



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

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA

Wednesday, August 6, 2025 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/85088647502>

Phone No: 1-646-558-8656 (EST) Meeting ID: 850 8864 7502 Meeting Passcode: 542971

Call to Order P. Beasley
 Roll Call C. Schnettler
 Approval of Minutes, May 7, 2025 Pages 2 - 4 P. Beasley

DISCUSSION ITEMS

State Update R. Skinner
 Workforce Issues that are Important to Our Community R. Skinner

PUBLIC COMMENT

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports
 Citrus S. Baham
 Levy T. Whitehurst
 Marion H. Shubirg
 MRMA M. Toscano
 Talent Center Page 5 C. Wilkinson
 Event Report Page 6 M. Saco
 Experiential Learning Page 7 C. Weaver
 Metrix Users Report Page 8 C. Weaver
 Grant Updates Pages 9 - 10 S. Crawford
 Contracts Reporting Page 11 S. Crawford

MATTERS FROM THE FLOOR

ADJOURNMENT

2025 – 2026 MEETING SCHEDULE							
Performance/ Monitoring	Business and Economic Development	Career Center	Marketing / Outreach	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	Thursday 9:30 am	Wednesday 9:00 am	Thursday 9:00 am	Wednesday 9:30 am	Wednesday, 11:30 am	
8/5/2025	8/6/2025	8/7/2025	8/13/2025	8/14/2025	8/27/2025	9/3/2025	CF Levy
11/4/2025	11/5/2025	10/30/2025	11/12/2025	11/13/2025	11/19/2025	12/10/2025	CF Ocala
2/3/2026	2/4/2026	2/5/2026	2/11/2026	2/12/2026	2/25/2026	3/4/2026	CF Lecanto
5/5/2026	5/6/2026	5/7/2026	5/13/2026	5/14/2026	5/27/2026	6/3/2026	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: May 7, 2025
PLACE: CareerSource CLM
2703 NE 14th Street, Ocala, FL 34470
TIME: 9:00 a.m.

MEMBERS PRESENT

Ben Whitehouse
Edward Suor
John Hemken
Mark Paugh
MJ Toscano
Pete Beasley, Chair
Phillip Geist
Steven Baham

MEMBERS ABSENT

Deb Stanley
Gary Smallridge
Jeff Chang
Kevin Cunningham
Scott Osteen

OTHER ATTENDEES

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

Chris Wilkinson, CSCLM
Sandra Crawford, CSCLM
Cira Schnettler, CSCLM
Heather Squires, Ocala CEP

CALL TO ORDER

The meeting was called to order by Pete Beasley, Chair, at 9:00 a.m.

ROLL CALL

Cira Schnettler called roll and a quorum was declared present.

APPROVAL OF MINUTES

Mark Paugh made a motion to approve the minutes from the February 5, 2025, meeting. Ben Whitehouse seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

Rusty Skinner updated the committee on the following items:

- The Executive Director of Region 6 has resigned. We have a contractual partnership with Region 6 for financial services and act as the employer of record for their staff. The Board currently has an internal candidate as the interim director. We will be assisting the Region 6 board in their search for a replacement by collecting resumes.

- As part of the regional realignment Region 26 is working to navigate a successful merger of the combined regions.
- The State has not provided any further guidance on regional planning.

Workforce Issues that are Important to Our Community

No issues were presented.

PUBLIC COMMENT

None

ACTION ITEMS

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- The new economic development website is in progress.
- The CORE business center will be launching their Makerspace in 2025.
- Tampa General has broke ground on a new four hundred bed hospital.
- Citrus County is in the process of identifying industrial resources for financing projects.

Levy:

- Scott Osteen has resigned as the executive director of the Nature Coast Business Development Council. Levy County BOCC would like to bring the director's position under their authority through their tourism department. We will be working with the county manager in the interim.

Marion

- Heather Shubirg shared that there are several projects in development.
 - There has been increased interest in Marion county from food and beverage industries.
 - The local manufacturing industry continues to expand.
 - The NSF Engines grant was awarded to Central Florida, and potential funding could be received to support a semiconductor program in Marion County. Future updates will be provided as the program develops.
 - A mobility taskforce is in development for commercial airline services.
 - Local sites have been identified as support sites for semi-conductor manufacturing.
 - Beth McCall will be rejoining their team.

MRMA

MJ Toscano stated the fundraising Bowling Tournament will kick-off this Thursday. All lanes are sold out. She recently took a tour of the E-One facility. She attended the successful Heart of HR conference.

Talent Center

Chris Wilkinson reviewed the report provided in the packet. He also shared the below:

- Rasmussen University has been receptive to new engagement from the Talent Center team. The team has held several workshops with the University.
- The next Talent Connection, a virtual talent draft, will take place on May 14. The

team has partnered with WTC in Citrus County. Seven soon to be IT graduates will be presented to a variety of employers. There has been local and national advertising for this event. An Iowa workforce board will be attending as well, as they would like to pilot a similar program in their area.

Event Report

Melissa Saco highlighted items from the Event Report. She was happy to share that the recent Marion County Youth Job Fair had over 466 attendees, one of the most attended event in recent years. There is a job fair scheduled for June in Citrus County and a summer job fair scheduled for July.

Experiential Learning Contracts

Dale French summarized each section of the report. Noting the successful completions that lead to employment. The experiential learning coordinator is doing an excellent job with enrollments in the various programs.

Metrix Users

Dale French 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

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

Grant Update

Sandra Crawford provided an overview of the grants. The Dislocated Worker Grant that was funding recovery efforts from Hurricane Idalia was not renewed and ended in late March. This grant was highly successful with a community investment beyond thirteen million dollars.

The Broadband grant is also having successful outcomes with forty-three enrollments. There will be upcoming classes in June and October. There will continue to be recruitment for the upcoming classes.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

There being no further business, the meeting adjourned at 9:25 a.m.

APPROVED:



REPORTING PERIOD: JUL 2024 – JUNE 2025

ALL CENTER TRAFFIC – 1,116

One-on-one Appointments Total – 542

Professionals – 392
Students – 150

In Person – 86%
Virtual – 14%

WORKSHOPS CONDUCTED – 42

Healthcare – 13
Information Technology – 6
COOP – 3
STEM – 1
TC III – 3

First Year Seminar – 6
Early Childhood Education – 4
Community Outreach – 3
Agriculture & Equestrian – 2
High School – 1

TOTAL ATTENDANCE FOR WORKSHOPS – 737

Resumes reviewed and feedback provided – 352

CANDIDATE OUTREACH: STUDENTS AND PROFESSIONALS

22 Events – Total attendance for events – 1393

TC Open House – 5
Round Table Sessions – 1
CF Preview Day/Night – 3

Talent Connection – 2
CF Webinar – 2
OEP Faculty Meeting – 1

CF Resource Fair – 6
CASA House – 1
Job Fair – 1

CONFIRMED HIRES

34

WAGE RANGE

\$13.85 to \$43.00

AVERAGE WAGE

\$22.10

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.
- She (Sophia) has a follow-up encouraging principles. She never gives up on you. She is very optimistic that success will eventually come, and it does.

PY 24 - 25 Individual Events

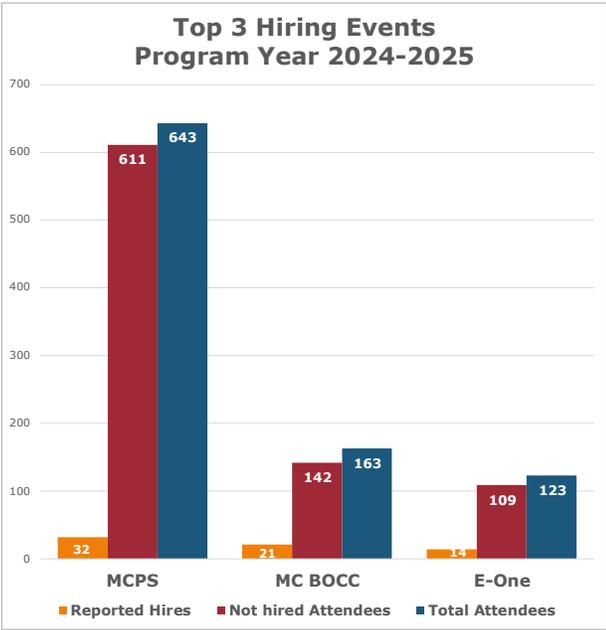
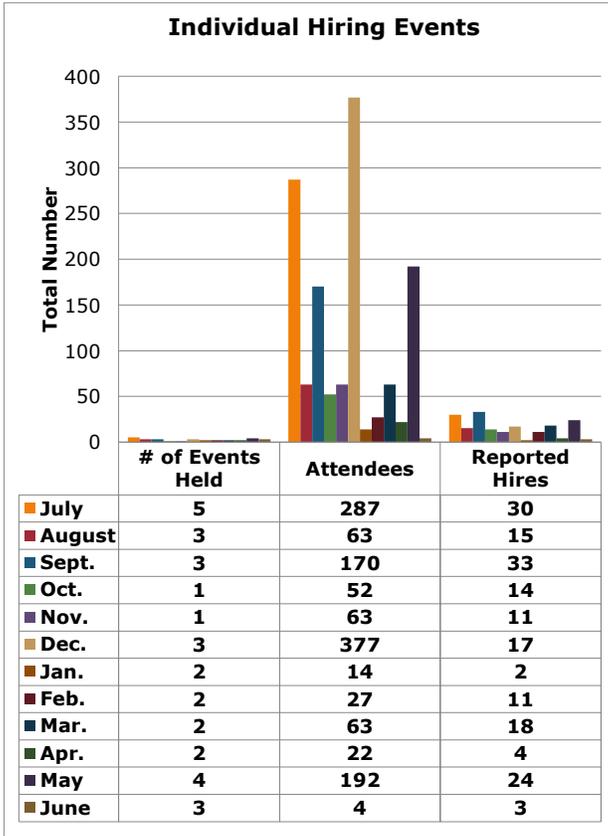
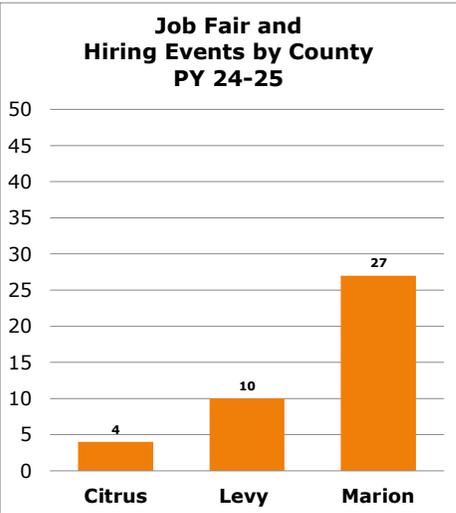
Total Events: 31
Attendees: 1334
Reported Hires: 182

PY 24 - 25 Job Fairs

Attendees: 1470
Businesses: 189

Upcoming Events

November 13 Paychecks for Patriots



Other Individual Hiring Events 4/2025 - 6/2025

Event Date	Event Name	Event Location	County
4/17 & 5/14	Labor Finders	14th Street	Marion
4/24	Viceroy Home Health	14th Street	Marion
5/20 & 6/17	Florida Department of Corrections	Chiefland	Levy
5/21	RealTruck	RealTruck	Marion
6/9	Gracefully Meek Home Care	Chiefland	Levy
6/15	CartWorks	Cartworks	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	3/3/2025	Completed - Retained (1)
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	\$1,500.00	1/11/2025	2/16/2025	Completed - Retained
Echo Technologies, LLC	Broadband	6	\$39,660.00	\$33,050.00	1/22/2025	4/16/2025	Completed - Retained
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	Completed - Retained
Artemis Plastics	Manufacturing	1	\$966.00	\$966.00	6/2/2025	6/6/2025	Postponed
F&H Contractors	Construction	2	\$3,658.00	\$3,658.00	5/19/2025	5/22/2025	Completed - Retained
Artemis Plastics	Manufacturing	1	\$966.00	\$966.00	6/2/2025	6/30/2025	Completed - Retained
F&H Contractors	Construction	1	\$1,813.00	\$1,813.00	6/30/2025	7/30/2025	Completed - Retained
Levy County BOCC	Construction	5	\$17,475.00	\$17,475.00	6/30/2025	8/23/2025	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	\$7,194.60	12/27/2024	5/30/2025	Completed - Retained
Echo Technologies	Broadband	1	\$8,000.00	\$8,000.00	1/6/2025	6/6/2025	Completed - Retained
Echo Technologies	Broadband	1	\$9,600.00	\$9,600.00	1/24/2025	6/27/2025	Completed - Retained
Echo Technologies	Broadband	1	\$9,600.00	\$9,585.00	1/24/2025	6/27/2025	Completed - Retained
Premium Golf Car Group, Inc.	Retail	1	\$1,997.50	\$1,997.50	3/17/2025	5/2/2025	Completed - Retained
Premium Golf Car Group, Inc.	Retail	1	\$1,997.50	\$1,997.50	3/17/2025	5/2/2025	Completed - Retained
Echo Technologies	Broadband	1	\$6,000.00	\$6,000.00	5/5/2025	8/29/2025	In Progress
Echo Technologies	Broadband	1	\$6,000.00	\$6,000.00	5/5/2025	8/29/2025	Unsuccessful Completion
Verteks Consulting, Inc.	Professional	1	\$3,135.00	\$3,135.00	5/12/2025	7/18/2025	Completed - Retained

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	Completed - Hired
Echo Technologies, LLC	Broadband	1	\$15.30	3/3/2025	Completed - Hired
Echo Technologies, LLC	Broadband	1	\$15.30	3/3/2025	Completed - Hired
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	Completed - Hired
Champs Software, Inc.	Professional/IT	1	\$16.20	6/11/2025	In Progress
Central Florida	Broadband	1	\$15.30	6/30/2025	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	Completed - Hired
Crumps Landing LLC	Food Services	1	\$15.75	3/24/2025	Completed - Hired
Artemis Plastics	Manufacturing	1	\$18.00	5/19/2025	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	Apr-25	May-25	Jun-25		
Citrus	86	32	24	47	4	9	7	1	3	1	8	3	5	7	0	0	48	237
Citrus - CF	30	7	11	2	1	1	1	2	0	2	0	0	1	0	0	0	8	58
Levy	22	6	7	20	2	3	2	1	1	0	1	1	1	2	0	0	14	69
Levy - CF	16	3	4	0	0	0	0	0	0	0	0	1	0	0	0	0	1	24
Marion	140	53	55	176	14	14	12	18	11	10	19	23	9	10	6	5	151	575
Marion - CF	100	24	37	47	11	4	5	6	3	7	11	6	7	2	0	0	62	270
TOTAL	394	125	138	292	32	31	27	28	18	20	39	34	23	21	6	5	284	1233

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. How Culture Impacts Communication
6. Interacting with Customers
7. Establishing Self-confidence for Life
8. Creating Well-constructed Sentences
9. Writing Effective E-mails and Instant Messages
10. Abbreviating, Capitalizing, and Using Numbers
11. Getting the Details Right: Spelling Basics
12. Using Punctuation Marks
13. Becoming More Professional through Business Etiquette
14. Difficult People: Can't Change Them, so Change Yourself
15. Self-improvement for Lifelong Success



Phoenix Rising YOUTHBUILD

The Phoenix Rising YouthBuild program has been helping improve the lives of at-risk young adults since 2011. The program is designed to teach youth valuable work skills while providing on the job experience as well as fostering a sense of community and leadership skills. As a result of their hard work, homes are built for families in need. The Phoenix Rising YouthBuild began as a locally-funded pilot in 2011, and our first federal grant was awarded in 2013. We have been awarded 5 grants total, in 2013, 2017, 2019, 2021 and 2025. These grants are the result of a collaboration between several local agencies, including:

- CareerSource Citrus Levy Marion
- Habitat for Humanity (Marion and Citrus Counties)
- Ocala Police Department
- Eckerd Youth Alternatives
- Marion County Housing and Finance Authority
- Neighborhood Housing and Development Corporation
- College of Central Florida
- Silver River Mentoring & Instruction
- City of Ocala
- Marion County Sherriff's Department
- Marion County Board of County Commissioners
- Florida State Housing Initiative Partnership (SHIP)

TOTAL AWARD AMOUNT HOMES BUILT

\$4,532,728

17

TOTAL YOUTH SERVED OBTAINED HS DIPLOMA

237

125

CREDENTIALS EARNED ENTERED EMPLOYMENT/EDU

1,228

165

- Home Builders Institute Pre-Apprenticeship
- OSHA-10
- National Retail Federation
- Warehouse Certification
- FL DBPR Safe Staff Food Handler
- High School Diploma
- American Hotel and Lodging Association Front Desk
- American Hotel and Lodging Association Guestroom
- American Hotel and Lodging Association Restaurant
- American Hotel and Lodging Association Maintenance

SUCCESS STORIES

Micah A. was basic skills deficient in Math and came from a low-income family when he began the program. While enrolled, he attained proficiency in Math and earned his Home Builders Institute certification. After completing the program, Micah traveled to France to assist in the construction of kennels for a dog breeding facility. He has since returned and is now employed with Citrus County Habitat for Humanity as a construction worker.

Derek T. did so well in YouthBuild that he received a job offer from Mid-State Electric before graduating. They paid to send him through an electrical apprenticeship program and since being hired he has received a \$2.00/hour raise.



Creating Connections

DOL Broadband Grant

The Creating Connections Broadband Grant helps to recruit and train talent that will support the scope of the broadband expansion efforts in rural Northwest Florida.

The Northwest Florida expansion project seeks to provide fiber-optic access to approximately 70,000 residents and businesses in the rural counties of Levy, Dixie, Gilchrist, Suwanee, Union, Lafayette, Hamilton, Taylor, Madison and Columbia.

TOTAL AWARD AMOUNT	TOTAL PARTICIPANTS TO DATE
\$1.73 million	53
EXPERIENTIAL LEARNING	CERTIFICATIONS EARNED
27	116
TOTAL EMPLOYED TO DATE	
34	

PARTICIPANT COUNTY BREAKDOWN	
Columbia	4
Dixie	10
Gilchrist	4
Lafayette	3
Levy	25
Suwanee	5
Taylor	1

EMPLOYER ENGAGEMENT

- | | |
|---|---|
| <ul style="list-style-type: none"> • Blue Stream Fiber • Wifiber Corporation • SAS Electronics • Benton Technical Services • Echo Technologies, LLC • Central Florida Broadband | <ul style="list-style-type: none"> • City of Williston • CFEC/Fiber by Central Florida • RoamR • SVEC- Suwannee Valley Electric Coop • Wire3 |
|---|---|

CareerSource Citrus Levy Marion is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities. All voice telephone numbers listed above may be reached by persons using TTY/TDD equipment via the Florida Relay Service at 711. If you need accommodations, please call 1 800 434-5627, ext. 7878 or e-mail accommodations@careersourceclm.com. Please make request at least three business days in advance. CareerSource CLM is a proud partner of the American Job Center network and member of CareerSource Florida.



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

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		
	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment
Eckerd Youth Connects															
Enrollments	20	27	\$1,595.83	20	19	\$1,595.83	25	23	\$1,595.83	20			85		
Measureable Skills Gains	83%	84.80%	\$1,595.83	83%	81.80%	\$0.00	83%	73.80%	\$1,595.83	83%			83%		
Employment/Education Retention Rate 2nd Quarter After Exit	71%	68.40%	\$0.00	71%	72.10%	\$1,595.83	71%	75.60%	\$1,595.83	71%			71%		
Employment/Education Retention Rate 4th Quarter After Exit	69%	77.30%	\$1,595.83	69%	71.30%	\$1,595.83	69%	67.10%	\$0.00	69%			69%		
Credential Attainment Rate	78%	95.90%	\$1,595.83	78%	94%	\$1,595.83	78%	92%	\$1,595.83	78%			78%		
Median Wages	\$3,384	\$3,426	\$1,595.83	\$3,384	\$4,106	\$1,595.83	\$3,384	\$4,016	\$1,595.83	\$3,384			\$3,384		