



Business and Economic Development Committee AGENDA

Thursday, August 13, 2020 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/88691707672>

Phone No: 1-646-558-8656 (EST) Meeting ID: 88691707672

Call to Order	P. Beasley
Roll Call	C. Schnettler
Approval of Minutes, May 14, 2020	P. Beasley

Pages 2 - 5

DISCUSSION ITEMS

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

PUBLIC COMMENT

ACTION ITEMS

PROJECT UPDATES

Economic Development Partner Reports	
Citrus	B. Register
Levy	D. Pieklik
Marion	K. Sheilley
MRMA	K. Betz
Event Report	D. French
Talent Center	D. French
Online Learning Platforms – Metrix	D. French
Experiential Learning	D. French

Pages 6 - 7

Page 8

Page 9

MATTERS FROM THE FLOOR

ADJOURNMENT

2020 – 2021 MEETING SCHEDULE

Performance/ Monitoring	Business and Economic Development	Career Center	Marketing/ Outreach	Executive	Full Board	
All in-person committee meetings are held at the CF Ocala Campus, Enterprise Center, Room 206. All teleconference meetings will be held through Zoom.						
Tuesday, 9:00 am	Thursday, 9:00 am	Thursday, 9:30 am	Wednesday, 9:00 am	Wednesday, 9:30 am	Wednesday, 11:30 am	
8/11/2020	8/13/2020	8/20/2020	8/26/2020	9/2/2020	9/9/2020	Zoom
11/3/2020	11/5/2020	11/19/2020	11/18/2020	12/2/2020	12/9/2020	CF Ocala
2/9/2021	2/11/2021	2/18/2021	2/24/2021	3/3/2021	3/24/2021	CF Lecanto
5/11/2021	5/13/2021	5/20/2021	5/26/2021	6/2/2021	6/9/2021	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: May 14, 2020
PLACE: Teleconference Only
TIME: 9:00 a.m.

MEMBERS PRESENT

Pete Beasley, Chair
Bruce Register
David Pieklik
Jeff Chang
Kathleen Betz
Kevin Sheilley
Mark Paugh
Nicole Nash
Phillip Geist

MEMBERS ABSENT

John Cook
Mark Vianello
Kevin Cunningham

OTHER ATTENDEES

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

CALL TO ORDER

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

ROLL CALL

Cira Schnettler called roll and a quorum was declared present.

APPROVAL OF MINUTES

Dave Pieklik made a motion to approve the minutes from the February 6, 2020 meeting. Mark Paugh seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

Rusty Skinner updated the committee on unemployment. He explained that DEO continues to have obstacles with the unemployment platform, but is making gains on improvements. We are assisting DEO and customers seeking unemployment

assistance with pin resets and answering basic questions. We will also be assisting DEO with data entry of the paper applications. DEO has provided all workforce boards with five log-ins for staff to enter the paper applications into the Connect system. Many applications are also in Spanish and Creole. These applications must be translated into English and then entered into the system. Rusty Skinner stated that there are still hundreds of thousands of applications to be processed. We have received a grant that will allow individuals returning to the workforce to work on humanitarian worksites.

Workforce Issues that are Important to Our Community

Dr. Geist stated that he is finding many employers he works are encountering two main issues with re-opening. Employees are refusing to come back to work because they make more on unemployment and some employees are scared to return to work due to exposure. Rusty Skinner stated that after an employee files for unemployment, the business will need to verify that the position was offered and refused. This will impact employees' ability to continue to receive benefits. Kevin Sheilly recommended that businesses put offers in writing. Kevin also welcomed employers to visit the resources page on the CEP website. Employers will find several employer law webinars to review. Kathleen Woodring shared that the Connect system is no longer allowing individuals who have been approved to claim their weeks and notify the State that they have found employment. This will potentially cause over payments to individuals. Any monies that they receive should not be spent and will need to be returned back to the State.

Re-Opening Plan

The centers reopened on May 11th. Customers are being seen by appointment only within the hours of 10 am – 3 pm. Twenty-five appointments per day are available in each office. Staff will be provided with proper PPE. Portable Plexiglas barriers will also be installed. All of the centers have been thoroughly cleaned. During the reopen there will be a daily cleaning process in place at each center. Staff will clean after each customer and thoroughly at the end of the day. All social distancing guidelines will be heeded. Armed security officers are onsite at all three centers. The security officers take temperatures of everyone entering the building and ensure all entrants are wearing face masks. The officers are working well with staff. Beginning May 25th hours will be extended to 9 am – 4 pm for two weeks. Hours will then be reevaluated depending on guidelines from local, state, and federal levels. Many customers are still being serviced virtually as well.

PUBLIC COMMENT

None

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- Bruce Register stated that several projects in Citrus County are progressing

despite the impact of the pandemic.

Levy:

- David Pieklik stated leads are still coming in steady. Project Healthcare will be opening soon. There is also an aqua cultural business considering the area. David is exploring three federal grants that will help businesses recover from the pandemic.

Marion

- Kevin Sheilley stated that Dollar Tree and Amazon are looking to hire over 500 employees in the upcoming year. General interest and activity is strong. Coming out of the pandemic new demand areas have been identified and businesses offering these services will be well suited for our community. Kevin was happy to highlight a new entrepreneur program and welcomed everyone to visit marioncountymicro.com for further details. Rusty Skinner congratulated the CEP on being a Chamber of the Year finalist for three years in a row.

MRMA

Kathleen Betz highlighted three items from her report. Through the youth expo and the Made for Trade events in Citrus County she is building relationships with a variety of community partners. She is very appreciative of all the opportunities. The Golf Tournament is building up funding. The funds will help with such things as robotics camps for youth. There is also a MRMA scholarship available for a student to attend CF.

Event Report

Dale French reviewed the report. The Event report reflects a dip in events for January, which is consistent year over year coming out of the holiday season. He congratulated all of the staff that assisted in organizing the very well attended youth expos, held in the first quarter. He received positive feedback from all three school systems. Kathleen Betz commended all efforts on the expo.

Talent Center

Dale French reviewed the report, noting that the drop in traffic due to the pandemic. The Talent Center staff continue to assist candidates virtually.

Online Learning Platforms – Metrix

Dale French stated that staff is looking for trends from individuals enrolling in Employ Florida for the last couple of months in the hopes to pinpoint how to best market the online training platforms to customers.

Experiential Learning

Dale French updated the committee on the number of agreements in process for the CBT, OJT, Work Experience and Internships programs. All programs are being utilized and so far the data looks encouraging that it will continue to be positive.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

There being no further business, the meeting was adjourned at 9:45 a.m.

APPROVED:



Executive Director Report

Period covering May 1, 2020 – July 31, 2020

- MRMA operational updates:
 - In a concentrated effort to support all four counties we serve, MRMA continues to work with partners to build and support manufacturing, logistics and supply chain careers in our service area
 - MRMA Board of Directors are dedicated to expanding our outreach and broadening awareness and opportunities for involvement
 - MRMA continues to approve funding requests in support of manufacturing, logistic and supply chain programs in Citrus, Levy, Marion and Sumter counties
 - Eligible funding requests are reviewed and voted on in accordance with procedures set in place by the MRMA Board of Directors; two events supported included Withlacoochee Technical College Tools for the Trades event and in Marion County IHMC Robotics Camp was sponsored again this year
 - The Rob Adamiak Endowed Memorial Scholarships for 2020 have been awarded to five students at the College of Central Florida
 - Completed building platform for MRMA monthly newsletter

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

- Continued to assist MRMA members through COVID-19 changes; including research, e-mail communications, connecting resources and providing data
- Attend Zoom meetings with the FloridaMakes state network to discuss developing events and strategies
- MRMA, FloridaMakes, GrowFL and CareerSource Central Florida meet monthly to improve business services to Sumter county businesses
- The C-Suite Forum series originally scheduled to restart in September observing social distancing guidelines
- The 17th Annual MRMA Golf Tournament is currently scheduled to take place on October 29th
- Working with CareerSource CLM on the 2nd Annual Manufacturers Career Fair planned for October 22nd at the Klein on the CF Campus; this year's event will have several components including virtual tours and live streaming for the schools and in person booths for public interaction. We are exploring different options with our partners. CareerSource Central Florida is working with us on MFG Days events in Sumter county; the schools prefer to wait until January for any activities outside the schools.
- Attended virtual meeting with FloridaMakes/FLATE to discuss activities for MFG Days 2020 and available resources
- Met virtually with Loren Carr, Mark Davis and APICS instructor to discuss a new training program with CF Corporate College focusing on APICS training topics; this would be part of the co-branding discussed in our work plan

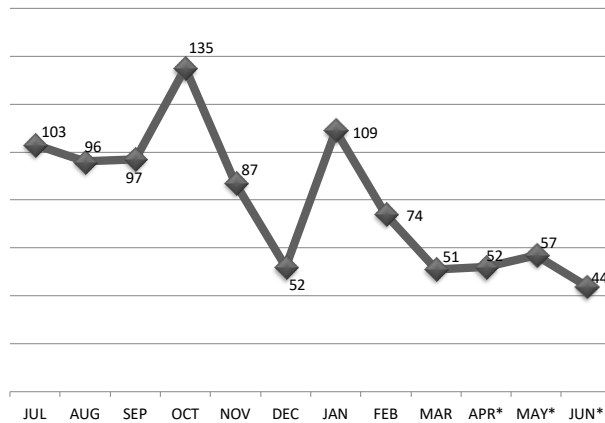
- As a result of MRMA's involvement in the Withlacoochee Technical College Tools for the Trades event MRMA has been asked to meet with Director Gloria Bishop to discuss a program they have been asked to create – "Automation Tech
- Another result of MRMA's involvement in the Withlacoochee Technical College Tools for the Trades event, Electrical Instructor, John Woythaler worked with us to share graduating students with MRMA members for employment opportunities; this was met with great success; Kathleen extended this same opportunity out to CF, MTI, MTC, and Sumter County. Dale Toney is currently preparing his student information for us.
- FloridaMakes sent a request seeking a Florida manufacturer to manufacture metal stands for hand sanitizer; MRMA sent this out to our members and to date has forwarded responses to FloridaMakes for three area companies to quote the project; one is member (Extreme Manufacturing) and two will be added to our prospect list
- Connected a CF BAS graduate in gaining experience in Human Resources; worked with partners Bonnie Hays and the Talent Center for available assistance and current openings
- Connected MRMA members with resources to find a Production Manager and Welders
- 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 similar opportunities to engage in Sumter and Citrus counties.
- Registered for MSSC: Closing the Skills Gap in Texas in the Manufacturing & Logistics Sector

TRAFFIC COUNT

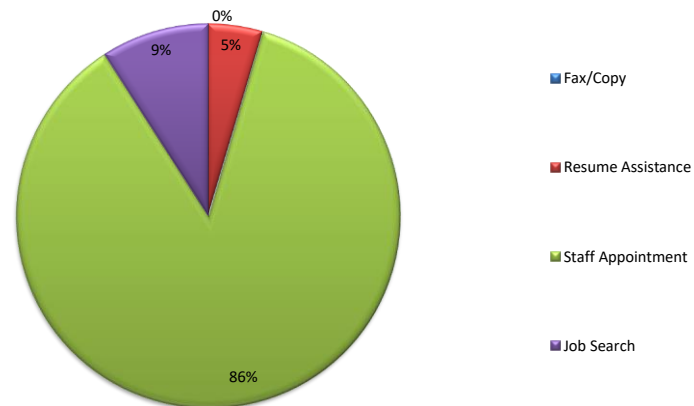
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR*	MAY*	JUN*	YTD
REFERRALS	42	23	26	36	12	17	16	13	27	14	15	23	264
PLACEMENTS	13	7	9	8	2	7	5	4	10	7	4	6	82
INTERNSHIPS	1	1	0	0	0	0	2	0	1	0	0	1	6
OJT/WEX/CBT	0	0	0	0	0	0	0	0	2	0	0	0	2
TRAFFIC	103	96	97	135	87	52	109	74	51	52	57	44	957

SERVICES BREAKDOWN

CENTER TRAFFIC BY MONTH



* Center traffic counted by virtual services provided



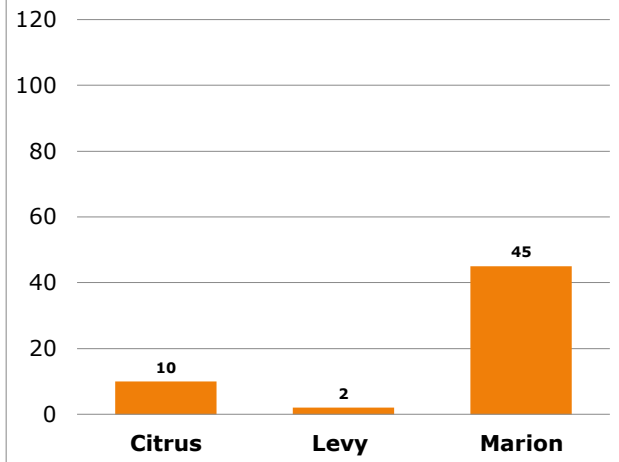
PY 19 - 20 Individual Events

Total Events: 57
Attendees: 735
Reported Hires: 261

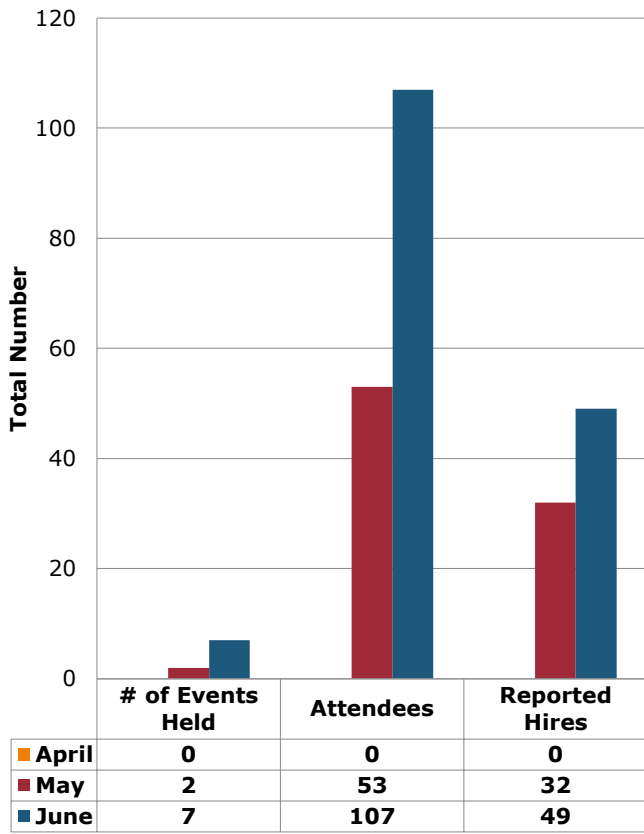
PY 19 - 20 Job Fairs & Expos

Attendees: 1238
Businesses: 174

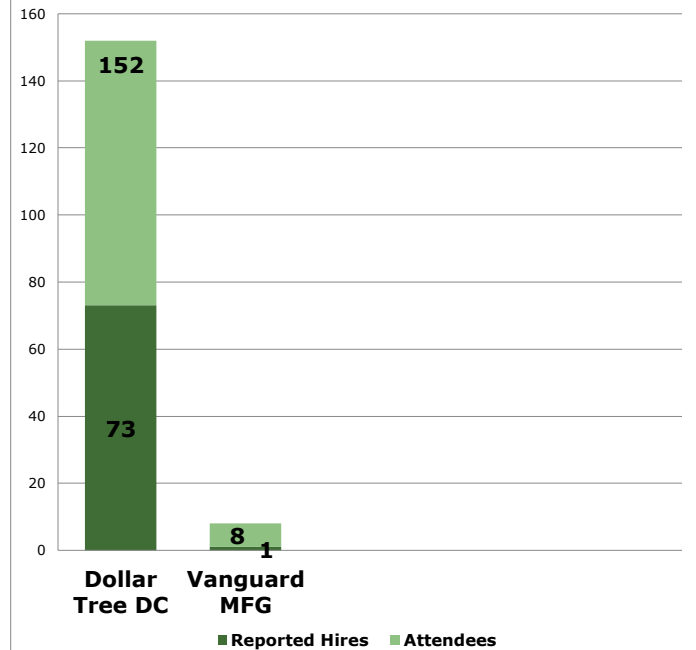
Hiring Events by County PY19-20



Individual Hiring Events



Events by Employer



Other Recruitment Events 04/2020 - 06/2020

Event Date	Event Name	Target Audience	Event Location	County
6/24/2020	K Country Virtual Job Fair	General	Online- via Zoom	Marion