



**Business and Economic Development Committee
College of Central Florida
Enterprise Center, Suite 206
3003 SW College Rd., Ocala, FL 34474**

AGENDA

Thursday, November 7, 2019 – 9:00 a.m.

<http://careersourceclm.adobeconnect.com/bedc11-7-2019/>

Conference Call: 1-866-848-2216 – after prompt, enter code 5355193397#

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, August 22, 2019	Pages 2 - 5	P. Beasley

DISCUSSION ITEMS

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

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports		
Citrus		B. Register
Levy		D. Pieklik
Marion		K. Sheilley
MRMA	Pages 6 - 7	K. Betz
Event Report	Page 8	D. French
Youth Build	Page 9	D. French
Talent Center	Pages 10 - 12	D. French
Apprenticeship Grants and JFF		D. French
Youth Career Expo 2020		D. French

MATTERS FROM THE FLOOR

ADJOURNMENT

2019 – 2020 MEETING SCHEDULE

Business and Economic Development	Performance/Monitoring	Marketing/Outreach	Career Center	Executive	Full Board	
All committee meetings are held at the CF Ocala Campus, Enterprise Center, Room 206						
Thursday, 9:00 am	Tuesday, 9:00 am	Wednesday, 9:00 am	Thursday, 9:30 am	Wednesday, 9:30 am	Wednesday, 11:30 am	
8/22/2019	8/6/2019	8/21/2019	8/1/2019	8/28/2019	9/18/2019	CF Chiefland
				10/23/19		
11/7/2019	11/5/2019	11/13/2019	11/21/2019	12/4/2019	12/11/2019	CF Ocala
2/6/2020	2/4/2020	2/12/2020	2/20/2020	3/4/2020	3/11/2020	CF Lecanto
5/14/2020	5/5/2020	5/13/2020	5/7/2020	5/27/2020	6/3/2020	CF Ocala

OUR VISION STATEMENT

To be recognized as the number one workforce resource in the state of Florida by providing meaningful and professional customer service that is reflected in the quality of our job candidates and employer services.



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

MINUTES

DATE: August 22, 2019
PLACE: College Of Central Florida, Enterprise Center, Building 42, Ocala, FL
TIME: 9:00 a.m.

MEMBERS PRESENT

Pete Beasley, Chair
Bruce Register
David Pieklik
Phillip Geist
Jeff Chang
Kathleen Betz
Kevin Cunningham

MEMBERS ABSENT

Kevin Sheilley
Mark Paugh
Mark Vianello
John Cook

OTHER ATTENDEES

Rusty Skinner, CSCLM
Kathleen Woodring, CSCLM
Brenda Chrisman, CSCLM

Cira Schnettler, CSCLM
Ted Knight, Board Member
Bart Rowland, 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

Bruce Register made a motion to approve the minutes from the April 30, 2019 meeting.
Phil Geist seconded the motion. Motion carried.

DISCUSSION ITEMS

DEO Policy Issuance/Impact on Operations

DEO Response to USDOL

Kathleen Woodring explained to the committee that local policies and procedures will be

updated continually as DEO makes new policies in response to the monitoring of regions 14 and 15. She reviewed the local procedures that will be implemented based on three policies that were issued by the DEO. Rusty Skinner further stated that an email has been sent to the DEO outlining his concerns with the new policies.

Changes to Meeting Agendas/Improvement Suggestions

Kathleen Woodring explained that staff members have been assigned to committee chairs to assist them through the meeting process. The staff member will touch base with the committee chair before the meeting and after the meeting to offer guidance on Roberts Rules and answer any questions. The committee chair will then be prepared to discuss the activities of the committee with all of the board members at the next full board meeting. This change will provide support to the committee chairs and will be helpful to new chairs.

Workforce Issues that are Important to Our Community

Rusty Skinner stated that this will be a reoccurring item on all agendas. The goal is to encourage members to discuss workforce topics that are trending in the community. Rusty encouraged the committee members to bring topics to the next meeting.

Apprenticeship Standards

Brenda Chrisman provided an overview of the attached sample of a potential plumbing apprenticeship program for Citrus County. Two grants have been approved, one in Marion County and one in Citrus County. Efforts are ongoing.

Tiered Level Services

Brenda Chrisman reviewed the new tiered level of services being offered to businesses. The attached document is a tool for our business services team. Due to a decrease in job seekers and an increase in job demand a new approach was needed to handle the additional workload without increasing staff. There are several benefits to the approach. Going to the tiered system encourages businesses to post wages. Posted wages appeal to more applicants. Additional media related services are offered to the businesses posting higher wage jobs, including spotlights, social media marketing, and the popular video series. Rusty Skinner noted that it also gives the resource room staff opportunities to motivate customers seeking Tier 1 type positions towards Tier 2 type positions, through skill based learning programs like 180 Skills.

ACTION ITEMS

Discussion, Prioritization of Additional Youth Projects/Action

Kathleen Woodring provided an outline of suggestions for the excess WIOA funding and WT funding. She advised the committee that the Career Center committee has previously voted to move forward with items 1 and 3 on the action sheet. The Career Center committee asked to bring the item to this committee for approval to approach employers and other community partners for support. The committee members were in alignment regarding the selected items of 1 and 3 from the Career Center vote. Bruce Register made a motion giving permission for local employers and community partners to be engaged for the two programs. Jeff Chang seconded the motion. Motion Carried.

Registered Apprenticeship Sponsor vs. Regional

Brenda Chrisman advised the committee that the grant for this apprenticeship program is in place. Internal coordination of the program will be handled by the Experiential Learning Coordinator. Bruce Register made a motion to allow CSCLM to become the official Registered Apprenticeship Sponsor for a Plumbing and Plumbing Technician program at WTC, to submit a plumbing apprenticeship application to the Department of Education, and begin entering into agreements with employers and WTC. Phil Geist seconded the motion. Motion carried.

EDC Agreements and Performance

Brenda Chrisman provided an overview of the performance reports from the three counties. There are currently contracts with all three counties for economic development. Each county has been given goals and were provided funding. The agreements have been updated to reflect a 5% holdback if performance is not met, which mirrors other contracts that we have in place with other entities. Based on past experience there is confidence that all three counties will perform effectively. Bruce Register made a motion to approve the recommended changes to the ED agreements. David Pieklik and Phil Geist abstained from the vote due to conflicts. Jeff Chang seconded the motion. Motion carried

Classroom2Careers

Brenda Chrisman summarized the CEP proposal to develop an existing web site to connect K-12 and post-secondary classroom instructors to volunteers and businesses through a new online portal web site called OcalaClassroom2Career.com. This website will allow each school and their instructors to post what is needed in connecting their students to businesses and industry. Phil Geist made a motion giving permission to enter into a one year agreement at \$3,000 with the CEP on the attached proposal, and with a review afterwards before committing to additional years. Jeff Chang seconded the motion. Motion carried.

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- Bruce Register stated that an international company, called LanternFest Creative is coming to the Homosassa area. The company specializes in large displays and robotics for zoos and botanical gardens. There is further potential for the company to open a historical artifacts museum in Citrus County.

Levy:

- David Pieklik reported he continues work on the relocation project for A & M. A & M plans to hire 20 people by the end of the year and 88 people in the future.
- He is also working with a supply-chain company, a cardiologist, and a micro-brewery looking to either relocate or open new business.

Marion

- Bart Rowland stated that there are manufacturers in Marion County that plan to expand their businesses in the near future.

MRMA

Kathleen Crowley noted that the organization is continuing to grow. The current members are being visited and surveyed as to the value they are seeing in the organization. Outreach efforts are happening with the school systems that have programs in logistics and manufacturing, as well as, with the CLM businesses services team.

Event and Talent Center Report

Brenda Chrisman provided highlights of the Event and Talent Center traffic reports.

Apprenticeship Grants and JFF

Brenda Chrisman updated the committee from the attached report on the grants and JFF.

Youth Career Expo 2020

Brenda Chrisman highlighted that all three counties will have youth expos in the upcoming year and invited the members to come to observe the events.

Youth Build Updates

Kathleen Woodring applauded Eckerd staff on the successes with the last three cohorts and was happy to report that the wall-raising for the fourth cohort was happening today.

MATTERS FROM THE FLOOR

Rusty Skinner noted that there is tremendous activity in national and state circles regarding apprenticeships. There will be additional discussions brought before the committees as information is received.

ADJOURNMENT

There being no further business, the meeting was adjourned at 10:26 a.m.

APPROVED:



Executive Director Report to the MRMA Board of Directors

November 2019

Activity Report

- MRMA operational updates:
 - Moving from a manual accounting system to an on-line accounting system; completion date is scheduled for November 13th
 - Continue to set aside dedicated time each week to research/update/improve an area of the organization
 - Focusing on community outreach to understand current needs of each county we serve
 - Researching educational programs in our service area that support manufacturing and logistics careers; information will be brought forward to MRMA Board to broaden awareness and opportunities for involvement
 - Strategic Planning session for MRMA will take place on November 8th
- Holding the 1st Manufacturing and Logistics Career Fair with CareerSource CLM on October 30th
- Held MFG Days events including company tours with Flate Ambassador Sara LeFils; MRMA provided students with MFG Day T-shirts to wear on their tours; in addition worked with Sara LeFils to overcome obstacles and fulfill tours for Dunnellon High School and West Port High School students; MRMA reached out to CareerSource CLM for assistance in finding a solution to bring students together with Lockheed Martin for MFG Day tours; MRMA reached out and found funding for student busing and student lunch issues as they surfaced; we received requests from Dunnellon High School and West Port High School for member participation in their upcoming events; information was disseminated to MRMA members
- The new C-Suite Forum series is in process; the first session was held on September 25th and focused on Employee Retention; the next session will be held on November 20th and will focus on "Driving Business Growth through Mergers and Acquisitions"
- MRMA Board requested research regarding a possible partnership proposal to FloridaMakes continues and includes dues/fee, legislative options and overall benefits excluding the employee benefits portion
- MRMA members RealTruck and Winco Manufacturing were featured on the WOCA radio spot for MFG Month
- Communications continue with Rusty Skinner, CareerSource CLM regarding the proposed partnership for the Industry Recognized Apprenticeship Program – IRAP with the College of Central Florida and MRMA; all parties will meet to further discussions at the upcoming MRMA Board meeting in November
- Met with Mark Vianello in September to further discuss partnership support for the CTE programs; Mark is gathering information from Belleview, Lake Weir and West Port High Schools and will share their needs with us; during the October MRMA meeting CTE and MTC representatives shared program updates with MRMA members; similar reach outs have been made to MTC and to Sumter county; we will reach out to Levy and Citrus counties in November

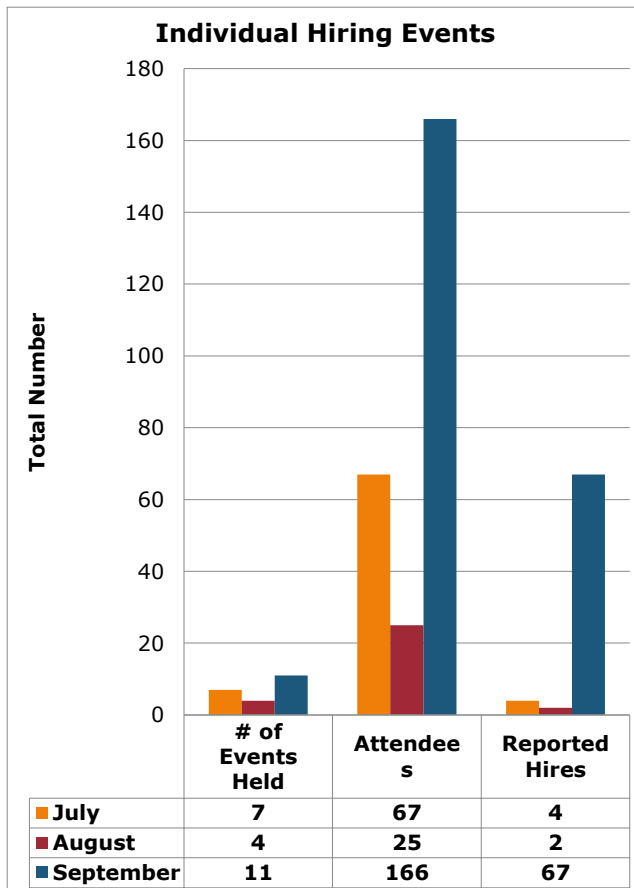
- From now until the end of February MRMA will participate in the Marion County Youth Career Expo planning meetings; the event will take place on January 28th and 29th at the Circle Square Cultural Center
- Continue to be an active participant in the CTE Soft Skills K-12 initiative with Marion County school administrators, MTC, the CEP, and CareerSource CLM
- Fall 2019 Advisory Committee meetings for CF, MTI, CTE and MTC have started; MRMA is an active participant in all related meetings to Manufacturing and Logistics including topics such as Accounting Specialization, and Office Administration
- In September I met with Mr. Beasley, Campus Director for Rasmussen College to develop a relationship and explore opportunities for MRMA including participating in the Manufacturing and Logistics Career Day to showcase their Logistics program to attendees and participating companies
- October 1st I met with CF's Associate Vice President, Career and Professional Programs , Dr. Jennifer Fryns and with Dr. Rob Wolf to discuss ongoing and new opportunities to work together on special initiatives especially Apprenticeship programs and opportunities for CF to host special focus group meetings with MRMA members
- October 2nd attended the Manufacturing and Distribution Roundtable in Sumter County; focus of the meeting was Lake Technical College and Lake Sumter State College and their programming focused on manufacturing and logistics; this was timely information to receive as we explore programs in our service area; since that meeting I met with Frank Calascione, Director, Economic Development to discuss upcoming economic development projects; the need for training, growing a skilled workforce for the companies moving and expanding in the area; and other opportunities to work together
- Under the direction Dr. Phil Geist, Mark Davis and Sam Ajlani, MRMA is forming a process for funding requests to support manufacturing and logistic programs in Citrus, Levy, Marion and Sumter counties; proceeds from the annual golf tournament will be used to fund eligible requests
- MRMA, Executive Director continues to participate in the Business & Career Resource Cooperative (BCRC) meetings made up of our community partners: SBDC, SCORE, College of Central Florida, CF Corporate College, CareerSource CLM, the Talent Center, Marion K-12, the CEP and OHRMA



July - Sept. 2019

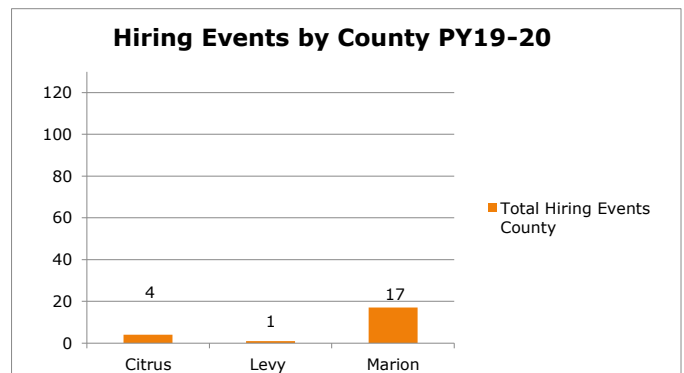
Business Services Events (Onsite & Offsite)

Jobs **352**



PY19-20 Individual Events

Total Events: 22
Attendees: 258
Reported Hires: 73



PY 19-20 Job Fairs

Attendees: 78
Businesses: 20

Other Recruitment Events 07/01/2019 - 09/30/2019

Event Date	Event Name	Target Audience	Event Location	County
8/7/2019	Marion Co. Jail Event	Ex. Offenders	Marion County Jail	Marion
9/18/2019	Marion Co. Jail Event	Ex. Offenders	Marion County Jail	Marion
9/19/2019	Customer Service Career	General Public	Webber Center	Marion

YouthBuild Performance Update

YB Cohort 1: (January 1, 2018 – June 30, 2018)

Enrolled: 13

Completed: 13

Receiving HS Diploma: 13

Receiving Additional Certs: 13 HBI, 12 NRF, 13 Food Handling, 13 OSHA, 13 Forklift and 13 Warehouse
Certifications Total= 77 Credentials total

Exited with Employment: 12 (1 is in Military-Marines)

Exited with Education: 0 (2 now are in post-secondary)

Exited as Outcome: 1 due to incarceration. (excluded from performance)

YB Cohort 2: (July 1, 2018 – December 30, 2018)

Enrolled:12

Completed: 10

Receiving HS Diploma:12

Receiving Additional Certs: 10 HBI, 11 NRF, 12 Food Handling, 12 OSHA, 12 Forklift, 12 Warehouse
Certifications: 69 Credentials total

Exited with Employment: 11

Exited with Education: 1

YB Cohort 3: (January 1, 2019 – June 30, 2019)

Enrolled: 12

Completed: 10

Receiving HS Diploma: 9, 1 was a HS grad, 2 working on diploma completion

Receiving Additional Certs: 4 HBI, 12 OSHA, 12 Forklift, 11 Warehouse, 12 Food Handling, 7 NRF, 3
received various hospitality credentials: 71 total

Exited with Employment: 7 (1 is employed & exited with education) (2 more pending employment
verification)

Exited with Education: 2

YB Cohort 3: (July 1, 2019 – December 30, 2019) to date

Enrolled: 15

Completed: 0

Receiving HS Diploma: 3

Receiving Additional Certs: 15 OSHA, 15 Forklift, 15 Warehouse, 14 NRF, 12 Safe Staff, 2 AHLEI
Restaurant Server, 2 AHLEI Guestroom Attendant

Exited with Employment: N/A

Exited with Education: N/A



Reporting Period: 07/01/19 – 07/31/19

CENTER TRAFFIC/CONSULTATIONS	CLASSROOM ACTIVITY
<u>Total Traffic: 102</u> Students: 10 Professionals: 39	<u>Visits: 4</u> Students: 47
JOBS POSTED	INTERNSHIPS/EXPERIENTIAL LEARNING
<u>Professional Positions: 16</u> Student Jobs: 5	1
REFERRALS	EVENTS
26	1
PLACEMENTS	AVERAGE WAGE
12	\$20.70

Professional Recruitment Services

Are you a recent graduate focused on growing your career? Are you a professional interested in advancement of a career change? If so, it's time to refocus and reconnect with the work place. Talent Center provides professional-level career coaching and recruiting to connect businesses and professionals. **Contact us at 1.844.364.9859.**



Reporting Period: 08/01/19 – 08/31/19

CENTER TRAFFIC/CONSULTATIONS	CLASSROOM ACTIVITY
<u>Total Traffic: 96</u> Students=15 Professionals=28	<u>Visits: 5</u> Students: 120
JOBS POSTED	INTERNSHIPS/EXPERIENTIAL LEARNING
<u>Professional Positions: 11</u> Student Jobs: 13	1
REFERRALS	EVENTS
23	2
PLACEMENTS	AVERAGE WAGE
7	\$18.45

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Reporting Period: 09/01/19 – 09/30/19

CENTER TRAFFIC/CONSULTATIONS	CLASSROOM ACTIVITY
<u>Total Traffic: 97</u> Consult Students=10 Consult Professionals=19	<u>Visits: 9</u> Students:101
JOBS POSTED	INTERNSHIPS/EXPERIENTIAL LEARNING
<u>Professional Jobs:6</u> Student Jobs:13	0
REFERRALS	EVENTS
26	0
PLACEMENTS	AVERAGE WAGE
9	\$20.96

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