



College of Central Florida
Enterprise Center, Building 42
3003 SW College Rd, Suite 206
Ocala, FL 34474

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA

Thursday, November 18, 2021 – 11:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/88601726592>

Phone No: 1-646-558-8656 (EST) Meeting ID: 886 0172 6592

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, August 12, 2021	Pages 2 - 5	P. Beasley

DISCUSSION ITEMS

State Update		R. Skinner
Workforce Issues that are Important to Our Community		R. Skinner
eImpact	Page 6	D. French
Good Jobs Grant	Page 7	R. Skinner

PUBLIC COMMENT

ACTION ITEMS

Labor Force Participation Study	Pages 8 - 16	R. Skinner
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PROJECT UPDATES

Economic Development Partner Reports		
Citrus		D. Pieklik
Levy		S. Osteen
Marion		K. Sheilley
MRMA	Pages 17 - 18	P. Geist
Talent Center	Page 19	A. Abrams
Event Report	Page 20	C. Weaver
Experiential Learning	Page 21	C. Weaver
YouthBuild	Page 22	C. Weaver
Citrus Sign-On Bonus	Page 23	C. Weaver
Metrix Users Report	Page 24	C. Weaver

MATTERS FROM THE FLOOR

ADJOURNMENT

2021 – 2022 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	
11/9/2021	11/18/2021 - 11 am	11/18/2021	11/17/2021	12/1/2021	12/8/2021	CF Ocala
2/8/2022	2/10/2022	2/17/2022	2/23/2022	3/2/2022	3/9/2022	CF Lecanto
5/10/2022	5/12/2022	5/19/2022	5/25/2022	6/1/2022	6/8/2022	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 12, 2021
PLACE: College of Central Florida, Enterprise Center
3003 SW College Road, Ocala, FL 34474
TIME: 9:00 a.m.

MEMBERS PRESENT

Angie White (John Cook)
Bryce Morrison (Kevin Sheilley)
David Pieklik
Jeff Chang
Kathleen Betz
Kevin Cunningham
Mike Kelly (Mark Vianello)
Phillip Geist
Pete Beasley, Chair

MEMBERS ABSENT

John Hemken
Lewrissa Mainwaring
Mark Paugh

OTHER ATTENDEES

Dale French, CSCLM
Cory Weaver, CSCLM
Cindy LeCouris, CSCLM
Andrea Abrams, CSCLM

Cira Schnettler, CSCLM
Bob Krefting, NCBDC
Christie McElroy, Levy County Schools

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

David Pieklik made a motion to approve the minutes from the May 13, 2021 meeting.
Jeff Chang seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

In Rusty Skinner's absence, Dale French updated the committee on the following items:

- Requests for guidance from DEO as to the affect Bill 1507 will have on changes to operations that will need to be addressed in annual planning have been submitted. No input has been received yet but is expected. It is anticipated that more information will be shared at the upcoming Summit in September.
- DEO has provided recent guidance that no customers can be turned away due to dress code requirements. We were already in compliance with these requirements.
- Due to limited access to RA and the Connect system we are unable to assist customers quickly. It has been requested that additional staff members in each center be provided additional access to Connect to assist with RA inquiries, such as pin resets.
- PIN resets have become an increasing issue since DEO locked numerous accounts out of precaution of security issues with the connect system.

Workforce Issues that are Important to Our Community

None

PUBLIC COMMENT

None

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- David Pieklik shared the below:
 - The Inverness Airport business park is steadily gaining movement and a there is about a two year projection for ground prep and build-out.
 - The new CORE center opened with Dawn Faherty as the Executive Director. She is in the process of ascertaining the needs of the business community.
 - There are two large business looking to either expand their footprint or double their workforce.

Levy:

- Bob Krefting, treasurer for the Nature Coast Business Development Council provided the below updates:
 - An offer has been made to a candidate for the executive director position. That person will be onboarded in the next few weeks.
 - The NCBDC is partnering with the Williston and Chiefland Chambers of Commerce, along with Citrus County SCORE to create a mirror of the business program that Citrus County offers. Potentially, this hub would be located in Bronson.
 - They continue to ensure that grant funding is utilized properly on Levy economic development projects.

Marion

- Bryce Morrison presented on behalf of Kevin Sheilley.
 - Dollar Tree's second phase of development has been approved.
 - Red Rock has broken ground on their second building.
 - Fed-Ex is in the process of hiring 500 additional positions.
 - The Green Thumb Facility project is also in development.

MRMA

Kathleen Betz highlighted the two below items from her report:

- There have been increased inquiries from businesses for workers and training. MRMA will continue to provide support to these business as their needs arise.
- MRMA recently held a strategic planning session. They identified the need to expand and grow relationships with educational and other community partners, especially in Citrus and Levy counties.

MRMA Wage Survey

Cory Weaver reviewed the report. She noted that this is the third survey published. Previous publishings were in 2015 and 2018. She was happy to report the partnership and input from OHRMA on the survey, especially the addition of vital information to the benefits portion. There were also a record number of responses from businesses making this survey robust with information. The packet includes a sampling of the report, as it is about 100 pages long. She welcomed any questions.

Event Report

Cory Weaver highlighted items from the Event Report, noting the top three hiring events so far have been with AutoZone, Amazon, and the World Equestrian Center (WEC). This last program year has an event hire rate of 42%, mostly due to the success of Amazon. Amazon and WEC hiring is ongoing. As we see increases in job seekers we look forward to another successful year of events.

Talent Center

Andrea Abrams reviewed the quarterly Talent Center report. Due to the shortage of candidates, Talent Center staff have been thinking out of the box for candidate resources. Staff have reached out to real estate offices to find new residents to the area and offer our services. There have been quality referrals gained through this process. Traffic is expected to increase as the school year gets underway. A variety of workshops are planned, as well as a CF faculty workshop.

YouthBuild

Cory Weaver was happy to report that the third cohort is underway and successful outcomes in the first and second cohort.

Experiential Learning Contracts

Cory Weaver summarized each section of the report and noted successful hires in all categories.

Metrix Users

Cory Weaver shared details from the report, noting the most popular pathways and courses. Committee members inquired to the process of accessing the system and cost. The system can be accessed through the CLM website on the Candidate's page. There are no fees associated for enrolling in courses, but to receive final certification through proctored testing fees would be associated with that process. If a candidate qualifies, those fees could potentially be funded through one of our programs.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

There being no further business, the meeting was adjourned at 9:38 a.m.

APPROVED:



CareerSource CLM's LMI Dashboard Link

<https://career-source-clm.eimpactv2.report/reports/view/6176e9c0b0d02f003867552d>

Executive Summary
EDA Good Jobs Challenge
Skills Based Learning - Levy County

This project brings together seasoned partnerships to address a diversification of the talent pool for, initially, the Manufacturing and Logistics (CDL) sectors in Levy County Florida by developing, designing, and implementing training certification and credentialing programs to meet the needs of small and medium sized employers in Levy County, Florida. It is focused on industry training that will expand the talent pools by upgrading the skills of existing workers and provide entry level and advanced skills to high school graduates and other first-time job seekers. Due to the nature of existing businesses, the training plan is to identify online courses which provide the certifications needed, use that input to create a training model that moves from online training to hybrid training which includes online and small lab/mentored in-person training, with the goal of establishing traditional in class programs.

The project will create a talent pool that supports the expansion of existing businesses by improving the skills of existing and potential new employees and create a talent base for businesses seeking to expand in Levy County. The project is focused on three problems that restrict the ability to meet the needs of the employer community: identification of skills needed by the small businesses; the inability to fund class sized training programs and the lack of CDL training to support the logistics sector. Using programs such as 180 Skills and Metrix Learning, employers will be review courses and identify those that provided the skills needed. The additional of a CDL Program at CF will provide relief to those logistics firms needing drivers.

The Project Team is composed of the Nature Coast Business Development Council (NCBDC), Mid-Florida Manufacturers Association (MRMA), the College of Central Florida (CF), the Levy County School Board (LCSB), the Florida Small Business Development Center at UNF (SBDC), and CareerSource Citrus Levy Marion.

The project will have three components: **System Development:** Starting with a sectoral partnership in manufacturing, the System Lead Entity (CSCLM) will work with the NCBDC, CF and LCSB to develop partnerships in other expanding industry sectors in Levy County. **Program Design:** NCBDC, MRMA, CF and CSCLM will convene manufacturing sector businesses in Levy County, identify their skill requirements and develop a curriculum that responds to these needs. SBDC will meet with smaller and emerging manufacturers and logistics companies to help identify skills needed for business development and growth. SBDC will convey that information to the other Project Team members for consideration in developing curriculum. A similar approach, working with the NCBDC and SBDC, will be used for any other identified sector. **Program Implementation:** The education team, CF, LCSB and SBDC will begin implementing the courses that meet industry needs. CSCLM will manage grant reporting and outcome tracking.

Project timetable: EDA grants cover the period September 30, 2022, through September 30, 2027.



RECORD OF ACTION/APPROVAL

Business and Economic Development Committee Thursday, November 18, 2021

TOPIC/ISSUE:

Labor Force Participation Study

BACKGROUND:

The pandemic has created a challenge in responding to the needs of employers seeking to fill positions. Record numbers of workers have either been displaced from work or have been forced to leave their jobs. We have partnered with the CEP on a number of workforce issues/projects over the years. The CEP has been looking into labor force participation as a way to better analyze and respond to the labor shortage we currently face.

POINTS OF CONSIDERATION:

The attached proposal from Younger and the CEP will provide additional information about issues affecting worker that are not participating in our workforce.

STAFF RECOMMENDATIONS:

Staff recommends sharing the cost of the Study with the CEP for a total of \$19,750.

COMMITTEE ACTION:

BOARD ACTION:

Labor Force Participation Analysis

Marion County, FL



Scope of Services

Labor Force Participation Analysis

Marion County, Florida has experienced labor force participation rates that are significantly below the state and national participation rates in years preceding the current global pandemic. The pandemic has decreased labor force participation rates throughout the U.S. and exacerbated the low participation rate in Marion County.

In order for Marion County to continue to grow the economy, attract major employers, and sustain existing business, the underlying reasons for the persistently low labor force participation rate must be identified. Analysis of the factors affecting workforce participation will lead to strategies to enlarge the labor force pool and remove barriers to entering the workforce.

Increasing the labor force participation rate in Marion County was an important factor in elevating the local economy before the pandemic. To lead a recovery during and after the pandemic, understanding and addressing the labor force participation rate is crucial.

Younger Associates proposes to conduct an analysis of the Marion County workforce market that would encompass:

- Local and regional historic and trending data on labor market participation
- Local and regional demographic factors related to workforce participation
- Barriers to workforce participation (full range: training, technical skills, inter-personal skills, workforce readiness, childcare, caregiver, transportation, other barriers identified through a survey)
- Workforce characteristics among the employed and not employed
- Wages and benefits
- Cost of living versus prevailing wages
- Regional workforce demand and competition factors
- Impact of national labor force participation trends on the local and regional workforce



The analysis would be centered on an in-depth survey of the working age population of Marion County or the Marion County workforce market.

Younger Associates proposes to conduct a labor force participation survey among residents of Ocala and Marion County, Florida to determine the barriers to employment and what is needed to move those currently not employed into the workforce.

The YA team will work with the Ocala team to develop a survey instrument to collect the data needed to meet the goals and objectives for Ocala CEP.

The target is to conduct between 350-400 surveys among those who are currently not employed and/or underemployed in Marion County. This sample size will provide enough data to achieve a confidence factor of 95% and a margin of error of $\pm 5\%$. Should you chose to include the full labor market in the analysis, we would conduct between 650 to 700 surveys. The survey will be conducted among a statistically valid sample of the county's population between the ages of 18-65. The survey is conducted in person through field intercept interviews using a set of questions designed specifically to meet the research objectives.

The survey will be conducted by our experienced team of field research specialists. The team intercepts people at strategically selected locations. These locations can include regional shopping areas, public events such as school sports or local festivals, and public service offices or utility customer service offices. It will be the responsibility of the Ocala team to work with local businesses to secure survey locations for the survey teams.

This survey process allows us to reach the entire demographic spectrum of age, income, education and occupation. Because the team monitors participation in real time, adjustments can be made to increase participation from a particular geographic area or demographic segment as needed.

This survey method is the best way to gather statistically valid information across the entire spectrum of the working age population (including the employed, not employed and the underemployed). Other methods can yield inadequate information and a survey sample that does not reach people with barriers to employment.

Results and Deliverables

Report with all data, analytical measures, finding, recommendations and strategies.



Cost of Services

Below is the price based on the scope of services outlined in this proposal. If you have any questions about our pricing, or need to increase or decrease the scope of work, please leave a comment and let us know.

FEE OPTIONS

Description - Option II	Price
<input type="checkbox"/> Labor Force Participation Rate Analysis - Marion County	\$39,500
<input type="checkbox"/> Labor Force Participation Rate Analysis - Marion County Workforce Market (6 Counties: Alachua, Citrus, Lake, Levy, Marion, Sumter)	\$60,000
Total	\$0



A Few Projects We've Worked On...



Why Us?

Younger Associates specializes in research, strategic and planning communications for economic development organizations. The Younger Team has received recognition from organizations such as the International Economic Development Council and Southern Economic Development Council for the quality and effectiveness of work produced. Research methodologies developed by our team for identifying target industries are currently utilized in training courses at the Economic Development Institute.

Over the past 30 years, we have conducted hundreds of target industry analyses, workforce analyses and economic development strategic plans in 26 states across the U.S. The processes our research department developed to capture accurate data have been recognized by economic development professionals as the most effective tools available in labor market and workforce analysis. Younger Associates was one of the first economic development consultants in the country to combine target sector identification with workforce analysis and development strategies. The Labor Participation Rate Analysis is a new type of study that is needed due to current labor market conditions.



SHARON YOUNGER

Founder

Founder of Younger Associates, Sharon has more than 30 years of experience in her field. Economic development and marketing research are her passion and she provides oversight and education on research projects.

LANA SUITE

Director of Research

Lana is a seasoned research analyst with more than 25 years of experience. Her expertise in understanding labor markets and economic development provide an industry leading advantage when analyzing any targeted local economy.



KARA TAYLOR

Research & Design Analyst

Kara specializes in conducting research and illustrating the narrative of analyses in a compelling and visual way using modern graphic design trends.

CARSON SUITE

Director of Business Intelligence

Carson has a focused background in web service technologies. A majority of modern research is conducted using various web services and having a technology enthused research analyst is an imperative asset.





Agreement & Terms

When signed, this letter will serve to confirm that Ocala CEP has retained Younger Associates to complete the services in this proposal. Work is to be completed within six months of the date of this agreement.

Fees for Services

Option 1 - \$39,500

Option 2 - \$60,000

Invoicing

An initial payment 25% will be due upon execution of this agreement. An invoice of 25% will be issued when the survey portion of the analysis is completed. A final invoice will be issued when the final report is submitted for review. Payments are due within 25 days of the receipt of invoice. If payments are delayed beyond the due date, we reserve the right to charge interest at the highest rate permitted by law from the due date until the date payment is made.

In the Event of Default

If we are forced to go to court to collect a debt and prevail, the client will pay all costs incurred to collect the debt. We shall not be liable to client by reason of the defaults of suppliers of materials and services, owners of media, or other persons not the employees or agents of Younger Associates.



Ownership of Documents/Confidentiality

Software, designs, videos, reports, presentations and copywriting produced by Younger Associates become the property of the client upon payment of final invoice. We shall not, without client's express written permission, reveal or otherwise make available to any other person confidential information or trade secrets regarding products, business, customers or methods of operation learned by our agency during the term of this contract. Any content provided by Ocala CEP is trusted to be owned or is permitted to be used. Ocala CEP agrees to protect us from any claim by a third party that we're using their intellectual property. Younger Associates' liability is limited to the amount of fees payable under this agreement.

 SIGNATURE _____
Carson Suite

Carson Suite
Director of Business Intelligence

 SIGNATURE _____
Kevin Sheilley

Kevin Sheilley
President & CEO



Executive Director Report

Period covering August 1, 2021 – October 31, 2021

Some of the more pertinent Mid-FL Regional Manufacturers Association (MRMA) activities since August 1st in addition to servicing member needs include:

- MRMA's new strategic plan is underway with Board members dedicating time to expand outreach into the counties we serve, updating our branding, website, messaging and adding social media to our marketing efforts.
- The 2021 Strategic Planning session also identified the need to concentrate efforts on building programming and services to Levy, Citrus and Sumter counties. This work has already begun in Levy County through the efforts of our Education & Workforce committee chair. Several meetings have already taken place to grow not only the partnerships but to also identify the workforce needs in the county.
- MRMA is an active supporter of the new Industrial Machinery Maintenance Basics Course being developed by MTC and area manufacturers. This program answers a strong need in the manufacturing community, and we are proud to do our part in supporting the program.
- MRMA is working closely with CareerSource CLM on the 2021 Manufacturing & Logistics Career Day Virtual Event to be held on December 9th; we are partnering again this year on the Youth Career Expos in Marion, Citrus and Levy counties; we are in the beginning stages of coordinating MFG Day tours for Marion County students for this Spring; in addition, we are in the beginning stages of coordinating industry visits with student classrooms both in person and through virtual presentations.
- We continue to work with and provide support to Withlacoochee Technical College (WTC) on the sustainability of their Industrial Machinery and Controls Technician program.
- MRMA recently participated in a day long "Juiced for Citrus" sites tour hosted by David Pieklik, Economic Development Director for Citrus County; the day proved to be very informative and the start to a new partnership.
- MRMA continues to work with Lake-Sumter State College as a Strategic Partner servicing the county's workforce needs as well as continues to provide support for the new Mechatronics program.
- The Mid-FL Regional Manufacturers 17th Annual Golf Tournament raised \$15,000 on October 7th; proceeds from this tournament go back into youth related activities and school programming related to manufacturing, engineering, robotics, distribution, logistics and supply chain management for Marion, Citrus, Levy and Sumter counties.
- MRMA has just approved two additional funding requests that will be announced shortly and continues to look for qualifying programs in Levy, Citrus and Sumter counties to support. Applications for program funding are made possible through the annual MRMA Golf Tournament. Applications are reviewed by the Board of Directors and approved based on qualifications set forth in the application.
- MRMA has strengthened their efforts in connecting members and prospects to partners CareerSource CLM, the Talent Center, College of Central Florida, the CEP, CareerSource Central Florida, MTC, MTI, Belleview RAD program, WTC, and Lake-Sumter State College. Encouraging everyone to utilize the

resources available, take advantage of new programs being developed and to let us know what gaps need to be filled.

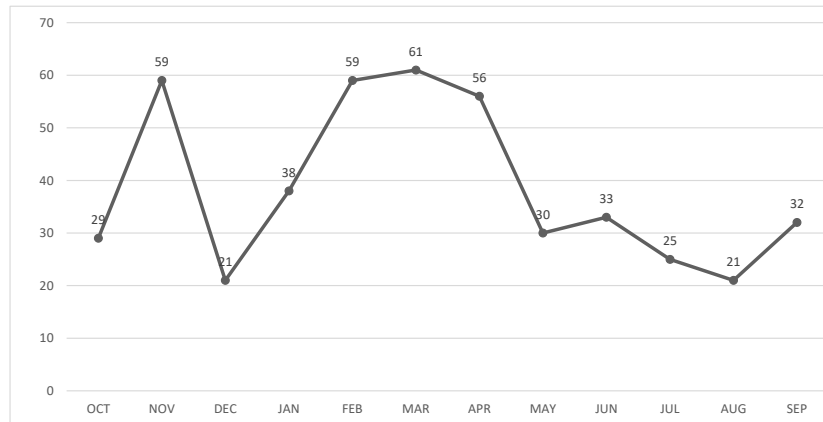
- Monthly meetings continue in Sumter County with partners Sumter County Economic Development, Florida Makes, GrowFL, CareerSource Central Florida, Sumter County Schools – CTE, WTC, and Lake Technical College. The meetings are used to share resources, update everyone on programs and growth in the county as well as to strategize and develop ways to improve business services to Sumter County businesses.
- MRMA continues to be an active Advisory Committee member for related meetings to Manufacturing, Distribution, Logistics and Supply Chain Management for programs at CF, MTI, CTE, MTC, WTC, LSSC and now in Levy County for CTE programs. In addition, we were just added to the Advisory Board for MTC CDL program.
- Continue to attend monthly RMA network meetings through FloridaMakes including Advocacy monthly meetings.

TRAFFIC COUNT

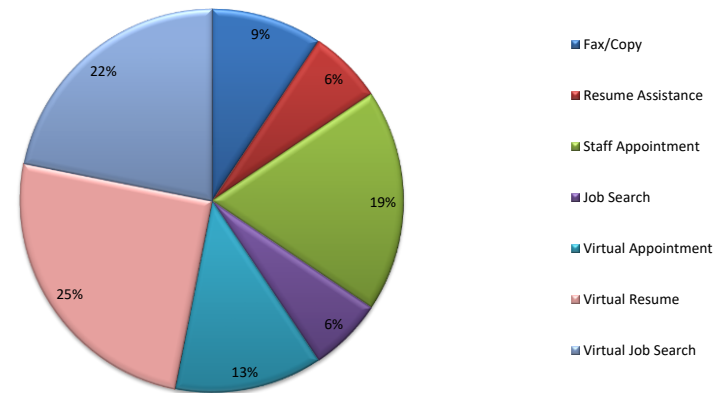
											2021			YTD
	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP		
REFERRALS	16	16	13	11	19	15	9	8	7	6	17	12	149	
PLACEMENTS	5	4	2	6	2	10	4	1	3	4	8	6	55	
INTERNSHIPS	1	0	0	0	0	1	0	0	0	0	0	0	2	
OJT/WEX/CBT	0	0	0	0	0	0	0	0	0	0	0	0	0	
TRAFFIC*	29	59	21	38	59	61	56	30	33	25	21	32	464	

SERVICES BREAKDOWN

CENTER TRAFFIC BY MONTH



* Center traffic counted by in office and virtual services provided



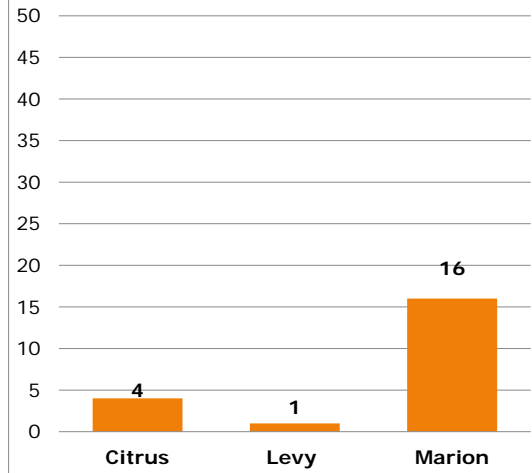
PY 21 - 22 Individual Events

Total Events: 21
Attendees: 383
Reported Hires: 184

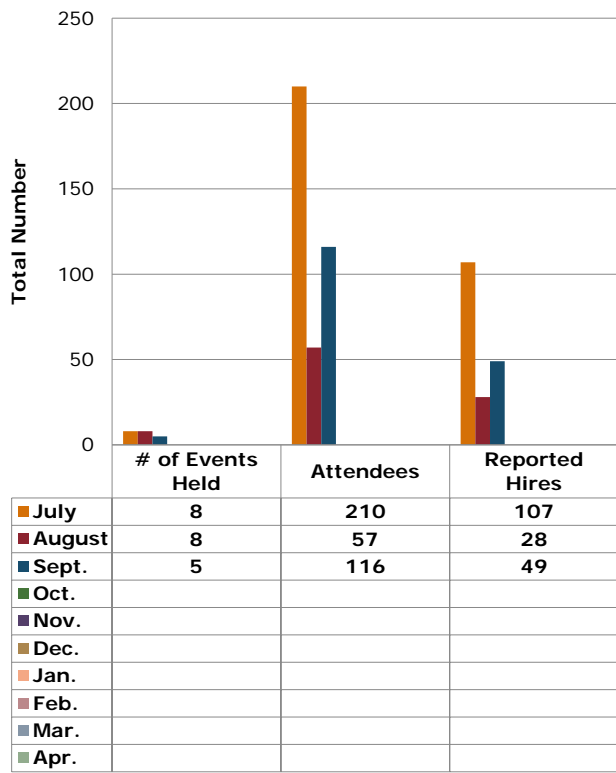
PY 21 - 22 Job Fairs & Expos

Attendees: 111
Businesses: 39

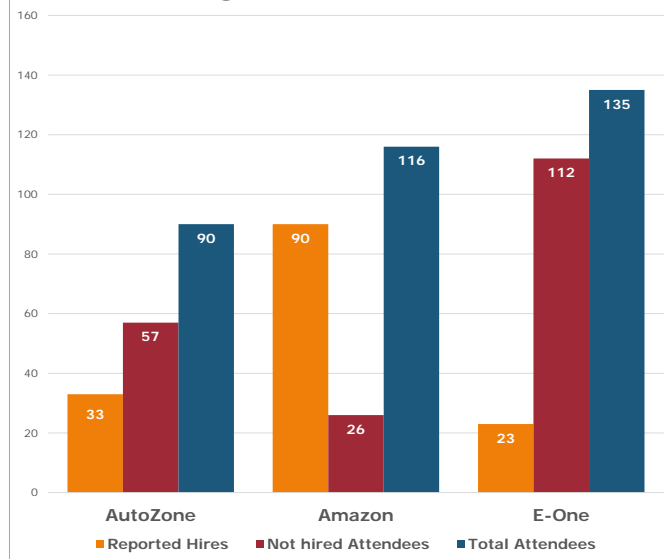
Hiring Events by County PY21-22



Individual Hiring Events



**Top 3 Hiring Events
Program Year 2021-2022**



Other Recruitment Events 07/2021 - 9/2021

Event Date	Event Name	Event Location	County
7/20/2021	Antennas For Communication	AFC Site	Marion
7/20/2021	Dept of Agriculture/Consumer Services	Chiefland	Levy
8/4/2021	Wanzek	CF Lecanto	Citrus
8/11/2021	TrueCore	Lecanto Office	Citrus
8/12/2021	Kids Central	14th Street	Marion
8/19/2021	MCPS	14th Street	Marion
8/24/2021	Florida Mentor	Lecanto Office	Citrus
8/26/2021	Walt's Brakes & More	14th Street	Marion
9/1/2021	Everclear Pool Services	Lecanto Office	Citrus
9/2/2021	CSL Plasma	14th Street	Marion
9/3/2021	Heart of Florida	HOF Site	Marion
6/9/2021	Staff America	14th Street	Marion



Experiential Learning Contracts

PY2021-2022

Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Winco Mfg., LLC	Manufacturing	1	\$1,511.90	\$1,511.90	9/20/2021	9/24/2021	Completed - Retained
Ancorp	Manufacturing	1	\$608.50	\$608.50	9/13/2021	9/14/2021	Completed - Retained
The Pregnancy & Family Life Center	Healthcare	1	\$3,000.00	\$3,000.00	10/11/2021	12/14/2021	In Progress
Ancorp	Manufacturing	5	\$5,407.90	\$5,407.90	11/8/2021	11/11/2021	Awaiting Start Date

On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Max-Air Heating and Air Conditioning, Inc.	Construction	1	\$4,356.00	\$6,838.95	8/9/2021	1/31/2022	In Progress
NuCore Products LLC	Manufacturing	1	\$4,800.00	\$5,559.69	8/30/2021	11/28/2021	In Progress
The Pregnancy & Family Life Center	Healthcare	1	\$4,404.09	\$4,544.09	9/27/2021	12/19/2021	In Progress
Marion Precision Tool, Inc	Manufacturing	1					Awaiting Start Date

Paid Work Experience

Business	Industry	Total Trained	Wage	Begin	Status
Electus Media	IT	1	\$19.80	8/16/2021	In Progress
Quad Nurse LLC	Healthcare	1	\$10.80	8/30/2021	In Progress

Internships

Business	Industry	Total Trained	Wage	Begin	Status
N/A					

Apprenticeship

Business	Industry	Occupation	Total Trained	Begin	Status
Marion Technical College	Manufacturing	Masonry	9	9/1/2019	2 In Progress / 1 Successful w/ emp / 6 Unsuccessful (4 closed w/ emp)
Lockheed Martin	Manufacturing	Electronic Assembler	4	Spring 2020	2 Hired PY20-21, 2 Hired PY 21-22
Marion Technical College	Construction	Carpentry	n/a	TBD	Delayed - Waiting on MTC Guidance
College of Cental Florida / AHLEI	Other	Hospitality	n/a	TBD	Delayed due to Covid

YouthBuild Performance Update

2020-2022

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

Enrolled: 11

Completed: 8

Receiving HS Diploma: 8

Receiving Additional Certs: Certifications Total= 74 NRF- 8, AHLEI Front Desk-7, AHLEI Restaurant Server-8, AHLEI Guestroom Attendant-8, AHLEI Maintenance Employee-8, Forklift-9, Safe Staff-9, OSHA-9, Warehouse- 8

Exited with Employment: 6

Exited with Education: N/A

Exited as Outcome: None

YB Cohort 2: 2/8/2021

Enrolled: 11

Completed: 9

Receiving HS Diploma: 7

Receiving Additional Certs: Certifications Total= 74 NRF- 8, AHLEI Front Desk-4, AHLEI Restaurant Server-4, AHLEI Guestroom Attendant-6, AHLEI Maintenance Employee-3, Forklift-11, Safe Staff-11, OSHA-11, Warehouse- 9, HBI-7

Exited with Employment: 6

Exited with Education:

YB Cohort 3: 8/23/2021

Enrolled: 12

Completed: N/A

Receiving HS Diploma: 3

Receiving Additional Certs: Certifications Total= 72 NRF- 9, AHLEI Front Desk-N/A, AHLEI Restaurant Server-N/A, AHLEI Guestroom Attendant-N/A, AHLEI Maintenance Employee-N/A, Forklift-10, Safe Staff-12, OSHA-11, Warehouse- 11, HBI- N/A

Exited with Employment:

Exited with Education:

YB Cohort 4: TBD

Enrolled:

Completed:

Receiving HS Diploma:

Receiving Additional Certs:

Exited with Employment:

Exited with Education:



CareerSource
CITRUS | LEVY | MARION

CITRUS HIRING INCENTIVE UPDATE

BUSINESS INQUIRIES	JOBS POSTED
27	14
CANDIDATE INQUIRIES	CANDIDATE REFERRALS
48	5
HIRES	AVERAGE WAGE
2	\$11.56/hr

CITRUS HIRING INCENTIVE ELIGIBLE



Located in: Crystal River, FL
Serving electrical and signage needs in Citrus and surrounding counties.

Job Postings

Vinyl Installer- Job Order # 11438636

- Full-time, \$10/hr.
- Must be 18 years or older (hazardous occupation)
- 5 years experience, 3 years driving experience
- Electrical knowledge a plus

Electrician- Job Order # 11438777 (2 positions available!)

- Full-time, \$14.50/hr.
- Must be 18 years or older (hazardous occupation)
- 5 years experience, 3 years driving experience
- Blueprint reading, knowledgeable in all phases of house construction

Electrician Helper- Job Order # 11438620 (2 positions available!)

- Full-time, \$10/hr.
- Must be 18 years or older (hazardous occupation)
- Must have driver's license
- Will train

Office Assistant- Job Order # 11438627

- Full-time, \$10/hr.
- Quickbook knowledge and skills
- Computer and customer service skills

- ✓ Employer conducts motor vehicle record check.
- ✓ Find the full job descriptions on EmployFlorida.com.
- ✓ Speak with a staff member to find out how you can become eligible to receive \$1000 bonus after ninety days!

Questions? Contact us: 800-434-JOBS (5627)
Visit us: www.careersourceclm.com
Follow us: [@careersourceclm](https://www.facebook.com/careersourceclm)




CareerSource CLM is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities. Phone numbers may be reached using TTY/TDD equipment via Florida Relay at 711. For accommodations, call 800-434-5627, ext. 7878. A proud partner of the American Job Center, member of CareerSource Florida.

CITRUS HIRING INCENTIVE ELIGIBLE



Located in: Crystal River, FL
For 25 years, we owned and operated Quail Roost RV Campground located directly across the street from Nature Coast RV, Inc. We saw first-hand a need in the RV business for a better and more cost-effective way for seniors to enjoy retirement, more so now than ever before.

Job Postings

Sales Admin- Job Order # 11440595

- Full-time, \$13/hr. to \$14.75/hr.
- The successful candidate will have prior experience in a related field. Must have prior experience in an office setting. Must have a neat appearance and pleasant phone voice as you will often be first point of contact with our customers.
- Answer phones & direct callers as needed.
- Assist Sales Department in maintaining camper inventory.
- Assist Sales Department with paperwork for deals and quotes.
- Complete Tag/Title Applications for sold units.

- ✓ Employer conducts background check.
- ✓ Find the full job descriptions on EmployFlorida.com.
- ✓ Speak with a staff member to find out how you can become eligible to receive \$1000 bonus after ninety days!

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Your Employment Solution Starts Here

CareerSource Citrus Levy Marion brings together business and community partners, economic development leaders and educational providers to connect employers with qualified, skilled talent and candidates with employment and career development opportunities. **Contact us at 1.800.434.5627.**

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 Florida Member.



SKILL UP USERS

LOCATION	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Total
Citrus	15	4	1	6	2	24	3	9	13	5	4	5	1	2	1	95
Citrus - CF	3	3	2	3	2	8	5	2	0	1	1	0	1	1	0	32
Levy	4	1	1	2	2	6	2	2	1	0	1	1	3	0	0	26
Levy - CF	4		1	1	0	5	1	0	1	1	2	0	0	1	0	17
Marion	39	11	9	7	7	36	13	3	7	3	5	1	5	9	6	161
Marion - CF	9	3	2	11	5	44	14	3	5	2	2	1	8	3	2	114
TOTAL	74	22	16	30	18	123	38	19	27	12	15	8	18	16	9	445

Popular Pathways

1. Business (Administrative/Management)
2. Healthcare
3. Information Technology
4. Transportation and Logistics
5. Healthcare Nursing

Popular Courses

1. Writing Effective Emails and Instant Messages
2. Being a Better Listener
3. Becoming More Professional through Business Etiquette
4. Being an Effective Team Member
5. Abbreviating, Capitalizing, and Using Numbers
6. Time Management: Quit Making Excuses and Make Time Instead
7. Getting the Details Right: Spelling Basics
8. Using Punctuation Marks
9. The Art and Science of Communication
10. Basic Business Math: Averages and Equations
11. Microsoft Word
12. Using the Parts of Speech
13. Creating Well-constructed Sentences
14. Establishing Self-confidence for Life
15. Microsoft Excel