



## **Business and Economic Development Committee**

**College of Central Florida  
Enterprise Center, Suite 206  
Ocala, FL**

<http://careersourceclm.adobeconnect.com/business11-7-17>

**Audio Dial-In: 1-866 848-2216 – after prompt, enter code 5355193397#**

**November 7, 2017 – 9 a.m.**

### **AGENDA**

- A. CALL TO ORDER
- B. ROLL CALL
- C. APPROVAL OF MINUTES – Aug. 8, 2017, Pages 2-3
- D. ACTION ITEMS
  - 1. Sector Strategies Grant, Pages 4-5
- E. DISCUSSION ITEMS
  - Lawmaker seeks alternate routes to graduation, Sunday, Oct. 29, 2017, Citrus County Chronicle, Pages 6-7
  - Bill could boost young people's opportunities, Wednesday, Nov. 1, 2017, Citrus County Chronicle, Pages 8-9
- F. STATUS REPORTS
  - Event Report, Page 10
  - TMPA Business Services Changes
  - Citrus Youth Expo
  - Akken Cloud Update
- G. MATTERS FROM THE FLOOR
- H. ADJOURNMENT

**CAREERSOURCE CITRUS LEVY MARION  
BUSINESS & ECONOMIC DEVELOPMENT COMMITTEE MEETING**

**MINUTES**

DATE: August 8, 2017  
PLACE: Enterprise Center, Ocala, FL  
TIME: 9 a.m.

**MEMBERS PRESENT**

Mike Melfi, CHAMPS Software  
Mark Paugh, College of Central Florida  
Pete Beasley, Rasmussen College  
Rachel Riley, Citrus Memorial  
Phil Geist, SBDC  
Kevin Sheilley, Ocala-Marion CEP

**MEMBERS ABSENT**

Don Taylor, Citrus EDC  
Mark Vianello, Marion County Schools  
Debra Stanley, Citrus County Schools  
Diana Hammond, Taylor College  
Carol Jones, Levy County School Board  
David Pieklik, Nature Coast EDC  
Amy Meek, United Way Citrus

**OTHER ATTENDEES**

Peter Shepis, Vocational Rehabilitation  
Rusty Skinner, CSCLM  
Laura Isaacs, CSCLM

Dale French, CSCLM  
Brenda Chrisman, CSCLM

**CALL TO ORDER**

The meeting was called to order by Mike Melfi, Chair, at 9:03 a.m.

**ROLL CALL**

Laura Isaacs called roll and a quorum declared present.

**APPROVAL OF MINUTES**

Rachel Riley made a **motion** to approve the minutes from the Feb. 14, 2017, meeting. Phil Geist **seconded** the motion. **Motion carried.**

**ACTION ITEMS**

There were no action items on the agenda.

**DISCUSSION ITEMS**

Rusty Skinner presented information about 2017-18 business and economic development goals, including:

- Expand Talent Pipeline series
  - Add 20 businesses (Citrus and Levy; IT)
  - Improving Talent Center’s software
  - Begin Educational element in Citrus (Duke Grant)
  - Use Marion Soft Skills Survey to plan soft skills series
- Promote Apprenticeship/Pre-Apprenticeship (MRMA; Construction)
- Improve Business Services in Levy County

Kevin Sheilley noted that the Ocala – Marion CEP, CareerSource CLLM and local schools are all aligned on goals and strategies, especially related to soft skills and sector strategy. He also suggested that partners present a structured program to businesses when discussing OJTs and recruiting for internships.

Phil Geist suggested that CSCLM and apprentice programs explore associated certifications.

Pete Shipley from Vocational Rehabilitation shared information about on-the-job training and supported employment for youth.

Brenda Chrisman shared that Marion County Public Schools, CareerSource CLM, MRMA, and the Ocala-Marion CEP have partnered to apply for a Florida job growth grant to purchase a CDL simulator with intentions to train 24 CDL drivers during the first year of the program.

### **STATUS REPORTS**

- Talent Pipeline Video Project – Rusty Skinner shared information about the Career Awareness Talent Pipeline Video Project. He stated that the business portion of the project should be finished by mid-September.

### **MATTERS FROM THE FLOOR**

None

### **ADJOURNMENT**

There being no further business, the meeting was adjourned at 9:30 a.m.

### **APPROVED:**

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## **RECORD OF ACTION/APPROVAL**

Business and Economic Development Committee  
11/06/2017

### **TOPIC/ISSUE:**

Approval to accept funding from CareerSource Florida for the Sector Strategies Grant

### **BACKGROUND:**

Summary of the grant is attached.

### **POINTS OF CONSIDERATION:**

We have been notified that we have received funding for year 1 of our proposal. We have not received the actual dollar amount, but the first year request was for \$543,442.

### **STAFF RECOMMENDATIONS:**

Approval to move forward with Sector Strategies Grant

### **COMMITTEE ACTION:**

### **BOARD ACTION:**

# CareerSource Florida Sector Initiative Grant

This sector grant is going to focus on talent pool development in three occupational sectors that are showing rapid growth in this area as the economy continues to strengthen. The training to occur in the grant will span over 24 months. Funding will be provided on a year to year basis.

- Commercial Truck Driving
- Construction
- Advanced Manufacturing

Commercial Truck Driving (CDL A) will produce 24 (12 each year) commercial truck drivers with Airbrake endorsement. This licensing will allow the drivers to drive essentially any road legal tractor trailer in the United States. We will work closely with public and private training providers to facilitate this training.

Both Construction and Advanced Manufacturing training will offer a 'Bridge' component to the students. Students will be introduced to these occupations through an introductory course that will cover core competencies of each industry. Students will progress from the Bridge course into occupationally specific classroom training and then ultimately moved into employment that will be coupled with Paid Work Experience and On the Job Training (OJT) to complete the cycle of theoretical to practical, hands-on education. This grant will fund 24 students yearly in each career path for a total of 96 students receiving training in Construction and Advanced Manufacturing over a two year period.

The grant will also provide supportive services to students such as travel assistance to insure successful participation and completion of the training.

Duration: 24 Months

Total students to receive training: 120 total (Year one: 60 Year two: 60)

Total funding: Year one: \$543,442.00 Year two: \$543,442.00

Areas to be served: Citrus, Levy, and Marion Counties

Targeted population: Youth, Adults and Dislocated Workers

[http://www.chronicleonline.com/news/local/lawmaker-seeks-alternate-routes-to-graduation/article\\_8a418e9e-bc2a-11e7-9aad-47a02211dae7.html](http://www.chronicleonline.com/news/local/lawmaker-seeks-alternate-routes-to-graduation/article_8a418e9e-bc2a-11e7-9aad-47a02211dae7.html)

## Lawmaker seeks alternate routes to graduation

Carly Zervis Oct 28, 2017 Updated Oct 28, 2017



Ralph Massullo, state representative, R-Lecanto.

Special to the Chronicle

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State Rep. Ralph Massullo isn't a teacher, but that doesn't mean he doesn't understand what schools and students need.

Massullo, R-Lecanto, recently filed a bill, HB 311, that would create alternative paths to graduating with a standard high school diploma. Those paths would be designed to best fit students who don't score well on the two standardized tests necessary for graduation — the grade 10 English/Language Arts (ELA) assessment and the Algebra 1 end-of-course (EOC) exam — or who would prefer to pursue vocational or technical training instead of a college degree.

"Lately, as a business person, I've noticed that not everyone is ready for college right after high school," Massullo said. "And we need people with vocational training."

The bill creates two alternative pathways:

- A student can earn an industry-recognized credential or certification approved by the State Board of Education. That student must also earn 13 total points on the ACT WorkKeys assessments, which include Applied Mathematics, Locating Information, and Reading For Information tests.

- A student can demonstrate mastery of the standards usually measured by the two tests required for graduation through a portfolio, which would include “quantifiable evidence” of mastery. Such portfolios may include classwork, class assessments and projects.

As the alternative pathways would lead to a student attaining a standard high school diploma, the bill would also likely result in increased graduation rates, as students unable to pass the required tests are able to use those pathways to avoid them.

“We hope to lift graduation percentages, improve workforce readiness, and allow students to have a better path to a rewarding career,” said Massullo. “It’s a young, critical age in high school — it’s demoralizing to fail, it can lead to antisocial behavior. I’m not saying it’s going to keep people out of the system, but could improve the psyche of a lot of kids.”

Citrus County School Board member Thomas Kennedy agreed.

“The bottom line we hear all the time is ‘we need vocational options for our students.’ The only way to do that is to have multiple pathways in high school,” he said.

“The struggle is ... we can’t put them in the right courses to help them develop skills, because at the end of the day we can teach Algebra 1 any way we want — but unless they pass the (Florida Standards Assessments), they don’t graduate,” Kennedy said. “We now have to add remediation courses ... it means that most of the time, those kids aren’t taking vocational courses. The kids who would be taking and successful in those courses are in remediation courses (so they can pass the tests).”



Thomas Kennedy, Citrus  
County School Board  
Special to the Chronicle

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CARLY ZERVIS

Reporter



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[http://www.chronicleonline.com/opinion/editorials/bill-could-boost-young-people-s-opportunities/article\\_b8018844-bf3f-11e7-b325-ff0116b425ea.html](http://www.chronicleonline.com/opinion/editorials/bill-could-boost-young-people-s-opportunities/article_b8018844-bf3f-11e7-b325-ff0116b425ea.html)

## Bill could boost young people's opportunities

Chronicle Editorial Board Nov 1, 2017 Updated 17 hrs ago

**THE ISSUE:** Massullo proposes alternative high school graduation requirements.

**OUR OPINION:** Idea has merit.

Graduating from high school is a big deal, whether the student plans to go to college or directly to work.

For a college-bound student, high school graduation is a necessity, since colleges generally won't accept non-graduates. But graduation is also important for people who plan to go directly to work, because access to job opportunities and earnings are severely limited for those who do not graduate from high school.

According to the Bureau of Labor Statistics, half of all workers with less than a high school diploma earned just over \$20,000 annually, while those with a high school diploma earned slightly over \$34,000 annually.

Unemployment for those with less than a high school diploma is also higher than those with a diploma, with 12.4 percent of non-high school graduates unemployed, while unemployment for those with diplomas was 8.3 percent.

Despite these statistics, the graduation rate for Florida students in 2016 was only 80.7 percent. While this percentage understates the actual percentage of students who get degrees since it only counts students who graduate within four years of entering high school and does not count GED recipients, it clearly underscores that there is a problem with high school graduation rates.

In an effort to increase the number of Florida students receiving high school diplomas, Rep. Ralph Massullo and Sen. Bill Montford have filed a bill (HB 311) aimed at giving students a better chance of receiving a high school diploma.

The legislation would allow students who have completed the minimum high school graduation requirements, but did not pass some standardized tests an alternative pathway to a standard high school diploma.

According to Massullo, this allows students who can demonstrate competence, but who are not good at test-taking, to receive a diploma.

This program makes sense for students who are not college bound, because some students simply do not test well, and this program takes this fact into account.



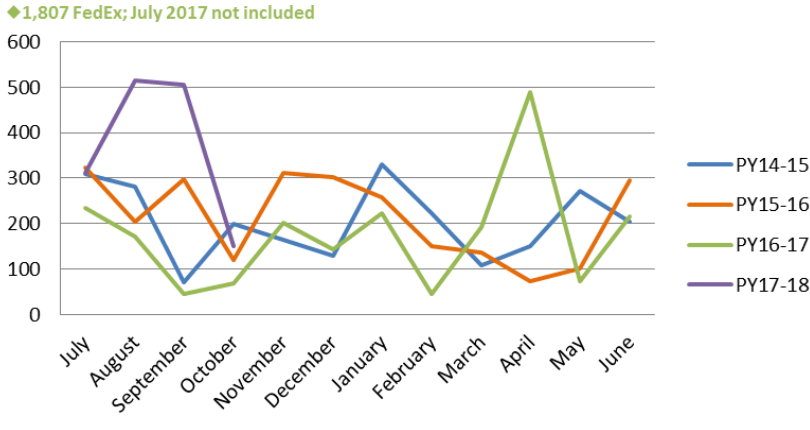
One of the valid goals of formal education is teaching students how to acquire knowledge, since this sets them up for lifelong learning, and there is more to learning than the ability to score well on tests.

If this program allows people to capitalize on their own potential and not be stifled, it is worth serious consideration, because the facts are clear that obtaining a high school diploma is a critical factor in both job opportunities and earnings. To the extent this program helps more young people legitimately earn that diploma, it is worthy of being at least tried in our state's schools.



# Single Employer Hiring Events (Onsite & Offsite) 07/01/17 – 09/30/17

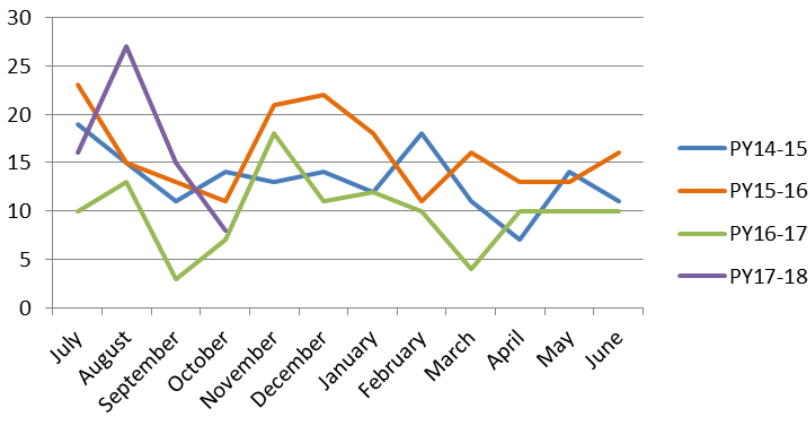
**Total Hiring Event Attendees By Month**



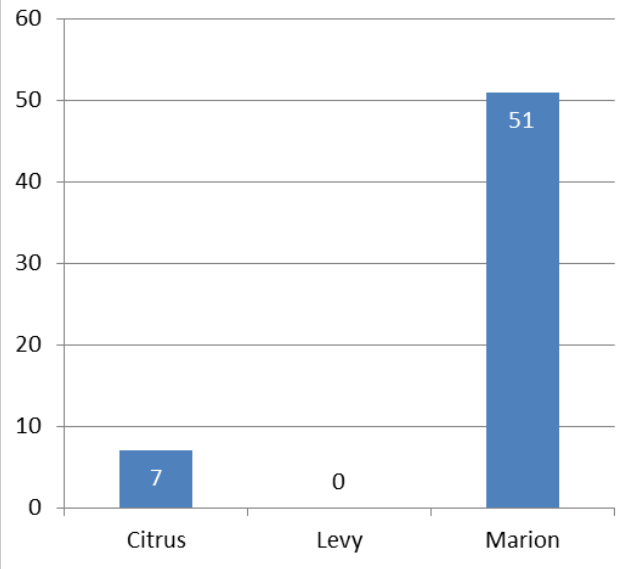
## PY17-18 To Date

Events: 58  
Attendees: 1332  
Reported Hires: 195

**Number of Hiring Events By Month**



**Employer Hiring Events by County  
PY17-18 YTD  
(7/1/17 - 9/30/17)**



## Other Events PYTD 17-18

Event Date	Event Name	Target Audience	Event Lead	Event Location	Staff Attending	County
8/31/2017	College and Career Expo	Future Students & Community	Jerry Flanders	College of Central Florida	Jerry Flanders	M
9/11/2017	College and Career Expo	Future Students & Community	Geri Phillips	College of Central Florida	Geri Phillips	C
9/11/2017	College and Career Expo	Future Students & Community	Geri Phillips	College of Central Florida	Geri Phillips	C