



ALEXANDRIA / ARLINGTON REGIONAL

Workforce Council

MEETING AGENDA
September 24, 2015
8:00 am to 9:30 am

Welcome Message	<i>Daniel Gomez</i>
Presentation: Military & Defense Contractor Workforce Situation/Trends	<i>Jonathan Weiss</i>
Presentation: CVSHealth's Staffing and Workforce Demand	<i>Duane Rohr</i>
Update: WIOA Implementation <ul style="list-style-type: none">• Executive Committee & Bylaws• GO Virginia• Operator & Youth Program RFP• Extension of Local Policies• Regional Convener Declaration	<i>Daniel Gomez & David Remick</i>
Update: Economic Development, Education, & Workforce Partners	<i>Various Speakers</i>
New Business	<i>Daniel Gomez</i>
Adjourn	<i>Daniel Gomez</i>

UPCOMING MEETINGS

December 3, 2015

March 3, 2016

June 23, 2016

8:00 am to 10:00 am

Arlington County Department of Human Services
2100 Washington Blvd, Lower Level Auditorium
Arlington, VA 22204



July 23, 2015

**Arlington County Department of Human Services, Lower Level Auditorium
2100 Washington Blvd., Arlington, VA 22204
8:00 a.m. to 10:00 a.m.**

Attendance: Lisa Bauer, Karen Baugh, Jeanne Booth, Dottie Brown, Sherri Chapman, Winoka Clements Alesandria Colia, Lee Coyle, Dennis Desmond, Howard Feldstein (One-Stop Operator), Lorinzo Foxworth, Daniel Gomez, Ellen Harpel, David Harris, Elizabeth Jones-Valderrama, Stephanie Landrum, Kevin Lynch , Alberto Marino, Kris Martini, Lisa Miragliuolo, Sara Price, Dori Ramsey, Marie Schuler, Rick Slusher, Darren Tully

Absent: Eduardo Achach, Patrick Brennan, Daniel Clarkson, Richard Gordon, Carolyn Jones (One-Stop Operator), Marc Olmsted, Eric Pages, Ann Randazzo, Cynthia Richmond, Kate Roche, Andrea Rubino

The meeting was called to order at 8:05 a.m.

CHAIR AND VICE-CHAIR ELECTIONS:

- Daniel Gomez was unanimously voted Chair.
- Eric Pages was unanimously voted Vice-Chair.

PRESENTATION:

- David Remick provided an overview on WIOA and the roles and responsibilities of workforce development boards.

UPDATE: ECONOMIC DEVELOPMENT, EDUCATION AND WORKFORCE PARTNERS:

- Stephanie Landrum provided highlights on economic development in Alexandria. Ms. Landrum mentioned that the Military Times selected Alexandria/Arlington as one of the best places for veterans to live.
- Hilton Alexandria Mark Center has a need for bartenders and faces the challenge of maintaining housekeeping workers and cooks.
- Kris Martini expressed the need for “Internship Opportunities” in the Healthcare, Business and Engineer fields.
- Howard Feldstein expressed that the Arlington Employment Center is available to assist businesses with their employment needs.
- Sherrie Chapman reports that Alexandria City Public School has a need for “Internship and Externship” opportunities.
- Jeanne Booth highlighted the “Zero 2016 – Ending Veterans Homelessness” Program.
- Lisa O’Quinn spoke on George Mason University’s Nursing Programs.

NEW BUSINESS: None.

ADJOURN: The meeting was called to close at 9:13 a.m. The next meeting is September 24, 2015 at 8:00 a.m. in the Lower Level Auditorium.



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

AT A GLANCE ...

Our Goals

To raise awareness of Virginia's significant new economic challenges and opportunities;

To mobilize business, education, and community leaders in each part of Virginia to work collaboratively for economic development, job creation, and career readiness; and

To make Virginia's state government a strong and effective catalyst for this strategic, job-focused regional collaboration through financial incentives, technical support, and other assistance.

Why This, Why Now?

AN URGENT NEED FOR PRIVATE-SECTOR GROWTH. For the first time in a half-century, Virginia is trailing the Nation in economic recovery and job creation. Steep cutbacks in defense and other federal programs have exposed our over-dependence on public-sector and government-contractor jobs. For current and future generations to enjoy the kind of opportunity we have experienced, Virginia urgently needs strong private-sector growth and a more diversified economy.

COLLABORATION IN VIRGINIA'S DIVERSE REGIONS. Virginia does not have a single economy; our state's economy is the aggregate of our regions. Businesses typically provide jobs to qualified workers from throughout a region, serve customers across the region, use regional suppliers and vendors, and rely on regional transportation networks and other infrastructure. Because Virginia is a large and diverse state, the opportunities for private-sector growth vary significantly from one part of our state to another, requiring collaborative innovation among employers, entrepreneurs, investors, researchers, educators, governments, and other leaders in each region. Too often this cooperation has been lacking, causing Virginia to lag behind other states.

STATE GOVERNMENT AS A CATALYST AND PARTNER. While the innovation to spur private-sector growth must come from within each region, the Commonwealth has a vital role to play. State government aids business growth by keeping taxes and regulatory burdens low, supporting education and training, and addressing critical infrastructure needs, among other functions. But the State can and must do more to encourage strategic, job-focused collaboration in each region. Significant state funds currently flow to localities, schools, and higher education institutions; the Commonwealth should use such resources to promote joint efforts on economic and workforce development and to encourage collaboration that can improve performance and reduce costs. The State must be a reliable partner in these regional efforts, and state-funded initiatives should result in greater economic output and job creation in each region rather than reallocating market share or picking winners and losers.

5 Policy Priorities

Robust and diverse private-sector growth here in Virginia is the surest path to greater opportunity for our citizens. To achieve sustained success, initiatives to promote growth and job creation must meet the demanding test of the private marketplace. We thus seek to encourage voluntary, business-led collaboration on economic and workforce development in each region, with educational institutions and local governments engaging effectively as full partners. While not an exclusive list, we have identified five ways that state-funded incentives could have a significant positive impact on private-sector growth:

INNOVATION

The State can promote innovation and growth in each region through start-up grant support for projects that promise substantial economic impact, leverage significant local, private, and other investment, and reflect regional cooperation on industry sector growth, alignment of education and training programs with employer demand, entrepreneurship, and other private sector-focused growth strategies.

INVESTMENT

The State can encourage cooperation rather than competition among localities in the recruitment of new business investment and jobs to each region by returning a portion of the state tax revenues generated by projects to regions where localities share economic development-related costs and revenues.

IMPROVEMENT

The State can provide financial incentives for efficiency-enhancing and cost-saving collaboration between and among local governments, school divisions, and higher education institutions, thereby improving performance, reducing pressures to increase the size and cost of government, and freeing up tax dollars for opportunity-focused initiatives in education, job training, and economic development.

INVENTION

The State can encourage inventions and discoveries that lead to commercially viable products and services by providing matching-fund support for labs, equipment, and other research-related needs, thereby leveraging private and other R&D investments and generating economic benefits for the region.

INFRASTRUCTURE

The State can invest in capital projects of regional or broader significance that will produce strong returns in private-sector growth, diversification, and job creation through improved education and job-skills training, research, business site development, communications, and other vital infrastructure.

GO Virginia, an initiative launched by the Virginia Business Higher Education Council and the Council on Virginia's Future, will help generate private-sector growth and job opportunities in every part of our Commonwealth. ★ **Bipartisan and business-led**, it provides a regional framework for implementing other private sector-focused economic strategies, including Governor McAuliffe's "New Virginia Economy" plan, the General Assembly's "Top Jobs" legislation, "Blueprint Virginia" (Virginia Chamber), and "Grow by Degrees" (VBHEC). ★ **Incentive-based and voluntary**, it calls for NO new taxes, layers of government, local mandates, or changes in local authority.

Our focus is expanding job opportunities for all Virginians.

To join the coalition or learn more, visit www.GOVirginia.org today!



VIRGINIA INITIATIVE FOR
**GROWTH &
 OPPORTUNITY**
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GO Virginia Coalition Commitment Form

GO Virginia is a statewide grassroots campaign to mobilize business and community leaders, partners in education and government, and interested citizens to work for state policies that will help secure a future of expanding opportunity for all Virginians. **Bipartisan and business-led**, GO Virginia provides a regional framework for implementing other private sector-focused economic strategies, including Governor McAuliffe’s *New Virginia Economy* plan, the General Assembly’s *Top Jobs* legislation, the Virginia Chamber’s *Blueprint Virginia*, and VBHEC’s *Grow by Degrees* initiative.

Our Goals

- **To raise awareness** of Virginia’s significant, new economic challenges and opportunities;
- **To mobilize business, education, and community leaders** in each part of Virginia to work collaboratively for economic development, job creation, and career readiness; and
- **To make Virginia’s state government a strong and effective catalyst** for this strategic, job-focused regional collaboration through financial incentives, technical support, and other assistance.

Statement of Support

I stand with the Virginia Business Higher Education Council, the Council on Virginia’s Future, and a bipartisan coalition of state business, civic, and education leaders in support of the GO Virginia initiative to help strengthen Virginia’s economy in each region. The success and sustainability of Virginia’s economic future depends on strong *private-sector* growth in each region, and I support state policies that encourage business, education, and local governments to work together to create jobs and achieve shared economic development goals. I believe state investments can help leverage private, local, and other investment to grow key industry sectors, encourage localities to cooperate rather than compete for new business investment, better align education and training programs with marketplace demand, and develop needed infrastructure to support economic growth.

By completing this form, I authorize GO Virginia to list myself or my organization, as indicated below, as a coalition member on the GO Virginia website at govirginia.org and in other written materials and to send me periodic updates via e-mail. Additionally, my organization will publicly support GO Virginia through one or more of the following:

- Participate in coalition-sponsored events such as roundtables, news events, etc.
- Actively participate in the legislative process via letters/e-mails or testimony at public meetings
- Share information about GO Virginia with our membership/colleagues or through various communication channels such as e-mail, Facebook and Twitter
- Lend our name to press statements and participate in media opportunities as appropriate
- Author/submit opinion pieces or letters-to-the-editor for publication in local newspapers

Yes, I agree to serve as a GO Virginia coalition member as an: Individual Organization

Signature: _____

Date:

Printed Name:

Title:

Organization:

Phone:

E-mail:

Address:

Please fill out and return to info@govirginia.org.



ALEXANDRIA / ARLINGTON REGIONAL

Workforce Council

Alexandria/Arlington Regional Convener Declaration – DRAFT FOR PUBLIC COMMENT

Background

In March 2015, the Governor signed into Virginia Code HB1986 which amended how the Commonwealth coordinates statewide delivery of workforce development and training programs and activities. This new law included the following “Regional Convener Designation” requirement:

§2.2-2472.1. Regional convener designation required; development of regional workforce pipelines and training solutions.

A. As used in this section, "regional convener" means the local workforce development board having responsibility for coordinating business, economic development, labor, regional planning commissions, education at all levels, and human services organizations to focus on community workforce issues and the development of solutions to current and prospective business needs for a skilled labor force at the regional level.

B. As a condition of receiving WIOA funds, each local workforce development board shall either be designated as the regional convener for the WIOA region or enter into a memorandum of agreement supporting the public or private entity identified as serving as the regional convener.

C. Each regional convener shall develop, in collaboration with other workforce development entities in the region, a local plan for employer engagement. The plan shall (i) specify the policies and protocols to be followed by all of the region's workforce development entities when engaging the region's employers, (ii) address how the region's workforce entities will involve employers in the formation of new workforce development initiatives, and (iii) identify what activities will be undertaken to address employers' specific workforce needs. Each region's plan should be reviewed by the Virginia Board of Workforce Development, and the board should recommend changes to the plans to ensure consistency across regions.

Declaration

On December 3, 2015, the Alexandria/Arlington Regional Workforce Council will vote to approve the following declaration:

As required by VA HB1986 section 2.2-2472.1, the Alexandria/Arlington Regional Workforce Council designates itself as the “Regional Convener” serving Alexandria City and Arlington County, Virginia. The Council, serving as the local Workforce Innovation and Opportunity Act Workforce Development Board, coordinates businesses, economic development agencies, labor, planning commissions, education institutions, and human services organizations in our region to focus on community workforce issues and develop solutions to current and prospective business needs for a skilled labor force.

Please direct all comments to dremick@arlingtonva.us by 5:00pm EST on November 20, 2015.