



CareerSource Citrus Levy Marion
2703 NE 14th Street
Ocala, FL 34470

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA

Wednesday, May 7, 2025 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/82437687077>

Phone No: 1-646-558-8656 (EST) Meeting ID: 824 3768 7077

Call to Order
 Roll Call
 Approval of Minutes, February 5, 2025

P. Beasley
 C. Schnettler
 P. Beasley

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DISCUSSION ITEMS

State Update
 Workforce Issues that are Important to Our Community

R. Skinner
 R. Skinner

PUBLIC COMMENT

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus
 Levy
 Marion

S. Baham
 S. Osteen
 H. Shubirg
 M. Toscano

MRMA

Talent Center
 Event Report
 Experiential Learning
 Metrix Users Report
 Grant Updates
 Contracts Reporting

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C. Wilkinson
 M. Saco
 C. Weaver
 C. Weaver
 S. Crawford
 S. Crawford

MATTERS FROM THE FLOOR

ADJOURNMENT

2024 – 2025 MEETING SCHEDULE							
Performance/ Monitoring	Business and Economic Development	Marketing / Outreach	Career Center	Education and Industry Consortium	Executive	Full Board	
Unless noted otherwise all committee meetings are held at CareerSource CLM, 2703 NE 14 th Street, Ocala, FL 34470							
Tuesday 9:00 am	Wednesday 9:00 am	Wednesday 9:00 am	Thursday 9:30 am	Thursday 9:00 am	Wednesday 9:30 am	Wednesday, 11:30 am	
8/13/2024	8/14/2024	8/21/2024	8/15/2024	8/29/2024	8/28/2024	9/4/2024	CF Levy
11/12/2024	11/6/2024	11/13/2024	11/7/2024	11/14/2024	11/20/2024	12/11/2024	CF Ocala
2/4/2025	2/5/2025	2/12/2025	2/20/2025	2/6/2025 CF - Room 206 Enterprise Center	2/26/2025	3/12/2025	CF Lecanto
5/6/2025	5/7/2025	5/14/2025	5/15/2025	5/8/2025 CF - Room 206 Enterprise Center	5/28/2025	6/4/2025	CF Ocala

OUR VISION STATEMENT

To be known as the number one workforce resource in the state of Florida by providing constructive tools and professional supportive services that are reflected in the quality of our job candidates and meet the needs of the business community.



**CAREERSOURCE CITRUS LEVY MARION
Business and Economic Development Committee**

MINUTES

DATE: February 5, 2025
PLACE: CareerSource CLM
2703 NE 14th Street, Ocala, FL 34470
TIME: 9:00 a.m.

MEMBERS PRESENT

Ben Whitehouse
Deb Stanley
Gary Smallridge
Jeff Chang
John Hemken
Kevin Cunningham
Mark Paugh
MJ Toscano
Phillip Geist
Steven Baham

MEMBERS ABSENT

Edward Suor
Pete Beasley, Chair
Scott Osteen

OTHER ATTENDEES

Rusty Skinner, CSCLM
Dale French, CSCLM
Cory Weaver, CSCLM
Melissa Saco, CSCLM

Chris Wilkinson, CSCLM
Cira Schnettler, CSCLM
Heather Shubirg, Ocala CEP
Andy Starling, IBEW 1205

CALL TO ORDER

In Pete Beasley's absence the meeting was called to order by Jeff Chang, Committee Member, at 9:00 a.m.

ROLL CALL

Cira Schnettler called roll and a quorum was declared present.

APPROVAL OF MINUTES

Deb Stanley made a motion to approve the minutes from the August 14, 2024, meeting. Andy Starling seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

Rusty Skinner updated the committee on the following items:

- The Consortium's of all three workforce regions have met and agreed to sign off on the regional planning identification application. The regional planning application was

submitted to the State and will be on the agenda for the February CareerSource Florida board meeting.

Workforce Issues that are Important to Our Community

No issues were presented.

Revised OJT and ITA Forms

Cory Weaver presented the State issued forms. These new forms replaced all OJT and ITA forms throughout all regions in the State.

Survey Results

Cory Weaver reviewed the results of the business engagement survey that was approved at the September board meeting. We collaborated with the Ocala CEP to survey their membership and the CLM business contact list. The survey had a great response rate and provided insights into the business community awareness of our programs.

- Based on the responses we will be improving outreach efforts with the local business community.
- The responses also provided feedback from businesses that used our services. We will analyze how we can improve our processes based on this data.

PUBLIC COMMENT

None

ACTION ITEMS

YouthBuild

Dale French was happy to share that we were awarded the fifth YouthBuild grant. Through this grant 4 homes will be built through our partnerships with Eckerd Connects and Habitat for Humanity. We anticipate 48 enrollments into the program. Heather Shubirg made a motion to accept and proceed with the grant and implement the program. Phillip Geist seconded the motion. Motion carried.

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- The new Economic Development Director, Steven Baham introduced himself. He stated that he is working on a website to showcase economic development in Citrus County. There is a new project in development that will be announced later in the year.

Levy:

- There were no updates for Levy.

Marion

- Heather Shubirg shared that there are several projects in development.
 - There has been increased interest in Marion county from manufacturing businesses.
 - There has also been an increase in international interest, which may be attributed to the international draw from WEC's presence in the county.
 - The CEP Business and Job Creation team will continue to partner with CLM to increase awareness of our programs in the business community.

- A NSF Engines grant was awarded to Central Florida, and potential funding could be received to support a semiconductor program in Marion County.

MRMA

MJ Toscano introduced herself as the new Executive Director for MRMA. The board recently held a strategic planning session and intends to increase fundraising events. The bowling tournament will be held on May 8th and the golf tournament is scheduled for October 16.

Talent Center

Chris Wilkinson reviewed the report provided in the packet. Phillip Geist requested median wages be added to the report along with average wages.

Event Report

Melissa Saco highlighted items from the Event Report. She noted increased attendance at hiring events and job fairs. She also noted two upcoming job fairs. She invited the committee members to attend the February job fair at MTC in Marion County and the April job fair at WTC in Citrus County. There will also be youth job fairs occurring in all three counties in the next quarter.

Experiential Learning Contracts

Cory Weaver summarized each section of the report. Noting the successful completions that lead to employment. The apprenticeship programs are at a standstill, but there is a summer youth construction pre-apprenticeship program in development.

Metrix Users

Cory Weaver shared details from the report, noting the most popular pathways and courses. Program usage continues to grow. The link to the Metrix program can be found on the CLM website.

Contract Reports

Cory Weaver reviewed the performance report for Citrus and Marion counties and the youth report. Overall, the partners did well.

- County Reports:
 - Marion County met the 1st quarter goal.
 - Citrus County met the 1st quarter goal.
 - Levy County is still recovering from the recent hurricanes and is experiencing a delay.
- Youth Report:
 - All measures were met except for one. This is an annual report on performance, so the program has more time to meet the requirements.

Grant Update

Cory Weaver provided an overview of the grants. The Dislocated Worker Grant that is funding recovery efforts from Hurricane Idalia was not renewed and will be coming to an end in beginning in March. This grant was very successful with 197 enrollments and a community investment upwards of ten-million dollars.

The Broadband grant is also having successful outcomes with 29 enrollments and 18 individuals hired. There will be upcoming classes in February, June, and October. The February class has already had 4 enrollments.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

There being no further business, the meeting adjourned at 9:38 a.m.

APPROVED:

REPORTING PERIOD: JUL 2024 – MAR 2025

ALL CENTER TRAFFIC – 823

One-on-one Appointments Total – 375

Professionals – 266
Students – 109

In Person – 86%
Virtual – 14%

WORKSHOPS CONDUCTED – 24

Healthcare – 5
Information Technology – 6
COOP – 2
STEM – 1

First Year Seminar – 3
Early Childhood Education – 3
Community Outreach – 2
Agriculture & Equestrian – 2

TOTAL ATTENDANCE FOR WORKSHOPS – 440

Resumes reviewed and feedback provided – 258

CANDIDATE OUTREACH: STUDENTS AND PROFESSIONALS

18 Events – Total attendance for events – 1169

TC Open House – 3
Round Table Sessions – 1
CF Preview Day/Night – 3

Talent Connection – 2
CF Webinar – 2

CF Resource Fair – 6
CASA House – 1

CONFIRMED HIRES

18

WAGE RANGE

\$13.85 to \$43.00

AVERAGE WAGE

\$23.00

TESTIMONIALS FROM STUDENTS & PROFESSIONALS

- The encouragement and advice I got whenever I visit was life to me. It propels me to continue to advance against all odds.
- Christopher Wilkinson put my mind at ease by walking me through the steps to improve my resume, enhancing my LinkedIn and exploring several career platforms.
- Sophia was very helpful and knowledgeable. She walked me through the entire process. I was able to obtain a job within my career field.

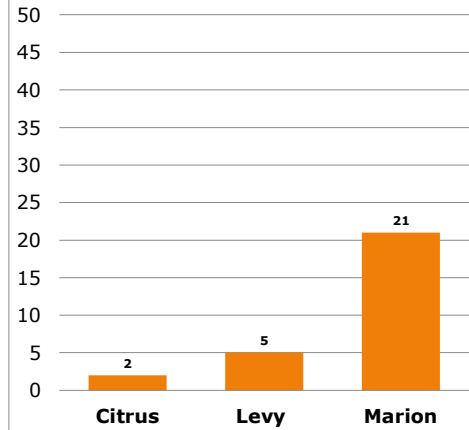
PY 24 - 25 Individual Events

**Total Events: 22
Attendees: 1116
Reported Hires: 149**

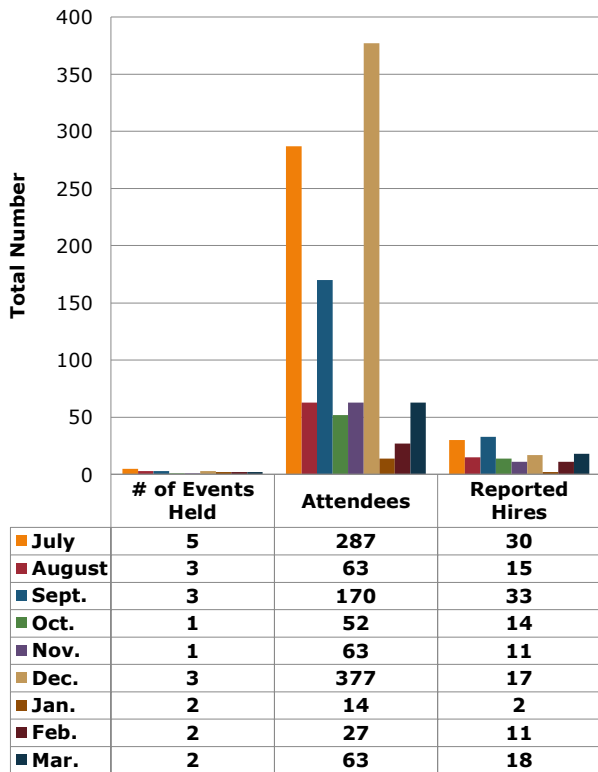
PY 24 - 25 Job Fairs

**Attendees: 733
Businesses: 117**

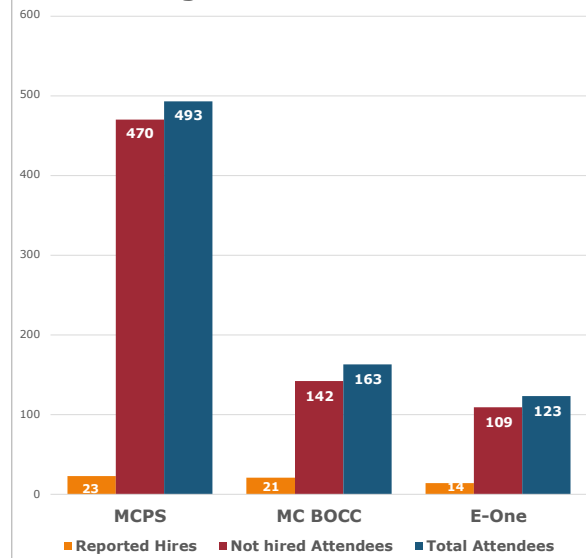
Job Fair and Hiring Events by County PY 24-25



Individual Hiring Events



Top 3 Hiring Events Program Year 2024-2025



Other Individual Hiring Events 1/2025 - 3/2025

Event Date	Event Name	Event Location	County
1/22 & 2/18	Florida Department of Corrections	Chiefland	Levy
1/28	Coca Cola Beverages Florida	14th Street	Marion
2/4	Monterey-Blackfin Boats	Monterey-Blackfin Boats	Levy
3/12	CX Ocala LLC	14th Street	Marion



Experiential Learning Contracts

PY2024-2025

Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Nash Plumbing and Mechanical	Construction	1	\$430.00	\$430.00	5/28/2024	5/27/2025	In Progress
Maricamp Animal Hospital	Professional	1	\$515.00	\$0.00	7/1/2024	6/30/2025	Unsuccessful Completion
PedIM Specialist	Healthcare	2	\$3,839.00	\$3,839.00	7/10/2024	11/8/2024	In Progress
Artemis Plastics	Manufacturing	2	\$592.00	\$1,600.00	9/7/2024	9/19/2024	Completed - Retained
Silver Wolf Holdings	Manufacturing	5	\$18,139.00	\$18,139.00	11/1/2024	11/11/2024	Completed - Retained
Heart of Florida Health Center	Healthcare	5	\$2,500.00	\$2,500.00	1/11/2025	2/16/2025	In Progress
Echo Technologies, LLC	Broadband	6	\$39,660.00	\$39,660.00	1/22/2025	4/16/2025	In progress
SunTran	Professional	1	\$677.30	\$677.30	2/18/2025	2/20/2025	Completed - Retained
Marion County Children's Alliance	Social Services	2	\$2,720.00	\$2,720.00	4/2/2025	4/4/2025	In Progress

On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Benton Technical	Construction	1	\$3,997.50	\$3,997.50	4/15/2024	7/10/2024	Unsuccessful Completion
Benton Technical	Construction	1	\$3,997.50	\$3,997.50	4/15/2024	7/29/2024	Completed - Retained
Veterans Repair Services	Automotive	1	\$5,000.00	\$14,298.00	4/30/2024	7/23/2024	Completed - Retained
Benton Technical	Construction	1	\$4,000.00	\$12,000.00	5/28/2024	8/7/2024	Unsuccessful Completion
Echo Technologies	Broadband	1	\$7,191.00	\$7,191.00	12/27/2024	5/30/2025	In Progress
Echo Technologies	Broadband	1	\$8,000.00	\$8,000.00	1/6/2025	6/6/2025	In Progress
Echo Technologies	Broadband	1	\$9,600.00	\$9,600.00	1/24/2025	6/27/2025	In Progress
Echo Technologies	Broadband	1	\$9,600.00	\$9,600.00	1/24/2025	6/27/2025	In Progress
Premium Golf Car Group, Inc.	Retail	1	\$1,997.50	\$1,997.50	3/17/2025	5/2/2025	Not Started
Premium Golf Car Group, Inc.	Retail	1	\$1,997.50	\$1,997.50	3/17/2025	5/2/2025	Not Started

Paid Work Experience

Business	Industry	Total Trained	Wage	Begin	Status
Life Line Institute	Education	1	\$14.40	7/8/2024	Completed - Hired
Life Line Institute	Education	1	\$14.40	7/23/2024	Completed - Hired
SAS Electronics	Construction	1	\$13.50	7/29/2024	Unsuccessful Completion
Novari Care	Healthcare	1	\$13.50	8/6/2024	Successful Completion
Life Line Institute	Other	1	\$14.40	12/2/2024	Successful Completion
BB Graphics	Other	1	\$14.40	1/6/2025	Successful Completion
Echo Technologies, LLC	Broadband	1	\$15.30	3/3/2025	In Progress
Echo Technologies, LLC	Broadband	1	\$15.30	3/3/2025	In Progress
Nash Plumbing and Mechanical, LLC	Construction	1	\$22.50	3/3/2025	Unsuccessful Completion
Webway Studios, LLC	Professional/IT	1	\$14.40	3/24/2025	In Progress

Internships

Business	Industry	Total Trained	Wage	Begin	Status
Trinity Surfaces	Wholesale	1	\$15.00	8/26/2024	Successful Completion
Quad Nurse	Healthcare	1	\$14.40	12/17/2024	Successful Completion
BB Graphics	Other	1	\$14.40	1/6/2025	Successful Completion
E-One Inc.	Manufacturing	1	\$18.00	2/3/2025	Successful Completion
Trinity Surfaces	Wholesale	1	\$14.40	2/17/2025	Successful Completion
Verteks Consulting, Inc.	Professional/IT	1	\$16.20	2/24/2025	In Progress
Crumps Landing LLC	Food Services	1	\$15.75	3/24/2025	In Progress

Apprenticeship

Business	Industry	Occupation	Total Trained	Begin	Status
Lockheed Martin	Manufacturing	Electronic Assembler	4	Spring 2020	2 Hired PY20-21, 2 Hired PY 21-22

SKILL UP USERS

LOCATION	PY 20-21	PY 21-22	PY 22-23	PY 23-24	PY 2024									PY 24-25	Total
					Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25		
Citrus	86	32	24	47	4	9	7	1	3	1	8	3	5	41	230
Citrus - CF	30	7	11	2	1	1	1	2	0	2	0	0	1	8	58
Levy	22	6	7	20	2	3	2	1	1	0	1	1	1	12	67
Levy - CF	16	3	4	0	0	0	0	0	0	0	0	1	0	1	24
Marion	140	53	55	176	14	14	12	18	11	10	19	23	9	130	554
Marion - CF	100	24	37	47	11	4	5	6	3	7	11	6	7	60	268
TOTAL	394	125	138	292	32	31	27	28	18	20	39	34	23	252	1201

Popular Pathways

1. Business (Administrative/Management)
2. Healthcare
3. Information Technology
4. Entry Level Pathway - General
5. Government/Public Sector

Popular Courses

1. The Art and Science of Communication
2. Using Business Etiquette to Increase Your Professionalism
 3. Being an Effective Team Member
 4. Communicating Effectively with Customers
 5. Interacting with Customers
 6. How Culture Impacts Communication
 7. Establishing Self-confidence for Life
8. Writing Effective E-mails and Instant Messages
9. Uncovering and Utilizing Your Talents and Skills
 10. Self-improvement for Lifelong Success
 11. Abbreviating, Capitalizing, and Using Numbers
12. Becoming More Professional through Business Etiquette
 13. Creating Well-constructed Sentences
14. Difficult People: Can't Change Them, so Change Yourself
15. Procrastination: Admitting it is the First Step

Grant Updates

National Dislocated Worker Grant (Citrus, Levy and Dixie Counties)

Reemploys individuals displaced by natural disasters to conduct cleanup and recovery work. This grant started with recovery efforts from Hurricane Idalia and evolved to include impacts from Hurricanes Helene and Milton. Activities included Disaster Clean-Up in Citrus County and assisting shellfish growers in Levy and Dixie Counties.

- We have completed our program and closed the participants in Levy and Dixie counties.
- Work concluded on March 23, 2025
- Total community investment to date (through 3/23/2025): \$13,314,222.00
- Participants are being given follow up and support through the transition.

Creating Connections Broadband (Levy County)

To recruit a labor force that will support the scope of the broadband expansion project in the rural Northwest corridor of Florida including 11 counties.

- Total Enrollments to Date: 43 of our 102 goal
- Total Training Certifications: 121
- Levy HS Grads Enrolled: 4 (Ranging between \$15-\$25 hourly wages)
- Presentations in Levy High Schools to Seniors
- We have completed 17 Experiential Learning Trainings with Local Levy County Employers that include a mix of On-the-Job Training, Paid Work Experience and Custom Business Training.
- Upcoming Classes: June and October 2025



	Q1 PY24-25			Q2 PY24-25			Q3 PY24-25			Q4 PY24-25			ANNUAL		
County Chamber/EDC	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate
CITRUS (Citrus Chamber)	4	4	100.00%	4	3	75.00%	4	3	75.00%	4			16		
MARION (CEP)	4	4	100.00%	4	4	100.00%	4	3	75.00%	4			16		

Quarterly Goals - Partner Chambers

Conduct 1 quarterly meeting with assigned CSCLM staff to discuss business needs/challenges - **All**

Conduct joint business and retention visits - **All**

Monthly meetings with key business staff to maintain communication of new and existing projects as well as current business needs - **Marion Only**

Provide business referrals to CSCLM for workforce services - **All**

Provide business/professional referrals to Talent Center - **Marion/Citrus Only**

Provide assistance in planning and staff for the Youth Career Expos - **Marion/Citrus Only**

	Q1 PY24-25			Q2 PY24-25			Q3 PY24-25			Q4 PY24-25			ANNUAL		
Eckerd Youth Connects	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment
Enrollments	20	27	\$1,595.83	20	19	\$1,595.83	25	23		20			85		
Measureable Skills Gains	83%	84.80%	\$1,595.83	83%	81.80%	\$0.00	83%			83%			83%		
Employment/Education Retention Rate 2nd Quarter After Exit	71%	68.40%	\$0.00	71%	72.10%	\$1,595.83	71%			71%			71%		
Employment/Education Retention Rate 4th Quarter After Exit	69%	77.30%	\$1,595.83	69%	71.30%	\$1,595.83	69%			69%			69%		
Credential Attainment Rate	78%	95.90%	\$1,595.83	78%	94%	\$1,595.83	78%			78%			78%		
Median Wages	\$3,384	\$3,426	\$1,595.83	\$3,384	\$4,106	\$1,595.83	\$3,384			\$3,384			\$3,384		