



WORKFORCE DEVELOPMENT BOARD

Supporting the Development and Retention of a World Class Workforce

Jeffrey S. Swartz, Executive Director

Carl A. Donato Jr., Chair

**Business Service Outreach Team Meeting Minutes
Thursday, January 16, 2025 via Zoom**

Attendance

	Organization	Trustee Member	16-Jan-25
Thompson Ryan	Truist Bank, BSOT Chair	X	X
Adams, Darrel	Camden County 55+ Program		
Askie-Rosario, Andrea	CC Commission of the Blind		
Baer, Jessika	NJ DOL		
Bass, Henry	NJ DOL		
Burden, Lawrence	Hopeworks		
Campbell, Gabriella	NJ DOL		X
Cirii, Frank	CCOSCC	X	X
Davis, Gerald	CCOSCC		
Davis, Taylor	KIPP New Jersey		
DeFulvio, Michelle	Camden County College		
Deitz, Jeff	DVRS		
Farrar, Gary	Transportation		
Field, Nicole	NJDOL		
Forman, Lois	Jewish Family & Children's Service		
Fugee, Antoinette	Cooper		X
Gaskins, Melanie	Camden County College		
Kaur, Nimit	Camden County Health and Human Services		
Laguna, Connie	Truist Bank		
Langhorne, Riscee	Hopeworks		
Lakshminarayan, Pavithra	NJ Dept. of Labor & Workforce Dev.		
Law, Quinton	Camden Community Partnership		
Legge, Patty	Volunteer Up		
Leonetti, Mike	CCOSCC		
Lex, Jim	Camden County Improvement Authority		
Lord, Lisa	CCTS		X
McCormick, Carol	Camden County College		
Moen, Bill	Camden County College		X
Page-Soncrant, Jeanne	NJ DOL, Business Rep.		X
Perez, Irene	DVRS		X
Quinores, Cris	WAWA		
Randall, Angela	Community Planning & Advocacy Council (CPAC)		
Regensburger, Robert	Lockheed Martin	X	X
Richardson, Ryan	NJDOL		



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Robinson, Terrenny	Net America		
Scott, Karen (for Angela Randall)	Community Planning & Advocacy Council (CPAC)		
Serrano, Angel	Hopeworks		
Shafer, Derena	Camden County College		
Sinclair, Nidia	Camden County One-Stop		
Spector, David	NJDOL		
Urkowitz, Ronda	Cross County Connection TMA		
Walton, Ruth			
Taylor, Kormasa			
Weil, Robert	Conner, Strong, and Buckelew	X	
Yares, Yoni			
Michelle Rohan	WDB		
Richelle Hardison	WDB		
Swartz, Jeffrey S.	WDB		X
Vaughn, Debra	WDB		X
Williams, Leslie	WDB		

Ryan Thompson opened the meeting at 2:06 and asked for a motion to approve the minutes from the December 19, 2025 meeting. Motion was made by Jeanne Page-Soncrant with clarification of her comments in reference to virtual recruiting and targeted hiring events, noting that a virtual recruitment serves as targeted hiring event. In addition, she clarified that a Rapid Response she mentioned was for Sahara Sam’s. Irene Perez seconded the motion with a comment to review the committee meeting attendance record. By a unanimous affirmative vote, the motion carried and the minutes for the December 19, 2024 BSOT Committee meeting were approved.

Quick Recap

The team discussed various updates and initiatives, including the Summer Youth Work Experience Program, the apprenticeship program for cabinet makers, and the challenges faced by employers not ready to work with the Department of Labor. They also discussed the organization of targeted hiring events, job fairs, and the potential conversion of the CWEP into an OJT for future hires. Lastly, they addressed issues related to staffing, job openings, and the promotion of funding streams for women and minorities in construction.

Next Steps

- Attendance records will be checked for discrepancies mentioned by Irene. The importance of signing in for attendance, especially for those joining via phone was noted.
- The WDB’s Summer Youth Work Experience Program is open to Camden County residents ages 16 to 24. If a notice of award is received from the State, the program will

have a total of 100 participants, with an additional 50 slots funded by Atlantic City Electric.

- Jeanne commented that a new owner has taken over at Sahara Sam's and employees would be retained and shared a presentation offering guidance and resources for employers. The NLX job board is available to employers with openings. She mentioned upcoming job fairs at the Cherry Hill Mall and at Rutgers/Camden. Jeanne and Lisa will discuss holding a targeted hiring event at CCTS in February.
- Frank provided an update for the One-Stop. Outreach events are planned for TANF customers, collaboration with the WDB to place some of the SYWEP participants. There will be 2 job fairs at the Cherry Hill Mall (Spring and Fall). He invited meeting attendees to suggest businesses for potential Incumbent Worker Training cohorts this year. Jeanne will discuss potential CWEP sites with Frank that could possibly turn into OJT opportunities. A new front desk person, Gabriel Aguilar has been hired and will start next week.
- Lisa to share flyers for job fairs at CCTS on May 7th (Gloucester Township campus, from 4pm-6pm) and May 9th at CCTS (Pennsauken campus, from 1:00pm to 2:30pm) for juniors and senior students once finalized.
- Antoinette will send information for Cooper Hospital's Patient Relations Belonging Specialist position to Jeff and Jeanne.
- Bob Regensberger will keep the group updated on Lockheed Martin's entry-level engineering, computer programmer and technical support positions.

Summary

Carmana Designs, Ltd. and Custom Cabinetry and Millwork Payment and Apprenticeship

In the meeting, Lisa and Jeannie discussed the challenges of getting Carmana Designs to pay for services, with Lisa expressing her concerns about the interns not being paid. They also discussed a potential apprenticeship program for cabinet makers, which could provide more funding.

Summer Youth Work Experience Program

Jeff shared updates about the WDB's Summer Youth Work Experience Program. The program aims to employ 100 young people, with 50 slots funded by the state and an additional 50 funded by Atlantic City Electric. Jeff encouraged the team to reach out to potential employers to serve as work-learn sites and young people interested in participating in the program.

Employer Guidance and Virtual Recruitment

Jeanne discussed the challenges faced by employers who are not ready to work with the Department of Labor (DOL). She suggested that these employers could seek guidance from the official New Jersey State website, business.nj.gov, which provides resources for employers beyond hiring. Jeanne also mentioned the National Labor Exchange Job Board (NLX), which can be accessed through her signature line in emails. She further explained the concept of a virtual recruitment information session, also known as a targeted hiring event, which allows for a larger number of participants than a traditional in-person event. Jeannie also shared an example



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of a flyer she created in collaboration with NJ Transit. Jeannie discussed her efforts to organize targeted hiring events for the upcoming year, including a job fair at Cherry Hill Mall and another at the Camden County Technical Center. She also mentioned her communication with partner agencies and various organizations, such as Pathstone and the New Jersey Commission for the Blind.

Camden County One-Stop

Frank shared updates about the upcoming spring outreach for their SNAP clients, focusing on the Youth Work Experience Program and the placement of new slots in county departments. He also mentioned two in-person job fairs at Cherry Hill Mall, scheduled for the Spring and Fall. Frank mentioned a recent issue with the heaters at their facilities that was resolved. He encouraged the team to think about interested employers for the Incumbent Worker Training Program. Jeannie added that she had discussed marketing the CWEP program with Nidia and had some potential host agencies in mind. Lisa offered to share flyers with her business partners once they were available. Jeannie proposed the idea of converting the CWEP into an OJT for potential future hires, which Frank agreed could be beneficial for the pipeline. Frank also announced the hiring of a new bilingual front desk person, Gabriel Aguilar, to help alleviate the pressure on the staff.

Mid Penn Bank

Ryan will send out the flyer for Mid Penn Bank's ribbon cutting ceremony on January 30th. The bank has a universal banker position to fill. Jeanne will assist Mid Penn Bank HR with posting the open position on the NLX. Connie Laguna from the Center for Financial Training will hold the Future Financial Professional Camp again in Camden. Participating students will receive a stipend while attending the 6 or 8-week program and will receive a Teller Certificate from the Banking Association upon completion of the program.

Camden County Technical Schools

Lisa announced two upcoming job fairs: one on May 7th at the Gloucester Township campus, open to the public and high school students, and another on May 9th at the Pennsauken location, targeted at junior and senior high school students. The first fair will be from 4 to 6 pm, while the second will be from 1 to 2:30 pm. She will share more details about these events once they are finalized. Lisa then shared her plans to host an event for career and technical education month, focusing on job openings in education and will discuss hosting a targeted hiring event in February with Jeanne.

Cooper Hospital

Antoinette expressed difficulty in filling a Patient Relations Belonging Specialist position, which requires a high school diploma. She requested help in finding suitable candidates and offered to share the job code and information with the team. Jeannie agreed to look into the matter and Jeffrey offered to assist by forwarding the job information to his contacts.

Lockheed Martin, College Partnerships, and Funding

Bob Regensburger shared that Lockheed Martin will be opening entry-level engineering, computer programmer and technical support positions in the Moorestown and Camden facilities.



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Camden County College

Bill Moen discussed their work on the New Jersey Build Grant, which aims to increase enrollment in construction trades for women and minorities, and their progress in placing students with the Laborers Union and the Carpenters Union. Bill also mentioned an upcoming workshop at the college to showcase their partnerships.

NJ DOL

Gabriela Campbell announced a new funding stream, the NJ Build OJT, aimed at women and minorities in construction, and her efforts to promote it to home remodeling and remediation companies in Camden County. Gabriela clarified the process of submitting requests for Zoom licenses.

Closing Comments

Ryan and Jeff discussed the upcoming BSOT meeting on February 20th and WDB staff attending local high school events. Deb will send Ryan the list of upcoming school events the workforce board will be attending.

Jeanne expressed her interest in getting more involved with the Summer Youth Work Experience Program and offered to assist with interviewing and employer recruitment. She also inquired about the keynote speaker for GSETA, Dan Irvin, and was advised to contact Sammy Pfeiffer for more information. Leslie will coordinate with Jeanne on her involvement in the Summer Youth Work Experience Program.

Adjournment

Ryan Thompson asked for a motion to adjourn. Jeanne Page-Soncraut made the motion, seconded by Frank Cirii. The meeting adjourned at 2:50 pm.

The next Business Service Outreach Team meeting will be held on February 20, 2025 at 2:00pm via Zoom.

Submitted by Debra Vaughn, Assistant to the Executive Director