



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, MARCH 16, 2023, 2:00 PM (ZOOM CONFERENCING)  
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

**ATTENDANCE**

COMMITTEE INFORMATION AND ATTENDANCE									
Name	Organization	Trustee Member	17-Nov-22	15-Dec-22	19-Jan-23	16-Feb-23	16-Mar-23	20-Apr-23	
Thompson Ryan	Truist Bank, BSOT Chair					X	X	X	
Baer, Jessika	NJ DOL							X	
Cirii, Frank	CCOSCC	X	X	X		X		X	
Davis, Gerald	CCOSCC		X	X	X				
Davis, Taylor	KIPP New Jersey			X	X	X	X	X	
Deitz, Jeff	DVRS							X	
Farrar, Gary	Transportation						X		
Forman, Lois	Jewish Family & Children's Service				X	X			
Fugee, Antoinette	Cooper								X
Gaskins, Melanie	Camden County College								
Laguna, Connie	Truist Bank						X		
Leonetti, Mike	CCOSCC					X	X		
Lex, Jim	Camden County Improvement Authority						X		
McCormick, Carol	Camden County College				X	X	X		
Moen, Bill	Camden County College				X		X	X	
O'Hara, Ricky	DOL, Veterans			X	X	X	X		
Page-Soncrant, Jeanne	NJ DOL, Business Rep.		X	X	X		X	X	
Perez, Irene	DVRS		X	X	X				
Quinores, Cris	WAWA								
Regensburger, Robert	Lockheed Martin	X		X	X	X	X	X	
Shafer, Derena	Camden County College			X	X		X		
Spector, David	NJDOL				X	X			
Urkowitz, Ronda	Cross County Connection TMA		X	X					
Weil, Robert	Connor, Strong, and Bucklew	X	X	X		X	X		
Yares, Yoni					X				
Henderson, Bridget	WDB								
Levitt, Alex	WDB		X	X	X	X	X	X	
Swartz, Jeffrey S.	WDB		X	X	X	X	X	X	
Vaughn, Debra	WDB		X	X		X	X	X	
Williams, Leslie	WDB		X						

**WELCOME**

Ryan Thompson introduced herself as the new Committee Chair, then greeted the members and guests. She called the meeting to order at 2:00 and asked attendees to introduce themselves.

**APPROVAL OF MEETING MINUTES**

Ryan asked for a motion to approve the minutes from the March 16, 2023 meeting. The motion was made by Jeff Swartz and seconded by Taylor Davis. By a majority vote to the affirmative, the minutes for the March 16, 2023 meeting were approved.

**Camden County One-Stop**

Frank Cirii, Local Area Director

- Foot traffic has increased over the past few months. The number of grants written for people to go to training has increased.
- Jeanne Page-Soncrant’s updates have been helpful, and her leads have been shared on One-Stop email lists.
- The One-Stop will not be present at a job fair on May 10<sup>th</sup> but will co-sponsor the September 15<sup>th</sup> job fair at the Cherry Hill Mall. The March job fair had 50-60 employers in attendance. Ryan will provide contact information for the Truist Bank recruiting team before the September event.

- The One-Stop continues to participate in outreach at County events, including a Town Hall Meeting at Haddon Twp HS this evening from 6:30 pm to 8:00 pm.
- The One Stop staff will have more involvement in WorkFirst placements going forward.
- Incumbent Worker Training (IWT) has been growing. The program allows employers to upskill their employees, making it possible to promote from within and open new positions at the lower levels.
  - ShopRite is in its third IWT cohort.
  - Leadership training is in progress for approximately 15 Goodwill employees.
  - The next cohort will be with Bancroft when the details are worked out. The resolution will be presented to the Commissioners once the contract is finalized and signed by Jeff.

### **Committee Member Updates**

NJ Department of Labor and Workforce Development

Jeanne Page-Soncrant, Employer Services

Jeanne mentioned that she meets regularly as part of a team that includes Gabriela Campbell (NJ DOL/OJT Writer), Gerald Davis (55+), Andrea Askie-Rosario (Commission for the Blind), and Irene Perez (DVRS). Jeanne fills in for Veteran Services until Ricky O'Hara's replacement is onboarded. She will be attending an event hosted by Rutgers Business Development and the U.S. SBA at the Cherry Hill Library on the morning of Tuesday, April 25<sup>th</sup>. The event is being held for members of the small business community, which is defined as a business with 500 employees or less.

- Jeanne spoke of several recruiting events:
  - The Department is hiring for Corrections Police Officers in Camden County. The positions offer paid training with a starting salary of \$50,000/yr. Applicants must be 18 years old and have a high school diploma
  - Sodexo at Lions Gate is hiring. Lions Gate is an assisted-living community. They are seeking hires for food service and environmental cleaning services. Of 69 people registered, only 11 attended. Two people were hired. Another recruitment event may be held in May or June.
  - A recruiting event was held in partnership with Atlantic County for NJ Transit. Over 600 people registered, but only 151 attended. NJ Transit assisted with promoting the recruitment event through their own social media. The recruitment was for Bus Service Persons, for cleaning, tire changes and some mechanical work. The new hires are trained to get a CDL license since movement of the busses being serviced is necessary. The exact number of hires from the event have not been provided as of yet, but at least 9 or 10 people are being considered for hire.
- Jeanne noted that Ricky O'Hara, Veterans Services Representative is currently on leave. She stated Ricky hosted a recruitment event at Cooper Hospital for veterans and their spouses on March 30<sup>th</sup>.
- Jeanne and Gabriela Campbell (NJ DOL OJT Writer for Camden and Burlington County) discussed the funds available for OJT to employers for qualified hires. The employer must offer a full-time position that pays a minimum of \$16/hour and will receive some funds back (50% on the dollar for up to 26 weeks or \$20,000 depending on the difficulty level of the job and the new employee's skillset). The employee cannot be a rehire, commission-based, seasonal or independent contractor.

Veteran Services

Jessika Baer, Business Services Regional Coordinator, Southern Region

Jessika provided a brief update regarding Veteran Services:

- Jessika commented that Ricky is on leave and will not be returning. A new Veterans Services Representative has been hired and will be named at a future meeting, after their onboarding is completed.
- There is a "Hire Our Heroes" event coming up in July. Details are forthcoming.

Jeff Dietz, DVRS

- Irene Perez is out for medical reasons. Prior to her absence, she was working with the federal government

on getting a federal resumé writing clinic started, and also making connections for Schedule A opportunities for federal jobs.

Jewish Family Children's Service (JFCS)

- In Lois Forman's absence, Jeff commented that JFCS is working on recruiting for their Soups and Sweets Program.

### **Regional Updates**

Jeff Swartz, Executive Director

- The Regional Plan has been completed and submitted to the SETC.
  - Local Plan has been completed and put out for public comment. Once the 30-day public comment period closes, the plan will be forwarded to the Commissioners for approval and then submitted to the State.
  - Under the leadership of the Operations Committee, the regional and local plans are completed within the deadline.
- The WDB's summer youth employment program is open to Camden County residents ages 16 to 24 years old, with no income restrictions to apply. A stipend rate will be \$15/per hour for 8 weeks including one week of work-readiness training at Camden County College. Applicants are interviewed to provide them with a work experience that matches their interests as closely as possible. The total of the stipend for the summer program, with all work hours completed is \$3000. Worksite agreements are available for employers interested in participating.
- The GSETA Conference will be held October 18-19, 2023. It will be an in-person event at the Hard Rock Hotel in Atlantic City. For registration or more information, go to [www.GSETA.org](http://www.GSETA.org).
- The Literacy Committee will host "Bring a Child to the Library Day" at the Clementon Library from 4:00 pm to 7:00 pm today. Donations include ShopRite gift cards and shopping bags from Zallie Foundation and ShopRite gift cards from Ravitz. CamCare donated Philly Soft Pretzels, BookSmiles will give away free books. Hope Works is providing a take-away project for the children to make bookmarks attending the event. There will be storytelling and a scavenger hunt in the library. Among the support agencies attending will be CamCare, Hispanic Family Center, and Building Bridges Family Success Center.
- The Abilities Committee will host a free event in partnership with Cooper Hospital on June 8<sup>th</sup> to assist veterans with crafting their resumes for civilian employment, and employers will discuss what they are looking for in veteran hires. The event will take place in the conference center at Cooper Hospital. A flyer will be circulated as soon as the details are finalized.
- Atlantic City Electric Initiative is now focusing on offering a paid 8-week summer youth internship program as well as a paid externship program for teachers that are interested in teaching a provided curriculum for about three weeks during the summer. Rachele Dorsey, Sr. Workforce Development Specialist for Atlantic City Electric, has worked with employers to secure internships for the summer.
  - The Atlantic City Initiative completed the first cohort for The Line School, with several graduates being hired. A second cohort (candidates that have taken the CAST test) will be planned.
  - The GIE program will start later in the year.
- Camden Works is working on transportation initiatives and other projects for the residents of the city.
  - Jeff stated that he attended a meeting with Camden Community Partnership, which was formerly the Cooper's Ferry organization. They have been working on a grant to provide transportation for Camden residents to their jobs within the city. Brian Bauerle will attend a future meeting to discuss the grant. Jessika mentioned that Cross County Connection would be a prospect for the Camden County Connection to consider as a resource. Jessika added that "211" offers free transportation for job interviews and career-based needs. Jeff noted that Cross County Connection's Executive Director, Ronda Urkowitz has attended BSOT meetings in the past and offered her suggestions.
- Jeff commented that WDB staff was present at KIPP's career fair and Triton High School and is scheduled

to attend several high school career fairs in the county over the coming weeks.

- The quarterly board meeting will be virtual via Zoom on June 21<sup>st</sup> at 8:30 am.

### **Business Community Updates**

Ryan Thompson, Truist Bank

- Ryan commented that Truist is currently hiring for several positions in Camden County and at her location in Philadelphia, near the campus of Drexel University, at 36<sup>th</sup> St. and Lancaster Avenue. She noted that full training is offered and there is opportunity for growth fairly quickly.

Bill Moen, Camden County College

- Camden County College (CCC), in partnership with Camden County Technical High School (CCTHS) and the NJ Economic Development Authority (NJEDA) have finalized the MOU that will allow submerged arc welding training. Certifications earned for the specialized training will allow individuals to gain employment at the EEW Offshore Wind site in Paulsboro NJ. The program is expected to be offered by CCC in September 2023 and will be included in its Pay It Forward Program, with offers opportunities for low-interest loans and living stipends to student in continued education for HVAC and Welding.

Carol McCormack, Camden County College

- There will be a pre-apprentice manufacturing bootcamp for machinists. Information sessions will be held on July 12<sup>th</sup> and August 10<sup>th</sup> for the bootcamp that starts on August 31<sup>st</sup>. The bootcamp is grant-funded, with the only eligibility requirements being a high school diploma or GED. The flyer will be posted on the event tab of the WDB website.
- The New Jersey Business & Industry Association (NJBIA) Grant is funded by the Department of Labor to provide free basic skills classes to private and public sector employers. Dedicated classes are provided to a minimum of 10 employees, with a choice of the employer site, CCC or virtual presentation. There is also open enrollment for the public, with access to free classes Monday through Friday from 9 am to 1 pm.

Taylor Davis, KIPP High School

- KIPP HS held its first Career Day on April 18th.

### **NEXT MEETING**

The next Business Services and Outreach Team meeting is scheduled on Thursday, May 18, 2023, at 2:00 pm via Zoom.

### **ADJOURNMENT**

Ryan asked for the motion to adjourn. Frank Ciri made the motion, seconded by Jeanne Page-Soncrant. By unanimous vote to the affirmative, the motion was carried, and the meeting adjourned at 2:44 pm.

### **SUBMITTED BY:**

Debra Vaughn

Administrative Assistant to the Executive Director