

MEETING MINUTES
LAKE COUNTY WORKFORCE DEVELOPMENT BOARD
November 7, 2019 @ 11:30 AM
Lake County Department of Job & Family Services
177 Main Street, Painesville, Ohio - 44077

Board Roll Call

Eric Wachob	William Moore (P)	Eric Barbe
Matt Battiatto	Carolyn O'Connor	Dan Musacchio (P)
Sam Delzoppo	Carrie Dotson	Robert J Dawson
Gretchen Skok DiSanto	Hugh Scott Seaholm (P)	Todd Alishusky
Mike Matoney (P)	Marty Gareau	Allen Weaver
Terry Lazar	Brian Bontempo	

Others in Attendance:

Dannielle Lanning, Beacon Health/Crossroads	Leslie Ryan, LCDJFS
Mindy Hughes, Lake County Youth Committee	Bob Dawson, LCWDB
Michelle Rodewald, Auburn Career Center	Matt Myers, ODJFS
Juliana Petti, Ex. Director, AWT	Corey Vojack, ULA
Joel DiMare, Director, Lake County Administrative Services	
David Radachy, Director, Lake County Planning & Community Development	

Call to Order:

President Sam Delzoppo called the meeting to order at 11:52 AM following a box lunch.

Approval of Minutes:

Eric Barbe moved for the approval of the minutes from the meeting of June 12, 2019. Todd Alishusky seconded the motion; all were in favor; motion carried.

Introductions and Announcements:

Bob Dawson introduced Dannielle Lanning subbing for Mike Matoney, Joel DiMare, from Lake County Administrative Services; Mindy Hughes from the Lake County Youth Committee; Dave Radachy, Director for the Lake County Planning & Community Development Commission, Corey Vojack from the United Labor Agency, Matt Myers from ODJFS and Juliana Petti from AWT. Dave Radachy spoke on the Complete Count initiative related to the 2020 Census and announced two upcoming meetings.

Spotlight Presentation:

Leslie Ryan introduced Michelle Rodewald, Director of Adult Workforce Education and Business Partnerships for the Auburn Career Center who provided the meeting's Spotlight Presentation. Michelle combined a PowerPoint with the school's website to provide an informative presentation on Auburn Career Center with a focus on Adult Education and training for the manufacturing industry. Everyone came away with a solid understanding of how Auburn's Adult Program operates and considerable information about their manufacturing programs.

Executive Director's Report

Bob Dawson began his presentation by recognizing WDB member Dan Deitrick who recently passed on August 25th. Dan was a board member since the beginning of WIA in 2000. He previously served 2 years as Vice-Chair and 2 years as Chairman. Dan was a colorful guy when it came to talking politics and he will be missed.

Bob reviewed his meeting handouts which included several performance documents. Bob explained the PY 18 Final Common Measures Performance Report. Lake County is exceeding our local standards and the overall statewide performance. Bob explained that for the first time under WIOA, the next step is for the state to apply a new Statistical Adjustment Model to the actual results to determine the "official" year-end performance. This information is expected to be published in early January 2020. Included in the handouts were graphics supplied by ODJFS comparing all 20 workforce areas by individual standards. As has been the case for 15 years, Area #5 stands out as a performance leader statewide.

Bob spoke to the Final PY 18 Return on Investment Analysis showing 129 exits with an average wage at placement of \$19.64 per hour and a Taxpayer Payback of 8.9 months which is tracking well ahead of the goal of 12 months or less. Bob also reviewed the final PY 18 One-Stop Balanced Scorecard. The only target that was not attained was the goal of writing 35 ITAs including 10 in training for the manufacturing industry. Bob stated that we will be addressing what we are doing to correct this in our Planning and Programs report and our Marketing report.

Bob introduced and explained the Opioid #3 grant we are part of and reviewed the key points of our local policy which was in the meeting handouts. He explained the planning process, funding, grant timing, participant eligibility and program services. The services we have chosen to provide are training and Disaster Relief Employment along with expanded individualized supportive services. The board was very interested in the grant.

Bob provided a list of Important Workforce Dates for the first half of 2020. Bob explained that 2020 will be a procurement year for CCMEP and the One-Stop staffing contract and all of the planned milestone dates were provided. Full WDB meetings are scheduled for April 16th and June 11th.

Bob provided and reviewed the PY 19 1st quarter WIOA ROI. A total of 35 registered clients were exited during the first quarter which is our highest number ever for the 1st quarter. The average wage-at-placement was \$21.68 with a payback of only 7.1 months.

One-Stop Committee:

Carrie Dotson reported that the One-Stop Committee met just last week. Carrie reviewed the new PY 19 Balanced Scorecard which was in the handout package. Several of the targets were increased for this year including expanding outreach targets to employers, increasing our outreach center efforts to engage and re-engage job seekers, increasing our placement efforts, expanding customer service through workshops and one-on-one sessions and an increased emphasis to promote training for in-demand careers including manufacturing. We removed the goal regarding the financial return on investment (in lieu of using the Taxpayer ROI formula) and added a goal regarding implementation of the new Opioid #3 Grant.

Carrie announced that eight one-stop staff obtained White Belt Certification in October through the Breakthrough Performance Group. This is a new training provider and offers Lean and Six Sigma Certifications. Matt Myers was recently hired by the Ohio Department of Job and Family Services as a Workforce Specialist. He was formerly an Employment Service Counselor

employed by Lake JFS, so he is very familiar with our services and processes. He has been working closely with our Business Team on several projects focused on employer services and outreach. Sarah Thompson, who is currently employed with Lake JFS will be replacing Matt later this month.

Planning and Programs Committee:

Eric Barbe stated that one of our primary missions is to provide training opportunities to job seekers that are unemployed or underemployed and that lack the skills needed to attain and then retain employment that makes them self-sufficient. We have scholarships available to pay 100% of tuition, fees, books and supportive services for training that leads to in-demand jobs. Targeted populations for these training funds are dislocated workers, low income adults and youths. High School dropouts, and young graduates that are unemployed or underemployed and are looking to start a career, are generally eligible for this funding. Eric directed the board to behind the Planning and Programs tab in the handouts where there was a summary of the Scholarship Program, a list of programs approved for funding, an eligibility narrative and a list of scholarships we have issued over the past 28 months.

This year, we have placed a specific emphasis on training opportunities leading to manufacturing careers in CNC Machining and Welding due to the large demand locally. The Marketing Committee will discuss recent efforts to promote these scholarships. The Income Eligibility for funding training under WIOA is defined as the “Local Self-Sufficiency Standard”. That number is set by this board and under the “current” chart the income limit is 150% of the Lower Living Standard. The “proposed” chart represents an income limit at 200% of the Lower Living Standard which is up for consideration here today. Bob Dawson explained that this standard was set at the beginning of WIA in 1999. The levels go up slightly each year based on the cost of living but no other changes have been made to the formula. In an attempt to write more scholarships, the staff is recommending that the board raise the Self-Sufficiency Standard to the 200% level. We did a 2-year lookback and our best estimates show that we would have written an additional 24 scholarships if the higher number had been in place. Most of the workforce areas around us have raised their eligibility standard to between 200% and 300%. We currently have sufficient funds to cover any anticipated spending increase in this area. The training programs have openings and the employers need the personnel.

Chairman Sam Delzoppo opened the floor to act on this request. **Robert Dawson (Middlefield Bank) made a motion to change the Area #5 Self-Sufficiency Standard from 150% of the Lower Living Standard to 200% of the Lower Living Standard effective November 7, 2019. Gretchen Skok DiSanto seconded the motion. All were in favor; Motion carried.**

Youth Committee:

Mindy Hughes gave the Youth Committee report. She reminded the board that effective July 1st we reduced the number of youth program providers from three to two, those being Catholic Charities and OhioGuidestone. Both have offices located in close proximity of the one-stop just on the other side of State Street. The transition from three providers to two, was planned well and went smoothly. Twelve youth were exited at the end of the first quarter and 8 were negative. The exited participants had been transfers from Goodwill Industries and they failed to show up to their new service provider, failed to sign a new Individual Opportunity Plan, blocked case managers’ numbers, would not respond to email in general, refusing to continue in the program. The negative exits should have been recommended to us at an earlier time by the previous provider.

Catholic Charities currently has 48 active participants and OhioGuidestone has 47. There are 73

TANF funded participants, 22 WIOA funded and 10 are co-funded. Each provider has 60 slots available. Mindy advised the board that we recently received our annual (unadjusted) performance report for our youth programs and we did extremely well against our local standards and against statewide results. We co-enrolled at a 31.9% percentage rate compared to the statewide average of only 20.1%. Co-enrolling has been a high priority with Ohio's Office of Workforce Development.

Mindy announced that the next Youth Committee meeting will be February 11, 2020 at 2:00 PM which will begin the procurement process to select case management providers for the program year beginning July 1, 2020.

Marketing:

Gretchen Skok DiSanto announced to the board that October was Manufacturing Month in Ohio and we promoted this by conducting interviews with some of our local employers, including Component Repair Technologies. These videos and the flyer were posted on our Facebook and Instagram pages. We are hosting a Fall Manufacturing Job Fair this month and will have 21 employers and three training providers in attendance. It will be held at the Mentor Civic Center from 10 AM - 1 PM on November 13th.

We continue to focus efforts on promoting training opportunities in the area of manufacturing. Our efforts include running new job ads at both Mentor Atlas Cinemas which started 11/1/19. These replace our general ads that had targeted job seekers. We are also running new radio commercials specific to training, including manufacturing on Mix 97.1. Eighty (80) commercials run each month, plus two (2) additional commercials during each OSU and Cavs games that run on 99.9 WZOO. OMJ staff attended Lakeland and Auburn fall open houses specific to manufacturing to discuss available funding. In addition, OMJ staff met with all training providers in the last six weeks including Lakeland, Auburn and Lake Erie College to review the referral process along with available funding.

We are rolling out a few events during November which is Hire-a-Veteran month.

Executive Session:

Chairman Delzoppo asked for a motion to go into Executive Session for the purpose of Personnel Matters. Gretchen Skok DiSanto moved and Eric Barbe seconded the motion. All were in favor; motion carried. The board went into Executive Session at 1:03 PM. All voting members were asked to stay plus Leslie Ryan. All non-voting members left the meeting.

Chairman Delzoppo brought the board out of Executive Session at 1:18 PM.

Todd Alishusky made a motion to retain the services of Robert Dawson effective May 1, 2020 as Executive Director of the Lake County Workforce Development Board under contract through MDESG Professional Services, LLC for a one-year period from May 1, 2020 through April 30, 2021. Fee for Services to be \$5,000.00 per month plus \$250.00 per month for mileage and incidentals. The contract will automatically renew for a period of one year unless the contractor is notified otherwise and either party may terminate the contract upon sixty (60) days written notice. Eric Barbe seconded the motion. All were in favor; motion carried. There were no abstentions

Adjournment:

There being no further business, the meeting was adjourned by call of the Chair at 1:24 PM.