

Service Area/Program- Transition & Employment

▶ **VDVS Deputy Commissioner-**

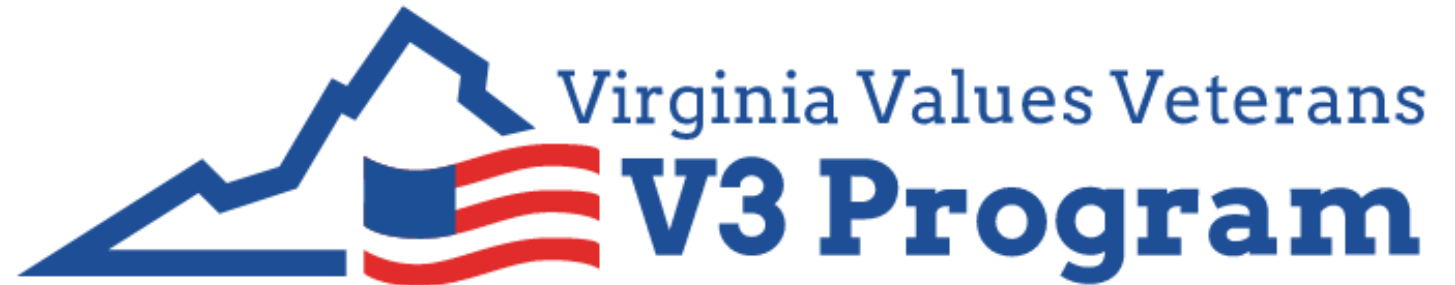
▶ Annie Walker

▶ **VDVS Director-**

▶ Nicole Anderson

▶ **VDVS Program Manager-**

▶ Ross Koenig



BVS POCs-

Thurraya Kent

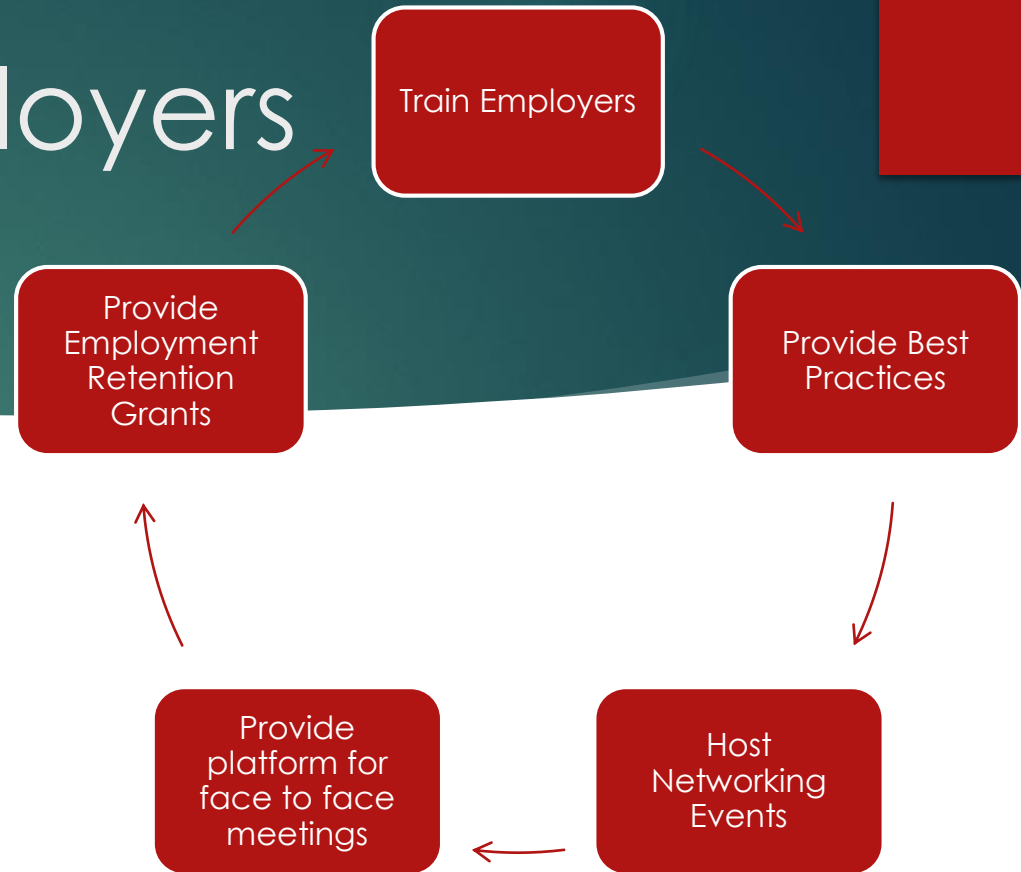
Kathy Owens

Mission of Virginia Values Veterans- V3

- ▶ Reduce Unemployment among Veterans



V3 Assistance to Employers



- **Assist Businesses to attract, hire, train and retain veterans**
- **Promote strategies for connecting employers to qualified veterans (VTAP)**
- **Create a workforce assessment and training program for employers**
- **Create a certification process for employers for hiring and retaining veterans**

T & E Program Benefits

- ▶ **Improves Veterans Employment Conditions**
- ▶ **Increases Veterans purchasing power and therefore VA GDP and Economic Stability**
- ▶ **Decreases VA unemployment liability**
- ▶ **Increases veteran spending on education, licensure and certification**
- ▶ **Attracts new businesses to VA by having a skilled, well-educated veteran workforce**

T & E Program Successes

- ▶ **Over 1000 certified employers**
- ▶ **Over 64,329 Veterans hired**
- ▶ **V3 identified as one of DVS programs with the strongest brand recognition**

T & E COVID Impacts

- ▶ **Restrictions on in-person Relationships**
- ▶ **Restrictions on Client Platforms and Content**
- ▶ **Cancellation of in-person Conferences and Networking Events**
- ▶ ***Creation of Virtual Events**

- ▶ *2 Virtual Networking Events were held in May and June with 40 Employers and over 400 transitioning servicemember, veteran and spouse participants- representing a 200% increase in similar in-person events. Scheduling 2 more events for 2020.

T and E Program Challenges

- ▶ **Customer Relationship Management System-**
- ▶ **The Current CRM platform, Zoho, implemented in 2019-2021:**
 - ▶ **Did not deliver on efficiencies**
 - ▶ **Requires significant staff time to eliminate redundancies**
 - ▶ **Was identified in the VTAP OSIG audit as deficient and structurally unsound (it allows anyone with permission to the platform to delete records without leaving any record of the action being taken)**
 - ▶ **Requires a back-up outside of the system to verify data accuracy**

T & E Program Opportunities

- ▶ **Sponsor bill to expand VTAP's mission under the V3 umbrella**
 - ▶ Prevent Brand Confusion
 - ▶ Prevent Perception of Service Duplication with VEC JVSG Program
 - ▶ Codify that services are offered to Transitioning Servicemembers and Spouses
- ▶ **New CRMS- DBDriven**
 - ▶ Verified Efficiencies
 - ▶ Eliminates Data Dump and Redundancy
 - ▶ Unites V3, MMAC and VTAP under 1CRM System
 - ▶ SWAM Company which will count toward DVS and The Commonwealth goal of 42% of discretionary spending be used to advance equity for small, woman, minority and service-disabled veteran-owned businesses in state contracting opportunities.
- ▶ **Reaching additional Veterans through Virtual Events**
 - ▶ Ensure Global Access to the military community in a cost effective way

T & E Funding

Budget:\$2,922,225

**2022 Budget Request
for new CRM System-
\$562,000**

- ▶ **General Fund**
- ▶ ***Altria Grant- \$100,000/yr**
- ▶ ***Dominion Charity Classic- \$84,000/yr**

***These funds are earmarked and funneled through the VVSF.**

Partners:

Virginia Chamber Foundation

Others