

## MARKETING AND OUTREACH COMMITTEE AGENDA

Wednesday, February 12, 2025 – 9:00 a.m.

Zoom Meeting: https://us02web.zoom.us/j/82957686095

Phone No: 1-646-558-8656 (EST) Meeting ID: 829 5768 6095

Call to Order Roll Call Approval of Minutes, November 13, 2024	Pages 2 - 4	A. Jones C. Schnettler A. Jones
DISCUSSION ITEMS State Update Workforce Issues that are Important to Our Community Business Services Consultation		R. Skinner R. Skinner D. French
PUBLIC COMMENT		
ACTION ITEMS Website RFP	Pages 5 - 6	D. French
PROJECT UPDATES Event Report Marketing and Outreach Report	Page 7 Pages 8 - 21	C. Weaver L. Byrnes

## MATTERS FROM THE FLOOR

## **ADJOURNMENT**

2024 – 2025 MEETING SCHEDULE							
Performance/ Monitoring	Business and Economic Development	Marketing / Outreach	Career Center	Education and Industry Consortium	Executive	Full	Board
Tuesday 9:00 am	Wednesday 9:00 am	Wednesday 9:00 am	Thursday 9:30 am	Thursday 9:00 am	Wednesday 9:30 am	Wednesd	ay, 11:30 am
8/13/2024	8/14/2024	8/21/2024	8/15/2024	8/29/2024	8/28/2024	9/4/2024	CF Levy
11/12/2024	11/6/2024	11/13/2024	11/7/2024	11/14/2024	11/20/2024	12/11/2024	CF Ocala
2/4/2025	2/5/2025	2/12/2025	2/20/2025	2/6/2025	2/26/2025	3/12/2025	CF Lecanto
5/6/2025	5/7/2025	5/14/2025	5/15/2025	5/8/2025	5/28/2025	6/4/2025	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 Marketing and Outreach Committee

## **MINUTES**

 DATE:
 November 13, 2024

 PLACE:
 2703 NE 14<sup>th</sup> Street, Ocala, FL 34470

 TIME:
 9:00 a.m.

## MEMBERS PRESENT

Al Jones, Chair Darlene Goddard Kathy Judkins MEMBERS ABSENT

Kim Baxley Staci Bertrand John Murphy

## OTHER ATTENDEES

Rusty Skinner, CSCLM Dale French, CSCLM Cory Weaver, CSCLM Laura Byrnes, CSCLM Kaley Phillips, CSCLM Cira Schnettler, CSCLM

## CALL TO ORDER

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

## ROLL CALL

Cira Schnettler called roll, and a quorum was declared present.

## **APPROVAL OF MINUTES**

Kathy Judkins made a motion to approve the minutes from the August 21, 2024, meeting. Darlene Goddard seconded the motion. Motion carried.

## **DISCUSSION ITEMS**

## State Update

Rusty Skinner updated the committee on the following items:

- The State has issued the standardized ITA and OJT forms as well as the Eligible Training Provider list. Regions will need to individually sign contracts with each provider. Some providers that are resistant to engaging in a contract. The concern has been raised with the State and it continues to be an issue.
- Adrienne Johnston will be visiting our region on December 9. An agenda of priority discussion items is being drafted.
- The regional planning submission documents are being finalized and will be presented at the December board meeting. Board members are invited to identify and present areas of focus for regional planning.

## Workforce Issues that are Important to Our Community

There were no issues presented.

## Survey Results

Cory Weaver explained that the survey ran from October 3 through October 28. Eightyeight responses were received.

Noted take-aways from the responses were:

- Businesses that used our training services felt that the staff were knowledgeable, and the program participants were quality candidates.
- Businesses that used our training services found the processes involved need to be streamlined.
- Survey completers provided these reasons as to why they did not use our services:
  - Unaware of the programs available
  - Not the decision maker for their organization
  - Training is handled within their organization.

Kathy Judkins asked what the next steps to create business engagement. Cory Weaver explained that potentially a business consultant may need to be utilized to enhance messaging and create focus groups for further discussion. Kathy Judkins added tapping into local retail, restaurant, realtor, and homeowner associations may be another avenue.

All committee members agreed the survey was well done and produced through responses that can be turned into action.

## PUBLIC COMMENT

None

## **ACTION ITEMS**

### Website RFP

Dale French explained that the current website launched in 2019 and needs updating. Darlene Goddard made a motion to approve the release of the Request for Proposals for the creation of a new website. Kathy Judkins seconded the motion. Motion carried.

### **Business Service Consultation**

Dale French explained we have been evaluating our approach to marketing our local work-based learning programs. We would like to solicit proposals from subject matter experts in the field of business engagement to assist us in the final steps of revamping our outreach materials, communication tools and staff approach of outreach. Kathy Judkins made a motion to approve the release of Request for Proposal for business services outreach consultation services. Darlene Goddard seconded the motion. Motion carried.

## PROJECT UPDATES

### Event Report

Cory Weaver highlighted items from the Event Report. She noted increased attendance at hiring events and job fairs. She also noted the addition of Ivy H. Smith. They are a construction company that also has a fiber optics branch of their business. We are

partnering with them with our broadband grant.

She shared that the CareerSource Florida COO Jason McCandless attended the Citrus County Paychecks for Patriots Job Fair. She invited the members to attend the upcoming Marion County Paycheck for Patriots Job Fair.

## Marketing and Outreach Report

Laura Byrnes introduced Kaley Phillips as the new Digital Marketing Manager. She also highlighted a variety of marketing activities that occurred in the quarter.

She noted the below:

- The Heart of HR Conference will be held on April 1, 2025, at the Cultural Square Center in On Top of the World. Sponsorship opportunities are available. Johnny C. Taylor, a prominent figure with SHRM will be the keynote speaker.
- Talent Center hosted the first Talent Connection recruiting showcase. Talent Center partnered with CF for the pilot event that occurred in September. This is the first virtual recruiting showcase where businesses were able to engage with four IT graduates. It was a success, and a second event will occur on November 21 with accounting graduates.
- Another successful Paycheck for Patriots event is scheduled for Marion County on November 19.
- Many news outlets have run feature stories and ads. Social media posts continue to trend up.
- Valerie Hancock was celebrated as our Florida Workforce Champion.

## MATTERS FROM THE FLOOR

## **ADJOURNMENT**

There being no further business, the meeting was adjourned at 9:44 a.m.

## APPROVED:\_\_\_\_\_



## **RECORD OF ACTION/APPROVAL**

Marketing Committee Wednesday, March 12, 2025

### TOPIC/ISSUE:

Website Development RFP

### **BACKGROUND**:

A request for proposals was released on December 12, 2024, for website development proposals. Five (5) proposals were received. A team of five reviewers composed of sr. leadership reviewed and ranked the proposals. The top two (2) proposals were interviewed on Tuesday, January 28. An aggregated scoring sheet is attached for reference.

### **POINTS OF CONSIDERATION:**

Ahex Technologies and Appleton Creative were the top two proposals. Each was interviewed and the aggregated scoring for all categories for each reviewer total:

Ahex Technologies:	72.6 out of 100 possible points
Appleton Creative:	89 out of 100 possible points

### STAFF RECOMMENDATIONS:

Proceed with an agreement with Appleton Creative for website development.

### COMMITTEE ACTION:

### **BOARD ACTION:**

### Website Development Scoring Matrix - Average of All Reviewers Per Category

Criteria

Maximum

Points

**Reviewer Score** 

			Ahex Technologies	Appleton Creative	DevTek	Sienna Creative Digital	Squeak Media	
1	Number of people (by level) located within the local office that will manage the project	5	3.5	4.8	3.2	1.5	2	
2	List of local office's current and prior site development projects	10	8	9.6	5	5.2	4.6	
3	The project team's experience in new site development	10	7.6	10	5	4.6	2.6	
4	The firm's ability to provide the 'Desired Functionalities' as listed in the RFP	10	8	9.4	6.2	4.2	3.6	
5	The firm's ability to meet the 'System Requirements' as listed in the RFP	10	8.4	9.6	6.8	4.4	4	
6	The firm's overall exhibited success in developing and launching a new website project on schedule and within budget	10	8.2	9.2	5.2	4.8	3	
7	Experience of senior or higher staff to be assigned to the project	10	6.6	9.8	7.4	2.8	2.6	
8	Overall supervision to be exercised over the project	5	2.8	3.6	3.4	1.1	1.1	
9	Relevant training of individuals to be assigned including seminars and courses within the last three years	5	1.3	1.8	1.3	1.2	1.3	
10	Overall cost to proposed features and benefits (if cost exceeds amounts listed in the RFP consider the features and benefits if the additional cost supports the overall project scope)	25	21.2	18.2	16.6	21	18.6	
	Reviewers Total Score:	100	75.6	86	60.1	50.8	43.4	

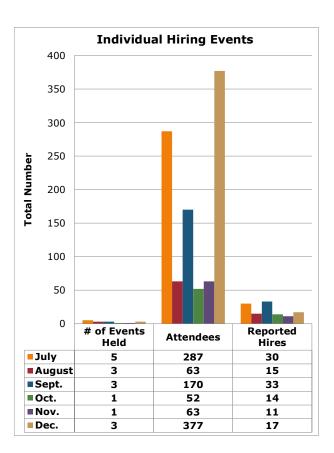


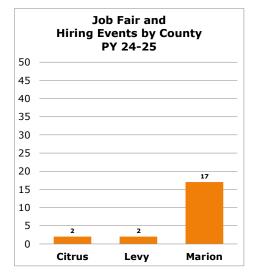
### July 2024- June 2025 Business Services Events (Onsite, Offsite Virtual)

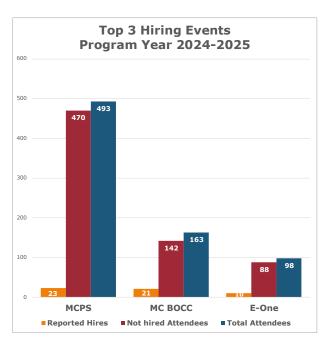




Attendees: 658 Businesses: 107







### Other Individual Hiring Events 10/2024 - 12/2024

Event Date	Event Name	Event Location	County
10/18	World Equestrian Center	14th Street	Marion
12/10	Florida Department of Corrections	Chiefland	Levy



## **OUTREACH HIGHLIGHTS** COMMUNICATIONS AND MARKETING | FEB. 12, 2025



2025 Annual Conference

## **MARK YOUR CALENDAR!**

**April 1** | 8 a.m. - 4 p.m. Circle Square Cultural Center





## Early Bird Tickets on Sale Now! bit.ly/HEARTofHR2025

TUESDAY, APRIL 1, 2025 | CIRCLE SQUARE CULTURAL CENTER

Keynote Speaker: Johnny C. Taylor Jr.

THE HEART **NF HR** 

Driving Engagement and Ini

## THE HEART OF HR **DRIVING ENGAGEMENT AND INNOVATION**



and Founder of QRS Learning

Tickets:



## THE **DRIVING ENGAGEMENT AND INNOVATION**

TICKETING PLATFORM COMPARISONS Projected Fees					
	PLATFORMS	Transaction	Payment Handler	Credit Card	Cost per Ticket
		2%	3% +30¢	1.5%-3.5%	6.5%-8.5% +30¢
2	RSVPIFY	1.7% +78¢	2.9%+30¢ - 2.99%+49¢	1.5%-3.5%	6.1%-8.1% +\$1.08 6.2%-8.2% +\$1.27
3	TICKETSTRIPE	1.5% +50¢	2.9%+30¢- 2.99%+49¢	1.5%-3.5%	5.9%-7.9% +80¢ 5.99%-7.99% +99¢
4	ZEFFY	0.0%	0.0%	0.0%	0.0% +\$0.00 🗸





the Society for Human Resource Management, addition to a powerhouse lineup of speakers, the Petz, popular humorist, author, and world-class m

workforce professionals as well as industry leaders.

As a returning contactor, your approach to attend confer conference. You'll also receive a ticket to attend confer recognition in the conference program, and list of conf

Of course, you are not locked into the extension level. http: or in the attached packet. Simply reply to this em renew as an exhibitor, are interested in a specific soon customize a package that aligns perfectly with your go

Best regards, Tisha Webber, HR Director NASH Plumbing & Mechanical Co-Chair Heart of HR Conference Team

Phone (352) 459-2891

Llook forward to working together again to make the J attendees and a remarkable showcase for SPONSOR3

## Co-Chair Heart of HR Conference Team Phone (352) 459-2891

Zeffy Platform Sponsorship Package **Email Outreach** Save the Date Cards

ar brand at Heart of H

VENDOR RENEWAL 2025 EMAIL

### Dear [INSERT NAME]

The 2025 Heart of HR conference is all about engagem The conference, presented by CareerSource Otrus Lev Resources Management Association (OHRMA), takes p Ocala. As one of our previous valued exhibitors, we will invited to once again take part.

Driving Engagement and Innovation will be headlined

As an exhibitor, you'll have an opportunity to showcas

As a returning exhibitor, your sponsorship will be just t

Of course, you are not locked into the exhibitor level. \

Tisha Webber, HR Director NASH Plumbing & Mechanical



The 1025 Heart of HR conference is all about engagement, innovation and some big changes that we

vine 4042 nears of no conference is an adout engagement, immovement and some vig one want the Ocala Metro Chamber & Economic Development Partnership to benefit from. As a valued supporter of our previous conference(s), the CEP's commitment has been instrumen bue - let No evalues supporter or our previous conferencess, one user's communities reactions under many methods and the invite you to do so

The upcoming Neart of NR: Driving Engagement and Innovation takes place April 1 at the Circle Square Cultural Center. It will be headlined by Johnny C. Taylor, Jr., president and CEO of the Society for Human Resource Management, the world's largest HR professional society. In addition to a superscription of the society uple also brianise back by popular demand. Ion betz as emcea powerhouse lineup of speakers, we're also bringing back, by popular demand, Jon Petz as emcee.

The CEP's investment in the region's premier human resource conference is a great way for you

 Showcase your brand to industry leaders and decision makers Expand your network by connecting with top-tier HR and workforce professionals, and Support the HR and workforce community as well as contribute to thought leadership

Simply reply to this email or give me a call at (352) 459-2891 if you'd like to renew your GOLD sensors reary to this entrem of give me a tent (324) have deal in you only be a content your double sponsorship, explore other sponsorship opportunities or discuss how we can customize a package that

As a reminder, among other benefits, your GOLD-level sponsorship (at Silver-level pricing) comes with an Exhibitor's Table, two reserved parking spots, six VIP reception and full conference tickets, two tables of premiere seating with signage and list of conference attendees.

You can find a menu of sponsorship options here or in the attached packet. I look forward to working together again to make Driving Engagement and innovation an unforgettable experience for attendees and an ideal showcase for the CEP.



THE

HEAR

OF HR

in hundreds of HR and workforce fessionals at the Heart of HR ference to network and explore:

Civility in the Workplace Leveraging AI in Recruiting

Looming Labor Shortage and Building

a Future-Ready Workforce Update on Trending Legal Issues

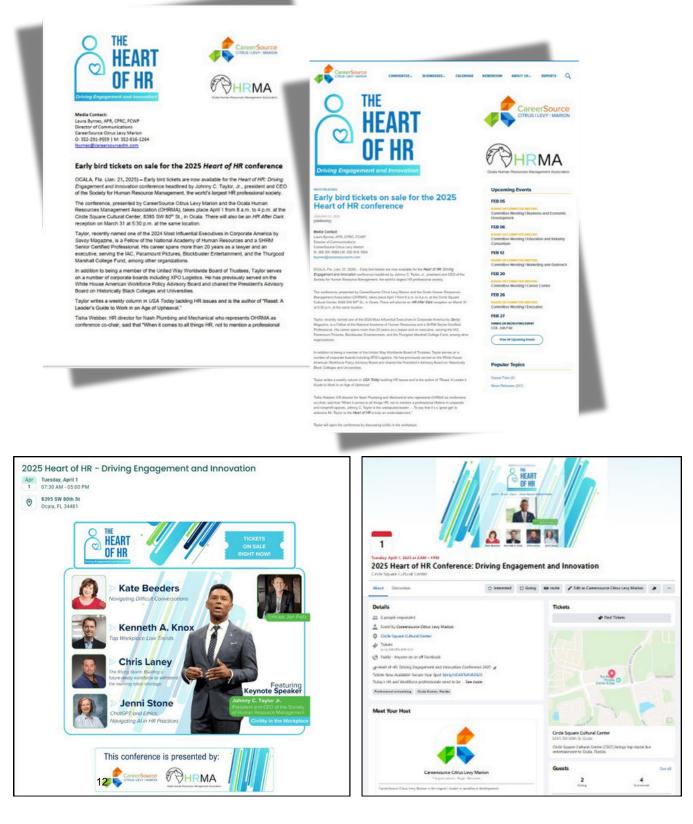
And More!

lus, this event is eligible for

SHRM and HRCI credits! m more: bit.ly/HEARTofHR2025

CareerSource

## THE HFΛR **DRIVING ENGAGEMENT AND INNOVATION**



Careersource Citrus Levy Marion

January 21 at 12:06 PM · 3

Early bird tickets for the 2025 Heart of HR: Driving Engagement and Innovation conference are now available: bit.ly/HEARTofHR2025

...

Presented by CareerSource Citrus Levy Marion and the Ocala Human Resource Management Association, this conference will take place on April 1 at Circle Square Cultural Center in Ocala.

Explore topics like workplace law trends, navigating difficult conversations, navigating Al in HR, civility in the workplace, and withstanding the looming labor sho... See more



**News Releases Facebook Event** Zeffy Tickets Social Media (CSCLM's Facebook, Instagram and LinkedIn and also posting for OHRMA on their Facebook and LinkedIn



# **WEBSITE UPDATES**

## **IMPROVE BACKEND SECURITY/PERFORMANCE**

- Migrate from defunk WordPress to a custom-built Laravel application focusing on security, performance, and stability without altering existing design
- No design or UI/UX changes
- Meetings held Jan. 23, Feb. 4 and set for Feb. 13; estimated completion mid-February

## **REDESIGN/UPDATE WEBSITE**

- Project focuses on updated/fresh design with focus on enhanced functionality and User Experience (UX)
- Restructure on a modern platform that allows for flexibility and expansion while ensuring a secure experience
- Based on input from a cross-functional team, an RFP was released Dec. 12, 2024 with proposals due Jan. 10, 2025
- Received five (5) proposals which the team reviewed and scored independently before meeting to select finalists to be interviewed
- Interviews took place on Jan. 28 and the team selected the company to recommend to the Executive Committee.







# Marion County Youth Career Expo













https://fb.watch/xzop4eAZ9u/

## 400+ Students!

# Nov. 6, 2024

# Paychecks for Patriots Nov. 12 and 19



















PAYCHECKS

50

PATRIOTS wered by Hope Florida









# High School Youth CAREER FAIRS













## MARION COUNTY

# JAN. 30, 2025

## IN THE NEWS careersourceclm.com/in-the-news



## Ocala job fair focuses on veterans, active military members



## 'relatively stable workforce'

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VETERANS EMPLOYMENT REPRESENTATIVE, CAREERSOURCE CLM

## AED C **• • m**

# PHOENIX RISING YOUTHBUILD











## FEDERAL GRANT INTERVIEWFeb. 5, 2025





# **SOCIAL MEDIA / DIGITAL STATS**



## **Best Post**

## 12/11/24

Views: 2,374 Workforce Wednesday Shares: 23



## **Best Post** 12/19/24 Views: 4.700 Hot Jobs

Shares:

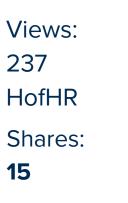
28



## Total Followers: 1,172 📒

Unique Visitors: 88 Impressions: 2,113 Engagement Rate: 10.2% +22 new page Follow

## **Best Post**







## Last 90 days

@CareerSource-Citrus-Levy-Marion





MailChimp (Weekly)



Open Rate: **30.0%** 

Click Rate: **4.6%** 

+130 new subscribers

**Average Rates for** the Nonprofit **Industry Sector** Open Rate: 37.0%\* Click Rate: **4.6%**\*

According to Intuit and Mailchimp\*

# **SOCIAL MEDIA SAMPLES**





# **ADDITIONAL / ONGOING PROJECTS**

- Reprise Live Business Showcase
- Citrus County Poverty Youth (Round 2 Complete)
- Creating Connections Expansion (Telecommunications Infrastructure)
- Collateral, Collateral, Collateral and Swag
- Facility Signage
- Revisit / Improve eNewsletter (Mailchimp)

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