



**Thursday, October 7, 2010
Advisory Committee Meeting
Corporate Training Room 1-324
8:30 a.m. – 10:00 a.m.**

Meeting Minutes

8:30 – 8:45 Welcome

Cindy Jameson

Cindy Jameson, Chairperson opened the Advisory Board Meeting and welcomed those in attendance. She asked each committee person to introduce themselves and the company they represented.

In Attendance:

Joe Rosetta, City of Clearwater
Pat O'Brien, Concrete Sawing & Drilling Association
Cindy Jameson, Advisory Committee Chairperson
Dr. Robert Arnold, Suncoast Hospice
Grace Smoker, Peter Brown Construction
Dr. Greg Nenstiel, St. Petersburg College
Dr. Gary Graham, St Petersburg College
Kristin Dailey, Worknet
Lori Brainard, DRS Technologies
Mark Swanson, Telovations, Inc.
Danielle Ruiz, Pinellas County Economic Development
Solar Source, representative for Rick Gilbert

Corporate Training staff members:

Dr. James Connolly, Sharon Mercer, Kathie Tancredi, Jamie Robinson, Phil Diccicia, & Nancy Hackworth.

Dr. Connolly commented that Corporate Training and SPC are being "green" conscious, therefore, no handouts and printed agendas. Each committee member was emailed the agenda and new course offering flyers for their information. Dr. Connolly announced SPC has been awarded the USGBC, (United States Green Building Coalition) award for its role in instituting green initiatives at the College. "In regards to last meeting's survey", Dr. Connolly stated, "you requested and Corporate Training responded!" Egg McMuffins were requested and Corporate Training has provided them for this meeting's refreshment! Gary Graham of SPC spoke of the various Advisory Committees at SPC and its goals. An electronic Advisory Committee newsletter is now available.

Introductions (Committee, Staff, Guest)

**Nancy Hackworth
Jamie Robinson
Sharon Mercer**

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Kathie Tancredi

8:45 – 9:15 New Offerings and Events

Dr. Jim Connolly

- Intense English
- Green Conference postponed
- VocTechnology
- SAT
- CFP/License Professions
- Executive Skills ESAP
- Boley Centers

**Kathie Tancredi
Jamie Robinson**

Corporate Training staff members, listed, gave a brief outline on the above programs and new courses being offered at Corporate Training.

**9:15 – 9:30 Business Issues and Open Discussion
Dailey**

Danielle Ruiz, Kristin

- Grant Money
- What are your Green Initiatives?

Committee

Kristin Dailey and Danielle Ruiz explained the grants available to corporations, IWT, EWT, and the QRT Grants. IWT, (Incumbent Workers' Training Grant) and EWT, (Employed Workers' Training Grants), are grants available for training existing employees. QRT (Quick Response Training Grants) are for those companies that are planning on hiring and training new employees.

Kristin responded to a question from another committee member inquiring about the LEAPS Program. She explained this grant is for those that have exhausted 90% of their unemployment benefits or have been unemployed since 2008. A committee representative commented that Solar Source has hired two employees through this program and have been quite pleased with their performance.

Advisory Board Members were emailed and asked what their company's green initiatives are. This topic prompted much discussion and information.

"How are you greening your business?" Many members explained their company's role from recycling metal and cardboard boxes within the construction business and providing their customers with a check back to them to another company's instituting shredding, waste disposal, recycling, energy saving lighting devices, controlled thermostats, and less computers.

When asked, "How are you training your employees?" - Responses included as much in-house training as possible. Lori from DRS stated they have instituted awareness, educating the workforce, Environmental Health and Safety Leaders at all facilities, Employee Action Teams, and review of production processes. It was noted that Leadership presents initiatives and there are audits to determine if the initiatives are being applied. This would consist of Corporate Audits and Internal Audits.

Mark Swanson, Telovations, Inc. commented on his Return on Investment (ROI) worksheet and the need of providing the economics of green in this economy – cutting energy costs. Example given, the cost of server or computer in power usage, they generate a lot of heat and a lot of energy is needed to cool the computer/server. There are many electronics that can help the energy costs just by unplugging or shutting them off. #1 energy drain is the phone charger being plugged in the wall when not in use charging the phone – current is still running through the charger from the outlet. There was a discussion about the many efficiency avenues that can

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be used to cut energy costs. The question asked, "Is there a market for training in saving energy?" Discussed was the need to have an awareness to just be conscious of energy saving options. Mark stated there is a need to emphasize the \$ savings by providing energy audits.

Lori stated they have tracked the savings by instituting the processes her company has put in place and it is substantial. A comment was made for the need to "fix" and make changes. Solutions are available through partnerships associated with Corporate Training. There were many comments expressed as many committee members shared their company's position in being energy efficient and the responsibility of stressing stewardship. Some committee members commented on the various sustainability actions being looked into. Pat O'Brien spoke of concrete sustainability and the study by MIT in the lifecycle analysis of concrete and building materials and engineering disciplines, concrete as a science, weight, etc. When asked, "What kind of training corporations would need?" suggestions were safety, electrical knowledge, and critical thinking. Mark stated that teaching "green" is a marketing tool.

Mark suggested what is needed is a green audit, thereby recruiting new students while doing the audit. Solar Source commented on the need of getting legislature to create new policies and incentives.

9:30 – 9:45 Labor Market Statistics

Cindy Jameson

- Review Agency for Workforce Innovation Stats – handout
 - WorkNet Pinellas Highest Ranking Occupations Report
 - WorkNet Pinellas Regional Report
- Labor statistics did not look promising. Reports can be seen on the thumb drive distributed to each member. Unemployment rate is 12.1% for Pinellas County and 12.4% overall for the State of Florida.

9:45 – 9:50 Wrap-Up - Feedback

Cindy Jameson

9:50- 10:00 Online Advisory Committee Survey

2010-2011 Meeting Dates:

- Thursday, February 10, 2011
- Thursday, June 2, 2011

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