



VISION: The Workforce needs of employers and job seekers in San Luis Obispo County are met.

**NOTICE OF SPECIAL MEETING OF THE
WORKFORCE DEVELOPMENT BOARD BUSINESS COUNCIL**

NOTICE IS HEREBY GIVEN that the Executive Committee of the Workforce Development Board will hold a Special Meeting on Friday, June 18, 2021 at 1:00 pm. The purpose of the meeting is to consider the special meeting agenda which is listed below.

This Notice is given by order of Isiah Gomer, Chairperson of the Business Council.

Dated: June 11, 2021

Date: Friday, June 18, 2021
Time: 1:00 PM – 3:00 PM
Location: Virtual Meeting Via Zoom <https://zoom.us/j/97030271371?pwd=RzBtdFJSek9RYlg2Rm1jQnU3V0lvdz09>
Meeting ID: 970 3027 1371 **Passcode:** 858269 **Join by phone:** 877 853 5257 US Toll-free

Public Comment Phone Line: 805-781-1908
 (*Public Comment Voicemails will be accepted until Thursday, June 17, 2021 at 3PM. Voicemail will be shared at meeting.)

- MEMBERS:**
- Isiah Gomer, Chair**
Paso Robles Waste & Recycle
 - Allison Schiavo**
America’s Job Center of CA
 - Chuck Jehle**
Mission Community Services Corp.
 - John Cascamo**
Cuesta College
 - Judy Mahan**
Cal Poly Center for Innovation & Entrepreneurship
 - Kirk Coviello**
TransUnion
 - Michael Specchierla**
County Office of Education
 - Verena Latona-Talhman**
Cannon Corporation

- 1. Call to Order and Introductions** *Gomer*
- 2. Public Comment**
- 3. Presentation**
 - 3.1 AJCC and Morro Bay Chamber – Presentation on Merchant Job Fair held May 20, 2021 *Schiavo/Crawford*
- 4. Consent Items** *Gomer*
 - 4.1 Approve the December 17, 2020 and February 18, 2021 Minutes
- 5. AJCC Update** *Schiavo*
 - 5.1 Receive Update on AJCC Business Services
- 6. Information/Discussion**
 - 6.1 Receive Update on Commercial Driver’s License Prep Course *Gomer*
 - 6.2 Discuss AJCC Business Services Outreach Plan *Gomer/Schiavo*
 - 6.3 Review and Discuss COVID-19 Small Business Grant Survey Results *Marin*
 - 6.4 Receive Update on the Next Round of COVID-19 Small Business Grant Program Funded by County Board of Supervisors *Marin*
- 7. Council Member Workforce Development Updates** *All*
- 8. Next Meeting**
Thursday, August 19, 2021, 9:00am – 10:30am
Virtual Meeting Via Zoom
- 9. Adjournment**

Public Comment: Members of the public may address the committee on items appearing on the agenda. The public may also address items of interest to the committee which are within the jurisdiction of the WDB. However, in compliance with Government Code section 64954.3(a), the committee shall take no action on any item not appearing on the agenda. Speakers are asked to limit their remarks to a maximum of three minutes.

This WIOA Title I - financially assisted program or activity is an equal opportunity employer/program. Auxiliary aids and services available upon request to individuals with disabilities. California Relay Service 711 or 1-800-735-2922 (English) 1-800-855-3000 (Spanish).

**WORKFORCE DEVELOPMENT BOARD
of San Luis Obispo County
BUSINESS COUNCIL MEETING MINUTES**

Date: Thursday, December 17, 2020
Time: 9:00 a.m.-10:30 a.m.
Location: Virtual Meeting- <https://slohealth.zoom.us/j/98579656908?pwd=RDVlTytDMmZ6ZG9DaHFBYVVFdjBUZz09>

Present: Isiah Gomer, Jim Yancheson, Michael Specchierla, Chuck Jehle, Judy Mahan, John Cascamo
Absent: Verena Latona-Tahlman, Kirk Coviello
Staff: Dawn Boulanger, Sarah Hayter, Diana Marin
Guest:

1. Call to Order:

Chair Isiah Gomer: called the meeting to order at 9:01 A.M. **Quorum.**

2. Public Comment:

Chair Gomer: noted no public comment on public line.

3. Consent Items:

3.1 Approve the October 15, 2020 Minutes

Motion: Judy Mahan

Second: Chuck Jehle

Abstentions: None

Motion Passed Unanimously

4. AJCC Report:

4.1 Receive Report on AJCC Business Services

Jim Yancheson (committee member) presented the item which provided an update on the San Luis Obispo America's Job Center of CA (AJCC). Jim Stated that the AJCC has started to work on their National Dislocated Worker Grant (NDWG). The AJCC has talked to local businesses looking to hire. The AJCC is developing a call list for that program. He also stated that traffic has increased slightly, and they have filled some vacant internal positions. The AJCC hopes to be fully staffed come the new year. The AJCC is open and prefers visitors to make appointments prior to their arrival to ensure capacity is not met. Jim stated that industry needs vary. Most job seekers, in the last 6 months or so, have been looking for more clerical types of work very little to no jobseekers with trades or construction background visiting the job center.

5. Information/Discussion:

5.1 Update Commercial Driver's License Prep Course

Isiah Gomer (chair) and Michael Specchierla (committee member) presented the item which provided an update on the status of the Commercial License Preparation Course. Isiah reported that since this groups last meeting, he and Michael have been in conversations with Hugo, who is responsible for transportation for the school district. According to Isiah, their conversations were around coming up with a plan, identifying a trainer, and developing cohorts that would hopefully train and employ interested candidate at the school district level. They would gain behind the wheel experience while employed at the school district, and then offering them options within other industries throughout the County who are also in need of licensed commercial drivers. Per Isiah, Hugo stated that he is in the process of hiring a trainer that has extensive experience and the goal is that they can get their plan moving forward. The problem now is that with the pandemic, and most schools currently being closed, there is no current demand for drivers, but they anticipate that once the pandemic is under control the plan will be very attainable. Michael

(committee member) concurred. Dawn Boulanger (staff) asked if on-the-job training or internships would be options for employer to taken on a less experienced driver on to help develop the skills. Michael (member) stated that WIOA funds would be a good option to explore for assistance in helping to fund this training and the employer needs.

5.2 Update on COVID-19 Small Business Grant and Discuss Survey

Diana Marin (staff) presented the item which included a brief update on the COVID-19 Small Business Grant that was launched on October 23, 2020. To date 23 applications have been received and 16 have been approved. Diana reiterated the grant guidelines and funding amounts. She stated that only those business with locations in the County are eligible. Application will continue to be accepted until funds are expended. Diana (staff) asked the group for feedback about putting out a post-grant survey and their help with putting it together. Isiah (chair) stated that he thought many businesses are currently impacted and may not be as responsive. Sarah Hayter (staff) suggested if a survey is conducted making it brief and preferably by phone to make it as short and simple as possible. Judy Mahan (member) stated that businesses are appreciative of us checking in post assistance. The group agreed to cooperate with assistance of conducting the grant. Diana said she will draft some questions and bring them back to the group.

5.3 Discuss Strategies for Rapid Response Outreach and Coordination and Reporting of Business Closures

Diana Marin (staff) presented the item. Diana stated that Rapid Response outreach and reporting has been difficult throughout the pandemic as most businesses in SLO County are smaller businesses (with under 50 employees) and are therefore not held to the WARN Act reporting requirements. She stated that tracking and reporting has been extremely difficult and that most of the closures and layoffs that are responded to reported via the media or staff and that a recent article published by the local paper stated that over 300 businesses in the city of San Luis Obispo had potentially closed since July of 2019. Diana is currently vetting the data with city officials, but at first glance, it appears that the data is only reporting businesses that had failed to renew their business license and not technically a business closure. Isiah (chair) stated that he had contacted the person in charge at the Atascadero and Paso Robles Press. He also stated he shared WDB info with them to help spread the word about local information and resources with their staff. Isiah also stated that he has had conversations with the Paso Chamber and that their unrenewed memberships were not good leads as many have not necessarily resulted in closures, but rather businesses attempting to save on costs. The council will continue to think of ways to assist with the identification of struggling businesses to share Rapid Response info.

6. Council Member Workforce Development Updates:

Chair Gomer: opened the floor to updates from the Committee membership Isiah Gomer, John Cascamo, Chuck Jehle, Judy Mahan and Michael Specchierla shared updates.

7. Next Meeting:

Thursday, December 17, 2020 9:00am-10:30am
Virtual Zoom Meeting

8. Adjournment:

Chair Gomer: adjourned the meeting at 10:02 A.M.

Diana Marin, Clerk of the Business Council of the Workforce Development Board of San Luis Obispo, do hereby certify that the forgoing is a fair statement of the proceedings of the meeting held Thursday, December 17, 2020 by the Business Council of the Workforce Development Board of San Luis Obispo County.

Diana Marin, Business Council Clerk

Dated: December 18, 2020

**WORKFORCE DEVELOPMENT BOARD
of San Luis Obispo County
BUSINESS COUNCIL MEETING MINUTES**

Date: Thursday, February 18, 2021
Time: 9:00 a.m.-10:30 a.m.
Location: Virtual Meeting- <https://slohealth.zoom.us/j/98579656908?pwd=RDVlTytDMmZ6ZG9DaHFBYVVFdjBUZz09>

Present: Isiah Gomer, Michael Specchierla, Chuck Jehle, Judy Mahan
Absent: Verena Latona-Tahlman, Kirk Coviello, John Cascamo
Staff: Dawn Boulanger, Diana Marin
Guest: Allison Schiavo

1. Call to Order:

Chair Isiah Gomer: called the meeting to order at 9:01 A.M. **No quorum.**

2. Public Comment:

Chair Gomer: noted no public comment on public line.

3. Consent Items:

3.1 Approve the December 17, 2020 Minutes

Not approved as no quorum.

4. AJCC Report:

4.1 Receive Report on AJCC Business Services

Allison Schiavo (guest) presented the item which provided an update on the San Luis Obispo America's Job Center of CA (AJCC). Allison stated that the AJCC has had some staff turnover and Jim Yachenson is no longer with the AJCC. She stated that there is currently more employer demand for staff than there are jobseekers looking and willing to work. There is a high demand and success in placing jobseekers in the IT industry and as a result there is room for salary negotiation. Several industries are currently hiring, including manufacturing, food services, solar, design, medical and grocery jobs. AJCC is currently using CalJOBS to conduct outreach to jobseekers. Extensions in UI are a possible reason for job seekers hesitating to look for work. WEX program has placed candidates. AJCC is currently trying to reconnect with the chambers to better outreach businesses. Job center will focus on outreaching to businesses what are struggling to stay open and have been ineligible to other assistance. Isiah Gomer (chair) suggested adding an item to next agenda to further discuss AJCC outreach to businesses.

5. Information/Discussion:

5.1 Update Commercial Driver's License Prep Course

Isiah Gomer (chair) and Michael Specchierla (committee member) presented the item which provided an update on the status of the Commercial License Preparation Course. Isiah reported that conversations have been put on hold until student return to school. The need continues to exist, but the school district will not know how many drivers they will need until the districts resume in-person instruction, and drivers are needed once again. North County schools are more likely to resume sooner. Legal review is going on now to determine when they can re-open. Not much can be done until decisions are made. Diana Marin (staff) stated that the transportation industry was the only industry that experienced growth throughout the pandemic, a reminder that this conversation remains very relevant. Dawn Boulanger (staff) asked about upskilling for current drivers. Isiah noted that there are different classes C, B and A and that each can require different

endorsements depending on the occupation and that the higher classes (A and B) tend to pay higher. Most employers need experienced drivers to meet their workforce needs. He also requested more recent LMI data to be able to better analyze the local need.

5.2 Receive COVID-19 Small Business Grant Outcomes

Diana Marin (staff) presented the item which included a brief update on the COVID-19 Small Business Grant that closed December 31, 2020. Most applications were from local restaurants. There was a total of 40 applications received and about \$40K worth of grants awarded. Diana also stated that there were several applications that were submitted after the grant closed. She also mentioned that several businesses reported having been ineligible to state assistance grants as they were newer businesses and had been considered ineligible to those grants. Diana stated that there is still a need for further assistance especially for the newer businesses.

5.3 Review and Discuss COVID-19 Small Business Grant Survey Questions

Diana Marin (staff) presented the item which was part of the agenda. Diana asked the council to please provide feedback as she plans to conduct a phone survey with the businesses that were assisted through the COVID-19 Small Business Grant. The survey will ask questions about the businesses experience with the WDB, their health, and wrap up with questions about whether they are familiar with AJCC services in hopes of conducting a warm handoff/connection to the AJCC for follow-up services.

5.4 Discuss Council Recruitment of New Members

Isiah Gomer (chair) presented the item. He stated that more business representation is needed on the Council, and he is seeking assistance from the current membership to conduct outreach and recruitment of new members. He asked Diana Marin (staff) to send the council information that could be shared by council members to potential recruits to inform them about what the Business Council represents and is tasked with. Isiah indicated that the council could benefit from representation from the healthcare industry as well as from businesses in the South County. Dawn Boulanger (staff) indicated that the full Workforce Development Board currently has 3 open business seats and that the time commitment is less as those meetings occur quarterly. She also mentioned that the time commitment for the Business Council is a little more as this council meets every other month and would require a little more time commitment. Diana Marin (staff) mentioned that the energy, manufacturing, and defense/aerospace industries would also be industries of interest to target for membership. Isiah stated that he would reach out to Assembly member Cunningham to seek his assistance in our recruitment efforts.

6. Council Member Workforce Development Updates:

Chair Gomer: opened the floor to updates from the Committee membership Judy Mahan, Chuck Jehle, and Michael Specchierla shared updates.

7. Next Meeting:

Thursday, April 15, 2021 9:00am-10:30am
Virtual Zoom Meeting

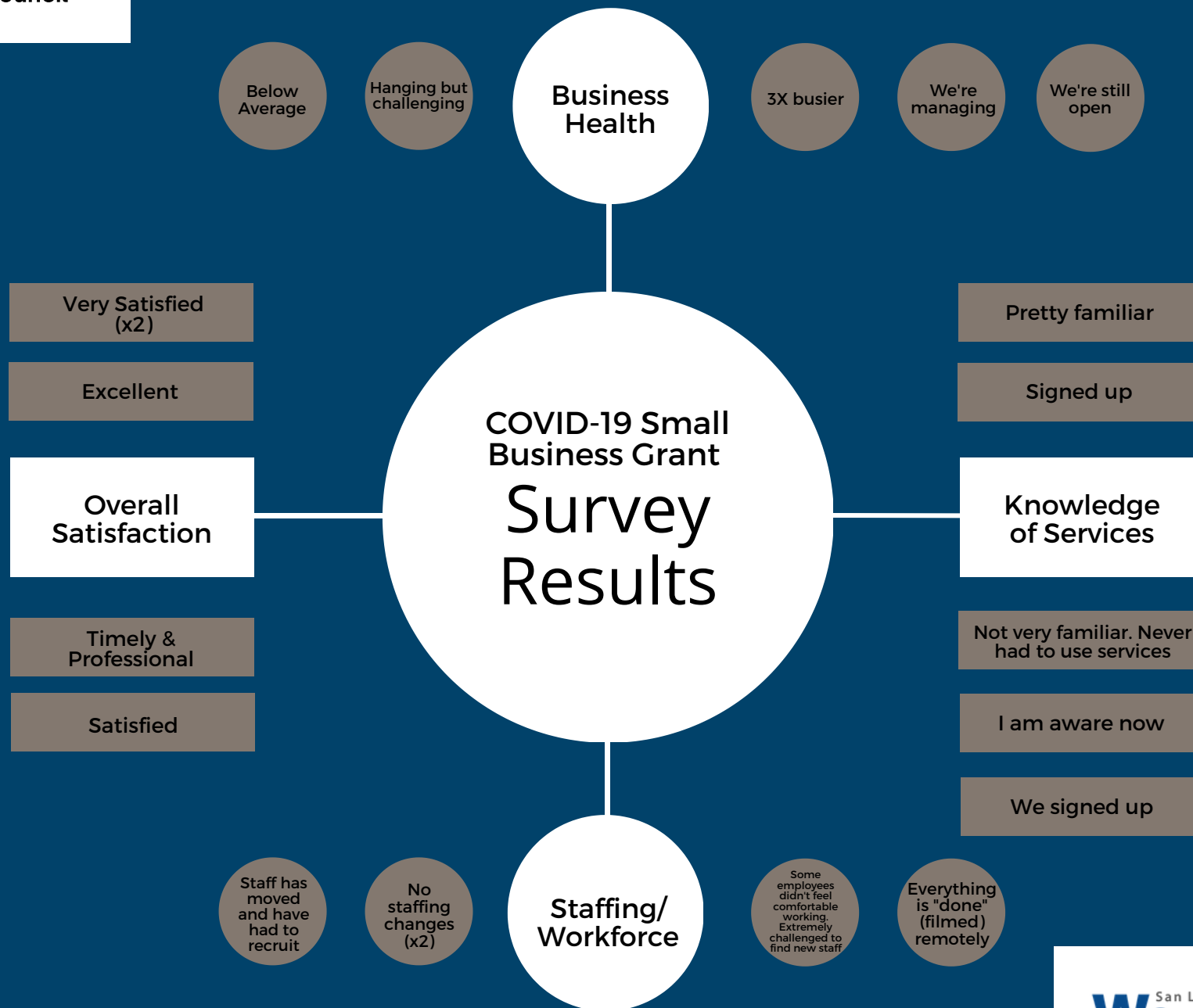
8. Adjournment:

Chair Gomer: adjourned the meeting at 9:49 A.M.

Diana Marin, Clerk of the Business Council of the Workforce Development Board of San Luis Obispo, do hereby certify that the foregoing is a fair statement of the proceedings of the meeting held Thursday, February 18, 2021 by the Business Council of the Workforce Development Board of San Luis Obispo County.

Diana Marin, Business Council Clerk

Dated: February 23, 2021



*These results are based on the responses of 5 grant recipients

Business Challenges

Staffing

- Challenges finding people willing to work
- Having enough staff available to work if an employee is exposed
- Staff unwilling to go back to work

Uncertainty

- Anxiety over flip-flopping of regulations & restrictions
- Anxiety over loss of income/revenue
- Unsure when things will go back to "normal"

Cost

- Increase in cost of goods
- Decreased enrollments/offerings

Loss of Business

- Forced shut downs
- Restrictive tiers
- Decrease in customer capacity
- Loss of income/revenue

Communication

- Banks/Lenders
- State/Federal Agencies
- Inconsistent messaging
- Unincorporated areas forgotten



COVID-19 SMALL BUSINESS GRANT

ROUND 2



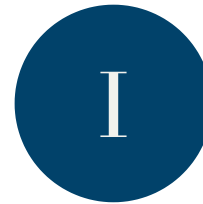
TOTAL APPS

- There were 63 applications submitted in our 3 week open application period between 4/26/2021 - 5/6/2021
- 50 of the applicant businesses (nearly 80%) are potentially eligible to receive grant funds.



LOCATION

- 12 located in Nipomo
- 7 located in Oceano
- 6 located in Avila Beach
- 5 located in Cambria
- Other locations included Los Osos, Cayucos, Templeton, Creston, Shandon, Santa Margarita, San Simeon, and the unincorporated areas of SLO, AG, and Paso



INDUSTRY

- 21 in Other Services Industry
- 7 in Accommodation & Food Service Industry
- 5 in each- Educational Services and Agriculture, Forestry, Fishing, & Hunting Industries
- 4 in Arts, Entertainment & Recreation Industry
- Other Industries included Construction, Manufacturing, Wholesale and Retail Trade, Transportation & Warehousing, and Professional, Scientific & Technical Services



FUNDS

- A total of \$82,000 allocated towards eligible businesses
- 44 of the businesses employ 10 or less workers (eligible to \$1,500 grant awards)
- 5 businesses employ between 11 and 25 employees (eligible to \$2,500 grant awards)
- Only 1 business employs over 26 employees (eligible to a \$3,500 grant award)