



## WORKFORCE DEVELOPMENT BOARD

Supporting the Development and Retention of a World Class Workforce

Jeffrey S. Swartz, Executive Director

Carl A. Donato Jr., Chair

### Business Service Outreach Team Meeting Minutes Thursday, February 20, 2025 via Zoom

#### ATTENDANCE

	Organization	Trustee Member	16-Jan-25	20-Feb-25
<b>Thompson Ryan</b>	<b>Mid Penn Bank, BSOT Chair</b>	X	X	
Adams, Darrel	Camden County 55+ Program			
Askie-Rosario, Andrea	CC Commission of the Blind			
Baer, Jessica	NJ DOL			X
Bass, Henry	NJ DOL			
Burden, Lawrence	Hopeworks			
Campbell, Gabriella	NJ DOL		X	X
Cirii, Frank	CCOSCC	X	X	X
Davis, Gerald	CCOSCC			
Davis, Taylor	KIPP New Jersey			
DeFulvio, Michelle	Camden County College			
Deitz, Jeff	DVRS			X
Farrar, Gary	Transportation			
Field, Nicole	NJDOL			
Forman, Lois	Jewish Family & Children's Service			
Fugee, Antoinette	Cooper		X	X
Gaskins, Melanie	Camden County College			
Kaur, Nimit	Camden County Health and Human Services			
Laguna, Connie	Truist Bank			
Langhorne, Risce	Hopeworks			
Lakshminarayan, Pavithra	NJ Dept. of Labor & Workforce Dev.			
Law, Quinton	Camden Community Partnership			
Legge, Patty	Volunteer Up			
Leonetti, Mike	CCOSCC			
Lex, Jim	Camden County Improvement Authority			
Lord, Lisa	CCTS		X	X
McCormick, Carol	Camden County College			
Moen, Bill	Camden County College		X	X
Page-Soncrant, Jeanne	NJ DOL, Business Rep.		X	X
Perez, Irene	DVRS		X	
Quinones, Cris	WAWA			
Randall, Angela	Community Planning & Advocacy Council (CPAC)			
Regensburger, Robert	Lockheed Martin	X	X	X
Richardson, Ryan	NJDOL			
Robinson, Terrenny	Net America			
Scott, Karen (for Angela Randall)	Community Planning & Advocacy Council (CPAC)			
Serrano, Angel	Hopeworks			
Shafer, Derena	Camden County College			X
Sinclair, Nidia	Camden County One-Stop			
Spector, David	NJDOL			
Urkowitz, Ronda	Cross County Connection TMA			
Walton, Ruth				
Taylor, Kormasa				
Weil, Robert	Conner, Strong, and Buckelew	X		X
Yares, Yoni				
Michelle Rohan	WDB			X
Swartz, Jeffrey S.	WDB		X	X
Vaughn, Debra	WDB		X	X





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### **Welcome and Approval of Minutes**

Jeffrey Swartz, Executive Director of the WDB, opened the meeting at 2:02 PM. Jeffrey asked for a motion to approve the minutes for the January 16, 2025, meeting. Motion was made by Antoinette Fugee and seconded by Frank Cirii. With majority vote to the affirmative, the motion carried, and the minutes were approved.

### **Next steps**

Jeanne Page-Soncrant to conduct virtual recruitment for Cooper featuring customer services representative positions on Wednesday.

Lisa Lord to distribute flyers for the job fairs on May 7th and 9th, and the CTE teacher event on February 25th.

Jeff Dietz and Irene Perez to plan a targeted job fair at the Clementon fire department, considering local employers and unions.

### **Nonprofit Association Updates and Upcoming Events**

Jeffrey provided updates on various regional activities. He mentioned a Zoom Webinar presentation for the Nonprofit Association in New Jersey, an upcoming event at the Clementon Library on March 1st. He also highlighted the Quarterly Board Meeting on March 19<sup>th</sup> via Zoom, featuring a presentation by the Walter Rand transportation Center, and the Hope Works Summit on March 21st. Jeffrey also mentioned their participation in 17 high school career fairs in the next month and a half, promoting their Summer Youth Work Experience Program and services. He encouraged partners to share their materials for distribution at their table.

### **Virtual Recruitment and Business Updates**

Jeanne discussed the upcoming virtual recruitment for Cooper next week, which will feature customer service positions. She mentioned that around six hundred people had signed up but expected a smaller turnout. Jeanne also shared her recent conversations with small businesses, including a barbershop and a plumbing company, and her collaboration with Gabriella Campbell on job training contracts. Additionally, she mentioned her participation in the SHRM Annual Conference, where she will present alongside with Meghan Lynn of the Arc of Camden County on May 1, 2025.

### **Team Updates and Grant Challenges**

Gabriela shared updates about a New Jersey bill contract and potential opportunities for students coming out of training. She also thanked the team. Jeffrey then handed over the floor to Derena Shafer, who expressed concerns about navigating changes in federal grant funding, particularly in relation to Pell grants, specifically with the Perkins grant. Antoinette Fugee reported on their work with youth programs and partnerships with Camden County Technical School and Camden County College, including a pilot program for Cooper team members.

### **Upcoming Events and Promotion Plans**

Lisa Lord announced two upcoming events: a job fair on May 7th and 9th, and a session on "How to Become a CTE Teacher" on February 25th. She mentioned that the flyers for these events would be circulated soon. Jeffrey agreed to promote these events on their websites.





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Frank expressed gratitude for Jeffrey's promotion of the Incumbent Worker Training Program at the Nonprofit Summit- Employer Issues Webinar, which was well-received.

### **Improving Client Access and Hiring**

Frank discussed a meeting with Cathedral Kitchen, focusing on improving client access to county programs and exploring opportunities for the kitchen's catering services. He also mentioned the need for Incumbent Worker Training partners and upcoming job fairs. Bob Regensburger shared that Lockheed Martin had won work in New Jersey, particularly for the US Navy and the Missile Defense Agency. He also mentioned the availability of open positions in New Jersey, particularly in Camden and Moorestown. Bob Weil from Connor Strong announced that they are hiring and expanding, with plans to open an office in Wayne, PA.

### **College Updates**

Bill Moen updated the team about the college's efforts in rolling out E-Sports Programming and the potential for connections with the motion picture industry. He also announced Carol McCormick's retirement at the end of March and the need to find her replacement.

### **Promoting Incumbent Workers and Services**

In the meeting, Jessika Baer discussed the importance of promoting Incumbent Workers Training Programs and the potential for entry-level workers to be eligible for OJT. She also suggested connecting individuals with low reading scores to DVRS for potential learning disabilities. Jeffrey expressed his amazement at the number of employers unaware of the services provided and emphasized the importance of these events in spreading the word. Jeff Dietz mentioned the progress of Project Search and the need for more clients. The team also discussed the upcoming Business Services committee meeting and the Quarterly meeting on the 19th.

### **Adjournment**

Jeffrey asked for a motion to adjourn. Motion was made by Bob Weil and seconded by Frank Cirii. By majority vote to the affirmative, the motion carried, and the meeting adjourned at 2:33 PM.

Respectfully submitted by: Michelle Rohan, Committee Coordinator