

Finger Lakes Regional Business Services Team Meeting
FLCC Victor Campus
Agenda 01/16/2018
12:00 Noon
Minutes:

Present Access VR-Jennifer Geiger, FLWORKS-Kathy Bailey, John Vrabel, Joe Davis, Michael Woloson
ROCH WORKS/FLH-John Premo, Annette DiPalma, Vanesa Tassone, Laura Seelman, Kyle McCarthy
NYS DOL-Jason Kirchhoff, Louis Lopez

- **Introductions**

- **Recruitments/Job fairs**
Rochester Works (RW) reported a high turnout for their 10 Annual Career Conference and Job Fair that was January 10, 2018. Over 70 employers and just over 1,000 job seekers attended. Employers reported they were happy w/ the quality and quantity of job-seekers. Discussed Yates County's healthcare and manufacturing recruitment event scheduled held in October. Event was split into two activities w/ Health Care recruitment in the morning and manufacturing event in the afternoon. Events took place at the community center in Penn Yan w/ about 8 employers in morning and about 12 employers in the afternoon. Jobseeker turnout was lower than expected but employers reported that the quality of applicants was high. Wayne county annual job fair was held in November w/ about 200(same as last year) job seekers and 38 employers. Discussed ways of marketing for these and other recruitments including Website, e-mails, and using social media.

- **On the Job Training/Customized/Incumbent Worker-**
Group discussed training programs for employers and the demand for those programs. Despite a push marketing OJTs, Finger Lakes Works (FLW) has been experiencing difficulties in finding employers interested in OJTs. The group discussed possible reasons including low unemployment rates. Also discussed Incumbent Worker Training (IWT). Currently RW, GLOW and FLW do not offer IWT. Finger Lakes Hired does have it available but there is low utilization. FLW is looking at developing policy and funding IWT on a trial basis in the Spring.

- **Performance Indicators & OSOS**
Discussed Business Indicators – Effectiveness in serving businesses.
 - a. Repeat Business Customers (percentage of repeat businesses using services within the previous three years); and

b. Business Penetration Rate (percentage of businesses using services out of all businesses in the State).

Group discussed measures and even though this program year is a baseline year, reps want to be sure they are documenting services so they are counted toward these goals. Group suggested a review of OSOS for documenting business services to ensure services are captured accurately. FLW will work w/ NYSDOL to follow up.

- Local Updates
 - Tentative JSEC Job Fair Tuesday march 27th at Ramada Geneva Lakefront
 - Tentative Finger Lakes Job Fair, April 19th at Finger Lakes Community College-Canandaigua, NY

Submitted by M. Woloson