1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF MINUTES
   A. Economic Development Committee - Regular Meeting - Tuesday April 17th, 2018
4. CHAIRWOMAN'S REMARKS
5. PUBLIC COMMENT
6. INCUMBENT WORKER TRAINING
   A. Incumbent Worker Training - Sentinel Technologies
   B. Incumbent Worker Training - Fusion OEM
7. WORKNET - UPDATE
8. CHOOSE DUPAGE - UPDATE
   A. DuPage Economic Overview will be presented.
9. OLD BUSINESS
10. NEW BUSINESS
11. ADJOURNMENT
1. CALL TO ORDER

8:45 AM meeting was called to order by Chair Tonia Khouri at 9:08 AM.

2. ROLL CALL

PRESENT: DiCianni, Eckhoff, Khouri, Krajewski, Wiley
ABSENT: Greg Hart and Elizabeth Chaplin were also present for the Committee meeting.

3. APPROVAL OF MINUTES

A. Economic Development Committee - Regular Meeting - Mar 20, 2018 8:45 AM

RESULT: ACCEPTED [UNANIMOUS]
MOVER: Peter DiCianni, Vice Chair
SECONDER: Kevin Wiley, District 6
AYES: DiCianni, Eckhoff, Khouri, Krajewski, Wiley

4. CHAIRMAN'S REMARKS

None

5. PUBLIC COMMENT

None

6. RESOLUTIONS

A. FI-R-0140-18 RESOLUTION -- Providing Additional Financial Support to the DuPage Convention and Visitors Bureau in the amount of $10,000 for Bid Fees

Information handed out in Committee meeting is attached hereto and made part of the full minutes packet.
RESULT: APPROVED [UNANIMOUS]
MOVER: Peter DiCianni, Vice Chair
SECONDER: Kevin Wiley, District 6
AYES: DiCianni, Eckhoff, Khouri, Krajewski, Wiley

B. FI-R-0141-18 RESOLUTION -- Acceptance and Appropriation of Additional Funding for the Workforce Innovation & Opportunity Act (WIOA) Grant PY2017 Inter-Governmental Agreement No. 17-681006 Company 5000 - Accounting Unit 2840 $150,000

RESULT: APPROVED [UNANIMOUS]
MOVER: Peter DiCianni, Vice Chair
SECONDER: Brian J Krajewski, District 3
AYES: DiCianni, Eckhoff, Khouri, Krajewski, Wiley

C. ED-R-0142-18 RESOLUTION -- Approval of Issuance of Payments by DuPage County To Training Providers Through The Trade Adjustment Assistance Grant PY16 In The Amount of $833,519

RESULT: APPROVED [UNANIMOUS]
MOVER: Kevin Wiley, District 6
SECONDER: Brian J Krajewski, District 3
AYES: DiCianni, Eckhoff, Khouri, Krajewski, Wiley

D. ED-R-0143-18 RESOLUTION -- Approval of Issuance of Payments by DuPage County To Training Providers Through The WIOA Rapid Response Layoffs and Closings Grant PY17 In The Amount of $370,000

RESULT: APPROVED [UNANIMOUS]
MOVER: Peter DiCianni, Vice Chair
SECONDER: Brian J Krajewski, District 3
AYES: DiCianni, Eckhoff, Khouri, Krajewski, Wiley

E. ED-R-0144-18 RESOLUTION -- Approval of Issuance of Payments by DuPage County To Training Providers Through The Workforce Innovation & Opportunity Act Grant PY17 Inter-Governmental Agreement No 17-681006 In The Amount of $2,236,806
RESULT: APPROVED [UNANIMOUS]
MOVER: Brian J Krajewski, District 3
SECONDER: Kevin Wiley, District 6
AYES: DiCianni, Eckhoff, Khouri, Krajewski, Wiley

7. ACTION ITEMS

A. Budget Transfers -- Request transfer of funds: $94,000 from accounting Unit 2840-50000
   Regular Salaries (Beginning Balance $1,242,346.09, Ending Balance $1,148,346.09) to
   Multiple accounts.

RESULT: APPROVED [4 TO 1]
MOVER: Kevin Wiley, District 6
SECONDER: Peter DiCianni, Vice Chair
AYES: DiCianni, Eckhoff, Khouri, Wiley
NAYS: Krajewski

8. CHOOSE DUPAGE - UPDATE

A. Lisa Miceli will be presenting the 2018 Economic Indicators Report.

Lisa Miceli presented the 2018 Economic Indicators Report. Items discussed were employment trends, cost of living index, job opportunities, and real estate reports for both industrial and office locations. Ms. Miceli also discussed business attraction and retention citing several companies that are considering DuPage as a new location.

9. WORKNET UPDATE

Lisa Schvach updated the Committee on the success of our Disability Employment Initiative Grant that concluded after a 3-year cycle in March. Over the course of that grant 356 people with disabilities received some type of service from the workNet Career Center. The planned outcome was for 55 people with disabilities in our workforce area to be placed in either employment or education and the final total was 114 people exceeding the goal 207%.

Ms. Schvach also informed the Committee of the progress of the Re-entry Initiative which will be launching soon. The Committee will be updated on all progress.

10. OLD BUSINESS

None

11. NEW BUSINESS

None
12. ADJOURNMENT

Without objection, this meeting was adjourned at 10:10 AM.
Sentinel Technologies in Downers Grove has been in business for over 35 years and currently employs 450 people. They provide innovative technology solutions to clients in the areas of communications, data center, cloud computing, and managed IT services.

Sentinel has a difficult time filling Network Operations Center (NOC) positions. Vacancies go long periods of time without being filled, which impacts the company’s ability to meet the demands of their customers. Sentinel wants to create a pool of talent that will support their growth potential. They plan to do this by upskilling workers from the customer service area of their operation. These workers are already familiar with Sentinel’s culture, values, and mission, as well as overall services and operations. The company already knows that they possess the customer service soft skills necessary to become optimal NOC employees. These skills are sometimes harder to ascertain when evaluating job candidates who may possess the technical skills needed on paper. Sentinel will provide training to 5 incumbent customer service employees who have expressed desire and ability to transition into the NOC part of the company. These trainees will receive industry certification, develop skills at the engineering level, and gain promotion to NOC Level 1 positions with the title of OC Analyst. The position comes with a pay increase of approximately $6,000 ($39K to $45K.) Sentinel anticipates having an easier time filling the customer service roles that are left vacant to backfill, rather than searching out candidates who possess CCNAs and solid customer service abilities.

Notes:
* Sentinel Technologies-- 450 employees
* Located in Downers Grove
* Number of Incumbent Workers to be Trained: 5
* Total Amount Approved: $13,989.95
Memo

Date: 5/2/2018
To: Economic Development Committee
From: Olivia Sánchez, Job Developer, DuPage Workforce Development Division
RE: Incumbent Worker Training Application - Fusion OEM

Fusion OEM has been in business for 16 years and employees 44 people. Fusion OEM is a low volume contract manufacturer that works with OEMs who are frustrated with the rising costs of manufacturing industrial equipment internally and cannot outsource overseas because their volumes are too low for overseas manufacturers to be able to offer economical solutions. They manufacture industrial products for low volume contract manufacturing and life extending manufacturing programs. They are also engineer and manufacture new industrial products that inspire their clients.

In a shifting economy Fusion OEM has increased the amount of work produced from the machine shop to compensate for the downturn in assembly projects. They’ve had difficulty finding skilled employees and would rather skill up current employees for the jobs as they are familiar with the work and culture. It is critical for their future to upskill their workforce so that they can increase their efficiencies and decrease scrap work, if they are to grow as a company.

The machine shop is their largest bottleneck in production. To grow their revenue, it is imperative that they decrease scrap and increase efficiencies in the machine shop. Increasing employees’ skill sets will allow them to compete in new markets by increasing the level of sophistication within these parts. Standardized interpretation of blueprint and CAD drawings between the engineers and operators will be the initial outcome. This training will also make CAMing more prolific throughout the shop, resulting in better client retention, a more diverse customer base, and wage increases for their employees. Raises and promotions will be available to those completing this training. They will be first to be considered for promotion and wage increases. If the skills of the machine shop employees aren’t increased Fusion OEM will not be able to compete in the marketplace. Fusion OEM productivity will continue to lag behind their competitors, rendering them less competitive and stunting their growth. This training will help utilize 4 new CNC machines to full capacity so that they can operate at full efficiency and capacity.

Notes:
* Fusion OEM — 44 employees
* Located in Burr Ridge
* Number of Incumbent Workers to be Trained: 12
* Total Amount Approved: $23,156