CareerSource Citrus Levy Marion
2703 NE 14th Street
Ocala, FL 34470

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA

Wednesday, November 4, 2026 – 9:00 a.m.

Join Zoom Meeting: https://us02web.zoom.us/j/83720564245

Phone No: 1-646-558-8656 (EST) Meeting ID: 837 2056 4245

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, August 5, 2026	Pages 2 - 4	P. Beasley

DISCUSSION ITEMS

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

PUBLIC COMMENT

ACTION ITEMS

MRMA MOU		D. French

PROJECT UPDATES

Economic Development Partner Reports		
Citrus		A. Alt
Levy		
Marion		M. McCormick
MRMA	Page 5	M. Toscano
Williston Airport		R. Skinner
Talent Center	Page 6	C. Wilkinson
Metrix Users Report	Page 7	C. Wilkinson
Event Report	Page 8	M. Saco
Experiential Learning	Page 9	M. Saco
Grant Updates	Page 10	S. Crawford
YouthBuild	Page 11	S. Crawford
Contracts Reporting	Page 12	S. Crawford

MATTERS FROM THE FLOOR

ADJOURNMENT

2026 – 2027 MEETING SCHEDULE

Performance/ Monitoring	Business and Economic Development	Career Center	Marketing / Outreach	Education and Industry Consortium	Executive	Full Board	
Unless noted otherwise all committee meetings are held at CareerSource CLM, 2703 NE 14th Street, Ocala, FL 34470							
Tuesday 9:00 am	Wednesday 9:00 am	Thursday 9:30 am	Wednesday 9:00 am	Thursday 9:00 am	Wednesday 9:30 am	Wednesday, 11:30 am	
8/4/2026	8/5/2026	8/6/2026	8/12/2026	8/13/2026	9/29/2026	9/30/2026	CF Levy
11/3/2026	11/4/2026	11/5/2026	10/28/2026	11/12/2026	11/18/2026	12/16/2026	CF Ocala
2/2/2027	2/3/2027	2/4/2027	2/10/2027	2/11/2027	2/24/2027	3/3/2027	CF Lecanto
5/4/2027	5/5/2027	5/6/2027	5/12/2027	5/13/2027	5/26/2027	6/9/2027	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 5, 2026
PLACE: CareerSource CLM
2703 NE 14th Street, Ocala, FL 34470
TIME: 9:00 a.m.

MEMBERS PRESENT
Ben Whitehouse
Carl Flanagan
Edward Suor
Jeff Chang
Jesi Young
Mark Paugh
Matt McCormick
MJ Toscano

MEMBERS ABSENT
Deb Stanley
Gary Smallridge
Kent Guinn
Pete Beasley, Chair

OTHER ATTENDEES
Rusty Skinner, CSCLM
Dale French, CSCLM
Cory Weaver, CSCLM
Melissa Saco, CSCLM
Chris Wilkinson, CSCLM
Sandra Crawford, CSCLM
Cira Schnettler, CSCLM

CALL TO ORDER
In the Chair's absence, the meeting was called to order by Carl Flanagan, Committee Member, at 9:04 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 May 6, 2026, meeting. Edward Suor seconded the motion. Motion carried.

DISCUSSION ITEMS
State Update
Rusty Skinner updated the committee on the following items:
- We are working on the local plan along with an addendum for regional planning.
- We are in the process of negotiating performance goals with the State.
- Board members will be receiving invites for informational sessions to explore self-

insurance healthcare options.
- The State has requested that CSCLM submit a revised bid for the provision of dislocated worker services.

Workforce Issues that are Important to Our Community
- There was discussion on the progress of the Williston Airport. Rusty Skinner advised that we are working on researching State funding for the project. We continue to be optimistic that the project will move forward in a positive direction.
- The funding for the drone training program has not been renewed. CF is looking into alternate resources.
- Our communications team is working on new materials to showcase the variety of experiential learning programs available to businesses. The marketing materials will be rolled out in phases. Committee members can help spread the word by sharing the materials, driving customer traffic to our centers, and encouraging business associates in the community to inquire about our services.

PUBLIC COMMENT
None

ACTION ITEMS
None

PROJECT UPDATES
Economic Development Partner Reports
Citrus: No updates were provided.
Levy: No updates were provided.
Marion
- Matt McCormick highlighted three economic development activities:
    - Recently E-One had a groundbreaking and potentially will hire about 100 employees.
    - The Classrooms to Careers program targeting 8th grade students has been successful.
    - CareerSource CLM has been partnering with the CEP on the Worlds of Work program targeting high school freshmen guiding them to career paths in their junior and senior year.

MRMA
MJ Toscano reviewed the MRMA report.

Williston Airport
Update provided during Workforce Issues that are Important to Our Community.

Talent Center
Metrix Users
Chris Wilkinson reviewed the reports provided in the packet.

Event Report
Experiential Learning Contracts

Melissa Saco reviewed the reports provided in the packet. There has been significant interest from businesses in the experiential learning opportunities.

Grant Update
YouthBuild
Contract Reports
Sandra Crawford reviewed the reports and highlighted the following items:

- Contract Reports: Citrus County did not meet their 4th quarter goals. Levy and Marion did meet the goals. New goals have been set for the three counties. The Eckerd contract has not been renewed for the 2026-2027 program year. The Eckerd Youth team has transitioned to internal staff, and we anticipate continued success in our youth program.
- Broadband Grant: The Broadband grant program continues to have multiple participant success stories. The program manager has been doing a wonderful job with enrolling new participants and keeping current participants engaged.

MATTERS FROM THE FLOOR
None

ADJOURNMENT
There being no further business, the meeting adjourned at 9:43 a.m.

APPROVED:

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MRMA Executive Director Report
Mj Toscano

August 1, 2026 – October 31, 2026

Operations

- **Memberships** – Ongoing recruiting in conjunction with the Membership Committee
    - New Members
        - GML Industries (Manufacturer) Ocala Business manufacturer of Wire Harnesses, Cable Assemblies, AI Data Cable Assemblies, and Electro-mechanical Panels and Consoles
    - Stewardship Program – Reaching out to current membership to better meet their needs for 2027
    - General Meetings, Trainings & Events for 2027 are being developed
- **Funding Requests**
    - Marion Technical College – 2 CDL Scholarships awarded ($1,000 each)

General Meetings, Trainings & Events

- August 5, 2026 – BEDC Quarterly Meeting
- August 13, 2026 – General Meeting & Tour @ IHMC
- September 17, 2026 – Learning Series @ Golden Ocala – Jim Bowie "AI in Manufacturing, Distribution and Logistics"
- October 6, 2026 – Board of County Commissioners Meeting: Proclamation of October as Manufacturing Month in Marion County
- October 15, 2026 – Whitt Harper Memorial Golf Classic (22nd Annual)
- October 21, 2026 – Safety Forum 2 @ College of Central Florida – "Are you ready for an OSHSA Audit?"
- October 21, 2026 – Marion County School Business Advisory Council (BAC) Fall Meeting (Engineering / Manufacturing / Technology & Logistics)
- October 28, 2026 – Recognition of MRMA Manufacturing members

REPORTING PERIOD: JUL 2026 – SEP 2026

ALL CENTER TRAFFIC – 313

One-on-one Appointments Total – 133

Professionals – 94 Students – 39	In Person – 92.23% Virtual – 6.77%

WORKSHOPS CONDUCTED – 1

Healthcare – 0 Information Technology – 1 COOP – 0 STEM 0 TC III – 0	First Year Seminar – 0 Early Childhood Education – 0 Community Outreach – 0 Agriculture & Equestrian – 0 High School & College Resources – 0

TOTAL ATTENDANCE FOR WORKSHOPS – 14

Resumes reviewed and feedback provided – 0

CANDIDATE OUTREACH: STUDENTS AND PROFESSIONALS

3 Events – Total attendance for events – 357

TC Open House – 1 Round Table Sessions – 0 CF Career & Colleges Expo – 1	Talent Connection – 0 CF Webinar – 0 OEP Faculty Meeting – 0	CF Resource Fair – 1 CASA House – 0 Resource & Job Fair – 0

CONFIRMED HIRES	WAGE RANGE	AVERAGE WAGE
3	$16.00 - $33.65 per hour	$22.22 per hour

TESTIMONIALS FROM STUDENTS & PROFESSIONALS

- Asks questions that get to know you and what type of careers would be best suited for you. As well as shows active interest in what she learns from those questions.
- She has been there for me throughout this process.
- She (Sophia) has a follow-up encouraging principles. She never gives up on you. She is very optimistic that success will eventually come, and it does.

Talent Center is an affiliate of CareerSource Citrus Levy Marion, an equal opportunity employer/program. CareerSource CLM is supported by the U.S. Department of Labor as part of awards totaling$8.7 million, revised annually, with no portion financed by non-governmental sources. All telephone numbers may be reached using TTY/TDD equipment via the Florida Relay System at 711. Auxiliary aids/services are available upon request in Spanish and to persons with disabilities. If you need accommodations, please call 844-354-9859, ext. 7879 or email tcaccommodations@talentcenter.org at least three business days in advance. CareerSource CLM is a proud partner of the American Job Center network and member of CareerSource Florida.

SKILL UP USERS

LOCATION	PY 20-21	PY 21-22	PY 22-23	PY 23-24	PY 24-25	PY25-26	PY 2026			PY 26-27	Total
							Jul-26	Aug-26	Sep-26		
Citrus	86	32	24	47	53	58	5	2	1	8	308
Citrus - CF	30	7	11	2	11	6	0	0	1	1	68
Levy	22	6	7	20	18	21	0	1	0	1	95
Levy - CF	16	3	4	0	2	5	0	1	0	1	31
Marion	140	53	55	176	170	131	8	10	8	26	751
Marion - CF	100	24	37	47	72	68	5	7	1	13	361
TOTAL	**394**	**125**	**138**	**292**	**326**	**289**	18	21	11	**50**	**1614**

Popular Pathways

1.Healthcare

2. Business (Administrative Management)

3. Information Technology

4. Construction Maintenance

5. Marekting/Sales/Retail

Popular Courses

1. Using Business Ettiquette to Increase Your Professionalism

2. Communication Skill Set

3. Developing Emotional Intelligence

4. Remaining Tactful and Diplomatic under Pressure

5. Being an Effective Team Member

6. Thinking: Drawing Sound Conclusions

7. How Culture Impacts Communication

8. How Culture Impacts Communication

9. Keeping Business Calls Professional

10. Abbreviating, Capitalizing and Using Numbers

11. Creating Well-Constructed Sentences

12. Developing Personal Accountability

13. Mathematics in the Plant: Common Fractions

14. Mathematics in the Plant: Decimal Fractions

15. Taking Responsibility for Your Accountability

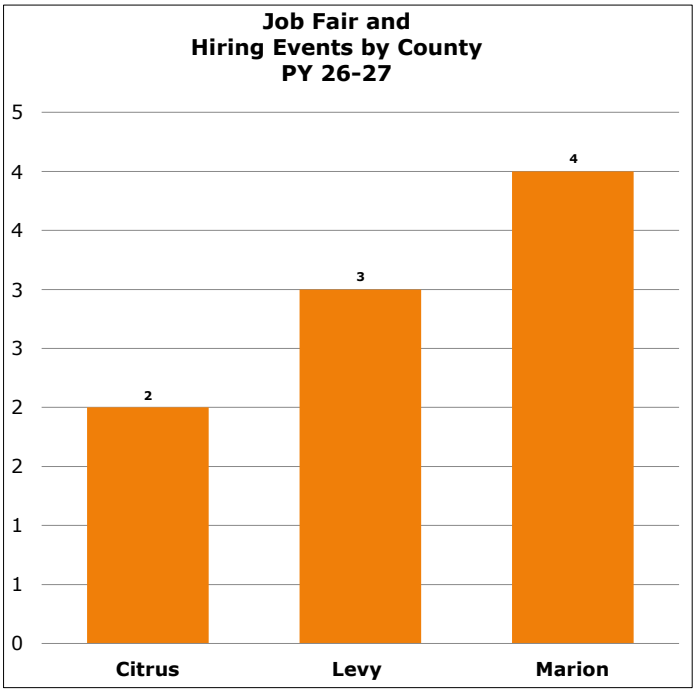
July 2026-June 2027
Business Services Events

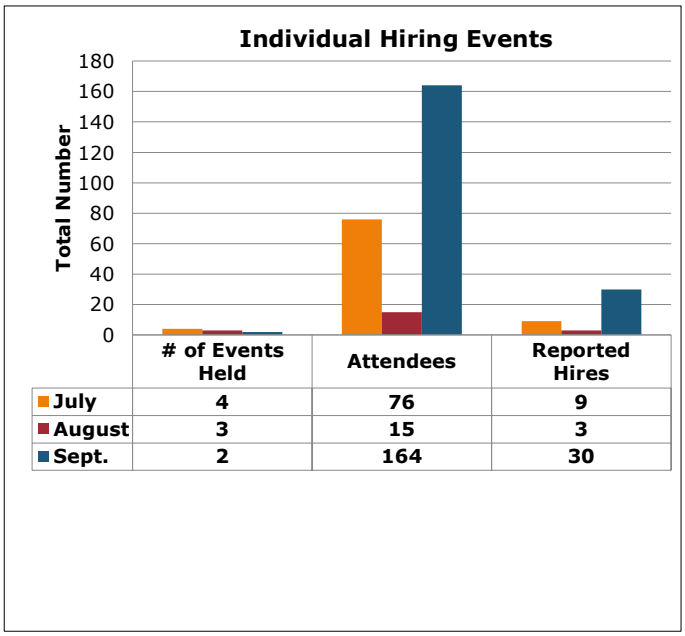
PY 26 - 27 Individual Events

Total Events: 9
Attendees: 252
Reported Hires: 12

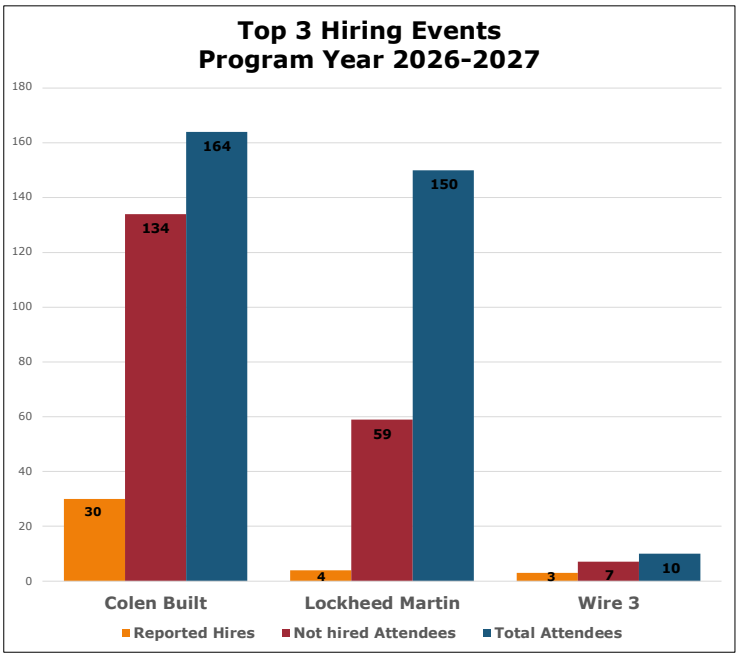
Upcoming Events

November 10 Paychecks for Patriots
November 17 Marion County Youth Career Expo





	# of Events Held	Attendees	Reported Hires
July	4	76	9
August	3	15	3
Sept.	2	164	30



Other Individual Hiring Events 7/2026 - 9/2026

Event Date	Event Name	Event Location	County
7/16	Rite of Passage	Lecanto Career Center	Citrus
7/20	Lifestream	Lecanto Career Center	Citrus
8/5	Department of Agriculture	Chiefland Career Center	Levy
8/18	Monterey & Blackfin Boats	Monterey Boats	Levy
8/20	Viceroy Home Health	14th Street Career Center	Marion
9/22	Cross City Corrections	Chiefland Career Center	Levy

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Experiential Learning Contracts

PY2026-2027

Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Status
F&H Contractors	Construction	1	$2,069.00	$2,069.00	Completed Successfully
ANCORP	Manufacturing	2	$2,350.38	$7,051.86	Completed Successfully
F&H Contractors	Construction	1	$1,813.00	$1,813.00	Completed Successfully
PedIM Healthcare	Healthcare	2	$1,887.00	$1,887.00	In progress
Life-Line Institute Ocala	Education	5	$1,069.50	$9,625.50	Completed Successfully
Fidelity Manufacturing	Manufacturing	2	$791.24	$791.24	In progress
F&H Contractors	Construction	3	$5,838.84	$5,838.84	In progress

On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Status
Life Line Institute	Education	1	$4,000.00	$4,000.00	In progress
Echo Technologies	Fiber Optics	1	$3,990.50	$3,990.50	In progress

Paid Work Experience & Internships

Business	Industry	Total Trained	Average Wage Rate	Status
Habitat for Humanity of Marion County	Construction	8	$14.00	In Progress
Habitat for Humanity of Marion County	Construction	1	$14.00	In Progress
Gill Logistics	Manufacturing	1	$18.00	In Progress
JL Ranch Technologies	IT/Professional	1	$15.30	In Progress
Habitat for Humanity of Marion County	Construction	12	$15.00	In Progress

Apprenticeships & Pre-Apprenticeships

Business	Industry	Total Trained	Average Closure Wage Rate	Status
Florida Electrical Alliance	Construction	5		In Progress

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Creating Connections
DOL Broadband Grant

The Creating Connections Broadband Grant helps to recruit and train talent that will support the scope of the broadband expansion efforts in rural Northwest Florida.

The Northwest Florida expansion project seeks to provide fiber-optic access to approximately 70,000 residents and businesses in the rural counties of Levy, Dixie, Gilchrist, Suwanee, Union, Lafayette, Hamilton, Taylor, Madison and Columbia.

TOTAL AWARD AMOUNT	TOTAL PARTICIPANTS TO DATE
$1.73 million	75

EXPERIENTIAL LEARNING	CERTIFICATIONS EARNED
39	207

TOTAL EMPLOYED TO DATE

46

PARTICIPANT COUNTY BREAKDOWN	
Columbia	4
Dixie	13
Gilchrist	4
Lafayette	4
Levy	37
Suwanee	7
Taylor	2

EMPLOYER ENGAGEMENT

- Blue Stream Fiber
- Wifiber Corporation
- SAS Electronics
- Benton Technical Services
- Echo Technologies, LLC
- Central Florida Broadband
- City of Williston
- CFEC/Fiber by Central Florida
- RoamR
- SVEC- Suwannee Valley Electric Coop
- Wire3

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Phoenix Rising YOUTHBUILD

The Phoenix Rising YouthBuild program has been helping improve the lives of at-risk young adults since 2011. The program is designed to teach youth valuable work skills while providing on the job experience as well as fostering a sense of community and leadership skills. As a result of their hard work, homes are built for families in need. The Phoenix Rising YouthBuild began as a locally-funded pilot in 2011, and our first federal grant was awarded in 2013. We have been awarded 5 grants total, in 2013, 2017, 2019, 2021 and 2025. These grants are the result of a collaboration between several local agencies, including:

- **CareerSource Citrus Levy Marion**
- **Habitat for Humanity (Marion and Citrus Counties)**
- **Ocala Police Department**
- **Eckerd Youth Alternatives**
- **Marion County Housing and Finance Authority**
- **Neighborhood Housing and Development Corporation**
- **College of Central Florida**
- **Silver River Mentoring & Instruction**
- **City of Ocala**
- **Marion County Sherriff's Department**
- **Marion County Board of County Commissioners**
- **Florida State Housing Initiative Partnership (SHIP)**

TOTAL AWARD AMOUNT

$4,532,728

HOMES BUILT

19

TOTAL YOUTH SERVED

263

OBTAINED HS DIPLOMA

149

CREDENTIALS EARNED

1,275

ENTERED EMPLOYMENT/EDU

175

- **Home Builders Institute Pre-Apprenticeship**
- **OSHA-10**
- **National Retail Federation**
- **Warehouse Certification**
- **FL DBPR Safe Staff Food Handler**
- **High School Diploma**
- **American Hotel and Lodging Association Front Desk**
- **American Hotel and Lodging Association Guestroom**
- **American Hotel and Lodging Association Restaurant**
- **American Hotel and Lodging Association Maintenance**

SUCCESS STORIES

Isaiah K. Received recognition for growth, perseverance and transformation despite challenges faced during enrollment and demonstrated and improved attitude and commitment to success.

Summer B. Received a recognition award for her outstanding effort and positive attitude during the YouthBuild Program so far. She has consistently been on time to the construction site and classroom, demonstrating responsibility and commitment. In the classroom, Summer willingly assists other participants who may be struggling with their Penn Foster coursework or HBI Assignments. She is always ready to support her peers and contributes to a positive learning environment.

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Contract Performance
PY2026-2027

County Chamber/EDC	Q1 PY26-27			Q2 PY26-27			Q3 PY26-27			Q4 PY26-27			ANNUAL		
	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate
CITRUS (Citrus Chamber)	3		0.00%	3		0.00%	3		0.00%	3		0.00%	12		0.00%
MARION (CEP)	4	4	100.00%	4		0.00%	4		0.00%	4		0.00%	16	4	25.00%
Levy (BOCC)	3	3	100.00%	3		0.00%	3		0.00%	3		0.00%	12	3	25.00%

Quarterly Goals - Partner Chambers

Quarterly Meetings- **All**

Monthly meetings with key business staff to maintain communication of new and existing projects as well as current business needs - **Marion Only**

Provide business referrals to CSCLM for work-based training services - **All**

Provide business/professional referrals to Talent Center - **Marion/Citrus Only**

Provide assistance in planning and staff for theYouth Career Expos - **Marion/Citrus Only**

Participate in or generate a lead for community engagement targeting talent pipeline or workforce development (hiring events, workforce training, CTAE Training, career fairs, etc.)-**Levy Only**

Final Eckerd Performance

Eckerd Youth Connects	Q1 PY25-26			Q2 PY25-26			Q3 PY25-26			Q4 PY25-26			ANNUAL		
	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment
Enrollments	25	24	$0.00	30	25	$0.00	30	10	$0.00	20	20	$1,864.99	105	79	$1,864.99
Measureable Skills Gains	92%	89.80%	$1,864.99	92%	79.70%	$0.00	92%	82.10%	$0.00	92%	98.4	$1,864.99	92%	107.31%	$7,459.96
Employment/Education Retention Rate 2nd Quarter After Exit	79%	77.30%	$1,864.99	79%	76.90%	$1,864.99	79%	66.70%	$0.00	79%	62.1	$0.00	79%	78.31%	$3,729.98
Employment/Education Retention Rate 4thd Quarter After Exit	77%	64.40%	$0.00	77%	68.10%	$0.00	77%	68.00%	$0.00	77%	65.9	$0.00	77%	65.90%	$0.00
Credential Attainment Rate	87%	85.00%	$1,864.99	87%	77%	$0.00	87%	79%	$1,864.99	87%	80.4	$1,864.99	87%	92%	$5,594.97
Median Wages	$3,759	$5,077	$1,864.99	$3,759	$5,473	$1,864.99	$3,759	$5,077	$1,864.99	$3,759	$4,112	$1,864.99	$3,759	109%	$7,459.96
Total			**$7,459.96**			**$3,729.98**			**$3,729.98**			**$11,189.94**			**$26,109.86**

Q4 Payment includes recoup of Measurable Skills Gains for Q2 and Q3. MSG is an annual measureand was met by Q4.