



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, MARCH 17, 2022, 2:00PM (ZOOM CONFERENCING)
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE								
Name	Organization	Trustee Member	23-Sep-21	21-Oct-21	18-Nov-21	20-Jan-22	17-Feb-22	17-Mar-22
Weil, Robert	BSR Chair	X	X	X			X	X
Bennett, Ryan	Truist Bank			X	X		X	X
Cardwell, Larry	Pennsauken Township					X		X
Casciano, Cheryl	NJ Dept. of Labor			X	X			
Cirii, Frank	CCOSCC	X	X	X	X	X	X	X
Davis, Taylor	KIPP New Jersey					X		
Forman, Lois	Jewish Family & Children's Service			X			X	
Hanna, Kaina	Camden County College		X	X			X	
Hejlek, Joe	KIPP New Jersey		X			X		
Islam, Sho	NJ Business Center						X	
Iannuci Cappello, Susan	Camden County College							
Jez, Craig	BSR DOL		X			X		X
Leonetti, Mike	CCOSCC		X		X	X		X
Lex, Jim	Camden County Improvement Authority							X
McCormick, Carol	Camden County College		X	X	X	X		X
Moen, Bill	Camden County College		X	X	X		X	X
O'Hara, Ricky	DOL, Ventures			X			X	X
Page-Soncrant, Jeanne	NJ Dept of Labor, Business Service Rep.				X			
Quinones, Cris	WAWA						X	
Regensburger, Robert	Lockheed Martin	X	X	X	X	X	X	X
Russomanno, Salvatore N.	Applied Enterprises, LLC				X			X
Shafer, Derena	Camden County College			X	X	X		X
Sindclair, Nidia	CCOSCC				X	X		X
Snyder, Billy	Pennsauken Public Schools							
Staas, Diane	Camden County College							
Thompson, Sherry	BSR DOL							
Veneziani, Jennifer	Labor and Workforce Development, DVRS		X	X				
Levitt, Alex	WDB			X	X	X	X	X
Swartz, Jeffrey S.	WDB		X	X	X	X	X	X
Vaughn, Debra	WDB					X	X	X

WELCOME

Bob Weil asked for round table introductions and welcomed attendees. The meeting was called to order at 2:03pm. Hearing no corrections, additions, or deletions to the minutes for the meeting on January 20, 2022, Bob asked for a motion to approve the minutes. Derena Shafer made the motion, seconded by Mike Leonetti. By unanimous vote to the affirmative, the motion carried, and the minutes approved.

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

- The One-Stop staff is in place to offer more in-person services and most State partners are now back on site. UI will start seeing people by appointment only on March 28th and plans are being made with security and partners to coordinate a good, safe experience for staff and clients. There are concerns with how the UI plans are being coordinated regarding appointment setting for clients. The prospect of the anticipated frustrated walk-ins being turned away is worrisome, because UI plans to only service pre-scheduled

appointments in 15-minute intervals at the Camden and Ocean County One-Stop Centers. Additional security will be on site. Staff concerns about active shooter training have been addressed by providing training materials for them One-Stop is pushing for UI to address each walk-in claimant personally and provide a way for a claimant to make an appointment at that time. Ken Brahl raised a question about possible “sick-outs” among the One-Stop employees, and Frank responded that there should be minimal contact with UI walk-ins, there will be security personnel in place and all safety precautions are being taken.

- Incumbent Worker Training (IWT) is expected to get off the ground with a conglomerate of ShopRite stores, with training that will be underway in the next few weeks and end before the current program year in June, Other potential participants are Bancroft and American Flux. The training relationships between the One-Stop and participating employers are expected to be on-going over years.

Ricky O’Hara, DVRS

- Ricky recently participated in a virtual job recruitment with Sherry Thomson for First Harvest Credit Union. There were 86 in attendance for Veterans. They are now waiting for hiring outcomes from the event.

Craig Jez, NJ DOL, Business Services

- As leads come in on Camden-based activities, the Business Services team shares the information and follows up. In recent weeks, Craig stated he has covered BestWork LiveNation, Chick-Fil-A and ProMedica for training. Amazon had a recent recruitment event, and the Center for Family Services is in the planning stages of a North-South multi-region recruitment event. Iliana is working with Catelli Brothers on apprenticeships and eventually setting up a virtual recruitment event. In general, virtual recruitment is still the vehicle of choice among employers along with communication with DOL in Trenton regarding apprenticeships. Jeff asked Craig if he had a chance to talk to Maurice Tyndell of BestWork Industries and Craig responded that he had spoken to Maurice and Mr. Freeman. Craig stated that he received details of what Maurice’s needs were and explained the process of posting, setting up matching recruitments and getting him into the system so Business Services distribute their needs to other resources

Jeffrey S. Swartz, WDB – Regional Activities

- **2022 Cohort, Information Sessions, ACE Training Initiative**
Jeff reported the ACE Training Initiative, has held 4 informational sessions to date for individuals interested in a career in the electrical industry. Information sessions will be held in the coming week at Cherry Hill West and Sterling High Schools. Several high schools (including Triton and Highland) expressed interest in having information sessions during the summer months. All but one piece of safety equipment is in place for Physical Abilities/Line School, which is expected by the end of the month. Classes are expected to start in mid to late April with 26 students.
- **Summer Youth Employment**
The Summer Youth Employment Program has been awarded funding for 45 slots to in career opportunities for county resident youth aged 16-24. The program offers a stipend of \$13.50 per hour for 25 hours per week for seven weeks of employment and one week of an educational component to youth participants. The curriculum for one week of work readiness training comes from a Texas One Stop which included financial literacy and soft skills.
- **Camden Works**
A scheduled call was canceled, so there is no update for the current 2-week period.

UPDATES

Larry Cardwell, Pennsauken Township Economic Development

- Aluminum Shapes closed but is reopening as a new company specializing in extrusion. They are restarting and hiring between 75 and 100 people. The company is seeking a contact with the State of NJ for an Air Quality Permit. Jeff suggested Jim Lex may be able to help and in turn, Jim Lex suggested Larry give Sho Islam a call at the NJ Business Action Center.

Darena Shafer, Camden County College

- The Career Exploration Series for non-traditional careers requiring preparation of 2 years or less will be offering a free educational event in May that is open to everyone but is geared specifically toward the Hispanic community to address a shortage of Spanish-speaking professionals in the ophthalmic industry. The program will show opportunities in the Ophthalmic Science Technology profession, and all are welcome. A flyer in English and Spanish is available for distribution. The college will hold its first career fair in 2 years. The event has been rebranded to not be exclusive to the college, but to now serve as a community-wide event. The career fair on May 3, 2022, from 11:00am to 2:00pm is free and open to all. Any employer that wishes to participate may do so at no cost and a table will be provided free of charge. Information will be distributed when the materials are finalized.

Ken Brahl

- The Literacy Committee will host a Youth Job Fair for young people aged 16-17 at the Clementon Firehouse on Saturday April 30th, from 9:00am to 1:00pm. Two ShopRite stores are on board and Clementon Park is expected to participate thus far. Clementon Library will also be highlighted to introduce families to all the literacy services available to them. Bob asked Ken to talk about the Literacy Needs Assessment. Ken stated the literacy assessment revealed areas outside of Camden City in need of outreach, including those with barriers to transportation such as Winslow, Clementon, and Lindenwold. Clementon Memorial Library is a transportation accessible, safe space to use as a hub for literacy outreach activities. The study will be updated using the 2020 Census data to see what changes occurred and find ways to address needs. Jeff added that the correct date for the job fair is Wednesday, May 4th, from 3:00pm to 6pm at the Clementon Fire Hall.

Carol McCormick – Camden County College

- Camden County College has received a NJBIA Basic Skills Grant. The funding provides no-cost training to private sector employers. Dedicated training is available virtually or at the college, offering online open enrollment courses such as Microsoft Office applications, leadership, management and more. Anyone in the private sector can attend. There is \$3 million in funding available per year. Carol invited the meeting attendees to pass the word to employers that the training is available to them.

Bill Moen, Camden County College Continuing Education – Rohrer

- Camden County College (CCC) has been working with HESAA (Higher Education Student Assistance Authority) at the State level to utilize its Pay It Forward Program, which will provide a new avenue of financing for continuing education students or those pursuing associate degree. CCC is preliminarily approved to offer these loans to its HVAC and Welding students. A Pay It Forward requirement is that the starting salary of the chosen industry is above \$45,000. A no-interest loan would be provided to the student which is only repaid once the individual obtains employment in their field of study. It is the intent of the school to develop other programs that would meet HESAA requirements and could be offered to other students in the future.

Bob Regensberger – Operations Committee

- A pilot project has commenced that partners Lockheed’s Corporate Workforce Development with RCBC and Camden County College to evaluate how to attract those who have two-year degree Engineers or individuals who seeking a two-year degree in the STEM subjects. Tuition reimbursement is available to employees to complete their degree or to seek a higher degree should they choose to do so. All Lockheed Martin employment opportunities can be found by a search on the corporate website, using the keyword “Moorestown.”
- Bob Weil then asked Bob to give a summary of the “White Paper” that would be revealed at the upcoming Quarterly Board Meeting. Bob described the collaborative project of producing a report of the best practices used to relocate the One-Stop Career Center efficiently and inter-agency teamwork to continue to serve the public, and then to work through the barriers of the pandemic using innovation, creativity, and a commitment to providing service despite the formidable limitations, and documenting the outcomes achieved with valuable data.

Ryan Thompson, Truist Bank

- Ryan stated that she and her colleague had a meeting at the Camden County Prosecutors Office, and she mentioned the Summer Youth Employment Program. She said interest in the program was expressed and she would love to set a meeting for Jeff or Bob. Jeff Swartz said there would follow up to see if there are any opportunities there for young people.

Jeff Swartz

- The Quarterly Board Meeting will be held virtually on March 23rd at 8:30am and all are welcome. Email Alex at receptionist@CCWIB.com for a meeting invitation including the link to join via Zoom.

Bob Weil, Connor Strong & Buckelew

- Connor Strong & Buckelew is back to work in the office and has several openings for experienced insurance professionals in DE, as well as those previously mentioned in Camden and New York City.

Sal Russomanno

- Sal mentioned that he is noticing a trend where companies are interested in getting into apprenticeship programs.

ADJOURNMENT

Bob Weil asked for motion to adjourn. Jeff Swartz made the motion, seconded by Ryan Bennett. The motion carried and the meeting adjourned at 2:46pm.

NEXT MEETING

The next Business and Outreach Team meeting is scheduled on Thursday, April 21, 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