



SPECIAL BUSINESS SERVICES COMMITTEE AGENDA PACKET

Thursday, April 22, 2021

3:00 p.m. – 4:00 p.m.

Via Teleconference: +1 669 900 6833

Meeting ID: 952 1197 5891

Password: 028818

Documents related to agenda items that are distributed to the WDB less than 72 hours prior to the meeting shall be available for public inspection at 344 Salinas Street, Suite 101, Salinas, CA or visit our website at www.montereycountywdb.org. Documents distributed to the WDB at the meeting by County staff will be available at the meeting; documents distributed to the WDB by members of the public shall be made available after the meeting. This WIOA Title I financially assisted program or activity is an equal opportunity employer/program and auxiliary aids and services are available upon request to individuals with disabilities.

ALTERNATE AGENDA FORMATS: If requested, the agenda shall be made available in appropriate alternative formats to persons with a disability, as required by Section 202 of the Americans with Disabilities Act of 1990 (42 USC Sec. 12132), and the federal rules and regulations adopted in implementation thereof. Individuals with a disability requiring a modification or accommodation, including auxiliary aids or services, in order to participate in the public meeting may make these requests to the Secretary to the WDB at (831) 796-6434.



Monterey County Workforce Development Board Special Business Services Committee Meeting

Thursday, April 22, 2021; 3:00 p.m.

344 Salinas Street, Suite 101
Salinas, CA 93901

(831) 796-6434
www.montereycountywdb.org

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AGENDA

**Business Services Committee
Members:**

Mary Ann Leffel, Chair

Wendy Brickman
Paula Calvetti
Steve Snodgrass

CALL TO ORDER/INTRODUCTIONS	Mary Ann Leffel
PUBLIC COMMENT (<i>Limited to 2 minutes per person</i>)	Mary Ann Leffel
DISCUSSION OR REVIEW OF BUSINESS CALENDAR ACTION ITEMS:	Mary Ann Leffel
1. Update on Business Services activities: employer outreach, recruitment, collaboration, and CEA services	Jerry Hernandez Pearl Sanchez Adrineh Terantonians
2. Update on Small Business grants	Kristen Arps Chris Donnelly
3. Discussion: How can Board Members assist with networking in key industries? Other areas of support?	Board Members
4. Next meeting date	All
ADJOURNMENT	Mary Ann Leffel
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Report on Business Services Activities

Jerry Hernandez, MCWDB Business Services Manager, will report on Business Services activities in Quarter 3, including employer outreach/engagement, recruitment activities, industry collaboration, and services provided through the California Employers Association.

Also available to answer questions are:

- Adrineh Terantonians, Regional Director, Equus Workforce Solutions
- Pearl Sanchez, Program Director, Turning Point of Central California
- Kristen Arps, Management Analyst III, Monterey County Workforce Development Board
- Laura Kershner, Business Services Specialist, Monterey County Workforce Development Board



April 22, 2021

Business Services Committee

Staff Updates

Staff Updates

- Employer Outreach
- Recruitment
- Collaboration
- CEA
- Small Business Grants

EMPLOYER OUTREACH

- Quarter 3 Performance
- Internal Outreach Committee
- Internal Collaborative Business Services Committee
- Employer Outreach
 - SBRP
 - CEA
 - Partners
 - Marketing & Communications

RECRUITMENT

- Virtual Recruitment Events
 - Monthly Job Fairs (multiple employers, not industry-specific): April 28
 - Industry Job Fairs: May 13 Hospitality & Tourism
 - Central Coast Career Fairs: Collaboration with Hartnell and other partners
 - Specialized Recruitments
- Job Seeker support and outreach
 - Pre- and post-event outreach to registrants
 - Workshops and individualized support
- Job Postings



California Employers Association contract

- 4-5 webinars per year
 - Q1 Labor Law Update on 3/30
 - Supplemental Paid Sick Leave Update on 5/25
- HR Hotline

INDUSTRY COLLABORATION

- Hospitality: MCHA, MCCVB, MCVGA
- Manufacturing/Agriculture: CMTC

SMALL BUSINESS GRANTS

Monterey County CARES Small Business Relief Program (SBRP)

- Round 2 almost complete
 - 138 applications received
 - \$655,011 of the \$825,000 has been distributed to 60 small businesses
- Round 3 starting in May

Small Business Rapid Response Grants (SBRR)

- \$70,330 distributed to 61 small businesses



Question, Comments, Discussion

MCWDB Business Services Performance Report
Program Year 2020-2021, Quarter 3

Reporting Period: Jan-Mar 2021	Job Fairs	Specialized Recruitments	Business Engagement	Job Postings to WDB Job Board
Equus: Adult/Dislocated Worker				
Q3 Completed	3	5	71	51
Annual Completed	7	14	347	128
Annual Target	12	24	240	480
% Annual Completion	58%	58%	145%	27%
Equus: Youth				
Q3 Completed	0	0	181	19
Annual Completed	0	0	389	39
Annual Target	0	0	240	240
% Annual Completion			162%	16%
Turning Point: Youth				
Q3 Completed	0	0	144	35
Annual Completed	0	0	267	35
Annual Target	0	0	240	240
% Annual Completion			111%	15%
MCWDB Business Services				
Q3 Completed	1	3	137	9
Annual Completed	7	9	145	104
Annual Target	8	24	120	240
% Annual Completion	88%	38%	121%	43%
TOTAL				
Q3 Completed	4	8	533	114
Annual Completed	14	23	1148	306
Annual Target	20	48	840	1200
% Annual Completion	70%	48%	137%	26%

Report on Small Business Grants

Kristen Arps, Management Analyst III, will provide an update on Rounds 2 and 3 of the Monterey County CARES Small Business Relief Program (SBRP).

Chris Donnelly, Executive Director, will provide an update on the Small Business Rapid Response Grant Program (SBRR).