



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 16, 2023 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/86894533154>
Phone No: 1-646-558-8656 (EST) Meeting ID: 868 9453 3154

Call to Order P. Beasley
Roll Call C. Schnettler
Approval of Minutes, May 9, 2023 Pages 2 - 5 P. Beasley

DISCUSSION ITEMS

State Update R. Skinner
Workforce Issues that are Important to Our Community R. Skinner

PUBLIC COMMENT

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports
Citrus S. Osteen
Levy K. Sheilley /H. Shubirg
Marion K. Betz
MRMA Pages 6 - 7
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
Contracts Reporting Page 12 C. Galica

MATTERS FROM THE FLOOR

ADJOURNMENT

2023 – 2024 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	
8/15/2023	8/16/2023	8/24/2023	8/30/2023	9/13/2023	9/27/2023	CF Levy
11/7/2023	11/8/2023	11/16/2023	11/15/2023	12/6/2023	12/13/2023	CF Ocala
2/6/2024	2/7/2024	2/15/2024	2/21/2024	2/28/2024	3/20/2024	CF Lecanto
5/7/2024	5/8/2024	5/16/2024	5/22/2024	5/29/2024	6/5/2024	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 10, 2023
PLACE: College of Central Florida, Enterprise Center
3003 SW College Road, Ocala, FL 34474
TIME: 9:00 a.m.

MEMBERS PRESENT

Angie White
Ben Whitehouse
Gary Smallridge
Jeff Chang
Joyce Wilson
Kevin Sheilley
Mark Paugh
Pete Beasley, Chair
Phillip Geist
Scott Osteen

MEMBERS ABSENT

John Hemken
Kathleen Betz
Kevin Cunningham
Lewrissa Johns

OTHER ATTENDEES

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

Cathy Galica, CSCLM
Andrea Abrams, CSCLM
Cira Schnettler, CSCLM

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

Jeff Chang made a motion to approve the minutes from the February 8, 2023, meeting. Mark Paugh seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

Rusty Skinner updated the committee on the following items:

- CareerSource Florida is taking a more operational and policy driven stance than

before. We are learning how to navigate the relationship between DEO, CareerSource Florida, and the regions.

- There will be a meeting on May 24 with DEO, CareerSource Florida, the State's consultant Ernst and Young and the regional directors to discuss the next steps in the realignment process, system improvements, as well as regional planning.
- House Bill 7051 and Senate Bill 240 have all passed and if signed by the governor would require all school districts to have job fairs in every high school. Lobbyists are working to see if there could be one centralized job fair per county as having a job fair at every high school could be challenging for businesses to support numerous events.

Workforce Issues that are Important to Our Community

The committee did not have any items to discuss.

Education Consortium

Rusty Skinner explained that the document in the packet is a framework for discussion in developing this advisory council. The executive committee will be briefed on how this will develop and how we will comply with the law. We are awaiting interpretation of this Bill by educational partners, CareerSource Florida, and DEO. Potentially, this consortium could be an avenue to support credentials of value.

PUBLIC COMMENT

None

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

- There were no updates for Citrus County.

Levy:

- Joyce Wilson, Scott Osteen, and Dale French shared the below items:
 - The North Florida Economic Development Partnership (NFEDP) is undergoing a restructuring. New objectives, goals, and a new mission statement are being drafted. A planning committee is developing a one-, three-, and 5-year strategic plan.
 - They are partnering with Duke Energy to create a marketing plan for a new commercial park.
 - CareerSource CLM in partnership with local businesses and educational partners plan to apply for a broadband grant that will allow rural areas, like Levy County, to create infrastructure and expansion of broadband.

Marion

- Kevin Sheilley shared the below:
 - He was happy to report that Marion County continues to be a hub and has very robust project activity.
 - Manufacturing continues to grow, and existing businesses are looking to expand.
 - Local entrepreneur efforts like the 1 Million Cups program are very popular in the business community.

MRMA

In Kathleen Betz's absence, Phil Geist shared the below highlights:

- Funds raised during the golf tournament have been used to support a STEM program through Lockheed Martin and ten scholarships for a summer robotics camp with IHMC.
- MRMA and CF have partnered to create a new apprenticeship program.
- A new annual event has been created and will kick off on May 18. Proceeds from the event will fund student scholarships.
- The Quality and Safety forums are growing in attendance.

Talent Center

Andrea Abrams reviewed the quarterly Talent Center report. She explained that the Talent Center has seen a decrease in traffic. There has been an increase in student engagement and workshops. The Talent Center has facilitated twenty-two workshops year to date and served 382 participants, of which 217 submitted resumes.

Event Report

Cory Weaver highlighted items from the Event Report. She noted thirty-two hiring events have occurred in this program year, with a 42% hire rate. We have had an increase in partner job fairs and are having high levels of participation.

Experiential Learning Contracts

Cory Weaver summarized each section of the report. She expressed appreciation for Sandra Crawford, Experiential Learning Coordinator, for all her hard work on the contracts.

Metrix Users

Cory Weaver shared details from the report, noting the most popular pathways and courses. Enrollments have been consistent. The Metrix program has been undergoing some changes to make the site more user-friendly.

YouthBuild

Cory Weaver reviewed the report and noted that there are fourteen enrollees surpassing the requirement of twelve. The second cohort already has nine enrollments. Eleven participants have received their high school diploma.

Contract Reports

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

- County Reports:
 - Marion County continues to meet their goals.
 - Citrus County met their third quarter goals.
- Youth Report: The Eckerd report has not been released by the State. Once that data is available it will be presented to this committee.
Cory Weaver added that when the reporting is released, we may see a statewide downward trend in wages and job retention areas, mostly due to the pandemic.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

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

APPROVED:



Executive Director Report

Period covering May 1, 2023 – July 31, 2023

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

- MRMA has launched their new website to their members; members have the opportunity to go into the directory and edit their information to keep it current and reflective of their companies at all times. Once members have updated their information the website will be publicized.
- The MRMA “Quality Forum” after being launched in January has paved the way for additional peer groups to be suggested by the members and are in the planning stages for launch in the next few months.
- The MRMA “Safety Forum” has now been launched and seeing good results; to follow industry standards this group is called “Environmental, Health and Safety Forum (EHS).
- The MRMA Golf Tournament held in October continues to give back to Marion County; in June a \$3,000 funding request was awarded to Belleview High School RAD Program. The MRMA Board of Directors voted to fund the request to support a developing awareness in manufacturing and engineering and building career interest in our youth. MRMA actively promotes this funding source to all four counties, monitors county distribution and weighs and votes on each request. Requests must meet the criteria to support programs related to manufacturing, engineering, distribution, logistics and supply chain.
- The MRMA Rob Adamiak Memorial Scholarship program made possible through our endowment with the College of Central Florida Foundation and Annual Golf Tournament, 2023 deadline for applications to be submitted has finalized in the selection of four scholarship recipients resulting in \$2,250 in scholarships. Applications are reviewed by the scholarship committee and awards are based on merit.
- The MRMA held a new annual event to fund scholarships for students attending the CDL Driver Training Programs at the College of Central Florida and Marion Technical College. The kick-off event took place on May 18th; proceeds of over \$5,000 from the event will fund student scholarships to attend the programs.
- MRMA continues to partner with the College of Central Florida and CSCLM in the development of the new apprenticeship program under the direction of Dr. Rob Wolf and Professor Sam Ajlani for Citrus, Levy, Marion, and Sumter employers. This is a multi-step process detailed in the project timeline.
- MRMA has been asked again and has accepted the role of Business Advisory Chair (BAC) for the advisory council for the Marion County School Systems focusing on Manufacturing/Engineering and Logistics/Supply Chain for 2023/2024.

- MRMA is focused on bringing training needs to light and bringing solutions back to the companies through our partnerships on a case-by-case basis and bringing it forward to area companies to see if there is a greater need for the same training.
- The May C-Suite Forum focused on Cyber Security and the increase in ransomware attacks on area companies was successful; the C-Suite committee has met to set the Fall schedule and topics will be announced in August.
- Sumter County Education Coordination Group started back up in May 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 monthly format, have proven to be a valuable resource in building key partnerships and penetration

into the county. The focus for the Fall is to bring CTE and the Business community together in a special evening event focusing on Workforce and Education.

- MRMA continues to do monthly meetings including industry tours and informative sessions brought forward by its members.
- MRMA continues to be an active Advisory Committee member for related meetings to Manufacturing, Distribution, Logistics and Supply Chain Management for programs at CF, MCSC (BAC), CTE, MTC (Logistics, Welding and Advanced Welding), WTC, LSSC, Advisory Council for Sumter County Adult Education and in Levy County for CTE programs.

TRAFFIC COUNT

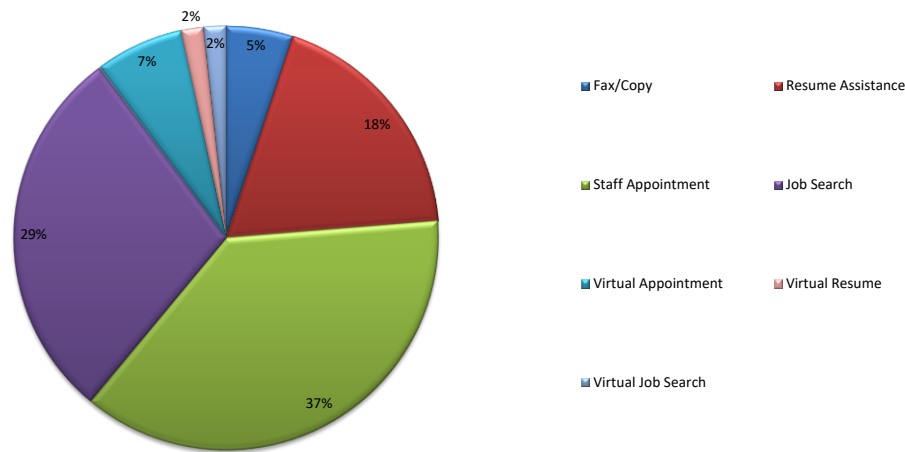
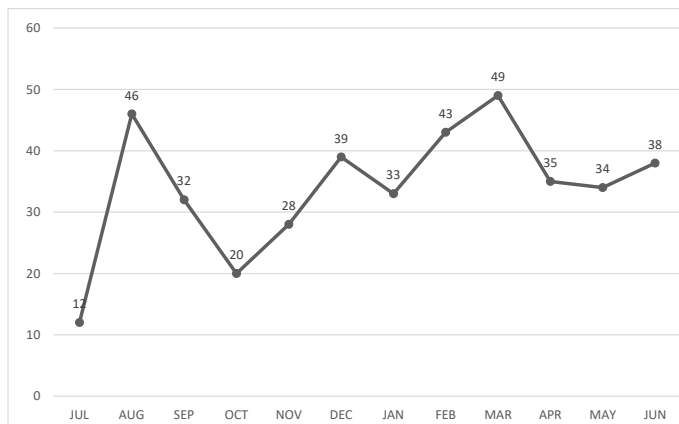
	PY 22												YTD
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	
REFERRALS	2	2	3	2	3	1	2	2	2	2	2	5	28
PLACEMENTS	2	4	2	1	2	2	0	2	1	3	1	3	23
INTERNSHIPS	0	0	0	0	0	0	0	0	0	0	0	0	0
OJT/WEX/CBT	0	0	0	0	0	0	0	0	0	0	0	0	0
TRAFFIC*	12	46	32	20	28	39	33	43	49	35	34	38	409

INITIAL APPOINTMENT COUNT

	PY 22												YTD
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	
PROFESSIONAL	4	9	6	8	9	6	8	9	11	13	4	13	100
VIRTUAL PROFESSIONAL	1	4	2	3	4	3	5	1	3	2	2	3	33
STUDENT	4	10	11	6	9	4	9	7	6	4	8	9	87
VIRTUAL STUDENT	0	1	0	0	0	0	2	1	1	1	1	1	8
TOTAL	9	24	19	17	22	13	24	18	21	20	15	26	228

SERVICES BREAKDOWN

CENTER TRAFFIC BY MONTH



* Center traffic counted by in office and virtual services provided, and traffic count will be updated once data is available.

PY 22 - 23 Individual Events

Total Events: 47
Attendees: 799
Reported Hires: 297

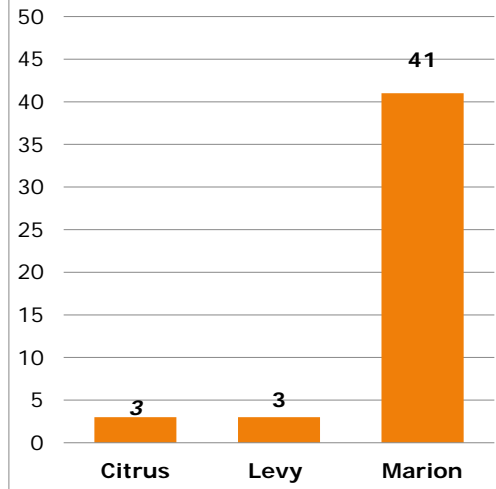
PY 22 - 23 Job Fairs

Attendees: 481
Businesses: 121

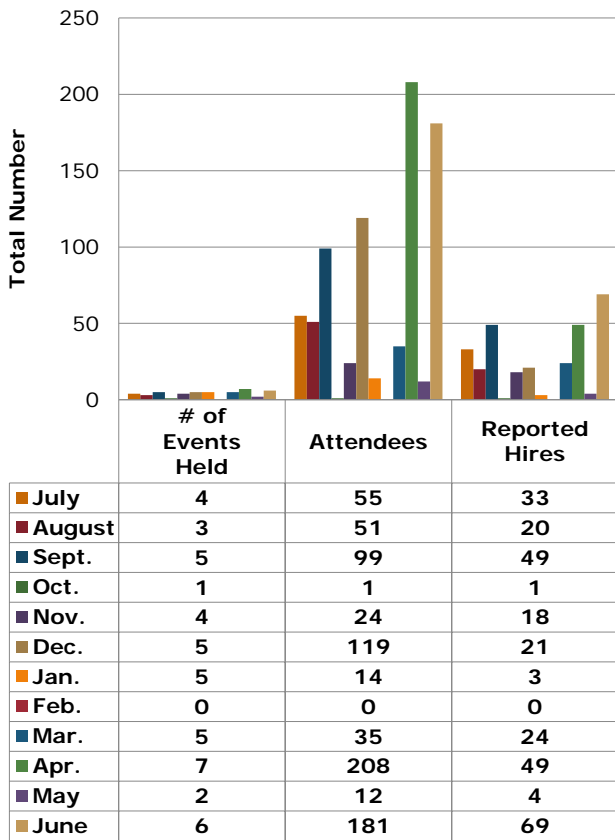
PY 22-23 Partner Job Fairs

Attendees: 252
Businesses: 43

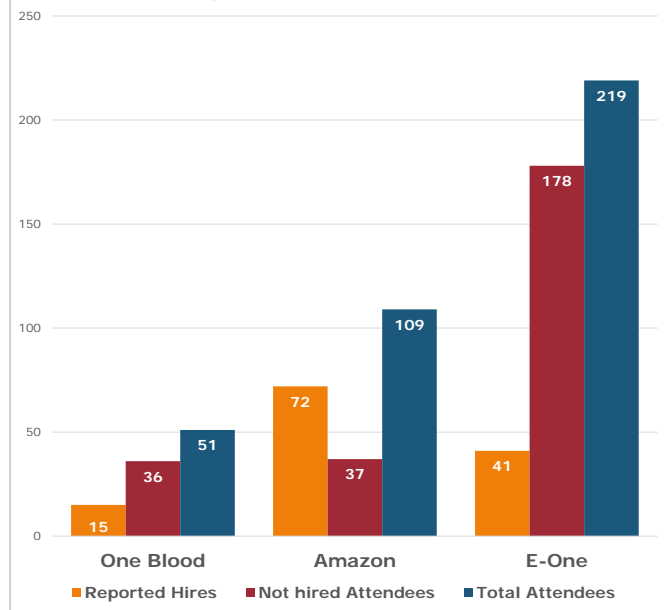
Hiring Events by County
PY 22-23



Individual Hiring Events



Top 3 Hiring Events
Program Year 2022-2023



Other Recruitment Events 04/2023-06/2023

Event Date	Event Name	Event Location	County
4/10 -4/12	World Equestrian Center	World Equestrian Center	Marion
5/31/2023	Crystal River Health and Rehabilitation	Lecanto Office	Citrus
06/13-06/15	Aerotek	14th Street Office	Marion
9			



Experiential Learning Contracts

PY2022-2023

Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Bryant's Pump Service	Construction	2	\$1,830.00	\$1830.00	10/26/2022	10/27/2022	Completed
Quad Nurse LLC	Healthcare	1	\$866.50	\$866.50	10/31/2022	6/1/2023	Unsuccessful Completion
ANCORP	Manufacturing	26	\$2,515.20	\$2,515.20	2/7/2023	2/16/2023	Completed (22) - Retained (26)
SAS Electronics, Inc	Utilities	2	\$3,385.00	\$3,385.00	4/10/2023	4/14/2023	Completed - Retained
Silver Wolf Holdings, Inc.	Manufacturing	3	\$34,899.20	14,500.00	06/05/23	6/19/2023	Completed - Retained
Factory Direct Works	Manufacturing	1	\$786.50	786.50	06/26/23	6/28/2023	Completed - Retained

On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Begin	End Date	Status
Outlaw Snax	Manufacturing	1	\$1,322.50	\$3,997.50	10/12/2022	1/11/2023	Completed
Alien Engineered Products LLC	Manufacturing	1	\$4,000.00	\$4,125.00	12/6/2022	3/13/2023	Unsuccessful Completion
Safe-T-Plus	Manufacturing	1	\$3,995.00	\$3,995.00	6/19/2022	9/9/2023	In Progress

Paid Work Experience

Business	Industry	Total Trained	Wage	Begin	Status
Quad Nurse LLC	Healthcare	1	\$12.15	9/26/2022	Unsuccessful Completion
Zero Hour Life Center LLC	Healthcare	1	\$13.50	10/5/2022	Completed - Retained
CF Professional Multiservices Inc	Legal Services	1	\$11.25	10/31/2022	Completed - Retained
Quad Nurse LLC	Healthcare	1	\$13.50	1/9/2023	Unsuccessful Completion
Novari Care	Healthcare	1	\$13.50	4/24/2023	Unsuccessful Completion

Internships

Business	Industry	Total Trained	Wage	Begin	Status
Magnolia Homestead Realty LLC	Other-Real Estate	1	\$16.20	10/5/2022	Completed - Retained
Evergreen Private Care	Healthcare	1	\$14.40	10/24/2022	Completed - Retained
PediM Healthcare	Healthcare	1	\$13.50	11/8/2022	Completed - Retained
PediM Healthcare	Healthcare	1	\$13.50	2/28/2023	Completed - Retained

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	PY 20-21	PY 21-22	PY 2022-2023												Total	
			Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23		
Citrus	86	32	2	4	2	1	1	1	1	1	3	6	0	0	3	142
Citrus - CF	30	7	1	1	0	1	0	1	1	0	3	3	1	0	2	48
Levy	22	6	0	1	0	0	2	0	1	1	0	1	1	0	35	
Levy - CF	16	3	0	0	0	0	0	0	0	0	0	1	0	0	23	
Marion	140	53	5	3	4	3	1	5	1	6	5	4	12	6	248	
Marion - CF	100	24	3	8	2	3	0	2	0	2	2	7	3	5	161	
TOTAL	394	125	11	17	8	8	4	9	4	12	17	13	16	19	657	

Popular Pathways

1. Business (Administrative/Management)
2. Healthcare
3. Entry Level Pathway - General
4. Information Technology
5. Personal Care/Human Services

Popular Courses

1. The Art and Science of Communication
2. Using Business Etiquette to Increase Your Professionalism
 3. Be a Better Listener
4. Becoming More Professional through Business Etiquette
 5. Abbreviating, Capitalizing, and Using Numbers
 6. Writing Effective E-mails and Instant Messages
 7. Being an Effective Team Member
 8. Getting the Details Right: Spelling Basics
9. Time Management: Quit Making Excuses and Make Time Instead
 10. Using Punctuation Marks
 11. Establishing Self-confidence for Life
 12. Time Management: Ready, Set, FOCUS!
 13. Using the Parts of Speech
14. Basic Business Math: Averages and Equations
15. Getting Started with QuickBooks Pro 2017

Contract Performance
PY2021-2022



	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
County Chamber/EDC															
CITRUS (Citrus Chamber)	5	4	80.00%	5	4	80.00%	4	4	100.00%	4	4	100.00%	5	4	80.00%
MARION (CEP)	4	4	100.00%	5	5	100.00%	4	4	100.00%	4	4	100.00%	6	6	100.00%

	Q1 PY22-23			Q2 PY22-23			Q3 PY22-23			Q4 PY22-23			ANNUAL		
	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment	# Goals	Goals Met	Payment
Eckerd Youth Connects															
Enrollments	20	17	\$0.00	17	32	\$1,595.83	28	33	\$1,595.83	25			90		
Measureable Skills Gains	80%	86	1595.83	80%	90.58	\$1,595.83	80%	72.4	0	80%			80%		
Employment/Education Retention Rate 2nd Quarter After Exit	75%	85	1595.83	75%	82	\$1,595.83	75%	80.9	1,595.83	75%			75%		
Employment/Education Retention Rate 4th Quarter After Exit	69%	79.4	1595.83	69%	70.9	\$1,595.83	69%	75	\$1,595.83	69%			69%		
Credential Attainment Rate	83%	98.5	1595.83	83%	96.7	\$1,595.83	83%	96.5	\$1,595.83	83%			83%		
Median Wages	\$2,800	\$4,405	1595.83	\$2,800	\$4,432	\$1,595.83	\$2,800	\$4,397	\$1,595.83	\$2,800			\$2,800		