



Supporting the Development and Retention of a World Class Workforce

Matthew Verney, Chair

Jeffrey S. Swartz, Executive Director

**BUSINESS SERVICES AND OUTREACH TEAM MEETING MINUTES
THURSDAY, APRIL 21, 2022, 2:00PM (ZOOM CONFERENCING)
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE								
Name	Organization	Trustee Member	23-Sep-21	21-Oct-21	18-Nov-21	20-Jan-22	17-Feb-22	17-Mar-22
Weil, Robert	BSR Chair	X	X	X			X	X
Bennett, Ryan	Truist Bank			X	X		X	X
Cardwell, Larry	Pennsauken Township					X		X
Casciano, Cheryl	NJ Dept. of Labor			X	X			
Cirii, Frank	CCOSCC	X	X	X	X	X	X	X
Davis, Taylor	KIPP New Jersey					X		
Forman, Lois	Jewish Family & Children's Service			X			X	
Hanna, Kaina	Camden County College		X	X			X	
Hejlek, Joe	KIPP New Jersey		X			X		
Islam, Sho	NJ Business Center						X	
Iannuci Cappello, Susan	Camden County College							
Jez, Craig	BSR DOL		X			X		X
Leonetti, Mike	CCOSCC		X		X	X		X
Lex, Jim	Camden County Improvement Authority							X
McCormick, Carol	Camden County College		X	X	X	X		X
Moen, Bill	Camden County College		X	X	X		X	X
O'Hara, Ricky	DOL, Ventures			X			X	X
Page-Soncrant, Jeanne	NJ Dept of Labor, Business Service Rep.				X			
Quinores, Cris	WAWA						X	
Regensburger, Robert	Lockheed Martin	X	X	X	X	X	X	X
Russomanno, Salvatore N.	Applied Enterprises, LLC				X			X
Shafer, Derena	Camden County College			X	X	X		X
Sinclair, Nidia	CCOSCC				X	X		X
Snyder, Billy	Pennsauken Public Schools							
Staas, Diane	Camden County College							
Thompson, Sherry	BSR DOL							
Veneziani, Jennifer	Labor and Workforce Development, DVRS		X	X				
Levitt, Alex	WDB			X	X	X	X	X
Swartz, Jeffrey S.	WDB		X	X	X	X	X	X
Vaughn, Debra	WDB					X	X	X

WELCOME

Bob Weil asked for round table introductions and welcomed attendees. The meeting was called to order at 2:03 p.m. Hearing no corrections, additions, or deletions to the minutes for the meeting on March 17, 2022, Bob asked for a motion to approve the minutes. Mike Leonetti made the motion, seconded by Darena Shafer. By unanimous vote to the affirmative, the motion carried, and the minutes approved.

Frank Cirii, Local Area Operations Director – One-Stop Updates

- UI opened and in-person operations have been going well. The average service is 65-70 clients per day with appointments, and some walk-ins have been assisted. Most of the One-Stop partners have resumed in-person services. Virtual recruitments and job matching continues to be supported.
- Coordination of the Incumbent Worker Training (IWT) program is underway. Laurie Maguire has the assistance of Carol McCormack and Michael Leonetti to review submitted employer documents. American

Flux was slated to start the program but there is a requirement of Selective Service Registration for participants and several American Flux principals were not in compliance. American Flux's IWT training status is on hold until those registration issues are resolved. The conglomerate of ShopRite stores will now be the first cohort to participate in the upskilling program set to commence in the next several weeks. IWT is grand-funding set aside to assist local small to mid-size businesses affected by Covid to upskill their labor force, to aid in employee retention to stimulate promotion and allow for new hires. There is a 20%-30% match component dependent on the size of the business, where the employer pays for the hours the employees attend training, but not for the training itself, which is provided by Camden County College.

- The One-Stop is moving to partner with the Camden County Library System, starting by encouraging the library to be represented at the BSOT Committee meetings. The library system has been creating small business incubators in areas of target populations, loaning business-related equipment, and aiding in business start-up services. The One-Stop is seeking approval from the DOL to use TANF/SNAP grant funds to purchase Chromebooks which will then be available for loan to clients at the libraries for the purposes of access to online education, and resumé creation for job searches.

Sherry Thompson, NJ DOL, Business Services

Sherry stated that there were virtual recruitment events at Catelli Brothers in Collingswood (124 people registered, 10 showed) and she hosted a regional recruitment event at Amazon, which 76 people attended. Center of Family Services will hold an event in the upcoming week and Amazon will hold another event for regional openings on May 3, 2022, and another in June. Amazon openings fluctuate, but they currently have a recruitment need at the Penns Grove facility that did not exist in April. The facility in Bellmawr rarely has openings. Amazon posts new jobs on Friday evenings and encourages people to create an account profile on the Amazon website for recruitment event registrations and to expedite applications for positions posted at their desired work location.

Irene Perez, DVRS

- Irene stated the mission of the DVRS was to assist disabled individuals to obtain and maintain employment. DVRS provides OJT, assistive devices, job support, and offers disability etiquette presentations. Disability Etiquette Certifications can be earned by businesses that attend the presentations.
- Irene has been working on summer youth employment with CVS, which is currently doing direct hires. CVS hires youth aged 16 and up. She held an information session with PSE&G, which is currently seeking to diversify its workforce and fill positions for "clean" jobs, and she is looking into jobs with the Federal government which is hiring youth aged 16 and up. She noted that information session attendance has been low. She held an information presentation in Monmouth County, which included employers with locations in Camden County who are looking to hire individuals with disability and are interested in earning the disability etiquette certification. An invitation to the June "PTSD in the Workplace" event at the Camden County Boathouse was extended to Irene to attend or participate as a resource. Joe Hejlek, Kipp School, inquired about Summer internships for disabled high school students. Irene stated that if the prospective student has a case open with the DVR, the students will be connected to approved vendors who have been given grant to provide employment for 8 weeks. She will follow up with Kipp School on opportunities available for their disabled students.

Jeffrey S. Swartz, WDB – Regional Activities

2022 Cohort, Information Sessions, ACE Training Initiative

Jeff reported the ACE Training Initiative 2022 cohort has started at Camden County College. The Line School (Physical Abilities School) will start shortly in Egg Harbor Township with approximately 24-25 students. The program grant is for 3 years. While classes have started at Camden County, interested parties can be referred to Atlantic County, where classes have not yet started.

- The Literacy Committee will host a Youth Job Fair at the Clementon Fire Hall on May4, 2022 from 3:00pm to 6:00pm. The job fair, sponsored by Ravitz ShopRite, is geared toward young people aged 16-21. The Camden County One-Stop, Truist Bank, other employers, and resources for literacy and career services

will attend. Alex Levitt can provide information regarding attendance or participation upon request by email at receptionist@ccwib.com.

- **Summer Youth Employment Program**

The Summer Youth Employment Program has been awarded approximately \$156,000 in funding to provide employment opportunities for 45 county resident youth aged 16-24. The program offers a stipend for one week of an educational component and then for seven weeks of employment for youth participants. The first week of the summer program entails one week of work readiness training, followed by 7 weeks of work experience. A stipend will be paid at a rate \$15.00 per hour for 23.5 hours per week. A participating employer may schedule additional work hours at their own expense.

- **May Event at Stockton College – Area HS’s and Wind/Energy Industry.**

The Southern NJ Energy Partnership will host an event at Stockton College in Atlantic City on May 18th to promote career opportunities in wind energy in the southern part of NJ, where turbine and wind energy farms will be concentrated. Several high schools will be invited to create an awareness to the industry.

- **White Paper**

Through the Operations Committee, the Camden County Workforce Board will publish a White Paper outlining the methods used by the entire One-Stop organization to successfully continue offering services to customers, adapting functions to assist individuals both in person and virtually during the COVID pandemic. The project, led by Gregg DeBaere and Bob Regensberger, will be uploaded to the Camden County Workforce Development Board website once final edits and signatures are completed.

- **Camden Works**

A scheduled meeting was canceled, but for the period ending at the end of March, 761 people are in their database. Of the 761 people, 634 are Camden City residents and 288 are partner placements. Of 634 Camden residents, 392 are viable for employment. To date, over 350 people have been placed with employment, well over 500 people with One-Stop included.

- **GSETA/SETC Updates**

The Planning Committee is working on a virtual conference in October.

- **High School Outreach, Summer Youth Employment and ACE enrollment**

Outreach will continue for the Summer Youth Program and future job fairs.

UPDATES

Bob Weil mentioned the job fair at Camden County College on May 3rd. He would like to see cross-promotion of the CCC event and the Youth Job Fair in Clementon. The Youth Job Fair flyer will be distributed to committee members and Darena Shafer will pass the flyers at the CCC Spring Career Fair on May 3rd, which will be open to the public. The CCWDB will post the college’s Spring Career Fair event information on its social media sites.

Mike Leonetti

- All Risk has reconsidered and expressed interest in Incumbent Worker Training (IWT) program. Mike shared information with them about the program and will arrange a meeting to discuss IWT further.

Darena Shafer, Camden County College

- Camden County College will have in-person Commencement, for the first time in 2 years, on May 13th.
- Camden County College Spring Career Fair, in-person on May 3rd. The Career Fair is a community event, open to the public, and will provide information regarding volunteer, internship and employment opportunities. At least 70 organizations will be on campus to promote opportunities and resources.
- Camden County College has a Perkins Grant funded program called Career Exploration which holds events to focus awareness on in-demand careers with less than 2 years of career and technical educational (CTE) training programs. A past presentation, hosted for the Camden Creative Arts High School, was held for audio technology. Students were brought to campus to meet with audio technology professionals to share information and given a campus tour. On May 17th, the event will highlight the demand for Spanish-

speaking Ophthalmic Careers. Irene Perez asked if this would be an apprenticeship program, to which Darena responded that Career Exploration events are informational, educational events about in-demand careers. The Ophthalmic Careers event is to bring awareness to the drastic need and opportunity for Spanish-speaking individuals.

Bob Regensberger, Lockheed Martin

- Lockheed Martin continues to bring its workforce back to its Moorestown and Camden campuses. The company continues working with partners including Rowan University on expansion and potential future contracting endeavors. They are also working with the School of Engineering, and the Math and Computer Science departments on some special projects in R&D.

Bob Weil, Connor Strong & Buckelew

- Connor Strong & Buckelew has done some hiring and still has several openings for experienced insurance professionals.

ADJOURNMENT

Bob Weil asked for motion to adjourn. Frank Cirii made the motion, seconded by Mike Leonetti. By unanimous vote to the affirmative, the motion carried, and the meeting adjourned at 2:43 p.m.

NEXT MEETING

The next Business and Outreach Team meeting is scheduled on Thursday, May 19, 2022, at 2:00 p.m. This meeting will be conducted via Zoom Conferencing. Meeting notices and materials will be sent to the team.

Submitted by:
Debra Vaughn
Administrative Assistant to the Executive Director