SOUTH DAKOTA
DEPT. OF LABOR
& REGULATION

OFFICE OF THE SECRETARY
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October 29, 2021

Senator Jean Hunhoff, Lead Co-Chair, Joint Committee on Appropriations
Representative Chris Karr, Co-Chair, Joint Committee on Appropriations

RE: Letter of Intent Regarding Appropriations for Family-First Initiative Program

Dear Senator Hunhoff and Representative Karr,

In response to the Letter of Intent from the Joint Appropriations Committee for the Family First Initiative, I have enclosed the data and outcomes for July 1, 2020, through June 30, 2021. Family First Initiative classes provide practical knowledge to individuals of all economic and educational backgrounds, focused on reaching those who have a barrier to employment or receive public assistance. The goal is to engage individuals in services to assist them in obtaining meaningful and sustainable employment, leading to family and workplace success.

In Fiscal Year 2021, the Department of Labor and Regulation (DLR) entered into agreements with five providers to offer classes for the Family First Initiative. These include: The Right Turn, Inc., Lutheran Social Services, Cornerstones Career Learning Center, Out Source Projects, Inc., and Love, Inc. These agreements total $170,000. DLR also extended four agreements with Out Source Projects, Inc., The Right Turn, Inc., Lake Area Technical College, and Cornerstones Career Learning Center. Providers are offering a combination of virtual and in-person courses to increase access to South Dakotans.

In July 2020, DLR entered into a $30,000 agreement with the Center for Work Ethic Development to provide *Bring Your 'A' Game* soft skills modules to providers, South Dakota School Districts and technical colleges. This agreement includes additional modules allowing for a virtual computer-led option.

In the fall of 2020, DLR also created a more formal virtual process to collect success stories and register for workshops. We continue to look for ways to promote workshop offerings and engage attendees with comprehensive workforce programs offered by DLR.

Sincerely,

M. Hultman

Marcia Hultman
Cabinet Secretary

Enclosure

123 West Missouri Ave | Pierre, SD 57501

**Attachment A –** *Summary of Provider Contracts*

| | | Intended Outcomes | | |
|---|---|---|---|---|
| **Provider** | Contract Amount | Number of Attendees | Number of Courses | Number of Communities |
| Center for Work Ethic Development* | $30,000 | N/A | N/A | N/A |
| Cornerstones Career Learning Center | $42,800 | 150 | 25 | 10 |
| Love, Inc. | $35,000 | 100 | 20 | 5 |
| Lutheran Social Services | $35,600 | 100 | 20 | 5 |
| Out Source Projects, Inc. | $42,400 | 150 | 25 | 10 |
| The Right Turn, Inc. | $14,200 | 100 | 15 | 5 |
| *Total* | **$200,000** | **600** | **105** | **35** |

***Center for Work Ethic Development provides the Bring Your 'A' Game soft skills curriculum and the Bring Your 'A' Game Anywhere license.***

**ATTACHMENT B –** *Summary of Completed Courses by Location*

| 2020-21 SCHOOL LOCATIONS[1] |
|---|
| Alcester-Hudson High School |
| Andes Central High School |
| Baltic High School |
| Bennett County High School |
| Beresford High School |
| Bridgewater-Emery High School |
| Canistota Middle School |
| Custer High School |
| Dakota Christian High School |
| Dakota Valley High School |
| Deuel High School |
| Edmunds Central High School |
| Elkton High School |
| Elkton Jr. High |
| Florence High School |
| Gayville-Volin High School |
| Leola High School |
| Miller High School |
| Mitchell High School |
| New Technology High School |
| Oldham-Ramona High School |
| Spearfish High School |
| Stanley County High School |
| Tea Area High School |
| Teachwell Virtual Academy |
| Timber Lake High School |
| Tripp-Delmont High School |
| Waverly-South Shore High School |
| Webster Area High School |
| Yankton High School |

| COMMUNITIES | |
|---|---|
| Aberdeen | Pine Ridge |
| Alexandria | Plankinton |
| Box Elder | Pukwana |
| Britton | Rapid City |
| Brookings | Scotland |
| Butler | Sioux Falls |
| Castlewood | Sisseton |
| Chamberlain | Spearfish |
| Clark | Sturgis |
| Crow Creek | Vermillion |
| Eagle Butte | Wagner |
| Ethan | Warner |
| Flandreau | Watertown |
| Gayville | Waubay |
| Harrisburg | Webster |
| Huron | Woonsocket |
| Kadoka | Yankton |
| Lake Preston | |
| Lenx | |
| Letcher | |
| Madison | |
| Marion | |
| McIntosh | |
| Milbank | |
| Miller | |
| Mina | |
| Mitchell | |
| Olivet | |
| Parkston | |
| Pierre | |

[1]Many providers utilize *Bring Your 'A' Game* for soft skills, but may also use other soft skills curriculum (workshops for schools is only *Bring Your 'A' Game*.)

[2]Agreement from Fiscal Year 2020 extended

**ATTACHMENT B –** *cont.*

## Courses by Provider and Location

| COURSE | PROVIDER | COMMUNITIES |
|---|---|---|
| **Computer Courses** | **Career Learning Center of the Black Hills[2]** | Rapid City |
| | **Cornerstones Career Learning Center** | Gayville, Mitchell, Vermillion, Watertown, Yankton |
| | **Lutheran Social Services** | Sioux Falls, Watertown |
| | **The Right Turn, Inc.** | Pierre, Watertown |
| **Digital Safety** | **Cornerstones Career Learning Center** | Aberdeen, Chamberlain, Crow Creek, DeSmet, Eagle Butte, Ethan, Harrisburg, Huron, Kadoka, Lake Preston, Marion, McIntosh, Mitchell, Parkston, Pierre, Plankinton, Rapid City, Scotland, Sioux Falls, Sisseton, Sturgis, Vermillion, Warner, Waubay, Yankton |
| | **Lutheran Social Services** | Sioux Falls |
| **Financial Literacy** | **Career Learning Center of the Black Hills[2]** | Rapid City |
| | **Cornerstones Career Learning Center** | Aberdeen, Chamberlain, Mitchell |
| | **Love Inc.** | Box Elder, Rapid City |
| | **Out Source Projects, Inc** | Brookings, Elkton Pierre, Sioux Falls, Spearfish, Watertown, |
| | **The Right Turn, Inc.** | Huron |
| **Soft Skills[1]** | **Cornerstones Career Learning Center** | Aberdeen, Alexandria, Bonesteel, Britton, Butler, Chamberlain, Ethan, Fairfax, Lake Andes, Letcher, Miller, Mitchell, Olivet, Parkston, Pine Ridge, Plankinton, Pukwana, Rapid City, Sioux Falls, Spearfish, Springfield, Sturgis, Wagner, Watertown, Webster, Woonsocket, Yankton |
| | **Lake Area Technical College[2]** | Brookings, Castlewood, Clark, Milbank, Sioux Falls, Watertown, Webster |
| | **Out Source Projects, Inc.** | Brookings, Flandreau, Hendricks, MN, Lennox, Mina, Mitchell, Sioux Falls, Trent, Watertown |
| | **The Right Turn, Inc.** | Madison, Onida, Pierre |

[1]Many providers utilize *Bring Your 'A' Game* for soft skills, but may also use other soft skills curriculum (workshops for schools is only *Bring Your 'A' Game*.)

[2]Agreement from Fiscal Year 2020 extended

**ATTACHMENT C –** *Detailed Attendee Report*

## Attendee Numbers for Schools

*Bring Your 'A' Game is provided to schools by DLR staff*

| | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | March | April | May | June | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BRING YOUR 'A' GAME STUDENTS** | | | | | | | | | | | | | |
| Virtual Workshop | 0 | 0 | 0 | 51 | 3 | 87 | 90 | 46 | 36 | 10 | 18 | 0 | **341** |
| In-person Workshop | 0 | 104 | 48 | 0 | 20 | 12 | 55 | 0 | 16 | 0 | 9 | 0 | **264** |
| *Total* | *0* | *104* | *48* | *51* | *23* | *99* | *145* | *46* | *52* | *10* | *27* | *0* | ***605*** |
| **BRING YOUR 'A' GAME SCHOOL DISTRICTS** | | | | | | | | | | | | | |
| Virtual Workshop | 0 | 0 | 0 | 3 | 1 | 9 | 3 | 4 | 1 | 1 | 2 | 0 | **24** |
| In-person Workshop | 0 | 2 | 3 | 0 | 1 | 1 | 2 | 0 | 1 | 0 | 1 | 0 | **11** |
| *Total* | *0* | *2* | *3* | *3* | *2* | *10* | *5* | *4* | *2* | *1* | *3* | *0* | ***35*** |

## Attendee Numbers for Technical Colleges

| | | |
|---|---|---|
| **BRING YOUR 'A' GAME ANYWHERE** | | |
| Mitchell Technical College | | **58** |

## Attendee Numbers for Providers

| | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **UNIQUE ATTENDEES** | 1 | 13 | 19 | 42 | 25 | 17 | 9 | 71 | 53 | 52 | 43 | 35 | **380** |
| **ATTENDEES per COURSE** | | | | | | | | | | | | | |
| Instructor-led Computer | 6 | 19 | 9 | 68 | 15 | Course not available | | | | | | | **117** |
| Digital Safety | Course not available | | | | 2 | 0 | 0 | 35 | 5 | 5 | 6 | 16 | **69** |
| Financial Literacy | 0 | 0 | 18 | 26 | 2 | 0 | 36 | 28 | 26 | 29 | 19 | 5 | **189** |
| Soft Skills | 0 | 0 | 25 | 53 | 14 | 49 | 13 | 51 | 99 | 59 | 30 | 18 | **411** |
| *Total* | *6* | *19* | *52* | *147* | *33* | *49* | *49* | *114* | *130* | *93* | *55* | *39* | ***786*** |

**ATTACHMENT C –** *Cont.*

## Characteristics of Attendees for Providers

| | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | March | April | May | June | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **ATTENDEES IN SDWORKS[3] (not duplicated)** | | | | | | | | | | | | | |
| *Total* | 0 | 2 | 2 | 11 | 7 | 6 | 0 | 18 | 10 | 5 | 8 | 4 | **73** |
| **NOT EMPLOYED AT TIME OF COURSE** (self-reported) | | | | | | | | | | | | | |
| *Total* | 1 | 9 | 9 | 37 | 21 | 11 | 0 | 38 | 17 | 20 | 20 | 14 | **197** |
| **PUBLIC ASSISTANCE** (self-reported) | | | | | | | | | | | | | |
| Medicaid | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 8 | 6 | 13 | 6 | **36** |
| SNAP | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 3 | 5 | 4 | 12 | 3 | **30** |
| TANF | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 2 | 4 | 2 | 1 | 0 | **11** |
| Childcare Assistance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | **1** |
| Weatherization/Energy Assistance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | **1** |
| *Total* | *0* | *0* | *0* | *1* | *3* | *1* | *0* | *8* | *19* | *12* | *26* | *9* | ***79*** |
| **COURSES** | | | | | | | | | | | | | |
| Instructor-led Computer | 1 | 2 | 5 | 5 | 1 | Course not available | | | | | | | **14** |
| Digital Safety | Course not available | | | | | 0 | 0 | 1 | 2 | 2 | 2 | 2 | **9** |
| Financial Literacy | 0 | 0 | 5 | 8 | 3 | 0 | 10 | 7 | 9 | 13 | 7 | 1 | **63** |
| Soft Skills | 0 | 0 | 2 | 3 | 2 | 4 | 2 | 4 | 8 | 8 | 13 | 6 | **52** |
| *Total* | *1* | *2* | *12* | *16* | *6* | *4* | *12* | *12* | *19* | *23* | *22* | *9* | ***138*** |

## Outcomes

**EMPLOYMENT STATUS 1ST QTR AFTER LAST COURSE COMPLETION (INDIVIDUALS IN SDWORKS[3])**

*18.4%*

**MEDIAN QUARTER EARNINGS AFTER LAST COURSE COMPLETTION (INDIVIDUALS IN SDWORKS[3])**

*$2,338*

[3]SDWORKS is DLR's management information system. Enrollment in SDWORKS is not a requirement for individuals to attend a Family First Initiative course. When individuals are in SDWORKS, DLR is able to cross match employment and earnings with Reemployment Assistance records.