

### Business and Industry Committee

### November 7, 2018

**SUMMARY MINUTES**

The meeting was called to order at 4:06 p.m.

ROLL CALL: PRESENT - Lee Ann Eager, Richard Keyes, Joe Olivares, and Corinna Pereira

ABSENT - Fely Guzman, Ron Hicks, Scott Miller, Tommy Nellon, and Lydia Zabrycki

AGENDA CHANGES: None

ABSTENTIONS/RECUSALS/

DISCLOSURES OF

POTENTIAL CONFLICTS OF

INTEREST: None

STAFF/CHAIR COMMENTS: None

PUBLIC COMMENTS: None

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| **Item** | **Description/Action Taken** |
| **1.** | **May 2, 2018, Business and Industry Committee Meeting Minutes** |
|  | **NO ACTION WAS TAKEN - QUORUM NOT PRESENT.** |
| **2.** | **Business and Industry Committee Vice Chair** |
|  | Blake Konczal, Executive Director, Fresno Regional Workforce Development Board (FRWDB), stated that due to the recent changes in the FRWDB bylaws, suggestions were made at the June 6, 2018, FRWDB meeting to develop protocols for running Business and Industry Committee (Committee) meetings in a Chair’s absence. Mr. Konczal explained that if the Chair of the Committee is absent, the present members will choose a member to chair the meeting. |
| **3.** | **Business / Job Seeker Recognition Quarterly Awards** |
|  | Nuvia Varela, Adult/Youth Program Manager, FRWDB, presented two (2) short videosshowcasing the Outstanding Business Achievement for the Second Quarter of PY 2018-2019. The award winners were WestCare Foundation (Adult Employer), and Quality Concessions Trailers (Youth Employer).  In the first video, Shawn Jenkins, Sr. Vice-President, WestCare Foundation, stated that the company has worked with Workforce Connection since 2002 to get qualified candidates. Adela Acosta was referred to WestCare Foundation through the On-the-Job Training program and was hired on as a regular employee in the position of receptionist.  In the second video, Jim Sullivan, Manager, Quality Concessions Trailers, stated that he likes to mentor youth by giving them a chance to gain hands-on experience to decide if they see a future in Manufacturing.  Christian Robles, Youth Participant and Fresno City College student stated he was grateful that Mr. Sullivan allows him to work part-time and is flexible with his school schedule. |
| **4.** | **Employer Customer Satisfaction Report** |
|  | **NO ACTION WAS TAKEN - QUORUM NOT PRESENT.** |
| **5.** | **Business Services Center Usage** |
|  | Mr. Konczal introduced Erik Cherkaski, the FRWDB’s new Business Services Center Manager.  Mr. Cherkaski provided an overview of activities and services being provided through the FRWDB’s Business Services Center (BSC) and an approximate value of those services. Mr. Cherkaski referred the Committee to the spreadsheet provided in the agenda packet which reported an approximate value for services provided in PY 2017-2018.  Mr. Cherkaski also went over the other services that the BSC provides including the Fresno4Biz online partner referral system and the no-cost Human Resources (HR) Hotline.  Director Olivares asked how the BSC staff was able to keep track of the incoming HR Hotline calls. Mr. Cherkaski explained that Sierra HR Partners, Inc. provides a confidential spreadsheet once a month of all calls received. |
| **6.** | **Distribution Center Update** |
|  | Shawna Glazener, Business and Workforce Consultant, FRWDB, stated that the FRWDB has been instrumental in the recruitment process for the Amazon Fulfillment Center, the ULTA Distribution Center, and the GAP, Inc. expansion project. The FRWDB has also been spearheading efforts to provide job seekers with training for the industry. FRWDB partnered with Fresno City College and local employers to develop the Supply Chain, Logistics Program.  Chris Pitts, TSC Solutions Leader, Amazon Fulfillment Center, was in attendance at the B&I Committee meeting and thanked Ms. Glazener and the Central Labor Council Partnership for the help they provided to him and his team. Mr. Pitts explained that before the Amazon Fulfillment Center was ready to open its doors, Mr. Pitts needed a place to conduct hiring events for seven (7) weeks. The Workforce Connection One-Stop located at the Manchester Center Mall was able to house a few of his staff allowing them to be able to process up to 2500 job seekers. Mr. Pitts added that Amazon Fulfillment Center started out as the lowest paying distribution center in the job market, but now offers one of the more competitive wages. Mr. Pitts concluded by saying that Amazon will be launching a package delivery station in Fresno soon where 100% of the drivers will be hired by Amazon instead of being contracted out.  Ms. Glazener commented that it was the first time in history that any Workforce Development Board has partnered with an Amazon Fulfillment Center.  Mr. Konczal thanked Mr. Pitts for stopping by in person and providing information on the Amazon Fulfillment Center. |
| 7. | **Rapid Response – Worker Adjustment and Retraining Notification Act Notice** |
|  | Martha Espinosa,Business and Workforce Consultant, FRWDB, reported that during the fourth quarter of PY 2017-2018, the Rapid Response team contacted eight (8) companies that were either downsizing or closing, and provided information to 60 dislocated workers out of the 273 employees that were affected. |
|  | During the first quarter of PY 2018-2019, the Rapid Response team contacted 11 companies that were either downsizing or closing, and provided information to 15 dislocated workers out of the 324 employees that were affected.  Ms. Espinosa stated that the Fresno County Library Digibus has been instrumental for holding onsite orientations to companies that are closing. The Digibus is a computer lab on wheels that provides Internet access, job preparedness classes, Wi-Fi access, and other resources for Fresno County residents.  Ms. Espinosa stated that some companies are not able to hold orientations inside their buildings so the Digibus will park at a nearby location and the Rapid Response team is able to conduct orientations inside the bus. |
| 8. | **February 6, 2019, Agenda Items** |
|  | None. |
| 9. | Meeting Feedback |
|  | There was no meeting feedback. |

The meeting was adjourned at 4:56 p.m.