



GLOW WORKFORCE INVESTMENT BOARD
Genesee County Career Center
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GLOW WIB Tri Regional Meeting

Minutes

1/18/11

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Genesee Community College - Room T102, Batavia, New York

GLOW WIB Members Present:

Tim Anderson, Chairman/Don Allen Insurance; Gabrielle Barone, Orleans Economic Development; Scott Bischoping, Livonia School Superintendent; John Cima, GV Partnership; Mike Dehn, Vice-Chair/Trek, Inc.; Norb Fuest, Morton Salt; Scott Gage, Genesee County Career Center; David Guile, Union Labor; Bob Haladay, VESID; Shelly Dale-Hall; PathStone; Steve Hull, Lapp Insulators; Joe Hamm, NYS DOL; Jerry Kozlowski, GCC BEST Center; Tony Mancuso, Mancuso Real Estate; Mark Masse, Genesee County Economic Development; Denise Morley, Noyes Memorial Hospital; Pat Rountree, Livingston County Economic Development; Mary Pat Hancock, Genesee County Legislator

Staff: Mary Lou Hamm, Michele Nichols

Finger Lakes Members Present:

Hal Smith, Chairman, Halco Plumbing and Heating; Jennifer DeVault, Thompson Health; Jocelyn VanGelder, NYS DOL; John Mueller, Willow Bend Farm; Mike Mandina, Optimax Systems; Nicolette Leathersich, VESID; Orlando Rivera, PathStone; Robert Leiby, Manchester-Shortsville CSD, Ron Golumbeck, ITT; Suzanne Sinclair, Seneca County; Joseph Hamm, NYS DOL

Staff: Karen Springmeier, Mike Woloson, Linda Cunningham, Patricia Gopen, Debbie Sowards

FL Guests: Betsy Russell, Yates County Workforce Development; Brian Young, Finger Lakes Workforce Development; Joseph Nairn, FLCC; Martha Costello, NYS DOL; Peg Birmingham, Seneca County; John Vrabel, Seneca County/Finger Lakes Works; Ryan Hallings, Finger Lakes Economic Development Center; Marci Miller

Rochester Works Present:

Ryan Snyder, Cynthia Cooper, MCC; Hazeldine Hercules, Mayor Thomas Richard's Office; Peter Pecor, Rochester Works; Sergio Esteban, LaBella Associates; Pat O'Reilly, NYS DOL; Bob Trouskie, Workforce Development Institute; George Scharr, Flower City Printing

Guests Present:

John Twomey, NYATEP; Matt Hurlbutt, Greater Rochester Enterprise; Carol Miller, Orleans County Job Development; Rae Frank, Wyoming County Community Action; Keith Mitchell, Livingston County Workforce Development; Ray Chaya, GCC BEST Center; Peter Hazzan, GV Partnership; Karl Drasgow, Drasgow; Shirley Shaw, REOC; Roosevelt Marius, REOC; Marci Miller, Regional Workforce Development; Angel Cook, NYS DOL; John Hoffman, NYS DOL;

Welcome and Introductions

Jerry Kowzowski welcomed everyone on behalf of President Stuart Steiner of Genesee Community College. Jerry noted they will for the second semester in a row break record for enrollments. He explained they have 7 campus locations throughout GLOW. He is the Director of The BEST Center at GCC, which is responsible for non-credit courses and workforce development training.

Tim Anderson, GLOW WIB Chairman, welcomed everyone and introductions were made by everyone present at the meeting. Mary Lou welcomed everyone and thanked everyone for attending.

John Twomey, NYATEP Executive Director, Presentation

John presented a PowerPoint presentation, which was distributed to everyone at the meeting. Some trends he noted were:

- Recession and recovery time periods – This one looks to be about 2015 to recover.
- How do we get people the skills to get back to work?
- Unskilled jobs are disappearing – will have a shortage of skilled workers and an increasing surplus willing to work who are unskilled
- 41% less than high school in NYS?
- USA Ranks near bottom for math and science compared to other countries – has fallen since 2000
- Increase post-secondary education
- Unemployment and educational level strongly linked
- WIA Reauthorization – looking to introduce a bill this week
- Funding increases highly unlikely – do better with what we got
- 4 Things to focus on with Cuomo Administration:
 - Regional Economic Development Councils
 - Importance of Literacy
 - OJT
 - Youth: SYEP and Priming the STEM student pipeline
- See a recognition that we proceed with a sense of urgency. The Cuomo administration recognizes we need to increase post-secondary completion, improve literacy levels from Pre-K to incumbent workers, focus on commercializing university research, concentrate on high wage/high employment sectors

Matt Hurlbutt, Greater Rochester Enterprise, Presentation

Matt presented a PowerPoint presentation, which was distributed to everyone at the meeting. Some highlights were:

- The Greater Rochester Enterprise (GRE) supports business attraction and expansion, as well as entrepreneurship and innovation in the 9 county region in Upstate New York: Genesee, Livingston, Monroe, Ontario, Orleans, Seneca, Wayne, Wyoming and Yates
- Regional Strengths are: Advanced Manufacturing, Food and Beverage Manufacturing, Optics, Photonics and Imaging, Healthcare and Life Sciences, Research and Development, Software and Software Services, and Telecom
- Competitive Advantages: Size, breadth, and quality of higher education, proximity to major metropolitan areas without high cost, availability of fresh water, workforce (skilled and educated, available, and competitive wages)
- Rochester has high intellectual density quotient – providing an assessment of a region's capacity for creativity and problem solving
- GRE currently managing 20 active projects potential for \$482 million in new investment and creation of 3,970 new jobs
- Xerox to invest \$25 million to expand toner plant retaining 75 jobs and creating 10 new jobs
- IBM to invest \$40 million to update local data center retaining 550 jobs
- Foundation Financial Group to open new sales office creating 50 new jobs
- Zeller Corporation to invest \$2,8 million retaining 63 jobs and creating 20 new jobs
- Harris RF Communications purchases Xerox and plans \$20 million renovation retaining 2,300 jobs
- Expansion of LiDestri Foods at Eastman Business Park to create Innovation Center
- New line at Kraft creating 50 jobs
- Expansion at Pictometry adding 100 jobs
- Connected to US Renewables Group – investment to create clean jobs upstate

- They collaborate with the Tool and Die Industry and see it as a region's strength
- How do they overcome cost of taxes in New York? Typically Labor is usually business biggest cost – they find out what their biggest issue is and use incentives to attract

Regional Skills Alliances' Updates

Finger Lakes Advanced Manufacturing (FAME), Mike Mandina

- Attended National Skills Alliance to try to push Sectors Act
- FAME has Hiring and Training Committee, Image Committee, and Pipeline Committee
- Pushing Summer Employment and Internship Coops
- Skilled workers hard to find
- Forming a Roundtable to consist of academic, industry, and government representatives. Started creating list of resources promoting skilled workforce. Monroe Community College hosting session on 3/15 and would welcome anyone in the GLOW region as well as Monroe to attend

Healthcare RSA, Denise Morley, GLOW WIB Member

- Distributed handout of goals which include collaborating, identifying grants and scholarships, facilitate and share career pathways, life skills coaching

Hal Smith, Finger Lakes Chairman

- Starting new alliance in Skilled Trades to engage 9 counties if anyone is interested
- A "Finger Lakes Works with their Hands" Event being held that showcases skilled trades to 26 High Schools
- There is a very aging workforce and there are a lot of jobs in skilled trades

Final Steps/Action Items

- Mary Lou noted that a summary of the survey responses was distributed to everyone at the meeting
- It was agreed to plan a Strategic Planning session of representatives from the 3 WIBs after we know what direction the State is going, which should be soon.
- It was noted that an event to bring SUNY Chancellor, Nancy Zimpher, and here to discuss about the SUNY Strategic Plan to show what is going well here and make her aware of the challenges. It is scheduled for 3/3/11 at SPC in Canandaigua – more information to follow.
- Evaluations of the meeting were distributed to fill out
- May Lou presented GLOW WIB Member, Denise Morley, with a plaque for her GLOW WIB Membership as she is leaving for a new job.

Closing Remarks – Tim Anderson, GLOW WIB Chairman

- Tim noted that we have great stories and do great work and we need to share that with people – we can capitalize on what we have done!