

Joint Burlington County Workforce Development Board and EAP Meeting Minutes

Location: Rowan College at Burlington County

Votta Hall, Room 248

900 College Circle

Mount Laurel, NJ 08054

Meeting Date: Tuesday, June 12, 2018

Scheduled Time: 8:00-9:30 am

Attendees:

Anna Payanzo Cotton – RCBC

Kelly West – Workforce Development Board

Tony Mahon – AJM Insurance

Jeff Keller – Federal Bureau of Prisons

John Miller – RCBC

Shirla Simpson – Director, Human Services

Tom Howell – Taylor, Wiseman & Taylor

Jesus Arestirado, American Job Center

Stacey Smith – DVRS

Wayne Hileman, Burlington Automotive Group

Leah Arter – RCBC

Randy Hamilton – Smith & Solomon

Curtis Myers – Aspire Youth

June Sernak - RCBC

Felice Tietz – RCBC

Craig Jez, Department of Labor

Dr. Christopher Nagy, BCIT

Donna Vandergrift – RCBC

Lesley Jack - DVRS

Zahirah Sabir – RCBC

- **Call to Order – Tony Mahon**

Tony Mahon called the Workforce Development Board Meeting to order at 8:06 am and thanked the attendees for coming.

- **Introductions**

All in attendance made introductions.

- **Reading of the Sunshine Law – Stephanie Rudd**

- **Business and Industry Leaders Updates**

Auto Industry

Wayne Hileman said that automobile sales, both new and used, are booming with 65-70% of business in leasing. He discussed the challenge of hiring automobile sales personnel and technicians. Wayne stated it is especially difficult to attract millennials and suggested online marketing as a possible way to promote these positions. Automobile dealerships across the country are facing similar challenges. Wayne suggested dealerships offer a beginner technician position to less experienced individuals. This position would be

responsible for tires, brakes, etc. Once the individual has mastered these skills, they then have the opportunity to move up to a higher service level. A community college would be a great place to put in a facility to train people for service technician positions.

Insurance

Tony Mahon discussed the need for new sales people in the insurance industry as this industry is growing by leaps and bounds. There is a need for insurance sales courses. Temple University does have a Risk Management course, but it is a “book” education. AIG has their own sales training.

Engineering

Tom Howell stated that engineers are in high demand. Taylor, Wiseman & Taylor have hired four new individuals since January 2018. Rowan University is going to develop a Land Surveying degree program. In New Jersey, an individual must a four-year degree to become a land surveyor. Tom congratulated the WDI on their efforts to decrease unemployment in New Jersey, which is now at 3.5%.

- **Department of Labor**

Craig Jez discussed the difficulty in finding people to fill manual labor positions; i.e. plumber, carpenter, auto mechanic, metal fabrication, etc. He said the RCBC training offers an incentive for some of those positions. Salary is also an issue. Many entry-level positions start at \$10.00/hour, but people do not want this. They are looking for \$12.00 and up. Craig stated that retention is also an issue. Many companies do not have a retention plan; they just want the jobs filled now.

- **American Job Center**

Jesus Arestirado, the AJC Operator, has been tracking workshops and orientations. There have been over 60 customers per week visiting the Job Center. The purpose for their visits range from using the OnRamp system to upload their resume and view job opportunities to coming in for appointments with an Employment Counselor.

- **Aspire Youth**

Curtis Myers discussed the high turnover of out-of-school youth in the program due to life issues and challenges. Curtis and his staff are trying to get the youth on a career path. There are many underemployed youth in debt due to college loans. Curtis recommended training to obtain a livable wage and career employment without going into debt.

- **Lifelong Learning**

June Sernak stated June 7, 2018 was the Adult Basic Education graduation. There were 100 graduates ranging in age from 16 to 60. June discussed the issue of Baby Boomers retiring, and no one being around to pass along the knowledge to the new younger workforce.

- **WDI Updates**

Anna complimented Dean Vandergrift on her development of the new Classroom-to-Career certificate programs. These programs are “free standing” and do not require a degree.

Tony discussed the benefit of internships. Many individuals would be unemployed if not for internships. He also suggested companies begin to pay for interns. Donna mentioned that most students enter internships in their Junior or Senior year of college. However, it is harder for community college students to intern because they are often transferring to other colleges during their Junior or Senior year.

- **WDI Reorganization**

Anna presented a PowerPoint on the reorganization of the WDI. She discussed reportable metrics; i.e. total companies served = 369. In the American Job Center, 636 customers were placed in jobs, 122 individuals in training found jobs, for a total of 758 customers becoming gainfully employed. Anna is looking forward to everyone’s input on other numbers we should track.

Anna stated RCBC has been named the fiscal agent of the WIOA grant as of July 2018. Dr. Nagy congratulated Anna, Leah and the entire team on the progress made thus far. Anna thanked Dr. Nagy on BCIT’s part in this growth.

- **Talent Development Center**

Leah Arter gave an update on the TDC. She stated that there have been additional credentials added to the TLD program. There will be an online instructor led class. Dean Vandergrift and Distance Learning collaborated to create this new program.

Leah discussed Basic Skills Participant Pathways through America Works and Learning Link for basic skills assistance.

There will be Career Pathway Breakout Sessions on July 31st from 8:00am-2:30pm. Individuals may register for up to three sessions. Employment staff will be present to

advise customers regarding eligibility. Leah added this is a good way to bring the WDB, TDC and AJC all together.

- Kelly West discussed flyers that were handed out to attendees.
- Zahirah Sabir handed out a draft form of the WDI newsletter.
- **Discussion**
 - A suggestion by member Wayne Hileman was to expand Career Pathways offerings to include repair maintenance for automotive. He mentioned a partnership with NJCAR.
 - Dr. Nagy suggested that we partner with Chamber of Commerce for internship opportunities.
 - Dr. Nagy also about generations at work.
- **Adjournment**

Anna Payanzo-Cotton adjourned the meeting at 9:25am.