

**Workforce Development Board of Oswego County
Business Development Committee Meeting Minutes
Wednesday, April 5, 2023
Oswego County Workforce New York Career Center**

“The Business Development Committee shall identify and monitor the business services provided through the system, oversee public relations about business services, convene focus groups and community roundtables for identifying future workforce needs as related to economic development, identify available funding and assist in grant writing for employer training needs, and produce the State of the Workforce Annual Report.”

“Creating pathways to better careers and economic growth.”

Present: Dave Goodness, Austin Wheelock, Marq Brown, Pamela Caraccioli, Louise Hand, Taylor Davis, Rachel Pierce, Kelley Thurlow

The meeting was called to order at 9:04 a.m.

1) Approval of Meeting Minutes from January 11, 2023

Rachel asked for a motion to approve the January 11, 2023 meeting minutes. Pamela Caraccioli made a motion to approve, and Dave Goodness seconded the motion. All in favor, the motion was carried.

2) Business News/Training Update-Rachel Pierce

PY22 Q3 spending is doing well. 18 total OJTs- 12 complete, 3 active, and 3 incomplete. The three new OJTs are for a pest control technician, utility driver and pressman. We have invested \$68,180.16 and have about \$67,000 left to spend between the Adult and Dislocated Worker programs. The Youth program has about \$27,000 available to expend. (Must be between 16-24 and meet certain qualifications). We will need to request another transfer of funds with several more OJTs starting next week. In addition:

- OCWNY attended/held 8 events/job fairs throughout during Q3. This included an open house at DSS to recruit for positions within the agency. We have two job fairs coming up – one on 4/13/23 at the McCrobie Civic Center in Oswego and the other on 5/10/23 at Selkirk Landing in Pulaski.
- OCWNY completed 1 prescreening session for Huhtamaki with 1 participant, and 11 prescreening sessions for First Choice Staffing with 21 participants.
- OCWNY posted 63 jobs for 21 employers on the NYS Job Bank and social media platforms, and completed outreach to 12 businesses. 59 businesses in total were served during this quarter.
- Rachel also gave an update on the Business Highlight Project – once all information is received, Pathfinder Bank will be the 2nd business highlighted on social media for a week followed by a recruitment event. If any other businesses are interested, email ocnwy.org for more information.
- Oswego County Solid Waste and Highway Department partnered with OCWNY to help some employees obtain the required classroom training portion of the CDL-B license; project will be wrapping up soon.
- Felix Schoeller is working to install a new and OCWNY is assisting with training needs. Several upgrade OJTs as well as three OJTs to backfill those positions started this week.
- OCWNY wrapped up the first cohort of OJTs with Menter Ambulance and had 7 successful candidates. Due to the success of the program, Menter is looking to organize another EMT class in May and a Paramedic class in the fall. Pre-testing was done this week using Metrix assessments.
- Childcare info sessions were held in conjunction with Integrated Community Planning. Childcare bootcamp started yesterday. This initiative is being supported with ARPA funds and includes small business development classes. The goal is to have additional childcare facilities open in the local area by 12/1/23. We had a very short turnaround to advertise and recruit for this cohort. We're hoping to recruit 12 participants for the next class.

3) Customer Feedback- Businesses PY '22 Q2- Rachel Pierce

84 surveys were sent out and 14 were returned. A majority of businesses utilized Oswego County Workforce New York and 13/14 thought that the services were valuable. Hiring assistance and OJT were the most frequently used services. One respondent requested healthcare specific job fairs.

4) Director's Report– Rachel Pierce

Rachel reported that she met with Marq Brown, Austin Wheelock and Taylor Davis yesterday. They will be involved in an initiative geared toward networking meetings for people new to this area. Marq does this now through Oswego Health to help newly relocated employees build an understanding of this community and all it offers. The meetings would be by invitation only and with a cocktail hour format. The plan is to start small and have a successful model in place when bigger businesses move here. Businesses will sponsor the sessions so that there will be no charge for attendees. Suggestions including introductions to real estate agents and rental property owners, banks, YMCA, day care facilities, schools, and a different business or sector each quarter.

5) Economic Development Update–Austin Wheelock

Austin provided a brief overview of OOC and the services offered including site selection assistance, real estate management, incubator sites, financing programs and information on tax incentives. OOC is a not-for-profit providing economic development services to new or existing Oswego County businesses as well as staff support for the IDA.

Current projects include:

- Active expansion of the industrial park in Phoenix which is being renamed in honor of Mike Treadwell; working with regional partners to bring businesses to the park which has recently gone all in on semiconductor industry in light of Micron coming to area; there will be 10 shovel ready, good quality sites for development which could support 600-1,200 new jobs. Logistics, warehousing, light industrial, packaging, distribution or others within semiconductor supply chain.
- The former Attis plant in Volney is in the process of being purchased by Global Partners LP. The company is currently doing due diligence in their evaluation of the site as it has been vacant for several years. Austin is expecting a final decision to be announced in late April. The county legislature and IDA have been heavily involved. 70-75 employees needed if sale goes through.
- Daldrop which manufactures clean room components for the pharmaceutical industry is also interested in future growth into the semiconductor cleanroom industry; possibly consolidating and expanding to Phoenix Industrial Park moving 10 existing employees and hiring 20-30 new employees.
- MarketHouse – redevelopment of Old City Hall building to include 8 apartments and a brewery/restaurant on the first floor.
- Discussed the need for strategic development and infrastructure to attract businesses and support major industry.
- Riverview Business Park – old warehouse/distribution portion of Miller Brewery – sat mostly vacant for 20+ years – recently bought by developer which could involve 45-50 jobs, but Austin feels that may be a conservative estimate. These would not be jobs with the developer but with companies leasing the space. Irby is an electric supply business going into former Ricelli space.
- The Village of Phoenix won NY Forward funding. As Phoenix is just over the border from Micron there will likely be a lot of redevelopment of the downtown area including parks and other spaces to improve quality of living. The goal is to make it an attractive place to live which will then attract other businesses.

There were no other updates at this time. The meeting was adjourned at 10:49 a.m.

Next Meeting: July 12, 2023, at 9:00 a.m.

Location: One Stop Center Conference Room 2A, 200 N. 2nd Street, Fulton, NY 13069.