



**Bergen County Workforce Investment Board
Jim Black, Chair**

Meeting Minutes - April 14, 2011

April 14th , 2011

Chairman Jim Black stated that in accordance with public law, a public notice was placed.

The meeting was opened by the WIB Chair Jim Black and introductions were made. Jim thanked Etta, Sal, Randy, Dimitri Charles, Annette, Walter and Tammy for their contributions to Committees.

WIB Chair Report - Jim Black: Discussed the roles of a Workforce Investment Board and explained status with NJ DOLW. Mr. Black discussed the restructure of the Bergen County WIB Committees and the appointment of Committee Chairs. Membership was discussed and stated that the need to recruit is always an important part of a strong board. We will continue to find individuals to support our goals and work on WIB initiatives. Jim discussed meeting with Dr. Lerner and John Susino to attend board meetings and to become part of the Executive Committee. Jim covered the articles from the Record 2-16 Meeting Information, 3-8 Pending NJ legislative bills, as well as the development of the WIB website and the SETC roles and Responsibilities.

WIB Executive Director's Report - Tammy Molinelli: Tammy reported on the Regional and Local initiatives. The upcoming Business Symposium and Job fair was discussed as well as the SWOT analysis, business outreach and staff training. The Business Symposium and Job fair were in partnership with BCC, Meadowlands Chamber. Tammy has been meeting with the new Director of Planning and Economic Development and is looking forward to working with the Department on Business related initiatives. We are part of a regional Allied Healthcare consortium to train and place individuals in this industry. BC WIB, along with Northern NJ Community Colleges, other WIB's-OS and businesses in the Allied Health Industry and have received a 24 million grant. We continue to co-chair the Northern NJ Disabilities committee with the MOSAIC Center to assist individuals with employment. Youth in school and out of school allocations will be made when funding commitments come in. We are moving forward on the cbjt training video for individuals who want to get into this industry.

One Stop Committee Report - Randy Guthrie:

Reported on the Unemployment rates- US 8.9%, NJ 9.2% and Bergen 8.2% and discussed the WIA Benchmark measurement populations including: Adult, Dislocated workers, Youth and Wagner Peyser (which is NOT related to WIA). It was stated that Benchmarks measure: People who enter employment, Employment retention and Average earnings. Bergen is meeting all measurements with the exception of Wagner Peyser. Bergen is attaining 51.5% of the plan objective. Bergen placed 2321 candidates out of a total population of 7658.

The Data Base Project (Burning Glass) project was discussed

- Burning Glass selected by DOL to provide a database to match job seekers with employers. At the suggestion of the Board in January, 1 stop committee also researched Nation Jobs and Monster. We are looking for a fast rollout for 2Q

The WIB Business outreach initiative was presented. The goals to the following:

- Development of marketing materials for business outreach, the Promotion of Burning Glass, Testimonials and success stories, Common look and feel to all website and other materials and the Identification of 150 target businesses are our key goals.

Staff training on consultative selling for all personnel who interact with business clients is needed in the One Stop. The key areas to focus on will be Sales techniques, Business development 101, Team building, Job matching, and after training coaching. Sessions start in June.

Tammy mentioned that it's important to remember that WIA funds are meant to "prepare" and retrain individuals for employment, and that WIA mandates don't measure placement into employment. We are however, recommending that partners within the One Stop Career Center provide placement data so that we can create a master report.

One Stop - Fiscal Committee - Steve Blumenthal and Sal Mastroeni

Steve said the fiscal committee meets once a month. Training Vendors were reviewed individuals receiving training contracts from the One Stop were listed by school. Discussed was the Bergen County One Stop/WIA Programs / Services Budget and related expenditures PY 2010-2011 July 1, 2010 – March 31st, 2011.

Partners Committee – Walter Hecht: Gave a brief overview on the Youth, Disabilities and Literacy committees. The priorities for ea. Of the committees is: identify common goals and objectives of the committees and the synergy among them, stay current on the most accurate literacy and GED statistics, continue to develop partners with the Youth committee, and require that every board member become involved in at least one committee.

The meeting was adjourned