



STRATEGIC COMMITTEE MEETING - MINUTES

Workforce Solutions Alamo
100 N. Santa Rosa, Suite 120, Board Room
San Antonio, TX 78207
January 27, 2023
1PM

BOARD MEMBERS: Eric Cooper, Committee Chair (in-person), Anthony Magaro, Ben Peavy, Lowell Keig, Mitchell Shane Denn, Leslie Cantu

WSA STAFF: Adrian Lopez, Katherine Pipoly, Giovanna Escalante-Vela, Penny Benavidez, Jessica Villarreal, Jeremy Taub, Chuck Agwuegbo, Caroline Goddard, Dr. Federico Ghirimoldi, Linda Martinez, Rebecca Espino Balencia, Manuel Marquez, Gabriella Horbach, Brenda Garcia, Roberto Corral, Jason Rodriguez, Angela Bush, Jalil Peoples, Rebekah Guajardo, Daisey Vega, Sylvia Perez

LEGAL COUNSEL: None.

GUESTS: None.

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.

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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 1:00 pm Chair Cooper called the meeting to order.
- II. ROLL CALL
Presenter: Mr. Eric Cooper, Committee Chair
The roll was called, and a quorum was declared present.
- 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 – November 14, 2022
Upon motion by Lowell Keig and second by Leslie Cantu, the Committee unanimously approved the Consent Agenda item a. Meeting Minutes – November 14, 2022.
- VI. PROCUREMENT UPDATE (DISCUSSION AND POSSIBLE ACTION)
Presenter: Jeremy Taub, Director Procurement and Contracts
 - a. Facility Updates
 - i. Port SA Update
 - Revising floor plan to include Bibiotech in the facility’s final cost. Port SA will support the needs of job seekers, employers, and partners. Construction will begin between May and June 2023. Move in is late Autumn 2023.
 - ii. Mobile Unit
 - Tentative delivery is Spring 2024 and grand opening is Summer 2024. This will increase service delivery where a workforce center is not cost-effective. It increases participants, convenience, and access throughout the community.
 - RFP Update: Award the contract to the next highest ranked vendor Farber Specialty Vehicles in the amount of \$505,040, plus 10% contingency. The fiscal impact is the customized RV, CDL driver, and FY24 maintenance and insurance. Ben Peavy asked what the record of customer service is with the new vendor. Jeremy Taub responded that he spoke with other workforce boards that have used this vendor and they were happy with the services received.
Upon motion by Ben Peavy and second by Mitchell Shane Denn, the Committee approved the increased cost and new vendor for the mobile unit. Lowell Keig abstained from the vote.
 - iii. Boardroom Update
 - Estimated completion will be February 2023. This will expand accessibility and upgrade equipment in support of Board of Directors meetings and staff and contractor training. Key upgrades include a new sound system with overhead audio and ceiling microphone, smartboards, overhead 4k UHD

displays, and a touch screen control board. Fiscal impact will be \$87,875 and the purchase from Digital Display Inc. will contribute to WSA's SMWVBE aspiration goal.

b. Procurement Diversity Update (SMWVBE)

- Online vendor registration used to collect vendor SMWVBE/HUB status – Historically Underutilized Businesses. Survey current vendors to self-identify. Working to record childcare provider status as information becomes available. Utilizing online search tools to assist in identifying vendors. Continue to track and report SMWVBE expenditures in support of WSA's aspiration goal. SBEDA requirement with City of San Antonio with Ready To Work contract is currently meeting reporting requirements.
- 14.75% (\$162,295.08) of corporate expenditures are SMWVBE, below annual aspirational goal of 20%. There were no new vendors in October and November. The Board is doing better than its comparison last year of 7.62%. 100% of SMWVBE are small businesses. 26 total vendors on file through November 30, 2022.
- Of the childcare providers, 56.91% have no designation. 43.09% are Asian American, African American, Hispanic, Native American, Small Business, Veteran Business, and Women Owned.

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

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

a. Local Plan – 2 Year Modification

i. Labor Market Data

- The purpose of the 2-year modification is to reflect dynamics and changes of the labor force in the 13-county Alamo region, to develop strategies to better serve the region's employers, job seekers, and overall economy, and to identify emerging in-demand industries and occupations aligning with the Texas Workforce System Strategic Plan Goals 2020-2030 and comply with TWC compliance.
- WSA conducted Local Plan feedback with listening sessions, one on one data sessions, employer focused sessions, and strategic partner presentations.
- The Alamo Workforce Development Area's unemployment rates went from 3.0% in February 2020 to 3.4% in November 2022.
- TWC recommends listing 10-15 in-demand industries. WSA is proposing 16 in-demand industries which include jobs that lead to economic self-sufficiency and opportunities for advancement.
- WSA research methods: Industries – Analysis of historical labor market trends, WSA sectors and 2020-2030 industry projections using 4-digit NAICS, Occupations – Match industries (NAICS to occupations SOC codes) using staffing patterns.
- The Local Plan Modification for 2022-2024 include \$17.00 target wage, 6 clusters, 8 industry sectors, 16 in-demand industries, 57 target demand occupations.
- The 6 proposed industry sector clusters are Aerospace/Manufacturing, Health, Information Technology/Cybersecurity, Construction/Architecture/Utilities, Oil & Gas/Warehousing & Transportation/Finance/Others, and Education. The industry sectors removed are Retail Trade, Wholesale Trade, and Information.

- Next steps are to review and incorporate comments and feedback from the public, local partners, and stakeholders. Final modification to Local Plan shared with WSA Board in February 2023. Submit Local Plan modification to TWC in March 2023.
- Board Member Lowell Keig asked if psychiatric and behavioral health are not included in targeted industries for Health. Miriam Barksdale-Botello confirmed that it is not included.
- Board Member Ben Peavy asked what the impact will be from changing the wage target from \$15 to \$17 per hour and if it will affect how apprenticeships are done. Miriam Barksdale-Botello responded that WSA can support any apprenticeship if it is on the targeted occupation list and the wage target will not affect that.
- Board Member Anthony Magaro asked where the wage data came from because it seemed low. Miriam Barksdale-Botello responded that it is from the projection data from TWC.
- ii. Sector Based Score Cards – Rebecca Espino Balencia, Director of Ready to Work
 - Bexar County has 971 confirmed hires, and the rural area has 306 confirmed hires.
- iii. Employer Collaborative Presentation- Business Service Representative
 - IT/Cybersecurity has three critical needs and pain points which are security clearances, skills gap, and attrition/retention.
 - The next employer collaborative is the Healthcare Collaborative on February 23, 2023, from 9 am to 12 pm at WSA-Datapoint Career Center.
- iv. Strategic Partnership Manager Update - Caroline Goddard, Strategic Community Partnerships Manager
 - MOUs: Rise Recovery, American GI Forum, Texas Veterans Commission.
 - Letters of Support: Culturingua, YWCA San Antonio, UT Health Center at San Antonio School of Nursing.
 - The goal for 2022 Workforce Academy Ambassadors was reached at 253 participants.
 - WSA is heavily recruiting for the Workforce Leadership Academy Fellows.

VIII. CEO REPORT

Presenter: Mr. Adrian Lopez, CEO

a. SA Ready to Work Update

- Received 4,000 referrals from the city and assessed about 1,300 of those. The goal for the year is 3,600 and currently standing at meeting 37% of that goal. 509 participants are in training, 54 have completed training, and 17 have been placed in jobs.

b. Aspen Institute

- 12 – 15 applications have been submitted for becoming a Fellow.
- Possibly securing another \$100,000 to support this program.

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

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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.

None.

XI. ADJOURNMENT

Presenter: Mr. Eric Cooper, Committee Chair

Chair Cooper adjourned the meeting at 2:19 pm.