



GLOW WORKFORCE INVESTMENT BOARD
Genesee County Career Center
587 East Main Street, Suite 100
Batavia, New York 14020
Phone (585) 344-2042
Toll Free: 1-866-674-4560
Fax (585) 344-3266

GLOW WIB MEETING
MINUTES
5/18/10
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Genesee County Career Center, Batavia, New York

Members Present: Tim Anderson, Gabrielle Barone, Mike Chapman, John Cima, Shelley Dale, Mike Dehn, Rae Frank, Norb Fuest, David Guile, Bob Haladay, Joe Hamm, Jerry Kozlowski, Tony Mancuso, Kathy Marnell, Marty Mucher, Jane Munro, Jim Pierce, Kathryn Pinter, Pat Rountree, David Rumsey, Nathan Varland, Mary Williams

Members Excused: Roger Amati, Scott Bischooping, Anne Humphrey, Stu Hempel, Denise Morley, Mary Pat Hancock

CEOs Present: Doug Berwanger, Ian Coyle

Staff Present: Mary Lou Hamm, Michele Nichols, Tammy Schmidt

Guests Present: Scott Gage, GC Career Center; Carol Miller, Orleans County Job Development, Keith Mitchell, Livingston County Office of Workforce Development; Deb Kerr-Rosenbeck, Genesee-Orleans Youth Bureau/GLOW Youth Council Chairman; Paula Lokken, NYS DOL; Chris Suozzi and Mark Masters, GC Economic Development Center; Jack Hoffman, NYS DOL

Introductions/Minutes

Introductions were made by everyone present at the meeting.

Norb Fuest made the motion to approve the 3/16/10 GLOW WIB Meeting minutes; Dave Guile seconded the motion, all were in favor and the motion was carried.

NYS OJT, HIRE, Tax Credits Presentation, Jeanne Ianita, NYS DOL Business Representative

Jeanne presented several employer incentives that she is working with. The statewide On-the-Job Program started on 4/16/10 and the deadline is 11/1/10. There is \$2.8 million statewide for this program for private sector or not-for-profit. It is a maximum of \$5,000 per training with up to \$50,000 per business with a reimbursement up to 30% and for long term unemployed (21st week of unemployment insurance), up to 50% reimbursement. It must be a trainable position that takes a certain skill level to be able to accomplish to perform the job, has to be full time of at least 35 hours/week and pay at least \$10/hour. Anyone who is interested may contact Jeanne Ianita or submit Intent to Apply form and someone will contact you. Training must be completed by 3/31/11 and must be approved first before training can start. The idea is to get unemployed Dislocated Workers back to work. It is the WIA definition of Dislocated Worker and they make the determination. Jeanne is marketing by presenting it to groups and doing a mailing. She distributed information on it at the meeting.

The Hiring Incentives to Restore Employer (HIRE) Act is to help businesses begin hiring again. Businesses who want to hire staff need to hire people who have been unemployed for at least 60 days and hire new workers between 2/3/10 and 1/1/11. They could receive a 6.2% payroll tax cut (or their share of Social Security taxes) on wages paid between 3/18/10 and 12/31/10. The new hire fills out a W-11 that states the individual has not been employed 60 days prior to their hire. Government is not eligible but publicly funded colleges and universities are. It can be used for recalling back employees. It is another incentive to get people back to work. In addition, if you retain that individual for a year, you can receive up to an extra \$1,000 tax credit that will be taken on 2011 tax return. Jeanne distributed information at the meeting.

Jeanne distributed information on the Earn Employment Tax credits. She specifically talked about the Work Opportunity Tax Credit for new hires. There are 9 categories of eligibility. The tax credit can be up to \$2,400 - \$9,000 depending on eligibility. To screen for eligibility, use IRS Form 8850 for potential eligibility. You may contact Jeanne for information at (585) 344-2042.

GLOW Economic Updates

Chris Suozzi of Genesee County Economic Development introduced Mark Masse who is their new Sr. Vice President of Operations. They have 6 industrial parks they are marketing. They have a big project called Science Technology Advanced Manufacturing Park (STAMP), which is a 13,000 square feet development site to attract large manufacturing companies like Intel and Luther Forest northwest in Genesee County on Rt. 77. Also, at the interchange on Rt. 77 is the Buffalo's Technology Park with 18 site visits with 9 companies over the last 2 years and both locations are in Niagara Hydro Power zone. They are still actively marketing Gateway Park near Batavia Exit Thruway where Ashley Furniture has been for past few years and the Upstate Med Tech across from GCC will open July 1st where they will move to along with GCC School of Nursing, UMMC's Physical and Occupational Therapy, and a medical technology company. They also have Appletree Acres in Bergen as well as Genesee

Valley Agri Business Park, which is a big food processing park that should be done this summer.

Pat Rountree of Livingston Economic Development reported that they have pretty much left the traditional economic development industry sites, as there are other regional groups that provide resources. They have made a significant change in focus on small business and workforce. They do have some projects on the horizon but it is extremely hard to close on a project – more on the capital investment than employment.

Gabrielle Barone of Orleans Economic Development reported they have come to appreciate the agriculture business – they currently have 3 agriculture expansion projects. In addition, the Ethanol facility, WNY Energy, is generating other businesses that are coming into the county. Continental Carbonics is still negotiating some of their products and is hopeful that will move along. They have a manufacturer looking at a second expansion within 2 years. They have another manufacturer looking at expansion ready to announce soon. They are struggling with Empire Zones but putting in 2 more applications. In summary, they have 3 active projects, 6 announced, and 1 on the horizon.

Jim Pierce of Wyoming County reported they have a couple of expansion projects well underway but their concentration is on small business. They are doing a market research study with SUNY Geneseo Research Center examining economic leakages identifying where business opportunities where products and services are being purchased outside of Wyoming County and steer entrepreneurship into more viable business opportunities. We need to focus on training resources for Entrepreneurship. Financing has slowed a lot of growth and projects down in Wyoming County as the biggest lending program is their own Micro Loan Program and IDA Financing Program. A lot of projects were put on hold when recession hit and still are but seeing some small gains in the manufacturer sector.

GLOW Youth Provider Budget Modification, Tammy Schmidt, Sr. WIB Coordinator

The Youth Provider Budget Modification from LIFE program was sent in advance of the meeting. Tammy explained it is being recommended from the Youth Council to approve LIFE program to move costs from Personnel, Contractual Services, and Maintenance and Operation to Participant Costs to cover a TOPS Cooking program and additional college field trips for youth. VOTE> All members present at the meeting were in favor of the Budget Modification for LIFE Program and the motion was carried.

P.Y.2009 One Stop Operator, Grant Recipient, WIB, and Stimulus Budgets – Tim Anderson, GLOW WIB Chairman/Mary Lou Hamm, GLOW WIB Manager

A Draft P.Y.2010 GLOW One Stop Operator, WIB, and Grant Recipient Budget Summary was distributed at the meeting. The summary was a comparison between this year' s proposed and last year' s budget. Mary Lou explained that the report is broken out with staff and operational expenses for each county, Grant Recipient, and WIB. It was noted that the training funds do not include any Carryover amounts as it won' t be known until July, which is after the Budget gets voted on at the June GLOW WIB Meeting. If anyone has any questions, please let us know.

WIB Strategic Questions

Mary Lou reported on some of the responses she received to the questions: Common themes were to connect more with economic development, ensure connection with business education and identify what business workforce needs are, pursue more grant applications, build the skills of the workforce, ensure regional initiatives are addressed, and lower the unemployment rate. ACTION ITEM> WIB Staff will send a summary to all

WIB Members Go Around

Deb Kerr-Rosenbeck, GC/Orleans Youth Bureau – Deb reported that Genesee County has an Americorps Program and they have applied for expansion to include Orleans and Wyoming Counties.

Marty Mucher, Wyoming County Community Action – Cash flow from Albany is a concern.

Rae Frank, Wyoming County Community Action – WCCA is doing a Careers Program that includes Mentoring and Soft Skills Training. They partnered with the Wyoming County Hospital and utilized WIA Scholarships and Angel Action funds to sponsor 10 Certified Nurse Aides, which created 10 more jobs. They have also discussed this program statewide.

Scott Gage, GC Career Center – Genesee County has exhausted all of their Dislocated Worker Funding and has a waiting list of about 25 for training. Priority will be to fund second semester training for individuals already in a training program. They have a Summer Youth Employment waiting list – no word on State Budget for Summer Program yet. Scott noted that Genesee County will be giving up the Lease on the Center to Department Labor, which will save on Operational Costs for Genesee County.

Bob Haladay, VESID – Bob noted that redefining demand occupations could be helpful when deciding to fund training programs. Also, other WIBs have started partnering with other WIBs (out of state, etc.)

Norb Fuest, Morton Salt – Business is doing well and they are hiring including 10 college students. There will be some new products coming out that include sea salt, etc.

Mary Williams, Orleans Community Health – They have changed their name to Orleans Community Health and they now have Stroke Certification. They have been providing customer service training to their employees.

Tony Mancuso, Mancuso Reality – He agrees that he is seeing a growth in small businesses.

Joe Hamm, NYS Department of Labor – The State is applying for a \$90 million Grant for Employment initiatives in areas of high unemployment.

Tammy Schmidt, Sr. WIB Coordinator – The Regional Career Conference that includes three WIBs and Colleges is being held 5/27/10 at GCC, MCC, and FLCC. Any business interested in attending may register up until next week.

John Cima, – They have changed their name to Genesee Valley Educational Partnership. Due to NYS having the lowest rate (53%) for passing GED Exams in the nation, they have taken funding away from any testing sites starting July 1st. This is not due to a lack of training, it is because they allow anyone to come in and test 19 years and older without any restrictions. This is creating a lot of isolationism and BOCES will handle testers from 22 component school districts and community people but they will no longer be serving Orleans, Monroe, and Erie County participants. Any walk-in individuals will also have to take an official Practice Test to see if they are ready for the test. This will affect the underserved population. BOCES will be going from 9 testing sessions to 6.

Nathan Varland, Community Action of Orleans and Genesee – They have an Employment Support Program that can assist lower income employees that need help with transportation, childcare, at risk of losing their job, housing, utilities. This program is funded with the Stimulus Funds that will end September.

Doug Berwanger, Wyoming County Board of Supervisors – Doug noted that Wyoming County Hospital and Nursing Home are owned by Wyoming County and due to turnaround openings of certified nurse aides, they are having to hire and pay increase costs through employment agencies, which causes a loss. Began a drilling committee to discuss water supply issues. A Board Clerks Conference will be held tomorrow where 50% of the counties in NYS will be represented. The Building projects on schedule. They hope to maintain budget but will probably eliminate a few positions. They are at 10% tax rate due to increased salaries, health insurance, etc. Doug made comment that Congress needs to stop extending unemployment benefits – there are a lot of agriculture jobs available that are not being taken by Americans.

Jim Pierce, Wyoming County Business Center – Jim plugged the need for more resources for Entrepreneurial Training. He noted that a GCC survey showed 30% of students indicated that would like to start their own business.

Jane Munro, WNY Rural AHEC – They received Health Workforce Retraining funds of \$242,000 award but it's for 4 different projects over 2 regions to be utilized for Dental Assisting and Nurse Leadership Training. They did not get funding as they have in the past few years for Nurse Associate, Bachelor, and Masters program. They continue to work on the FCC Project and it is gaining momentum as more hospitals are interested in. They are still waiting to hear about the Broadband Technology Opportunity Program (BTOP), which they filed for \$14.9 million with well over 100 partners and came up with 25% match – they are first recommended project, which will allow to connect more facilities broadband. They are trying to do summer Biotech and Medtech MASH camps with youth but some have been impacted by cut in funding. Funding is tight for them.

Kathryn Pinter, Adecco Employment – Sees a small increase in manufacturing area and agrees there is a need to get information out to employers on funds for retraining. She is looking at CNC Operators/Sheer Press Operators – there aren't people to fill them.

Dave Rumsey, Wyoming County Department of Social Services – They are all anxiously waiting on the Budget. Caseloads continue to increase and they have been working with WCCA on Transitional Program.

Kathy Marnell, NYS Department of Labor – They have applied for TANBERG unit to go along with SmartBoard. They will be hiring Summer Interns to work with Business Services in some GLOW offices. She noted they are seeing unemployment reduction – they currently have a grant called Reemployment Assistance (REA) where staff have been hired in Genesee County to reduce customer's UI by one week by getting them back to work and they are seeing some success. They have three more grants pending for REA in other counties.

Carol Miller, Orleans County Job Development Agency – They still have money for training. They started 14 individuals in LPN training. If they don't have TANF, they will not have a summer program.

Ian Coyle, Livingston County Board of Supervisors – The jail project expansion is scheduled to be completed in November going from 89 to 189 capacity with the growing inmate population. Sales tax slightly down from 2009. They are required to hire 8 Correction Officers for the new jail expansion. He commented the negative leadership on the State Budget.

Jack Hoffman, NYS Department of Labor – He reported that the Quarter 3 Common Measures Report will be coming out soon. GLOW did pass Second Quarter except for the DLW measure, which most areas have trouble in but we were close. He noted that WIA Law requires Summer Youth Programs.

Mike Chapman, Allen Bailey Tag and Label – Their company is seeing favorable trends – they have hired back some employees and new hires. They are cautiously optimistic.

Mike Dehn, Trek, Inc. – They are growing at a rapid pace due to the semi-conductor industry. They are hiring and will be at the Regional Career Conference.

The meeting adjourned at 6:05 p.m.

Next Meeting: Annual GLOW WIB Dinner Meeting, June 15, 2010, 4:30 p.m. at Bohn's Restaurant, Clinton Street Road, Batavia