

Minutes
Southeast Indiana Workforce Investment Board
Greensburg Learning Center
422 East Central Ave
Greensburg IN 47240
September 16, 2014
10:00am – 12:00pm

WIB Members present: Kent Fuller, Beth Pattison, Gary Norman, Mark Graver, Laura Welborn, Chair Yount, Robin Hilber, Chris Lowery, Amy Gosney, Amy Bray, Mark Cash, Josh Wilber, Carla Enzinger, Mike Busch, Vice Chair Orben, Debbie Thomason, Vice Chair Orben, Julie Warren, and Lynn Vawter

Other Attendees: Carla Crowe, Jackie Zangrilli, Jacque Denny, Kristal Biehle, Karen McKinley, Jennifer Montgomery, Shelley McClintock, Ashley Stewart, Stephanie Frondorf, and Michael Ames, Mr. Kegerreis, Lissa Griffin, Patrice Alcorn, Molly Dodge, Peg Dickson, Kristal Biehle, Julie Himes, and Margo Olson

Call to Order

Chair Yount called the meeting to order and noted that we had a quorum.

Introduction of New Members

New members Chris Lowery, Kent Fuller, and Lynn Vawter were introduced.

I. Approval of Minutes

Beth Pattison provided additional information to the fourth paragraph of the minutes. Motion to approve the minutes was made by Amy Gosney, seconded by Vice Chair Orben, motion was approved.

II. Executive Committee report

New Legislation called WIOA passed. We will need guidance from DWD on how to implement the Youth portion. Officials are taking an overall look to see how we can make workforce development better and determine what is and is not working. Kent Fuller remarked that when it all settles we will do what we do best and that is to provide good services at reasonable rates. Our results speak louder. To those who provide services, continue to do your best and at the end of the day it normally works itself out.

Chair Yount commented that RVR put our region at the top so we can use this as a reason to continue to serve this ten county region and other counties may want to join us. Commissioner Steve Braun will take office on November 24th and Scott Sanders will oversee UI.

There will be a joint meeting with the Works Council on September 26th where our Executive Committee can make a presentation and encourage working together as partners. Chris Lowery and members of the Works Council are pleased to collaborate. Chair Yount encouraged the board to work with employers to find out what they need.

III. Eco15 Update

Robin Hilber presented Eco15 update, advocated the “Dream it Do it” training ambassadors for sharing best practices where students share with other students. She commented on a regional skills trade video, school work programs, certifications, and two year degrees to fill jobs requiring skill and

knowledge in our area. Kent Fuller informed that several industries are meeting at Columbus East and Columbus North on September 29th to promote Industrial Maintenance and Automation Robotics Programs.

Eco15 now 15 years in the future, we are talking together, Lumina has given money, and we have a new agenda. There will be a continuation of Parents, Teachers, and Counselors working to get students into manufacturing careers. Eco15 moved people up one level, and students are not saying if, but when they go to college. Some are moving more than one level. Kent Fuller mentioned that most manufacturers are onboard with Eco15 and need skilled trades, Maintenance Technicians, Draftsmen, Electrical, and Robotics. If we build an Infrastructure and get WorkOne Development in this process, we will see communities flourish and people working to bring tax money to the area. Students are graduating from college and with work experience can earn six figures in a short time.

IV. Executive Staff Report

Mr. Kegerreis gave a presentation on "Major SEIWIB Board Accomplishments" report showing accomplishments in the past year with a new Regional Operator and the board committed to leaner and getting the money out to client services. Achieved 28% less operating expense and are on target to get better year over year reduction with a leaner crew and focused to support provider staff. Mr. Kegerreis will present this report for the Works Council. Vice Chair Orben gave credit to staff and team member's for their accomplishments.

Chair Yount commented that the board was savvy to plan ahead for events like the Government shutdown. We are working with community groups and coalitions and getting to know them. We have had a positive year.

Mr. Kegerreis reviewed that our first project was moving Greensburg office where we saved 31% rent year over year, have Ivy tech in building, and negotiated for Accessibility provisions. We closed the former operator's office, spread our staff spread out, and are using separate offices in established buildings. Our first board meeting was snowed in/out. Vevay Summit oriented board members and tour objectives. We are striving to do more with vets and try to get JAG in every high school. Our Service Provider made a major push to improve client services and have more funding to work with. We have strengthened accountability with everyone on board. Every manager knows every fund coming through and all programs in their office. We are proud of what they have been able to do so far.

Mr. Kegerreis prepared due diligence on our full service Madison WorkOne move to the Clearinghouse. He is negotiating with DWD and waiting on state to respond on their estimate of costs for move to the Clearinghouse in Madison.

Express offices do not have as much foot traffic and can offer training but no UI services. They do have self-service access and we are working to have staff on site one day a week for UI.

National Able is working to get a new website at no cost to the board for the Marketing Department with Social Marketing through LinkedIn, Facebook, and Twitter. Mark Cash encouraged Social Media is the way to communicate with young people. The board expressed commitment to veterans and applied for a grant this year but did not receive it. Richard Sewell had a conversation with Easter Seals. Michael Ames is working to get into meetings for Veterans. We are committed to keep working to serve more veterans.

Chair Yount thanked the Clearinghouse and RVR staff for doing their part. Scott Sanders and Dennis Wimer have been working on the Clearinghouse project and we hope to have a decision soon. Margo Olson, Molly Dodge, and her team have been excellent and shared information as we needed it. We have been evaluating moves in North Vernon, Seymour, and Columbus, and are looking to places that are driving traffic. The Greensburg move leveraged costs. Clearinghouse houses eight agencies that service clients and increases foot traffic. Being there makes sense and is convenient for people.

Jennifer Montgomery informed that Lawrenceburg WorkOne and the Dearborn County Commissioners teamed up to hold the second “Annual 6th Congressional Job Fair” with Luke Messer’s office. 42 businesses attended a business seminar on the how the Affordable Care Act affected business. DEI vocational Rehab attended. Over 20 applicants were hired that day and since then the total rose to over 40. The event was definitely worth employers’ time. Staff contacted marketing firm in Cincinnati to see what employer are looking for in interview process. They held resume writing and interview workshops. Dress for Success came for second time and outfitted thirteen women in interview attire. There was a fee associated and they waived the invoice for \$300. They will be partnering with Food Banks in area in the future. There is one person that gets to come back and pick items. The Job Fair outgrew our facility.

Ashley Stewart informed that Madison WorkOne hosted an impromptu Job Fair on September 3rd with the Department of Corrections, Help in Home, Employment Plus, and Spartan staffing. They pulled together radio ads and flyers within three days with staff working on it over the weekend to pull it together. The Deputy Commissioner attended, Corrections offices in Madison interviewed, and they filled 10 positions and will add 5 more soon.

Business Consultant Funds

Business Consultant funds were split money half last year, the others half was used to support team structure in all areas. National Able has recommended to split half again this year and give the second allotment to RVR to increase WIA funds.

Board voted to support Mr. Kegerreis’ recommendation to give half of National Able’s Business Consultant funds to RVR. Chair Yount entertained a motion; Chris Lowery made the motion, Vice Chair Orben seconded. All in favor and the motion passed. Chair Yount will sign the grant agreement.

Seymour Lease

Seymour Express office lease is asking \$25,000 a year. They have not increased rent since 2010. Mr. Kegerreis will continue to negotiate Seymour Express Office rent increase down as far as possible and bring the final quote to the board for a vote. It is smart to negotiate brand new lease with a longer term and a clause we can get out if we need to. The facility in Seymour is shared with Ivy Tech and other entities. Vice Chair recalled last year’s investigation and due diligence on Express Offices’ facilities. We are looking at every dollar we spend and not willing to pay more.

V. Service Provider Report

Margo Olson presented a year in review with the “WorkOne Southeast Service Provider Report” and “Significant Service Outcomes”. In the past year National Able was appointed Regional Operator and RVR’s Service Contract was renewed. We increased services, reduced overhead, and had 83% increase in direct client services over last year. The number of clients in training increased 23%. Business

services and OJT's increased due to work done by Business Service Team, Lissa Griffin, and Karen McKinley.

Jobs for Americas Graduates met 5 of 5 national standards. Kristal Biehle does great job of managing. Celeste Bowman won one of the "Outstanding Specialist" for Indiana State and the Seymour newspaper had articles on September 3rd and 9th about Celeste Bowman and the JAG program. "Jobs for Americas Graduates" are working with Gleaners to have food pantry in their school.

"Youth Services Report" was presented by Kristal Biehle highlighting record enrollments and major accomplishments. She presented several Success Stories and information on "Jobs for Americas Graduates".

Chair Yount announced the JAG Competition event will be on January 23rd at IUPUC and the board will send invitations for Judges. The board has been leader in Project Lead the Way, STEM, and JAG. Robin Hilber judged last year and noted the progress made on students that were at risk of dropping out. The Newspaper said JAG students were well spoken and have become adults. JAG's minimum requirements deny small schools and the board is looking at JAG Jr. to get students training and jobs.

Mr. Kegerreis reported the Youth Council and Kristal Biehle are working to expand JAG. He went to a State Youth Meeting where Dr. Mellon made a stellar presentation about Youth and SWIC working to integrate into his school district in Soft Skills Training. Teaching respect and punctuality are skills employers are asking for. The Youth council wants to focus on Soft Skills in the next meeting. Everyone is invited to on the Youth Council.

A meeting with Senator Donnelly at the Switzerland Development Center stressed how important it is to get reports to Congressman Luke Messer and both Senators showing numbers of how many are visiting our offices and working with our staff. We need to record the number pf people that visit our WorkOne Offices to search for a job, skilled people using our services, and variety of services offered.

VI. Financial report/ Approval of the Budget

Jackie Zangrilli presented a "Year in Review" report for physical year ending June 30th so new members and Chris Lowrey can see the outcome of what this Workforce Investment Board did since Oct 1, 2013.

Chris Lowery mentioned he was impressed with what SEIWIB board was able to do with strong commitment to cut admin cost and getting as much in direct training as possible.

Jackie Zangrilli continued to present financials for the month of July. The current report shows Approved Budget in May, adjustments, and recommended going forward. Once August and September reports are updated these numbers will change. When we talk of the percent of funds going to direct client, we also need infrastructure and staff available to help the clients that are in need. Business consultant is working with Employers. RVR did a good job and asked for additional Dislocated and Adult WIA direct client services funds. We can make case that we need additional funds. We do carry over funds for next program year to help continue with direct client services and still pay our contracts and not pull back on client services and training in fall when all enrollments are happening. A synopsis of how our funds are used was presented by program. A comparison to the

boards prior 3 – 4 years was is given showing better use of funds and accomplishments. Our Service Provider is on track and National Able is a little under budget.

Chair Yount set a goal that the Workforce Investment act is a small proportion of what we have to pay for Direct Client Training. Vice Chair Orben commented National Able is led by Women that are Veterans, has a national presence, and are Veteran owned with good reputation. We have more delivery service in place, strong physical agent, and RVR good local working knowledge of the system. Working together has allowed us to do a lot more. We need to push for additional dollars and be more creative to do more Vet programs or Youth and not be hemmed in by federal dollars.

Robin Hilber asked for clarification on transferring WIA funds. Carla Crowe explained 50% Dislocated Worker funds were moved to Adult funds to help with adult funding because all are adults and not all are Dislocated Workers. Youth funds cannot transfer except from in school or out of School where the age eligibility is 14 to 21.

Motion to approve the Budget was made by Vice Chair Orben, seconded by Mark Cash. All were in favor and the Budget was approved.

Beth Pattison invited everyone to the November 17th meeting a 9am located at 100 Webster Street, North Vernon Adult Education facility. Contact Beth Pattison for more information or about HSE test.

VII. Disability Employment Initiative Presentation

Stephanie Frondorf will make her presentation at the next meeting.

VIII. Adjourn

The meeting was adjourned by Chair Yount. The next full board meeting will be on November 18th in Osgood.

IX. Greensburg Facility Tour

Following the meeting Jim Cummings, the GCLC Director, led a tour of the Greensburg Learning Center to see how well this partnership coalesced. He stated that all agencies in the building work well together. Greensburg School decided we needed to group together Greensburg Achievement School, Head Start, Ivy Tech, HSE/GED programs, and Healthy Families in one building and WorkOne pulled it all together. Staff from these agencies go to WorkOne every day and they all work together. Looking back ten months it is hard to see how we could not have partnered.