



FY20 MINUTES

BUSINESS SERVICES COMMITTEE

NKADD, 22 Spiral Drive, Florence, KY 41042

February 19, 2020

2:00 PM

MEMBERS PRESENT

Andrew Aiello, Chair
Carissa Schutzman
Dr. Fernando Figueroa
Janet Harrah
Dave Fleischer
Connie Schnell
Jamie Parsons, P/Y Chair
Michelle Tyson
Sybil Murphy
Brent Cooper
Dr. Robert Stafford
Rhonda Whitaker-Hurttt

ZOOM Conferencing

None

MEMBERS ABSENT

None

MEMBERS EXCUSED

Jeff Greelish
Kimberly Rossetti
Dean McKay

STAFF PRESENT

Tara Johnson-Noem
Jason Ashbrook
David Klokner
Katie Jo Kirkpatrick

GUESTS PRESENT

Gina Douthat, TANK
Correy Eimer, Brighton Center
Ellen Bates, Brighton Center
Eric Owsley, Brighton Center

1. Call to Order
2. Introductions and Self Identification (no members expressed self-identification or conflicts of interest with today's meeting agenda)
3. Approval of Minutes from 12/11/19
 - a. Carissa motioned to approve the Minutes; Brent seconded the motion. Motion approved unanimously
4. Data Analysis
 - a. KPI – Jason and David provide an overview of the YTD data (through December 2019). This KPI format was recently updated/ approved by the BSC with the new format of "Needs", "Action", and "Results".
 - i. Needs section
 1. LMI info- add state and national UI rates



2. Brent noted how NKY is 10% of KY's populations, 20% of the net new jobs, and how these facts have become primary talking points with leadership in Frankfort
3. Participating workforce numbers- Dr. Figueroa suggested providing additional footnotes / explanation of these numbers to provide clarity
- ii. Action section (Training services) -
 1. David noted the WIOA Career Training services bar graph should be filled in with the sector color scheme, given that the numbers have exceeded those from the previous fiscal year
 2. Jamie mentioned a \$50 million grant from state of Indiana and if Kentucky had an equivalent to those resources. The Work Ready Scholarship was briefly discussed, where eligible students can attend a KCTCS college (e.g. Gateway) and receive paid tuition
 - a. Brent mentioned this topic as a potential advocacy opportunity through NKY Chamber and GROW NKY
 - b. Staff will look at developing a landscape / inventory of the workforce training resources available in Kentucky, Indiana, and Ohio and bring back to the BSC for discussion at the next meetings
- iii. Results section (interviews and placements)
 1. Jason noted the recent revision to the title of "Outcomes of WIOA Participants (Goal/ Preliminary)" for clarify of this pending (unofficial) performance data; consideration of the state's KEE Suite customer relationship management system, which is plagued with technical issues that are preventing the extraction of accurate performance data
 2. Jason highlighted the increase of individuals coming in to the KCC who are already employed (up to 30-40%). Additionally, many job openings are for promoting positions making less than \$16/ hour
 - a. Ellen Bates also added how the career center's business services reps are seeing these trends as well as interactions with their employer customers

5. Programming

- a. Direct Services updates from Brighton Center (lead Business Services Provider for the Kentucky Career Center). Ellen Bates and Correy Eimer reported on this topic. The committee discussed the following during this report:
 - i. Discussed Ad-hoc opportunities in tracking employer feedback- placements, satisfaction, etc.. (potential to utilize the PCW and Career Bridge model to look at career pathways for individuals)
 - ii. Dave F suggestion: have a "connection to apprenticeship" fair- bring together students, employers, and Gateway together for the purpose of promoting work-based learning opportunities. A great example of this practice is the Riegler Blacktop model (recently presented at the Education Council's Winter Meeting)
 1. The committee discussed other takeaways, including the analysis of current best practices; if there's a center of gravity already in progress (employer specific) or potentially programming (GC3 internships, etc.). These topics to be highlighted during the next BSC meeting
 - iii. Workforce Partner Round Table
 1. Employer Resource Guide is in active development
 - a. This guide will be in a digital (online) format and mobile friendly

- b. Workforce partners have identified the top resource categories of this guide and will be building the specific resource and contact listing under each of the categories
 - c. Sounds like a KCC function or BST function
 - i. Lumina Talent Hub- potential opportunity
 - 1. Comprehensive website to serve as a clearinghouse of resources/ information to help support enhanced coordination
- iv. Potential partnership between GROW, Gateway, and NKWIB; think about offering a Summit to focus on this topic
- v. Strategic Plan
 - 1. Breakout sessions with committees to discuss Strategic Plan and recommendations
 - 2. Michelle T question – is there a separate mission, vision, etc. for each committee? Andy offered to send out a draft of this info
- vi. Outlook calendar
 - 1. Meeting series
 - 2. Zoom instructions
- vii. Development Updates
 - 1. Katie Jo provided a brief update on NKWIB development activities with visual/ breakdown of this information
 - a. As customary with past years, the state of KY has provided our workforce area with some adjusted WIOA formula dollars as well as governor’s discretionary dollars (WIOA-based), and Rapid Response (WIOA- IRS) resources
 - b. Awards from privately funded (non-government) sources have been limited
 - 2. Covington Career Center investment campaign- this campaign has been reignited in an effort to fundraise the remaining amount (approximately \$170,000) of this project. Tara added how we are utilizing all concepts, including the pursuit of micro-grants from private companies, with an emphasis on companies that are actively utilizing the career center. Opportunities for NKWIB members to assist with leadership, guidance, and/or financial support are available. Any interested parties can contact Tara for more information.

NEXT MEETING: April 15, 2020 at 2:00PM

Jaa/aa