



Supporting the Development and Retention of a World Class Workforce

Matthew Verney, Chair

Jeffrey S. Swartz, Executive Director

**BUSINESS SERVICES AND OUTREACH TEAM MEETING MINUTES
THURSDAY, JANUARY 20, 2022, 2:00PM (ZOOM CONFERENCING)
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE								
Name	Organization	Trustee Member	15-Jul-21	19-Aug-21	23-Sep-21	21-Oct-21	18-Nov-21	20-Jan-22
Weil, Robert	BSR Chair	X	X	X	X	X		
Bennett, Ryan	Truist Bank		X			X	X	
Cardwell, Larry	Pennsauken Township			X				X
Casclano, Cheryl	NJ Dept. of Labor					X	X	
Cirilli, Frank	Local Area Operations Director, CCOSCC	X		X	X	X	X	X
Davis, Taylor	KIPP New Jersey							X
Forman, Lois	Jewish Family & Children's Service					X		
Hanna, Kalina	Camden County College				X	X		
Hejlek, Joe	KIPP New Jersey				X			X
Iannuci Cappello, Susan	Camden County College							
Jez, Craig	BSR DOL				X			X
Leonetti, Mike	Paraprofessional, CCOSCC		X	X	X		X	X
McCormick, Carol	Camden County College, Business Services			X	X	X	X	X
Moen, Bill	Camden County College				X	X	X	
O'Hara, Ricky	DOL, Ventures		X	X		X		
Page-Soncrant, Jeanne	NJ Dept of Labor, Business Service Rep.			X			X	
Regensburger, Robert	Lockheed Martin	X	X	X	X	X	X	X
Russomanno, Salvatore N.	Applied Enterprises, LLC						X	
Shafer, Derena	Camden County College		X	X		X	X	X
Sinclair, Nidia	Camden County One-Stop						X	X
Snyder, Billy	Pennsauken Public Schools							
Staas, Diane	Camden County College							
Veneziani, Jennifer	Business Outreach, LWD, DVRS			X	X	X		
Levitt, Alex	WDB					X	X	X
Swartz, Jeffrey S.	WDB		X	X	X	X	X	X
Vaughn, Debra	WDB							X

WELCOME

Jeffrey S. Swartz, Executive Director, WDB chaired the meeting for Bob Weil, who could not attend. He and asked for round table introductions and welcomed attendees. The meeting was called to order at 2:05pm. Hearing no corrections, additions, or deletions to the minutes for the meeting on October 18, 2021, he asked for a motion to approve the minutes. Derena Shafer made the first motion, seconded by Mike Leonetti. By unanimous vote to the affirmative, the motion carried, and the minutes approved.

Jeff reviewed the recently revised mission statement. Hearing no objections or comments, the decision was made to approve the updated mission statement for the Team as follows; *It is the mission of the Business Service and Outreach Team to build relationships with employers, support community engagement, and identify employer workforce development needs and connect them with appropriate programs and services.*

Frank Cirii, Local Area Operations Director – One-Stop Updates

The One-Stop has primarily interacted with clients virtually, but the doors are open for in-person service. Inspections by Health Department of Camden County have been successfully passed. Safety protocols have effectively prevented transmission on site and all COVID-positive employees were exposed by off-site personal contacts. Counselor meetings, testing and classes have been done virtually, using Zoom and Docu-Sign. The Youth One-Stop video is being finalized with the Youth Committee and upon approval, will be uploaded to the County website.

- **Incumbent Worker Training (IWT)**

Frank reported having bi-weekly meetings with members of Camden County College to discuss Incumbent Worker Training (IWT). He noted that Mike Leonetti and Carol McCormick and the college staff have been working hard at getting a cohort going and to utilize grants to keep the upskilling program going. By participating in the Incumbent Worker Training Program, employers will be able to upskill the current workforce, avoid lay-offs, and move workers up the ladder, all of which makes room for more backfill of new employees. Businesses approved for grants have access to a training program that can be crafted by the college to meet their specific needs.

Craig Jez – State of NJ, Business Service Team Updates

Jeff noted that Amanda Modale, Supervisor, State BSR team, has been diligent in providing reports on employer activity in Camden County. Craig stated Amanda is the Team Manager and coordinator for inquiries that are Camden centric. The Business Service Team is still involved in a matching process with employers and is still working on the Return and Earn Program. There was a regional hiring event for a group that expands Gloucester, Camden, and Burlington Center for County Services. There were about 150 people registered, with 48 participating. Cooper and Bancroft have held recruitment events. Janea is working with Cherry Exteriors and waiting for direction on how to proceed. Craig has worked with the laundry group, HCSC, and is working with Ron Hargrave of REVOLVE(PA), to get it registered with the State of NJ. Sherry, Craig, and Jenea continue to work to ensure coverage for Jeannie in her absence. Craig will contact Ricky O'Hara to provide updates on Veterans' activity to Jeff.

Jeffrey S. Swartz, WDB – Regional Activities

- **ABILITIES Committee – Regarding DVRS, an event is being planned through the Abilities Committee for late Summer, targeting employers for recruiting and hiring individuals with various disabilities. The in-person event, featuring speakers from Cooper, will be held at the Camden County Boathouse. A June date is pending, and further details will be provided when finalized.**
- **ACE Training Initiative - Jeff reported the ACE Training Initiative, will be holding info sessions in February for individuals interested in a career in the electrical industry. The initiative is comprised of three programs; Get into Energy, Worker in Sustainable and Line School Training Program are open to anyone 18 years of age or older. The curriculum provides an industry overview and training for the CAST Test which is the nationally recognized credential that allows employment in the industry. Camden County College will provide the three paid training sessions, in-person and virtually, which will commence in February. The program has graduated 90% of the participants and two graduates were hired by Atlantic City Electric.**
- **GSETA, Camden Works, Summer Youth Employment – Jeff reported the Garden State Employment and Training Association (GSETA) hosted a virtual conference which was very well attended. The planning committee is already at work for another virtual event in the Fall of**

2022. The Camden Works program is designed to identify and place residents in jobs in the City of Camden, and throughout the County. The State is providing funding for Summer Youth Employment and the WDB will be applying for a grant.

Derena Shafer – Camden County College

The Spring semester has started, and on-campus events are being planned for the first time since the onset of COVID. The Annual Career Fair is slated for May 3, 2022.

Larry Cardwell – Pennsauken Township

Aluminum Shapes has closed, and was purchased by Velocity Venture Partners, The site will be turned into a business park with multiple tenants. Larry stated there has been a lot of inquiry about the Cannabis manufacturing, warehousing, and retail opportunities. Self-storage is also drawing interest in the area.

Taylor Davis, Joe Mejek – KIPP School

Taylor stated that she would be interested in the Youth Summer Employment and workforce opportunities available to high school seniors and graduates not attending college. Efforts are being made to track how many KIPP alumni and students from area high schools are going straight into the workforce and would be interested in CTE programming. Per Joe Mejek, Taylor will be collaborating with a team of counselors to focus on opportunities for high school seniors and graduates that are alumni of Kipp and high schools in the area, as well as internships for students of working age. Jeff offered to set up an information session about the ACE Training Initiative opportunity.

Bob Regensberger – Operations Committee, White Paper

The White Paper continues to advance. The Executive Summary has been updated and sets the tone for the balance of the document. The purpose of the White Paper is to put forward documentation of the innovation and creativity to accommodate the move over to Cherry Hill, adaptation to the challenges presented by COVID conditions and continue effectively serve the customers. Overall, good progress has been made on the White Paper and the final document will be something that can proudly be shared with leadership at the Department of Labor.

Carol McCormick – Camden County College Continuing Education

The Pace Grant is being offered by the DOL, which are pre-apprentice bootcamps for Healthcare and Manufacturing. For Healthcare, the bootcamp is a CNA. For Manufacturing, the bootcamp targets dislocated workers to prepare them for entry-level positions. The bootcamps both run 15 weeks, approximately 18 hours per week and are expected to start in March. These programs will be offered in the Summer to accommodate high school students and graduates. College credits and certifications will be earned by successful bootcamp participants.

Mike Leonetti – One-Stop/Incumbent Worker Training

Frank Messina is very interested in learning more about the IWT Program. His company does mold remediation and he would love to improve his employee retention.

Carol stated that the Zallie's training manager has expressed interest in what training is available and Carol will be meeting with her to discuss the IWT program. Jeff mentioned that Fran Kuhn of Atlantic County WFD is interested in IWT for CDL training of drivers for the MUA. He is seeking clarification for WIOA funding eligibility for IWT for companies that are not receiving grant funds from the State or Federal government.

Alex Leavitt

Alex commented that he is updating the video with subtitles for the hearing-impaired. The video will be ever-evolving for such things as a Spanish-speaking version, more employer testimonial, and more reflection of candidate diversity.

ADJOURNMENT

Jeff Swartz asked for motion to adjourn. Mike Leonetti made the motion, seconded by Larry Cardwell. The motion carried and the meeting adjourned at 2:40pm

NEXT MEETING

The next Business and Outreach Team meeting is scheduled to meet again on Thursday, February 17, 2022, at 2:00 p.m. This meeting will be conducted via Zoom Conferencing. Meeting notices and materials will be sent to the team.

Submitted by:

Debra Vaughn

Administrative Assistant to the Executive Director, WDB