

## FINGER LAKES WORKFORCE INVESTMENT BOARD MEETING MINUTES

Wednesday, March 22, 2017, 3:00-4:30pm  
del Lago Resort and Casino, Waterloo, NY

### ATTENDANCE:

**Members** T. Albanese, S. Bischooping, D. Culeton, M. Davis, J. DeVault, M. Fortune, J. Hamm, C. Kramer, J. Mueller, J. Pellerite, B. Percy, C. Schillaci, R. Doebelin, B. Trouski, L. Brennan, M. Manikowski, J. Moran, K. Morgan, M. Kauffman, C. Andrews

**Guests:** A. Mendoza, S. Bentley, A. Cook, V. England, M. Lynch, J. Vrabel, A. McGraw, M. Whirtley, J. Celso, R. Newman, J. Davis

**Staff:** K. Springmeier, A. Lesterhuis, M. Woloson, D. Sowards

**Absent:** D. Hellert, J. McGregor, J. Miller, R. Nye, L. Parish, M. Rusinko, A. Scheetz, D. Stuck, R. Plympton, M. Burnell, P. Churchill, T. Facer, J. Sheppard

Mr. Mueller called the meeting to order at 3:00p.m. Introductions followed.

**\*PLEASE NOTE – The attendance sheet for March’s meeting was lost. We’ve does our best at remembering who attended the meeting and who was not able to – please review and let Debbie know what changes need to be made – thank you!**

### ECONOMIC NEWS AND UPDATES

#### Economic Issues/Trends/Concerns:

- Mr. Kauffman announced EastView will be adding four new stores to the mall in the next few weeks, he could not provide details except to say they would be new to the market. Sales are relatively flat. Major challenges include online shopping. Struggling to fill positions at Eastview; four stores are currently hiring additional employees.
- Mr. Mueller – Farm Report: 15% of the market goes to Mexico currently, but not sure about the current administration and trade plans which could result in a disaster for the dairy industry. 2017 appears to be slightly better than 2016 for milk. Applies and grapes should have an average year.

#### Privilege of the Floor:

- Mr. Manikowski – Megan Connor Murphy of Tipping Point Communications is working with Ontario County EDC to retain and attract high quality professionals and individuals. She is working with education and professional institutions leveraging assets to get more people to stay in the area as they prepare for their future.

### SUCCESS STORY/PRESENTATION – del Lago Resort and Casino Update – Jerry Moran

Mr. Moran apologized for Mr. Babinski not being able to attending the meeting to provide an update personally. As of today, the casino has been open 50 days and guest response has been excellent! Kudos and gratitude to all the support from agencies, county and state – help was given by providing assistance in conducting group interviews in August through December with phenomenal results. Guests are surveyed after visiting and town hall style meetings are being conducted inviting those whose reviews were less than satisfactory to improve future guest visits. The casino is partnering with Rochester for providing rides to work to those living in the Rochester area. Currently 7 employees take advantage of this opportunity. WFL BOCES is partnering with Wegmans and the casino to train 10 culinary students every 6 months. Hotel/Spa/Resort is set to open this summer and anticipate hiring an additional 300 employees.

### COMMITTEE UPDATES:

- None.

### NAWB (National Association of Workforce Boards):

Ms. Springmeier will provide an update of the trip to DC at the next meeting.

### NEW BUSINESS/CONSENT AGENDA:

- **Approval of January 18, 2017 meeting minutes.**
  - A motion to approve the minutes was made by Ms. Brennan, seconded by Ms. Morgan. All in favor, motion carried.
- **Resolution #10-16: Approval to Accept Bid for One Stop Operator**
  - Ms. Springmeier provided an overview of the resolution citing WIOA required this item to go out for bid. One response to the RFP was received in February by the Finger Lakes Works Career Center Consortium comprised of eight partners. FL WIB cannot be the operator. Proposal for Joe Davis and John Vrabel to co-chair; contract will be for 1 year with an option to renew.
  - Motion to approve this resolution made by Mr. Bischooping and seconded by Ms. Morgan. All in favor, motion carried. Ms. Kramer abstained from voting.

**PRESENTATION: TOURISM IN THE FINGER LAKES –**

**Presenter: Rick Newman, Destination Marketing Manager for Seneca County Chamber of Commerce**

Mr. Newman gave an overview of the state and particular focus on the Finger Lakes region. The tourism industry supports 60,000 jobs in the region with \$2.9 billion in revenue. 6.4% of all Finger Lakes employment is tourism with Yates County topping it off at 12.3%.

**OTHER BUSINESS**

**None**

**Next Board Meeting** – Wednesday, May 17, 2017 at Keuka College (Yates County)

The Meeting was adjourned at 4:20pm.

Respectfully submitted,  
*Debbie Sowards*  
Fiscal Coordinator