

Delaware County Workforce Development Board
Employer Engagement Committee
Thursday, February 27, 9:30am

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Agenda and Report

Agenda

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2025 Employer Engagement Committee Meeting Dates

- Tuesday, June 3, 9am via Teams
- Tuesday, August 26, 9am via Teams
- Tuesday, December 2, 9am via Teams

Success Stories

October 2024 – Success Story: Safe Corridors

Safe Corridors is a community-based safety solution for schools and the community. Mr. Jonathan Abdur Rahim King, Executive Director & Founder, started this organization in 2012. It is intended to support the safe arrival and dismissal of students in the city of Chester. They accomplish this mission by forging a strong and positive rapport with community members, regardless of their social or economic status. Safe Corridors uses this community-based approach to recruiting, vetting, and hiring staff. They currently have partnerships with over 7 different school districts.

Safe Corridors values potential candidates that want to have a positive impact on their community and who desire to support the academic and social outcomes of children. They also seek candidates who enjoy interacting with other adults (school staff and families) who also love supporting children's development.

A CareerLink participant began their new role as a crossing guard with Safe Corridors in August 2024. They were successfully matched through the CareerLink website, after the Business Services Team provided the employer with a list of potential candidates from CWDS. Currently, the new employee is thriving in the position and enjoys both their responsibilities and work schedule.

“By hiring people directly from the communities we serve, CareerLink has been a helpful connector to the community and candidates that we might not have been able to reach without our partnership.” - Safe Corridors

This career opportunity was made possible through the close collaboration of the Delaware County PA CareerLink® Business Services Team’s commitment to workforce development.

November 2024 – Success Story: DiBruno Brothers

The Mignucci & Browns family currently lead Di Bruno Brothers, which is a gourmet cheese shop located in Philadelphia’s Italian Market with additional locations in Wayne, Ardmore, and Philadelphia. Di Bruno Brothers is often called the "House of Cheese" and offers a variety of cured meats, thousands of pounds of aged provolone, and imported cheeses from Italy and around the world. These specialty cheeses hang from the ceiling, filling the 700- square-foot store. Di Bruno's was recognized as “Gourmet Retailer of the Year” by the Specialty Food Association and locally recognized as “Retailer and Family Business of the Year” by the Philadelphia Chamber of Commerce. The store has been continually recognized for its culinary delights and shopping experience. They also continue to inspire everyone who walks through their front doors to nurture the relationship between family and food. This relationship was paramount

to the founders Danny and Joe Di Bruno, who were Italian immigrants that established this business in the 1930's after they came to Philadelphia.

“Di Bruno Brothers is committed to providing high quality products to our customers and communities. We believe the associates of Di Bruno Brothers are our most asset. The continued success of our company depends heavily on the mutual respect and cooperation that each of us contributes. Working together, we can make tomorrow even better.”

Di Bruno Brothers' core values, mission, and vision guide them daily. Those who have a passion for the food industry, cheese or amazing products are at the core of all their great associates. This love, paired with a desire to provide top-tier customer service and genuine connections, is what their guests value most. They are always looking for local talent to provide exceptional service in their five retail locations, commissary kitchen and warehouse.

Di Bruno Brothers hired a CareerLink job seeker after applying to their line cook position, and they reported that the job seeker is doing well. The job seeker originally participated at the CareerLink office in Media, and they shared that they had a lot of restaurant experience. The Business Services Team helped him get connected to the employer after applying. The job seeker communicated well with the Business Services Team, interviewed with Di Bruno Brother's and received a job offer shortly after. Di Bruno Brothers is currently looking for more team members.

“Everyone I have worked with at CareerLink is simply lovely. Their attentiveness, willingness to help, and eye for well-suited candidates is much appreciated. It feels at times I have my own personal recruiting assistant!” – Di Bruno Brothers representative

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December 2024 - Success Story: Mother Compost

Gwenn Nolan is the founder and CEO of Mother Compost. In 2018, while pregnant with her third child, Gwenn started composting in her backyard and realized it was a lot of work. She thought to herself, "there should be a service for this;" thus, Mother Compost was born and is headquartered in Upper Darby, PA. They have grown to serve over 1,400 residential customers and almost 30 commercial clients including local businesses, faith organizations and school communities since its origin in 2018.

Mother Compost's purpose-driven mission motivates people to join them and to continue growing this work locally. They do this by offering both residential and commercial compost hauling service while also providing various educational opportunities to the community. Residential clients receive reminders, monthly newsletters, credits, and clean buckets. Commercial clients have a dedicated customer service person, educational opportunities and discounts for their staff community. They are a certified woman owned and led company that works to improve their ever-growing operation by providing easy access to composting and the education behind this sustainable practice, with the hope to encourage more people to think more about wasting less.

Mother Compost chose to become an employer partner with Delco, PA CareerLink because they are a growing company within the area. *“When a position opens, we are always looking to hire local candidates and PA CareerLink is a great location to start the hiring process. My experience with the PA CareerLink Business Services Team has been great. They have been supportive in helping with the job posting process, and have also sent us referrals, which helps us while sorting through applicants.”* – Jane Matt, Cultural Operations Manager

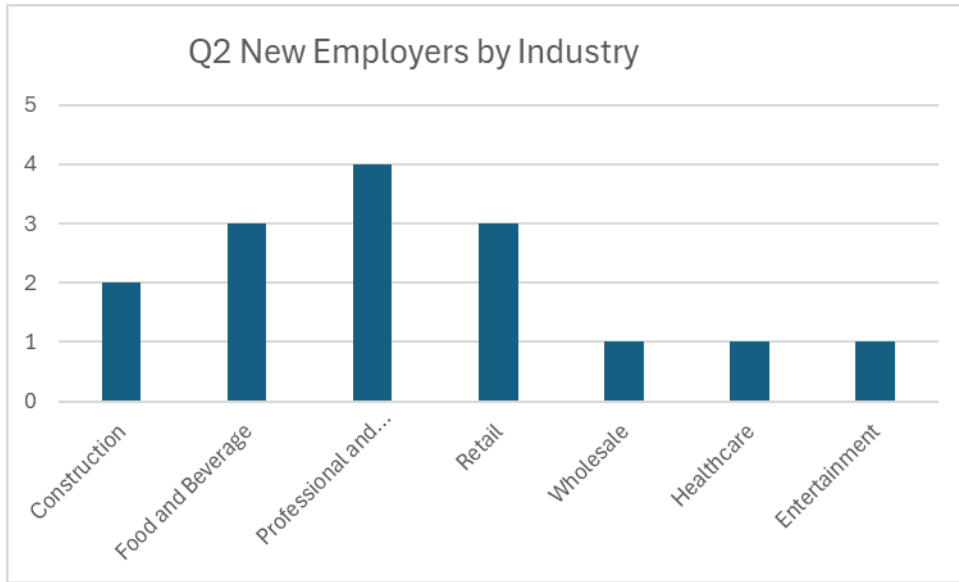
In October 2024, Mother Compost hired one of our CareerLink applicants. They are excited to see the growth of their new Crew Driver and look forward to getting them fully trained and acclimated in their role.

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BST Activities Report

New Employers

Enrollment Date	Employer Name	Employer Zip Code
10/1/2024	KJMK Construction Company Inc.	19014
10/4/2024	Christina Aborlleile, Esquire	19063
10/9/2024	Holsten Associates, P.C.	19063
10/14/2024	Rich-Tomkins	19014
10/22/2024	Wendy's	19082
11/5/2024	Millie's Liquidation Center, LLC	19026
11/13/2024	Ashley's Restaurant & Bar	19342
11/19/2024	Best Care Home Agency LLC	19073
11/22/2024	Delco Axe House	19008
11/29/2024	Trama Response Team	19050
12/2/2024	Acorn Food Services Inc.	19073
12/2/2024	Chemistry Rx	19032
12/2/2024	Walmart Store # 5881	19064
12/4/2024	Gutter Brothers	19064
12/13/2024	Brookhaven Health shop	19015



New Employers Approved: 15

Q2 Job Postings: 1,186

Youth WEX (Employer Engagement and Outcomes)

Employers Hiring Youth	Positions
Catholic Social Services	Maintenance
GMW Construction	Carpentry Field Technician
Safe Corridors	Office Assistant
Paradise Transit	Vehicle Detailer
Paradise Transit	Social Media, Field Promotions
Smashburger	Guest Service Expert
Smashburger	Cook/Prep
The Delco Axe House	Axe Coach

Note: All PWE approved employer lists with job post numbers are sent weekly to all PACL providers and Match Meeting attendees.

Date Matched	Employer	Contractor	Placements
10/28/2024	Catholic Social Services	ESDI	1
12/17/2024	Paradise Transit	ESDI	1
12/3/2024	GMW Construction	ESDI	2

Business Service Events (In-Person and Virtual)

Hiring Events Hosted by BST

<u>Event Date</u>	<u>Event Title</u>	<u>Employer</u>	<u>Job Seeker Attendance</u>	<u>Hired</u>
10/24/2024	Fall Hiring Fest - Job Fair	55	306	12
12/11/2024	DCHS Children and Youth Services	1	8	0
12/11/2024	Sisters of St. Francis	1	2	0
12/17/2024	WIS International	1	17	8
12/19/2024	HomeGoods - TJX	1	14	1

Networking Events Attended

<u>Event Date</u>	<u>Event Title & Host</u>	<u>Employers</u>	<u>Impact</u>
10/16/2024 & 10/17/2024	Workforce Information Forum – Delaware County Chamber of Commerce and DCWDB	N/A	Learned and networked within the County’s workforce development realm and exchanged information with the organizations present, in hopes of improving our internal systems

11/20/2024	Hospitality Industry Talent Briefing – Greater Philadelphia Chamber of Commerce	10	Panel Discussion detailing plans for the upcoming world cup and the barriers these industries are currently facing in finding talent in the workforce. Most employers were only hiring in the Philly area. Discussed how PACL can help close the gap.
11/21/2024	Delco Meets After Hours – Delaware County Chamber of Commerce & Delco Meets 4 Business	20	Met several local entrepreneurs and business representatives and discussed the BS Programs, exchanged contact info. with hopes of follow-up.
12/12/2024	CTC Featured Employer/ Community Resource: The Food Trust – Delaware County Communities that Care (CTC) Network	11	Made note of what barriers some employers are facing locally and mentioned how the BST can assist with talent sourcing

Professional Development/Industry Partnership

<u>Date</u>	<u>Event Title & IP</u>	<u>Employer Hosted/Presented</u>	<u>Impact</u>
10/1/2024	Workforce GPS: Understanding BLS Skills and Employment Projections Data	Workforce GPS	Professional development
10/8/2024	Collar Counties EMS Industry Partnership	Delaware County Workforce Development Board	Discussed need for EMS, new training opportunities with Crozer Health and reimbursement opportunities, apprenticeships etc.
10/9/2024	Healthcare Connect IP	Chester County Workforce Development Board	Took note of the content and conversation around the healthcare and

			emergency services industries
10/10/2024	Workforce GPS: Amplifying Youth Voices: Examples of Youth-Adult Partnership Initiatives	Workforce GPS	Professional development
10/28/2024	EDSI: DEI Recording - Social Awareness	EDSI	Professional development
10/30/2024	Workforce GPS: Be Pro Be Proud: Building Tomorrow's Workforce	Workforce GPS	Professional development
11/20/2024	Workforce GPS: Increasing Collaboration: The Public Workforce System, Department of Commerce, and Manufacturing USA	Workforce GPS	Professional development
11/21/2024	Workforce GPS: Apprenticeship Opportunities for Individuals Reentering Their Communities Post-Incarceration	Workforce GPS	Professional development

Match Meeting (Employers: # of employers featured with open positions – Contractor: providers that submitted candidates for matching, N/A means no submissions that week)

<u>Dates</u>	<u>Employers</u>	<u>Contractor</u>	<u>Hired</u>
10/4/2024	3	EDSI EARN (Opioid), DCLC	0
10/11/2024	3	EDSI Career Services, Business Interface	0
10/18/2024	3	Business Interface	0
10/25/2024		Meeting Cancelled due to Job Fair on 10/24	
11/1/2024	4	DCLC	0
11/8/2024	3	N/A	0

11/15/2024	3	EDSI Career Services	0
11/22/2024		Meeting Cancelled due to PACL In Service Day	
11/29/2024		Meeting Cancelled due to Thanksgiving Day Holiday	
12/6/2024	3	WIOA Youth, EDSI EARN	0
12/13/2024	6	EDSI EARN	0
12/20/2024	3	EDSI OPIOID	0
12/29/2024		Meeting Cancelled, Christmas Holiday	

BEP Grant - Activities & Achievements PY24 Q2

- To better engage high school students, we have developed a new event that will be offered in addition to the Youth Job Fair. The event will be called **Beyond the Classroom: A Career Discovery Day** focusing on career exposure and career pathways. Due to space limitations, we can only invite 26 employers to this inaugural event. Businesses to be invited will include companies offering career exposure and guidance on career pathways, community programs offering career and leadership development, and companies that hire youth 18 and under. We have invited 6 high schools to participate and are awaiting their confirmation. We anticipate serving at least 200 students through this event.
- During Q2, we hosted one employer event at PA CareerLink® Media during the After Hours’ timeframe set aside for youth. For this event we offered youth an opportunity to meet a recruiter from Oliver Heating and Cooling and to interview for opportunities in the trades, including apprenticeships. This event attracted 11 individuals, all of whom were interviewed. Additional workshops were offered to youth through After Hours programming at PA CareerLink® and at two local high schools, Penn Wood HS and Upper Darby HS. 136 students were served through this programming.
- The professional development workshop, Building Bright Futures, is now being delivered to educators at their workplace. The workshop provides recipients with the skills and knowledge necessary to effectively utilize PA CareerLink® services, leverage career pathways and high priority occupations, as well as engage youth in meaningful conversations about their career aspirations.

At the end of last quarter, 275 received this training, a combined group of educators, guardians, and community workers. This past November, the program was delivered to 140 Delaware County School Guidance Counselors and 5 teachers from Chichester High School. This workshop continues to demonstrate that PA CareerLink® is a powerful career resource for adults and youth.

Activities Recap	Progress toward Goals
Workshops and worksite tours (youth)	147 youth reached to date (Goal is 100)
Building Bright Futures Workshop (educators)	145 teachers reached to date (Goal is 50)

Collar Counties EMS Industry Partnership PY24 Q2

- The current list of EMS companies participating in the IP is 26, one more than our goal of 25. We are happy to welcome a new member, VMSC. VMSC is a comprehensive emergency medical care service provider across Montgomery County, Bucks County, and Philadelphia County.

- During the quarter, one of our employers, Crozer Health assisted in a career exposure event called GETT, Girls Exploring Tomorrow's Technology. Through this event we attracted more than 100 youth to our booth to learn about CPR and the EMS professions, emergency medical technicians (EMTs) and paramedics.
- During the quarter, Crozer was also approved for training funds. They recruited 25 individuals who will be starting in an EMT cohort in January 2025. In addition to tuition fees, the industry partnership will provide supportive services for childcare and tutoring to increase opportunities for student success.
- During the past quarter, IP meetings were held on October 8th and December 10th. During these opportunities to bring industry members together to discuss what is on their mind as we share current event updates, funding opportunities, and information on upcoming events.
- Future IP meetings are scheduled for February 11th, April 8th, and June 10th.

Apprenticeship Building America Grant PY24 Q2

- Working closely with APHL to offer on-site and virtual programs to schools and businesses as to the benefit of having an Apprenticeship and pre-apprenticeship programs.
- Planning Virtual workshop to engage Health Care Providers in Apprenticeship and Pre-Apprenticeship
- Attend the Apprenticeship Conference during Apprenticeship Week in November
- Continue to Health Care Industry partnership meetings and Monthly Health Care meetings with KAA.
- Continue to engage Community-based organizations that may benefit from the apprenticeship program. Looking at work-based learning programs in Delaware County.
- Braiding and leveraging WIOA and other local funding for ABA-eligible apprentices.
- exploring "co-enrollment," for which we can fund pre-apprentices via supportive services and then again via RTI/OJT wage reimbursements once hired as an apprentice.
- Working closely with Mainline Health to get the EMT Apprenticeship ready to go to Council.