



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

**BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA**

Wednesday, November 9, 2022 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/88689084963>

Phone No: 1-646-558-8656 (EST) Meeting ID: 886 8908 4963

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, August 10, 2022	Pages 2 - 6	P. Beasley

**DISCUSSION ITEMS**

State Update		R. Skinner
Letter Grades	Pages 7 - 10	C. Weaver
Workforce Issues that are Important to Our Community		R. Skinner

**PUBLIC COMMENT**

**ACTION ITEMS**

Targeted Sectors – Remove Hospitality	Page 11	C. Weaver
Targeted Sectors – Add Education	Page 12	C. Weaver

**PROJECT UPDATES**

Economic Development Partner Reports		
Citrus		
Levy		J. Wilson / S. Osteen
Marion		K. Sheilley
MRMA	Pages 13 - 14	K. Betz
Talent Center	Page 15	C. Weaver
Event Report	Page 16	C. Weaver
Experiential Learning	Page 17	C. Weaver
Metrix Users Report	Page 18	C. Weaver
YouthBuild	Page 19	C. Weaver
Contracts Reporting	Page 20	C. Weaver

**MATTERS FROM THE FLOOR**

**ADJOURNMENT**

2022 – 2023 MEETING SCHEDULE						
Performance/ Monitoring	Business and Economic Development	Career Center	Marketing/ Outreach	Executive	Full Board	
Tuesday, 9:00 am	Wednesday, 9:00 am	Thursday, 9:30 am	Wednesday, 9:00 am	Wednesday, 9:30 am	Wednesday, 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: August 10, 2022  
PLACE: College of Central Florida, Enterprise Center  
3003 SW College Road, Ocala, FL 34474  
TIME: 9:00 a.m.

**MEMBERS PRESENT**

Gary Smallridge  
Heather Shubirg (Kevin Sheilley)  
Joyce Wilson  
Kathleen Betz  
Kevin Cunningham  
Scott Osteen  
Pete Beasley, Chair

**MEMBERS ABSENT**

Angie White  
Ben Whitehouse  
Jeff Chang  
John Hemken  
Lewrissa Johns  
Mark Paugh  
Phillip Geist

**OTHER ATTENDEES**

Rusty Skinner, CSCLM  
Dale French, CSCLM  
Cory Weaver, CSCLM  
Andrea Abrams, CSCLM

Cira Schnettler, CSCLM  
Cathy Galica, CSCLM  
Patrick Gillen, TPMA  
Kimberly Grey, Eckerd

**CALL TO ORDER**

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

**ROLL CALL**

Cira Schnettler called roll and a quorum was declared present.

**APPROVAL OF MINUTES**

Kevin Cunningham made a motion to approve the minutes from the May 12, 2022 meeting. Joyce Wilson seconded the motion. Motion carried.

**DISCUSSION ITEMS**

**State Update**

Rusty Skinner updated the committee on the following items:

- House Bill 1507 called for a review and realignment of the workforce system. The consultant that is handling the review of the workforce system provided the initial

report at the June CareerSource Florida meeting. The report presented input from workforce directors, businesses, and other community partners. We are awaiting next steps for Phase two from the consultant. Potentially, more information will be available after the December CareerSource Florida meeting and recommendations by the February 2023 meeting.

All CLM Consortium members have received status updates as information becomes available

- Other areas of the Bill that we are awaiting updates and information are:
  - Credentials of Value
  - Letter Grades
  - 10% Tuition Hold Back

#### Workforce Issues that are Important to Our Community

Rusty Skinner provided follow-up information regarding a request from board member John Hemken. He explained that members of the marine industry and educational partners met to brainstorm a potential training program that would meet the needs of the business community. We will be working with John Hemken to create a talent pipeline video to identify interest among students.

#### **PUBLIC COMMENT**

None

#### **ACTION ITEMS**

None

#### **PROJECT UPDATES**

##### Economic Development Partner Reports

Citrus:

- Kevin Cunningham shared that several applications have been received for the County Administrator position. Potentially, the EDC position will be filled under the new administrator.

Levy:

- Scott Osteen stated that Central Florida Electric Cooperative will be providing broadband internet to every home in the tri-county area over the next 3 – 4 years.

Marion

- Heather Shubirg shared that she is the new Chief Growth Officer with the CEP. There is continual activity in the industrial and manufacturing areas and potential large project announcements over the next couple of months will be made.

#### **MRMA**

Kathleen Betz was excited to announce the upcoming golf tournament will be held on October 6. Over \$10,000 have been awarded through educational funding requests

from the community and over 60 students have received scholarships since the inception of the program. Rebranding is at 98% completion.

#### Good Jobs Grant

Rusty Skinner explained that our area was not selected as a recipient of the grant. The plan is to move ahead with a smaller scale pilot program. CF is still planning for a CDL program in Levy County. Community partners plan to meet before September 1 to identify current resources that would get the program up and running.

#### Talent Center

Andrea Abrams reviewed the quarterly Talent Center report. She explained that the Talent Center has seen a decrease in traffic and referrals but has had an increase in placements. The vacant position in Talent Center has been filled and the new team member is doing well. Staff had the opportunity to reestablish a relationship with Taylor College and are optimistic about future partnerships

#### Event Report

Cory Weaver highlighted items from the Event Report and provided updates on the recent Health and Human Services job fair. She attributed the increase in the event hiring rate due to the high quality of candidates attending the events. She also noted a correction in the June numbers. A corrected report will be attached to these minutes.

#### 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. The Metrix program has been in place for a little over a year and enrollment has stayed consistent. About 500 individuals have enrolled in the program since the start. There has been a shift from math courses to soft skills type courses in the popular courses section.

#### YouthBuild

Cory Weaver was happy to report that the 2019 grant has been completed successfully, meeting all goals with numerous youths receiving a variety of credentialing as well as their GED. Invitations will be sent out for graduation and the wall raising for the upcoming cohort.

#### Contract Reporting

Cathy Galica reviewed the performance report for Citrus and Marion counties and the youth report. Overall, the partners did well meeting their goals.

- County Reports:
  - Marion County met their goal last quarter.
  - Citrus County did not meet one of their goals. She will be working with the Chamber to discuss how they can be successful in meeting their goals.

- Youth Report: Eckerd met their annual goals.

**MATTERS FROM THE FLOOR**

None

**ADJOURNMENT**

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

**APPROVED:**

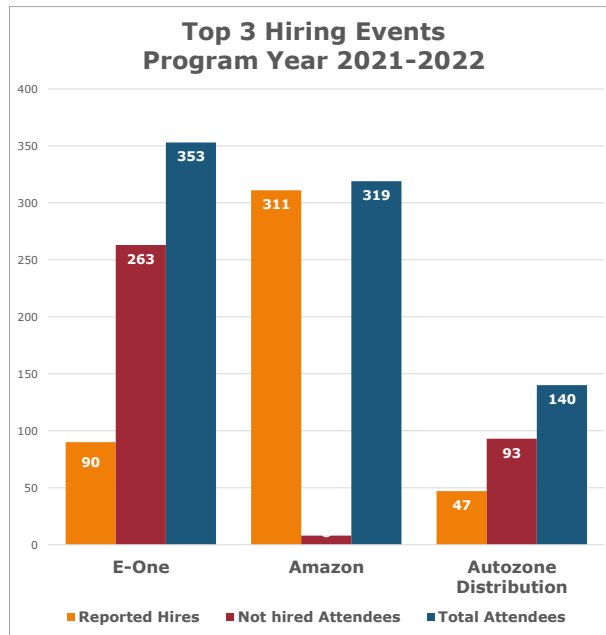
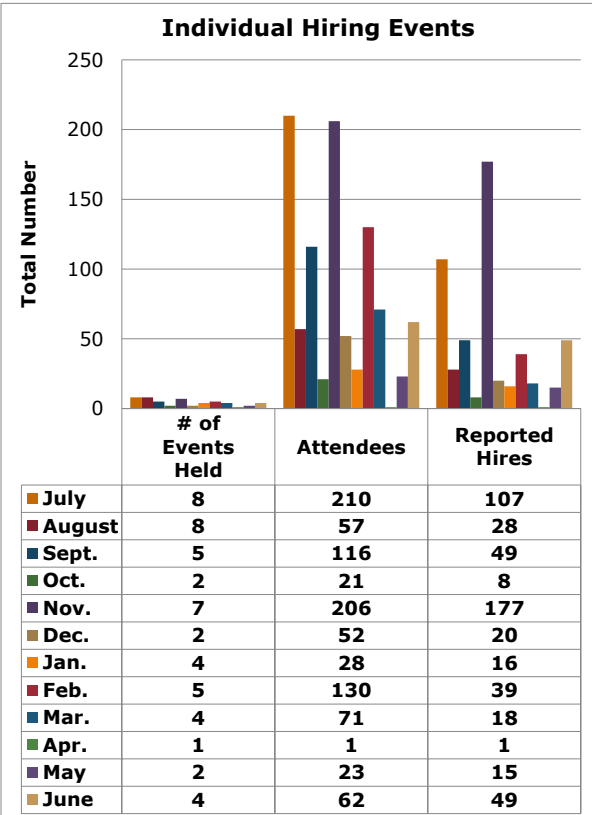
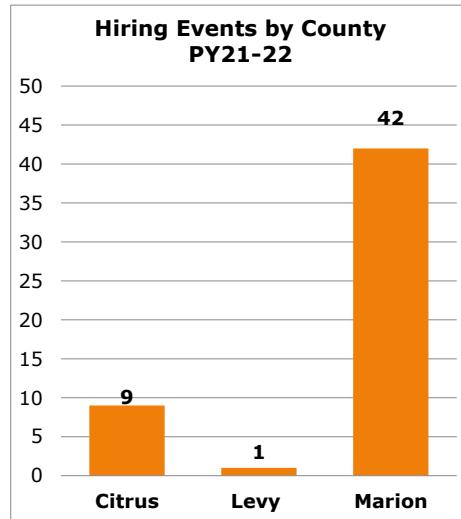
---

**PY 21 - 22 Individual Events**

Total Events: 52  
Attendees: 977  
Reported Hires: 526

**PY 21 - 22 Job Fairs**

Attendees: 467  
Businesses: 182



**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
6/15	Signature Brands	14th Street	Marion
6/30	Youth Opportunity Investment LLC	14th Street	Marion

Local Workforce Development Board	Final Score	Letter Grade
01 - CareerSource Escarosa	89.62%	B+
02 - CareerSource Okaloosa Walton	81.43%	B-
03 - CareerSource Chipola	92.29%	A-
04 - CareerSource Gulf Coast	83.55%	B
05 - CareerSource Capital Region	86.41%	B
06 - CareerSource North Florida	93.86%	A
07 - CareerSource Florida Crown	90.21%	A-
08 - CareerSource Northeast Florida	94.41%	A
09 - CareerSource North Central Florida	85.57%	B
10 - CareerSource Citrus Levy Marion	90.82%	A-
11 - CareerSource Flagler Volusia	89.62%	B+
12 - CareerSource Central Florida	93.76%	A
13 - CareerSource Brevard	91.71%	A-
14 - CareerSource Pinellas	87.98%	B+
15 - CareerSource Tampa Bay	90.09%	A-
16 - CareerSource Pasco Hernando	80.54%	B-
17 - CareerSource Polk	91.47%	A-
18 - CareerSource Suncoast	79.50%	C+
19 - CareerSource Heartland	92.36%	A-
20 - CareerSource Research Coast	90.40%	A-
21 - CareerSource Palm Beach County	87.47%	B+
22 - CareerSource Broward	90.88%	A-
23 - CareerSource South Florida	91.82%	A-
24 - CareerSource Southwest Florida	88.57%	B+



CareerSource  
CITRUS | LEVY | MARION

## Letter Grade Summary

2021Q4 - April thru June 2021

### Measure 1 - Participants with Increased Earnings

Numerator	Denominator	Rate	Target	Target Met	Weight	Weighted Performance
721	1318	54.7	45	100	25	25

### Measure 2 - Reduction in Public Assistance

Numerator	Denominator	Rate	Target	Target Met	Weight	Weighted Performance
1042	1621	64.28	65	98.89	25	24.72

### Measure 3 - Employment and Training Outcomes

Numerator	Denominator	Rate	Target	Target Met	Weight	Weighted Performance
16	18	88.89	100	88.89	20	17.78

### Measure 4 - Participants in Work-Related Training

Numerator	Denominator	Rate	Target	Target Met	Weight	Weighted Performance
678	1991	34.05	25	100	10	10

### Measure 5 - Continued Repeat Business

Numerator	Denominator	Rate	Target	Target Met	Weight	Weighted Performance
884	2776	31.84	35	90.97	5	4.55

### Measure 6 - Year-Over-Year Business Penetration

PreviousNum	PreviousDen	PreviousRate	CurrentNum	CurrentDen	CurrentRate	YOY	Target	TargetMet	Weight	WeightedPerf
1,310	10,626	12.33	1,244	10,198	12.2	-0.13	100	70	5	3.5

### Measure 7 - Completion-to-Funding Ratio

Exiters_LWDB	Exiters_State	Num	Budget_LWDB	Budget_State	Den	Rate	Target	TargetMet	Weight	WeightedPerf
1,078	121,838	0.88	4,339,501	161,148,818	2.69	32.71	100	32.71	10	3.27

### Allocation

Numerator	Denominator	Rate	Weighted Performance	WeightedGrade	LetterGrade
687	1584	43.37	2	88.82	B+

### Extra Credit

Weighted Grade Extra Credit	Letter Grade Extra Credit
90.82	A-



Metric	Weight
<p><b>1. Participants With Increased Earnings</b></p> <p>The percentage of participants who earned more in the second quarter after exit than before their participation with the local workforce development board.</p> <ul style="list-style-type: none"> <li>• Numerator: The number of exiters from the denominator with higher earnings two quarters after exiting the program than in the earliest of the two quarters prior to participation.</li> <li>• Denominator: The number of distinct exiters from WIOA* (Adult and Dislocated Worker) and Wagner-Peyser programs included in the local workforce development board's federal Employment Rate – 2nd Quarter After Exit metric during the previous program year.</li> </ul> <p>Category: Employment and Training Services, Self-Sufficiency Target: 45% Data Source: ETA 9173 Program Performance Reports * Includes WIOA-funded grants.</p>	0.25
<p><b>2. Reduction in Public Assistance</b></p> <p>The percentage of exiters who received Supplemental Nutrition Assistance Program (SNAP) or Temporary Assistance for Needy Families (TANF) benefits during their active participation with the local workforce development board but were no longer receiving SNAP or TANF benefits in the fourth quarter after exit.</p> <ul style="list-style-type: none"> <li>• Numerator: The number of individuals from the denominator who were no longer receiving SNAP or TANF benefits in the fourth quarter after exiting the workforce development program.</li> <li>• Denominator: The number of exiters from WIOA* (Adult, Dislocated Worker and Youth), Wagner-Peyser, SNAP Employment and Training (SNAP E&amp;T) and TANF programs who received SNAP or TANF cash assistance at any time during their participation with the local workforce development board.</li> </ul> <p>Category: Employment and Training Services, Self-Sufficiency Target: 65% Data Source: Employ Florida, One-Stop Service Tracking (OSST) and DCF Recipient Data * Includes WIOA-funded grants.</p>	0.25
<p><b>3. Employment and Training Outcomes</b></p> <p>Comprises the existing 18 federal accountability measures for local workforce development boards within the WIOA Primary Indicators of Performance (Employment Rate – 2nd Quarter After Exit, Employment Rate – 4th Quarter After Exit, Median Earnings – 2nd Quarter After Exit, Credential Attainment, and Measurable Skill Gains) for Adult, Dislocated Workers, Youth and Wagner-Peyser programs.</p> <ul style="list-style-type: none"> <li>• Numerator: The number of federal metrics from the denominator for which the local workforce development board reached at least 90% of its negotiated target.</li> <li>• Denominator: The number of federal WIOA Primary Indicators of Performance metrics in the current program year for WIOA (Adult, Dislocated Worker and Youth) and Wagner-Peyser programs.</li> </ul> <p>Category: Employment and Training Services Target: 100% Data Source: ETA 9173 Program Performance Reports</p>	0.20
<p><b>4. Participants in Work-Related Training</b></p> <p>The percentage of all job seekers who received work-related training including occupational skills training, on-the-job training and other work-based learning models, registered apprenticeships, and customized training for employers.</p> <ul style="list-style-type: none"> <li>• Numerator: The number of participants from the denominator who received work-related training services.</li> <li>• Denominator: The number of participants served in the current program year by a local workforce development board within the following programs: SNAP E&amp;T, Welfare Transition, WIOA* (Adult, Dislocated Worker and Youth), National Dislocated Worker Grant, Wagner-Peyser and Trade Adjustment Assistance (TAA). Category: Training Services Target: 25%</li> </ul> <p>Data Source: ETA 9173 Program Performance Reports, One-Stop Service Tracking (OSST) Cohort Used: July 2021-June 2022 * Includes WIOA-funded grants</p>	0.10

<p><b>5. Continued Repeat Business</b></p> <p>served in prior three years that continued to be served in the current program year.</p> <ul style="list-style-type: none"> <li>• Numerator: The number of employer worksites from the denominator that received a core business service in the current program year.</li> <li>• Denominator: The number of employer worksites that received a core business service from the local workforce development board in the previous three program years.</li> </ul> <p>Services Target: 35%</p> <p>Data Source: Employ Florida</p>	<p>Percentage of business establishments</p> <p>Category: Business</p>	<p>0.05</p>
<p><b>6. Year-Over-Year Business Penetration</b></p> <p>in the number of business establishments served in the current program year compared to the prior year. Each local workforce development board is assigned a percentage as the percent target met based on the year-over-year increase or decrease, as follows:</p> <ul style="list-style-type: none"> <li>• 2% – 3.9% increase = 90%</li> <li>• -0.1% – -2% increase = 70%</li> <li>• -6.1% – -8% decrease = 20%</li> </ul> <p>Local workforce development boards achieving greater than 90% overall business penetration will not be penalized for maintaining year-over-year comparable business penetration.</p> <p>Annual Business Penetration Calculation:</p> <ul style="list-style-type: none"> <li>• Numerator: The number of employer worksites from the denominator that received a core business service from the local workforce development board during the program year.</li> <li>• Denominator: The number of active employer worksites in Employ Florida for each local workforce development board during the program year.</li> </ul> <p>Target: 100%</p> <p>Data Source: Employ Florida</p>	<p>The percentage point difference</p> <ul style="list-style-type: none"> <li>• ≥ 4% increase = 100%</li> <li>• 0% – 1.9% increase = 80%</li> <li>• -2.1% – -4% decrease = 60%</li> <li>• -4.1% – -6% decrease = 40%</li> <li>• &lt; -8% decrease = 0%</li> </ul> <p>Category: Business Services</p>	<p>0.05</p>
<p><b>7. Completion-to-Funding Ratio</b></p> <p>development board’s share of statewide WIOA and Wagner-Peyser exiters with the local workforce development board’s share of statewide funding allocations.</p> <ul style="list-style-type: none"> <li>• Numerator: The percentage of distinct exiters from WIOA* (Adult, Dislocated Worker and Youth) and Wagner-Peyser programs.</li> <li>• Denominator: The percentage of the local workforce development board’s share of statewide WIOA*, Supplemental WIOA Dislocated Worker, Wagner-Peyser, Reemployment Services and Eligibility Assessment (RESEA), and Veteran annual funding allocation for the current program year.</li> </ul> <p>Services Target: 100%</p> <p>Performance Reports</p> <p>Data Source: DEO Finance and Accounting, ETA 9173 Program</p> <p>* Includes WIOA-funded grants</p>	<p>Compares a local workforce</p> <p>Category: Employment and Training</p>	<p>0.10</p>
<p><b>Extra Credit Metric: Serving Individuals on Public Assistance</b></p> <p>boards can earn up to an additional five percentage points for serving individuals on public assistance. Extra credit is calculated as follows:</p> <p>Numerator: The number of individuals from the denominator who received SNAP or TANF benefits during their participation period.</p> <ul style="list-style-type: none"> <li>• Denominator: The number of participants served in the current program year by a local workforce development board within the following programs: SNAP E&amp;T, Welfare Transition, WIOA (Adult, WIOA Dislocated Worker and Youth) and Wagner-Peyser.</li> </ul> <p>Extra credit points will be awarded as follows:</p> <ul style="list-style-type: none"> <li>• ≥ 50% = 5 points</li> <li>• ≥ 46% &lt; 50% = 4 points</li> <li>• ≥ 44% &lt; 46% = 3 points</li> <li>• ≥ 42% &lt; 44% = 2 points</li> <li>• 40% &lt; 42% = 1 point</li> </ul> <p>Category: Employment and Training Services, Self-Sufficiency</p> <p>Data Source: ETA 9173 Program Performance Reports, OSST, DCF Recipient Data</p>	<p>Local workforce development</p>	<p>0.05</p>



**RECORD OF ACTION/APPROVAL**

**Business and Economic Development Committee  
Thursday, November 9, 2022**

**TOPIC/ISSUE:**

Removal of Hospitality as a targeted industry sector

**BACKGROUND:**

Hospitality was approved as a targeted sector by the board in 2019. At that time, both the local economy, and new training programs being planned by our training partners made the Hospitality sector one that offered several career pathways for individuals of varying skill levels. During the pandemic, the Hospitality industry suffered the most due to long running shutdowns and supply chain issues.

Area 10, 2022Q1							
Industry	Current		5-Year Forecast				
	Empl	Avg Ann Wages	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
Hospitality	15,904	\$23,043	16,652	6,042	8,232	2,378	2.8%

While demand has remained consistent in this sector, wages remain low.

**POINTS OF CONSIDERATION:**

With the formation of the Master Credential Committee at the State, training options in the Hospitality sector are no longer available on the Targeted Occupation Lists, including the American Hotel and Lodging Association and ServSafe Food and Beverage Management credentials we have traditionally offered through our Youth programs. Additionally, the Hospitality Apprenticeship originally planned at CF has been postponed due to the Pandemic.

**STAFF RECOMMENDATIONS:**

Approve the removal of Hospitality as a targeted sector

**COMMITTEE ACTION:**

**BOARD ACTION:**



**RECORD OF ACTION/APPROVAL**

**Business and Economic Development Committee  
Thursday, November 9, 2022**

**TOPIC/ISSUE:**

Addition of Education as a targeted industry sector

**BACKGROUND:**

In the last year there has been an increase in school enrollments resulting in a higher demand for talent in the Education sector. This, combined with the increase in wages and compensation for those in the Education industry make it an emerging targeted industry in our region.

Area 10, 2022Q1							
	Current		5-Year Forecast				
Industry	Empl	Avg Ann Wages	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
Educational Services	11,129	\$40,861	6,256	2,418	2,998	839	1.5%

The above chart reflects about a 5% increase in Total Demand and a 16% increase in Average Annual Wage compared to 2019. Employment Growth has increased by almost 70% for the same time period.

**POINTS OF CONSIDERATION:**

We have seen an increase in requests from our education partners to assist with finding talent, as well as assistance in training/certifying existing talent where needed. The Education industry offers many career pathways and provides growth for individuals of all skill levels.

**STAFF RECOMMENDATIONS:**

Approve the addition of Education as a targeted sector

**COMMITTEE ACTION:**

**BOARD ACTION:**



## Executive Director Report

Period covering August 1, 2022 – October 31, 2022

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

- We are weeks away from launching our new website and social media platforms; purpose is to improve outbound communications and to reach targeted industry layers.
- The 18<sup>th</sup> Annual MRMA Golf Tournament was held on October 6<sup>th</sup> and was a huge success. This 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.
- MRMA named Dale Toney of Belleview High School RAD Academy as the 2022 Excellence in Manufacturing Award recipient
- MRMA continues to work with the College of Central Florida and CSCLM on bringing new training opportunities and building apprenticeship programs for Citrus, Levy and Marion employers. More information will be available by end of year.
- MRMA Director volunteered to fill the open Business Advisory Chair (BAC) position; this advisory council for the Marion County School Systems focuses on Manufacturing/Engineering and Logistics/Supply Chain; the first meeting is November 1<sup>st</sup>.
- MRMA continues as a sponsor and supporter of the Youth Career Expos in Marion, Citrus and Levy counties.
- MRMA continues to do industry tours and informative sessions brought forward by its members.
- MRMA is in the process of developing a “Quality Forum” for industry managers responsible for quality within their businesses and manufacturing process. The Forum will launch in January; members are already joining.
- MRMA is hosting FloridaMakes in November for a discussion on leveraging RMA opportunities further; we currently attend monthly RMA and Advocacy meetings.
- The C-Suite Forum for Fall 2022/Winter 2023 will release upcoming lineup in coming weeks; the program has been brought up to the next level.
- MFG Day (Year) activities: MRMA is working on opportunities to bring industry and students together to celebrate MFG Day (Year in Florida) this year with in-person activities being explored such as the Levy County Welding Expo on November 17<sup>th</sup> 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 that are being pursued.

- 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 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 ED, 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, give updates on programs and growth in the county as well as to strategize and develop ways to improve business services. The meetings now in a quarterly format, have proven to be a valuable resource in building key partnerships and penetration into the county.

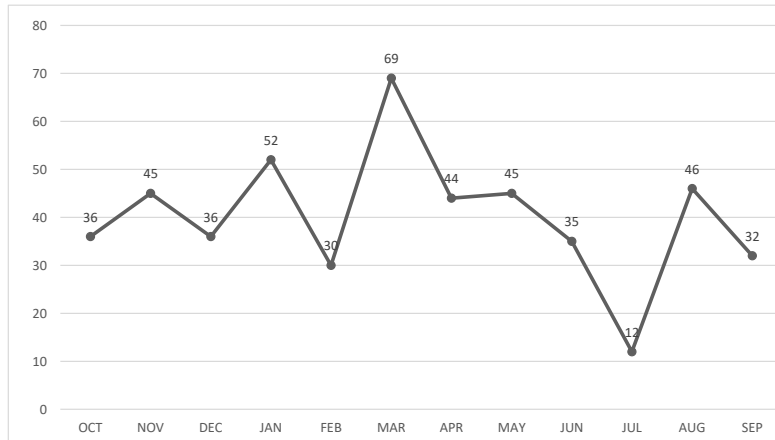


### TRAFFIC COUNT

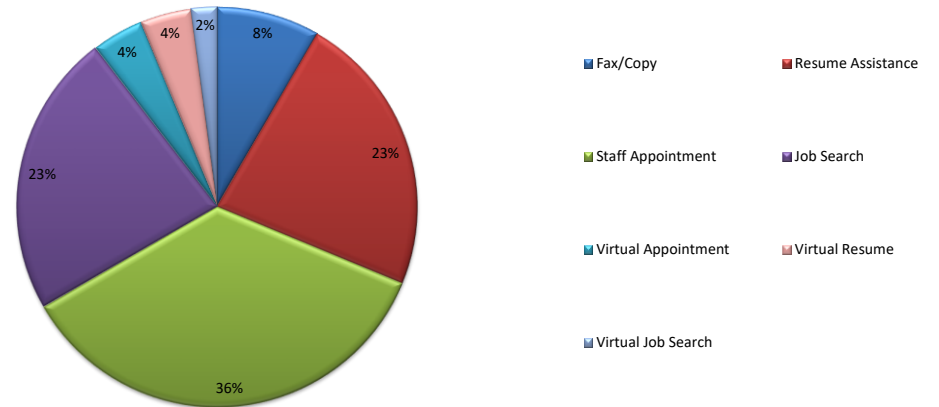
											PY 22			YTD
	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP		
<b>REFERRALS</b>	7	7	6	9	11	6	5	5	3	2	2	3	66	
<b>PLACEMENTS</b>	5	5	4	4	8	7	2	7	3	2	4	2	53	
<b>INTERNSHIPS</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>OJT/WEX/CBT</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>TRAFFIC*</b>	36	45	36	52	30	69	44	45	35	12	46	32	482	

### SERVICES BREAKDOWN

#### CENTER TRAFFIC BY MONTH



\* Center traffic counted by in office and virtual services provided

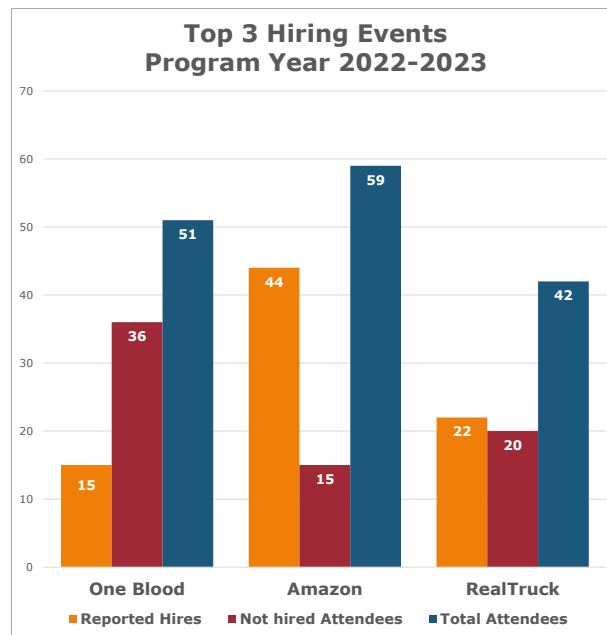
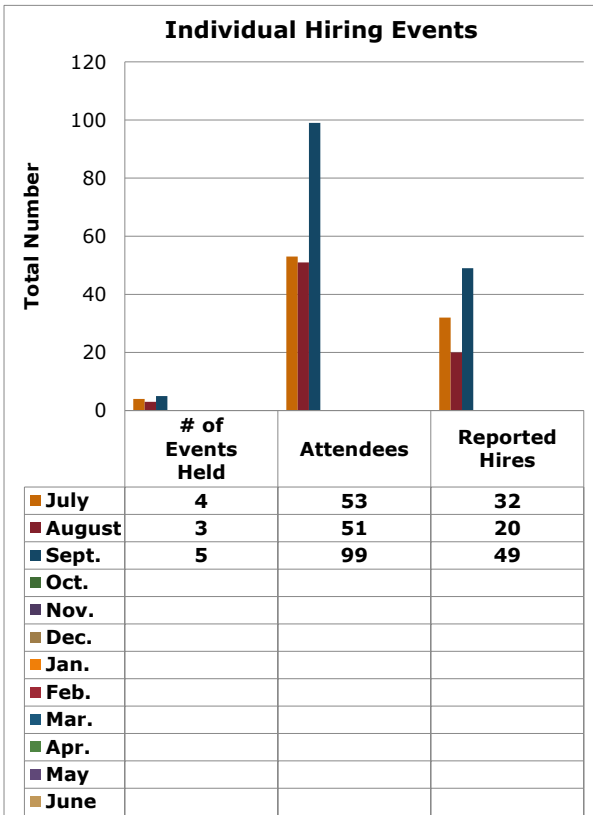
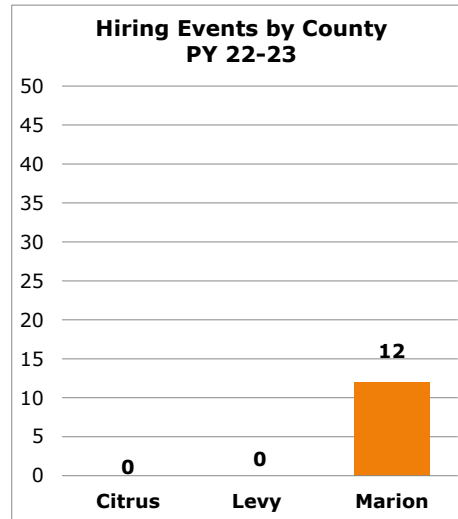


**PY 22 - 23 Individual Events**

Total Events: 12  
Attendees: 203  
Reported Hires: 101

**PY 22 - 23 Job Fairs**

Attendees: 168  
Businesses: 45



**Other Recruitment Events 7/2022 - 9/2022**

Event Date	Event Name	Event Location	County
7/6	Episcopal Children's Services	14th Street	Marion
7/21	Juniper Landscaping	14th Street	Marion
8/25	Coca Cola Florida	14th Street	Marion
8/11	Customer Driven Staffing	14th Street	Marion
8/16	Mission BBQ	14th Street	Marion





# Experiential Learning Contracts

PY2022-2023

## Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status

## On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status

## Paid Work Experience

Business	Industry	Total Trained	Wage	Begin	Status
Quad Nurse LLC	Healthcare	1	\$12.15	9/26/2022	Unsuccessful Completion

## Internships

Business	Industry	Total Trained	Wage	Begin	Status

## 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



# 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	Jul-22	Aug-22	Sep-22	Total
Citrus	6	2	24	3	9	13	5	4	5	1	2	1	5	2	3	3	1	5	2	2	2	4	2	126
Citrus - CF	3	2	8	5	2	0	1	1	0	1	1	0	1	0	2	0	0	0	1	1	1	1	0	39
Levy	2	2	6	2	2	1	0	1	1	3	0	0	1	0	0	0	1	0	0	0	0	1	0	29
Levy - CF	1	0	5	1	0	1	1	2	0	0	1	0	0	0	0	0	1	0	0	1	0	0	0	19
Marion	7	7	36	13	3	7	3	5	1	5	9	6	2	3	4	5	6	2	3	7	5	3	4	205
Marion - CF	11	5	44	14	3	5	2	2	1	8	3	2	0	1	1	1	2	1	1	3	3	8	2	137
<b>TOTAL</b>	<b>30</b>	<b>18</b>	<b>123</b>	<b>38</b>	<b>19</b>	<b>27</b>	<b>12</b>	<b>15</b>	<b>8</b>	<b>18</b>	<b>16</b>	<b>9</b>	<b>9</b>	<b>6</b>	<b>10</b>	<b>9</b>	<b>11</b>	<b>8</b>	<b>7</b>	<b>14</b>	<b>11</b>	<b>17</b>	<b>8</b>	<b>555</b>

### Popular Pathways

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

### Popular Courses

1. Writing Effective Emails and Instant Messages
2. Be 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. The Art and Science of Communication
9. Using Punctuation Marks
10. Basic Business Math: Averages and Equations
11. Time Management: Ready, Set FOCUS!
12. Using the Parts of Speech
13. Working with the Interface and Performing Basic Tasks in Word 2016
14. Creating Well-constructed Sentences
15. 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-8, AHLEI Restaurant Server-8, AHLEI Guestroom Attendant-8, AHLEI Maintenance Employee-8, Forklift-11, Safe Staff-12, OSHA-11, Warehouse- 11, HBI- 8

# Exited with Employment: 7

# Exited with Education: 0

# Exited with Outcome: 1

### **YB Cohort 4: 2/7/2022**

Enrolled: 15

Completed: 13

# Receiving HS Diploma: 11

# Receiving Additional Certs: NRF- 11, AHLEI Front Desk-11, AHLEI Restaurant Server-11, AHLEI Guestroom Attendant-12, AHLEI Maintenance Employee-9, NRF Warehouse-6, Forklift-15, Safe Staff-15, OSHA-15, CF Warehouse- 15, HBI- 8, Total as of 9/30/2022 = 128 total credentials earned

# Exited with Employment: 10

# Exited with Education: 0

Contract Performance  
PY2021-2022



County Chamber/EDC	Q1 PY22-23			Q2 PY22-23			Q3 PY22-23			Q4 PY22-23			ANNUAL		
	# Goals	Goals Met	Rate	# Goals	Goals Met	Rate	# Goals	Goals Met	Rate	# Goals	Goals Met	Rate	# Goals	Goals Met	Rate
CITRUS (Citrus Chamber)	5	4	80.00%	5		0.00%	5		0.00%	4		0.00%	5		0.00%
MARION (CEP)	4	4	100.00%	5		0.00%	6		0.00%	5		0.00%	6		0.00%

Eckerd Youth Connects	Q1 PY21-22			Q2 PY21-22			Q3 PY21-22			Q4 PY21-22			ANNUAL		
	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment
Enrollments	20			17			28			25			90		
Measureable Skills Gains	80%			80%			80%			80%			80%		
Employment/Education Retention Rate 2nd Quarter After Exit	75%			75%			75%			75%			75%		
Employment/Education Retention Rate 4th Quarter After Exit	69%			69%			69%			69%			69%		
Credential Attainment Rate	83%			83%			83%			83%			83%		
Median Wages	\$2,800			\$2,800			\$2,800			\$2,800			\$2,800		