

**WORKFORCE INVESTMENT BOARD MEETING**  
**Salem County Vocational Technical School**

**Meeting Minutes of**  
**May 5, 2011**

A meeting of the Workforce Investment Board was held on May 5, 2011. The meeting was held at the Salem County Vocational Technical Schools in Woodstown, NJ.

**Members:**

Allison Spinelli, Cumberland OE&T  
Anna DeNovellis, WAWA  
Anthony Chiesa, DOL Cumberland One Stop  
Bert Lopez, Atlantic City Electric  
Darlene Barber (Joy Wood), CCTECH  
Domenic Ciancerelli, Precision Electronic Glass  
Jack Surrency, HSAC  
Jim Smith, Salem Improvement Authority  
Joe Scarpa, Green Paradigm Realty  
Julie Acton, Freeholder Liaison  
Kathy Lockbaum, Salem BOSS  
Kim Cruz, Franklin Bank  
Kim Wood, Economic Development  
Marva Ferguson, DVRS  
Loren Thomas, SCVTS  
Marie Gittone, Consultant  
Mark Dykoff, DOL Salem One Stop  
Morris Pamepinto, Anchor Glass  
Pat Constantino, PathStone  
Pete Contini (Joan Baille), Salem Community College  
Ray Bolden, Interagency Council  
Richard Byer, DOL  
Robert Bumpus, Salem School Superintendent  
Thomas Isekenegbe, Cumberland County College  
William Mosier, Dupont

**Guests:**

Steve Kehs, Triad

**WIB Staff**

Anthony Scott  
Christy DiLeonardo  
Shelley Spina

**Handouts:**

Discover Ability NJ  
On-The-Job Training, Enhanced business Assistance Now Available  
Business Retention Report  
Cumberland/Salem (WIB) monitoring Schedule  
Disability Employment Initiative  
Ticket to Work Program Design  
WIN Program Proposal  
Salem County On-the –Job Trainings  
Salem Success Story

**Welcome and Opening Remarks:**

The meeting was called to order by Bert Lopez. He welcomed everyone and thanked Loren Thomas for hosting the meeting at his facility.

Bert introduced new Board members Kim Cruz, Jim Smith, Marva Ferguson and Morris Pamepinto and welcomed them to the Board. Each new member gave a brief bio.

**Approval of Minutes:**

Bert asked for a motion to approve the prior meeting minutes. The motion was made by Kim Wood and seconded by Pat Constantino.

**Presentation: Steve Kehs**

Christy introduced Steve Kehs from Triad who will be given a Presentation on the Workforce Investment Now (WIN) proposal. The purpose of the WIN Program is to bring a more aggressive and proactive approach to providing workforce investment services, financing assistance and other supportive services to businesses. The purpose of the WIN program is to provide these services before there is a labor emergency or a company has to close its doors.

Steve presented a power point program on the proposal that they have put together for the State. He stated that the need for a proactive approach to layoff aversion and corporate closings is obvious. The challenge for local officials is how to act proactively. The Cumberland/Salem WIB is suggesting a three step approach to this effort through its pilot WIN Program.

1. Identify Companies at Risk
2. Reach the Target Audience through Education and Public Partnerships; and
3. Intervene with a Rapid Response Team to promote Winning Outcomes.

The Cumberland /Salem WIB is proud to present this concept to the NJDOL and Workforce Development to use as a model for the implementation of other WIN programs throughout the state. The Cumberland/Salem WIB has been providing workforce training and response services to business closures for many years. He would like suggestions and/or modifications to the proposal by the local parties. He asked for any comments about this concept.

**Comments:**

Committee members thought it was nice work but wanted to know how they would identify the businesses or workers at risk. Anthony asked if this would replace the States Rapid Response. Christy said that it would not. Kim Wood asked if there was a timeline on this and Christy responded yes there is a timeline. Loren felt there needs to be more discussion before moving ahead.

Bert felt the board needs to vote on approval of the concept. The motion was made by Kim Wood and seconded by Dom Ciancerelli. All approved.

**Cumberland/Salem Updates: Christy DeLeonardo**

Christy reported that Laurey Heating has been awarded an Energy Partnership grant. This is good news for our area because they will be hiring.

Christy went over the Business Retention report that was handed out to the Committee. Cumberland and Salem both have job developers. Cumberland has attempted to contact 996 businesses. They have made a total of 381 visits to these businesses. They have had 123 job orders placed, 202 job openings and 5 job orders pending. She stated that Silverton Marina in Millville are about to close their doors and needs help. Christy, Rich Byer and Vickie Simik went to visit them. They are trying to work at getting them funding. One hundred people could lose their jobs if something is not done.

Christy stated that in the committee's packages are the Performance Standards and a letter of support to the Cumberland County College that they can look over at their leisure.

**Monitoring: Anthony Scott**

Anthony reported that he has completed monitoring 7 out of 10 OJT contracts. He will now start to monitor individual contracts.

**One Stop Updates****Salem: Mark Dykoff**

Mark reported that up until now, Salem County has never written an On-the-Job contract but they now have written 3 for Anchor Glass and have more in the works. The money for OJT was received late and they must spend it soon. The thanked the staff from Cumberland for all of their help in doing this.

**Cumberland: Allison**

The USDOL has entered into a three year cooperative agreement with nine states to implement strategic approached for exemplary employment services to individuals with disabilities in the public workforce investment system. Cumberland County has been chosen as a pilot program. She talked about the Ticket to Work Program which she passed out a flyer to the committee. They are working with DVR on this. She will know more about it at the next meeting. She talked about the Earn To Learn Program that

works along with School Counts. They are working with high schools students preparing them for employment.

Cumberland County's goal is to write 40 OJT contracts. Right now they have written about 15 of them.

**Old/New Business:**

Bert asked the committee to review the WIN Program that was handed out to them and to respond back to Christy by Friday, May 13, 2011 with comments or suggestions.

**Adjournment:**

With no other business, Kim Wood made a motion to adjourn.