



Quarterly Board Meeting

The Priory Restaurant

233 West Market Street
Newark, NJ 07103

September 21, 2017

9:00 a.m. - 11:00 a.m.

Meeting Minutes

Board Member Attendees: Mitch Cahn (Chairperson), Mitra Choudhury, Vesta Godwin Clark (Vice Chairperson), Joseph Epps, Danny Denise Gonzalez (Secretary), Chip Hallock, Dexter Hendricks, Diane Hill, Jonathan Kozba, Calvin Ledford Jr., Zachery Lipner, Angelique Morrison, Morris Murray Samuel Okparaeké, Joy Adesumola Olagbegi, Farag Seiam, Bhavna Tailor, Darrell Terry, Shanequa Wilson and Ron Wise.

Guest Attendees: Tameka Allen, Marsha Armstrong, Tom Bacote, Jasmyne Beckford, Amina Bey, Al-Qadr Camillo, Ida Chimbay, Susan Croce, Audrey Djamat-Dubois, Jason Frazier, Kerri Gatling, Aisha Glover, Stacie Hillsman, Michael Marchetti, Orlando Mingo, Kane Pappas, Stephany Porter, Carmen Pichardo, Frank Smallwood, John Taggart, Joseph Tetteh, Alleshka Torres-Velez and Tania Wright.

Welcome & Opening Remarks- Vesta Godwin Clark, NWDB Vice Chairperson

Vesta brought forth greetings to the meeting attendees. She welcomed everyone and thanked Mayor Ras J. Baraka for his presence and continued support.

Introduction & Approval of Minutes- Mitch Cahn, NWDB Chairperson

Mitch Cahn introduced himself and a roundtable roll call of all meeting attendees was conducted.

Mitch asked for a motion to move the minutes from the last board meeting. The minutes were moved by Mitra and seconded by Danny.

Newark 2020- Amina Bey, Executive Director, NWDB



Amina advised *Newark 2020* is part of *Hire-By-Live*, an initiative set forth by Mayor Ras J. Baraka to ensure that we are not only hiring Newark residents, but buying and procuring good and services from Newark businesses and to increase the share of employees living in Newark and expand homeownership rates throughout the City. The goal is to concentrate and help support Newark residents and businesses as well as making sure all Newark residents has an opportunity to grow and prosper. Presentation is provided in the package for all attendees.

Hire-Buy-Live- Aisha Glover, President & CEO, Newark CEDC

Amina advised that only 18% of people who work in Newark are Newark residents; she introduced Aisha Glover as president and CEO of the Newark Community Economic Development Corporation.

Aisha Glover advised the *Hire-Buy-Live* initiative launched this Spring. She stated the goal specifically for *Buy* is to reach 20% by 2020, which means increasing consumer, business and anchor purchasing from Newark's local business. The goal is to overall reach 20% which the ISE ISE report states it's at 3%. Steps to accomplish such goal is to meet with anchor and corporate stakeholder around the City of Newark and analyze their top and bottom spending categories. The goal is to capture and increase revenue coming into the City of Newark and job creation. Ms. Glover advised having the certainty of contracts is a determining factor for businesses and vendors, retaining or increasing staff, which is why *Buy* is closely related to *Hire*. The second way that it is related to job creation is business attraction. After analyzing the spending categories, some purchasing categories are not from Newark businesses which is an opportunity to target and attract those specific industries which will help spark job creation.

Mayor Ras J. Baraka, City of Newark

The Mayor advised that the overall vision and strategy is to address the level of poverty and unemployment in the City of Newark. The committee's effort should involve to help mitigate and ultimately irradiate the levels of poverty and unemployment that exist in the City of Newark which are the central determinants that create all other common issues. Issues that affect education, housing, crime and quality of life which all have some foundation in poverty and unemployment. Mayor Baraka explained that *Hire-Buy-Live* is a comprehensive program that no other state or city focuses on like the City of Newark. Trying to convince corporations to get their employees to live in the City of Newark has been a way to target this initiative. Some corporations are using stipends to cover lunch, rent and initial deposit for a few months, which is an incentive that corporations use to support the measure like Audible.

NWDB-Fiscal Report- Jason Frazier, Chief Fiscal Officer



- **NewarkWORKS Funding-** Jason advised that NWDB received in total \$5,182,709.00 allocated among the six grant funding streams. WIOA Adult \$1,495,756.00, WIOA Dislocated \$796,479.00, WIOA Youth \$1,535,164.00, WFNJ TANF \$699,886.00, WFNJ GA/SNAP \$413,424.00 and Workforce Learning Link (WLL) 242,000.00.
- **Decrease Funding-** Jason advised the actual decreasing funds from 2014 to present is \$1,566,728.00 which is a 23% decrease.
- **RFP Update-** Jason stated the RFP proposals were due May 2012 and as of May 2012, 43 proposals were received. WIOA Adult/Dislocated 14, WIOA Youth 17, WFNJ GA/SNAP 2 and WFNJ TANF 10. After the RFP process, evaluation and approval, 8 proposals were selected for the program year which are: WIOA Adult/Dislocated 1, WIOA Youth 4, WFNJ GA/SNAP 1 and WFNJ TANF 2. This year's RFP training offerings are HVAC I & II, Billing & Coding, General Construction, Business Development, Career Readiness, Basic Skills/HSE Training, Patient Care Tech and Teachers Assistant.
- **Level of Service-** Jason advised approximately 625 residents will be served at a \$1,547,360.50 cost.

Aurora Non-Profit Solutions, Susan Croce

- **Statement of Activities-** Susan presented the financial activities for three years; 2016 audited, 2017 pre-audited and 2018 budget projection. Susan advised the reduction in the NWDB budget is due to the termination of the Workforce Innovation Fund Grant which was almost \$3 million dollars over a three-year period which ended in September 30, 2016 leading reductions in personnel and contracts. Susan also advised that the \$1,071,722.00 is not only NWDB but, includes shared services.
- **Budget Projection-** As per Susan, even though the budget is a little over \$1 million dollars, almost \$400 thousand are shared services.

Mitch presented vote on budget, Vice Chairperson, Vesta Godwin voted and Diane Hill seconded. No oppositions or extensions.

Chip Hallock requested and advised the current fiscal report and future fiscal report be shared with the Board via e-mail.

Mitch presented vote on RFP Contract, Vice Chairperson, Vesta Godwin voted and Diane Hill seconded. No opposition or extensions.

NWDB Report- Amina Bey, Executive Director, NWDB

Amina advised that the Request for Proposal and the One-Stop Operator Procurement Process created by MaryAnn Lawrence from Power Notes LLC are in the package provided to all attendees. Amina advised



that the New Jersey Department of Labor is requiring all municipalities and all local areas go out to bid for One-Stop Operator. Currently, NewarkWORKS is the One-Stop Career Center for the Newark One-Stop Career Center, which Tom Bacote is the Director. This new change/process must be done every two years. The state requires an outline of the process and that a request for proposal and policy be provided.

Mitch advised that the vote being presented is to accept that NWDB has established a One-Stop Certification comprised by Danny Gonzalez, Vesta Godwin, and himself as well as that the proposal has been received and approved. Danny Gonzalez made a motion to accept and Samuel Okparaeke seconded. No opposition or extensions; vote passes.

Chief Operations Report- Amina Bey, Executive Director, NWDB

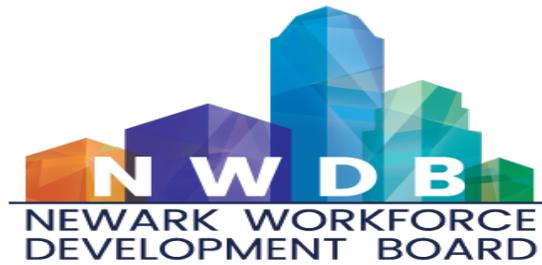
Amina advised the report was sent via e-mail to all board members for their review which requires a vote process as it is part of the certification process. The Board is in charge of providing a local governance process in order to oversee the planning and provisions of One-Stop services. Amina advised the report has detailed information regarding board members by sector that will show the committee is in compliance. Amina advised local Board currently has 29 Board members; 59% of are members represent businesses and economic development, while 21% of our members represent the community-based organization and organized labor. 10% of members represent both education and government.

Amina advised the Chief Operations Report has to be sent to State of New Jersey Employment Training Commission and New Jersey Department of Labor which requires a vote process. Mitch presented the voting process. Vesta Godwin moved to accept the report and Sam Okparaeke seconded.

Continuous and Improved Quality Partnerships and Initiatives- Amina Bey, Executive Director, NWDB

Amina advised that one of the many important partnerships made is with the Talent Networks. Talent Networks provide the Board with labor market information and data, connection to business resources and guidance for job development placement. Tom Bacote has assigned job developers to different Talent Networks to be able to gather information and create strategies for work readiness, employer engagement and job placement. Amina presented Kerri Gatling, Manager of the Talent Networks.

Kerri Gatling advised she's from the New Jersey Department of Labor. She represents Deputy Commissioner, Catherine Starghill and Commissioner, Dr. Aaron Fichtner. She advised the State of New Jersey has adopted *65/25 Initiative* which goal is to raise the percentage of New Jersey residents who have attained an industry-valued credential or degree from the current 50.2 percent up to 65 percent by 2025.



Ms. Gatling advised she oversees the Talent Networks which is one of the initiatives for 65/25. The Talent Networks currently represents seven industries. In the beginning of January 2018 it will expand, construction, utilities and food network will be incorporated. The goal in working with businesses is to capture their needs and what skills they seek in potential employees which will help determine what programs and services are needed.

Amina thanked Deputy Mayor, Rahaman Muhammad for his presence and support.

Mitch advised the Board that all information presented in this meeting can be found in the package provided such as: Chief of Operations Report, Newark 2020, NewarkWORKS Report, Hire Newark Career Expo, minutes from all sub-committees among others.

Mitch presented motion to adjourn. Joseph Epps moved motion to adjourn and Bhavna Tailor seconded the adjournment. The meeting was adjourned.