

**CareerSource Pinellas  
Workforce Solutions Committee Meeting**

Date: August 7, 2018 at 2:30pm.  
Location: 13805 58<sup>th</sup> Street N. Clearwater, FL, 33760

**Call to Order**

Chairman Michael Gliner called the meeting to order at 2:31pm. There was a quorum present with the following Workforce Solutions Committee members participating.

**Members in attendance**

Vivian Amadeo (phone), Jody Armstrong, James England, Andrea Falvey (for Mike Meidel), Michael Gliner, Andrea Henning, Mark Hunt, Michael Jalazo, Jason Krupp, Adrian LaTrace, Dr. William Law, Kay McKenzie, Dr. Rebecca Sarlo, Glenn Willocks.

**Members not in attendance**

Candida Duff, David Fries, Diane Hufford, Kim Marston, Michael Meidel, Chad Simpson, Zachary White,

**Staff Present**

Jennifer Brackney, Don Shepherd, April Torregiante, Luna Clarke and Joseph Calhoun.

**Guests**

Jack Geller – Board chairman

**Action Items**

**Item 1 – Approval of minutes**

The minutes of the May 16, 2018 Workforce Solutions Meeting were presented for approval.

Motion: Dr. William Law

Second: Kay McKenzie

*The minutes were approved as presented. The motion carried.*

**Other Administrative Matters**

None

**Information Items**

**1. 2017 – 2018 Workforce Solutions Strategic Plan: Goals Update (July 1, 2017-June 30, 2018)**

**Professional Talent of Tampa Bay:** networking group providing professional level job seekers the ability to connect and interact with their peers as well as a dedicated Business Services staff member

| <b>Activities</b> | <b>July 01, 2017 – June 30, 2018</b> |
|-------------------|--------------------------------------|
| No. of Placements | 383                                  |
| Ave. Wage         | \$27.63                              |

Employers may utilize the **OJT program** to effectively mitigate the upfront training costs associated with hiring new employees.

| <b>OJT</b>             | <b>July 01, 2017 – June 30, 2018</b> |
|------------------------|--------------------------------------|
| Total Funding          | \$458,427.81                         |
| # of Trainees          | 167                                  |
| # of Employers         | 57                                   |
| Avg. Wage at Placement | \$13.47                              |

**Paid Work Experience** (PWE) is a career preparation program intended to expose young workers to a business environment, with a focus on skill development in high demand occupations.

| <b>PWE</b>             | <b>July 01, 2017 – June 30, 2018</b> |
|------------------------|--------------------------------------|
| Total Funding          | \$146,654.47                         |
| # of Trainees          | 109                                  |
| # of Employers         | 32                                   |
| Avg. Wage at Placement | \$11.00                              |

The **EWT (Employed-Worker Training) program** is designed for businesses who seek to enhance the professional skills of existing employees.

| <b>EWT</b>  | <b>July 01, 2017 – June 30, 2018</b> |
|---|--------------------------------------|
| <i>Funding Allocated:</i>                           | \$250,000.00                         |
| <i>No. of applications received:</i>                | 29                                   |
| <i>No. of EWT awards:</i>                           | 20                                   |
| <i>No. of Trainees:</i>                             | 611                                  |
| <i>Amt. approved for funding (Actual expended):</i> | <b>\$216,845.97</b>                  |
| <i>Employer Contribution:</i>                       | \$2,794,701.92                       |

**IWT:** For-profit, small- to mid-sized businesses in Florida may be eligible for grant dollars to help pay for training existing employees.

| <b>Company</b>                          | <b>Amt. Requested</b> |
|---|-----------------------|
| JAFtech Manufacturing, Inc.             | \$14,493.00           |
| Electronic Precepts Florida             | \$28,615.00           |
| Mother Kombucha LLC                     | \$7,593.00            |
| 3T-Innovations, LLC                     | \$14,625.00           |
| A&K Electronics                         | \$4,125.00            |
| Quality Thin Films, Inc.                | \$5,625.00            |
| MSP – Industries                        | \$3,750.00            |
| Oakhurst Signs                          | \$7,875.00            |
| Dosatron International, Inc.            | \$29,340.00           |
| EMW Laser, Inc.                         | \$1,500.00            |
| SIO CNC Machining, Inc.                 | \$5,625.00            |
| Ayanna Plastics & Engineering, Inc.     | \$59,261.00           |
| Northeast Underwriters                  | \$15,000.00           |
| Tuthill Corporation – Plastics Division | \$4,250.00            |
| ITX Learning Partners, LLC              | \$29,198.00           |
| Comprehensive Supply Company            | \$3,500.00            |
| <b>Total:</b>                           | <b>\$234,375.00</b>   |

**QRT:** New businesses or those relocating to or expanding in Florida may be eligible for grant dollars to help pay for training new employees.

| <b>Company</b>     | <b>Amt. Requested</b> |
|--------------------|-----------------------|
| Power Design, Inc. | \$507,150.00          |
| <b>Total:</b>      | <b>\$507,150.00</b>   |

**TampaBayIntern.com** provides an exclusive and unique opportunity for employers to connect with current students and recent graduates seeking employment opportunities.

| <b>Date Period</b>      | <b>No. of Employers</b> | <b>No. of Internships</b> | <b>No. of Interns Registered</b> | <b>No. of Placements</b> |
|-------------------------|-------------------------|---------------------------|----------------------------------|--------------------------|
| 07/01/2017 – 06/30/2018 | 91                      | 152                       | 532                              | 92                       |

**Website Traffic:**

| <b>Timeframe</b>        | <b># of People Visited Site</b> | <b># of Visits</b> | <b>Page views</b> | <b>Returning Visitors</b> | <b>New Visitors</b> |
|-------------------------|---------------------------------|--------------------|-------------------|---------------------------|---------------------|
| 07/01/2017 – 06/30/2018 | 97,717                          | 165,601            | 692,835           | 21.7%                     | 72.3%               |

**Social Media Traffic:**

| <b>Timeframe</b>        | <b># of New Twitter Followers</b> | <b># of New Facebook Fans</b> | <b># of New LinkedIn Followers</b> | <b># of Engagements</b> | <b># of Impressions</b> |
|-------------------------|-----------------------------------|-------------------------------|------------------------------------|-------------------------|-------------------------|
| 07/01/2017 – 06/30/2018 | 93                                | 338                           | 206                                | 6,177                   | 2,200,000               |

**Discussion:** Varied conversation among committee members surrounding the need for a stronger marketing plan in order to better brand the organization, and to market the several services available to job-seekers and employers. Recommendation by members to target the different age groups, especially the younger age range (18-24) and offer a variety of pathways for job-seekers to successfully complete training that yields to employment. For example, a student who wants to pursue a nursing career has more options than just going to a 4-year university. There are several avenues available to acquire the training and skills required, to achieve this same goal. With unemployment levels at less than 4% in the county, it is important to strategically market our services to the community, in order to attract participants.

The chair of the committee requests that a meeting be held on September 11, 2018. The meeting will be a collaborative session, during which members will have a chance to address opportunities to improve, present ideas for improvement and establish goals to meet for the new program year 18-19.

**Job Fairs:** Supporting our employers and community partners by way of job fair, has provided successful opportunities to connect both job seekers and employers directly.

| <u>Date</u> | <u>Type</u>                 | <u>No. of Employers</u> | <u>No. of Job Seekers</u> |
|-------------|-----------------------------|-------------------------|---------------------------|
| 10/11/2017  | TBI Event                   | 32                      | 237                       |
| 11/08/2017  | CSPIN General/Veteran Event | 31                      | 432                       |
| 02/22/2018  | TBI Event                   | 37                      | 117                       |
| 03/21/2018  | CSPIN/CSTB Dual Mixer       | 12                      | 122                       |
| 06/14/2018  | Construction Job Fair       | 23                      | 112                       |

**Objective 3: Encourage participation with partners within the community.**

*Request for Bids from local Chambers and Associations was posted and is currently open.*

CareerSource Pinellas (CSPIN), the local workforce board for Pinellas County is seeking **Partnership Agreements** with local Chambers and business associations for the period August 2018 thru July 2019. RFB will be posted thru September 1, 2018.

Instructions are posted online at: <http://careersourcepinellas.com/pages/rfps>

**2. Training Vendors Outcome Report (PY 2017-2018: Thru June 30, 2018)**

- The total # of all WIOA customers who exited training: 186
- The total # of all WIOA customers that exited training after completing training: 166
- The total # of all WIOA customers that exited training who had a job at the point of training completion: 119
- The total # of all WIOA customers that obtained a job after they exited training, whether they completed training or not: 132
- The total # of all WIOA customers that exited training and obtained a job that was directly related to their training: 75
- Training completion rate: 89%
- Job placement rate: 71%
- Training related job placement rate: 40%
- Average wage at job placement: \$21.81
- PY 16-17 Completion Rate: 90%
- PY 16-17 Placement Rate: 82%

**3. Local Targeted Occupations List**

The Department of Economic Opportunity's (DEO) Bureau of Labor Market Statistics (LMS) published the 2018-2019 Statewide Demand Occupational Lists on the Department's website. The Statewide Demand Occupations list identifies the labor market needs of Florida's business community and encourages job training based on those needs, with emphasis on jobs that are both in high demand and high skill/high wage, and is used as a baseline for establishing the local Targeted Occupations List (TOL). The Local Workforce Development Boards (LWDBs) develop and use their TOLs to identify occupations for which eligible adults and dislocated workers may receive training assistance under the Workforce Innovation and Opportunity Act (WIOA).

**The following documents were included:**

- (Board Request) The PY2017-2018 TOL list containing highlights of the occupations that were modified for the new PY 2018-2019 list.
  - Yellow means removed from PY2018-2019
  - Green means removals that were added back to the PY2018-2019 from last board action.
- The approved PY2018-2019 TOL list

**Discussion:** As the Targeted Occupational List is able to be regionally updated throughout the year, committee members were tasked by chair to review the list in its entirety and suggest edits at the next meeting in September. The committee will discuss which occupations ought to be added or removed from the list.

#### **4. Help Wanted Online Summary**

In June 2018, the top three online advertised occupations were:

- o Registered Nurses: 783
- o Customer Service Representatives: 367
- o Software Developers, Applications: 344

#### **Reports- Industry Insights**

Committee members gave an update on current events happening in their respective industries, such as: education, healthcare, economic development and business.

#### **Public Comments**

None

#### **Committee Members Comments**

- Members recommended trying a “concierge service” with the employers served by CSPIN, whereby staff presents a list of individuals who are close to completing training in a particular area. Those individuals can then have a chance to interview with employers at the next job fair events, and be considered for opened positions.

-The need to better market the organization was reiterated, as a way to reinforce the many services we provide: such as skills-training, career assistance, youth services, etc.

-CSPIN held a workforce summit in the fall of 2017, during which leaders of various companies gathered to share their respective industry and market needs. With the help of the SPC Workforce Institute, this information was gathered and will be shared with this committee before the next meeting, to help address some of the sectors needs and the solutions proposed.

#### **Adjournment**

The meeting was adjourned at approximately 3:41pm.