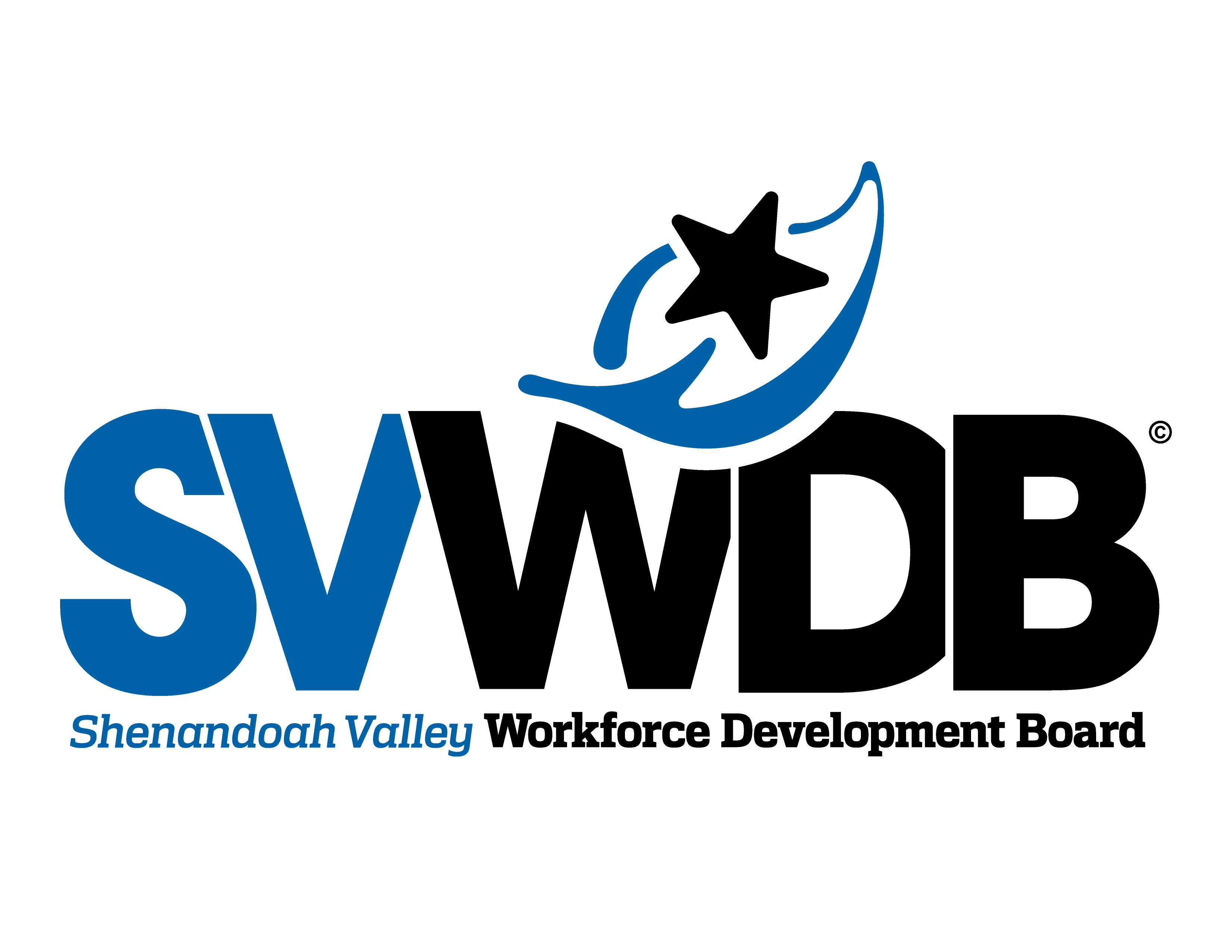
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**One Stop Operator RFP Pre-proposal Conference**

**February 11, 2022**

**Question & Answers**

1. For vendors who are applying to the RFP do they need to have experience in the Shenandoah Valley Area?
   1. It could be helpful, however we frequently receive proposals from out of area vendors and we have worked with out of area vendors in the past.

**Demographic Information**

* **Population:** 533,253 – 7% annual growth 2010 - 2020
* **Unemployment:** 5.2% drop in unemployment since height of COVID
* **Unemployment Rate:** 2.7% down from height of 7.9% June 2020
* **Labor Force Participation Age 16+:** 61.2% age 16 years or older working
* **Labor Force Participation Age 25-**54: 82.2% age 25-54 years of age working
* **Average Wages:** $46,672 Up 9.2% over preceding four quarters (2021 Q1)
* **Cost of Living:** 1.4% higher than the national average (2021 Q1)
* **Median Household Income:** $ 60,927 (2021 Q1)
* **Poverty Level:** 16,972 households are receiving SNAP
* **High School Graduates** (age 25 – 64): 11.6% have no high school diploma
* **Bachelor’s Degree or Higher:** 27.1%, 19% have some college but no degree
* **Target Industry Sectors:**
* Manufacturing,
* Healthcare,
* Transportation and Logistics,
* Construction
* **Education and Training:**
* 9 public/private colleges and universities
* 3 community colleges
* 16 K-12 public school systems
* Numerous Career and Technical schools affiliated with the public school system
* Wilson Workforce and Rehabilitation Center
* **Employer Concerns**
* Recruitment and retention of employees
* Cannot find qualified applicants and the outlook is not promising
* Basic work skills, taken for granted but no longer taught
* Deliberate efforts to reach out and provide access to individuals who have been disenfranchised are necessary