of the pandemic so

00:34:47.237 --> 00:34:48.897

o if anything that I mentioned you know.

00:34:48.897 --> 00:34:52.197

Turns on that light bulb up there and kind of gets

00:34:52.197 --> 00:34:55.507

your brain thinking about all the different

00:34:55.507 --> 00:34:59.167

opportunities. I really do think that this is a phenomenal

00:34:59.167 --> 00:35:02.347

opportunity for you to dive into and

00:35:02.347 --> 00:35:05.727

d so again Jarvis, I'll go ahead and take a short break here

00:35:05.727 --> 00:35:09.027

and see if folks open it up and see if folks have any

00:35:09.027 --> 00:35:12.417

questions. I'm just going to take a quick sip of water and then we'll

00:35:12.417 --> 00:35:16.227

kind of dive in real quick and look at what a

00:35:16.227 --> 00:35:18.947

physical application look like and what information.

00:35:18.947 --> 00:35:22.087

We are requesting of our

00:35:22.087 --> 00:35:25.267

business partners when they again decide to move

00:35:25.267 --> 00:35:28.297

forward with an application. Yeah and so

00:35:28.297 --> 00:35:32.187

o as you're while you're taking your break. I'm gonna I lay a couple things

00:35:32.187 --> 00:35:35.417

One, some of the responses from our interactive questions, so it seems

00:35:35.417 --> 00:35:38.497

like we have about 50% of

00:35:38.497 --> 00:35:39.467

our audience.

00:35:40.157 --> 00:35:43.197
Do not have not started their business

00:35:43.197 --> 00:35:46.217
as well as 50% have been in business two years

00:35:46.217 --> 00:35:49.287
or more. So either 50% have

00:35:49.287 --> 00:35:53.237
recently started. They're less than two years or have not started

00:35:53.237 --> 00:35:56.767
or they're 50% is 2 years or more and then

00:35:56.767 --> 00:35:59.037
also equally we have 50%.

00:35:59.547 --> 00:36:02.807
Have one or more employees

00:36:02.807 --> 00:36:05.907
or 50%, it's just dim or they have not started

00:36:05.907 --> 00:36:09.337
their business yet, so I'm pretty

00:36:09.337 --> 00:36:12.647
even divide there. But I did go ahead

00:36:12.647 --> 00:36:15.787
and promote some of the questions that were asked in the Q&A

00:36:15.787 --> 00:36:18.977
as well as I answer the couple

00:36:18.977 --> 00:36:22.377
directly. In fact, wanna go over a few of

00:36:22.377 --> 00:36:26.267
those. So Matt, you touched on the eligibility

00:36:26.267 --> 00:36:29.387
and really one of the main things is that

00:36:29.387 --> 00:36:29.897
number of employees so.

00:36:29.897 --> 00:36:33.017
1 to 99 with that

00:36:33.017 --> 00:36:36.747

e was further questions about the eligibility and there

00:36:36.747 --> 00:36:40.497
was multiple questions about can I as the

00:36:40.497 --> 00:36:40.737
business owner.

00:36:41.357 --> 00:36:44.517
Be included in this free

00:36:44.517 --> 00:36:47.717
training? Can I receive training at 900

00:36:47.717 --> 00:36:51.137
0 for my business? Yeah, and that's a very

00:36:51.137 --> 00:36:54.187
good question. So currently the way that the

00:36:54.187 --> 00:36:57.417
program is structured, it is specifically

00:36:57.417 --> 00:37:00.697
for W2 employee. So if you are a business

00:37:00.697 --> 00:37:03.717
owner and you're not to the point yet where you

00:37:03.717 --> 00:37:06.967
have an additional employee, and I know folks

00:37:06.967 --> 00:37:10.707
that I understand the frustration with that

00:37:10.707 --> 00:37:13.817
stance because a lot of these training opportunities they could benefit.

00:37:13.817 --> 00:37:16.967
Our sole proprietors and

00:37:16.967 --> 00:37:18.787
business owners.

00:37:18.787 --> 00:37:21.907
I would imagine equally and have just

00:37:21.907 --> 00:37:24.927
as big of a benefit to those folks as

00:37:24.927 --> 00:37:29.557
well, and I'll give you a little bit of information we

00:37:29.557 --> 00:37:33.027

e actually, when COVID struck and I

00:37:33.027 --> 00:37:35.837
timelines a little hazy, but I guess that was about.

00:37:36.707 --> 00:37:39.767
18 months ago now.

00:37:39.767 --> 00:37:43.117
We actually were able to utilize some of

00:37:43.117 --> 00:37:47.117
our extra funding and open what we called then as the COVID

00:37:47.117 --> 00:37:50.177
19 grant opportunity and we actually used

00:37:50.177 --> 00:37:54.157
that as a kind of a Guinea pig opportunity

00:37:54.157 --> 00:37:57.317
to see how will this impact

00:37:57.317 --> 00:38:00.467
business owners and how many business owners

00:38:00.467 --> 00:38:03.647
would be willing to take advantage. And we specifically opened that

00:38:03.647 --> 00:38:07.577
training up and that funding up to sole proprietors

00:38:07.577 --> 00:38:10.737
And I believe that was something that we're continuing to look at.

00:38:10.737 --> 00:38:13.757
Again, that's the type of feedback that

00:38:13.757 --> 00:38:17.007
we love hearing, and I know I have Christy on the call so

00:38:17.007 --> 00:38:20.107
o I'm glad that she heard those questions as

00:38:20.107 --> 00:38:23.737
well. And so currently if you are a business

00:38:23.737 --> 00:38:26.877
owner and you are not taking a wage from

00:38:26.877 --> 00:38:30.257
the company, which I know sounds ridiculous because in

00:38:30.257 --> 00:38:34.527

ain, the development of a business, it takes quite awhile for that

00:38:34.527 --> 00:38:37.597
to be the stage of development

00:38:37.597 --> 00:38:41.127
where someone and employer was able to do that. So until

00:38:41.127 --> 00:38:42.287
that point, Jarvis unfortunately.

00:38:42.287 --> 00:38:45.637
Those folks would not be

00:38:45.637 --> 00:38:48.937
eligible, but that is something that we are absolutely looking into

00:38:48.937 --> 00:38:52.017
to see if it would be something that we could incorporate in

00:38:52.017 --> 00:38:55.237
this program. Wonderful, and that's great news to hear

00:38:55.237 --> 00:38:58.527
that TWC is looking into this and also

00:38:58.527 --> 00:39:01.597
o, we'll announce that we do have Christy Cabin this in the background as

00:39:01.597 --> 00:39:04.637
well. If at any point Christy I know you kind of

00:39:04.637 --> 00:39:07.847
back there bad any point. If you do wanna hop in and answer it or

00:39:07.847 --> 00:39:11.067
add any additional comments to any questions that we have

00:39:11.067 --> 00:39:12.297
in the last half hour of this event.

00:39:12.297 --> 00:39:15.497
Definitely feel free, but I'm gonna follow up with.

00:39:16.207 --> 00:39:19.357
That question as well because we have

00:39:19.357 --> 00:39:22.677
another unique scenario which I I'm calling it a unique

00:39:22.677 --> 00:39:25.847
scenario. However, this may be a scenario for many of

00:39:25.847 --> 00:39:29.277

our audience members today, so I'm gonna read this

00:39:29.277 --> 00:39:32.337

question. Our S Corp One is president and the

00:39:32.337 --> 00:39:35.407

other is secretary, so it's a husband and wife. They own this business

00:39:35.407 --> 00:39:38.597

and they've set it up to where although they are the

00:39:38.597 --> 00:39:41.857

owners, they are technically employees of the business

00:39:41.857 --> 00:39:43.657

so it's not a sole proprietor.

00:39:43.657 --> 00:39:46.817

I'm just assuming they are

00:39:46.817 --> 00:39:50.597

the only two, yes, so they do say that they're the only

00:39:50.597 --> 00:39:54.267

two people in the company. However, they're both

00:39:54.267 --> 00:39:56.307

technically employees of that company.

00:39:57.137 --> 00:40:00.467

One thing that you just highlighted, Matt is

00:40:00.467 --> 00:40:01.477

that they are not.

00:40:02.007 --> 00:40:05.447

Drawing any salaries right now, however

00:40:05.447 --> 00:40:07.677

as employees of the company.

00:40:07.677 --> 00:40:11.127

Is there some Gray areas or some way that they

00:40:11.127 --> 00:40:14.167

could be eligible to receive this training because

00:40:14.167 --> 00:40:17.227

there's two individuals, yeah and again

00:40:17.227 --> 00:40:20.687

n, phenomenal question and this is something else that we've looked

00:40:20.687 --> 00:40:23.727

at, but unfortunately one of

00:40:23.727 --> 00:40:26.847
the eligibility requirements as of now

00:40:26.847 --> 00:40:30.017
is that you are a W2

00:40:30.017 --> 00:40:33.297
employee with the company, and I may

00:40:33.297 --> 00:40:37.447
have misunderstood that Jarvis. And if these folks actually RW twos, I

00:40:37.447 --> 00:40:38.587
know that you mentioned something about.

00:40:38.587 --> 00:40:41.957
Not receiving a salary, but if they do

00:40:41.957 --> 00:40:45.167
file as W twos then they would

00:40:45.167 --> 00:40:48.537
be eligible, but if not then as of now

00:40:48.537 --> 00:40:52.017
they would not be eligible. And like I said I

00:40:52.017 --> 00:40:55.357
I imagined that I didn't know if it would be 5050

00:40:55.357 --> 00:40:58.637
I'm happy to hear that we fall right in between that range and so

00:40:58.637 --> 00:41:01.657
I am happy that I did cover some of

00:41:01.657 --> 00:41:05.127
that previous information for folks who

00:41:05.127 --> 00:41:08.277
again aren't necessarily at the point of training and

00:41:08.277 --> 00:41:09.867
d I know Jarvis you're going to touch on this a little bit.

00:41:09.867 --> 00:41:14.297
Later, but I would be remiss if I didn't mention

00:41:14.297 --> 00:41:17.487
other very valuable resources for folks in

00:41:17.487 --> 00:41:20.907

those specific situations, like your

00:41:20.907 --> 00:41:24.357
SBA or your local SBDC office and I

00:41:24.357 --> 00:41:27.757
I know Jarvis you mentioned yesterday that we were going to touch on those

00:41:27.757 --> 00:41:31.207
a little later so I won't dive too deep into your small

00:41:31.207 --> 00:41:34.447
business development centers, but those

00:41:34.447 --> 00:41:37.647
folks know more about they've forgotten more

00:41:37.647 --> 00:41:39.877
about small business than I know, and most of them.

00:41:39.877 --> 00:41:43.217
Our previous small business owners or

00:41:43.217 --> 00:41:46.377
have owned multiple businesses, so again a

00:41:46.377 --> 00:41:49.767
a fantastic resource to rely on and bounce ideas

00:41:49.767 --> 00:41:51.577
off of. If you're in those stages.

00:41:52.357 --> 00:41:55.837
Wonderful so we can go ahead and continue with your side

00:41:55.837 --> 00:41:59.127
so I don't wanna miss any of that

00:41:59.127 --> 00:42:02.377
We're actually doing good on time, I'm just

00:42:02.377 --> 00:42:06.067
going to move through the application here. I'm gonna

00:42:06.067 --> 00:42:07.077
stop sharing real quick.

00:42:08.297 --> 00:42:14.907
Just a

00:42:14.907 --> 00:42:18.487
second. OK, let me make sure this is right.

00:42:19.227 --> 00:42:22.337
OK, that is not right. Give me just a second.

00:42:23.287 --> 00:42:26.177
Make sure I have the right application pulled up here.

00:42:30.257 --> 00:42:34.747
OK

00:42:34.747 --> 00:42:37.827
this is what an SSB

00:42:37.827 --> 00:42:40.867
application looks like. There are multiple ways to submit

00:42:40.867 --> 00:42:44.447
it. You're able to either get the actual word

00:42:44.447 --> 00:42:47.857
document from our web page, which I'll make sure to include in the

00:42:47.857 --> 00:42:51.617
chat, or you're able to submit it online at our skills

00:42:51.617 --> 00:42:55.447
for small business at and we have a little

00:42:55.447 --> 00:42:59.357
bit of a new domain, so I'll make sure we include that as well, but

00:42:59.357 --> 00:43:00.847
one thing that I really want to hammer home about this.

00:43:00.847 --> 00:43:04.017
Application process is that we

00:43:04.017 --> 00:43:08.067
are not looking and really trying to burden

00:43:08.067 --> 00:43:11.277
the employers with providing us a ton of information

00:43:11.277 --> 00:43:14.317
and I know as a state entity that

00:43:14.317 --> 00:43:17.657
seems hard to believe, especially a state government

00:43:17.657 --> 00:43:20.967
entity. But we're really trying to make this process as easy and

00:43:20.967 --> 00:43:23.977
convenient on the small business as possible

00:43:23.977 --> 00:43:27.317
So here in table one we're just asking

00:43:27.317 --> 00:43:30.497
for general business information again

00:43:30.497 --> 00:43:32.207
some sort of contact information.

00:43:32.207 --> 00:43:35.217
It doesn't have to be the

00:43:35.217 --> 00:43:38.307
owner or founder or CEO in this

00:43:38.307 --> 00:43:41.717
s case, it was a manager and this specific

00:43:41.717 --> 00:43:45.027
application came from Mission TX. So if we have

00:43:45.027 --> 00:43:48.527
anyone from the Rio Grande Valley.

00:43:48.527 --> 00:43:51.817
Shout out to y'all and

00:43:51.817 --> 00:43:55.137
here is a really big piece of table one and this is

00:43:55.137 --> 00:43:58.357
that businesses total number of individual employees and

00:43:58.357 --> 00:44:01.757
so you can see here that this

00:44:01.757 --> 00:44:05.697
applicant employs several. I'm sorry

00:44:05.697 --> 00:44:08.847
seven employees so they would be eligible

00:44:08.847 --> 00:44:12.337
and again for this individual employer their background

00:44:12.337 --> 00:44:15.487
check did come back clean so they were

00:44:15.487 --> 00:44:18.537
eligible and we were able to move forward with their evaluation process.

00:44:18.577 --> 00:44:21.657
The next two questions this medical

00:44:21.657 --> 00:44:25.287

l insurance and workers compensation neither

00:44:25.287 --> 00:44:29.327

r of those are determinant for eligibility

00:44:29.327 --> 00:44:32.427

They are statistic keeping questions that we

00:44:32.427 --> 00:44:36.317

use and again they are just a record

00:44:36.317 --> 00:44:39.917

keeping measure to see how many folks or businesses who apply are providing

00:44:39.917 --> 00:44:41.937

medical insurance or workers comp.

00:44:42.547 --> 00:44:46.067

And then I

00:44:46.067 --> 00:44:49.237

deleted their account number but

00:44:49.237 --> 00:44:52.607

t that's where that unique code would

00:44:52.607 --> 00:44:55.867

go. I want to say it is typically 9 digits and typically

00:44:55.867 --> 00:45:00.457

includes one or two hyphens in

00:45:00.457 --> 00:45:03.817

there, and then your naiks code which

00:45:03.817 --> 00:45:07.487

h looking back at that old mainframe sheet I showed you is

00:45:07.487 --> 00:45:10.627

essentially the industry

00:45:10.627 --> 00:45:13.717

code that relates to this

00:45:13.717 --> 00:45:14.917

specific employer, so I know on that last one we talked about.

00:45:14.917 --> 00:45:18.027

The metal window and door

00:45:18.027 --> 00:45:21.557

manufacturer, and so again, that's just all basic

00:45:21.557 --> 00:45:25.697
information about the company, and then we move into

00:45:25.697 --> 00:45:29.447
table two, which again is very very

00:45:29.447 --> 00:45:32.747
important information and this is going to be the

00:45:32.747 --> 00:45:33.357
public community.

00:45:33.927 --> 00:45:37.257
Public community or Technical College that

00:45:37.257 --> 00:45:40.287
you are partnering with that you plan

00:45:40.287 --> 00:45:43.447
on sending and partnering with for

00:45:43.447 --> 00:45:46.807
the individual training. So again, we mentioned that

00:45:46.807 --> 00:45:50.067
this one was in Mission TX this specific employer

00:45:50.067 --> 00:45:53.107
r is partnering with South Texas College. If

00:45:53.107 --> 00:45:56.287
we have anyone from that area, I have to say

00:45:56.287 --> 00:46:00.237
South Texas College. They're one of our biggest

00:46:00.237 --> 00:46:03.777
partners and proponents of managing this grant

00:46:03.777 --> 00:46:04.927
statewide, especially at the college level.

00:46:04.927 --> 00:46:08.257
They do a phenomenal job and

00:46:08.257 --> 00:46:11.467
one of our more higher dollar contracted partners with this

00:46:11.467 --> 00:46:15.177
grant, and that's a

00:46:15.177 --> 00:46:18.707
very good opportunity for me to mention that is

00:46:18.707 --> 00:46:21.807
s that is the entity it is the colleges

00:46:21.807 --> 00:46:25.997
across the state who are contracted to provide these

00:46:25.997 --> 00:46:29.047
trainings and are able to draw down these funds

00:46:29.047 --> 00:46:32.947
So South Texas College they always do a phenomenal job and

00:46:32.947 --> 00:46:35.777
again they do a very high dollar amount of training.

00:46:35.777 --> 00:46:38.817
In that lower Rio Grande Valley, so

00:46:38.817 --> 00:46:42.287
big kudos to them here

00:46:42.287 --> 00:46:45.437
in Section 3 this

00:46:45.437 --> 00:46:48.487
s is where the business is actually breaking out

00:46:48.487 --> 00:46:51.567
The number of folks that they are requesting

00:46:51.567 --> 00:46:54.847
for training. So this number

00:46:54.847 --> 00:46:58.217
and this number do not have to

00:46:58.217 --> 00:47:01.257
match. In this case they are sending all 7

00:47:01.257 --> 00:47:04.387
even employees to receive training

00:47:04.387 --> 00:47:07.607
but again, this is where they would differentiate between

00:47:07.607 --> 00:47:08.417
how many of those folks.

00:47:08.417 --> 00:47:11.747
Receiving training our new hires and

00:47:11.747 --> 00:47:14.867
how many of them are existing. And again, the big

00:47:14.867 --> 00:47:18.347

differentiation there is how much the dollar

00:47:18.347 --> 00:47:22.217

amount of their tuition in a 12 month period either that

00:47:22.217 --> 00:47:24.647

t \$1800.00 or that \$900.00.

00:47:25.667 --> 00:47:29.107

Here is Section 4 and this is that section

00:47:29.107 --> 00:47:33.437

I cut out earlier. We just need

00:47:33.437 --> 00:47:36.647

to know how the training you're requesting is going to impact

00:47:36.647 --> 00:47:39.817

your business and I'll just read this. We are becoming

00:47:39.817 --> 00:47:43.197

more and more aware of how important it is to make sure everyone

00:47:43.197 --> 00:47:46.387

is trained in safety related topics. Again, I

00:47:46.387 --> 00:47:49.497

mentioned that especially coming out of the pandemic

00:47:49.497 --> 00:47:52.967

this training is important to us as we work to provide a safer environment

00:47:52.967 --> 00:47:56.257

for our staff and customers

00:47:56.257 --> 00:47:56.457

Phenomenal justification.

00:47:56.457 --> 00:47:59.627

That's all we need and we are happy to

00:47:59.627 --> 00:48:02.707

move forward. So the other very large piece

00:48:02.707 --> 00:48:06.277

of this application is moving

00:48:06.277 --> 00:48:09.417

down. I'm not going to go through all the business assurances and

00:48:09.417 --> 00:48:12.877

attestations, but that is also very helpful information

00:48:12.877 --> 00:48:16.017
to review. If you are going to be a

00:48:16.017 --> 00:48:19.387
business partner applying for this is where you would either

00:48:19.387 --> 00:48:22.727
sign or someone in your business would sign off someone who is an

00:48:22.727 --> 00:48:26.457
authorized signature. They would be able to sign off on

00:48:26.457 --> 00:48:26.647
this document.

00:48:26.647 --> 00:48:29.817
And I will say if this document

00:48:29.817 --> 00:48:33.317
is not signed or we don't have

00:48:33.317 --> 00:48:36.587
an attachment with a signature page

00:48:36.587 --> 00:48:40.017
in a PDF form or however you send it, we will

00:48:40.017 --> 00:48:43.757
not be able to move forward with a valuating that

00:48:43.757 --> 00:48:47.067
business until we receive a signature page, so just

00:48:47.067 --> 00:48:50.557
keep that in mind. Make sure you do submit

00:48:50.557 --> 00:48:53.567
a signature page and then this

00:48:53.567 --> 00:48:56.657
is probably the most crucial piece here.

00:48:56.657 --> 00:49:00.547
And that is

00:49:00.547 --> 00:49:03.637
applying the training name the job

00:49:03.637 --> 00:49:06.647
b title, the SoC code, and the

00:49:06.647 --> 00:49:10.327

hourly wage. This is again where we're taking

00:49:10.327 --> 00:49:13.437
this information, and if you don't mind, I actually

00:49:13.437 --> 00:49:16.727
probably shouldn't show you their names. So I'm just going

00:49:16.727 --> 00:49:19.877
to back out of this and I'll utilize this

00:49:19.877 --> 00:49:22.227
document instead.

00:49:22.227 --> 00:49:25.247
Sorry about that. I thought I had

00:49:25.247 --> 00:49:28.837
blinked those out so I utilized. This is just a

00:49:28.837 --> 00:49:32.017
blank application, but just so we can see

00:49:32.017 --> 00:49:35.087
what this attachment a looks like and I'll just

00:49:35.087 --> 00:49:38.147
go based on the example information up top here

00:49:38.147 --> 00:49:41.237
so you can see this is the

00:49:41.237 --> 00:49:45.157
individual training name and we do need that information because if they

00:49:45.157 --> 00:49:48.937
have received training in an SSV trained course before

00:49:48.937 --> 00:49:52.607
we just want to make sure that they're still within their

00:49:52.607 --> 00:49:53.947
tuition parameters for the 12 months.

00:49:53.947 --> 00:49:57.437
And so their job

00:49:57.437 --> 00:50:00.607
title there. 6 digit unique

00:50:00.607 --> 00:50:03.787
SoC code right here, whatever that

00:50:03.787 --> 00:50:07.237

corresponding prevailing wages again you

00:50:07.237 --> 00:50:11.467

ou would note here whether they were a new or existing employee

00:50:11.467 --> 00:50:14.657

You can see here on this example and again

00:50:14.657 --> 00:50:17.717

what we talked about this new employee

00:50:17.717 --> 00:50:20.747

This Autodesk Inventor course, that this individual

00:50:20.747 --> 00:50:23.967

is applying for is worth or valued at

00:50:23.967 --> 00:50:24.067

1800.

00:50:24.067 --> 00:50:27.537

Dollars, that's how much that individual

00:50:27.537 --> 00:50:30.807

is eligible for as a new hire I

00:50:30.807 --> 00:50:33.907

I will note here this person is actually the

00:50:33.907 --> 00:50:37.497

same individual, so here they actually go

00:50:37.497 --> 00:50:40.617

over their allotted amount, and that's why

00:50:40.617 --> 00:50:43.657

there is a \$50 balance

00:50:43.657 --> 00:50:46.667

leftover for the business to pay. You can see

00:50:46.667 --> 00:50:49.817

here that there are 4:50 and 5:50

00:50:49.817 --> 00:50:53.167

would bring them to \$1000 and

00:50:53.167 --> 00:50:54.277

Jane Doe in this.

00:50:54.277 --> 00:50:57.397

Instance or this example is only

00:50:57.397 --> 00:50:58.877

eligible for \$900.

00:50:59.407 --> 00:51:03.307

And so again, folks, I just wanted to emphasize and, kind of

00:51:03.307 --> 00:51:06.977

walk through what the application process looks

00:51:06.977 --> 00:51:10.057

like, because again, we're not asking for over the

00:51:10.057 --> 00:51:13.377

moon information at all and up here I just want

00:51:13.377 --> 00:51:17.047

to clarify that we do have a little bit of a rubric or key

00:51:17.047 --> 00:51:20.637

to follow, so if you do have any questions, certainly

00:51:20.637 --> 00:51:25.907

that is a helpful resource when you're filling out this attachment a.

00:51:25.907 --> 00:51:29.067

Believe it or not, Jarvis, I know we got

00:51:29.067 --> 00:51:32.127

about 9 minutes remaining, but that was actually the

00:51:32.127 --> 00:51:35.457

last piece of my presentation we do

00:51:35.457 --> 00:51:38.697

o have several other programs folks

00:51:38.697 --> 00:51:41.747

so if this didn't necessarily mesh

00:51:41.747 --> 00:51:45.027

or wasn't an immediate need for your

00:51:45.027 --> 00:51:48.037

business, we have a lot of other business and grant

00:51:48.037 --> 00:51:51.237

opportunities offered by TWC

00:51:51.237 --> 00:51:56.107

So if you'd like to find out anymore information about our high

00:51:56.107 --> 00:51:56.977

demand job training.

00:51:56.977 --> 00:52:00.187

For our Texas.

00:52:00.187 --> 00:52:03.247
Industry Partnership Grant we

00:52:03.247 --> 00:52:06.827
e have a grant that build

00:52:06.827 --> 00:52:09.937
CTE programs with an equipment grant so

00:52:09.937 --> 00:52:12.977
o again to help that overlap of

00:52:12.977 --> 00:52:17.077
industry, education and workforce. So again

00:52:17.077 --> 00:52:20.477
is specifically our office. We have a ton of

00:52:20.477 --> 00:52:23.517
ry, very valuable tools, so if you would like to know

00:52:23.517 --> 00:52:26.557
anymore information or need anymore information about anything

00:52:26.557 --> 00:52:30.127
else that we offer, please don't hesitate to

00:52:30.127 --> 00:52:31.617
reach out to me. I'll make sure to include.

00:52:31.657 --> 00:52:35.907
My email address in the chat.

00:52:35.907 --> 00:52:39.257
And again, I just have to thank you for

00:52:39.257 --> 00:52:42.267
joining us today and I hope you found the presentation

00:52:42.267 --> 00:52:45.327
beneficial and hopefully we see some applications come

00:52:45.327 --> 00:52:48.397
from and hopefully you're one of those employers who could really

00:52:48.397 --> 00:52:51.557
benefit from getting some additional training

00:52:51.557 --> 00:52:54.917
for your workforce without carrying that financial

00:52:54.917 --> 00:52:58.037

burden with it. Again, let the state cover

00:52:58.037 --> 00:52:59.937
some of these training expenses.

00:52:59.937 --> 00:53:03.047
Said it perfectly just there Matt let

00:53:03.047 --> 00:53:05.567
t the state take over some of those cost some.

00:53:06.097 --> 00:53:09.297
I wanted to say something and this was actually brought to my

00:53:09.297 --> 00:53:13.197
attention the first time I heard about this program years ago

00:53:13.197 --> 00:53:16.367
and there was a trainer

00:53:16.367 --> 00:53:19.987
providing presentation providing information about this program

00:53:19.987 --> 00:53:23.827
and he was asked what if a train my

00:53:23.827 --> 00:53:24.737
workforce and they decide to leave.

00:53:25.547 --> 00:53:29.337
While his response was what if you don't train

00:53:29.337 --> 00:53:32.747
them and they decide to stay so it's value to train

00:53:32.747 --> 00:53:35.997
your workforce? We wanna train workforce in the state of Texas regardless
of

00:53:35.997 --> 00:53:38.597
if they or with your company or with someone else is.

00:53:39.527 --> 00:53:42.867
So let's move to these questions and I'm gonna rapid fire

00:53:42.867 --> 00:53:46.147
as many questions as I can as we're closing out this

00:53:46.147 --> 00:53:46.277
event, I'm.

00:53:49.567 --> 00:53:52.817
OK, so there's a lot of questions about

00:53:52.817 --> 00:53:55.937
eligibility. I'm glad that you went through the entire process

00:53:55.937 --> 00:53:59.267
Matt, I'm gonna start with Marjorie Rodriguez. He has a

00:53:59.267 --> 00:54:02.557
question about for registering for training. What is the

00:54:02.557 --> 00:54:05.767
process? Do we just go to our local workforce office or

00:54:05.767 --> 00:54:08.037
do we download this form? What is our first steps?

00:54:10.787 --> 00:54:14.077
You may be muted, I am

00:54:14.077 --> 00:54:17.897
sorry about that. So now that this program is actually shifting how it is

00:54:17.897 --> 00:54:22.217
s managed by that regional

00:54:22.217 --> 00:54:25.557
breakout, I would encourage you to go down several different

00:54:25.557 --> 00:54:28.897
paths. Your local workforce solutions or workforce board

00:54:28.897 --> 00:54:32.427
is a phenomenal place to start if you don't have a rapport with

00:54:32.427 --> 00:54:35.887
those folks or you don't have open lines of

00:54:35.887 --> 00:54:38.917
communication, definitely reach out to those folks they again

00:54:38.917 --> 00:54:41.417
n they provide a whole slew of services that are very beneficial.

00:54:41.417 --> 00:54:44.857
But reach out to your college

00:54:44.857 --> 00:54:48.107
partner and again that map will break down. You'll be

00:54:48.107 --> 00:54:51.507
able to kind of decipher not only what board urine, but the

00:54:51.507 --> 00:54:54.717
college partners who are eligible in your area and

00:54:54.717 --> 00:54:57.947
d that's the best place to start. And you're more than

00:54:57.947 --> 00:55:01.567
welcome to reach out to either the appropriate regional

00:55:01.567 --> 00:55:04.927
Rep in your area from that map and you

00:55:04.927 --> 00:55:08.347
u can also reach out to me I I'm

00:55:08.347 --> 00:55:12.037
still around, and even though I won't directly be managing this program

00:55:12.037 --> 00:55:12.247
I can certainly assist.

00:55:12.247 --> 00:55:15.757
Answering questions or getting you into the right spot

00:55:15.757 --> 00:55:18.857
but yes, reaching out your

00:55:18.857 --> 00:55:22.217
local workforce solutions. Your regional Rep

00:55:22.217 --> 00:55:25.357
or your college partner. All three of those

00:55:25.357 --> 00:55:28.397
avenues are great places to start

00:55:28.397 --> 00:55:31.477
perfect and that regional Rep can be found from

00:55:31.477 --> 00:55:34.827
that PDF with the QR code that you shared earlier, correct

00:55:34.827 --> 00:55:38.477
Not yeah, OK and then also furthermore.

00:55:39.057 --> 00:55:42.127
I know the answer to this, but I want you to answer it

00:55:42.127 --> 00:55:45.297
Can't individuals go on their own for training and

00:55:45.297 --> 00:55:48.497
qualify for training, or does it require a referral from the company

00:55:48.497 --> 00:55:51.547
Does it require a designee from

00:55:51.547 --> 00:55:55.497
the company to approve this training, or can they do that individually it

00:55:55.497 --> 00:55:58.657
t does and that goes back to what I was saying that we do keep

00:55:58.657 --> 00:56:01.737
track and there are some reporting requirements but

00:56:01.737 --> 00:56:05.637
t none of those reporting requirements

00:56:05.637 --> 00:56:08.697
are responsibilities of the business

00:56:08.697 --> 00:56:10.167
All of those responsibilities and reporting requirements.

00:56:10.167 --> 00:56:13.527
Lies solely with the college, so they're gonna

00:56:13.527 --> 00:56:16.917
keep track that the specific individual that you say is coming

00:56:16.917 --> 00:56:20.087
to training is coming to training. They're going to approve

00:56:20.087 --> 00:56:23.307
that if there was a certification. They did pass the test or

00:56:23.307 --> 00:56:26.627
r they were granted certification

00:56:26.627 --> 00:56:30.107
So yes, there is an application process

00:56:30.107 --> 00:56:33.697
required. It has to be approved by the

00:56:33.697 --> 00:56:37.157
state before that individual can go receive

00:56:37.157 --> 00:56:40.267
training and I want to make that very clear. We do not.

00:56:40.887 --> 00:56:45.537
Retroactively approved

00:56:45.537 --> 00:56:49.417
training that has already been completed. It has to be approved

00:56:49.417 --> 00:56:52.607
and then the individual can go to training and

00:56:52.607 --> 00:56:56.007
again back to that attachment A there's course start dates and

00:56:56.007 --> 00:56:59.367
end dates on there and we'll work with our

00:56:59.367 --> 00:57:02.527
employer and our college partner to make sure that those dates

00:57:02.527 --> 00:57:06.007
not only align with both of those entities

00:57:06.007 --> 00:57:09.317
and are convenient, but fall within the parameters of the program. Oh,
that's

00:57:09.317 --> 00:57:11.937
reat point. So has to be after the approval date.

00:57:11.937 --> 00:57:15.117
And then within that 12 month

00:57:15.117 --> 00:57:18.367
period from the approval or

00:57:18.367 --> 00:57:19.877
from the approval of the grant program so.

00:57:20.507 --> 00:57:24.067
Thank you for adding that. Dolores has a great

00:57:24.067 --> 00:57:27.227
question here that I'm sure many others have this same question

00:57:27.227 --> 00:57:30.557
in mind as well. I'm so the \$1800 to 9

00:57:30.557 --> 00:57:33.767
900. Can I use that multiple times

00:57:33.767 --> 00:57:37.107
over the year? Meaning say there are?

00:57:37.717 --> 00:57:41.367
\$1800.18

00:57:41.367 --> 00:57:44.617
ghteen individual \$100 courses can I do

00:57:44.617 --> 00:57:47.057
o that over that 12 month period? You sure would.

00:57:48.007 --> 00:57:51.117
Perfect and what's really neat

00:57:51.117 --> 00:57:54.217
is, let's say you were a new hire and eligible for

00:57:54.217 --> 00:57:57.497
the 1800. After that 12 month

00:57:57.497 --> 00:58:00.607
period of when you started your initial training

00:58:00.607 --> 00:58:03.677
After a year, you would no longer be a new hire you

00:58:03.677 --> 00:58:06.887
u would be an existing employee, but after

00:58:06.887 --> 00:58:09.927
every 12 month period you would still be eligible then

00:58:09.927 --> 00:58:13.187
for \$900 so the funds don't

00:58:13.187 --> 00:58:16.367
carry over, but they actually reset

00:58:16.367 --> 00:58:16.907
every 12 months.

00:58:17.967 --> 00:58:21.137
Wow OK. Be dollars and opportunities

00:58:21.137 --> 00:58:24.397
Never really cease the dollar amount

00:58:24.397 --> 00:58:27.597
t in intuition may change, but the opportunity will

00:58:27.597 --> 00:58:28.117
always be there.

00:58:29.467 --> 00:58:32.807
This is great. Matt and thank you so

00:58:32.807 --> 00:58:36.337
much. I know we're at 158 and we could talk about

00:58:36.337 --> 00:58:39.517
this forever and I'm sure there's a lot more, even though we've

00:58:39.517 --> 00:58:42.677
covered a ton of information, there's a ton more. I'm sure we equally

00:58:42.677 --> 00:58:45.957
could cover as well, but I'm actually going to get

00:58:45.957 --> 00:58:49.027
to our contact slides, which includes the

00:58:49.027 --> 00:58:52.837
contact information for the Skills Development Fund for

00:58:52.837 --> 00:58:55.877
Matt for Christie, who will be taking over this program as well so

00:58:55.877 --> 00:58:59.677
o that if you do have further questions about this program, definitely

00:58:59.677 --> 00:59:00.197
as you said, reach out to them.

00:59:00.237 --> 00:59:03.407
Reach out to your workforce development boards

00:59:03.407 --> 00:59:06.467
Reach out to your regional reps, reach out to me

00:59:06.467 --> 00:59:09.487
and our office is small business team as well and we'll connect you

00:59:09.487 --> 00:59:12.967
with the information to the answers that you have. So here.

00:59:13.547 --> 00:59:16.717
Before I go through these contact slides, I just

00:59:16.717 --> 00:59:19.857
want to recognize that I know many of

00:59:19.857 --> 00:59:23.047
our audience members have participated in several

00:59:23.047 --> 00:59:26.257
of our webinars in the past, this being our 15th

00:59:26.257 --> 00:59:30.107
and 2021. I believe. We also conducted 15 and 20

00:59:30.107 --> 00:59:33.197
20 as well, beginning with the pandemic so

00:59:33.197 --> 00:59:36.507
o I just want to thank you all for bearing with us these

00:59:36.507 --> 00:59:40.027
webinars that we're doing now, especially the three that we've done over

00:59:40.027 --> 00:59:42.957
the last seven days, have solely come from.

00:59:42.957 --> 00:59:46.567
Information from our surveys. We do read our surveys

00:59:46.567 --> 00:59:49.967
You may have received that at 1:00 o'clock PM, if not, you're receiving it

00:59:49.967 --> 00:59:53.047
in one minute at 2:00 o'clock PM

00:59:53.047 --> 00:59:57.467
Please answer those surveys, give us your feedback

00:59:57.467 --> 00:59:59.297
These three webinars came from.

00:59:59.947 --> 01:00:03.417
Information that we received from feedback that we received

01:00:03.417 --> 01:00:06.787
We wanted to be responsive and bring information that you want to

01:00:06.787 --> 01:00:10.327
hear about. So anyways, get into these contact slides

01:00:10.327 --> 01:00:13.557
rsus our resource portal that we launched on March 17th

01:00:13.557 --> 01:00:16.617
7th this year. Definitely give it

01:00:16.617 --> 01:00:20.307
a try. Answer 5 questions and you'll get information

01:00:20.307 --> 01:00:23.617
resources tailored specifically to you, your region of

01:00:23.617 --> 01:00:27.347
Texas. So definitely log on. I know it's a hyperlink text and you can't

01:00:27.347 --> 01:00:30.117
do it, but that leads me to you will be able to access these slides.

01:00:30.117 --> 01:00:33.337
As well as Matt slide, so I'm hoping he'll provide

01:00:33.337 --> 01:00:36.407
those to me perfect within 48

01:00:36.407 --> 01:00:37.027
hours of this event.

01:00:38.987 --> 01:00:41.997

Next we have our contact information for the

01:00:41.997 --> 01:00:45.537

Office of the Governor's Small business team. I am Jarvis for the small business

01:00:45.537 --> 01:00:49.067

advocate behind the scenes. We also have Jared Cruz who is a business assistant

01:00:49.067 --> 01:00:52.267

specialist here within our office so you can contact us in

01:00:52.267 --> 01:00:55.487

a number of ways through the resource portal itself or

01:00:55.487 --> 01:00:58.607

through at the bottom you can see

01:00:58.607 --> 01:01:02.497

our social media tags as well as our email address up

01:01:02.497 --> 01:01:03.997

at the top of the small business at gov.texas.gov.

01:01:05.527 --> 01:01:08.557

Next, we want to recognize our two

01:01:08.557 --> 01:01:11.737

presenters today with the Texas Workforce Commission. Of course, we had

01:01:11.737 --> 01:01:14.837

Matt sundeck, and then we also have

01:01:14.837 --> 01:01:17.937

Christy cabinets in the background as well so you can reach

01:01:17.937 --> 01:01:21.747

their team at the number provided there, as well as that

01:01:21.747 --> 01:01:24.967

email address in the information. Most of the information that Matt presented

01:01:24.967 --> 01:01:28.657

today can be found at that website. Also, we had links with

01:01:28.657 --> 01:01:31.887

the foundation communities talking about the health programs and whatnot

01:01:31.887 --> 01:01:35.197

so there again, we highly encourage you

01:01:35.197 --> 01:01:35.587

to get yourself. Get your.

01:01:35.587 --> 01:01:38.607
Small business coverage. You can use the link

01:01:38.607 --> 01:01:42.207
there and contact foundation communities at that number

01:01:42.207 --> 01:01:45.697
or anywhere. Just obtain coverage, Matt

01:01:45.697 --> 01:01:48.897
mentioned the small business development centers here. We have a link
where you

01:01:48.897 --> 01:01:51.937
can locate the SV in your

01:01:51.937 --> 01:01:55.157
area. We're fortunate as Texans to have small business

01:01:55.157 --> 01:01:58.617
development centers all over the state so no matter where you're at,
there's

01:01:58.617 --> 01:02:00.517
going to be an served that services you.

01:02:01.247 --> 01:02:04.307
Additionally, last but definitely not at

01:02:04.307 --> 01:02:07.347
least his score, which is the service core of retired

01:02:07.347 --> 01:02:10.537
executives. Scores serve as mentors and

01:02:10.537 --> 01:02:14.047
guide you in every single business area that

01:02:14.047 --> 01:02:17.387
you can imagine obtain, usually free or at no

01:02:17.387 --> 01:02:21.077
cost to you. Business mentor through

01:02:21.077 --> 01:02:24.377
score. Again, this is our final webinar of

01:02:24.377 --> 01:02:27.397
2021. We want to thank each and

01:02:27.397 --> 01:02:30.907
everyone of you for being with us, bearing with us through this

01:02:30.907 --> 01:02:31.897
difficult almost two years now.

01:02:32.027 --> 01:02:35.077
We will hit the ground running in 20

01:02:35.077 --> 01:02:38.217
22 as a if you have participated

01:02:38.217 --> 01:02:41.407
on any of our recent webinars that we will be

01:02:41.407 --> 01:02:44.617
returning to in person events next year, so look

01:02:44.617 --> 01:02:47.767
out for that calendar which was submitted or

01:02:47.767 --> 01:02:51.067
on the previous slide as we will be updating that

01:02:51.067 --> 01:02:54.387
and putting our locations and dates of where we'll be at

01:02:54.387 --> 01:02:57.757
in 2022. So thank you once again

01:02:57.757 --> 01:03:00.797
n, I wish you all a very happy holiday season and we'll see you next
year.

01:03:01.927 --> 01:03:05.237
Awesome thank you Jarvis on make sure to get

01:03:05.237 --> 01:03:08.607
my slides to you Sir, thank you. Thank you Lynn and

01:03:08.607 --> 01:03:09.227
thanks everyone for joining.