



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, JULY 21, 2022, 2:00 PM (ZOOM CONFERENCING)
1111 MARLKRESS ROAD, SUITE 101, CHERRY HILL, NJ 08003**

ATTENDANCE

COMMITTEE INFORMATION AND ATTENDANCE									
Name	Organization	Trustee Member	18-Nov-21	20-Jan-22	17-Feb-22	17-Mar-22	21-Apr-22	19-May-20	
Weil, Robert	BSR Chair	X			X	X	X		
Bennett, Ryan	Truist Bank		X		X	X	X	X	
Cardwell, Larry	Pennsauken Township			X		X	X		
Casciano, Cheryl	NJ Dept. of Labor		X						
Cirii, Frank	CCOSCC	X	X	X	X	X	X	X	
Davis, Taylor	KIPP New Jersey			X			X		
Deitz, Jeffery									
Forman, Lois	Jewish Family & Children's Service				X		X		
Guzman, Ray	BSR DOL								
Hanna, Kaina	Camden County College				X				
Hejlek, Joe	KIPP New Jersey			X					
Islam, Sho	NJ Business Center				X		X		
Iannuci Cappello, Susan	Camden County College								
Jez, Craig	BSR DOL			X		X		X	
Leonetti, Mike	CCOSCC		X	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, Veterans				X	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	X		
Snyder, Billy	Pennsauken Public Schools								
Staas, Diane	Camden County College								
Thompson, Sherry	BSR DOL								X
Veneziani, Jennifer	Labor and Workforce Development, DVRS								
Levitt, Alex	WDB		X	X	X	X	X	X	X
Swartz, Jeffrey S.	WDB		X	X	X	X	X		
Vaughn, Debra	WDB			X	X	X	X	X	X

WELCOME

Bob Weil greeted the committee, and the meeting was called to order at 2:02p.m.

APPROVAL OF APRIL MEETING MINUTES

Bob Weil asked if there were any comments or corrections to the minutes from the May 19, 2022 meeting. Leslie Williams previously requested the approval of the minutes be tabled, pending full distribution of the document, for approval at the July 21st committee meeting. Bob asked for motions to approve the previous minutes from the meetings on May19 and June 16. Motion was made by Frank Cirii, seconded by Mike Leonetti, to approve the minutes of the May 19, 2022 meeting. By a unanimous vote to the affirmative, the minutes were approved. Motion was made by Mike Leonetti, seconded by Frank Cirii, to approve the minutes of the June 16, 2022 meeting. By a unanimous vote to the affirmative, the minutes were approved.

One-Stop and Incumbent Worker Training (IWT) Updates

Frank Cirii, Local Area Operations Director, Camden County One-Stop

- COVID - A contractor security guard and one employee tested positive for COVID, with another employee reporting an exposure. None of the infections or exposure originated at the One-Stop.
- There was an issue with the air conditioning system at the One-Stop but the problem was resolved with no interruption in services.

- UI continues to see clients by appointment and is now allowing people to self-schedule their appointments. A direct line phone to UI is still available on site.
- Most of the State partners are working hybrid schedules but serve customers live or via Zoom.
- A resolution for the funding of the Workforce Development Board was presented to the Freeholders and approved.
- The new fiscal staff is working on the 2022-2023 budget. They visited the Atlantic County One-Stop to gain insight on best practices. The reorganization of the budget process is continuing and going well. There is a new Learning Link budget, which was substantially cut, but there is information that a one-time infusion of additional funds from the State will be awarded.
- Chromebook Loaner Program – The program, focused on SNAP and TANF clients, will assist with upskilling and creating resumes for job searches. The MOU for the library system is being created, to make the Chromebooks available through their locations, where referred clients will be able to borrow the equipment for 2-4 weeks and extended if necessary.
- IWT has been successfully launched Camden County College with the first of a 5-class series about 15 employees from ShopRite Markets. The employees will have the opportunity to earn a certification over the next 2 years of the program. There are additional leads for future cohorts and additional WIOA funds have been earmarked for future training.
- Irene Perez asked if contact had been made to inquire about putting the One-Stop on a bus route since the shuttle was not in use. Frank responded that a number of the One-Stop's State partners are not seeing people in person, but that the shuttle service would resume when activity numbers increased.
- Bob Weil asked Frank if UI returning on site to service customers has relieved the pressure on One-Stop staff, to which Frank replied that there has been a major decrease in complaints.

Business Community & Member Updates

Irene Perez, NJ Department of Labor, NJ DVRS

- A successful targeted hiring event was held with 16 Federal contractor on June 22nd. Everyone who attended was interviewed or had an informational session, including 6 or 7 walk-ins who were interviewed. Surveys have been sent to employers to learn how many hires were actually made.
- A job fair will be held at Camden County College in October, which is Disability Awareness Month. Awards will be presented to clients and to employers that are open to hiring people with disabilities.
- Two additional projects are being worked on. The first is the paid internship project where the DVR pays 100% for the intern, and the client can be someone who has been unemployed for 3 or more years. The second is a State project called "SAME" for State as a Model Employer, which guarantees a good faith interview for applicants with disabilities with all accommodations. The project models the schedule A and will be called Schedule B, for representatives that only work with individuals with disabilities in helping them obtain and maintain employment will have the clearance to develop that form for that client to apply for a particular State job. The representatives will consist of DVR counselors, the DevOps, DDD, and their representatives for the county. The Commission for the Blind will provide caseworkers that can develop that Schedule B form and assist the client with applying for a state job. The DVRS is excited about this project and hoping everything will be in place to launch the projects by Disability Awareness Month (October).

Ricky O'Hara, NJ Department of Labor, DVRS

Ricky O'Hara, Business Services Representative – Veterans

There is a civil service informational session scheduled for July 27, 2020, 10am to 11:00am to advise how to apply for State and local government jobs. Ricky noted that he is waiting for DOT positions that will be opening up and expecting to offer an information session about those jobs sometime in September.

Mike Leonetti, Camden County One-Stop

The first IWT program, with ShopRite, went pretty smooth. We have worked on a few changes for the next group that we have. Mike stated that the college did a nice job and they all worked well as a team. He commented that he and Laurie have a couple issues to resolve, but they are not issues which cannot be fixed so the next class gets a smoother start.

Jessika Baer, NJ DOL

Business Services has had several referrals were reaching out the standard areas, some food service and some health care. It has been a struggle to on the healthcare front for the healthcare workers on the lower paying scale. Employers can't pay higher than what Medicaid will reimburse them for, so they're trying to come up with creative ways, such as gas cards, transportation, and other things that might be in their power to offer as incentives. The positions on the lower pay scale do not offer work-from-home, and they're competing with non-credentialed people making more than credential people. The 76ers recently reached out to Ray Guzman, so, there is hope for a virtual recruitment for those positions

Ray Guzman, NJ DOL

Ray stated that he continues networking with employers, both in the Cumberland, but emphasizing more in the Camden area, assisting in Jeanie's absence.

There was a low turn-out, but successful virtual recruitment event held yesterday with Gourmet Dining (Compass Group). There are a lot of good incentives with the employer, with many positions open. Another recruitment event may be held in September or October. Chantee Leggett (Gourmet Dining, LLC.) is very nice to work with, and very understanding of everyone's schedule. There is a job there for anyone who's willing to come in from entry level to supervisory positions. Ray stated that he will continue working closely with Gourmet Dining and hopefully fill the hundred plus open positions there. Ricky commented that Chantee said there may be some other positions opened over at the Rutgers Camden location. Ray noted that a benefit of working with the employer is the breaks that prospective employees can have in the summer and they can work around their childcare schedule needs. Ricky commented that an important consideration is once an employee reached the bottom level to collect unemployment, when they are laid off for the summer breaks, they would be able to collect unemployment because the employer would be able to write their tickets for them. Jessika added the company is a very employee focused organization. She noted that the one person applying for the managerial position was a Camden resident. There are so many different positions, open to the other counties, but the position believed to have been filled for them from the recruitment event was a supervisory managerial position. A pathway exists for people that start at the entry level to work their way up into management. The woman that led the recruitment actually started entry level and worked her way up. Then there's on the training, which can then connect them with the on-the-job training programs. Ray Guzman stated the 76ers jobs seem to be a higher-end level or more skilled level professional positions in Camden. He said he just connected with Adara Bryan, of HB Sports and Entertainment, and that she will hopefully provide information about those positions registered on NLX and then move forward with that. Ray commented that if he does not hear back from her within a week, he will research exactly what positions are available and then have a conversation as to how we can continue with this and some recruitment efforts. Once the job orders are received, the job order numbers will be provided so that they can get connected to people.

Bill Moen, Camden County College (CCC):

- Bill reported that the college is in the final stages of firming up participation in the State's "Pay It Forward Program" in the fields of HVAC and Welding. The program provides no interest loans and also a living stipend. The Blackwood campus hosted a tour for a company called TMG, which is being contracted by the Navy to build the pipeline for the next generation of the building of the fleet of submarines and ships that will support the mission of the Navy and ultimately the military. The Philadelphia region is one of the few areas of concentration for their initiative. It is expected that local employers will hire the candidates that are being trained at CCC. The prospective high school/technical school student and adult learners would be civilian employees. Bill noted that he will discuss possible IWT for certain manufacturing and welding companies that would be interesting in participating in the support of the Navy's initiative.

Darena Shafer, Camden County College

- The college is on Summer hours. Darena introduced Melanie Gaskins as the new Perkins CTE Career and Equity Coordinator at CCC, working with the CTE programs to build awareness and offer students career exploration opportunities. Melanie introduced herself and thanked Darena and the CCC staff for welcoming her and stated she looked forward to doing her best for the students.

Bob Regensberger, Lockheed Martin:

- Lockheed Martin continues to have a large number of jobs available for engineers, and technical jobs .
- Lockheed Martin is completing an addition to the manufacturing facilities at the Moorestown to accommodate the relocation of some of the manufacturing of their Baltimore facility. The manufacturing is for a program known as the Vertical Launching System, which is the missile launching system used on new construction Naval destroyers.

Jeffrey Swartz, Workforce Development Board – Regional Activities

Atlantic City Electric (ACE) – The 2022 cohort for the GIE program took the CAST Test and passed. The 100% pass rate the CAST test during the first session is really good news and those people can now continue their journey along the way and pursue training with the Line School programs or other opportunities within ACE. Jeff also noted that he attended a meeting in Bridgeton with ACE. CCI (Contact Callers, Inc.) which has been engaged by ACE for an 18-month project to replace 500,000 meters in their service territory. The project is to replace both residential and commercial meters and installing what they call “Smart Meters” (electric). Approximately 50 or 60 people will be hired to work with Local 351 (electrical union), starting at almost \$31 per hour with good benefits. About 200 people have applied for 50 positions. When the project ends, those hired will be in a position to move on to other opportunities in the utility industries.

National Night Out – National Night Out events will be on the 1st and the 2nd of August. Jeff commented that he and Literacy Chair, Ken Brahl will attend Pine Hill’s event. Events in Clementon, Cherry Hill and possibly Voorhees, will be attended by WDB and One-Stop staff. Alex can provide a list of Night Out events in the county.

The Line School (Physical Abilities School) – The bucket truck has been secured and after one of two more things are taken care of, the 26 people waiting will be able to get started on their way to a career with a utility.

Quarterly Board Meeting – Jeff mentioned the next Quarterly meeting coming up on September 21st. It is a virtual meeting, and everyone is invited to attend. The link to the meeting will be made available to anyone who requests the information. The meeting will include an update on the Literacy Needs Assessment, complete with new maps that will be provided by Hope Works.

NEXT MEETING

The next Business Services and Outreach Team meeting is scheduled on Thursday, August 18, 2022, at 2:00 pm. This meeting will be conducted via Zoom Conferencing. Meeting notices and materials will be sent to the team.

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 2:53 p.m.

Submitted by:

Debra Vaughn

Administrative Assistant to the Executive Director