

DAVIDSONWORKS BOARD MEETING
Minutes

DATE: Thursday, March 30, 2017

TIME: 8:00 A.M.

PLACE: Davidson County Community College

MEMBERS: Board Chair-Neal Grimes, Vice Chair-Jane Murphy, Don Clinard, Lee Comer, David Davis, Gene Klump, Fred McClure , Richard Michaels, Steve Moore, Dale Moorefield, Sandy Motley, Pat Phillips, Jim Price, Hal Routh, Mike Sharpe, Richard Michaels, Ellen Welborn, Barry Sink, and Steve Shell

MEMBERS ABSENT: Scott Biesecker, Kevin Chapman, Stacy English, Dr. Russ Gobble, Steve Googe, Steve Lineberger, Dan Matthews, Jeff McIntyre, Eddie Lothridge, Dr. Lory Morrow, Dr. Mary Rittling, Cheryl Walser, and Buck Yarborough

STAFF: Pam Walton, and Sondra Willis

GUESTS: Glen Easter, Council for Community Causes

HANDOUTS: Minutes/ Agenda

RECAP of March 30, 2017 Meeting

1. Board Chair-Neal Grimes called the meeting to order and thanked everyone for his or her attendance
2. Minutes from the January 26, 2017 were approved
3. Training Facility Plan Presentation – Glen Easter
4. Update on the Adult / Dislocated Worker services RFP
5. Committee updates

I. Welcome / Introductions / Approval of Minutes

Board Chair – Neal Grimes called the meeting to order and thanked everyone for his or her attendance.

Minutes from the January 26, 2017 meeting were approved.

II. Business Updates

EDC Presentation

Glen Easter is with a company called Council for Community Causes. His company is a fundraising entity, and they work mostly with economic development groups around the country and currently, he is working on a project with WDB member, Steve Googe.

Glenn stated that most companies who are looking to re-locate, look for what a community has to offer before making a decision to move. Mr. Easter spoke about the accessibility to highways and that Davidson County is all about transportation. He also stated that 35,000 of Davidson County citizens commute out of the county to work, and if we can lower this number, we could have more people working, shopping, and investing in Davidson County. Mr. Easter, is working with the Economic Development of Davidson County to build a training facility, he mentioned the following:

- Technical Skill Training Building – This type of building is available to companies who would like to use the space for training purposes. This building will not require staffing, only used as a space where training could be conducted. This building can be used to house and test equipment that a company would like to bring in and not disrupt their production line. Mr. Easter named a few types of companies that would be interested in this type of facility, such as, hardwood lumber companies.
- Office Building – Mr. Easter, talked about having an office building on site for companies to use. This building will have offices, conference room, and office space for companies moving to the area to use until their own building is available.
- Website – Mr. Easter stated that currently, EDC does not have a website. With more companies looking at Davidson County, and the Davidson County EDC, this is a need. He stated that that over 90% of first time contacts looking to expand, do so via internet searches. By not having a website, people are not able to find you, and this would be a great way to market Davidson County to companies looking for a new location.
- Mr. Easter talked about a study that he did with 35 companies, and one of those companies reached out to the middle school to get potential workers. They are taking the students on plant tours, job shadowing, and internships when they are old enough, etc. This company just hired their first two classes from this study, and will soon be hiring the third class. The result is zero turn over and employees trained just the way the company wants them trained. This company has a factory close to Davidson County, and when they started this company, they hired a group of Davidson County folks to work the production line, the productivity increased by 25%. This shows the skill set Davidson County has.
- Mr. Easter added that Roy Wilkson, a 46-year employee of Energy United, will Co-Chair with Ed Jordan who has been a lifelong banker in Davidson County on the Training Facility project.
- Mr. Easter left time for Q&A

Board members had questions about who is partnering with EDC on this project. Is this redundant to what the community college does? Mr. Easter, stated that this project is not in competition with any other program, it is just a space for companies to use.

Another question was where the facility would be located. Mr. Easter stated that it was suggested to use a county building at the Davidson County Airport. The benefits of being at the airport are no landing fees for companies who fly into the airport and the gas prices are usually lower than other locations. Therefore, a number of planes land at the Davidson County Airport to fuel their aircraft, and this will allow a great opportunity to market the new facility. Commissioner McClure stated that the county is increasing the runway's capability to accommodate larger jets. He also stated that if this facility grows like the Industrial Park in Welcome & Lexington, then it could possibly bring 9,000 new jobs to Davidson County.

Mr. Easter is optimistic that Davidson County will see international businesses, distribution centers, and more coming to the area due to the location of Davidson County.

The cost of this training facility is \$1.2 million, of that \$450,000 will go towards technical skills development, \$450,000 towards the office complex, and \$300,000 towards the website and marketing.

Other concerns of the Board were:

What are the things a company looks at when deciding to move their business to an area?

Does most training occur in-house?

What is the benefit of having no staff at the facility?

NEWS

Career Fair – Pam stated that DavidsonWorks is participating in a career fair at East Davidson High School.

Job Fair – Davidson Work is partnering with DCCC in hosting a job fair at DCCC, Pam opened the invitation for any Board members who would like to visit, to do so. This job fair got off to a good start, there was space for 45 employers, with 49 signed up.

Adult / Dislocated Worker RFP

Pam shared with the WDB that every year DavidsonWorks has to release a RFP for Adult /Dislocated Workers and OneStop Service Provider. This RFP is for entities interested in providing services for job seekers, including training customers, career counseling, and operating the resource rooms. DavidsonWorks has been releasing bids for Adult / Dislocated Worker since 2014, but has been unsuccessful with getting providers to bid.

DavidsonWorks held a bidder's conference and one entity showed up. Bids are due Monday, April 10th. Pam will share any updates during the next Board meeting.

This year, DavidsonWorks funds were decreased by 20%, which makes the bidding process a bit more difficult and likely less attractive to providers. Last year, because no bids were received, DavidsonWorks asked for a waiver from the state to continue operating programs

in-house. The waiver was granted for one year. Pam will keep board members updated on any bids that come in and if a waiver request is needed.

Pam allowed time for Q&A – there were questions around the probability of a bid with the budget currently in place / give an overview of the bidding process, etc.

Apprenticeship Summit

Barry Sink informed the WDB Committee that DavidsonWorks was a part of an Apprenticeship Summit that was held at DCCC on March 10th. This summit was very successful, the Chamber of Commerce attended, they had great speakers, and between 20-30 companies followed up wanting information on apprenticeships. Barry felt that if Davidson County could have a thriving apprenticeship program, this could complement the economic development efforts in drawing companies to the area. Barry gave kudos to all who were involved.

Committee Updates

Youth Council

Don noted that the Youth Council monitored the Get REAL and Get READY programs on April 6th, and everything is operating well and in line with the contract.

NCWorks Career Center Committee

Dale Moorefield, stated that during the last NCWorks Career meeting the group discussed the RFP for Adults / Dislocated Workers for the upcoming program year. The group also discussed the renovations and new location for DavidsonWorks. This new location should attract more customers who need the services the most. Neal thanked the Commissioners and the county for providing DavidsonWorks with a building with more space to host classes, employers, partners, meetings, and more.

Monitoring Visits

EO Monitoring

Pam noted that DavidsonWorks had its EO monitoring and everything went well. Sondra Willis is the EO Officer at DavidsonWorks, and the monitor stated that our documents were maintained the best in the state.

Financial Monitoring

DavidsonWorks had its financial monitoring and everything went well. This monitoring ensures that DavidsonWorks is in compliance with State policies and is spending funds as mandated by the state.

Programmatic Monitoring

DavidsonWorks will have its programmatic monitoring May 8th thru 10th. Pam will give an update at the next WDB meeting.

III. Remarks

Next meeting

The next WDB meeting is scheduled for Thursday, May 25, 2017.

Neal asked, if any members would like to host a WDB meeting please let us, and we love to visit different locaitons.

Adjournment

Time having expired; the meeting was adjourned.