



WORKFORCE DEVELOPMENT BOARD

Supporting the Development and Retention of a World Class Workforce

Jeffrey S. Swartz, Executive Director

Matthew Verney, Chair

**BUSINESS SERVICES AND OUTREACH TEAM MEETING MINUTES
THURSDAY, JANUARY 19, 2022, 2:00 PM (ZOOM CONFERENCING)
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE		21-Jul-22	18-Aug-22	15-Sep-22	20-Oct-22	17-Nov-22	15-Dec-22
Name	Organization	Trustee Member					
Weil, Robert	BSR Chair	X	X	X	X	X	X
Brahl, Ken							
Cardwell, Larry	Pennsauken Township						
Cirii, Frank	CCOSCC	X	X		X	X	X
Davis, Gerald	CCOSCC					X	X
Davis, Taylor	KIPP New Jersey		X	X	X		X
Deitz, Jeffery							
Forman, Lois	Jewish Family & Children's Service						
Gaskins, Melanie	Camden County College		X	X	X		
Guzman, Ray	NJ DOL, Business Rep.		X	X	X	X	X
Hanna, Kaina	Camden County College						
Hejlek, Joe	KIPP New Jersey						
Islam, Sho	NJ Business Center						
Jez, Craig	BSR DOL						
Leonetti, Mike	CCOSCC			X	X		
Lex, Jim	Camden County Improvement Authority		X		X	X	
McCormick, Carol	Camden County College		X	X	X		
Moen, Bill	Camden County College		X	X			
O'Hara, Ricky	DOL, Veterans		X	X	X	X	X
Page-Soncrant, Jeanne	NJ DOL, Business Rep.					X	X
Perez, Irene	DVRS		X	X	X	X	X
Quinores, Cris	WAWA			X			
Regensburger, Robert	Lockheed Martin	X	X	X	X		X
Russomanno, Salvatore N.	Applied Enterprises, LLC						
Shafer, Derena	Camden County College		X		X	X	X
Sinclair, Nidia	CCOSCC						
Snyder, Billy	Pennsauken Public Schools						
Staas, Diane	Camden County College						
Thompson Ryan	Truist Bank		X				
Urkowitz, Ronda	Cross County Connection TMA					X	X
Henderson, Bridget	WDB				X		
Levitt, Alex	WDB		X	X	X	X	X
Swartz, Jeffrey S.	WDB		X	X	X	X	X
Vaughn, Debra	WDB		X	X	X	X	X
Williams, Leslie	WDB					X	

WELCOME

In Committee Chair Bob Weil’s absence, Jeff Swartz greeted the committee and guests. He called the meeting to order at 2:03 and asked attendees to introduce themselves.

APPROVAL OF MEETING MINUTES

Jeff asked for comments or corrections to the minutes from the December 15, 2022 meeting and hearing none, asked for motions to approve the minutes. Motion was made Mike Leonetti and seconded by Frank Cirii. By a majority vote to the affirmative, the minutes for the December 15, 2022 meeting were approved.

One-Stop Updates

Frank Cirii, Local Area Operations Director, Camden County One-Stop

- Incumbent Worker Program - MIS is working with Camden County College to ensure that data for IWT is complete for billing and payments.
- The One-Stop’s outreach campaign continues, especially targeting SNAP/TANF clients, with

advertisements appearing on PATCO trains and stations, billboards, bus wraps on NJ Transit, printed materials and a radio spot. The advertisements include a QR code that links the user to the One's Stop virtual home for access to assistance with educational programs and its partners' services.

- The Board of Social Services has relocated the One-Stop complex across from the Woodcrest PATCO station. The South Jersey Transportation shuttle bus is in service, running from Lindenwold, Voorhees Town Center, and Woodcrest PATCO Station to the One-Stop. The shuttle bus runs twice in the morning and twice in the afternoon. In-person flow is increasing.
- With a post-holiday spike of heightened level for respiratory illnesses, the county Health Officer advises use of masks and social distancing, as well as the use of Zoom meetings.
- The One-Stop will be supporting two job fairs at Cherry Hill Mall. The first will be on March 3rd and the other will be held on September 15th. Pre-registration is not mandatory but people who register will be provided with more direction and give-aways with information. Frank will circulate registration information for employers and job seekers.

Incumbent Worker Training (IWT)

Carol McCormick, CCC and Mike Leonetti, One-Stop

- The ShopRite cohort has increased from 15 to 19 students.
- Goodwill Industries has provided its trainee log and their application can now be completed and submitted within a few days.
- Scrub Daddy is interested in the Lean Training, and a meeting has been scheduled for further discussion.
- Carol and the CCC instructor who teaches the Wine Fundamentals, discussed creating a curriculum for a Certified Wine Professional. The wine, cannabis, wind, and film production industries have been identified as emerging industries in the area, all having potential that warrants establishing some curriculum and associated industry-valued credentials.
- A pre-apprentice manufacturing bootcamp for machinists will be held March 27th. Virtual information sessions will be held on Feb 1 and March 8th. Nicole Field expressed interest in participating in the bootcamp and requested information on the IWT program. Dr. Yares also expressed interest in the bootcamp.

Business Community & Member Updates

NJ Department of Labor

Jeanne Page-Soncrant, Business Services Representative

- Employers have been reaching out to Business Services to hold recruitment events. Jeanne is seeking non-medical companies to assist with recruiting.
- Cooper Health Care held its own on-site recruitment event today (1/19) and the DOL will hold individual recruitment events for medical employees on 1/27, and customer service employees on 2/1.
- HBSE (Harris Blitzer Sports and Entertainment/Philadelphia 76ers) is seeking to expand its brand recognition and diversify its employment plan in Camden City. They are considering OJT's and how to work with local program managers who support the city's demographics.
- Life Steps is seeking direct support staff. (<https://life-steps.net/>)
- First Student bus company is still in need of drivers. Drivers who sign on for CDL training start at \$30 per hour, while CDL certified drivers are paid at a slightly higher rate.
- The Housing Authority will hold a job fair on March 6th.

Ricky O'Hara, Veterans Services Representative

- A hiring event will take place at Ft. Dix/McGuire AFB on February 9th.
- A Veterans Business Representative position for Camden, Burlington and Gloucester counties has just been posted. The position is open to the public for qualified veterans.

Irene Perez, NJ DOL Division of Vocational and Rehabilitation Services

- Irene is working on a targeted hiring event for Atlantic, Cape May and Cumberland counties.
- A DVR-paid internship is being offered to employers for 6 to 8 weeks. The internship is not limited to students but is also open to candidates with limited work experience or who may have a gap in employment. Irene invited referrals for candidates to participate.
- Employer modules have been installed in the counselor's AWARE system. Vocational/career objectives are entered into counselor's side of the employer modules in AWARE and the jobs populate for "DVR-friendly" employers.
- Irene noted that she would like to include IWT in her presentations but would like clarification on the program, which Jeanne Page-Soncraut agreed to provide.

Committee Updates

Bill Moen, Camden County College

- Camden County College is among the first participants in the region in the Pennsylvania Submarine Talent Pipeline Program. The program was initiated by the US Navy as they recognized that there will be a shortage in the fleet (submarines and other vessels) of the future for the next generation. Their mission is to build the next fleet using the workforce of certain areas of the country. Through analysis that was done by the Navy, the Philadelphia region was considered a hotspot, meaning that it had the existing workforce, the future workforce, the history of having shipbuilding in the region, among other factors. With that, the federal government contracted with the Virginia-based TMG Group to put together a plan or program for the Philadelphia region that includes South Jersey connecting the training providers in the region with the employers contracted by the Navy, to build these submarines. Camden County College immediately expressed interest and has been participating this program, connecting with over 30 different employers to serve as a pipeline for students earning the required certifications and degrees. A meeting of employers and selected training providers will take place at Widener University on Tuesday (Jan 24th).

Lois Forman, Jewish Family and Children Services (JFCS)

- On March 21st, JFCS will hold a free interactive workshop for women in career transition who are seeking to enter/ re-enter the workforce or are changing careers. The event, called "Shifting Gears, Tools for Career Transition," will be held at the JCC from 7 pm to 8:30 pm. The keynote speaker is Deb Deissroth of Tri-State SHRM (Society of Human Resource Managers) and some of her colleagues will participate in the program. The event flyer is forthcoming.

David Spector, NJ DOL, Office of Apprenticeship

- One of the office's initiatives over the past year or so has been to establish an apprenticeship program around the brewery and winery industries. David stated he would like to partner with CCC on the Wine Professional Certification being considered. He stated that some competitive grants were available if a program could be put together and offered to be a resource for apprenticeship information.

Nicole Field, US DOL, Office of Apprenticeship

- Nicole is the Apprenticeship Training Representative for Cape May County. She noted there are seven federally approved wine and brewery applications.
- National Apprenticeship Week in November 2022, New Jersey was in the top three for the largest Apprenticeship Week in its history.
- The YouthBuild Program federal grant is available. Agencies and organizations (for-profit, non-profit, educational) can apply for the grant, which has \$90,000,000 in total available funding to serve youth between the ages of 16 and 24, adjudicated youth, youth aging out of foster care, youth with disabilities, migrant farmworker youth, youth experiencing housing instability, and other disadvantaged youth populations. The deadline to apply is midnight on February 7th.

Taylor Davis, KIPP High School

- The current Junior class will be the first graduating class next year
- KIPP HS is working with Cooper Health Care on exposure opportunities, as well as partnering with them and American Training Center to get students certified by their graduation date and moving them through the pipeline into positions at the hospital as medical assistants.

Darena Shafer, Camden County College

- The Career Services department oversees the administration of Perkins Funds toward career and technical education, requiring 2 years of training or less (examples would be like mechanical engineering, biotechnology, automotive, dental, veterinary nursing, etc.). Part of the college's initiatives is to offer Career Exploration Events, such as an event offered to Mastery High School for automotive industry opportunities. The event was specifically directed toward Hispanic females, noting a shortage of females and Spanish speaking professionals in that particular industry. The Career Exploration events are not limited to high schools and can be customized to meet the needs of community organizations that serve groups of underserved youth.

Dr. Yonaton "Yoni" Yares, EdD

- Dr. Yares stated that he has a general interest in the CTE (Career and Technical Education) field and studying the impact of a school district that took the approach of DEI (diversity, equity and inclusion) to enhance opportunities for marginalized students. He is interested in building partnerships between community colleges and traditional K-12 education, and seeking ways to reduce the cost of education so that students can develop career paths and plans to move forward.

Bob Regensburger, Lockheed Martin

- Expansion continues at its Moorestown site to accommodate additional manufacturing and production being moved from their Greater Baltimore location. Technology labs are also relocated from the Maryland location. There is still has a high demand for engineers and computer science professionals.
- Lockheed Martin currently has several competitive bids out for consideration.

Regional Updates

Jeff Swartz, Executive Director

- Campbell Soup is relocating several divisions into Camden from other states, which may present opportunities for training and employment for additional staff.
- Information for the Labor Exchange and a site to post resumé's was shared at the bottom of the meeting agenda.
- Atlantic City Electric's Line School Program has successfully graduated its first class of four individuals who are prepared to accept employment for line work in the utilities field. Preparation will begin for a second class.
- Atlantic City Electric is offering a paid summer youth internship program as well a paid externship program for teachers that are interested in teaching a provided curriculum for about three weeks during the summer. The summer internship opportunities will be with employers secured by Atlantic City Electric.
- A shortage of EMT's has been identified in this area. The CCC, Cooper Health Care and Hopeworks have partnered to provide an EMT Certification Program. The curriculum has been set and will be delivered to a dozen candidates primarily from Hopeworks, to offer EMT opportunities and associated career paths. The State's approval of the site certification is expected at the end of this month.
- The State provided notice that funds will be available for a summer youth employment program. The WDB will submit a grant application to provide Camden County youth opportunities for summer internships.
- Camden Works/Camden Community Partnership will hold a job fair for Camden City residents in the first week of March.

- Part of the WDB state certification, as specified in WIOA (Workforce Innovation and Opportunity Act), is every four years each local area must complete local plan and neighboring seven local areas in the south must draft a regional plan. These plans have deadlines, the end of February and March, and must be submitted to the SETC (State Employment and Training Commission) for approval.

NEXT MEETING

The next Business Services and Outreach Team meeting is scheduled on Thursday, February 16, 2023, at 2:00 pm. via Zoom.

ADJOURNMENT

Jeff asked for motion to adjourn. Darena Shafer made the motion, seconded by Jeanne Page-Soncrant. By unanimous vote to the affirmative, the motion carried, and the meeting adjourned at 2:45 p.m.

SUBMITTED BY:

Debra Vaughn

Administrative Assistant to the Executive Director