



## **STRATEGIC COMMITTEE MEETING – MEETING MINUTES**

Workforce Solutions Alamo  
100 N. Santa Rosa, Suite 120, Board Room  
San Antonio, TX 78207  
November 14, 2022  
1PM

**BOARD MEMBERS:** Eric Cooper, Committee Chair, (in-person), Mitchell Shane Denn, (virtual, 1:12pm); Ben Peavy, Leslie Cantu, Lowell Keig, Lindsay Dennis, Angelique De Oliveira,

**WSA STAFF:** Adrian Lopez, Katherine Pipoly, Caroline Goddard, Linda G. Martinez, Giovanna Escalante-Vela, Dr. Ricardo Ramirez, Dr. Federico Ghirimoldi, Jeremy Taub, Roberto Corral, Brenda Garcia, Trema Cote, Chuck Agwuegbo

**LEGAL COUNSEL:** None

**GUEST:** Sandra Rodriguez, RTW, Senior Management Analyst, CoSA

### **AGENDA**

*Agenda items may not be considered in the order they appear.*

Citizens may appear before the Committee to speak for or against any item on the agenda in accordance with procedural rules governing meetings. Speakers are limited to three (3) minutes on each topic (6 minutes if translation is needed) if they register at the beginning of meeting. Questions relating to these rules may be directed to Linda G. Martinez at (210) 272-3250.

***The Chair of the Committee will be at the Host Location. The Host location is specified above. Meetings will be visible and audible to the public at the Host location, and there will be a visual or audio recording of the meeting. There will be two-way audio and video of the meeting between each Board member sufficient that Board members and public can hear and see them. WSA will comply with all Videoconferencing Guidelines.***

***For those members of the public that would like to participate and cannot attend in person at the host location, please call toll-free 1-877-858-6860, which will provide two-way communications through a speaker phone. For additional information, please call Linda G. Martinez, (210) 272-3250.***

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**During the Public Comments portion of the meeting (Agenda Item 3), the Public may type their name into the chat box or unmute themselves and state their name. The meeting host will call each member of the public for comments, in the order their names were submitted.**

- I. CALL TO ORDER AND DETERMINE QUORUM  
Presenter: Mr. Eric Cooper, Committee Chair  
**At 1:01 p.m. Chair Cooper called the meeting to order. The roll was called, and a quorum was declared present.**
- II. ROLL CALL  
Presenter: Mr. Eric Cooper, Committee Chair
- III. PUBLIC COMMENT  
Presenter: Mr. Eric Cooper, Committee Chair  
**None.**
- IV. DECLARATIONS OF CONFLICT OF INTEREST  
Presenter: Mr. Eric Cooper, Committee Chair  
**None.**
- V. CONSENT AGENDA: (DISCUSSION AND POSSIBLE ACTION)  
Presenter: Mr. Eric Cooper, Committee Chair
  - a. Meeting Minutes – September 16, 2022  
**Upon motion by Leslie Cantu and second by Angelique De Oliveira, the Committee unanimously approved the Consent Agenda line item a. Meeting Minutes – September 16, 2022.**
- VI. PROCUREMENT UPDATE (DISCUSSION AND POSSIBLE ACTION)  
Presenter: Jeremy Taub, Director Procurement and Contracts
  - a. Facility Updates
    - i. Port SA Update
      - Pending approval from TWC for increased cost. Final cost exceeded allowance by \$672,000. Options are to obtain Capital Improvement approval from Department of Labor or renegotiate the terms of the lease with Port of San Antonio. There is an ongoing discussion with Bexar County about installing a Bibliotech, which would help to offset some costs.
    - ii. Mobile Unit
      - Tentative delivery is Summer 2023 with a grand opening in Fall 2023. The local impact is increased service delivery where a workforce center is not cost effective, increases participants, convenience, and access throughout the community. An RFP is in process. The fiscal impact is a customized RV at \$437,000, CDL driver, and FY24 maintenance and storage.

- iii. Boardroom Update
  - Estimated completion is January 2023. The local impact is to expand accessibility and upgrade equipment in support of Board of Directors meetings, staff, and contractor training. Key upgrades include a new sound system with overhead audio and ceiling microphone, smart boards, overhead 4k UHD displays, and a touch screen control board. Currently soliciting quotes from technology vendors. The fiscal impact is \$110,000 and the timing is 4 to 6 weeks from date of purchase.
- b. Procurement Diversity Update (SMWVBE)
  - An online vendor registration is used to collect SMWVBE/HUB (Historically Underutilized Businesses) status. Procurement continues to use online search tools to assist in identifying vendors. Pending review of SBEDA requirement with City of San Antonio for applicability with Ready To Work contract. Currently meeting reporting requirements for this. Continue to track and report SMWVBE expenditures in support of WSA’s aspiration goal.
  - 22.73% of corporate expenditures are SMWVBE, which exceeds WSA’s annual aspiration goal of 20%. There are five new vendors in August and September. The top 5 SMWVBE vendors used by WSA are: Barcom Enterprises LLC, 100 Black Men of San Antonio, Texas Veteran Security, New Horizon Strategies LLC, and LK Design Group, Inc.
  - 100% of SMWVBE are small business. 29 total vendors through September 30, 2022.
  - Of the 558 childcare providers, 98 of them are small business. 243 of them have criteria that is involved with SMWVBE. None of these are certified SMWVBE, which means they haven’t pursued SMWVBE certifications that is normally used to go after federal, state, city, county, or public entity contracts.
  - Jeremy Taub asked if this committee wanted to expand the self-certification ability for childcare providers or for all vendors. Chair Cooper stated that the committee is open to hear about SMWVBE vendors on all levels, whether government certified or self-certified, set a goal, and work towards that goal. CEO Lopez stated that he can bring back more information on this at another meeting. Jeremy Taub also stated that he will review this.

VII. UPDATE: LOCAL PLAN PROGRESS (DISCUSSION AND POSSIBLE ACTION)

Presenter: Dr. Federico Ghirimoldi, Data Science and Analytics Manager

- a. Local Plan
  - i. Labor Market Data
    - San Antonio-New Braunfels metro unemployment rate is at 3.5, lower than the state at 3.8. Unemployment rates decreased or remained unchanged in September for all counties.
  - ii. Sector Based Score Cards – Rebecca Espino Balencia, Director of Ready to Work
    - Presented by Jalil Peoples.
    - Healthcare leads the occupational sectors with 634 enrolled in training and 416 completing training. IT leads training completion rate at 84%. IT also leads in completed work-based learning at 7 and worked based completion rate at 58%. Education leads in placement rate at 88%.

- Angelique De Oliveira asked if they track credential attainment rates and also if the data attained is being compared at the institution level to see if there are any major differences between institutions that could possibly increase success rates. Brenda Garcia responded that the credential information is being captured and placements are reflective on performance measures. There are some organizations that do not have credentials and only have certificates of completion. That information is gathered and recorded. Meetings with training providers are held semi-annually to identify their success rates. CEO Lopez added that the next part of the sector based model is to look at the performance of training providers. He has tasked staff to review TWC's annual report card of training providers and to look more closely at local data to see what the outcomes are.
- iii. Employer Collaborative Presentation - Business Service Representative
- Presented by Rebekah Guajardo
  - For the urban area, 1,929 employees were served, resulting in 32,799 job orders created and 54,791 job openings. There were 123,498 applicants for those job openings. The liaisons work with 85 key accounts and have assisted with 223 hiring events and 21,242 participants at those hiring events. Partnered with 444 training work sites and have been able to identify 4,115 hires.
  - For the rural area, 965 employees were served, resulting in 5,886 job orders created and 9,887 job openings. There were 18,028 applicants for those job openings. The liaisons work with 243 key accounts and have assisted with 172 hiring events and 8,778 participants at those hiring events. Partnered with 124 training work sites and have been able to identify 1,775 hires.
  - Ben Peavy stated that the confirmed hires are low in comparison to all of the applicants, openings, and events that have been conducted. He would like to know what can be done differently to give more credit to the work that WSA puts into this. Rebekah Guajardo responded that the key accounts are the ones that provide the information to WSA regarding those hires. Also, WSA is trying to modify the surveys sent out after the events to the key accounts to see if they can give information about those hires. Also, Work In Texas is utilized. CEO Lopez added that WSA is working with TWC because they have the data but are currently underutilizing it. He also added that TWC will be launching the new Work In Texas in a few months and hopefully it is an improved system compared to the current one to be able to better track the data. Brenda Garcia added that they are using a system called Equifax to help track those numbers, but it has a 3-month lag.
  - Upcoming IT/Cyber Security Employer Collaborative on December 8, 2022 at 9 a.m. at WSA Walzem Career Center. 12 individuals have registered, and more invitations will be sent out.
- iv. Strategic Partnership Manager Update - Caroline Goddard, Strategic Community Partnerships Manager
- In the Workforce Academy, 232 participants have taken part in 1 or 2 sessions and 100 have graduated from the first ever graduation. Still searching for rural ambassadors.

- MOU was signed with the Housing Authority of Bexar County.
- WSA has accepted the Aspen Institute grant and will begin recruiting advisory members to start implementation. Looking for Strategic Committee members to be apart of the advisory group to help recruit, push the work forward, and accept fellows into the program.

v. Service and Sector Based Strategy – Child Care

VIII. CEO REPORT

Presenter: Mr. Adrian Lopez, CEO

a. SA Ready to Work Update

- 832 are enrolled in the program and 198 are in case management and/or training. 16 have graduated.

b. Aspen Institute

IX. CHAIR REPORT

Presenter: Mr. Eric Cooper, Committee Chair

X. Executive Session: Pursuant to Chapter 551 of the Texas Open Meetings Act, the Committee may recess into Executive Session for discussion on any issue for which there is an exception to the Act as set out in section 551.071 et. seq. including, but not limited to, the following:

- a. Government Code §551.072 – Discussions Regarding Purchase, Exchange, Lease, or Value of Real Property if Deliberation in an Open Meeting Would Have a Detrimental Effect on the Position of Workforce Solutions Alamo in Negotiations with a Third Party;
- b. Government Code §551.071 - All Matters Where Workforce Solutions Alamo Seeks the Advice of its Attorney as Privileged Communications under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas;
- c. Pending or Contemplated Litigation; and
- d. Government Code §551.074- Personnel Matters involving Senior Executive Staff and Employees of Workforce Solutions Alamo.

XI. ADJOURNMENT

Presenter: Mr. Eric Cooper, Committee Chair

**Upon motion by Ben Peavy and second by Angelique De Oliveira, the Committee unanimously agreed to adjourn the meeting at 1:58 p.m.**