



**CareerSource Okaloosa Walton
Business Competitiveness Council
January 9, 2020* 9:00 a.m.
409 City Plaza Racetrack Rd,
Ft. Walton Beach, FL 32547**

Call to Order

Dr. Jack Azzaretto called the meeting to order at 9:00 a.m. Dr. Azzaretto explained how important this council is and the initiatives that have been implemented. He also commented on how nice it was to be back in the main conference room although it looks much different from before. Very nostalgic for those of us that have been on the board for a while.

Dr. Azzaretto asked that we go around the room for introductions.

Attendees

Council members present:

Roger Phipps	Nathan Sparks	Al Smith	Mendy Owens
April Branscome	Lee Wetzel	Wyndy Croizier	Alan Baggett
Kelly Hayes	Michelle Crocker	Shelby DeSoto	Caralee Gibson
Daniel Krug	Traci Burrell		

CareerSource Okaloosa Walton Representatives:

Michele Burns, Kelly Jordan, Will Miles, Terry Cowan, Gabriela Leysath and Brad Balfanz

Approval of Minutes

- The minutes from the September 19, 2019 meeting were reviewed. Dr. Jack Azzaretto requested a motion to approve the minutes. Nathan Sparks made the motion and seconded by Al Smith; all in favor. The motion was passed unanimously.

CareerSource Florida Continuous Improvement Performance Initiative

Kelly Jordan reported that this year the performance dollars would be \$5M for the entire State and that CareerSource Florida has been working on a model that all 24 regions would use. They came up with 3 measures with the goal to pay out quarterly:

- 1) Placement – entering employment
- 2) Training – any training services provided (WIOA) (Programs approved here)
- 3) Business – number of businesses that receive core services (Extra credit for services to the top industry sectors). We put industries in our sectors that use our services more prominently.

We could only choose our top 5 for our Tier 1 Focus.

Gabriela Leysath reported that we put the sectors in Tier 1 that we spend more time with. We still serve all employers, but these use more intensive services. The information came from Employ Florida and a data base that we purchase Jobs EQ. Our wages still must meet our Primary Indicators. We went back six years and 89% of our training dollars were spent on our Tier 1 Industry Sectors.

The total job openings were from January 1, 2019 through January 6, 2020.

There was great discussion on the Industry Sectors and the council would like to review at least every two years, although we will ask for a motion that will align with our Four Year Plan.

Motion to accept by Alan Baggett and seconded by Carolee Gibson. All Ayes. Daniel Krug abstained.

Approval of the Training Provider Program Applications

Will Miles provided the following from University of West Florida to be added to the eligible training providers list:

- 1) Medical Billing and Coding Professional Program

The program must also be on the regional occupational list, which is reviewed each March by this council.

It was asked that in the future we add the Tuition cost verses Wages to compare. Motion by Carolee Gibson and seconded by Lee Wetzel. All Ayes.

Will Miles also presented from Northwest Florida State College:

- 1) Carpenter Apprenticeship Program
- 2) Plumber Apprenticeship Program

Although Registered apprenticeships automatically go on the list in keeping with our policies, we would like the council to approve the programs. In order for a program to be a registered apprenticeship they must meet the following:

- 1) Business buy in
- 2) OJT
- 3) Instruction
- 4) Rewards for gain
- 5) National credential

Motion by Al Smith and seconded by Alan Baggett. All Ayes. Shelby Desoto abstained.

These actions will go to the full board on February 5th for approval.

Veterans Programs Update

Terry Cowan reported that we have 25 TSMs ready in the DOD Skill bridge program and it is gaining popularity. BAE just signed on to do a pilot in their Fort Walton Beach office for their entire company. We have been asked to speak at the Pensacola SHRM meeting about the Skill bridge program. We are also involved in Onward to Opportunity which gives a 4-day training experience

much like the TAP program. The next class will be in March and 40 plus have signed up. Embry Riddle will be starting an A& P class at Hurlburt.

In 2019 29% of hires were Veterans. If we add our Military Spouse and dependent program to the mix, it is around 50%. This shows the great pipeline that we have of Veterans and spouses in our community.

Okaloosa Economic Development Council

- Nathan Sparks said that Race Chip has successfully relocated from California to our area and hope to hire 12 positions locally. They may also be doing some training in Germany. This is a Germany based company.
- BEST – Business Expansion Support Team is a team developed to help find out what we can do to help businesses expand and thrive in our area. Teams of two will be going out to ask questions. How can we improve – what can we do, etc..... The results will be presented later, and 20 to 30 companies will be interviewed.
- First round table of the year will be March 5th at The Island. Panel to discuss the first year ½ cent Infrastructure Sales Tax. Will fill up quickly, so watch for the invitation.
- Michele Burns has been added to the Executive Committee of the EDC.

Okaloosa County Schools

- April Branscome reported that they are applying for a Pre-Apprenticeship grant for Carpentry and HVAC. Pryor has been very successful with the carpentry class and one will be added next year at Bruner. Choctaw and Fort Walton Beach High School will soon follow and add these classes.

Roundtable Comments

- Roger Phipps mentioned an office in Nashville-and also that they were adding more software developers as they continue to grow. They now have around 300 clients and hope to add an additional 125 more.
- Alan Baggett reported that they will be having a ribbon cutting on the 30th for the HBI class and will get out more information soon.

It was suggested that we look at a Marketing Committee to help get our word out. We will have our staff come up with a list of outreach and marketing that is done and see if we can come up with ideas to fill in the gaps. We need to continue to find ways to connect the students to our business community. Possible do a video. At the very least, come up with a strong Marketing plan.

Adjourn

There being no further business, Dr. Jack Azarretto adjourned the meeting at 10:30 a.m.