

**ULSTER COUNTY
WORKFORCE INVESTMENT BOARD
MINUTES
APRIL 23, 2010**

MEMBERS PRESENT

Michael Berg	Frank Falatyn	Dorothy Marable	Chris McKeever	James Rhein
James Bracco	William Flynn	Chris Marx	Robert Normann	Barbara Sorkin
David Dittmann	Robert Hirsch	Lance Matteson	Todd Ravinett	Elaine Trott

MEMBERS EXCUSED

Ozzie Beichert	Dr. Leslie Ford	Norman Kestin	Don Lucarello	Bruce Solomkin
Gary Bischoff	March Gallagher	Howard Korn	Joyce Minard	

MEMBERS ABSENT

Terry Breitenstein	Rev. Modele Clarke	Tammy Gillon	Jon Levin	Heidi Rosborough
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ALSO PRESENT

Nancy E.K. Schaef, WIB Director
Cynthia Baran, OET Deputy Director
Liz Hayter, Ulster BOCES, Assistant Director for Adult Education
Carole Furman, UC Community Action
Nancy Bell, NYS DOL, Field Monitor
Thom Kleiner, NYS DOL, Hudson Valley Regional Representative
Madelene Knaggs, NYS DOL, Supervisor LSR
Marcia Lima, OET

Call To Order: The meeting was called to order at 8:10 am by Chair, Todd Ravinett.

Approval of Minutes: A motion to accept the March 26, 2010 minutes was made by Rob Normann, seconded by William Flynn and carried unanimously.

Financial Report: Cynthia Baran, Deputy Director OET presented the fiscal monthly report for March, 2010. The report consisted of both WIA and Stimulus accrued expenditures for Adult, Dislocated Workers and Youth funds.

**REPORT –EXECUTIVE COMMITTEE AND PROGRAM PLANNING COMMITTEE:
RECOMMENDATIONS FOR WIA RFP’s PY2010**

Nancy E.K. Schaef, Director OET-WIB reported on the RFP submissions:

Objective Assessment-Two Bidders; 1) Gateway Industries has a proven track record for providing quality OAs in a timely manner and will be awarded the RFP contract. 2) Office of Community Research, Inc. is a second time bidder, but does not meet our needs and therefore will not be awarded a contract.

Youth Programs-Two Bidders; 1) Family of Woodstock has been running a successful youth program through OET with WIA funds for many years. Program performance continues to improve as FOW staff grows in knowledge and experience. Technical assistance meetings under OET staff supervision will continue. FOW will be awarded the RFP contract. 2) Children’s Media Project (CMP) is a new bidder and has concerns and will not be awarded a contract. This site might be considered for the UC Summer Youth Employment Program for youth in the southeastern part of the county with a desire to learn media skills. The summer program does not have the stringent performance standards attached to it that the WIA-year round youth program does.

Youth Program Delivery System; United Way of Ulster County has successfully operated youth payroll system for in-house year-round youth and Summer Youth TANF programs since 2005. There were no other submissions for this RFP therefore United Way will be awarded the contract.

MOTION: The workforce Investment Board of Ulster County moves to accept the PY2010 RFP submissions approved by the Executive and Program Planning Committees on 4/9/10 as follows:

Assessment Services – Gateway Community Industries, Inc.

WIA Youth Program Services – Family of Woodstock

Youth Payroll Services United Way

Actual funding amounts awarded for each service will be determined by the Executive Committee after final funding availability for PY 2010 has been calculated.

Motion to accept the approved submissions was made by James Bracco, seconded by William Flynn and carried unanimously.

Manufacturing in Ulster County- Lance Matteson, President UCDC

There was a manufacturing meeting at Alcoa Fastening System sponsored by UC Development Corporation (UCDC) and the Industrial Development Association (IDA). The idea was to get as many manufacturers operating in Ulster County together as possible and to give an overview of services that are available to them along with businesses from a variety of sources such as capital, incentives, workforce development, services, and providers. Other than to network and inform it gave the opportunity to get elected officials and politicians to hear the concerns of manufacturers: What’s on their minds? What are their needs? What are their priorities?

The fundamental purpose of the meeting was accomplished. Issues were identified as follows:

1. Finding and keeping skilled workers,
2. training and education resources,
3. access to capital,
4. concern of increasing business and property tax rates,
5. the role of government regulation to permits and delays on manufacturing,
6. affordable housing, and
7. rising health care costs.

What manufacturers need is to focus on developing general education skills, work readiness skills (soft skills) and engaging with the schools strategically as a community. This is where workforce development can be

helpful. The need to deal with specific skills gaps and customized training programs. Also working with schools outside our immediate community to satisfy transferrable skills for renewable and green businesses to the solar industry. Workforce Development Business Services can help strengthen our ability to help manufacturers find workers they need and get employers to use the OneStop. There is a need for better matchmaking and to resolve issues with tracking data for matched workers. There has been tremendous growth in manufacturing and is an important part of our economy. We are lucky to have manufacturers on our Workforce Investment Board and have the opportunity to make them useful in workforce development programs and examine business services in the OneStop.

Business Member Report – Todd Ravinett, President Ameribag

Ameribag was started in 1987 on Broadway in Kingston. They are a manufacturer of handbags, luggage and sporting bags, the main product being the healthy back pack. Today the local facility is off route 32 the retail store is in the Panera Plaza, and warehouse space in Tech City. Currently there are forty five (45) employees. Ameribag also has employees in Illinois, Colorado and Oregon with offices in London and the Caribbean. They distribute products to 2000 stores nation wide through thirty (30) Countries including China, India, Australia, New Zealand and most of Europe. A large amount of sales are also done through catalogs and web sites. In January, 2010 Ameribag purchased a company formerly Surf Brothers Bag Company and integrated their operations into Ameribag facilities in New York. Ameribag products can be found at Gander Mountain and Dicks Sporting store.

Up Coming Meetings:

Marketing Committee	May 12, 2010	at 9:00 am	Room 507
Executive Committee	May 14, 2010	at 8:00 am	Room 507
Strategic Planning Committee	May 20, 2010	at 9:00 am	Room 124
Program Planning Committee	May 21, 2010	at 7:15 am	Diner
Full WIB meeting	May 21, 2010	at 8:00 am	Room 124

The meeting was adjourned at 9:15 am by a unanimous vote.