



HEADQUARTERS 400 Wilkes Boulevard, Columbia, MO 65201
VOICE/FAX 573/474-8560 URL www.jobpointmo.org

December 9, 2021

Stacey Button
City of Columbia
Regional Economic Development, Inc.
500 East Walnut, Ste 102
Columbia, MO 65201

Re: ARPA Workforce Development Fund Request

Dear Ms. Button,

Job Point, with the formal submission of this letter, wishes to request \$200,000 of the City of Columbia's ARPA Workforce Development Funds. Job Point is proud to support the expansion of this economic region to grow our economy and workforce by building training programs that meet the existing and emerging skills needs of employers and that help workers enter quality jobs/careers.

Mid-Missouri's premier employment center, Community Development Corporation, and Youth Build provider, Job Point specializes in preparing individuals to enter the workforce, while meeting a critical need of the business community.

Job Point respectfully requests funds to support the following initiatives:

- Purchase and repairs/renovation of 410 Wilkes Boulevard property. A replat, rezoning and possible vacation of an alley would need to occur for this purchase to take place. The sellers are agreed to a contract to be signed subject to the above items including a full discussion with City staff regarding the proposed use of the property to expand Job Point's space for classes. The numbers for this project are a bit up in the air until we are able to meet with City staff, determine what repairs are required, then finalize the additional work we need to allow for the most efficient use of the property. Currently the purchase price would be \$85,000 with professional fees to navigate the City's processes estimated at \$5-10,000. Renovations have a very wide range depending if we hire all the work to be done as opposed to having our students perform the bulk of the work. The most likely range would be \$25-30,000 with our students doing most of the work. The total for the project would then be \$115-125,000.



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- Purchase a Commercial Driver's License Simulator.
This would allow us to train our current students as well as providing instruction for others in the community. We have been receiving several calls recently asking for this training. While it is a section of our Highway Heavy Construction Class there is a large demand for the CDL training alone. It is our hope we can provide hourly rates as well as packages such as for practice with the goal of obtaining a CDL permit or a more extensive approach to obtain the CDL license. With the additional space provided by the 410 Wilkes purchase we will have room to dedicate space for the simulator so it will allow a classroom for this purpose alone. Estimated costs for a new simulator are in the \$60-70,000 range.
New rules and guidelines are being implemented at the State and Federal levels regarding the CDL process. We will not purchase this equipment until all the new rules are known and we discuss with City Staff the applicability of Job Point having this equipment and the efficacy of the training Job Point can provide in the CDL process.
- We are finalizing implementation of Salesforce software to provide up to date, cloud-based data systems. The final step will allow us to customize reporting functions for the various funding sources and providers we are associated with. The cost for this final step that will allow us to spend much less time preparing reports and more time working directly with our clients is \$5-10,000.

As you can see the numbers for the above items are fluid at this point. It is our sincere hope we can lower the costs utilizing a number of strategies.

We greatly appreciate the relationship we have with the City of Columbia and would gladly meet to discuss further should you desire to do so.

Thanks again for your consideration of this request. We look forward to working with you on this matter for the betterment of our community.

Sincerely yours,

Steven A. Smith
President & Chief Executive Officer



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