



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, DECEMBER 15, 2022, 2:00 PM (ZOOM CONFERENCING)  
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

**ATTENDANCE**

COMMITTEE INFORMATION AND ATTENDANCE									
Name	Organization	Trustee Member	21-Jul-22	18-Aug-22	15-Sep-22	20-Oct-22	17-Nov-22	15-Dec-22	
Weil, Robert	BSR Chair	X	X	X		X	X	X	
Brahl, Ken									
Cardwell, Larry	Pennsauken Township								
Cirii, Frank	CCOSCC	X	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	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	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			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	X	X
Swartz, Jeffrey S.	WDB		X	X	X	X	X	X	X
Vaughn, Debra	WDB		X	X	X	X	X	X	X
Williams, Leslie	WDB						X		

**WELCOME**

Bob Weil, Chair, greeted the committee and asked attendees to introduce themselves. He called the meeting was called to order at 2:04p.m.

**APPROVAL OF APRIL MEETING MINUTES**

Bob asked for comments or corrections to the minutes from the November 17, 2022 meeting and hearing none, asked for motions to approve the minutes. Motion was made by Irene Perez and seconded by Darena Shafer. By a majority vote to the affirmative, the minutes for the November 17, 2022 meeting were approved.

**One-Stop Updates**

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

- MIS is working to complete year-end data entries.
- The One-Stop’s outreach campaign, especially targeting SNAP/TANF clients, has 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 shuttle bus is in service, running from Lindenwold, Voorhees Town Center, and Woodcrest Station to the One-Stop. In-person flow is increasing.
- Incumbent Worker Training (IWT) will be starting its second cohort with the ShopRite consortium. ShopRite is planning an additional cohort for Security Officer certification of its employees. The third ShopRite (Supermarket Manager Certification) cohort will start after the January 1. Jean Page-Soncraut referred Primetime Logistics to Incumbent Worker Training in November. Carol McCormick and Mike Leonetti are working on expanding the program with potential business partners. Goodwill Industries has plans to start their IWT cohort in February. Bancroft is interested in a curriculum to upskill their entry-level direct-care professionals for promotion within the organization. The IWT enrollment process has been improved from documentation and MIS data entry and the required Selective Service registration of all participants. Irene Perez (DVRS) asked for clarification on the program and the Selective Service registration requirement. Frank explained the purpose of the program, the Federal mandate for Selective Service registration and that the employer provides employees to participate and matches funds for the training. The Incumbent Worker Training funds come through the DOL and are utilized according to federal rules.

### **Business Community & Member Updates**

NJ Department of Labor

Jeanne Page-Soncraut, Business Services Representative

- Camden County held two virtual recruitment events in December. The First Student Bus Company has part-time opportunities for bus driving jobs. A CDL-A or CDL-B licensed driver can start at \$31.00 an hour and work about 25 hours per week and can also be eligible for sign-on bonuses. The starting pay for a CDL license trainee is minimum wage, which will be \$14.13 per hour effective on January 1. Upon receipt of the CDL license, the pay is between \$27.50 to \$30 per hour. First Harvest Credit Union held a virtual recruitment event on December 5th.
- A Camden County "Lunch and Learn" was held yesterday at noon. The topic was community partnerships, opportunities and services available that community partners provide to Camden County employers, and often to other counties as well. The Lunch and Learn sessions are officially run by Jessica Baer, Coordinator and Supervisor for Business Services for South Jersey, co-hosted by county business representatives.
- Technology-wise, the State is working with Salesforce. It is already available to the County and more departments are using it.

Ray Guzman, Business Services Representative

- First Harvest Credit Union held a hiring event for multiple locations on December 5<sup>th</sup>. While 91 people registered, only 19 attended.
- Ray commented on the need to find a more proactive way of getting people connected and with a lot of employers being idled with the approaching holidays, he will try to take advantage of the lag by communicating with them and trying to get some hiring results.
- Ray will be transitioning all of the employers he has been working with to Jeannie. He stated there are still a lot of introductions and orders happening within the next two weeks.
- Regarding the NLX, it was reported this morning that there are some issues with the jobs that employers put in and then populating into AOSOS. The lag of job postings being pulled into the State system is being worked on.

### NJ Department of Labor, Division of Vocational Rehabilitation Services

Ricky O'Hara, Veterans Business Service Representative

- Ricky commented that activity has been a little slow with very few veterans actually applying for the jobs available. He stated he has sent numerous emails out and invited people to send hiring leads or veterans seeking employment his way.
- As a follow up on an email he sent to PepsiCo's human resources, Ricky suggested a possible recruitment event to Jeannie.

Irene Perez, NJ DOL Division of Vocational Rehabilitation

- Irene stated DVRS is holding a positive recruitment for the Social Security Administration (SSA) under Schedule A and is accepting resumés from veterans that are service connected. She noted that she is working with DVOPs, and if they have clients that are 30% more service connected, disabled with an open case with DVR, or if they have a Schedule A letter, she can refer them to SSA. To date, Irene has 18 clients for referral. The Social Security Administration openings are as follows:
  - Contact Representative (same as Customer Service Representative, no degree required)
  - Claims Representative (Bachelor's degree required)
  - Reader (more for New York, no degree required)
  - Legal Assistant (Bachelor or Associate degree in Paralegal Studies or a Bachelor degree in Political Science)
- USPS – There is a specific format for an applicant with a disability. Irene has placed 2 people with the Post Office.
- 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 is working on a targeted hiring event in Atlantic County.
- At the end of April or beginning of May, a transition event will be held for young people seeking employment, aged 14-24, who have a disability. The event will be held in Mercer County.

### Committee Updates

Bob Weil, Chair

- The November meeting was a robust discussion with Ronda Urkowitz on the issue of transportation in Camden County. Bob thanked both Jeff for arranging Ronda's attendance and Ronda for her presentation at the November BSOT Committee meeting. The subject of transportation from Camden to suburban jobs will remain on the committee's agenda.

Ronda Urkowitz, Executive Director of Cross County Connection TMA (CCC TMA, [www.driveless.com](http://www.driveless.com))

- Ronda asked Frank Cirii if the One-Stop's shuttle service is running on a fixed schedule and if it was something that Cross County Connections could provide resources to people on schedules or could add to their list of resources or put on their website, [www.driveless.com](http://www.driveless.com)? Frank responded he would provide the schedule to Ronda and the committee, but South Jersey Transportation Authority has reserved the right to modify the schedule depending on ridership.

### Regional Updates

Jeff Swartz, Executive Director

- Regional Plan - Some proposals were submitted to draft the regional plan. The Review Committee will evaluate the proposals with rubrics scoring.
- Atlantic City Electric - The Line School Program has been running and doing very well down in Egg

Harbor Township. 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.

- GSETA and SETC - A call took place this morning, working on governance issues for the local areas as well as updates on our regional and local plans. GSETA will be holding an in-person conference next year. The October conference will take place in Atlantic City.
- Camden Works - Things are going well with Camden works. Jeff noted that he does receive information from Brian Bauerle that we post for Camden City companies that are hiring. Currently Michaels Organization, ResinTech. EMR are hiring young people, not only for the summer, but also full-time employees as well.

Jeff thanked everyone who attended the quarterly board meeting on December 14<sup>th</sup> and commented that he looked forward to active participation of the committee members in coming year.

### **Committee Updates**

Darena Shafer  
Camden County College

- No update provided.

Bob Regensburger  
Lockheed Martin

- Lockheed Martin still has a high demand for engineers and computer science professionals. Hiring of Veterans is a continued priority for the organization, but they are interested in any qualified potential candidates as well. Expansion continues at its Moorestown site to accommodate additional manufacturing and production being moved from their Greater Baltimore location.

Bob Weil  
Conner, Strong & Buckalew

- Conner, Strong & Buckalew has several openings to fill in their Camden office:
  - Governmental Risk Account Manager
  - Associate Consultant in Data Analytics
  - Account Manager for Life Sciences

Irene Perez asked about entry-level positions, to which Bob responded that people are usually referred to the company's website and Camden Works is a source used to recruit employees.

### **NEXT MEETING**

The next Business Services and Outreach Team meeting is scheduled on Thursday, January 19, 2023, at 2:00 pm. via Zoom.

### **ADJOURNMENT**

Bob Weil asked for motion to adjourn. Jeanne Page-Soncrant made the motion, seconded by Darena Shafer. 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