



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, JULY 18, 2024, 2:00 PM
ZOOM MEETING**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE										
Name	Organization	Trustee Member	18-Jan-24	15-Feb-24	21-Mar-24	18-Apr-24	16-May-24	20-Jun-24	18-Jul-24	
Thompson Ryan	Truist Bank, BSOT Chair		X		X	X			X	
Anglin, Leontyne	Beyond Expectations				X					
Askie-Rosario, Andrea	CC Commission of the Blind						X			
Anglin, Leontyne	Beyond Expectations				Y					
Baer, Jessica	NJDOL							X		
Bass, Henry	NJDOL			X	X		X	X		
Burden, Lawrence	Hopeworks				X					
Campbell, Gabriella	NJDOL		X				X	X	X	
Cirii, Frank	CCOSCC	X	X	X		X	X	X		
DeFulvio, Michelle	Camden County College						X			
Field, Nicole	NJDOL								X	
Fugee, Antoinette	Cooper		X	X				X		
Lakshminarayan, Pavithra	NJ Dept. of Labor & Workforce Dev.		X	X			X			
Leonetti, Mike	CCOSCC			X	X	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				
Moen, Bill	Camden County College		X	X		X	X			
Page-Soncrant, Jeanne	NJDOL, Business Rep.		X		X	X	X		X	
Perez, Irene	DVRS		X			X		X		
Randall, Angela	Community Planning & Advocacy Council (CPAC)		X		X	X			X	
Regensburger, Robert	Lockheed Martin	X	X	X	X	X	X	X	X	
Richardson, Ryan	NJDOL		X	X		X	X			
Robinson, Terrenny	Net America				X					
Shafer, Derena	Camden County College			X						
Sinclair, Nidia	Camden County One-Stop				X					
Spector, David	NJDOL									
Weil, Robert	Conner, Strong, and Buckelew	X	X	X		X		X	X	
Gutbezahl, Maayan	wDB		X	X	X		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					X				

WELCOME & APPROVAL OF MINUTES

Ryan Thompson, Chair of the BSOT Committee, opened the meeting at 2:06 PM. Ryan asked for a motion to approve the minutes for the May 16, 2024 meeting, because there was not a quorum to approve the minutes during the June 20, 2024 meeting. Motion was made by Bob Weil and seconded by Bob Regensburger. With majority vote to the affirmative, the motion carried, and the minutes for the May 16, 2024 meeting were approved. Ryan then asked for a motion to approve the minutes for the June 20, 2024 meeting. Motion was made by Bob Weil and seconded by Bob Regensburger. With majority vote to the affirmative, the motion carried, and the minutes for the June 20, 2024 meeting were approved.

COMMITTEE UPDATES

Nicole Field, NJDOL

- There are many programs being run through NJDOL right now. They currently have about 2000 apprentices across various programs.
- In terms of employment and apprenticeship programs in the State, Nicole noted that Camden County is doing very well at the moment. There are three teacher apprenticeships currently running: one in



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Camden City, one at Camden County College, and an intermediary one as well.

- National Apprenticeship Week is the week of November 18. NJDOL is starting to prepare for it now.
- Nicole will reach out to her connections to see if anyone wants to hold an event for National Apprenticeship Week.
- Nicole is trying to get proclamations from officials at a city and/or county level, not just from the State. She explained that the State typically proclaims specific dates as National Apprenticeship Week, but other states in the Union also get proclamations at a city and county level, getting more people involved.
- There are currently a lot of people graduating and getting certifications through various programs, including a fair number of individuals taking their journeymen exams through the State board.
- Ryan asked if Nicole is partnering with Teach For America for the teacher apprenticeships, because she met someone associated with them by chance at a coffee shop. Nicole has not heard of them, so Ryan will give Nicole the email she got from the individual she met from Teach For America, because they appear to be a non-profit that trains teachers.
- Jeanne Page-Soncraant from NJDOL has some ideas for the National Apprenticeship week that would be at a more local level. She and Nicole agreed to connect and discuss.

Jeanne Page-Soncraant, NJDOL

- On June 14th, NJDOL held a Justice Impacted Job Fair in Camden, with the help of Camden County College. Jeanne is still surveying employers who were present at the event to see if anyone was hired as a result of attending the job fair. Approximately 400 people attended the event, and 30-40 employers were represented.
- There will be a “Rapid Response” coming up at the end of September, which is when the DOL helps an employer that is either laying off, closing completely, or closing a division.
- There is a job fair at the Cherry Hill mall on September 13th.
- Jeanne met with Elton Custis from the DOL, who is the new person in charge of the 55+ group, replacing Gerald Davis, who recently retired. Jeanne is planning to partner with him in his new role.
- Jeanne hosts a monthly meeting, which is a Program Coordinator’s Call, which is intended to gather facilitators from each program that NJDOL runs.
- Jeanne is actively speaking to various facilitators in the different departments of NJDOL to see if she can get some more initiatives off the ground this summer.
- Jeanne reminded the committee that NJDOL serves the public, from the lowest skilled to the highest skilled workers. NJDOL has many different ways to help employers with talent acquisition.
- Jeanne also reminded the committee that NJDOL has an incentive program (On the Job Training, or OJT) that reimburses employers for providing on the job training to employees. This is a contract that is between the employer and NJDOL. Each contract of this type is one contract per employee. There are different circumstances that qualify the employee, including specific disabilities, vets returning from active duty, and others. OJT contracts can provide funding for up to six months per contract.
- Jeanne will be at the Small Business Showcase and Expo in Voorhees on Saturday, July 20. This event was rescheduled due to weather.

Gabriella Campbell, NJDOL

- Gabriella spoke about the struggles that NJDOL have had in getting employers interested in OJT services, despite its many benefits.
- Gabriella is hoping that Jeanne’s recent Justice Impacted job fair will yield results in employers taking interest in using OJT services.

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BUSINESS/COMMITTEE UPDATES

Ryan Thompson, Truist Bank

- Ryan has relocated from a Philadelphia branch of Truist bank, to one of the Camden City branches.
- Ryan and Truist hired another young professional from Hopeworks. He is in addition to Aniyah Gibbons, who was also recently hired at the same Truist Bank branch from Hopeworks, and who was the featured success story at the June Quarterly Board of Trustees meeting.
- The Camden branch of Truist has a large conference room that is rarely used. Ryan invited those on the call to let her know if anyone is in need of a large meeting space.
- The Camden branch of Truist is hiring for a bilingual banker.

Angela Randall, Office of Economic Opportunity (OEO)

- Formerly, Angela was working at the Community Planning and Advocacy Council (CPAC) in planning and administrative work. She recently accepted a leadership position at Camden County OEO.
- They have a Youth Action Board, offer College Work Experience Program (CWEP) training, and they assist young adults (ages 18-26) in getting their GED.
- Angela has 19 students who recently obtained their GED, 4 of whom were served since Angela assumed her new position. These students have a graduation coming up on July 31st. OEO will then try to match these graduates with appropriate employment.
- Angela shared a story where she met with a young man on site who had a lot of anxiety about whether he passed his GED test or not. Angela accompanied him to see what his score was. Upon discovering that he had passed, he excitedly ran around the entire building twice in response to seeing that he hit this milestone. Angela shared that seeing his excitement firsthand fueled her own energy to continue to do her work in serving the community in her new position.
- Ryan told Angela that she would be happy to have the young adults who have graduated the GED program to come to her Truist branch and use the large conference room to conduct mock interviews, as they continue to look for employment. Angela agreed that this would be a great asset for these young people and plans to connect with Ryan to make this happen.
- Angela mentioned that she is putting together a “wardrobe closet” project where the graduates can shop and use the clothes for prospective interviews as well.
- 12 additional students are taking the GED course.
- Angela is also helping the students find housing.
- OEO will have resource tables out at Congressman Donald Norcross’ Constituent Fair on July 22 at Camden County College in Blackwood.

Lisa Lord, Camden County Technical Schools

- Camden County Technical Schools are currently helping students, graduates and alumni find work in their specialized fields by reaching out to their various contacts.
- CCTS is in the process of planning their events for the upcoming year.
- CCTS is opening a new manufacturing building through a state grant, with money that was earmarked for the trades. It opens in September, and this year CCTS will enroll their first high school manufacturing students.
- On October 1, CCTS will host a grand opening of their new manufacturing building. Lisa will send out a save the date flyer to the committee.
- Jeanne suggested that with the new manufacturing students, and the upcoming National



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Apprenticeship Week in November, that Lisa and Nicole from NJDOL should be in touch. Nicole and Lisa agreed to be in touch.

Bob Weil, Conner, Strong and Buckelew

- Conner, Strong and Buckelew is looking for specialists in the insurance field. All applicants must go through the Conner, Strong and Buckelew website to apply for open positions. The New York office in particular is hiring.

ADJOURNMENT

Ryan asked for a motion to adjourn. Motion was made by Jeanne Page-Soncrant and seconded by Angela Randall. 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 will adjourn for the month of August. The next meeting will be held Thursday, September 19, 2024, at 2:00 PM. via Zoom. Meeting materials and Zoom conferencing information will be distributed prior to the meeting.

Submitted by:
Maayan Gutbezahl
Committee Coordinator