



**Business and Economic Development Committee
AGENDA**

Thursday, November 5, 2020 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/86783044231>

Phone No: 1-646-558-8656 (EST) Meeting ID: 86783044231

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, August 13, 2020	Pages 2 - 4	P. Beasley

DISCUSSION ITEMS

State Update	D. French
Workforce Issues that are Important to Our Community	D. French

PUBLIC COMMENT

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports		
Citrus		B. Register
Levy		D. Pieklik
Marion		K. Sheilley
MRMA	Pages 5 - 6	K. Betz
Event Report	Page 7	C. Weaver
Talent Center	Page 8	D. French
YouthBuild	Pages 9 - 10	D. French
Metrix Online Learning Platform - Levy	Page 11	C. Weaver
Experiential Learning	Page 12	C. Weaver
Talent Pipeline Videos		L. Byrnes

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: August 13, 2020
PLACE: Teleconference Only
TIME: 9:00 a.m.

MEMBERS PRESENT

Pete Beasley, Chair
Bruce Register
David Pieklik
Jeff Chang
John Hemken
Kathleen Betz
Kevin Cunningham
Kevin Sheilley
Mark Paugh
Phillip Geist

MEMBERS ABSENT

John Cook
Mark Vianello
Nicole Nash
Stacy Swain

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

Bruce Register made a motion to approve the minutes from the May 14, 2020 meeting. David Pieklik seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update
None

Workforce Issues that are Important to Our Community

None

PUBLIC COMMENT

None

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- Bruce Register shared that a logistics company has re-located to Citrus County and is looking to hire up to 80 employees.

Levy:

- David Pieklik stated that employment opportunities are returning to pre-pandemic levels and possibly above. Vanguard Manufacturing has been working successfully with the CLM OJT program. There is also a hotel resort project in discussion.

Marion

- Kevin Sheilley stated that there continues to be activity in hiring in the manufacturing, distribution, and technology industries. Additional available building space will be key to driving economic success in Marion County. Construction projects are likely to begin by the end of the year. The CEP and Marion County government are partnering for allocating the CARES Act funds. There are four programs available. Applications will be available on Friday, August 15th at the website movingbizforward.com. Rusty Skinner informed the committee that CLM will also be creating a proposal and submitting application to Marion County for funding through the CARES Act.

MRMA

Kathleen Betz highlighted several items from her report including MRMA's co-branding with CF on their manufacturing program, fostering a robotics program, and continued participation with the FloridaMakes program. The MRMA board is making fundamental changes, expanded their board and adding new members.

Talent Center

Dale French reviewed the June Talent Center report noting the decline in traffic due to the pandemic and summer break for CF. Talent Center staff are assisting customers remotely and are keeping pace with pre-pandemic figures in reporting.

Event Report

Dale French highlighted items from the Event Report, noting hiring events for the Dollar Tree Distribution Center and Vanguard Manufacturing. The K Country job fair was hosted through the Zoom platform and was successful. We will be looking at how to

maximize the technology to host other job fairs and individual hiring events. Kevin Sheilley shared that Dollar Tree representatives were very impressed with the hiring assistance provided by CLM staff for the hiring and expressed gratitude as well.

Online Learning Platforms – Metrix

Dale French stated that starting next week CF in Levy County will be opening up their computer labs for individuals to use the Metrix learning platform on Wednesdays and Fridays from 10 am – 3 pm. The Metrix learning system contains 5,000 learning opportunities for upskilling. Rusty Skinner explained that the training classes taken by individuals will be tracked and provided to CF, so that more in-depth classes can be offered to the residents of Levy County.

Experiential Learning

Dale French updated the committee on the number of agreements in process for the CBT, OJT, Work Experience and Internships programs. Dale French also stated that we have received funds through a Covid-19 emergency grant that provides temporary worksite opportunities to individuals that were laid off due to the pandemic. The positions pay \$15 per hour.

MATTERS FROM THE FLOOR

Bruce Register inquired about unemployment activities. Rusty Skinner responded stating individuals that have exhausted their RA benefits, may apply for another 13 weeks under the PEUC program. As the transition happens where more individuals will be looking for work, the staff focus will also switch from assisting with unemployment claims to assisting with job searching. The work search requirement is set to be reinstated after September 5. We will continue to provide services remotely where possible and set appointments to meet in-person with those individuals that need additional services. When individuals do enter back into the workforce they may look towards positions that allow for remote work with limited exposure and companies that make safe work environments a priority.

ADJOURNMENT

There being no further business, the meeting was adjourned at 9:36 a.m.

APPROVED:



Executive Director Report

Period covering August 1, 2020 – October 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 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;
 - The Rob Adamiak Endowed Memorial Scholarships have been awarded to 56 students at the College of Central Florida since the start of the program in 2000
 - MRMA welcomed four new Board members from member companies: Artemis Plastics, Fidelity Manufacturing, TransformCO, and Winco Mfg., LLC.
 - Continue to monitor and respond to members as Covid-19 related changes take place
 - Reached out to all of the sponsors for the 2020 Golf Tournament and updated them on the decision to postpone the event to May 2021; we offered the sponsors 3 options on how they wanted to proceed with their 2020 sponsorship
 - Automation continues:
 - The monthly newsletter is now in it's fourth month; monthly resource partners are continually added
 - Meeting notices and registration have been changed to run out of Constant Contact including the addition of linking participants calendar and registration confirmation to both the registrant and to MRMA; this system provides ease in sending reminder and follow-up emails to participants and brings us current with other entities.

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

- CareerSource CLM and MRMA partnered together to sponsor and develop two virtual tour videos for the Annual Manufacturers & Logistics Career Fair; tours featured SPX Flow and Winco Mfg., LLC. The tours will not only be used for the career fair but will also be shown to Belleview students in the RAD class in place of on-site manufacturing tours; they will be featured at an upcoming MRMA member meeting lead by a company spokesperson; and accessible through the MRMA website and future CareerSource CLM marketing campaigns.
- The Annual Manufacturers & Logistics Virtual Career Fair with partner CareerSource CLM was a success. The program originally planned for October 22nd at the Klein on the CF Campus moved to a virtual platform due to social restrictions. CS CLM Business Development and Marketing teams developed a virtual platform for an interactive Career Fair featuring several different components to reach job seekers and students. Participating employers were able to chat directly with attendees and job seekers were able to view open positions and upload their resumes to the employers. Through the school systems in Citrus, Levy and Marion counties,

students were able to participate virtually and learn about careers opportunities and view three virtual manufacturing tours.

- MRMA was a guest of CareerSource CLM on their WOCA radio segment to talk about MFG Month; MRMA Board Chair, Mark Davis owner of Evamark Logistics and MRMA Board member, Equilla Richardson, Assistant General Manager of TransformCO, were the featured guests.
- MARS Company has reached out for additional assistance with workforce solutions; MRMA spoke with the company to discuss solutions; MRMA connected them to CareerSource CLM, CF and the Levy campus welding program, MTI and WTC.
- MRMA continues periodic member surveys to understand current member needs and issues
- The C-Suite Forum series held a virtual meeting in September and will move to an in-person meeting in November with a business roundtable discussion focusing on four key areas of discussion.
- MRMA general meetings utilized virtual platforms in August featuring FloridaMakes on Business Continuity and in September and October featured presentations from Newleaf Training and Development.
- Withlacoochee Technical College reached out to MRMA on the development of a new program; the instructor will hold a first discussion with MRMA in late October; MRMA will bring CareerSource CLM into the conversation.
- Continued to assist MRMA members through COVID-19 changes including research, e-mail communications, connecting resources and providing data
- Continue referral process with partners CareerSource CLM, the Talent Center, Bonnie Hays at CF, the CEP and CareerSource Central Florida to answer requests for assistance to fill open positions and internship requests
- MRMA, Sumter County Economic Development, FloridaMakes, GrowFL and CareerSource Central Florida meet monthly to strategize and develop ways to improve business services to Sumter county businesses. This is accomplished by maximizing our network partnerships, programs, and through introducing Best Practices to the group.
- Participate in meetings with the FloridaMakes state network to discuss developing events and strategies
- 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 working on similar opportunities to engage in Sumter and Citrus counties.
- Attended full day virtual conference: MSSC: Closing the Skills Gap in Texas in the manufacturing & Logistics Sector
- Attended Top Performer vs. MVP webinar provided through CareerTeam

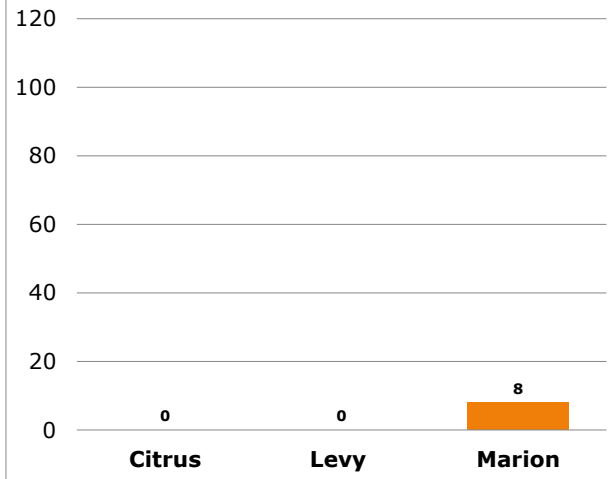
PY 20 - 21 Individual Events

Total Events: 8
Attendees: 254
Reported Hires: 225

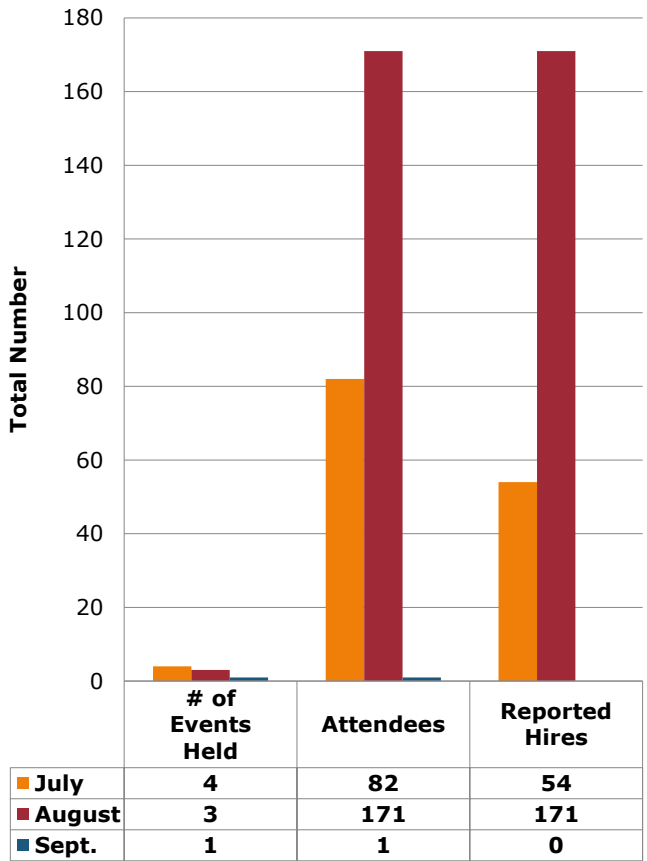
PY 20 - 21 Job Fairs & Expos

Attendees: TBD
Businesses: TBD

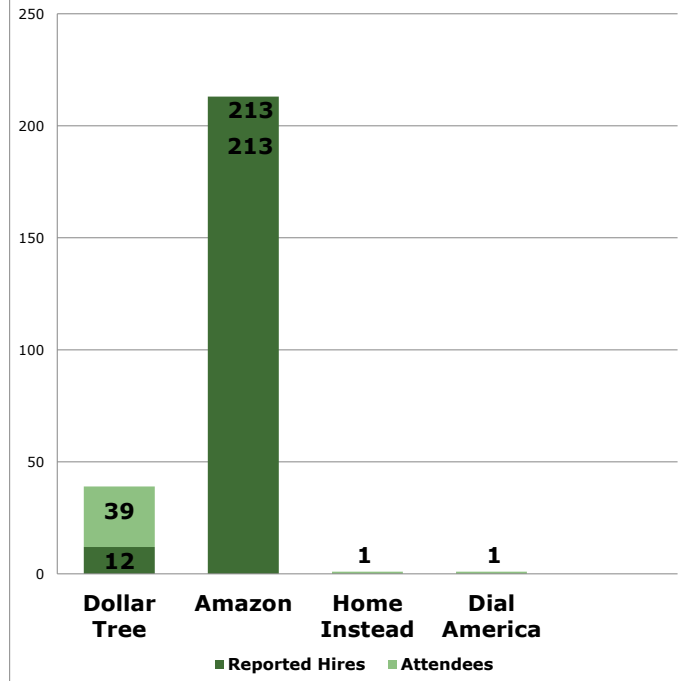
Hiring Events by County PY20-21



Individual Hiring Events



Events by Employer

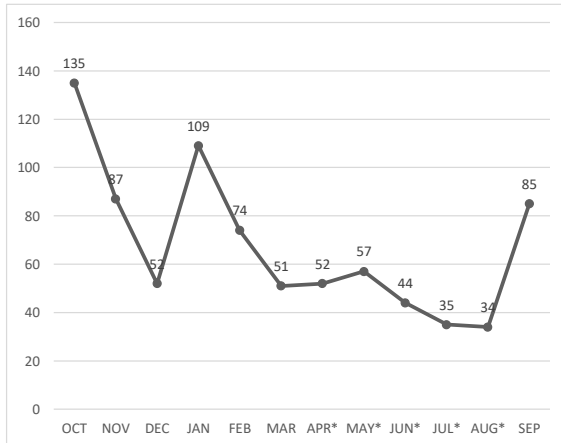


TRAFFIC COUNT PY 19-20 and PY 20-21

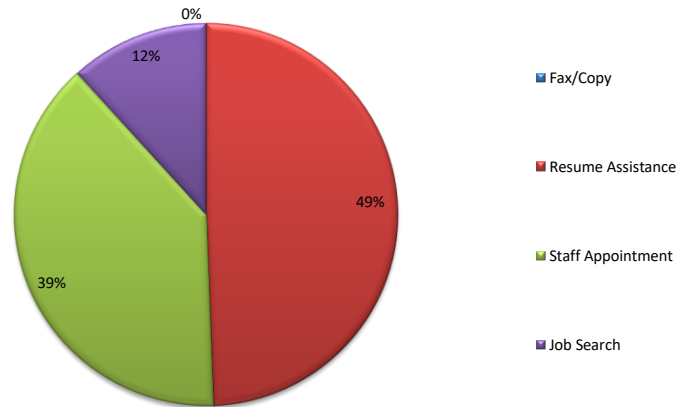
										2020 / 2021			YTD
	OCT	NOV	DEC	JAN	FEB	MAR	APR*	MAY*	JUN*	JUL*	AUG*	SEP	
REFERRALS	36	12	17	16	13	27	14	15	23	14	23	18	228
PLACEMENTS	8	2	7	5	4	10	7	4	6	1	9	10	73
INTERNSHIPS	0	0	0	1	0	3	0	1	1	0	0	1	7
OJT/WEX/CBT	0	0	0	1	0	1	0	0	0	0	0	1	3
TRAFFIC	135	87	52	109	74	51	52	57	44	35	34	85	815

SERVICES BREAKDOWN

CENTER TRAFFIC BY MONTH



* Center traffic counted by virtual services provided



YouthBuild Performance Update (2020 YB Grant)

2020-2022

YB Cohort 1: (July 1, 2020 – December 31, 2020)

Enrolled: **11**

Completed: N/A

Receiving HS Diploma: **6**

Receiving Additional Certs: Certifications Total= **77 Total** (Breakdown: OSHA-10, Forklift-10, Warehouse-9, Safe Staff-11, NRF Customer Service-9, AHLEI Restaurant Server-7, AHLEI Front Desk-6, AHLEI Guestroom Attendant-8, AHLEI Maintenance-7)

Exited with Employment: N/A

Exited with Education: N/A

Exited as Outcome: N/A

YB Cohort 2: TBD

Enrolled:

Completed:

Receiving HS Diploma:

Receiving Additional Certs:

Exited with Employment:

Exited with Education:

YB Cohort 3: TBD

Enrolled:

Completed:

Receiving HS Diploma:

Receiving Additional Certs:

Exited with Employment:

Exited with Education:

YB Cohort 3: TBD

Enrolled:

Completed:

Receiving HS Diploma:

Receiving Additional Certs:

Exited with Employment:

Exited with Education:

YouthBuild Performance Update (2017 YB Grant)

Completed

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 4: (July 1, 2019 – December 30, 2019) to date

Enrolled: 15

Completed: 15

Receiving HS Diploma: 15

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: 12

Exited with Education: 2

Exited Outcome: 1



SKILL UP USERS

LOCATION	Aug-20	Sep-20	Oct-20	Total
Citrus	15	4	1	20
Citrus - CF	3	3	1	7
Levy	4	1	1	6
Levy - CF	4			4
Marion	39	11	6	56
Marion - CF	9	3	2	14
TOTAL	74	22	11	107

Popular Pathways

1. Business (Administrative/Management)
2. Healthcare
3. Information Technology
4. Government/Public Sector
5. Transportation/Logistics

Popular Courses

1. CompTIA
2. Microsoft Excel 2016
3. Excel 2019
4. Microsoft Office 365
5. Business Analysis
6. Leadership Essentials
7. ITIL® 2011 Edition OSA
8. First Aid
9. Microsoft Windows Server 2012
10. Outlook 2019



Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Winco Mfg., LLC	Manufacturing	2	\$684.00	\$684.10	3/4/2020	3/4/2021	In Process
Ancorp	Manufacturing	59	\$18,433.00	\$18,432.83	4/1/2020	10/1/2020	In Process
Bullitt	Other	1	\$2,410.00	\$2,410.00	6/1/2020	8/3/2020	Completed - Retained
OneRestore	Construction	3	\$1,237.50	\$1,237.50	4/24/2020	2/24/2021	In Process
Sibex, Inc	Manufacturing	1	\$1,158.00	\$1,158.00	10/12/2020	10/15/2020	Completed - Retained
Sibex, Inc	Manufacturing	1	\$759.50	\$759.50	10/19/2020	10/20/2020	Completed - Retained
Winco Mfg., LLC	Manufacturing	2	\$1,262.98	\$1,262.97	10/19/2020	10/22/2020	In Process

On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Vanguard Manufacturing	Manufacturing	1	\$2,002.00	\$3,751.13	6/16/2020	10/7/2020	Unsuccessful Completion
Vanguard Manufacturing	Manufacturing	1	\$3,718.00	\$3,717.00	6/29/2020	10/18/2020	Completed - Retained
Caliber Engineering and Design LLC	Professional	1	\$6,250.40	\$6,250.40	9/21/2020	1/10/2021	In Process

Paid Work Experience

Business	Industry	Total Trained	Wage	Begin	Status
Right Rudder Aviation	Professional	1	\$9.90	3/9/2020	Completed - Hired
Early Learning Coalition of Marion	Social Services	1	\$15.00	6/24/2020	Completed - Hired
Interfaith Emergency Services	Social Services	1	\$15.00	7/6/2020	Completed - Hired
Interfaith Emergency Services	Social Services	1	\$15.00	7/22/2020	Completed - Not Hired
Marion County Veterans Helping Veterans	Other	1	\$15.00	7/6/2020	Completed - Not Hired
Quad Nurse	Healthcare	1	\$9.00	8/3/2020	Completed - Hired
Marion County Veterans Helping Veterans	Other	1	\$15.00	8/10/2020	In Process
Interfaith Emergency Services	Social Services	1	\$15.00	8/17/2020	In Process
Interfaith Emergency Services	Social Services	1	\$15.00	8/21/2020	In Process

Internships

Business	Industry	Total Trained	Wage	Begin	Status
Winco Mfg., LLC	Manufacturing	1	\$12.15	5/4/2020	Complete - Hired
Hospice of Marion County	IT	1	\$14.40	6/8/2020	Complete - Not Hired