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

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA

Wednesday, August 5, 2026 – 9:00 a.m.

Join Zoom Meeting: https://us02web.zoom.us/j/86729713996

Phone No: 1-646-558-8656 (EST) Meeting ID: 867 2971 3996

Call to Order		P. Beasley
Roll Call		C. Schnettler
Approval of Minutes, May 6, 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

None

PROJECT UPDATES

Economic Development Partner Reports		
Citrus		
Levy		
Marion		M. McCormick
MRMA	Pages 5 - 16	M. Toscano
Williston Airport		R. Skinner
Talent Center	Page 17	C. Wilkinson
Metrix Users Report	Page 18	C. Wilkinson
Event Report	Page 19	M. Saco
Experiential Learning	Page 20	M. Saco
Grant Updates	Page 21	S. Crawford
YouthBuild	Page 22	S. Crawford
Contracts Reporting	Page 23	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: May 6, 2026
PLACE: CareerSource CLM
2703 NE 14th Street, Ocala, FL 34470
TIME: 9:00 a.m.

MEMBERS PRESENT
Ben Whitehouse
Deb Stanley
Edward Suor
Jeff Chang
Mark Paugh
MJ Toscano
Kent Guinn
Landon Harrar
Pete Beasley, Chair
Steven Baham

MEMBERS ABSENT
Gary Smallridge
Kevin Cunningham
Matt McCormick
Phillip Geist

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
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
Mark Paugh made a motion to approve the minutes from the February 4, 2026, meeting. Deb Stanley seconded the motion. Motion carried.

DISCUSSION ITEMS
State Update
Rusty Skinner updated the committee on the following items:

- The Department of Labor has released the budget allocations, and we have received our preliminary budget from the State. We have requested voluntary layoffs from staff. Organizational restructuring will be explored for efficiencies.

- In the 2026-2027 program year we will be focusing on apprenticeships and workforce grants for short-term training opportunities.

Workforce Issues that are Important to Our Community
Edward Suor requested an updated on the clamming program. The program ended and staff remained engaged for a month afterward to assist any individuals that may need additional services. Many of the clam farmer program participants returned to clam farming. There are three participants that enrolled into the broadband grant program.

PUBLIC COMMENT
None

ACTION ITEMS
None

PROJECT UPDATES
Economic Development Partner Reports

Citrus:
Steven Baham shared:

- Citrus County continues to partner with WTC and the Inverness Airport on career pathways in aerodynamics.
- Master plans are in development for the Inverness and Crystal River airports.
- FDOT has awarded a grant to the University of S. Florida to conduct a feasibility study on Port Citrus.
- Citrus County BOCC will be hearing public comment on a potential data center project.

Levy:

- There is a large-scale project in development.
- The grocer project vote has been delayed.
- The current EDC advisory board is looking to expand its membership.
- There has been increased interest from businesses looking to utilize trash and manure to create fuel pellets. Those opportunities are being explored.

Marion

- Matt McCormick was not in attendance.

MRMA
MJ Toscano reviewed the MRMA report.

Williston Airport
Rusty Skinner reported that the labor market study representatives recently had a kick-off meeting and are now in a data gathering phase. The new drone program held by CF currently has nine Levy County School District students. The anticipated video series highlighting the A&P programs have been placed on hold due to the FAA delaying certification of the program at MTC.

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. She noted all available funding for experiential learning opportunities have been exhausted. CBT and apprenticeship support will be the focus for the 2026-2027 program year.

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

- Contract Reports: Citrus County has met three of their four goals, but they do have time before the end of the program year to make adjustments. Eckerd Youth is also working on meeting their annual goal.
- 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 9:38 a.m.

APPROVED:

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MRMA Executive Director Report

Mj Toscano

May 1, 2026 – July 31, 2026

Operations

- **Strategic Planning & Goals**
  - Develop a Contingency Plan in the absence/change in the Executive Director
  - MRMA Strategic Roadmap (6-Year Plan)
- **Prospecting & New Members** – Ongoing in conjunction with Membership Committee
  - New Members this past quarter: No new members / Strategic partners
  - New Stewardship program
- **MRMA Board Member Updates**
  - Steven Bagby – Monterey/Blackfin Boats resigned; moved out of the area
  - Dr Philip Geist – SBDC resigned; he has retired and is now an Honorary Non-Voting Board Member
  - Wilson Richardson – New SBDC Board Member
- **MRMA 4th Annual Bowling Tournament**
  - May 14, 2026
  - 40/40 Lanes sold
  - Net Profit $16,053.66 = $11,237.56 raised in CDL Scholarship Funds
- **Funding Requests** – Board approved and financed using earmarked funds from Bowling Tournament = 3,000:
  - Marion Technical College – (3) $1,000 CDL Scholarships = $3,000

Events

- **ExCEPtional Mornings** and **CEP After Hours** – Attend monthly meetings to maintain awareness of community changes and events, promote MRMA, and make connections/ network with businesses in the community.
- **SHRM Greater Ocala**
  - MRMA and SHRM Greater Ocala will be collaborating for our upcoming Learning Series @ Golden Ocala on November 12, 2026 on Networking. Open to members of both organizations as well as non-members/general public
- **SHRM FL** – Conference Marketing Committee Member - SHRMFL 2026 Annual Conference (August 30, 2026 – September 2, 2026) – Attend all Planning Meetings and Conference

MRMA Board & General Meetings / Events Attended (May 2026 – July 2026):

- May 6, 2026 – BEDC Quarterly Meeting
- **May 14, 2026 – 4th Annual MRMA Bowling Tournament for CDL Scholarships**
- May 20, 2026 – Leadership Forum @ CF – Panel Discussion
- June 4, 2026 – MRMA Board Meeting
- June 11, 2026 – Learning Series @ Golden Ocala - Francisco Taddei (Lean Manufacturing in a Global Dynamic Economy)
- June 18, 2026 – BAMA 65th Annual Awards Banquet
- July 9, 2026 – MRMA Board Meeting
- July 15, 2026 – "Gears & Beers" Social @ Midtown Station
- July 22, 2026 – Quality Forum 2 @ CF – Jeffrey McCullough (ISO 9001: 2026 Changes)

MRMA Board & General Meetings / Events Planned (August 2026 – October 2026):

- August 5, 2026 – BEDC Quarterly Meeting
- August 6, 2026 – MRMA Board Meeting
- August 13, 2026 – General Meeting & Tour @ IHMC
- September 10, 2026 – MRMA Board Meeting
- September 17, 2026 – Learning Series @ Golden Ocala – Jim Bowie "AI in Manufacturing, Distribution and Logistics"
- October is Manufacturing Month – Member Recognition
- October 8, 2026 – MRMA Board Meeting
- **October 15, 2026 –Whitt Harper Memorial Golf Classic (22nd Annual Tournament)**
- October 21, 2026 – Safety Forum 2 @ CF

MRMA
MID-FL REGIONAL MANUFACTURERS ASSOCIATION
YOUR RESOURCE FOR SUCCESS

Strategic Roadmap

A Roadmap for Growth, Impact & Long-Term Sustainability

7 Priority Initiatives · Resource-Conscious Design · Volunteer Board-Led · Marion · Levy · Citrus · Sumter

STRATEGIC OVERVIEW

01
Clarify Your Value Proposition

02
Member Retention First

03
Own the Workforce Pipeline

04
Leverage Buying Power

05
Become the Regional Voice

06
Restructure for Execution

07
Pursue Non-Dues Revenue

Each recommendation is designed for maximum impact within MRMA's resource-constrained, volunteer Board-led structure.

01 CLARIFY & RUTHLESSLY PRIORITIZE YOUR VALUE PROPOSITION

Do fewer things exceptionally well — every program must earn its place against two core questions.

The Two Critical Questions

- **1. Why do manufacturers join MRMA?**
- **2. Why do they leave?**
- What outcomes can ONLY MRMA uniquely deliver in Marion, Levy, Citrus & Sumter?
- Run a 5-question annual member survey — no more

Action Steps

- Map every program against survey results
- Sunset anything that doesn't directly serve the two core answers
- A lean association that does 3 things brilliantly outperforms one doing 12 adequately

THE PRINCIPLE

Less Is More.

Without clear priorities, every initiative competes for the same limited volunteer hours and budget — and everything suffers.

Annual member survey is MRMA's compass

02 TURN MEMBER RETENTION INTO MRMA'S #1 REVENUE STRATEGY

Chasing new members while losing existing ones is a leaky bucket. Retention delivers far better ROI.

5–8x

cheaper to retain a member than recruit one

Industry benchmark

Board Stewardship Program

- Each Board member personally stewards 5–8 MRMA member companies
- Minimum annual touchpoint: call, plant visit, or lunch
- Build a 'first 90 days' onboarding experience so new members immediately feel ROI

Retention Tactics

- Flag members not engaged in 6+ months before their renewal date
- Publicly celebrate multi-year membership milestones at monthly meetings

03 BECOME THE INDISPENSABLE WORKFORCE PIPELINE

Workforce is the #1 pain point for manufacturers. MRMA already has the partner relationships to own this issue regionally.

Leverage Existing Partnerships

- Deepen relationships with College of Central Florida, Marion Technical College, Withlacoochee Technical College
- Formalize co-ops, apprenticeships & plant tours across Marion/Levy/Citrus/Sumter
- Collaborate with CareerSource Citrus Levy Marion & CareerSource Central Florida

Community Visibility Programs

- **Host a regional manufacturing-specific career fair (not a generic job fair)**
- **Develop a 'MRMA Manufacturing Ambassador' program: member employees go into classrooms**
- **Organize student plant tour days — high visibility, low cost, massive goodwill**

WHY MRMA WINS HERE

1 Uniquely Collective

No single company can build a regional pipeline. Only MRMA can do this at scale.

2 Already Connected

MRMA has 14+ workforce & education partners listed on mrmafl.com — activate them.

3 Proven Member ROI

Directly solves what members cite most often — makes renewal a simple decision.

4 Grant-Eligible

Workforce development funding is widely available and perfectly aligned with this work.

04 LEVERAGE COLLECTIVE BUYING POWER

Turn membership into tangible dollar savings. Group programs require minimal staff time once established — and are concrete renewal reasons.



Group Health Insurance

Benefits consortium negotiated at scale for member companies across the four-county region



Energy & Supply Purchasing

Group rates on energy, safety supplies and shipping — immediate bottom-line impact



HR / Legal / Compliance

Discounted professional resources members already need, now at preferred rates



SBA / Lender Partnership

Preferred financing terms through a local bank or SBA partner for MRMA member companies

★ **Each program is a concrete, dollar-value reason for MRMA member companies to renew year after year**

05 BECOME THE REGIONAL VOICE OF MANUFACTURING

Policy advocacy & public narrative are things only MRMA can do collectively — your most powerful differentiator.

Policy Advocacy

- **Consistent presence before Marion, Levy, Citrus & Sumter county commissions**
- Leverage MRMA's existing seat with Manufacturers Association of Florida in Tallahassee (i.e. FLAME)
- Be at the table for every economic development, zoning & infrastructure decision in the region

Manufacturing Month (October)

- Build a public-facing regional event around National Manufacturing Month
- Leverage the Ocala CEP, SBDC, and CareerSource relationships already in place
- **Create media coverage that positions manufacturing positively in the community**

SIGNATURE INITIATIVE

Annual MRMA State of Manufacturing Report

Publish a regional report each year covering Marion, Levy, Citrus & Sumter manufacturers. Local media will cover it. The Ocala CEP and county EDCs will cite it. Policymakers will reference it.

Permanently positions MRMA as THE authoritative voice on manufacturing in Mid-Florida.

06 RESTRUCTURE THE MRMA BOARD FOR EXECUTION

"More meetings" is not the answer. Restructure for ownership, 90-day sprints, and strategic capability.

Role Alignment

- Assign each Board member a specific workstream they own (Workforce, Advocacy, Programming, Membership)
- **Move from chairs who 'assist' to owners who 'lead and report'**
- Executive Director focuses on execution, not administration;

Administration looks like:
•Managing the member directory and renewals
•Booking meeting venues and sending reminders
•Processing paperwork
Execution looks like:
•Calling a lapsed member before they don't renew
•Sitting down with the College of Central Florida to formalize a workforce partnership
•Writing a grant application for workforce development funding

90-Day Sprints

- **Set 90-day goals rather than annual plans — volunteers engage when wins are frequent**
- Open every Board meeting celebrating a win from the prior quarter
- Use a one-page dashboard to track each workstream quarterly

Strategic Recruitment

- Fill Board gaps deliberately: media contacts, government access, college president, HR expertise
- Target Ocala CEP board crossover, College of Central Florida, University of Florida, MTC, etc…
- **Treat each Board seat as a strategic asset**

07 PURSUE NON-DUES REVENUE AGGRESSIVELY

Membership fees alone will always constrain MRMA. Diversifying revenue unlocks strategic capacity and long-term resilience.

Sponsorships

Increase the sponsorship support. Leverage these relationships to create membership value-added services like group rate discounts as mentioned earlier.

Grant Funding

Workforce development, economic development, and rural development grants align perfectly with MRMA's mission. This is the most underpursued opportunity available to the association.

MRMA Annual Summit

An annual Manufacturing Awards Gala or MRMA Summit — flagship community moment, recognition vehicle, and meaningful revenue generator. Sponsors underwrite cost; ticket sales add net revenue.

Fee-Based Training

Safety certification, leadership development, and compliance training that members already pay outside vendors for. Capture it through MRMA — partner with CF or Marion Technical College for delivery.

Three Moves That Change Everything for MRMA

1

Retain Every Member You Have

Before recruiting, plug the leaky bucket. Assign Board stewards. Build a 90-day onboarding. Celebrate loyalty.

2

Own the Workforce Issue

The #1 pain point across all four counties. MRMA's existing partner network is the unfair advantage — activate it.

3

Become the Unavoidable Voice

An annual State of Manufacturing Report, a public October moment, and consistent policy presence make MRMA irreplaceable.

REPORTING PERIOD: JUL 2025 – JUN 2026

ALL CENTER TRAFFIC – 1194

One-on-one Appointments Total – 589

Professionals – 478 Students – 111	In Person – 89% Virtual – 11%

WORKSHOPS CONDUCTED – 22

Healthcare – 6 Information Technology – 4 COOP – 2 Ocala Youth Opportunity – 1 TC III – 1	First Year Seminar – Early Childhood Education – 1 Community Outreach – 2 Agriculture & Equestrian – 1 High School & College Resources – 4

TOTAL ATTENDANCE FOR WORKSHOPS – 524

Resumes reviewed and feedback provided – 328

CANDIDATE OUTREACH: STUDENTS AND PROFESSIONALS

20 Events – Total attendance for events – 2424

TC Open House – 4 Shiloh Job Fair Prep – 1 CF Career & Colleges Expo – 4	Talent Connection – 5 CF Webinar – 1 OEP Faculty Meeting –	CF Resource Fair – 3 CASA House – Resource & Job Fair – 2

CONFIRMED HIRES	WAGE RANGE	AVERAGE WAGE
20	$11.00 - $36.06	$19.54

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.

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SKILL UP USERS

LOCATION	PY 20-21	PY 21-22	PY 22-23	PY 23-24	PY 24-25	PY 2025												PY 25-26	Total
						Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26		
Citrus	86	32	24	47	53	7	8	6	10	3	3	3	4	2	4	4	4	58	300
Citrus - CF	30	7	11	2	11	1	2	0	1	0	1	0	0	0	0	1	0	6	67
Levy	22	6	7	20	18	2	3	5	1	2	3	0	4	0	1	0	0	21	94
Levy - CF	16	3	4	0	2	0	0	0	1	0	0	0	3	1	0	0	0	5	30
Marion	140	53	55	176	170	11	10	6	20	1	8	7	14	7	12	23	12	131	725
Marion - CF	100	24	37	47	72	11	11	7	6	3	1	3	4	3	9	4	6	68	348
TOTAL	**394**	**125**	**138**	**292**	**326**	32	34	24	39	9	16	13	29	13	26	32	22	**289**	**1564**

Popular Pathways

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

Popular Courses

1. Expanding Your Commincation Skillset
2. Using Business Ettiquette to Increase Your Professionalism
3. Being an Effective Team Member
4. Unleashing Your Self Confidence
5. Communicating Effectively With Customers
6. Developing Emotional Intelligence
7. How Culture Impacts Communication
8. Interacting with Customers
9. Building Success Through Self Improvement
10. Accomplishing Goals with Perseverance and Resilience
11. Introduction to Carpentry: Carpenter's Power Tools
12. Introduction to Carpentry: Lumber, Wood Products, and Fasteners
13. Remaining Tactful and Diplomatic under Pressure
14. Get Organized and Stop Procrastinating
15. Introduction to Carpentry: Layout and Hand Tools

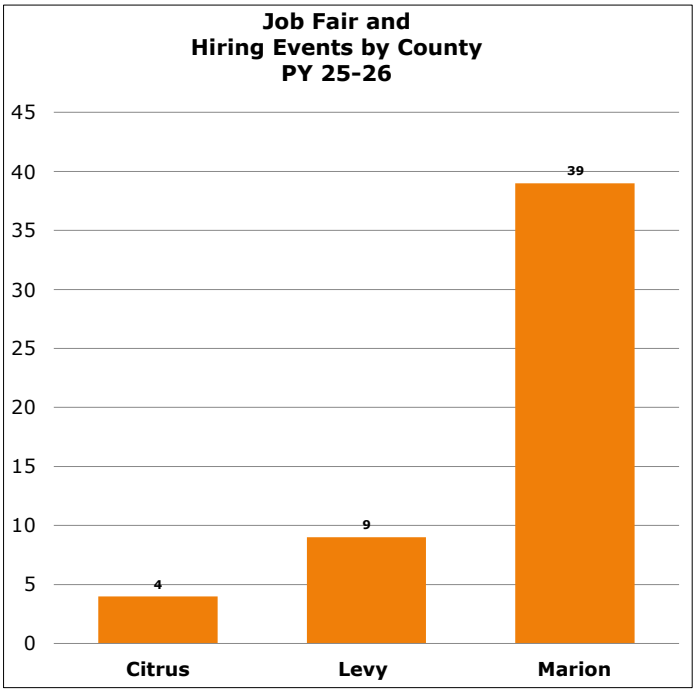
July 2025- June 2026
Business Services Events

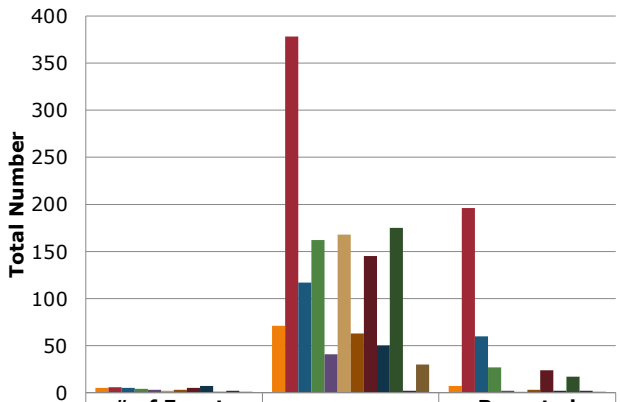
PY 25 - 26 Individual Events

Total Events: 44
Attendees: 1402
Reported Hires: 342

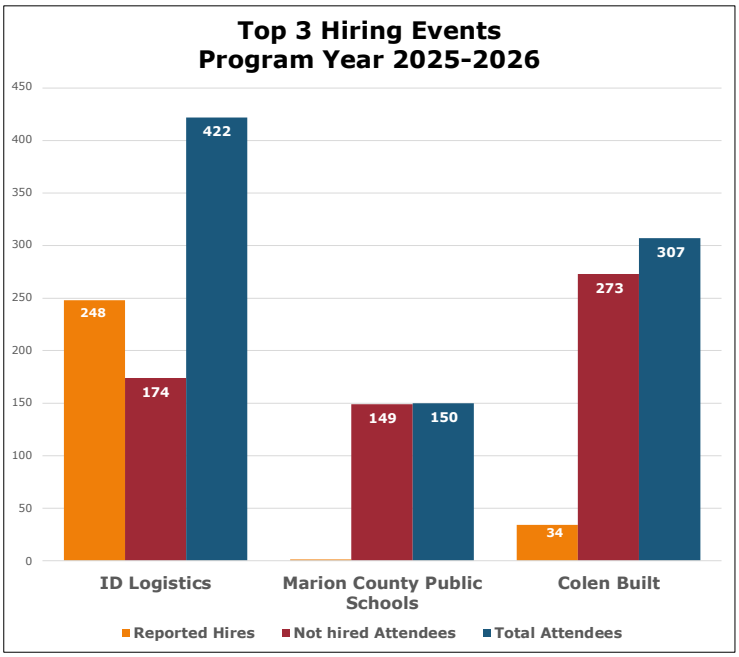
PY 25 - 26 Job Fairs

Attendees: 1158
Businesses: 124
Confirmed Hires: 36





	# of Events Held	Attendees	Reported Hires
July	5	71	7
August	6	378	196
Sept.	5	117	60
Oct.	4	162	27
Nov.	3	41	2
Dec.	2	168	1
Jan.	3	63	3
Feb.	5	145	24
Mar.	7	50	2
Apr.	1	175	17
May	2	2	2
June	1	30	1



Other Individual Hiring Events 4/2026 - 6/2026

Event Date	Event Name	Event Location	County
5/7	Zero Hour Life Center	Lecanto	Citrus/Marion
5/19	Florida Department of Corrections- Cross City	Chiefland	Levy
6/12	Lockheed Martin	Lockheed Martin	Marion

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Experiential Learning Contracts

PY2025-2026

Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Status
Always a Sweep Chimney and Dryer Vent Service, LLC	Construction	1	$75.00	$499.00	Completed - Retained
BB Graphics	Other	1	$1,650.00	$1,650.00	Completed - Retained
Central Florida Electric Cooperative, Inc.	Construction	2	$2,800.00	$2,800.00	Completed - Retained
CHAMPS Software, Inc.	IT	5	$3,185.50	$3,185.50	Completed - Retained
Citrus County Chamber of Commerce	Professional	1	$60.56	$545.04	Completed - Retained
E-One, Inc.	Manufacturing	9	$5,683.04	$5,683.04	Completed - Retained
F&H Contractors	Construction	13	$27,468.36	$12,348.00	Completed - Retained
HCA Florida West Marion Hospital	Healthcare	9	$17,172.50	$13,912.75	77.8% Completed - Retained, 22.2% Successful Completion
Intelligence Health Group	Healthcare	2	$11,010.00	$6,000.00	Completed - Retained
Levy County BOCC	Construction	5	$23,460.00	$17,475.00	Completed - Retained
Lockheed Martin Corporation	Manufacturing	8	$11,696.05	$11,342.65	Completed - Retained
On Top of the World Communities, LLC	Professional	4	$7,810.00	$7,810.00	Completed - Retained
Quick Care Med	Healthcare	1	$551.38	$551.37	Completed - Retained

On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Status
Always a Sweep Chimney and Dryer Vent Service, LLC	Construction	2	$8,000.00	$8,000.00	Completed - Retained
BB Graphics	Other Services	1	$3,996.00	$3,996.00	Completed - Retained
CHAMPS Software, Inc	Professional	1	$3,996.00	$3,215.97	Unsuccessful Completion
Echo Technologies	Broadband	4	$23,190.00	$19,314.00	25% In Progress, 25% Unsuccessful Completion, 50% Completed - Retained
Miracle Hands	Healthcare	1	$3,997.50	$3,997.50	Completed - Retained
Novari Care	Healthcare	1	$3,996.00	$3,996.00	Completed - Retained
Verteks Consulting, Inc.	Professional	1	$3,135.00	$3,135.00	Completed - Retained
Viceroy Home Health, LLC	Healthcare	1	$3,996.00	$3,996.00	Completed - Retained

Paid Work Experience & Internships

Business	Industry	Total Trained	Average Wage Rate	Status
Artemis Plastics	Manufacturing	1	$18.00	Completed - Retained
Central Florida Broadband	Broadband	5	$16.38	20% In Progress, 20% Unsuccessful Completion, 60% Successful Completion
Central Florida Electric Cooperative, Inc.	Broadband	1	$23.62	Completed - Retained
Champs Software, Inc.	Professional/IT	1	$16.20	Completed - Retained
City of Ocala - Ocala Fiber Network	Professional/IT	1	$15.00	Successful Completion
Life Line Institute of Ocala	Education	1	$15.30	Successful Completion
Mark's Miracle Plumbing	Construction	1	$18.00	Completed - Retained
Miracle Hands	Healthcare	1	$14.00	Completed - Retained
Novari Care, LLC	Healthcare	1	$16.65	Completed - Retained
PedIM Healthcare	Healthcare	1	$14.40	Completed - Retained
Rush Hour Printing and Graphix, LLC	Retail	1	$14.40	Successful Completion

Apprenticeships & Pre-Apprenticeships

Business	Industry	Total Trained	Average Closure Wage Rate	Status
Eckerd Connects (HBI)	Construction	18	$16.20	72.2% In progress, 5.6% Unsuccessful Completion, 16.6% Successful Completion, 5.6% Completed - Training Related Employment

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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	71
EXPERIENTIAL LEARNING	**CERTIFICATIONS EARNED**
37	195

TOTAL EMPLOYED TO DATE

46

PARTICIPANT COUNTY BREAKDOWN	
Columbia	4
Dixie	13
Gilchrist	4
Lafayette	4
Levy	36
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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CITRUS | LEVY | MARION

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

18

TOTAL YOUTH SERVED

263

OBTAINED HS DIPLOMA

140

CREDENTIALS EARNED

1,267

ENTERED EMPLOYMENT/EDU

170

- **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

Jonathan R. Received recognition award for his dedication and willingness to learn. On the construction site he is always front and center, eager to learn and take on new tasks. He picks up assignments quickly and often helps his peers by showing them how to complete tasks correctly, demonstrating leadership through his actions.

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.

CareerSource Citrus Levy Marion is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities. All voice telephone numbers listed above may be reached by persons using TTY/TDD equipment via the Florida Relay Service at 711. If you need accommodations, please call 1 800 434-5627, ext. 7878 or e-mail accommodations@careersourceclm.com. Please make request at least three business days in advance. CareerSource Florida Member.

Contract Performance
PY2025-2026

County Chamber/EDC	Q1 PY25-26			Q2 PY25-26			Q3 PY25-26			Q4 PY25-26			ANNUAL		
	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate
CITRUS (Citrus Chamber)	4	2	50.00%	4	2	50.00%	4	3	75.00%	4	3	75.00%	16	10	62.50%
MARION (CEP)	4	4	100.00%	4	4	100.00%	4	4	100.00%	4	4	100.00%	16	16	100.00%
Levy (BOCC)	4	4	100.00%	4	4	100.00%	4	4	100.00%	4	4	100.00%	16	16	100.00%

Quarterly Goals - Partner Chambers
Conduct 1 quarterly meeting with assigned CSCLM staff to discuss business needs/challenges - **All**
Condust joint business and retention visits - **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 workforce 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**

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			105		
Measureable Skills Gains	92%	89.80%	$1,864.99	92%	79.70%	$0.00	92%	82.10%	$0.00	92%			92%		
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%			79%		
Employment/Education Retention Rate 4thd Quarter After Exit	77%	64.40%	$0.00	77%	68.10%	$0.00	69%	68.00%	$0.00	69%			69%		
Credential Attainment Rate	87%	85.00%	$1,864.99	87%	77%	$0.00	87%	79%	$1,864.99	87%			87%		
Median Wages	$3,759	$5,077	$1,864.99	$3,384	$5,473	$1,864.99	$3,384	$5,077	$1,864.99	$3,384			$3,384		
Total			**$7,459.96**			**$3,729.98**			**$3,729.98**						