



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

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA
 Thursday, February 10, 2022 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/87259722671>
 Phone No: 1-646-558-8656 (EST) Meeting ID: 872 5972 2671

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, November 18, 2021	Pages 2 - 5	P. Beasley

DISCUSSION ITEMS

State Update	Pages 6 - 14	R. Skinner
Workforce Issues that are Important to Our Community		R. Skinner

PUBLIC COMMENT

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports		
Citrus		D. Pieklik
Levy		S. Osteen
Marion		K. Sheilley
MRMA	Pages 15 - 16	K. Betz
Good Jobs Grant		R. Skinner
Talent Center	Page 17	C. Weaver
Event Report	Page 18	C. Weaver
Experiential Learning	Page 19	C. Weaver
Citrus Sign-On Bonus	Page 20	C. Weaver
Metrix Users Report	Page 21	C. Weaver
YouthBuild	Page 22	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: November 18, 2021
PLACE: College of Central Florida, Enterprise Center
3003 SW College Road, Ocala, FL 34474
TIME: 11:00 a.m.

MEMBERS PRESENT

Pete Beasley, Chair
David Pieklik
Jeff Chang
John Hemken
Kevin Sheilley
Mark Paugh
Mike Kelly (Mark Vianello)
Phillip Geist
Scott Osteen

MEMBERS ABSENT

Angie White (John Cook)
Kathleen Betz
Kevin Cunningham
Lewrissa Johns

OTHER ATTENDEES

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

Andrea Abrams, CSCLM
Cira Schnettler, CSCLM
Roseann Fricks, Early Learning Coalition

CALL TO ORDER

The meeting was called to order by Pete Beasley, at 11:00 a.m.

ROLL CALL

Cira Schnettler called roll and a quorum was declared present.

APPROVAL OF MINUTES

Mike Kelly made a motion to approve the minutes from the August 12, 2021 meeting. Phil Geist seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

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

- Funding has been approved by the State to implement additional security measures in the career centers. At the time, this funding was requested due to a need for armed security. The need for armed security is no longer crucial. To utilize these funds in a proactive way, each center will be assessed to identify permanent upgrade security needs like, panic buttons, camera systems, and buttons that can immediately lock the doors.
- The State will be providing special cameras to enhance ease of use with the 2-step verification process using the ID.me system.

elmpact

Dale French and Cory Weaver reviewed the dashboard. The new dashboard can be found on the CLM website through links in the Quick Links section and the top header tabs. The dashboard provides statistical data reports for labor market information within the region and CLM performance accountability.

Good Jobs Grant

Dale French stated that this is a federal grant provided through the Build Back Better program. Initial efforts will be focused on establishing a training program for manufacturing and logistics in Levy County. The grant will be designed around a three-prong approach of development, design, and implementation over a period of five years. The plan will be to convene local businesses to identify common training needs in order to develop online and in-person training. We will be working with the K-12 school system, College of Central Florida, Nature Coast Business Development Council, SBDC and MRMA.

Workforce Issues that are Important to Our Community

None

PUBLIC COMMENT

None

ACTION ITEMS

Labor Force Participation Study

Kevin Sheilley introduced the proposal for the labor force participation study. The study will analyze the current labor shortage through surveys given to a sample of the county's population ages 18-65. The study will identify the barriers to employment and provide guidance on how to address transitioning the unemployed or underemployed into the workforce. David Pieklik approved providing financial support for the study. Mike Kelly seconded the motion. Motion carried.

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- David Pieklik shared the below:
 - The Inverness Airport business park continues to make progress to

- become pad ready
- There are two large scale medical projects in process

Levy:

- Scott Osteen introduced himself as the new director of the Nature Coast Business Development Council and stated he was looking forward to working with everyone.

Marion

- Kevin Sheilley shared the below:
 - Marion County currently has 70 active projects.
 - The CEP is working on a 5-year strategic plan.
 - The annual meeting is set for February 2022.
 - There continues to be a need for site ready properties. There are several developers creating industrial space at a steady pace.

MRMA

Phil Geist provided the report in Kathleen Betz's absence. He highlighted areas noted in the report on outreach, branding, and new programs and services.

Talent Center

Andrea Abrams reviewed the quarterly Talent Center report. She noted that the new applicant tracking system called Ceipal, which replaced the Akken system is functioning well. Ceipal provides excellent customer service to get the maximum use from the software. She also noted that the Talent Center team provided presentations to a CF intern class on November 8th.

Event Report

Cory Weaver highlighted items from the Event Report, noting the top three hiring events so far have been with AutoZone, Amazon, and E-One.

Experiential Learning Contracts

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

YouthBuild

Cory Weaver was happy to report that the third cohort is underway and successful outcomes in the first and second cohort. The 3rd wall raising occurred in September and the 4th should be held in February. Potentially, the next release of the grant application will occur in December.

Citrus Sign-On Bonus

Cory Weaver notified the committee the program is no longer accepting applications. Remaining funds in the program will be rerouted to hiring individuals for specific sectors.

Metrix Users

Cory Weaver shared details from the report, noting the most popular pathways and

courses. The reports reflect consistent enrollment in the three counties.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

There being no further business, the meeting was adjourned at 11:50 a.m.

APPROVED:

Cira Schnettler

From: Rusty Skinner
Sent: Wednesday, January 26, 2022 9:47 AM
To: Albert Jones; Brandon Whiteman (bwhiteman@benefit-advisors.com); Charles J. Harris Jr.; Cira Schnettler; Cory Weaver; Dale French; Fred Morgan; Katie Stevens; Kim Baxley; Pete Beasley; Rachel Riley; Rachel Riley - Personal; Robert Stermer; Rusty Skinner; Ted Knight; Yvette Wilson
Subject: State

There have been several inquiries within the past few weeks by DEO at the request of the Legislature: how long has the CEO been in his/her position; salaries of the top 6 staff; and last week, validation on expenditure and performance information (will send several emails/responses separately).

In talking with Marti Colley Eubanks today, she sees something being pushed by Rep. Latvala's Committee in the House. The Senate appears to be taking a "let's see" attitude. She has nothing definite, but is concerned that the recenet data/information requests are being used in some fashion.

I will keep you posted

Rusty

Rusty Skinner

Chief Executive Officer
CareerSource Citrus Levy Marion
3003 SW College Road, Suite 205
Ocala, FL 34474
Phone: 352-873-7939, ext. 1204
Fax: 352-873-7956
rskinner@careersourceclm.com



Visit us at one of our 3 locations:
[Locations and Office Hours](#)

Cira Schnettler

From: Rusty Skinner
Sent: Wednesday, January 26, 2022 9:51 AM
To: Albert Jones; Brandon Whiteman (bwhiteman@benefit-advisors.com); Charles J. Harris Jr.; Cira Schnettler; Cory Weaver; Dale French; Fred Morgan; Katie Stevens; Kim Baxley; Pete Beasley; Rachel Riley; Rachel Riley - Personal; Robert Stermer; Rusty Skinner; Ted Knight; Yvette Wilson
Subject: FW: Legislative Data Request

From: Rusty Skinner
Sent: Saturday, January 22, 2022 7:19 AM
To: Penn, Casey <casey.penn@deo.myflorida.com>; Caroline.Womack@deo.myflorida.com' <caroline.womack@deo.myflorida.com>
Cc: Dale French <dfrench@careersourceclm.com>; Cory Weaver <cweaver@careersourceclm.com>; Richard Williams <richard.williams@careersourcechipola.com>; Bruce Ferguson (bferguson@careersourcenortheastflorida.com) <bferguson@careersourcenortheastflorida.com>; Kim Bodine <kbodine@careersourcegc.com>; 'Brian Bauer' <bbauer@careersourcerc.com>; Diane Head (Diane.Head@CareerSourceNorthFlorida.com) (Diane.Head@CareerSourceNorthFlorida.com) <Diane.Head@CareerSourceNorthFlorida.com>; Jim McShane <Jim.McShane@careersourcecapitalregion.com>; Kim Bodine (kbodine@r4careersourcegc.com) <kbodine@r4careersourcegc.com>; Robin King (robinking@careersourcefv.com) <robinking@careersourcefv.com>; Stacy Campbell-Domineck (stacy.campbell-domineck@careersourcepolk.com) <stacy.campbell-domineck@careersourcepolk.com>; Ted Ehrlichman (TEhrlichman@careersourcesc.com) <TEhrlichman@careersourcesc.com>
Subject: Legislative Data Request

Again, thank you for your time yesterday. Following up my email of yesterday, I felt it important to review some of the concerns that I raised.

The data requested by the Legislature does not fully convey the work that we have done over the period. I appreciate that you have conveyed that to those seeking the data.

- Not all sources of funds and performance is listed
 - WT, SNAP, NEG and TAA, to name a few are missing. The reason that these and other local funds should be included is that often our base grants provide services initially, but customers are actually enrolled in other grants and their performance outcomes are in these programs.
- There is no ability to discern the tremendous work that our system did in supporting the RA system.
 - The distribution of paper applications.
 - Entering those applications into the system- we had 15 staff assigned.
 - Handling calls and assisting customers with their RA claims and problems.
 - Providing in-person and virtual services to these customers
- There is no information on those EF customers who either visited our center, called or were assisted virtually that did not fully enroll in EF
 - These customers were assisted virtually and in-person throughout the periods.
- There is no data on our Employer Services teams

- Our outreach to businesses as they reduced staff was a critical service.
- Screening and entering job orders into the system is not accounted for in the data.
- The quality of our services as measured by repeat business engagement is an important metric of our value to employers.

The following represents information that we have collected :

Program Year	Reportable Individuals	Report Data
20-21	6,631	1,342
19-20	10,115	2,689
18-19	9,348	4,465
	Center Traffic	% RA
20-21	20,475	52%
19-20	24,055	14%
18-19	36,586	8.8%

During these periods we staffed as follows:

April 2020- Closed to in-person services, staff began remote work.

July 2020- June 2021-staff continued remote, with teams rotating to provide services to scheduled and walk-in customers. Security guards in place from July through December 2020.

July 2021- present centers are fully staffed for in-person services, limited staff provide virtual services as an accommodation.

Our system supported RA without additional funds. The staff costs for this effort was charged, in our region, against WIOA Adult and Dislocated worker grants. In our case, these funds came from direct customer services such as training and support since few people, because of the work registration waiver, were seeking any services other than assistance with their RA claims. Understand that I fully supported this work to assist our citizens and DEO. I am merely referencing this to highlight why our costs are distorted.

I also understand that you must provide the data in the format that the legislature requested. I do not believe that would prohibit submitting a supplemental spreadsheet such as I suggested yesterday.

I also believe that the information sought places added weight behind the request that regions have been making for at least four years that DDEO develop a system or process that will account for assistance we provide to customers who do not complete a full registration, but gain access to our services, remotely or in-person. It is understood that these services are not federally reportable, but they are an essential measure of our services and therefore performance to our residents.

Thank you again

Rusty

Rusty Skinner

Chief Executive Officer
 CareerSource Citrus Levy Marion
 3003 SW College Road, Suite 205

Cira Schnettler

From: Rusty Skinner
Sent: Wednesday, January 26, 2022 9:51 AM
To: Albert Jones; Brandon Whiteman (bwhiteman@benefit-advisors.com); Charles J. Harris Jr.; Cira Schnettler; Cory Weaver; Dale French; Fred Morgan; Katie Stevens; Kim Baxley; Pete Beasley; Rachel Riley; Rachel Riley - Personal; Robert Stermer; Rusty Skinner; Ted Knight; Yvette Wilson
Subject: FW: Data clarification

From: Rusty Skinner
Sent: Friday, January 21, 2022 4:59 PM
To: Penn, Casey <casey.penn@deo.myflorida.com>
Cc: 'Brian Bauer' <bbauer@careersourcerc.com>; Diane Head (Diane.Head@CareerSourceNorthFlorida.com) (Diane.Head@CareerSourceNorthFlorida.com) <Diane.Head@CareerSourceNorthFlorida.com>; Jim McShane <Jim.McShane@careersourcecapitalregion.com>; Kim Bodine (kbodine@r4careersourcegc.com) <kbodine@r4careersourcegc.com>; Robin King (robinking@careersourcefv.com) <robinking@careersourcefv.com>; Stacy Campbell-Domineck (stacy.campbell-domineck@careersourcepolk.com) <stacy.campbell-domineck@careersourcepolk.com>; Ted Ehrlichman (TEhrlichman@careersourcesc.com) <TEhrlichman@careersourcesc.com>
Subject: Data clarification

Thank you for your time today.

As a suggestion, I think that providing a supplemental spreadsheet, placing their data request in context with the performance information we discussed today that was lacking would be very beneficial. We should give them what they ask for but place it into the real world context. In addition to the time and effort we did with RA, WT and SNAP should also be presented. There was also no mention of business services (9169 report) Comparisons of the number of job orders placed is also a major activity that our staff perform. Please give this some thought. I am not suggesting that this supplemental be sent with the data that they asked for, but that it be prepared for later submittal. I will be doing this to the extent that we can access the data for presentation to my legislators as I feel that it reflect the hard work that my staff has done for the period in question

Rusty Skinner

Chief Executive Officer
CareerSource Citrus Levy Marion
3003 SW College Road, Suite 205
Ocala, FL 34474
Phone: 352-873-7939, ext. 1204
Fax: 352-873-7956
rskinner@careersourceclm.com



	Year	Local Workforce Development Board	# Served	Career Services Expenditures	Training Expenditures	Admin	Total Cost to Serve (includes Admin)	Total cost per Participant
Descriptions		CareerSource Citrus Levy Marion / CITRUS,LEVY,MARIO N	Total Individuals Served				Total Cost to Serve individuals in Column D	
ADULTS	2020-21		269	\$ 842,823	\$ 232,452	\$ 153,523	\$ 1,228,798	\$ 4,568
	2019-20		336	\$ 1,010,233	\$ 295,344	\$ 153,578	\$ 1,459,155	\$ 4,343
	2018-19		303	\$ 955,927	\$ 251,496	\$ 129,282	\$ 1,336,704	\$ 4,412
DISLOCATED WORKERS	2020-21		8	\$ 673,556	\$ 12,342	\$ 93,656	\$ 779,554	\$ 97,444
	2019-20		8	\$ 830,877	\$ -	\$ 107,785	\$ 938,662	\$ 117,333
	2018-19		12	\$ 1,095,825	\$ 10,866	\$ 110,908	\$ 1,217,599	\$ 101,467
YOUTH	2020-21		188	\$ 1,729,914	\$ 44,858	\$ 115,199	\$ 1,889,972	\$ 10,053
	2019-20		211	\$ 1,200,781	\$ 62,285	\$ 31,554	\$ 1,294,620	\$ 6,136
	2018-19		210	\$ 1,304,835	\$ -	\$ 19,299	\$ 1,324,134	\$ 6,305
WAGNER PEYSER	2020-21		1342	\$ 469,483	\$ -	\$ 19,600	\$ 489,082	\$ 364
	2019-20		2689	\$ 621,210	\$ -	\$ 29,096	\$ 650,306	\$ 242
	2018-19		4465	\$ 603,218	\$ -	\$ 17,604	\$ 620,822	\$ 139

	Year	Participants Served		Cost Per Participant Served	
		Career Services	Trainig Services	Career Services	Trainig Services
Descriptions		Total from Column D Served	Total from Column D Served		
ADULTS	2020-21	269	252	\$ 3,133	\$ 922
	2019-20	336	312	\$ 3,007	\$ 947
	2018-19	303	272	\$ 3,155	\$ 925
DISLOCATED WORKERS	2020-21	8	6	\$ 84,195	\$ 2,057
	2019-20	8	5	\$ 103,860	\$ -
	2018-19	12	7	\$ 91,319	\$ 1,552
YOUTH	2020-21	188	188	\$ 9,202	\$ 239
	2019-20	211	211	\$ 5,691	\$ 295
	2018-19	210	210	\$ 6,214	\$ -
WAGNER PEYSER	2020-21	1342	210	\$ 350	\$ -
	2019-20	2689	277	\$ 231	\$ -
	2018-19	4465	302	\$ 135	\$ -

	Year	% of Participants who Exited Program and are Employed as of the 1st quarter after they exited the program.	% of Participants who Exited Program and are not Employed as of the 1st quarter after they exited the program.	% of Participants who Did not Exit and are Continuing to Receive Services and are Employed during Participation (1st Quarter after participation start)	% of Participants who Did not Exit and are Continuing to Receive Services and are NOT Employed during Participation (1st quarter after participation start)
<i>Descriptions</i>		<i>(Based off of Column D Participants)</i>			
ADULTS	2020-21	50.8	13.6	31.4	4.2
	2019-20	32.9	6.0	55.6	5.4
	2018-19	43.9	4.5	44.3	7.4
DISLOCATED WORKERS	2020-21	12.5	0.0	75.0	12.5
	2019-20	37.5	25.0	25.0	12.5
	2018-19	42.9	0.0	42.9	14.3
YOUTH	2020-21	19.2	16.5	46.3	18.1
	2019-20	35.6	13.3	34.1	17.1
	2018-19	30.5	10.0	47.6	11.9
WAGNER PEYSER	2020-21	38.5	30.5	26.5	4.6
	2019-20	55.0	29.4	13.3	2.4
	2018-19	59.4	22.6	15.9	2.0

	Year	Annual Median Participant Wage	% Exited	% Continuing Services	Demographic Data For Participants Served					
					% Male	% Female	% American Indian/ Alaska Native	% Asian	% Black/African American	% Hispanic/L atino
<i>Descriptions</i>		<i>(Median Wage for those in Column D)</i>	<i>% of Participants from Column D that exited</i>	<i>% of Participants from Column D that Continue to Receive Services</i>	<i>Demo Data for Participants Served in Column D</i>					
ADULTS	2020-21	\$ 6,242	61.0	39.0	48.7	51.3	1.1	2.2	39.0	10.8
	2019-20	\$ 4,803	26.5	73.5	38.7	61.3	0.9	1.5	38.4	12.8
	2018-19	\$ 5,237	58.1	41.9	35.6	64.4	1.0	1.0	32.7	13.5
DISLOCATED WORKERS	2020-21	\$ 1,692	12.5	87.5	75.0	25.0	0.0	0.0	25.0	37.5
	2019-20	\$ 6,229	62.5	37.5	62.5	37.5	0.0	0.0	12.5	50.0
	2018-19	\$ 4,526	33.3	66.7	58.3	41.7	0.0	0.0	8.3	50.0
YOUTH	2020-21	\$ 1,980	35.6	64.4	57.4	42.6	1.6	1.1	25.0	19.7
	2019-20	\$ 1,691	48.8	51.2	52.6	47.4	2.8	1.4	24.6	22.3
	2018-19	\$ 2,275	40.5	59.5	52.4	47.6	1.0	0.5	20.5	21.0
WAGNER PEYSER	2020-21	\$ 3,801	69.0	31.0	49.6	50.3	0.7	1.5	26.5	15.8
	2019-20	\$ 3,961	84.3	15.7	49.7	50.2	1.4	1.0	31.5	17.3
	2018-19	\$ 4,502	82.0	18.0	46.5	53.3	1.5	0.7	28.8	15.7

	Year	% Native Hawaiian/ Pacific Islander	% White	% More than One Race
<i>Descriptions</i>				
ADULTS	2020-21	0.7	54.6	2.2
	2019-20	0.6	53.9	1.8
	2018-19	0.0	61.4	2.3
DISLOCATED WORKERS	2020-21	0.0	62.5	0.0
	2019-20	0.0	62.5	0.0
	2018-19	0.0	75.0	0.0
YOUTH	2020-21	0.0	71.3	4.8
	2019-20	0.0	69.2	4.3
	2018-19	0.0	76.2	3.8
WAGNER PEYSER	2020-21	0.7	62.7	1.2
	2019-20	0.4	58.0	1.4
	2018-19	0.4	60.6	1.7



Executive Director Report

Period covering November 1, 2021 – January 31, 2021

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

- Dedicated effort: MRMA's new strategic plan is underway; dedicated time to expand outreach into the counties we serve, updating our branding, website, messaging and adding social media to our marketing efforts.
- Dedicated effort: The 2021 Strategic Planning session also identified the need to expand concentrated efforts on building programming and services to Levy, Citrus and Sumter counties. The Education & Workforce committee chair is focusing on Levy County and the Executive Director is focusing on Citrus and Sumter counties; committee members located in Marion county are concentrating on Marion County with the Executive Director. Meetings are taking place to grow not only partnerships but to also identify and work on the workforce needs identified.
- MRMA held its Annual meeting and Member Networking meeting on December 9th; Members donated to four different Non Profit organizations as part of the annual tradition. Brother's Keeper received \$355.00; Interfaith Emergency Services received \$1,510.00; Salvation Army received \$150.00 and Helping Hands Foundation received \$840.00 for a total giving of \$2,855.00.
- MRMA partnered with OHRMA and CareerSource CLM on the 2022 Art of HR Conference held on January 18th; MRMA was invited to also participate in the workforce panel.
- MRMA continues as an active supporter in the development of the new Industrial Machinery Maintenance Basics Course being developed by MTC with area manufacturers.
- MRMA is an invited partner to participate in the Good Jobs Challenge Grant in Levy County with CareerSource CLM
- MFG Day (Year) activities: MRMA and CareerSource CLM held 2021 Manufacturing & Logistics Career Day Virtual Event on December 9th; MRMA is supporting as well as participating in the Youth Career Expos in Marion, Citrus and Levy counties again in 2022; MRMA is working with MTI and CSCLM on coordinating MFG Day tours for Marion County students for this Spring in addition MRMA is finding companies interested in doing 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. Through program funding, articles in the MRMA newsletter; encouraging engagement with employers and introducing the instructors to area companies.
- MRMA's work with Sumter County Economic Development and Lake-Sumter State College as a Strategic Partner is gaining strength through monthly meetings; MRMA is focusing on servicing the county's workforce needs as well as continues to provide support for the new Mechatronics program and has started conversations on supporting their CDL program.

- MRMA is working with educational partners to find qualifying areas of need we can support utilizing the proceeds from the recent golf tournament. Areas of focus include activities such as Youth Expos and Robotics camps as well as school programming related to manufacturing, engineering, robotics, distribution, logistics and supply chain management for Marion, Citrus, Levy and Sumter counties.
- Ongoing, 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, lake-Sumter State College, 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. This monthly meeting has proved to be a valuable resource in building key partnerships and penetration into the county.
- 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 (BAC), CTE, MTC, WTC, LSSC, Advisory Board for MTC CDL program and in Levy County for CTE programs.
- Continue to attend monthly RMA network meetings through FloridaMakes including Advocacy monthly meetings.

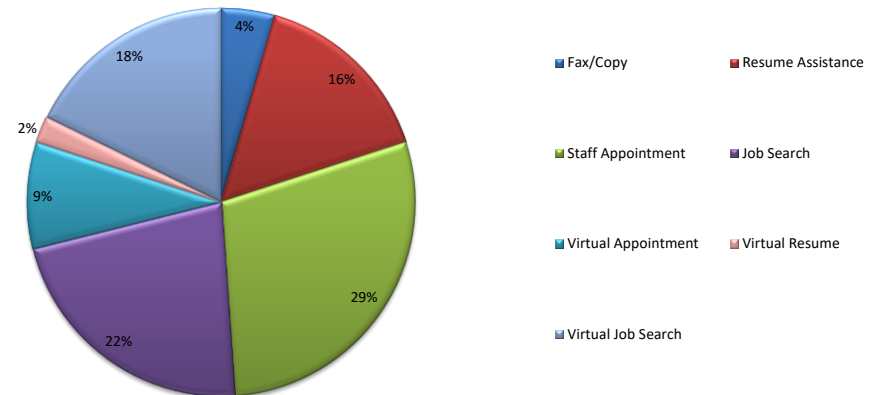
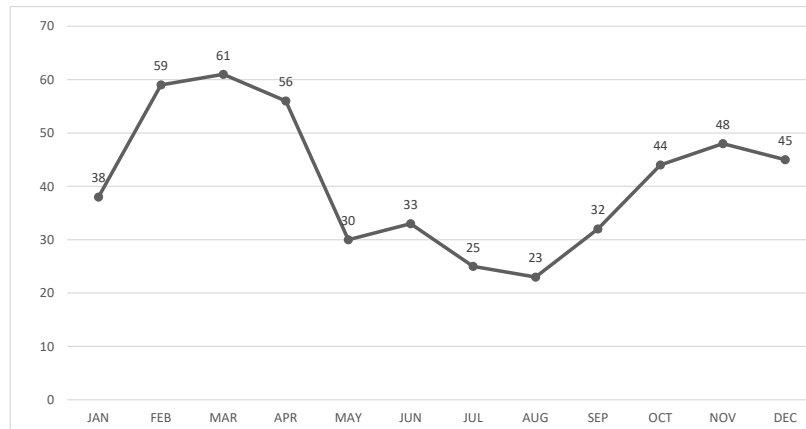


TRAFFIC COUNT

	2021												YTD
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	
REFERRALS	11	19	15	9	8	7	6	17	12	7	7	6	124
PLACEMENTS	6	2	10	4	1	3	4	8	6	5	3	3	55
INTERNSHIPS	0	0	1	0	0	0	0	0	0	0	0	0	1
OJT/WEX/CBT	0	0	0	0	0	0	0	0	0	0	0	0	0
TRAFFIC*	38	59	61	56	30	33	25	23	32	44	48	45	494

SERVICES BREAKDOWN

CENTER TRAFFIC BY MONTH



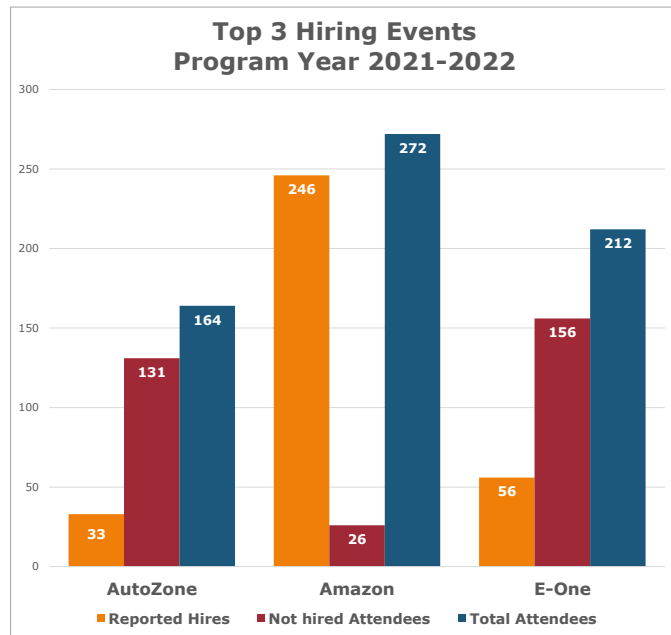
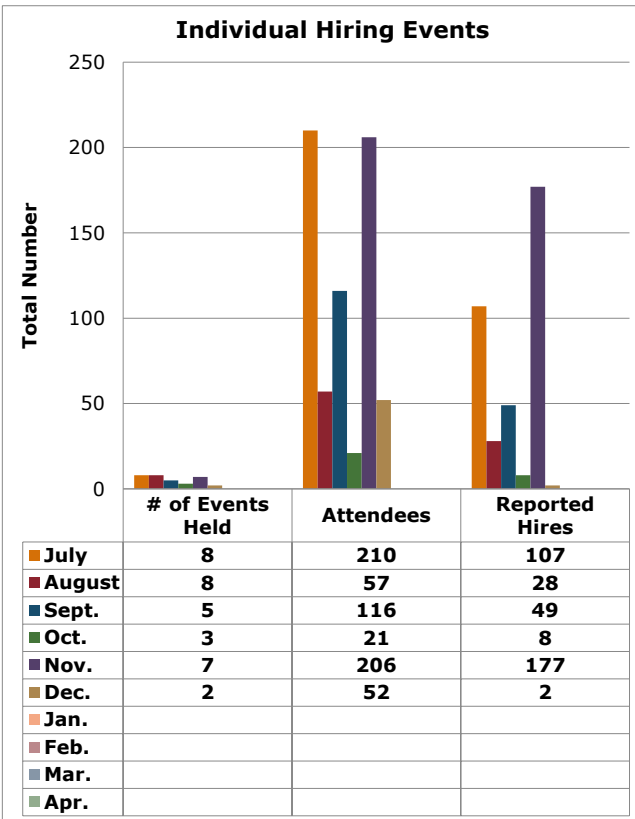
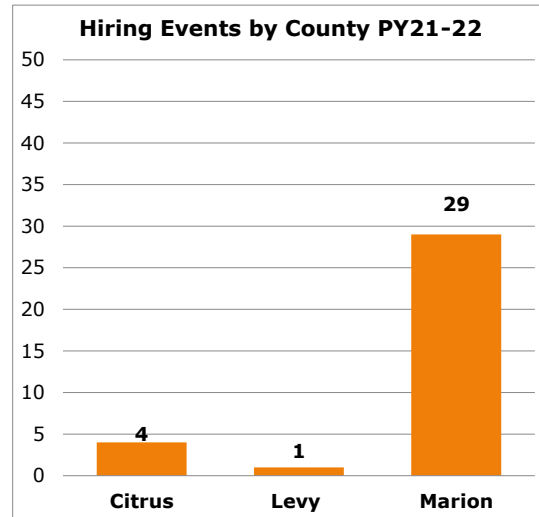
* Center traffic counted by in office and virtual services provided

PY 21 - 22 Individual Events

Total Events: 21
Attendees: 383
Reported Hires: 184

PY 21 - 22 Job Fairs & Expos

Attendees: 111
Businesses: 39



Other Recruitment Events 10/2021 - 12/2021

Event Date	Event Name	Event Location	County
10/6/2021	Real Truck	Real Truck Location	Marion
10/28/2021	Anytime Fitness	14th Street	Marion
11/18/2021	CSL Plasma	14th Street	Marion
12/7/2021	Brookdale Chambrel & Paddock Hill	Brookdale Location	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	\$11,200.00	\$3,000.00	10/11/2021	12/14/2021	In Progress
Ancorp	Manufacturing	5	\$5,407.90	\$5,407.90			Awaiting Start Date - Employer Postponed

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	Completed - Not Retained
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	\$7,811.50	8548.02	11/3/2021	5/1/2022	In Progress

Paid Work Experience

Business	Industry	Total Trained	Wage	Begin	Status
Electus Media	IT	1	\$19.80	8/16/2021	Completed - Retained
Quad Nurse LLC	Healthcare	1	\$10.80	8/30/2021	Unsuccessful
Zeneration Media	IT	1	\$18.00	11/29/2021	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	1 In Progress / 1 Successful w/ emp / 7 Unsuccessful (5 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

BUSINESS INQUIRIES	JOBS POSTED
28	15
CANDIDATE INQUIRIES	CANDIDATE REFERRALS
53	8
HIRES	AVERAGE WAGE
2 (1 retained, bonus paid)	\$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!

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.

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.**



SKILL UP USERS

LOCATION	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total
Citrus	6	2	24	3	9	13	5	4	5	1	2	1	5	2	102
Citrus - CF	3	2	8	5	2	0	1	1	0	1	1	0	1	0	33
Levy	2	2	6	2	2	1	0	1	1	3	0	0	1	0	27
Levy - CF	1	0	5	1	0	1	1	2	0	0	1	0	0	0	17
Marion	7	7	36	13	3	7	3	5	1	5	9	6	2	3	166
Marion - CF	11	5	44	14	3	5	2	2	1	8	3	2	0	1	115
TOTAL	30	18	123	38	19	27	12	15	8	18	16	9	9	6	460

Popular Pathways

1. Business (Administrative/Management)
2. Healthcare
3. Information Technology
4. Personal Care/Human Services
5. Government/Public Sector

Popular Courses

1. Writing Effective Emails and Instant Messages
2. Abbreviating, Capitalizing, and Using Numbers
3. Becoming More Professional through Business Etiquette
4. Be a Better Listener
5. Time Management: Quit Making Excuses and Make Time Instead
6. Basic Business Math: Averages and Equations
7. Being an Effective Team Member
8. Using Punctuation Marks
9. The Art and Science of Communication
10. Basic Business Math: Charts and Graphs
11. Getting the Details Right: Spelling Basics
12. Active Listening Skills for Professionals
13. Basic Business Math: Percentages and Ratios
14. Audience and Purpose in Business Writing
15. Basic Business Math: Using Whole Numbers and Decimals

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: 11

Receiving HS Diploma: 6

Receiving Additional Certs: Certifications Total= 72 NRF- 8, AHLEI Front Desk-5, AHLEI Restaurant Server-3, AHLEI Guestroom Attendant-5, AHLEI Maintenance Employee-3, Forklift-11, Safe Staff-12, OSHA-11, Warehouse- 11, HBI- 8

Exited with Employment: TBD Pending 6 month mark 2/23/2022

Exited with Education: TBD Pending 6 month mark 2/23/2022

YB Cohort 4:

Pending Start

2/7/2022

Enrolled: TBD

Completed: TBD

Receiving HS Diploma: TBD

Receiving Additional Certs: TBD

Exited with Employment: TBD

Exited with Education: TBD