



Pasco-Hernando Workforce Board, Inc.

January 6, 2011
3185 Premier Drive
Brooksville, FL 34604
2.00 p.m.

Agenda Business Competitiveness Committee Meeting

Welcome and Call to OrderMichael McHugh, Chairperson

Business Meeting

Action Items

Approval of Minutes: Michael McHugh

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Recommendation for EWT Training RFPPage 2-1

Discussion Items

Business Competitiveness Goals – UpdatePage 3-1

Region 16 Employment and Workforce Overview Report.....Page 4-1

Examples of online report version

Use of Legislative Agenda for better, more accurate reporting of Labor Market data

Public Comments

Adjournment

**Next Committee Meeting: March 3, 2011, 2.00 p.m.
3185 Premier Drive, Brooksville, FL 34604**



Pasco-Hernando Workforce Board, Inc.
Business Competitiveness Committee Minutes
November 4, 2010

Members present: Michael McHugh, Chair, Bill Woodard, Bill Gerhards

Members Teleconference: John Hagen

Members Absent: Rob Aguis, Dr. Kathy Johnson, Steve Sacone, and Thomas Barb

Staff and Guests: Jerome Salatino, Brenda Gause, and Kenneth W. Russ

Meeting was called to order by Michael McHugh, Chair, at 2:05 PM

Business Meeting

Action/Discussions Items

Approval of minutes from August 5, 2010: Michael McHugh
Motion was made to approve the minutes by Bill Gerhard and seconded by Bill Woodard.
Motion was approved unanimously.

On-the-Job Training Policy: Jerome Salatino

Jerome Salatino presented the action item for the On-the-Job Training (OJT) policy. He explained that through our Business Services team, we have learned that businesses would be interested in OJT and the resources available, but the positions they have to fill are in the pay range of minimum wage to \$10 per hour. Therefore, these positions would not fit the current criteria.

OJT is a benefit to employers and employees, and removing the \$10 per hour wage requirement would make this more useful to employers.

Approval is requested to prioritize funding On-the-Job Training contracts at a higher unsubsidized wage.

Motion was made to approve the change in the On-the-Job Training policy as recommended by staff to prioritize funding OJT contracts at a higher, unsubsidized wage Thomas Barb and seconded by William Gerhards, Jr. Motion was approved unanimously.

Region 16 Employment and Workforce Overview Report: Jerome Salatino

The Workforce Overview Report, referred to as the Dashboard Report, is quite comprehensive and provides useful data to people in many segments of industry. Currently the data is compiled and distributed monthly. However there is data contained in the report that is updated more frequently and the changes in trends would be beneficial if seen in a more timely

way. Further, providing this data establishes the Pasco Hernando Workforce Board as a leading provider of this data.

Discussion among the group revolved around determining exactly which data sets currently included in the report were to be kept, which, if any, were to be eliminated, as well as what other information should be added. Additionally, the group discussed how best to disseminate the data. Posting the data on our website, then sending an email alert to those currently on our mailing list was suggested. Another idea was to direct traffic to our website, ask interested visitors to complete a registration form and on that form, elect which reports and what data they wish to be updated on. Specific emails would then be sent alerting the subscriber to the relevant data.

It was agreed that additional thought would be given to this project and this would be a topic of discussion at the next meeting.

Business Competitiveness Committee Goals

Jerome Salatino presented an update to the Business Competitiveness Committee Goals.

Goal I: Increase the number of degreed, certified, and credentialed individuals in the region ***Individual Training Accounts***

Increase by 5% from last year to 180 for program year 2010-2011. Currently there are 403 participants enrolled, and 19 completers since July. With a large pool of enrolled participants, the probability of meeting the goal is quite good.

Employed Worker Training

Increase the number of employed workers trained by 5% from last year to 800 for program year 2010-2011. Of the 1,048 participants there are no recorded completers yet. Although some classes have finished there is no update yet to the number of completers. Typically, more than 90% of the participants complete the training and are able to remain in their job, and are likely promoted and/or receive pay increases.

Goal II: Increase availability of funding ***Obtain new grant funding of \$500,000***

To date \$375,000 was received in the NEG grant. The influx of grant applications will increase after beginning of year so the opportunity to obtain new grant funding and reach this goal is very good.

Generate a minimum of \$15,000 through sponsorships and revenue

No money has originated toward this effort.

Goal III: Customer Satisfaction

Exceed the state average Job Seeker Customer Satisfaction Rating by June 30, 2011
Exceed the state average Customer Satisfaction Rating for those entering training by June 30, 2011

Business Competitiveness Committee minutes
November 4, 2010

Exceed the American Customer Service Index (ACSI) Customer Satisfaction rating by employers by June 30, 2011

No update from the state was available, however, in-house surveys and surveys through the Chambers and Economic Development are being conducted quarterly. Data from those sources should be available soon.

Public Comments

Next Meeting: January 6, 2011, 2:00 PM
3185 Premier Drive, Brooksville, FL 34604

Adjournment: Meeting adjourned at 2:49 PM.

ACTION ITEM

Recommendation for EWT Training RFP (*Industry Specific Training*)

BACKGROUND

The Pasco Hernando Workforce Board posted the July 1, 2010 EWT RFP in the amount of \$700,000 to assist employers in the Pasco and Hernando Region to train employed workers. A total of amount of \$660,000 is currently contracted to employers in the Region. Employers who have received EWT funds are being contacted to determine if they will use the initial EWT award amount. Any unused award would be de-obligated and re-posted in the proposed January 2011 EWT RFP. The January RFP amount is \$80,000 (estimate). It is the recommendation of Board Staff that we post the new January 2011 RFP to assist employers with Industry Specific Training. The Industry Specific Training would upgrade the hard skills of the employed workers in Pasco and Hernando counties. Each industry has unique characteristics and training needs. Industry Specific Training would assist Region 16 Employers with incorporating those unique training requirements for their industries for a better return on their training investment (ROI). For example, training funded under the January 2011 EWT RFP would be limited to industry and occupation specific skills, such as training on new equipment, equipment upgrades, new software, or industry certifications. Training focused on soft skills such as customer service, phone etiquette, conflict resolution, general safety procedures, first-aid, etc., will not be considered for funding under this RFP.

JUSTIFICATION/REASON

Board Staff is recommending posting a January 2011 EWT RFP to use the remaining and de-obligated funds from July 1, 2010 EWT RFP. Board Staff is seeking approval of the EWT RFP to be posted January 14, 2011.

Training cost for the entire fiscal year:	\$700,000
Training amount used:	\$660,000
Training amount not used by employers:	\$40,000 to \$50,000 (estimate)
EWT RFP post date:	January 14, 2011
EWT Training completion date:	May 30, 2011

RECOMMENDATION

Staff recommends approval of the January 2011 EWT RFP for Industry Specific Training.

2010 - 2011 EWT Contracts

Company and Industry	EWT Award	EWT Award Amount Paid	EWT Award Balance	\$ Employer Match	Workers Trained	County	Proposal Rating Points
Manufacturing							
*ALUMI-GUARD	\$17,000.00	\$0.00	\$17,000.00	\$26,200.00	17	Hernando	80
*COASTAL CAISSON	\$48,305.00	\$45,485.00	\$2,820.00	\$58,190.00	55	Pasco	75
*SPARTON ELECTRONICS	\$48,575.00	\$0.00	\$48,575.00	\$59,508.00	57	Hernando	75
*KINEMATICS & CONTROLS CORPORATION	\$9,616.25	\$6,820.25	\$2,796.25	\$16,438.75	9	Hernando	80
*MANZI METALS	\$16,885.00	\$0.00	\$16,885.00	\$18,784.00	10	Hernando	75
*DYNAMIC PHARMACEUTICALS, INC.	\$41,085.00	\$41,085.00	\$0.00	\$49,015.00	45	Hernando	75
*PALL AEROPOWER CORPORATION	\$50,000.00	\$0.00	\$50,000.00	\$131,928.00	128	Pasco	90
*MICRON PHARMAWORKS	\$4,812.00	\$4,812.00	\$0.00	\$14,012.00	4	Pasco	80
*CHASCO MACHINE & MANUFACTURING	\$2,500.00	\$0.00	\$2,500.00	\$4,497.20	2	Hernando	75
*VLOC	\$25,000.00	\$0.00	\$25,000.00	\$13,548.00	64	Pasco	90
TOTAL	\$263,778.25	\$98,202.25	\$165,576.25	\$392,120.95	391		
Healthcare & Social Assistance							
*A NEW GENERATION	\$1,375.00	\$909.34	\$456.66	\$1,578.44	2	Hernando	75
*REGIONAL MEDICAL CENTERBAYONET POINT	\$48,784.32	\$1,080.00	\$47,704.32	\$251,754.32	136	Pasco	90
WORLDWIDE AIRCRAFT SERVICES, INC, D/B/A JET ICU	\$35,000.00	\$10,358.32	\$24,641.68	\$91,800.00	14	Hernando	70
*UCH LONG TERM ACUTE CARE HOSPITAL	\$43,628.00	\$22,700.00	\$20,928.00	\$51,248.00	44	Pasco	75
*Lighthouse for the Visually Impaired and Blind Inc	\$2,400.00	\$1,400.00	\$1,000.00	\$4,947.00	13	Pasco	85
*PREMIER COMMUNITY HEALTHCARE GROUP, INC	\$40,000.00	\$0.00	\$40,000.00	\$72,371.50	60	Pasco	90
TOTAL	\$171,187.32	\$36,447.66	\$134,730.66	\$473,699.26	269		
Education							
*THE ARC NATURE COAST, INC	\$3,775.00	\$0.00	\$3,775.00	\$6,320.00	42	Hernando	85
*ACADEMY AT THE LAKES	\$46,300.00	\$0.00	\$46,300.00	\$52,310.00	48	Pasco	75
TOTAL	\$50,075.00	\$0.00	\$50,075.00	\$58,630.00	90		

2010 - 2011 EWT Contracts

Company and Industry	EWT Award	EWT Award Paid	EWT Award Balance	\$ Employer Match	Workers Trained	County	Proposal Rating Points
Retail							
*SWEETBAY SUPERARKETS/KASH N' KARRY	\$48,330.00	\$48,330.00	\$0.00	\$58,100.00	54	Pasco	75
TOTAL	\$48,330.00	\$48,330.00	\$0.00	\$58,100.00	54		
Government							
*HERNANDO COUNTY CLERK OF CIRCUIT COURT	\$10,000.00	\$0.00	\$10,000.00	\$14,908.65	7	Hernando	75
*HERNANDO COUNTY UTILITIES	\$6,950.00	\$0.00	\$6,950.00	\$19,104.24	32	Hernando	90
*HERNANDO COUNTY HEALTH DEPARTMENT	\$44,655.00	\$11,850.00	\$32,805.00	\$51,090.00	85	Hernando	75
*CITY OF DADE CITY	\$5,400.00	\$0.00	\$5,400.00	\$11,075.00	50	Pasco	85
TOTAL	\$67,005.00	\$11,850.00	\$55,155.00	\$96,177.89	174		
Information							
*DATA MENTORS	\$15,197.50	\$1,100.00	\$14,097.50	\$47,099.50	15	Pasco	76
TOTAL	\$15,197.50	\$0.00	\$15,197.50	\$47,099.50	15	1	
Other Services							
*PAFF TREE SERVICES, LLC	\$5,500.00	\$0.00	\$5,500.00	\$15,750.00	10	Hernando	90
*PAFF LANDSCAPE, INC	\$13,600.00	\$0.00	\$13,600.00	\$28,260.00	15	Hernando	90
*HUMANE SOCIETY OF THE NATURE COAST	\$1,819.00	\$0.00	\$1,819.00	\$6,357.00	4	Hernando	90
*5 STAR REFRIGRATION & AC INC	\$25,114.00	\$0.00	\$25,114.00	\$29,488.00	22	Hernando	70
TOTAL	\$46,033.00	\$0.00	\$46,033.00	\$79,855.00	51		
Construction							
*WAYNE ALLEN BUILDING CONTACTOR, INC	\$1,200.00	\$0.00	\$1,200.00	\$2,950.00	1	Pasco	80
TOTAL	\$1,200.00	\$0.00	\$1,200.00	\$2,950.00	1		
FINAL TOTAL	\$662,806.07	\$146,864.91	\$515,941.16	\$1,208,632.60	1045		

UPDATE

Business Competitiveness Committee 2010-2011 Goals 12/2010

Goal I: Increase the number of degreed, certified, and credentialed individuals in the region

Objective 1: Increase the number of Individual Training Accounts (ITA's) issued by the provider by 5% over the prior year.

- Goal = 180 Obtained = 217 from formula funding with a total of 331 including ARRA funding
- 121% of goal obtained

Employed Worker Training

Objective 2: Increase the number of employed workers trained by 5% from last year to 800 for program year 2010-2011

- Goal = 800/ Obtained = 1045 enrolled with 245 completed
- 131% of goal

Goal II: Increase availability of funds for PHWB by \$ 515,000 by June 2011

Objective 1: Obtain new grant funding to support PHWB Services

- Goal = \$500,000.00 / Obtained = \$742,957
- 149% of goal
- See grant update for details

Objective 2: Generate sponsorships/revenue

- Goal = \$15,000 /Obtained = 1,500
- 10% of Goal

Goal III: Customer Satisfaction

Objective 1: Exceed the state average Job Seeker Customer Satisfaction Rating by June 30, 2011

- No Update from State
- See Customer Satisfaction update in board packet

Objective 2: Exceed the state average Customer Satisfaction Rating for those entering training by June 30, 2011

- No Update from State
- See Customer Satisfaction update in board packet

Objective 3: Exceed the American Customer Service Index (ACSI) Customer Satisfaction rating by employers by June 30, 2011

- See Customer Satisfaction update in board packet

12/13/2010