



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

AGENDA

Thursday, February 6, 2020 – 9:00 a.m.

<http://careersourceclm.adobeconnect.com/bedc2-6-2020/>

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

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, November 7, 2019	Pages 2 - 5	P. Beasley

DISCUSSION ITEMS

State Update	R. Skinner
Workforce Issues that are Important to Our Community	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
Talent Center	Page 9	D. French
Youth Build	Page 10	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	
2/6/2020	1/14/2020	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: November 7, 2019
PLACE: College Of Central Florida, Enterprise Center, Building 42, Ocala, FL
TIME: 9:00 a.m.

MEMBERS PRESENT

Pete Beasley, Chair
Bruce Register
John Cook
Jeff Chang
Kathleen Betz
Kevin Cunningham
Mark Paugh
Mark Vianello
Phillip Geist

MEMBERS ABSENT

David Pieklik
Kevin Sheilley

OTHER ATTENDEES

Rusty Skinner, CSCLM
Kathleen Woodring, CSCLM
Dale French, CSCLM
Cira Schnettler, CSCLM

CALL TO ORDER

The meeting was called to order by Kevin Cunningham, 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 August 22, 2019 meeting. Phil Geist seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

Rusty Skinner informed the committee that it has been brought to our attention that the

State is concerned over another region's structure. He also explained that the DOL has rejected portions of the DEO response to the Tampa Bay audit.

Workforce Issues that are Important to Our Community

Bruce Register stated that he recently watched a televised program about the impact of artificial intelligence will have in the future. One aspect presented was how artificial intelligence will affect the workforce. He encouraged the committee members to watch the program. The future of technology is changing and our education partners and business community need to be prepared for how technology will evolve.

Kevin Cunningham and Rusty Skinner informed the committee that at the last Citrus Chamber luncheon featured keynote speaker Jamal Sowell, Florida Secretary of Commerce and President / CEO of Enterprise Florida. After the luncheon, a group of key individuals stayed to discuss community issues. Potentially, a focus group could be created to discuss industry issues. Rusty Skinner shared that possibly TPMA would facilitate the focus group. The priorities that are developed through this focus group would make a quality addition to the upcoming annual plan.

Kathleen Betz added that MRMA is focusing on retention efforts and will be partnering with CareerSource to conduct a survey of employees to find out what is important to the different generations in the workforce. Kathleen Woodring further added that retention will be the focus of the State of the Workforce Conference slated for April 2020.

IRAPS

Rusty Skinner explained that movement has been slow at the national level to finalize IRAP regulations. CareerSource, the College of Central Florida, and MRMA have been working together to be prepared for when implementation can begin.

Metrix Learning

Rusty Skinner advised that the Metrix Learning program is being looked at as another tool in our toolbox along with 180 Skills to further outreach to isolated areas within our region. The program will assist in identifying educational or skill deficits within a zip code. With community partner relationships, a structure and initiatives to meet the specific needs of individuals can be developed.

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- Bruce Register stated that the new airport FBO is aggressively seeking positive outcomes. There has been a strategy implemented to create a maintenance repair operation for aviation that could potentially lead to up to 100 jobs over a two year period. Rusty Skinner offered quick response training opportunities for those hires.

Levy:

- David Pieklik was not in attendance.

Marion

- Kevin Sheilley was not in attendance.

MRMA

Kathleen Betz was happy to report that the Manufacturing Job Fair was a huge success. She expressed appreciation to the education partners and to CareerSource for all their contributions. She said that the job fair provided an opportunity for businesses to engage with education partners and many candidates gained knowledge about the skills needed to enter the manufacturing workforce.

Event Report

Dale French advised the committee that the increase in attendees and hires for the last month was due to the extremely successful Marshalls hiring event and Customer Service job fair.

Youth Build

Dale French reported that the current Youth Build cohort will meet and exceed its goal by two participants. A grant application has been submitted and is under review to continue the program.

Talent Center

Dale French reviewed the Talent Center reports.

Apprenticeship Grants and JFF

Dale French stated that the masonry apprenticeship program at MTC has eight enrollees and we will be assisting with providing enrollees for the Spring session. Continued discussions are happening with businesses in Citrus County to create a plumbing assistant apprenticeship, but it has not had any new developments.

Youth Career Expo 2020

Dale French updated the committee regarding the three youth expos coming Spring 2020.

- Marion County will be held on January 28 and 29 at Circle Square Commons for middle and high schoolers. Approximately 350 students are expected each day.
- Citrus County will be held on February 28 at WTC for 9th and 12th graders. Approximately 225 students are expected.
- Levy County will be held on March 13 at CF in Chiefland for 9th graders. Approximately 175 students are expected.

MATTERS FROM THE FLOOR

Rusty Skinner announced that Ruth Dillard, Director of Workforce Services with DEO, will be visiting Marion County on December 11. She will be touring CF in the morning, attending and speaking at the board meeting, then touring the CDL program and YouthBuild projects in the afternoon. This will be a great opportunity to talk with her and showcase our programs.

Rusty Skinner invited the committee members to attend the upcoming NAWB Forum March 21-24 in Washington, DC. The Forum is an opportunity to learn about other workforce boards from across the nation.

ADJOURNMENT

There being no further business, the meeting was adjourned at 9:50 a.m.

APPROVED:



Executive Director Report

January 2020 Update

Period covering November 1st – January 31st

- MRMA operational updates:
 - 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
 - In a concentrated effort to support all four counties we serve, MRMA continues to research educational programs that support manufacturing, logistics and supply chain careers in our service area; information is brought forward to MRMA Board to broaden awareness and discuss opportunities for involvement
 - MRMA has formalized the process for reviewing funding requests received requesting support for manufacturing, logistic and supply chain programs in Citrus, Levy, Marion and Sumter counties; in the past the primary requests were received from Marion County, now a proactive approach is in place to support all four counties; proceeds from the annual golf tournament are used to fund eligible requests
 - MRMA has updated their Mission Statement for 2020: “To provide an environment for manufacturing, distribution, logistics, supply chain, service support providers and educators to exchange ideas, share knowledge, discuss opportunities and share solutions for the mutual benefit of the manufacturing environment in Marion, Levy, Citrus and Sumter counties”.

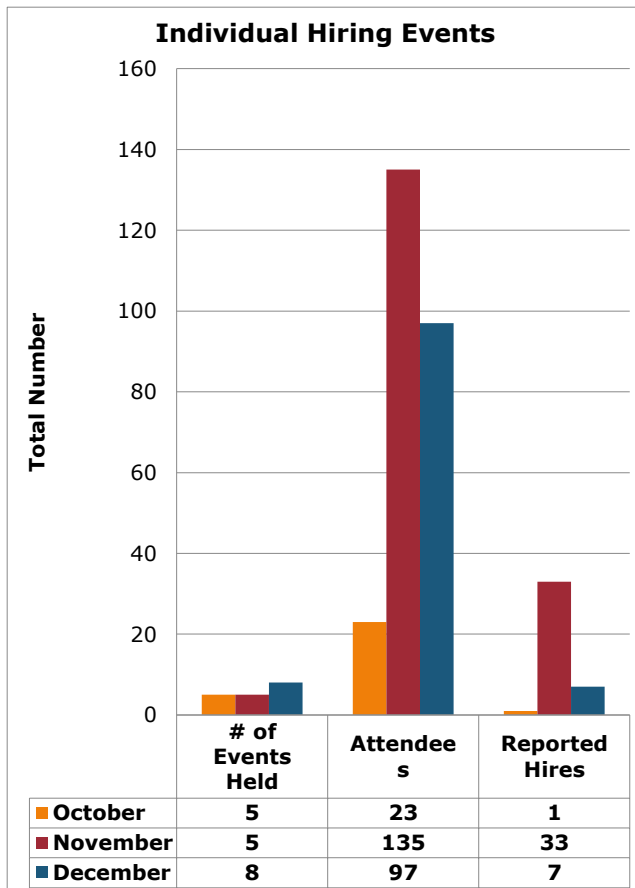
Some of the more pertinent Mid-FL Regional Manufacturers Association (MRMA) activities since November 1st include:

- MRMA held its 2019 Annual meeting in December and awarded Belleview High School \$3,000 to purchase a piece of equipment for their RAD Program; MRMA also presented Artemis Plastics with the 1st annual MRMA Excellence in Manufacturing Award
- MRMA Strategic Planning sessions were completed in January; two of the measurable goals set for 2020 include a 20% net annual growth in MRMA members and to **increase visibility, participation and outreach in outlying counties**
- The new C-Suite Forum series is a success; the first session was held on September 25th and focused on Employee Retention; the following session held in November focused on “Driving Business Growth through Mergers and Acquisitions” and the January 2020 session focused on “Identifying, Developing and Retaining Leaders of Tomorrow”; the upcoming March session will focus on “Creating Ownership – Culture Change”; all topics are brought forward through member survey results and a peer group committee.
- The 17th Annual MRMA Golf Tournament planning is underway and will be held on May 14th

- December 4th Rusty Skinner, CareerSource CLM joined CF's Associate Vice President, Career and Professional Programs , Dr. Jennifer Fryns and with Dr. Rob Wolf to update the MRMA Board of Director's on the IRAP Apprenticeship program and other opportunities for CSCLM, CF and MRMA to work together to support Manufacturing, Logistics and Supply Chain providers in the region.
- MRMA Board continues its research regarding a possible partnership proposal to FloridaMakes
- January 22nd attended the Manufacturing and Distribution Roundtable in Sumter County; focus of the meeting was "Cell Phone Safety Policies in the Workplace" and assistance for "Second Stage Companies"
- MRMA is an active participant and supporting sponsor of the Marion County, Citrus County and Levy County Youth Career Expos
- 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 as well as supporting the 3E initiative and the CDL Driver Training Pad
- MRMA continues to be an active Advisory Committee member for CF, MTI, CTE and MTC in all related meetings to Manufacturing, Logistics and Supply Chain Management including topics such as Accounting Specialization, and Office Administration; MRMA is looking for opportunities to engage in Sumter and Citrus counties.
- 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

October - December 2019

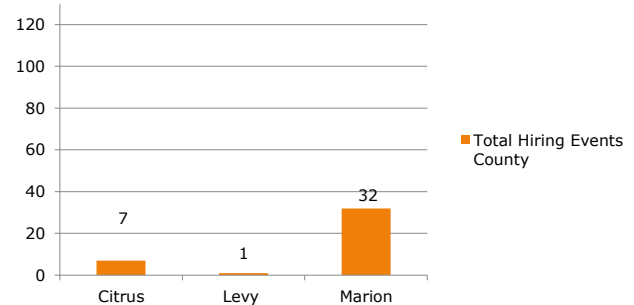
Business Services Events (Onsite & Offsite)



PY19-20 Individual Events

Total Events: 40
Attendees: 513
Reported Hires: 131

Hiring Events by County PY19-20



PY 19-20 Job Fairs

Attendees: 207
Businesses: 71

Other Recruitment Events 10/01/2019 - 12/31/2019

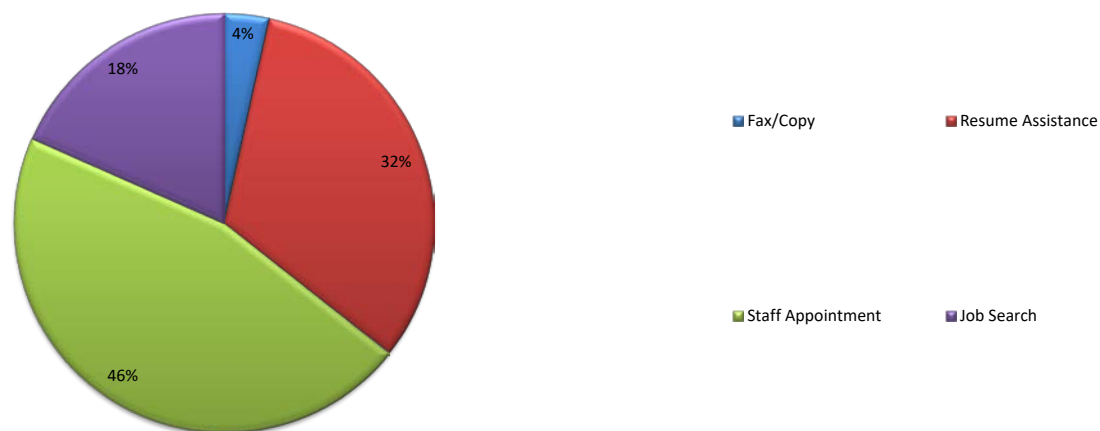
Event Date	Event Name	Target Audience	Event Location	County
10/17/2019	Levy Gilchrist Joint Job Fair	General Public	CF Levy Campus	Levy
10/30/2019	Manufacturing Career Fair	General Public	Webber Center	Marion
11/7/2019	Paychecks for Patriots(Marion)	Veterans /General	Marion Co. Public Library	Marion
11/7/2019	Paychecks for Patriots(Levy)	Veterans / General	Citrus Public Library / Lakes Region	Citrus
11/7/2019	Paychecks for Patriots(Levy)	Veterans / General	CareerSource Levy Office	Levy
11/13/2019	Marion County Jail Event	Ex-Offenders	Marion Co. Jail	Marion

TRAFFIC COUNT

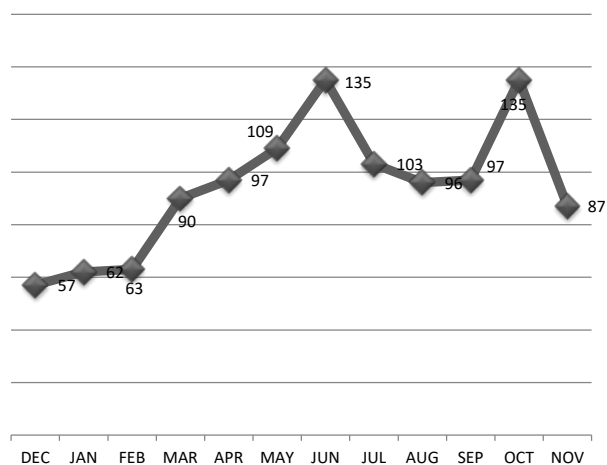
	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	YTD
REFERRALS	19	10	18	24	26	19	26	42	23	26	36	12	281
PLACEMENTS	4	6	6	12	13	10	10	17	7	9	10	1	105
INTERNSHIPS	0	0	0	0	0	2	2	1	1	0	0	0	6
OJT/WEX/CBT	1	0	0	0	0	0	0	0	0	0	0	0	1
TRAFFIC	57	62	63	90	97	109	135	103	96	97	135	87	1,131

SERVICES BREAKDOWN

CENTER TRAFFIC BY SERVICE - NOVEMBER 2019



CENTER TRAFFIC BY MONTH



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 & excited 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: 15

Receiving HS Diploma: 14

Receiving Additional Certs: 15 OSHA, 15 Forklift, 15 Warehouse, 14 NRF, 13 Safe Staff, 4 AHLEI
Restaurant Server, 4 AHLEI Guestroom Attendant, 3 AHLEI Maintenance Employee, and 3 AHLEI Front
Desk *(please note more credentials have been obtained for AHLEI after Jan. 2020 for approximate AHLEI
total 40)*

Exited with Employment: N/A (none at this time 6 months is on 1/30/2020) estimated to be closed
after 1/30/2020 during the Feb 2020 month: 6 and 2 Paid work experiences

Exited with Education: N/A (none at this time 6 months is on 1/30/2020) and none estimated for
after 1/30/2020