

MINUTES OF THE
CAREERSOURCE FLAGLER VOLUSIA
EXECUTIVE COMMITTEE MEETING
JULY 18, 2019

A meeting of the CareerSource Flagler Volusia Executive Committee was called to order at 9:00 a.m., on the 18th day of July 2019 at the Administrative office of the organization, located at 329 Bill France Blvd., in the City of Daytona Beach, in the State of Florida, pursuant to written notice fixing said time and place; the same being filed and attached to these minutes.

Mr. Carlos Valderrama chaired the meeting and Ms. Ann Lesizza served as recording secretary. Mr. Valderrama called the meeting to order and welcomed everyone. He requested introductions and the recording secretary noted everyone present.

The following members of the Executive Committee were present:

Dr. Aubrey Long, Vice President-Business & Community Development – Bethune-Cookman University
Mr. Bret Schmitz, President – Hudson Technologies, Inc.
Dr. Kent Sharples, President – CEO Business Alliance
Ms. Cheryl Tanenbaum, SVP/CFO – Intracoastal Bank
Mr. Derek Triplett, 3D Trip Enterprises, Inc.
Mr. Carlos Valderrama, Manager – Valderrama Partners, LLC
Mr. Tyrone Walker, District Leader - Primerica
Mr. John Wanamaker, CCIM – Coldwell Banker Commercial AI Group

The following guests were also present:

Ms. Robin King, President & CEO – CareerSource Flagler Volusia
Ms. Ann Lesizza, Chief Administrative Officer – CareerSource Flagler Volusia
Ms. Jennifer Campbell, Chief Financial Officer – CareerSource Flagler Volusia
Mr. Charlie Howell, Vice President, Business Development & Technology – CareerSource Flagler Volusia
Ms. Christine Sikora, Vice President, Innovation Workforce Solutions – CareerSource Flagler Volusia
Ms. Velma Lowe, Managing Director of Operations – Career Steps, Inc.
Ms. Kathy Spencer, Director of Business & Career Services – Case Management, Inc.
Ms. Jamie Newcomb, Professional Services Coordinator – Career Steps, Inc.
Mr. Julian Lopez, Vice President – Merrill Lynch

Mr. Valderrama announced that the first item on the Agenda was an update on the Corporate Investment Account from Mr. Julian Lopez with Merrill Lynch. Mr. Lopez addressed the meeting and distributed report summaries to the members. He reported that the account balance as of July 17, 2019 was \$564,033. Mr. Lopez provided a brief background of the account and stated that the intention of the investment account was to conservatively grow the funds in order to provide services and other purposes that the Board determined necessary. He reviewed the portfolio and the investment strategy being followed. Mr. Lopez discussed how he planned to just keep the account balanced based on the uncertainty of the Federal Reserve's possible

decision to cut interest rates. He reviewed the report and responded to questions from the members. The Committee members asked Ms. King questions regarding the restrictions of these funds. She responded that the Board approves expenditures for specific projects that our regular allocations will not permit. Ms. King continued to explain that a healthy not-for-profit should have reserves in order to continue operations in the event allocations are held up for some reason.

Mr. Valderrama reviewed the draft Agenda for the upcoming Board of Directors meeting. He reported that Ms. Andra Cornelius, CareerSource Florida, will discuss programs that CareerSource Florida administers as well as their focus on apprenticeships. Ms. King mentioned that in addition she had invited the Daytona Regional Chamber Leadership Class to present this year's CEO Challenge at the meeting. She is waiting to hear if they will be able to make this presentation to the Board.

Ms. Christine Sikora reported to the Executive Committee on the activity of the Career Pathways Committee. Ms. Sikora addressed the Committee and reported that the Career Pathways Committee met on June 13, 2019 and the main focus of the meeting was around the Request for Proposals (RFP). She stated that we will be going out for bid next year for services. The RFP will be released in October and proposals will be due in February.

Next, Mr. Valderrama called on Mr. Tyrone Walker to report on the meeting of the Industry Demand Connection Committee (IDCC) which was held on June 18, 2019. Mr. Walker discussed the Alliance4 event which is scheduled for September 6th at the new Student Center at Daytona State College. He explained that the Committee discussed the Kentucky FAME Program and our Customized Training Program. Mr. Walker reported that the marketing of the Customized Training Program via targeted mailouts did not do well. Next, Mr. Walker mentioned that the Committee discussed the Entrepreneurial Learning Initiative (ELI) Training Project.

Mr. Valderrama requested more information regarding the ELI Training Project, also known as the Ice House Entrepreneurial Program. Ms. Robin King addressed the Committee and explained that we will be bringing in the Entrepreneurial Learning Initiative here to provide a three-day very intensive train the trainer program. She distributed fliers to the members and advised that the training is based, in part, on the book "Who Owns the Ice House?" The program focuses on developing an entrepreneurial mindset. Ms. King stated that she is planning to hold an after-hours event on September 16th to meet the trainer and additional information will be made available at the August 16th Board Meeting.

Ms. Robin King provided an update on the Alliance4 Event scheduled for September 6th and stated that invitations will be available August 1st when all of the landing pages are completed. One of big things that came out of the February session was the need to have a place for information. She reported that Charlie Howell and Christine Sikora along with their teams have

worked on six different industry pages. Ms. King announced that the Alliance4 now has a registered trademark. She explained that the big push is to have more businesses at each table.

Ms. King provided an update to the Tampa-Pinellas issue that occurred about two years ago. The Department of Labor issued a report to the Department of Economic Opportunity that indicated the potential of up to \$17,000,000 of disallowed costs. The Committee briefly discussed the consequences.

Next, Ms. King discussed our role in workforce attraction. She distributed an ad we recently developed for a local publication. Ms. King explained that while we know how to advertise for jobs that exist today, she was uncertain about attracting the workforce for jobs that don't exist today. The Committee discussed the various implications involved with the future of technology and wealth. Mr. Triplett asked at what point should we become involved. Ms. King explained that we cannot be a part of dislocating workers in another area. She mentioned the various types of information and assistance that we provide for a company moving into the area. The Committee stated that it is not CareerSource Flagler Volusia's role to take the lead in attracting for future jobs.

Mr. Valderrama announced that the next item on the Agenda was to review the application of Mr. Matthew Nelson for Board membership. Ms. King explained that Mr. Nelson was voted in as the new business manager for the IBEW and is replacing Mr. Dan Hunt. She reported to the Committee that we are required to have two labor seats. Mr. Valderrama asked the members to vote on the membership of Mr. Nelson.

1. After motion duly made, seconded and unanimously carried, the Executive Committee approved the Board membership of Mr. Matthew Nelson.

There being no further business to come before the meeting, it was adjourned.

Recording Secretary