

MINUTES OF THE  
CAREERSOURCE FLAGLER VOLUSIA  
BUSINESS DEVELOPMENT COMMITTEE

April 21, 2022

The meeting of the CareerSource Flagler Volusia Business Development Committee was called to order at 1:00 a.m., on the 21<sup>st</sup> day of April 2022 at the Administrative office of the organization, located at 329 Bill France Blvd., 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.

Ms. Mary Jo Allen meeting and Ms. Jennifer Gosling served as Recording Secretary. At the Chair's request, the Recording Secretary called the roll and noted each person present.

The following Committee members were present:

Ms. Mary Jo Allen, Chief Nursing Officer – Halifax Health  
Ms. Adrienne Barker, Chapter Chair – SCORE of Volusia / Flagler and Owner of Professional Global Etiquette  
Ms. Kelly Amy, Manager of Strategic Partnerships – Volusia County Schools  
Mr. Dan Baylor, Senior Director of Operations Innovation – DeVita Labs  
Mr. Greg Blose, CEO/President – Palm Coast Regional Chamber  
Mr. Brad Harris, Business Manager – Volusia County Economic Development  
Mr. Shailesh Patel, President – Dredging and Marine Consultants  
Mr. Eric Remington, Chief Technology Officer – DME  
Mr. Tyrone Walker, HR Director – AO Precision  
Mr. John Wanamaker, CCIM – Coldwell Banker Commercial AI Group

The following guests were present:

Mr. Tywan Arrington, Director of Business Development – Team Volusia  
Mr. Charles Howell, Vice President-Business Development & Technology – CareerSource Flagler Volusia  
Mr. Howard Johnson, Data/EF Manager – Eckerd Connects  
Ms. Robin King, President & CEO – CareerSource Flagler Volusia  
Ms. Velma Lowe, Managing Director of Operations – Career Steps, Inc.  
Ms. Trish McGetrick, Outreach & Special Projects Manager – CareerSource Flagler Volusia  
Ms. Christine Sikora, Vice President-Innovative Workforce Solutions – CareerSource Flagler Volusia  
Mr. Mack Thomas, Program Manager – Eckerd Connects  
Mr. Brian Willard, Program Director – Road to Success  
Ms. Jennifer Gosling, Executive Assistant – CareerSource Flagler Volusia

Item and Discussion	Vote	Abstain
<p><b><u>New Committee Member</u></b></p> <p>Ms. Allen introduced a new Committee member, Ms. Adrienne Barker, Chapter Chair for SCORE and welcomed her to the Committee.</p>		
<p><b><u>Approval of the Minutes</u></b></p> <p>The Committee reviewed and unanimously approved the February 10, 2022 meeting minutes.</p>	APPROVED	
<p><b><u>Business Videos</u></b></p> <p>Ms. Christine Sikora advised that the videos aimed at businesses to showcase the untapped potential of young adult workers were currently in production. The Committee were shown several of the completed videos.</p> <p>Ms. Kelly Amy provided an update on the school job fairs that were held. She stated that one of the greatest obstacles the schools face is getting businesses to take a chance on young adults. The Committee discussed ways to get the videos in front of businesses which included partnering with the local Chambers and rotary clubs.</p>		
<p><b><u>Zero Risk Hiring Assessment Feedback</u></b></p> <p>Ms. Allen advised that at the last meeting, several Committee members were asked to take the Zero Risk Assessment and provide their feedback. The Committee gave their impressions on the assessment. Several members stated that the assessment would need to be included in a larger package and with more information on how to use the results in the hiring process for it to be useful for businesses.</p>		

<p><b><u>Volusia Business Resources (VBR)</u></b></p> <p>Mr. Brad Harris provided a brief history of why the VBR was created. He reported that the results from the business survey held last summer were currently being analyzed through a series of stakeholder meetings. Mr. Harris stated that VBR is discussing what questions could be included in other stakeholders' data collection efforts that could be easily incorporated. He stated that they are working to establish a central repository and procedures to disseminate that information. Mr. Harris noted that the information gathered would also be made available to the Alliance4.</p>		
<p><b><u>Next Alliance4 Interchange</u></b></p> <p>Ms. Robin King advised that the next Alliance4 Interchange would be on August 5<sup>th</sup>. She asked the Committee whether they preferred the format with a keynote speaker or when the industries have had their own breakout sessions. A few members agreed that having separate rooms for each industry allowed for better concentration and more work was accomplished. A discussion ensued on the need for more business representation at Alliance4 events. Ms. King advised that staff will be writing the 2-Year Plan soon and suggested narrowing the focus to fewer sectors.</p>		
<p><b><u>Flagler County Small Business Expo and Bootcamps</u></b></p> <p>Mr. Greg Blose reported on the success of the Small Business Expo event. There were approximately 150-175 businesses set up and 3,000-4,000 attendees over the course of six hours. He explained that the goal of the Expo was to connect small and home-based businesses with the residents. Mr. Blose advised that the Chamber is planning to hold another Expo next year.</p> <p>Ms. King advised that CareerSource Flagler Volusia was looking into creating a Startup Expo for individuals looking for information on how to start a business. She advised that the event would bring together SCORE, the various departments that offer registrations and licenses, and other entrepreneurial and economic development partners.</p>		

<b><u>Strategic Imperatives</u></b>		
Ms. Trish McGetrick reviewed some recent changes to the Strategic Imperatives tasks assigned to the Committee.		
<b><u>Other Business</u></b>		
Mr. Blose advised that there is a broadband initiative in Flagler with Metro Net and Charter Communications in which fiber internet service is being installed into all homes and businesses.		
Ms. King reported that the LEEAP grant now has a project manager and Mr. Charlie Howell will be teaching the entrepreneurial mindset training in May to individuals in the community, including CareerSource Flagler Volusia's youth providers. She explained that the youth providers are being trained in order to offer entrepreneurial training to their youth. Ms. King reminded the Committee that the main purpose of the LEEAP grant was to serve unemployed and underemployed individuals.		