

WIB MEMBERS

- AL HOLMES  
Department of Rehabilitation
- ANETTE SMITH-DOHRING  
Sutter Health Sacramento Sierra Region
- BROOKS LOCKHART  
California Indian Manpower Consortium
- CAROL PEPPER-KITTRIDGE  
Sierra College
- CHRISTINA NICHOLSON  
Whole Person Learning
- DANIELA DEVITT  
California Employers Association
- DAVID DeLEONARDIS, *Vice Chair*  
Crossroads Diversified Services
- DAVID FRAZIER  
B2BCFO
- DEBBIE STACK  
El Dorado County
- JASON BUCKINGHAM  
Golden Sierra Job Training Agency
- JIM HEGARTY  
IBEW Local 340
- KATHLEEN BURRIS  
CVS Caremark
- KEVIN FERREIRA  
California State Board of Equalization
- KIMBERLY PELLOW  
Brandman University
- LAUREL BRENT-BUMB  
Bumb Construction
- MARCY SCHMIDT  
Placer Co. Business Advantage Network
- MARGARITA VALENZUELA  
Unite Here Local 49 Gaming
- MARTHA ESCOBEDO  
Employment Development Department
- MICHAEL ZIMMERMAN  
MTI College
- PANDA MORGAN  
Small Business Development Center
- PAUL CASTRO  
California Human Development
- RANDY WAGNER  
Sierra Economic Development Corporation
- RICK LARKEY  
North State Building Industry Foundation
- SHERRI SPRINGER  
Happy Kids Preschool & Childcare
- TIM COOK  
Experience Works
- TINK MILLER, *Chair*  
Placer Independent Resource Services
- VIC WURSTEN  
PRIDE Industries
- VINCENT ECHEVERRIA  
District Council 16
- WILLIAM REED  
United Domestic Workers

**GOLDEN SIERRA WORKFORCE INVESTMENT BOARD  
BUSINESS SERVICES COMMITTEE  
REGULAR MEETING  
AGENDA**

**Wednesday, February 26, 2014 – 9:00 am**

**North American Title Company  
4357 Town Center Blvd., Suite 210  
El Dorado Hills, CA 95762**

*Mission: Provide reliable, valuable resources to the business community through the local business service center system.*

- I. ROLL CALL AND INTRODUCTION OF GUESTS
- II. APPROVAL OF AGENDA 1
- III. CONSENT AGENDA:  
  
All matters listed under the Consent Agenda are considered to be routine in nature and will be approved by one blanket motion.  
  
For Approval  
  
A. Approval of Minutes from January 22, 2014 BSC Meeting 2-5  
  
For Information  
  
B. Attendance Log 6
- IV. MEETING HOST INTRODUCTION
- V. PUBLIC COMMENT- FOR THOSE ITEMS NOT ON THE AGENDA
- VI. APPROVAL OF NEW COMMITTEE MISSION  
  
To coordinate reliable, valuable resources for the business community.
- VII. COMMITTEE GOALS
- VIII. REPORT OUTS
- IX. NEW BUSINESS / FUTURE AGENDA ITEM
- X. NEXT MEETING – March 26, 2014, Roseville Chamber of Commerce
- XI. ADJOURNMENT

EQUAL OPPORTUNITY

Golden Sierra is an equal opportunity employer/program. Auxiliary aids and services are available upon request. Special requests for services, aids and/or special formats need to be made by calling (530) 823-4635 (Voice). TTY users please call the California Relay Service at 711.

**GOLDEN SIERRA WORKFORCE INVESTMENT BOARD  
BUSINESS SERVICES COMMITTEE  
REGULAR MEETING  
MINUTES**

**Wednesday, January 22, 2014 – 9:00 am**

**Harris & Bruno  
8555 Washington Blvd.  
Roseville, CA 95678**

*Mission: Provide reliable, valuable resources to the business community through the local business service center system.*

I. ROLL CALL AND INTRODUCTION OF GUESTS

Quorum was established and the meeting was called to order at 9:04 am by Chair Devitt.

Present: Daniela Devitt, Kathleen Burris, Kathy Matranga-Cooper, Jenny Wilson, Laurel Andrews, Lisa Hutchinson\*, and Marcy Schmidt.

Absent: Randy Wagner and Sherri Springer.

Guests: Jason Buckingham, Latanya Johnson, Leandra Wilson, and Michael Indiveri

\*Denotes arrival

II. APPROVAL OF AGENDA

**Motion** to approve agenda as presented by Schmidt, second by Wilson.

**Motion** approved unanimously.

III. CONSENT AGENDA

All matters listed under the Consent Agenda are considered to be routine in nature and will be approved by one blanket motion.

For Approval

A. Approval of Minutes from December 18, 2013, BSC meeting

For Information

B. Attendance Log

**Motion** to approve Consent Agenda Items A & B by Matranga-Cooper, second by Andrews.

**Motion** approved unanimously.

IV. MEETING HOST INTRODUCTION

Leandra Wilson is the Director of Strategic Operations & Human Resources for Harris and Bruno. Harris and Bruno specialize in custom applications and is the leader in the industry for automated and reliable coating systems and inking systems for printing presses in the flexo, offset and corrugated industries worldwide. The company also makes packaging equipment and has its own packaging department. They are connected to the Mechatronics program at Sierra College, providing training for students as apprentices. They also have a paid college intern program. Wilson is interested in learning more about the committee and possibly joining.

V. PUBLIC COMMENT – FOR THOSE ITEMS NOT ON THE AGENDA

Indiveri said that the December Job report was released by the U.S. Department of Labor. The report indicates the unemployment rate has decreased and is at its lowest in five years due to those leaving the labor market. This includes those who are not actively seeking work. (If you are not actively seeking work you are not considered a part of the labor force).

Indiveri also reported that while there were two million net jobs created in 2013, the drought in California could be a new area of concern for the workforce. The drought is already impacting those who work in recreation.

Schmidt announced the Tri-County Job Fair will take place on Friday, March 21, 2014, 9am-1pm, at Folsom Community Center. The Job Fair includes Sacramento, Placer and El Dorado Counties. There is no cost for companies to register and the goal is to have at least 65 companies present. The job fair will feature resume critiquing, a presentation on LinkedIn, a photographer for guests to update their LinkedIn photos, and more. More information can be found at [tricityjobfair.org](http://tricityjobfair.org)

VI. COMMITTEE GOALS & STRATEGIC PLAN

- **BAN Guide** – Committee members reviewed the guide created as a tool by Business Advantage Network (BAN). The guide highlights BAN partners and the services they offer and/or provide. The committee has expressed interest in creating a similar document.

Although the BAN Guide is easy to read and helpful, Indiveri suggested creating a simpler guide for employers and using a guide like the one created by BAN for staff. Buckingham agreed and added that a similar guide would be helpful for staff, the committee members and WIB members, but not for employers. He thinks the document may be too busy or contain too much information for employers.

As an employer, Hutchinson agreed that the guide would be helpful as a committee member but not as an employer. Andrews added there should be an electronic version for emailing and computer access.

After further discussion the committee agreed to create a tool similar to the BAN guide. The tool would be used by committee members, agency staff, and WIB members. The following categories will be included in the new tool/guide:

- Hiring
- Post Hiring
- Training
- Termination or Layoff
- Post Termination
- Startup Business Assistance
- Employer Incentives

Buckingham suggested the committee start with the information it has, then survey the WIB to identify additional resources and services.

- **Establish new goals** – After discussion and review of the current committee mission and purpose members decided on the following:

*Mission: To coordinate reliable, valuable resources for the business community.*

While there was general consensus that a purpose may not be necessary, the committee agreed that its general purpose is: *Mutual promotion of services & resources available to the business community.*

The committee will discuss its actual goals and initiatives at the next meeting. Members will send their ideas to Johnson prior to the next meeting.

## VII. REPORT OUTS

**Schmidt** – Getting closer on the subsidized employment expansion; meeting with Community College Foundation on Friday, January 24, 2014 to finalize having them listed as employer of record for internships for individuals in the county employment program and in-house placement. Several contracts are being revised to reimburse up to \$10,500 per individual hired through subsidized employment program.

**Hutchinson** – Extended an invitation to committee members to the 4<sup>th</sup> Annual Women's Opportunity Awards Luncheon put on by Soroptimist International South Placer (SISP). The luncheon will be held on Saturday, March 8, 2014, 11am-1pm at the Rocklin Parks & Recreation Activity Room. Tickets are \$20. Hutchinson sits on the judging panel for the awards, along with Schmidt and Burris; Hutchinson also serves on the Board of Directors for Working Women International (WWI) who is a co-sponsor of the event. SISP and WWI partnered together to open a thrift boutique featuring women's business apparel, at affordable prices. The boutique is called 925, located at 216 Douglas Blvd in Roseville. Hutchinson serves as Site Supervisor and HR Consultant for the boutique which held a VIP Grand Opening on Saturday, January 18, 2014. Assemblywoman Beth Gaines attended the VIP event and she will be the guest speaker at the awards luncheon. On Friday, January 31<sup>st</sup> the boutique will be featured on Good Day Sacramento and hold their Roseville Chamber ribbon cutting. The boutique opens to the public on Saturday, February 1<sup>st</sup> at 10am. Committee members are invited and encouraged to attend all of the events mentioned and to visit the boutique to show support.

**Wilson** – Met with Devitt to discuss the idea of starting ProEdge in El Dorado County; Next Skills training-for-trainers has been completed by all WIA staff, for the purpose of DEI and Veterans Services.

**Matranga-Cooper** – Looking for individuals to critique resumes at the Tri-County Job Fair and looking for sponsors to pay for goodie bags, advertising, etc.; Red Hawk will run a shuttle from Placerville One-Stop to the Folsom Community Center. There are a lot of Employer Forums being scheduled as employers are ramping up for the spring.

**Buckingham** – The agency offers a subsidized wage program for individuals who are not on public assistance and can reimburse up to \$8,000.

**Andrews** – Work Opportunity Tax Credit (WOTC) now has e-WOTC where businesses and agents can complete the process online instead of the paper/manual document. This process will become more public and accessible soon where businesses and agents can complete up to 500 applications at a time.

**Devitt** – Looking to expand ProEdge statewide; there are more than 680 ProEdge alum who help new members and this creates a great talent pool. ProEdge is 16 week training for professionals in career transitions with an 80% hire rate. Fresno County completed a contract; Nevada County session begins 2/20/14, Yolo County session begins 3/2/14. Orange County has a pending contract.

VIII. NEW BUSINESS / FUTURE AGENDA ITEMS

1. Establish new committee goals and initiatives.

IX. NEXT MEETING – February 26, 2014, El Dorado County

X. ADJOURNMENT

**Motion** to adjourn by Matranga-Cooper, second by Hutchinson.

Meeting adjourned at 10:56 am.

**Business Services Committee  
Attendance Log**

	Date:	4/24/13	5/22/13	6/26/13	7/28/13	8/28/13	9/25/13	11/20/13	12/12/13	1/22/14	
			Cancelled								
<b>Business Services Committee</b>											<u>Rate</u>
Daniela Devitt-CHAIR	0			1	1	1	1	1	1	1	88%
Jenny Wilson				1	1	0	1	1	0	1	71%
Kathleen "Kathy" Burris	1			1	0	1	0	1	1	1	75%
Kathy Matranga-Cooper	1			1	1	1	0	0	1	1	75%
Laurel Andrews						1	0	1	0	1	60%
Lisa Hutchinson	1			1	0	1	1	0	1	1	75%
Marcy Schmidt	1			1	1	1	1	1	1	1	100%
Randy Wagner							0	1	1	0	50%
Sherri Springer	0			0	1	0	1	0	1	1	50%
<b>Total</b>	<b>6</b>			<b>7</b>	<b>7</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	