



Supporting the Development and Retention of a World Class Workforce

Robert Weil, Chair

Jeffrey S. Swartz, Executive Director

**BUSINESS SERVICES REPRESENTATIVE MEETING
MINUTES
THURSDAY, JANUARY 14, 2021 2:00PM (ZOOM CONFERENCING)
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

ATTENDANCE

Members		13-Aug-20	10-Sep-20	8-Oct-20	12-Nov-20	10-Dec-20	14-Jan-21
Bennett, Ryan	Trusit Bank					X	
Boyle, Jim	NJ Dept. of Labor					X	
Cardwell, Larry	Pennsauken Township				X	X	
Casciano, Cheryl	Nj Dept. of Labor					X	
Cerrito, Vincent	Ray Angelini, INC.						
Cirii, Frank	Local Area Operations Director, CCOSCC		X	X		X	X
Connors, Kristi	NJDVRS						
Deitz, Jeff	NJDVRS						
Forman, Lois	Jewish Family & Children's Service			X	X	X	
Goodman, Steve	Reginonal Development Dir. YMCA						
Hejlek, Joe	KIPP New Jersey			X			
Iannucci Cappello, Susan	Camden County College		X	X			X
Leonetti, Mike	Manager, NJDMV			X		X	X
McCormick, Carol	Camden County College, Business Services		X	X	X	X	X
McLaughlin, Margie	The Salvation Army	X		X		X	
O'Hara, Ricky	DOL, Ventures	X	X		X	X	X
Page-Soncrant, Jeanne	NJ Dept of Labor, Business Service Rep.		X	X	X	X	X
Regensburger, Robert	Lockheed Martin	X	X	X		X	X
Russomanno, Salvatore N.	Applied Enterpirses, LLC	X					
Shafer, Derena	Camden County College						
Sinclair, Nidia	CCOS, Director Career Center						
Snyder, Billy	Pennsauken Public Schools						
Veneziani, Jennifer	Business Outreach, LWD, DVRS						
Swartz, Jeffrey S., Exec. Director	WDB Executive Director	X	X	X	X	X	X
Varallo, Kathleen	WDB Admisnistrative Assistant	X	X	X	X	X	X

WELCOME

Jeffrey S. Swartz, Executive Director, WDB, welcomed attendees to the Zoom meeting and asked for roundtable introductions. The Team reviewed and approved the minutes from the December 10th meeting.

Overview of the purpose and work of the Business Service Team. (BSR)

One of the best tools to help us determine the focus of the Workforce Development Board (WDB) is the input we get from area employers, in terms of who they are hiring, their job requirements, what certifications they may require, and hiring trends they forecast. This committee is one of the vehicles we use to help achieve the goals of the WDB. Many of the participants in this

committee have been in business and are now in areas of workforce development related to the needs of employers. They are out day to day, talking with employers, jobseekers and individuals gathering information about the community's workforce needs. This information has helped us create job training programs that result in employment opportunities. This effort helps to fulfill our mission. We meet monthly and talk about employers that are hiring and how we can best serve them, new projects coming into the county and training programs we should be running in the future. This meeting also helps to make sure we are aligned with local and state public policy. Friends and colleagues in private sector business are always welcomed to join this committee as well.

BUSINESS SERVICE TEAM UPDATES

Jeanne Page-Soncrant, Business & Employer Services, NJ Department of Labor, serving Camden County, reported the state BSR teams are continuing to participate in the Job Matching program. This initiative, as mentioned in past meetings, includes pulling job candidates streaming into the AOSOS system and matching them to jobs posted to the New Jersey Labor Exchange Job Board (NJNLX). She is currently matching up to 20 jobs per week. She said all notifications are sent out by email to approximately 500-700 people per job. BSRs are also continuing to outreach to those employers to let them know about the process. The Job Matching has been added to regular business outreach and contact. Jeanne noted that Camden County has more employers per capita than many other counties around the state. Jeff asked if Jeanne reviews services with employers when she contacts them. Jeanne said part of her initial meeting with any employer or HR professional is to give them an overview of all the services available to them. Jeanne will also refer them to other county contacts as requested such as Economic Development or the Improvement Authority. She serves as a conduit or liaison that connects them to all their business needs. Ricky O'Hara, Veteran's Service Rep, (Five Southern Counties), noted that many of the OJT grants are on hold but some customized training grants are beginning to open up. Jeanne reviewed some personal instances of employer engagement and said there are all kinds of employer requests, some she can help with and some she helps by referral to meet their need.

Jeanne reporting she successfully made a very good contact with Virtua Healthcare System. Since Healthcare is very big in Camden County, she has made it an important focus to partner with employers in this industry. She was happy to report she met with the senior VP of Human Resources last week and also mentioned the WDB in her conversations. She will continue to develop that partnership. Jeff encouraged Jeanne to invite employers to the WDB Committee or Quarterly meetings.

Jeanne said she continues to promote the NJNLX for all job postings. The COVID job board is available but it does not upload to the AOSOS system so they cannot be sourced for candidates. She stressed the importance of getting employers to post their jobs to New Jersey's link to the Federal Job Board, NJNLX. The team discussed some of the features of the NJNLX such as multiple postings made easy by interface with the company website career links. Bob Regensberger, Lockheed Martin, said there have been some changes in administration at the company and they are doing a lot of hiring especially in the area of engineers. He said he will make sure to connect the BSR team to the HR team at Lockheed. Jeanne said she also met by phone with Ryan Bennett, Truist Bank, after her attendance at the last BSR meeting. Jeanne said Ryan made her aware of bank services that help jobseekers with financial management.

Ricky O'Hara, Veteran's Service Rep, (Five Southern Counties) reported there was some important information about COVID relief funding released for employers that he will forward to the team. Jeff asked and Ricky confirmed that employers are looking to hire Veterans but he has not seen much activity regarding Veterans applying for jobs. He noted one Veteran that was hired within one week of contact. Jeff asked if Ricky was visiting any of the Veteran Housing Facilities. Ricky said COVID restrictions have prevented him from making and in-person visits.

REGIONAL ACTIVITIES

Jeff reported the Atlantic City Electric program will be starting again in March 2021 with the line training. He reported Camden County and Atlantic County will be running the Line School Training in April at the Anthony Canale Training Center in Egg Harbor Township, NJ. Gloucester County is currently running the WISE and GIE Math Courses virtually in their local area. He said our local area will not be running those programs until the first and second cohort finishes the line training. Those interested in starting these courses can be referred to the participating counties but otherwise Camden County will be recruiting again for the 2022 year later this year.

Jeff reported he is continuing to participate in the Camden Works Initiative. During last week's call it was reported that a total of 467 jobseekers were registered in the data base, of which 163 customers have been placed and are working. Camden Works started a Facebook page and agreed to post information about One-Stop services on that page.

Jeff reported meetings continue to be conducted virtually by the State Employment and Training Commission (SETC) and Garden State Employment and Training Association (GSETA). Many of the same challenges such as state waivers and UI concerns are being shared by WDB Directors from across the state. Many local areas share the same concerns. He said discussions are beginning to negotiate the GSETA Employment and Training Conference, October 2021. It is still undecided whether the event will be held in-person or virtually. Virtual options are being proposed.

INDUSTRY PARTNERSHIP UPDATES

Jeff reported the Prologis Pilot Training Program is going well. The pilot program initiative is being sponsored by Prologis, which is a national leader in transportation, distribution, and logistics. The modules or online 20-hour pilot training program was created by a company called JFF and will be offered free of charge to 800 participants in Phila, and New Jersey through the end of February 2021.

Frank Cirii, Local Area Operation Director, CCOSCC, reminded the team that the One-Stop is open and is accomplishing virtual and by-appointment services. He referred to the Camden County website and the WDB website which posts a directory of virtual services. There is a video orientation of service posted to the county site and includes information about all partner services. Follow the link for more information.

Camden County One-Stop Virtual Services Directory

<https://www.camdencounty.com/service/employment/job-training-placement/>

BUSINESS & COMMUNITY UPDATES

JFCS JOB BOARD

Kathleen reported for Lois Forman, Jewish Family and Children Services, (JFCS). The JFCS tri-county job board continues to grow. The agency is also featuring a job of the week on their website. Follow the link for more information: <https://jfcssnjjobs.org/>

Carol McCormick, Camden County College, reported the college starting its next round of Adult Skills classes and offering another round of incumbent worker training for employees of private sector businesses. The programs consist of all types of four-hour online computer training including all the Micro-Soft Office classes, communications, leadership and supervisory skills, customer service and more. The classes are held online

during the week from 9am-1pm and employers can send one or more employees to these trainings. She encouraged the team to visit the college website to get more information about customized training.
<https://www.camdencc.edu/about-1/for-your-business/workforce-training/>

NEXT MEETING

Jeff reported the next WDB Quarterly Board of Trustees meeting is scheduled for Wednesday, March 24th @8:30am via Zoom Conferencing. Kris Kolluri, CEO, Coppers Ferry Partnership, will be speaking about the Camden Works Initiative.

The next BSR and Outreach meeting is scheduled for Thursday, March 11, 2021, 2:00 p.m. This meeting will be conducted via Zoom conferencing. Jeff thanked everyone for attending the meeting.

Submitted by,

Kathleen Varallo,

Administrative Assistant, WDB