

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

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

Join Zoom Meeting: https://us02web.zoom.us/i/82465451775

Phone No: 1-646-558-8656 (EST) Meeting ID: 824 6545 1775

Call to Order Roll Call Approval of Minutes, May 12, 2022	Pages 2 - 5	P. Beasley C. Schnettler P. Beasley
DISCUSSION ITEMS State Update Workforce Issues that are Important to Our Community		R. Skinner R. Skinner
PUBLIC COMMENT		
ACTION ITEMS None		
PROJECT UPDATES		

Economic Development Partner Reports

Citrus		
Levy		J. Wilson / S. Osteen
Marion		K. Sheilley
MRMA	Pages 6 - 7	K. Betz
Good Jobs Grant	-	R. Skinner
Talent Center	Page 8	A. Abrams
Event Report	Page 9	C. Weaver
Experiential Learning	Page 10	C. Weaver
Metrix Users Report	Page 11	C. Weaver
YouthBuild	Page 12	C. Weaver
Contracts Reporting	Page 13 - 15	C. Galica

MATTERS FROM THE FLOOR

ADJOURNMENT

	2022 – 2023 MEETING SCHEDULE											
Performance/ Monitoring	Business and Economic Development	Career Center	Marketing/ Outreach	Executive	Ful	l Board						
Tuesday, 9:00 am	Wednesday, 9:00 am	Thursday, 9:30 am	Wednesday, 9:00 am	Wednesday, 9:30 am	Wednesd	day, 11:30 am						
8/9/2022	8/10/2022	8/18/2022	8/17/2022	8/31/2022	9/7/2022	CF Levy						
11/8/2022	11/9/2022	11/17/2022	11/16/2022	11/30/2022	12/7/2022	CF Ocala						
2/7/2023	2/8/2023	2/16/2023	2/22/2023	3/1/2023	3/8/2023	CF Lecanto						
5/9/2023	5/10/2023	5/18/2023	5/24/2023	5/31/2023	6/7/2023	CF Ocala						

OUR VISION STATEMENT

To be known as the number one workforce resource in the state of Florida by providing constructive tools and professional supportive services that are reflected in the quality of our job candidates and meet the needs of the business community.



CAREERSOURCE CITRUS LEVY MARION Business and Economic Development Committee

MINUTES

DATE: May 12, 2022 PLACE: College of Central Florida, Enterprise Center 3003 SW College Road, Ocala, FL 34474 TIME: 9:00 a.m.

MEMBERS PRESENT

Angie White Bryce Morrison (Kevin Sheilley) Jeff Chang Kathleen Betz Kevin Cunningham Mark Paugh Mike Kelly Phillip Geist Scott Osteen (Joyce Wilson)

MEMBERS ABSENT

John Hemken Lewrissa Johns Pete Beasley, Chair

OTHER ATTENDEES

Rusty Skinner, CSCLM Dale French, CSCLM Cory Weaver, CSCLM Andrea Abrams, CSCLM Cira Schnettler, CSCLM Patrick Gillen, TPMA

CALL TO ORDER

The meeting was called to order by Kevin Cunningham, at 9:00 a.m.

ROLL CALL

Cira Schnettler called roll and a quorum was declared present.

APPROVAL OF MINUTES

Mark Paugh made a motion to approve the minutes from the February 10, 2022 meeting. Jeff Chang seconded the motion. Motion carried.

DISCUSSION ITEMS

<u>State Update</u> Rusty Skinner updated the committee on the following items: House Bill 1507 called for a review and realignment of the workforce system. The State has hired a consultant to review the feasibility of the alignment. The regional directors and the consultants recently met to discuss. The directors of large and small regions appealed to the consultants that the local system is designed well and meets the needs of Florida's population.

Rusty Skinner provides continuous updates to the local elected officials as discussions move forward.

The consultant will provide an initial report at the June 8th CareerSource Florida board meeting for review and discussion. The consultants final report will be released by June 30th.

- Rusty Skinner stated that Casey Penn with DEO Workforce Services has resigned. Casey was a champion for the local system with a keen understanding of local program operations.
- Rusty Skinner explained that there has been a recent change to the Consortium. Levy and Citrus Commissioners have remained the same. The Marion BOCC Chairman, Carl Zalak has appointed himself to the Consortium. The Consortium plans to meet in June and a new Consortium chair will need to be selected.

Workforce Issues that are Important to Our Community

Jeff Chang presented a couple of questions to the committee based on challenges he is finding in the industry. He asked if a skills assessment has been done engaging businesses on what their future needs will be. He also asked what can be done now in the school system to prepare future workforce. Rusty Skinner responded that the management team has been working on the goals for the next program year. One of the goals is to shift the focus from young adults out of school to youth in school. We will be working with the school district to promote business interests into the schools. We will continue to host youth expos that will expose youth to a variety of career paths. We will work with community partners such as MRMA. Mike Kelley shared that the high schools are focusing and adjusting their programs accordingly. The Marion school district is working with MTC to offer dual enrollment opportunities to high schoolers. Discussion continued amongst the members to include challenges in affordable housing, apprenticeships, liability, and business engagement.

Draft Strategic Plan

Rusty Skinner explained that after the March board meeting all comments were added to the plan. The plan has been emailed to all board members and will be presented at each committee meeting, then brought before the full board in June for final approval. The plan will be implemented in July 2022. Members can email comments to Rusty Skinner.

PUBLIC COMMENT

None

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

 Kevin Cunningham shared that the new parkway has been open for about two months and has about fourteen thousand travelers a day. This increase in activity to Citrus County is causing interest for retail developers. There are plans for a Target and an Aldi's, plus other prospective retailers are looking at commercial properties. There is also community debate regarding the Florida Turnpike extension and the effects it may have on the area.

Levy:

 Scott Osteen stated that a group of county commissioners and economic development partners will be traveling to a rural town in Alabama that has been successful in creating economic development, while also maintaining a smalltown feel. The group hopes to bring back concepts that can be applied to Levy County to improve economic development.

Marion

- Bryce Morrison shared the below:
 - Projects activity is going strong.
 - There is a new opportunity in the planning stages for 3 million square feet.
 - The CEP has expanded staff and hired a growth officer for business creation and attraction efforts.

<u>MRMA</u>

Kathleen Betz stated that MRMA will be updating their branding and website. The complete rebrand is expected to be finished by the end of this month. The Golf tournament has been moved to October. All proceeds are always directed back into programming. MRMA continues to strengthen relationships by being the link between businesses and the school system in our region.

Good Jobs Grant

Rusty Skinner explained that the grant has been submitted and if awarded implementation should begin by July. Notification should happen by the end of this month. If the grant is not awarded the plan is to move ahead with a smaller scale pilot program and meet with community partners.

Talent Center

Andrea Abrams reviewed the quarterly Talent Center report. She explained that the Talent Center team has access to Zip Recruiter through the new applicant tracking system. The team received five resumes for a CEO position in Citrus County from Zip Recruiter, as well as several IT candidates. Andrea Abrams is actively recruiting to fill an open position within Talent Center.

Event Report

Cory Weaver highlighted items from the Event Report and provided updates on the recent youth job fairs. Our top events continue to be Amazon, AutoZone, and E-one.

Experiential Learning Contracts

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

Metrix Users

Cory Weaver shared details from the report, noting the most popular pathways and courses. She noted the popular pathways includes Human Services and Government/Public Sector. These results aligned with recent survey responses that were received from students at the youth expos. She also noted an increase in math classes in the popular courses section of the report.

YouthBuild

Cory Weaver was happy to report that the fourth cohort is underway and that we have been approved for another YouthBuild grant.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

There being no further business, the meeting was adjourned at 9:57 a.m.

APPROVED:



Executive Director Report

Period covering May 1, 2022 – July 31, 2022

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

- We are in the final stage of our rebranding; the last three months have been dedicated to building the face and pages of the new website, the new logo, new social media pages and communications.
- Work continues on preparations for the 18th Annual MRMA Golf Tournament to be held on October 6th; the tournament is an important event for us as the proceeds fund the requests for assistance we receive from area schools in our four county region.
- Educational Funding Requests since January 1st for Marion, Citrus and Levy counties have resulted in over \$10,000 being awarded with additional monies being held for Sumter county awaiting requests. Awards were made to Withlacoochee Technical College, College of Central Florida, Belleview High School RAD Academy, Lockheed Martins Annual STEMCon program and the IHMC Robotics Summer Camp program. Funds are made possible through the annual golf tournament. MRMA continues to collaborate 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.
- July 1st was the deadline for the MRMA Rob Adamiak Memorial Scholarship program made possible through our endowment with the College of Central Florida Foundation. Applications have been reviewed by the committee and awards to four students have been made. The announcement will be made public in August.
- MRMA continues to work with CSCLM on bringing new training opportunities and building apprenticeship programs for Citrus, Levy and Marion employers. More information will be available in August.
- The C-Suite Forum for Fall 2022 and Winter 2023 are in the planning stages as we build the program to the next level.
- MFG Day (Year) activities: MRMA is exploring other opportunities to bring industry and students together to celebrate MFG Day (Year in Florida) this year with in person activities being explored such as a Welding camp to support the industries in Levy county; student and advisor industry tours in all four counties we serve; industry visits to the classrooms both in person and through virtual presentations to name a few items being explored.
- MRMA continues to be an active Advisory Committee member for related meetings to
- 6 Manufacturing, Distribution, Logistics and Supply Chain Management for programs at CF, MTI

(BAC), CTE, MTC, WTC, LSSC, Advisory Council for Sumter County Adult Education, Advisory Board for MTC CDL program and in Levy County for CTE programs.

- 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.
- Continue to attend monthly RMA network meetings through FloridaMakes including Advocacy monthly meetings.

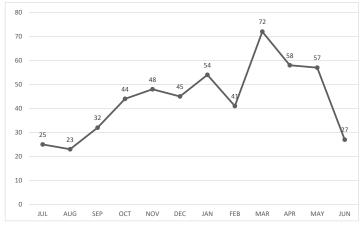


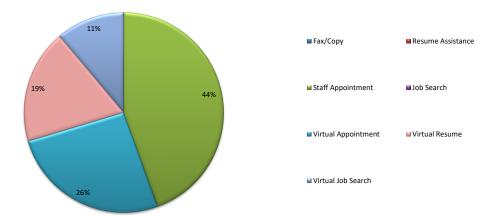
TRAFFIC COUNT

		PY 21-22												
	JUL	AUG	SEP	ост	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	YTD	
REFERRALS	6	17	12	7	7	6	9	11	6	5	5	3	94	
PLACEMENTS	4	8	6	5	5	4	4	8	7	2	7	3	63	
INTERNSHIPS	0	0	0	0	0	0	0	0	0	0	0	0	0	
OJT/WEX/CBT	0	0	0	0	0	0	0	0	0	0	0	0	0	
TRAFFIC*	25	23	32	44	48	45	54	41	72	58	57	27	526	

SERVICES BREAKDOWN

CENTER TRAFFIC BY MONTH



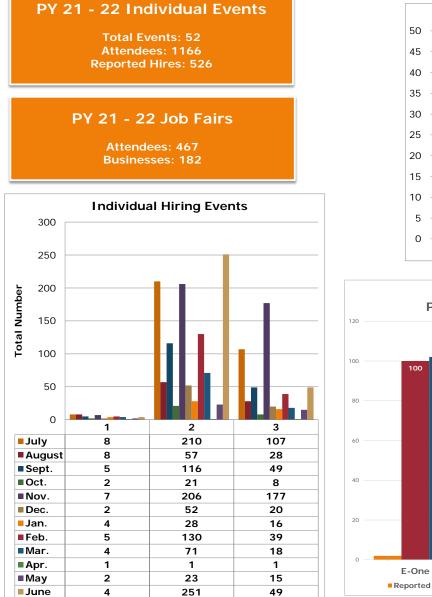


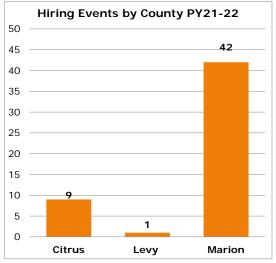
* Center traffic counted by in office and virtual services provided

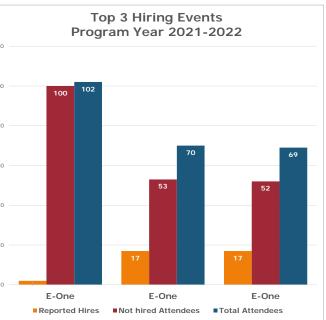


July 2021- March 2022 Business Services Events (Onsite, Offsite Virtual)









Other Recruitment Events 4/2022 - 6/2022

Event Date	Event Name	Event Location	County
4/4	Juniper Landscaping	14th Street	Marion
5/3	RealTruck	RealTruck	Marion
5/31	Juniper Landscaping	14th Street	Marion
6/1	CSL Plasma	14th Street	Marion
6/3	Amazon	14th Street	Marion
6/15	Signature Brands	14th Street	Marion
6/30	Youth Opportunity Investment LLC	14th Street	Marion



Experiential Learning Contracts

PY2021-2022

		Cu	stomized Tr	aining								
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	\$2,000.00	10/11/2021	4/1/2022	Completed - Retained					
Donarra Extrusions	Manufacturing	7	\$2,386.30	\$2,386.30	4/27/2022	6/30/2022	Completed - Retained					
Winco Mfg., LLC	Manufacturing	1	\$1,728.42	\$1,728.42	4/19/2022	9/2022 4/21/2022 Completed - Retai						
		Or	n the Job Tra	aining								
Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status					
Max-Air Heating and Air Conditioning, Inc.	Construction	1	\$4,356.00	\$6,067.30	8/9/2021	1/31/2022	Completed - Retained					
NuCore Products LLC	Manufacturing	1	\$4,800.00	\$4,790.00	8/30/2021	11/28/2021	Completed - Not Retained					
The Pregnancy & Family Life Center	Healthcare	1	\$4,404.09	\$4,448.07	9/27/2021	12/19/2021	Completed - Retained					
Marion Precision Tool, Inc	Manufacturing	1	\$7,811.50	\$6,148.87	11/3/2021	5/1/2022	Unsuccessful Completion					
His House for Her, Inc.	Healthcare	1	\$4,632.00	\$4,832.00	4/12/2022	8/23/2022	In Progress					
		Pai	d Work Exp	erience								
Business	Industry	Total Trained	Wage	Begin		Sta	atus					
Electus Media	IT	1	\$19.80	8/16/2021			Completed - Retained					
Quad Nurse LLC	Healthcare	1	\$10.80	8/30/2021			Unsuccessful					
Zeneration Media Electus Media		1		11/29/2021 4/19/2022			Completed - Retained Completed - Retained					
		-	Internship									
Business	Industry	Total Trained	Wage	Begin		Sta	atus					
Viceroy Home Health, LLC	Healthcare	1	\$13.95	2/9/2022			Completed - Not Retained					
Beacon Software Solutions, Inc.	IT	1	\$17.31	2/28/2022			Completed - Not Retained					
			Apprentices	ship								

Apprenticeship										
Business	Industry	Occupation	Total Trained	Begin	Status					
					1 In Progress / 1 Successful w/ emp /					
Marion Technical College	Manufacturing	Masonry	9	9/1/2019	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					

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	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Total
Citrus	6	2	24	3	9	13	5	4	5	1	2	1	5	2	3	3	1	5	2	2	118
Citrus - CF	3	2	8	5	2	0	1	1	0	1	1	0	1	0	2	0	0	0	1	1	37
Levy	2	2	6	2	2	1	0	1	1	3	0	0	1	0	0	0	1	0	0	0	28
Levy - CF	1	0	5	1	0	1	1	2	0	0	1	0	0	0	0	0	1	0	0	1	19
Marion	7	7	36	13	3	7	3	5	1	5	9	6	2	3	4	5	6	2	3	7	193
Marion - CF	11	5	44	14	3	5	2	2	1	8	3	2	0	1	1	1	2	1	1	3	124
TOTAL	30	18	123	38	19	27	12	15	8	18	16	9	9	6	10	9	11	8	7	14	519

Popular Pathways

1.Business (Administrative/Management) 2. Healthcare 3. Information Technology 4. Entry Level Pathway - General 5. Government/Public Sector

Popular Courses

Writing Effective Emails and Instant Messages

 Be a Better Listener
 Becoming More Professional through Business Etiquette
 Being an Effective Team Member
 Abbreviating, Capitalizing, and Using Numbers

 Time Management: Quit Making Excuses and Make Time Instead

 Getting the Details Right: Spelling Basics
 The Art and Science of Communication
 Using Punctuation Marks
 Basics Business Math: Averages and Equations
 Time Management: Ready, Set FOCUSI
 Using the Parts of Speech

 Working with the Interface and Performing Basic Tasks in Word 2016

 Creating Well-constructed Sentences
 Establishing Self-confidence for Life

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: 11 # Exited with Education: 0

YB Cohort 3: 8/23/2021

Enrolled: 12 Completed: 11 # Receiving HS Diploma: 8 # Receiving Additional Certs: Certifications Total= 72 NRF- 8, AHLEI Front Desk-7, AHLEI Restaurant Server-7, AHLEI Guestroom Attendant-7, AHLEI Maintenance Employee-6, Forklift-11, Safe Staff-12, OSHA-11, Warehouse- 11, HBI- 8 # Exited with Employment: 2 # Exited with Education: 0 # Exited with Outcome: 1

YB Cohort 4: 2/7/2022

Enrolled: 15 Completed: 13

Receiving HS Diploma: 9

Receiving Additional Certs: NRF- 8, AHLEI Front Desk-9, AHLEI Restaurant Server-9, AHLEI Guestroom Attendant-9, AHLEI Maintenance Employee-9,NRF Warehouse-5, Forklift-15, Safe Staff-

15, OSHA-15, CF Warehouse- 15, HBI- 8, Total as of 6/30/2022 = 117 total credentials earned # Exited with Employment: TBD (pending program exit on 8/7/2022 5-6 are currently employed and have not closed yet)

Exited with Education: TBD

Contract Performance PY2021-2022

		Q1 PY21-22			Q2 PY21-22			Q3 PY21-22			Q4 PY21-22			ANNUAL	
County Chamber/EDC	# Goals	Goals Met	Rate	# Goals	Goals Met	Rate									
CITRUS (Citrus Chamber)	4	3	75.00%	5	5	100.00%	5	4	80.00%	4	3	75.00%	5	4	80.00%
MARION (CEP)	4	4	100.00%	5	4	80.00%	6	6	100.00%	5	5	100.00%	6	6	100.00%

		Q1 PY21-22			Q2 PY21-22			Q3 PY21-22			Q4 PY21-22		ANNUAL			
Eckerd Youth Connects	Rate	# Closed Successfully	Payment	Rate	# Closed Successfully	Payment	Rate	# Closed Successfully	Payment	Rate	# Closed Successfully	Payment	Rate	# Closed Successfully	Payment	
Youth Positive Outcomes (Goal: 80%)	93%	14	\$5,362.00	82%	22	\$8,426.00	80%	20	\$7,660.00	94.00%	24	\$9,192.00	87.37%	80	\$30,640.00	

		Q1 PY	21-22			Q2 P	Y21-22			Q3	PY21-22			Q4 PY21-22			ANNUAL
Marion County Summary																	
Activity	JUL	AUG	SEP	Q1 RATE	ОСТ	NOV	DEC	Q2 RATE	JAN	FEB	MAR	Q3 RATE	APR	MAY	JUN	Q4 RATE	RATE
Conduct at least one quarterly meeting																	
with CSCLM Director of Operations to																	
discuss business needs and challenges																	
(4)			1	100.00%	1			100.00%		2	1	300.00%				0.00%	125.00%
Monthly meetings with key business																	
staff to maintain communication of																	
new and existing projects as well as																	
current business needs (12)	1	1	1	100.00%	1	1		66.67%	1	1	2	133.33%				0.00%	75.00%
Conduct joint business and retention																	
visits (16)		9	10	475.00%		3		75.00%		10		250.00%				0.00%	200.00%
Provide business referrals to Talent																	
Center for professional recruitment																	
services (8)	4	8		600.00%			5	250.00%				0.00%				0.00%	212.50%
Provide staff to cover staffing																	
requirements during the two days of																	
the annual Marion County Youth																	
Career Expo (2)				N/A				N/A	3			150.00%				N/A	150.00%
Assist with planning, scheduling,																	
staffing and logistics for the annual																	
Marion County Youth Career Expo																	
during Q3 (1)				N/A	1	1	1	0.00%				N/A				N/A	300.00%

Industrial Maintenance Roundtable	Manufacturing Roundtable	HVAC Meeting
September 30th	September 30th	July 21st
Custom Window Systems	Outlaw Snax	ANCORP
Dollar Tree	Trinity Surfaces	Mars Water
Signature Brands	Chariot Eagle	Dixie Metal Produ
Chariot Eagle	Signature Brands	FedEx Ground
AutoZone	E-ONE	
ClosetMaid	Lockheed Martin	
ANCORP	ClosetMaid	
Trinity Surfaces	Cardinal LG	
E-ONE	Winco Mfg.	
Lockheed Martin		

1st RP Water Metal Products Ground

	Q1 PY21-22				Q2 PY21-22				Q3 PY21-22				Q4 PY21-22				ANNUAL
Citrus County Summary																	
Activity	JUL	AUG	SEP	Q1 RATE	OCT	NOV	DEC	Q2 RATE	JAN	FEB	MAR	Q3 RATE	APR	MAY	JUN	Q4 RATE	RATE
Quarterly Meetings (4)			1	100.00%		1		100.00%		1		100.00%				0.00%	75.00%
Jointely Conduct (3) Retention Calls per																	
Quarter (12)				0.00%	1	2		100.00%	1			33.33%				0.00%	33.33%
Provide Business Referrals for Talent																	
Center openings (8)		2	1	150.00%	2	1	1	200.00%	2	1		150.00%				0.00%	125.00%
Provide business referrals for workforce services with at least one referral per quarter specifically for work-based training opportunities (referral tracking should be for all workforce services: recruitment, needs assessment, work-based training, etc.) (24)	8	3	6	283.33%	3	12	3	300.00%	4	2		100.00%				0.00%	170.83%
Provide Staff to cover staffing																	
requirements during the Annual Citrus						-	-					100.000					100.000
County Career Youth Expo				N/A	0	0	0	N/A	1			100.00%				N/A	100.00%
Assist with planning and provide staff as needed for Youth Career Expo				N/A	0	0	1	100.00%	0	1		100.00%				N/A	200.00%