

# Workforce Alliance of the North Bay - Mendocino

## Return on Investment Report PY2018-2019

Calculations	I. Projected Tax Benefits
79	a) Customers Served July 1, 2018 through June 30, 2019
45	b) Customers Exited as of June 30, 2019
37	c) Customers Employed at Exit as of June 30, 2019
82%	d) Entered Employment Rate at exit: Customers Employed divided by Customers Exited
65	e) Projected Entered Employment Number: Customers served multiplied by entered employment rate
\$ 839.20	f) Average Weekly Wage at Exit: Median Hourly Wage multiplied by 40 hours
\$ 2,834,556.52	g) Projected Average Wages for 12 Month Period Following Termination: (Projected Entered Employment multiplied by Average Weekly Wage) multiplied by 52 Weeks
\$ 35,880.46	h) Projected Average Annual Wage Gain Per Participant: "g" divided by Customers Served
<b>\$ 5,740.87</b>	i) Projected Average Tax Benefit Per Participant (Based upon Income Tax Rates of (12%) Federal and (4%) State Tax Rates): "h" multiplied by tax rates
<b>II. Cost Per Customer</b>	
\$ 369,766.00	a) Dollars invested in individuals enrolled in WIOA
\$ 4,680.58	b) Average Cost Per Customer: Dollars Invested "II.a" divided by Customers Served "I.a"
<b>III. Return on Investment (ROI) Ratio Over Three Years</b>	
\$ 4,680.58	a) Year One: Average Cost Per Customer
0	b) Year One: Average Tax Benefit Per Customer
<b>\$ (4,680.58)</b>	<b>c) Year One: ROI</b>
0	d) Year Two: Average Cost Per Customer
\$ 5,740.87	e) Year Two: Average Tax Benefit Per Customer
<b>\$ 5,740.87</b>	<b>f) Year Two: ROI</b>
0	g) Year Three: Average Cost Per Customer
\$ 5,740.87	h) Year Three: Average Tax Benefit Per Customer
<b>\$ 5,740.87</b>	<b>i) Year Three: ROI</b>
<b>\$ 11,481.75</b>	<b>j) Three Year Benefit: Year Two ROI plus Year Three ROI</b>
<b>IV. Return on Investment Ratio</b>	
\$ 11,481.75	a) Three Year Benefit
\$ 4,680.58	b) Cost Per Customer
<b>\$ 2.45</b>	<b>c) Return on Each WIOA dollar invested: Three Year Benefit divided by Cost Per Customer</b>