



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, MARCH 21, 2024, 2:00 PM
ZOOM MEETING**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE								
Name	Organization	Trustee Member	17-Aug-23	16-Nov-23	14-Dec-23	18-Jan-24	15-Feb-24	21-Mar-24
Thompson Ryan	Truist Bank, BSOT Chair			X	X	X		X
Adams, Darrel	Camden County 55+ Program		X					
Anglin, Leontyne	Beyond Expectations							X
Askie-Rosario, Andrea	CC Commission of the Blind		X					
Baer, Jessika	NJDOL				X			
Bass, Henry	NJDOL						X	X
Campbell, Gabriella	NJDOL					X		
Ciril, Frank	CCOSCC	X		X	X	X	X	
Davis, Gerald	CCOSCC			X				
Field, Nicole	NJDOL							
Forman, Lois	Jewish Family & Children's Service		X					
Fugee, Antoinette	Cooper			X		X	X	
Gaskins, Melanie	Camden County College							
Kaur, Nimit	Camden County Health and Human Services				X			
Laguna, Connie	Truist Bank							
Langhorne, Piscece	Hopeworks				X			
Lakshminarayan, Pavithra	NJ Dept. of Labor & Workforce Dev.				X	X	X	
Law, Quinton	Camden Community Partnership							
Leonetti, Mike	CCOSCC						X	X
Lex, Jim	Camden County Improvement Authority							
Lord, Lisa	CCTS		X	X	X	X		X
McClinton, Crystal	NJ Courts: Probation Division, Camden Vicinage					X		
McCormick, Carol	Camden County College		X	X		X	X	X
Moer, Bill	Camden County College		X	X	X	X	X	
Page-Soncrant, Jeanne	NJDOL, Business Rep.		X		X	X		X
Perez, Irene	DVRS		X	X		X		
Quinores, Cris	WAWA							
Randall, Angela	Community Planning & Advocacy Council (CPAC)					X		X
Regensburger, Robert	Lockheed Martin	X	X			X	X	X
Richardson, Ryan	NJDOL					X	X	
Robinson, Terrenny	Net America							X
Scott, Karen (for Angela Randall)	Community Planning & Advocacy Council (CPAC)							
Serrano, Angel	Hopeworks							
Shafer, Derena	Camden County College			X	X		X	
Sinclair, Nidia	Camden County One-Stop							X
Spector, David	NJDOL							
Weil, Robert	Conner, Strong, and Bucklew	X		X	X	X	X	
Gutbezahl, Maayan	WDB				X	X	X	X
Henderson, Bridget	WDB		X					X
Swartz, Jeffrey S.	WDB		X		X		X	X
Vaughn, Debra	WDB		X		X	X		X
Williams, Leslie	WDB							

WELCOME & APPROVAL OF MINUTES

- Ryan Thompson opened the meeting at 2:02 PM and asked for a motion to approve the minutes for the February 15, 2024 committee meeting. The motion was made by Jeff Swartz,



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seconded by Henry Bass. By majority vote to the affirmative, the motion carried and the meeting minutes for February 15, 2024 were approved.

YOUTH JOB FAIR/COMMUNITY RESOURCE EVENT

Ryan Thompson, Chair

- Planning continues for the youth job fair and community resources event on May 6th in Clementon, NJ.
 - Debra Vaughn provided the following update:
 - 17 resource agencies and 7 employers are confirmed.
 - Antoinette Fugee stated that Cooper wants to be involved in the event.
 - The flyer (English and Spanish) will be approved by the committee collaboration group on Monday and released for distribution.
 - Jeff noted that Atlantic City Electric has provided a grant to cover the event-related expenses.

BUSINESS/COMMITTEE UPDATES

Carol McCormick, Camden County College

- CCC is currently holding a Manufacturing Bootcamp. Employers will visit the school and conduct mock interviews with students. Students will be able to visit employer sites.
 - This fall, there will be a bootcamp for High School Seniors. Students will attend class at their high schools in the morning and spend the afternoons at the college for skills training. The bootcamp will be funded by the Skills Initiatives Grant.

Lisa Lord, Camden County Technical Schools

- CCTS held successful job fairs at its Pennsauken and Gloucester Township campuses. Lisa thanked Jeff and the WDB for participating.
- Jeanne Page-Soncrant asked Lisa if she could tally the number of hires made from the CCTS job fairs and provide her with that information.

Angela Randall, The Community Planning & Advocacy Council (CPAC)

- Angela recently met with Mr. Harvey from Kiwanis of Haddonfield. The Kiwanis Club is currently partnered with Anchor House and Covenant House, neither of which are in Camden County. There are no youth or young adult homeless shelters in Camden County. The organization is interested in partnering with CPAC and other agencies to provide paid internships or jobs for youth and young adults aged 14 to 24.
- CPAC's Youth Advisory group is working to assist young people facing such issues as housing instability, aging out of foster care, living in a non-traditional housing dynamic, financial instability leading to an inability to attend higher education institutions, and lacking parental support. There is also a need for financial literacy education and exposure to opportunities in entrepreneurship and the trades.
- Angela mentioned that she works with Camden County OEO, which has a youth group, as well as Parkside Business Community and Partnership, where there is financial literacy and a "statements match" project with the United Way for anyone ages 18 and above to get them

started with a savings account. With a savings account of \$200, the United Way matches \$800, in an effort to educate participants about generational wealth and the value of saving, bit by bit. Angela also works with adults facing employment challenges.

- Ryan commented that Truist Bank can assist with the entrepreneurship education and that there are banking partners outside of Truist that she could connect Angela with. Angela mentioned that she knows of a young lady who went through a banking camp program at Hopeworks, sponsored by Truist Bank, and now works at TD Bank.

Henry Bass, NJ DOL Veteran Services

- There is a veterans-only recruitment event for US Customs and Border Protection on April 3rd. He noted that the agencies offer some qualification waivers to veterans. Henry offered to provide a flyer.
- Jeff reminded the attendees that they can send event flyers to the WDB to post on the WDB's website and social media sites.

Leontyne Anglin, Beyond Expectations

- Leontyne is the Executive Director of the Beyond Expectations program, which provides marketable life skills to young people who are of middle school, high school, and college grade levels, with a primary focus on media, art, STEM and youth entrepreneurship. The organization's website (beyondexp.net) has a brief online application to be filled out with parental guardians. To minimize barriers to opportunities, college enrollment is not required. Each year, the program focuses on a different industry. The organization offers a Young Entrepreneurs Academy over the spring and summer which provides information about either starting a business, getting a business off the ground, or careers to go into.

The in-person program became virtual just prior to the pandemic. Since the program has students in different locations in different states, it became easier to function virtually via Zoom. There is a meeting held on the 2nd Saturday of every month, between the students and professionals who come in to talk about different industries. When the pandemic occurred, Leontyne reached out and asked students what they were doing, and they responded that they were playing video games to get through the solitude. She looked into the billion-dollar industry and discovered that the video game industry has many doors of entry, from coding to game development, to marketing and sponsorship. This year's program is focused on the business side of the esports industry, such as hosting tournaments.

The airline/aviation/aerospace industry is another area of focus being considered. It is often overlooked but offers a lot of potential opportunities for young people to get their foot in the door without college degrees.

There is no cost associated with participation in the programs or for internships. Leontyne is working on acquiring grant funds to provide stipends at the end of the summer program. They haven't started reaching out for the summer program because they have been working with the students that they currently have.

Beyond Expectations hosts a 1-day summit each year. It is an opportunity for young people to come and hear from representatives of a few different industries. Leontyne will share



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information about the summer program and the summit as the details are finalized.

STATE, CAMDEN COUNTY, & REGIONAL BSR UPDATES

Jeanne Page-Soncrant, NJDOL

- Jeanne provided the following updates:
 - Wonderful Citrus, in Gloucester City held a virtual recruitment session toward the end of February. Of 190 registered, 19 people attended. Including the facilitators. The attendance rate was 31%.
 - A virtual information session was held for Next Dine and Xendella, which work together to fill the janitorial/environmental and food services personnel needs at Lions Gate retirement community. Of the 115 people who registered, 30 people attended. By the end of that day, the recruiter booked 5 interviews.
 - Jeanne partnered with Gloucester County Rep. Judeline Marcellus to work with NJEDA, (NJ Economic Development Authority) and will host a virtual session on Tuesday, March 26th. This will be NJEDA's first virtual session for South Jersey. Over 650 people registered. While most of their positions are a hybrid (three days in the office and two days remote), NJEDA does have some fully remote opportunities, which are considered contract administrative positions and could run from months to years. The NJEDA office in Camden City is the southernmost office (the next one is Trenton).
 - Jeanne supported the Leap Academy, a charter school in Camden City. On-site interviews were held on Leap Day. Twelve people were interviewed.
 - Camden County Technical Schools held two well-attended events the first week of March.
 - The Hispanic Family Center held a small job fair today seeking bilingual candidates to help support the people whose first language is Spanish. The event, held at Camden County College, had moderate attendance.
 - Jeanne recommended employers who participated in the South Jersey Manufacturing Summit that took place earlier today.
 - The Workforce 55 + program is led by Gerald Davis and is currently undergoing some transitions. The program is a great opportunity for workers to boost their workforce at no cost, in the form of a 20 hour-per week externship for a senior citizen (age 55 and up). They continue to look for job placements for their clients.
 - OJT – Camden County OJT writer, Gabriella Campbell, will be replaced by Ruth Walton. Eventually, there will be an OJT writer for every county in NJ.
 - DVRS/Commission for the Blind & Visually Impaired – Jeanne is still working with Irene Perez and Andrea Askie-Rosario to get more meetings with employers. American Water has plans to host an event targeting candidates with disabilities.

REGIONAL ACTIVITIES

Jeff Swartz, WDB

- Jeff commented that he had the opportunity to make a presentation at the South Jersey Manufacturing Summit at Rowan/Glassboro earlier in the day.
- The WDB has submitted its application for a grant from the State to run the Summer Youth



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Work Experience Program (SYWEP). The Notice of Award is expected by the end of the month.

- The SYWEP is open to Camden County residents ages 16 to 24. There are no income restrictions for 50 slots available for the program.
- The WDB is also seeking for-profit and non-profit entities to serve as work-learn sites for the program's interns.
- A 4-day paid, work-readiness training will be led by volunteer professionals during the first week of the program. Financial literacy, time management, how to get along with others are among the subjects covered in the training curriculum. The training session will take place at Camden County College's Cherry Hill campus.
- Promotion of Atlantic City Electric's (ACE) scholarships and summer internships, as well as the upcoming Summer Youth Work Experience Program, continues at various high schools.
- The MOU/IFA process is coming to a close, pending receipt of signature pages from all the partners. The MOU must be submitted to the State by March 31st.
- The One-Stop Procurement RFP is out. Bridget recently held a technical information session with two interested parties. The proposals are due back on April 1st and will then be evaluated by the procurement task force and the contract will be awarded for a One-Stop operator for the start of the fiscal year on July 1st.
- Bridget has completed her monitoring of the One-Stop for its certification. The requirements for the WDB certification are being addressed at the WDB office. Both Certifications must be submitted to the State by July 1st. These exercises must be completed every 4 years.

ADJOURNMENT

Ryan asked for a motion to adjourn. Motion was made by Jeanne Page-Soncrant, seconded by Henry Bass. By majority vote to the affirmative, the motion carried, and the meeting adjourned at 2:49 PM.

NEXT MEETING

The next Business Services and Outreach Team Committee meeting will be held Thursday, April 18, 2024, at 2:00 PM. via Zoom. Meeting materials and Zoom conferencing information will be distributed prior to the meeting.

Submitted by:
Debra Vaughn
Assistant to the Executive Director