



WORKFORCE DEVELOPMENT BOARD

Supporting the Development and Retention of a World Class Workforce

Jeffrey S. Swartz, Executive Director

Carl A. Donato Jr., Chair

**BUSINESS SERVICES AND OUTREACH TEAM
MEETING MINUTES
THURSDAY, FEBRUARY 15, 2024, 2:00 PM
ZOOM MEETING**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE									
Name	Organization	Trustee Member	20-Jul-23	17-Aug-23	16-Nov-23	14-Dec-23	18-Jan-24	15-Feb-24	
Thompson Ryan	Truist Bank, BSOT Chair		X		X	X	X		
Adams, Darrel	Camden County 55+ Program			X					
Askie-Rosario, Andrea	CC Commission of the Blind			X					
Baer, Jessika	NJ DOL					X			
Bass, Henry	NJ DOL		X						X
Campbell, Gabriella	NJ DOL						X		
Cirii, Frank	CCOSCC	X			X	X	X	X	X
Davis, Gerald	CCOSCC				X				
Field, Nicole	NJDOL		X						
Forman, Lois	Jewish Family & Children's Service			X					
Fugee, Antoinette	Cooper				X		X	X	
Kaur, Nimit	Camden County Health and Human Services					X			
Langhorne, Riscee	Hopeworks					X			
Lakshminarayan, Pavithra	NJ Dept. of Labor & Workforce Dev.					X	X	X	
Law, Quinton	Camden Community Partnership		X						
Leonetti, Mike	CCOSCC								X
Lord, Lisa	CCTS			X	X	X	X		
McClinton, Crystal	NJ Courts: Probation Division, Camden Vicinage						X		
McCormick, Carol	Camden County College			X	X		X	X	X
Moen, Bill	Camden County College			X	X	X	X	X	X
Page-Soncrant, Jeanne	NJ DOL, Business Rep.			X		X	X		
Perez, Irene	DVRS		X	X	X		X		
Randall, Angela	Community Planning & Advocacy Council (CPAC)						X		
Regensburger, Robert	Lockheed Martin	X		X			X	X	
Richardson, Ryan	NJDOL						X	X	
Shafer, Derena	Camden County College		X		X	X		X	
Sinclair, Nidia	Camden County One-Stop		X						
Spector, David	NJDOL		X						
Weil, Robert	Conner, Strong, and Bucklew	X	X		X	X	X	X	
Gutbezahl, Maayan	WDB					X	X	X	
Henderson, Bridget	WDB			X					
Swartz, Jeffrey S.	WDB		X	X		X		X	
Vaughn, Debra	WDB		X	X		X	X		
Williams, Leslie	WDB								

WELCOME & APPROVAL OF MINUTES

- In Ryan Thompson’s absence, Jeff Swartz, Workforce Development Board Executive Director, opened the meeting at 2:03 PM.
- As the first order of business, Jeff asked for a motion to approve the minutes for the January 18, 2024 committee meeting. The motion was made by Bob Weil and seconded by Frank Cirii. By majority vote to the affirmative, the motion carried and the meeting minutes for January 18, 2024 were approved.

MAY 6 YOUTH/RESOURCE FAIR

Jeff Swartz, WDB Executive Director

- Jeff updated the committee on the May 6th event in Clementon, NJ. It will be a youth job fair/community resource event. The focus will be on placing young people in jobs for the summer, and to make residents of the area aware of various community services and resources.



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- Antoinette Fugee from Cooper Hospital said that she would like Cooper to be involved in the event.

BUSINESS/COMMITTEE UPDATES

Frank Cirii, CC One-Stop

- Over the next few months, the One-Stop will start engaging in more outreach, especially through public transportation.
- The One-Stop has seen an uptick in in-person clients, especially Work First clients.
 - 60% of walk-ins originally come to the One-Stop for unemployment services. However, many of those clients see that the One-Stop offers other services and use them once they come through the door. Frank notes that this is how it should be, and there has been great synergy with the partners in the building, especially with the Board of Social Services.
- At the most recent Commissioner’s meeting, the One-Stop put in a resolution to approve their Work Experience Program, which was awarded on February 15th.
- Frank felt that the job fair at the Cherry Hill Mall was very successful. The next job fairs that the One-Stop are participating in as a gold sponsor will be held again at the Cherry Hill Mall on May 17th and September 13th.
- Frank feels that the Incumbent Worker Training is going well with ShopRite and Bancroft. The One-Stop is hoping to add another employer or two this year.

Ryan Richardson, NJDOL/Energy Industry Partnership, Sector Lead

- NJDOL is in the second round of the NJ Build Program, which is a program geared towards women and minorities in the construction trade, including jobs in administration, operations, and customer service. The purpose of the program is to train women and minorities in the skills necessary to be successful in the construction industry.
 - March 15th is when the application for the second round of the program is due. There is \$4 million available for the grant, with up to \$15,000 available per trainee. This money can go towards any training. The State would like the money to feed into a registered apprenticeship program, although this is not a requirement.
 - Ryan met with PSE&G. Their apprenticeships are all in house, and they are not a part of any registered apprenticeship program. They have a pre-apprenticeship program, which functions more like a pre-employment program. They train specifically for their own needs, or their contractors’ needs. During Ryan’s meeting, he met with the Diversity Sourcer for PSE&G, which fed in well into the NJ Build Program.
 - There is an information session on the program scheduled on February 28th.
 - NJ American Water is also interested in participating in the NJ Build Program. Ryan and Jeanne Page-Soncrant from NJDOL were supposed to meet with NJ American Water, but the meeting needed to be rescheduled.
- NJDOL is working with the Board of Public Utilities to apply for a statewide grant from



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the Department of Energy for Energy Auditor training. As the transition to clean energy develops in the industry, this position will be a growing field that will require more workers. Only states can currently apply for this grant. NJDOL is working with the Center for Family Services and the Board of Public Utilities to put in a joint application for the grant.

Pavithra Lakshminarayan, NJDOL/LWD, Industry Partnership Division

- Jeff asked if there is an industry-valued credential that goes along with the Energy Auditor training that Ryan was speaking about. Pavithra Lakshminarayan from NJDOL confirmed that there is.
 - Pavithra said that she believes that the community colleges are the most likely candidate to administer the training for the Energy Auditor. The plan is to contact the first energy residential contractors. They are partnered with Rutgers University to conduct a study of the lay of the land for equity analysis as well as certain requirements to gauge the supply and demand of the workforce.
- Pavithra mentioned another grant opportunity that currently exists for employers, which is the Innovation Research Fellowship grant. It is geared towards employers that hire workers with a PhD, (mainly in the life sciences industry), to support hiring and to offset some of the wages for the first year (up to \$65,000), and in the second year, (up to \$50,000). The deadline for this grant is March 18, 2024. The PhD candidates must be in the final year of their dissertation, or they have to be a recent graduate.
- NJDOL had industry listening sessions with different manufacturers and the State regarding the CHIPS and Science Act, a federal statute that authorizes new funding to boost domestic research and manufacturing of semiconductors in the United States. Senator Testa and Senator Greenstein hosted the Legislative Manufacturing Caucus meeting to discuss the CHIPS and Science Act, and the need for the semiconductor investments from the state. The proposal is to float a dual foundry concept model where the State's assets are in advanced packaging and prototyping. The next step is discussions with the Governor's office and more closed-door discussions in terms of putting the consortium together and how agreements will work.
- Pavi says that discussions with Photonics NJ are going very well on the workforce development side. Photonics NJ is led by Princeton University, along with Rowan University as their co-leader. Rowan is coming out with their master's program with Photonics, and NJDOL is helping them create a pathway with the community college and connecting with their employers across the state.
- Princeton University applied for the tech engine proposal from NSF (National Science Foundation) and has received their first phase of funding. They are currently planning for the second phase.

Carol McCormick, Camden County College

- Camden County College continues to conduct the incumbent worker training with ShopRite. The last two classes will wrap up in March.

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- CCC has started a Manufacturing Boot Camp. Thirteen students are enrolled. Two of the students are recent high school graduates.
- The College is working with the Pathways Initiative with the NJCCC. In the fall, CCC will run another boot camp, which will be for high school seniors to participate in. Students will come to the college in the afternoon, after taking their usual classes at their high schools in the morning.

Bill Moen, Camden County College

- Bill mentioned that the college is also involved with the Pathways Initiative beyond manufacturing, which includes the electric vehicle program that the Pathways project is supporting.
- Bill mentioned that the NJ Build Program will allow CCC to train up to 20 candidates, with the opportunity to expand in the future, if the program is successful.
- The college is in discussions over being a recipient of the GAINS Grant, with a proposal due in April. This grant helps to develop apprenticeship programs and create registered apprenticeship programs in high-growth industries.
- The college will have their annual Workforce Development Day event on September 27th.
- Bill gave an update on the Navy Yard in Philadelphia in regard to the submarine training. Bill said that their job developer has been attending some of the more recent meetings. The program has been successful enough to warrant its continuation. CCC is partnering with several other community colleges in New Jersey and Pennsylvania for a program where the United States Navy has set aside some money for the Philadelphia Navy Yard to build the next generation of submarines. They will need welders and other craftsmen to make this happen.

Derena Shafer, Camden County College

- Derena has several events coming up, including the annual college career fair. Derena is trying a different approach this year, where there will be two targeted events, divided by the academic houses to try to make the fairs more specific to the interests of the students and their fields of study. On April 9th, there will be a career fair for students in the liberal arts, and on April 11th, there will be a career fair for students in the STEM fields. Derena is looking for partners in the industries of biotechnology, pharma, and computer integrated manufacturing.
- On April 10th, the college will be hosting their first LGBTQ+ resource and job fair.

Robert Weil, Conner, Strong & Buckelew

- Conner Strong and Buckelew has open positions for experienced insurance professionals. In most cases, these jobs require a certain level of certification and experience. Bob is working with Jeanne Page-Soncrant to see if she can become involved with the recruiting process. Interested parties can go to the company's website to find open positions and upload their resumé.



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Antoinette Fugee, Cooper University Hospital

- Cooper is currently hosting pharmacy tech students from Brimm Medical Arts Academy. The students started in the second week of February. Cooper will be hosting their first pilot program with Brimm and RCSJ (Rowan College of South Jersey). The requirement for this program is that the students must be 18 years old prior to the clinical portion of the program.
 - Students will complete the curriculum components and the didactic with Rowan and move on to the clinical components at Cooper Hospital on February 26th, running through June to complete all of their hours for their clinical portions. They will be serving in a clinical care tech capacity. Once the students complete their clinical hours, they will be eligible to sit for the NHA (National Healthcare Association) certification. Once this is complete, Cooper will be hiring the participants.
 - Cooper is looking into establishing a similar program with Kipp and Mastery high schools.
 - Cooper is in the process of partnering with Camden County Technical Schools (CCTS) to start a co-op for their HVAC program.

STATE, CAMDEN COUNTY, & REGIONAL BSR UPDATES

Jeanne Page-Soncrant, NJDOL

In Jeanne's absence, Jeff read a report of her update:

- Jeanne hosted three virtual recruitment events for PILOT Services to hire direct support professionals. Only 10% of registrants attended these events.
 - Jeanne held a follow-up recruitment event for Wawa, which had 81 job seekers in attendance. There is another in-person follow-up event for Wawa on February 25th.
 - Jeanne held a recruitment event for Cooper University Hospital on January 31st. 26% of registrants were in attendance.
 - There will be a recruitment for Wonderful Citrus on February 22nd.

REGIONAL ACTIVITIES

Jeff Swartz, WDB

- There are a number of high school career fairs that the WDB will be participating in over March. This includes job fairs at Timber Creek High School, Somerdale High School, and Highland Regional High School. In April, the WDB will attend a job fair at the high school in Winslow, and one at Overbrook High School.

ADJOURNMENT

Jeff asked for a motion to adjourn. Motion was made by Derena Shafer, seconded by Antoinette Fugee. By majority vote to the affirmative, the motion carried, and the meeting adjourned at 2:50 PM.

NEXT MEETING

The next Business Services and Outreach Team Committee meeting will be held Thursday, March 21st, 2024, at 2:00 PM. via Zoom. Meeting materials and Zoom conferencing information will be distributed prior to the meeting.



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Submitted by:
Maayan Gutbezahl
Committee Coordinator