

Delaware County Workforce Development Board
Employer Engagement Committee
Tuesday, June 3, 9am

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Agenda and Report

[Agenda](#)

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2025 Employer Engagement Committee Meeting Dates

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

Minutes from Employer Engagement Committee Meeting Minutes Thursday, February 27

Delaware County Workforce Development Board

Employer Engagement Committee Meeting Minutes

Thursday, February 27, 9:30am via Teams

Committee Attendance: Trish McFarland, Laura Goodrich-Cairns, Donna Tutak (staff), Allison Barksdale (staff), Kate McGeever (staff)

BST Activities Report

Allison Barksdale reviewed the BST Activities Report, highlighting that EDSI is generally on track to reach annual performance goals but is a bit weak in registering new employers. Trish McFarland added that EDSI regularly attends employer events hosted by the Chamber of Commerce. Kate McGeever shared that though match meetings have not resulted in hires, they are a best practice adopted from another board. Allison said that the BST contract will be up for renewal/competition this spring.

BEP Grant - Activities & Achievements PY24 Q2

Allison Barksdale described the new “Beyond the Classroom” career awareness event, which will be open to six high schools with high rates of free/reduce lunch eligible students. The group discussed strategies to recruit employers that are open to hiring workers under 18. The other grant activities are going well and have already met several performance benchmarks for the grant.

Collar Counties EMS Industry Partnership PY24 Q2

Allison Barksdale reviewed the Q2 report and highlighted the EMT training with Crozer.

Apprenticeship Building America Grant PY24 Q2

Donna Tutak reviewed the Q2 report. She encouraged committee members to share information about any registered apprenticeships in Delaware County.

Allison Barksdale will share an updated flyer about the March job fair.

Procurement of Business Services 2025-2029

Procurement Timeline

Draft the BST RFP during February
Public notice March 27-30, 2025
Release RFP on website March 31, 2025
Bidder's Conference April 4 at 1pm
Proposals due May 12 at 5pm
Review meeting May 21
On Granicus- May 26, 2025
Board- Biz Services meeting Tuesday, June 3, 9am via Teams
County Council Tuesday, June 3, noon
Full Board June 12, 2025
Notify contractors June 13, 2025
Start date for contract July 1, 2025

DCWDB received:

Business Interface for \$594,406.65
EDSI for \$471,830

The review committee recommends awarding EDSI a contract for \$471,830 for PY25-28.

Success Stories

January 2025 – Choice Party Linens

Choice Party Linens was founded in 1991 and has grown into a leading supplier of high-quality table linens and chair covers for event professionals across the nation. The company's success is built on its commitment to excellence, teamwork, and sustainability. Employees take pride in being part of a trusted brand that helps create unforgettable events while prioritizing eco-friendly practices. Choice Party Linens is more than a workplace; it is a community that values collaboration and innovation at every level within the entertainment and hospitality industries.

Choice Party Linens' strong focus on work-life balance, are exemplified through professional development opportunities to flexible scheduling. The company ensures this support so that team members can achieve their personal and professional goals by investing heavily in its employees' growth and well-being.

For over 30 years, Choice Party Linens has remained dedicated to empowering its employees while providing unparalleled service to its clients. This culture of expansion and support was highlighted in October 2024 when a PA CareerLink job seeker was hired as a Delivery Driver. Currently, they are excelling in their new role, learning, and progressing within the company, exemplifying the opportunities available for growth and success at Choice Party Linens.

February 2025 – WIS International

WIS International, with over 70 years of experience, is a leading global expert in inventory management, data collection, and technology innovation. The company boasts a workforce of more than 20,000 employees across 200 offices, serving over 3,500 clients worldwide. WIS International's mission is to serve as a valued strategic partner for leading retailers and manufacturers by providing outstanding people, processes, and technology solutions. The company's core values include Service, Pride, Integrity, Results, Innovation, and Teamwork.

WIS provides retail solutions that assist with chain-wide resets, remodels, new store setups, and store closings. They offer comprehensive inventory solutions, including physical inventory counting services for retail, healthcare, manufacturing, warehouses, and specialty sectors. Additionally, WIS International emphasizes on-the-job paid training, bonuses, promotional opportunities, and a commitment to safe work environments. is a diverse workspace for dedicated individuals that are passionate about the retail industry's inventory management operation. They welcome bilingual employees and offer job site shuttle services to ensure that their employees can get to the job site even if it is outside of their normal commuting abilities.

Customers rely on WIS to count their business inventory in an efficient, accurate and professional manner. As the face of WIS, they depend on their staff to uphold the company's Core Values. Since December 2024, WIS International has sent over 12 job offers and hired approximately 8 job seekers from the PA CareerLink® network.

March 2025 – GMW Construction

GMW Construction, established in 2016 by Gregory Webster, has rapidly grown into a distinguished construction firm known for its commitment to safety, quality, and stability. With a foundation built on Gregory's early experiences in Jamaica, where he honed his carpentry skills and entrepreneurial spirit, the company embodies a legacy of hard work and integrity. GMW Construction's mission is to assist clients in dreaming, planning, and transforming their visions into reality, maintaining the highest standards of safety and quality across all projects. The company's rigorous hiring process ensures that every team member and subcontractor uphold these values, contributing to GMW's reputation as an unmatched leader in the construction industry.

Over the years, GMW Construction has expanded to include residential and commercial projects, earning certifications in carpentry, tiling, painting, masonry, and lead and asbestos abatement. The company's dedication to excellence is further demonstrated by its participation in the SBA's 8(a) Federal Program since July 2022, enabling growth within federal government projects and contributing to community employment opportunities.

In addition to construction services, GMW has diversified by launching two new divisions: Janitorial Cleaning in 2019 and Highway CADD (Computer Aided Design and Drafting) in 2022. To support their company's growth, GMW is actively recruiting individuals from the community, focusing on unemployed, low-income, and re-entry candidates, offering competitive compensation that reflects individual skills and contributions.

GMW Construction recently hired 2 young men that recently graduated from the Carpentry Pre-Apprenticeship program facilitated by EDSI. They were hired through the assistance of the PA CareerLink® Youth Work Experience program, overseen by the Business Services Team. To add to their professional background, this program allows work-ready individuals to gain needed and valuable work experience in their respective industries.

BST Activities Report

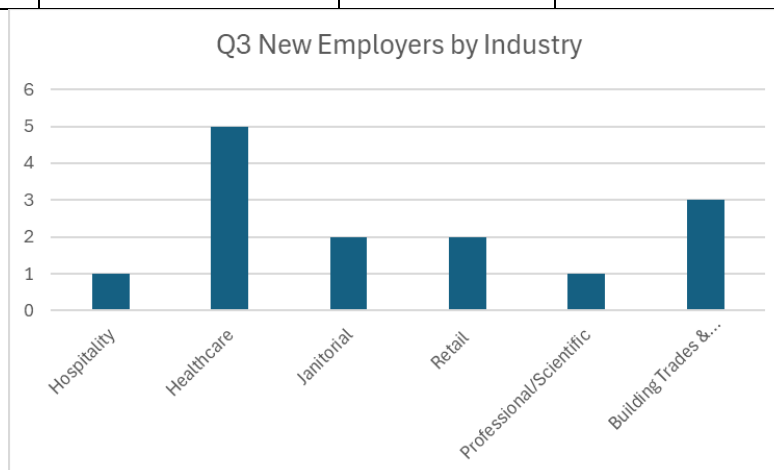
Q3 New Employers Approved: 21

Q3 Job Postings: 1,275

	Enrollment Date	Employer Name	Employer Zip Code
1	1/9/2025	Ryze Credits, LLC	19702
2	1/21/2025	Elite Management Janitorial Services, S-Corp	19070
3	1/24/2025	JBH Business Services LLC- Springfield	19064
4	1/27/2025	Brandywine Periodontics, LLC	19342
5	1/28/2025	Sevaa Home Health LLC	19064
6	1/29/2025	Hobbs & Company Inc	19061
7	1/30/2025	Servpro of Central Delaware County, Servpro of Media	19033
8	2/5/2025	NLS Home Health Care	19013
9	2/5/2025	Sagets Formal Wear	19026
10	2/6/2025	Howlins LLC	19013
11	2/10/2025	Gorgeously Clean	19312
12	2/12/2025	Senior Community Services	19033
13	2/17/2025	ZIZZA HIGHWAY SERVICES LLC	19342
14	2/20/2025	Adonai Care In Home LLC	19013

15	2/23/2025	Mural Health Technologies Inc	19312
16	3/11/2025	N8RDS FAMILY KITCHEN LLC	19013
17	3/12/2025	Your Eye Associates	19342
18	3/13/2025	Trinity Health at Home	19064
19	3/17/2025	Alivia Analytics	19073
20	3/18/2025	Jay & Jae Enterprise LLC	19013
21	3/27/2025	Tredyffrin Township	19312

	<u>Re-engaged Approval Date</u>				
1	2/5/2025	Values Into Action	Julie Corredato	484-554-0356	juliec@viapa.org
2	2/11/2025	Federation Early Learning Services	Amy McCuen	215-676-7550 ext. 126	amccuen@FELSkids.org
3	2/10/2025	Middletown Montessori School	Susan Finan	484-574-0423	middletownmontessorischool@gmail.com
4	2/24/2025	Defensive Driving Academy	Jenn Briddes	610-353-2047	jbriddes@thedefensiverivingacademy.com
5	3/24/2025	LA Taco Bistro	Kasai A. Smith	484-478-3518	kasaiariym@gmail.com
6	3/25/2025	Chester Boys and Girls Club	Titus Robinson	610-874-1237	boysgirlsclubchester@gmail.com



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>
1/7/2025	WIS International	1	12	1
1/14/2025	SCI Chester	1	4	0
1/15/2025	Med-Metrix	1	3	0
1/28/2025	Always Best Care Senior Services	1	15	0
1/29/2025	Always Best Care Senior Services	1	7	0
3/6/2025	SCI Chester	1	2	Pending
3/27/2025	Spring Hiring Event	68	312	5 To Date

Networking Events Attended

<u>Event Date</u>	<u>Event Title & Host</u>	<u>Employers</u>	<u>Impact</u>
1/9/2025	CTC Featured Employer/ Community Resource - The Foundation of Delaware County	10 employers present	Spoke about PACL employer services available to attendees
2/13/2025	Delco Meets 4 Business - Delaware County Chamber	30 employers attended	Networked with employers and discussed PACL Business Services to at least 10- 12 local employers Followed up with employers that we connected with to share program flyers and information via email.

3/12/2025	Rep. Gina H. Curry	15 employers and community partners	Networked with community partners who may be suitable hosts for PWE. Followed up with employers and scheduled meetings about program offerings.
3/13/2025	CTC Featured Employer/Community Resource - Hopeworks	*15 - 18 meeting participants	Represented PACL and learned about issues impacting the community
3/20/2025	DCCC - Allied Health and Nursing Career Fair	18 employers in attendance	Connected with 10 employers and discussed upcoming PACL job fairs in April & May

Professional Development/Industry Partnership

<u>Date</u>	<u>Event Title & IP</u>	<u>Employer Hosted/Presented</u>	<u>Impact</u>
1/27/2025	Workforce GPS: Wagner-Peyser: Emphasizing the Best in Employment Services	Webinar	Professional Development: Claudia Rodriguez and about 100 American Job Center Network partners across the country attended
2/11/2025	EMS Partnership Meeting	Collar Counties EMS IP (DCWDB Host)	Meeting included leadership from local EMS employers, WDB staff and BST representatives from the Collar Counties. Identified and discussed trends in the industry around hiring and retention, with a presentation from VMSC on work/life balance.
2/20/2025	Hospitality & Entertainment Meeting	H&EIP Meeting (H&EIP, PhilaWorks)	Discussed culinary apprenticeships and upcoming events in the area, also highlighted Drexel's Hosp. and workforce training program
2/24/2025	Scam Prevention Training	Staff Training	All BST (5 staff members)
3/24/2025	OVR Title 1 Training	Staff Training	All BST (5 staff members, 432 total attendees) Discussed TANF, WOTC, and

			Veteran's programs. OVR explained what they do and how they support the community.
3/18/2025	EDSI - Values in Action	UKG Training - HR Compliance Training Course	BST Staff attended and completed the training
3/17/2025	EDSI - Social Awareness	UKG Training - DEI Training Course	BST Staff attended and completed the training
3/19/2025	The Fundamentals of Leadership - Embracing the Basics: The What and Why	EDSI Leader Summit	Nicole Cowan attended, received certificate of completion through EDSI You

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 Presented</u>	<u>Contractor Submissions</u>	<u>Status</u>
1/3/2025	5	N/A	N/A
1/10/2025	5	BWPO (Career Services)	Position provided
1/17/2025	6	N/A	N/A
1/24/2025	5	BWPO	Provided positions
1/31/2025	6	EDSI Opioid	Provided positions
2/7/2025	5	BWPO (RESEA)	Positions provided
2/14/2025	5	N/A	N/A

2/21/2025	6	BWPO (Career Services)	Positions provided
2/28/2025	7	N/A	N/A
3/7/2025	6	EDSI OPIOID	Positions provided
3/14/2025	6	BWPO (Career Services)	Positions provided
3/21/2025	5	EDSI OPIOID	Positions provided
3/28/2025		Meeting Cancelled due to Job Fair on 3/27/25	

BEP Grant - Activities & Achievements PY24 Q3

- During Q3, planning continued for the inaugural event we have organized to better engage high school students, **Beyond the Classroom: A Career Discovery Day**. This event will provide high school youth with career exposure, career pathways information, and some opportunities for summer and part-time work. Due to space limitations, 26 employers were invited and 8 schools with an anticipated attendance of 200+ students. The Chamber of Commerce had played a significant role in helping with this event, including getting the businesses to participate, helping with the student event guide, and securing refreshments. The event will take place on May 2nd.
- During Q3, we hosted three employer events during PA CareerLink® After Hours, a time set aside for youth.
 - **HomeWell Healthcare** (a healthcare franchise) – the owner spoke about healthcare careers and entrepreneurship – 17 youth attended
 - **UPS, Think Outside the Box** (2 events) – Edessa Snyder spoke about how UPS is embracing the careers of the future with emerging technology – 20 youth attended
- There were no professional development workshops for educators held in this quarter.
- Due to personnel changes at the high schools in Chester, we have not been able to schedule any worksite tours or job shadowing events for students.
- DCCC Summer Camp opened enrollment in February. Through the BEP grant 30-35 scholarships will be made available for middle school age children to attend occupational skills camp.

Activities Recap	Progress toward Goals
Workshops and worksite tours (youth)	187 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 Q3

The current list of EMS companies participating in the IP remains at 26, one more than our goal of 25.

The Industry Partnership is currently supporting one training cohort for new EMTs. The training for this class of 24 new recruits is still expected to complete in June. Despite the closure of the Crozer Healthcare System, training is continuing to date.

We have also received a request to train current employees (Incumbent Worker Training). We are awaiting a formal proposal from Good Fellowship, expected in Q4.

During Q3, our regular IP meeting was held on February 11th. This meeting included a presentation from our newest employer member partner, VMSC. In our initial survey of employers, we learned that work/life balance was a key challenge in the EMS world, impacting their highest priorities (recruitment and retention). VMSC shared some of their successful strategies, which includes having a chaplain on staff. This meeting was well attended with great participation.

The meeting on April 8th (Q4) was also well attended with a focus on the Crozer Healthcare System update as of that time. Additional updates were provided about training, the EMT Apprenticeship, and planned outreach by the Business Services Teams in each member county.

The next IP meeting is scheduled for June 10th. The EMS contract was originally scheduled to end June 30, 2025, but a request for a one-year extension to June 2026 is pending approval by PA L&I.

Apprenticeship Building America Grant PY24 Q3

Highlight of Quarterly Apprenticeship being prepared for the Council soon

- Upper Darby School District – Teacher Apprenticeship
- Mainline Health- EMT program

Apprentice enrolled – 8

Grant enrollment to date – 8

Employer: Oliver Heating and Cooling

Pre Apprenticeship – 0

Grant enrollment to date – 62

Providers Garage 82
 Urban Media Literacy

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& HIGHER EDUCATION INSTITUTIONS
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JUNE**

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8:30 AM - 10:30 AM

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