



ALEXANDRIA / ARLINGTON REGIONAL

## Workforce Council

### MEETING AGENDA

October 5, 2017

8:00 am to 10:00 am

<b>Welcome Message</b>	<i>Daniel Gomez</i>
<b>Presentation: GO Virginia</b>	<i>Sue Rowland (Invited)</i>
<b>Presentation: APS's Arlington Education &amp; Employment Program</b>	<i>Emily Beckett</i>
<b>Presentation: Labor Market Update</b>	<i>Alex Cooley</i>
<b>One-Stop Operator's Report (ICATT Consulting)</b>	<i>Alamelu Dev</i>
<b>Executive Director's Report</b>	<i>David Remick</i>
<ul style="list-style-type: none"><li>• Local Plan &amp; Local WIOA Policies Update</li><li>• Career Services Waiver Update</li><li>• WIOA Funding Transfer Request</li><li>• Chair/Vice Chair Nominations</li></ul>	
<b>Update: Economic Development, Education, &amp; Workforce Partners</b>	<i>Various Speakers</i>
<b>New Business</b>	<i>Daniel Gomez</i>
<b>Public Comment Period</b>	<i>David Remick</i>
<b>Adjourn</b>	<i>Daniel Gomez</i>

### UPCOMING MEETINGS

December 7, 2017

March 22, 2018

June 21, 2018

8:00 am to 10:00 am

Arlington County Department of Human Services

2100 Washington Blvd, Lower Level Auditorium

Arlington, VA 22204



ALEXANDRIA / ARLINGTON REGIONAL

## Workforce Council

### MEETING MINUTES

June 8, 2017

Arlington County Department of Human Services  
2100 Washington Blvd, Lower Level Auditorium  
Arlington, VA 22204  
8:00 am to 9:30 am

**Attendance:** Eduardo Achach, Karen Brown, Jeanne Booth, Patrick Brennan, Sherri Chapman, Dennis Desmond, Howard Feldstein (One-Stop Operator), Daniel Gomez, Ellen Harpel, David Harris, Elizabeth Jones-Valderrama, Alberto Marino, Kris Martini, Daniel Mekibib (One-Stop Operator), Erik Pages, Dori Ramsey, Andrea Rubino, Marie Shuler, Darren Tully

**Absent:** Kate Bates, Lisa Bauer, Daniel Clarkson, Winoka Clements, Alessandra Colia, Lisa Cortina, Lee Coyle, Stephanie Landrum, Kevin Lynch, Marc Olmsted, Steve Partridge, Ann Randazzo, Cynthia Richmond, Andy Shreene, Rick Slusher, Landon Winkelvoss

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

A motion was made, seconded, and the minutes of the March 9, 2017 Regional Workforce Council meeting minutes were unanimously approved.

#### PRESENTATIONS:

- Zachary Druga provided an overview of Potomac Job Corps, which serves low-income youth. This program can house and train up to 370 students and is one of the largest resident job training programs in the country. The program offers various trades including building construction technology, carpentry, HVAC, and hospitality.
- Crystal Thrower provided an overview on the Registered Apprenticeship Program with its primary focus on the construction industry. They are now offering training in cyber security as well as other non-traditional trades.
- Alex Cooley, of Northern Virginia Community College, provided a labor market update.
- Doug Parsons, of Virginia Economic Development Partnership, provided an update.

#### EXECUTIVE DIRECTOR'S REPORT:

- David Remick provided reports and/or updates as follows:
  - Local WIOA Policies. A motion was made, seconded and the EO/General Grievance and Case Notes Policies were unanimously approved.
  - Eligible Training Provider. A motion was made, seconded and The Institute for Statistics Education was unanimously approved as a Certified Training Provider.
  - WIOA Funding Transfer Request. A motion was made, seconded and the request to transfer \$60,616.77 of Dislocated Worker Funds to the Adult Program, was unanimously approved.

- WIOA Youth Local Waiver. A motion was made, seconded and the WIOA Youth Local Waiver was unanimously approved.
- 2017-2018 Meeting Calendar was presented.
- Chair/Vice Chair Nomination. The call for nominations will be accepted throughout the summer. If you are interested in learning more, please contact David Remick.

**UPDATE: ECONOMIC DEVELOPMENT, EDUCATION & WORKFORCE PARTNERS:**

- Dennis Desmond reported needing 20-25 entry-level workers for Highway Construction Project starting July 1, 2017. Hours are 9:00 p.m. to 4:00 a.m. with a starting salary of \$16.25 plus healthcare and must have own transportation.
- Naveen Hamdy reported on Goodwill's Energy/Utility Class graduation. This was a collaborative project involving Washington Gas, Center for Energy Workforce Development, Alexandria Public Schools-Adult Education and others.
- Kris Martini reported having 22 participants for their Auto Industry Program. Upon graduation, students will have industry certifications and credentials.
- Sherri Chapman reported 2,400 certifications given to date in various education capacities.

**NEW BUSINESS:**

- Daniel Mekibib is the new Director of the Alexandria Workforce Development Center.
- Pam Egner provided a quick overview of the Arlington Employment Center's new online job board.

**PUBLIC COMMENT PERIOD:** None.

The meeting was called to close at 9:34 a.m.

First Name	Last Name	Title	Organization	Address	Address	City	State	ZIP	Phone	Email	Begin Date	End Date
Edwards	Adachi	Asst. Director	Human Resources			Arlington	VA	22201	(703) 414-6713	edwards_adachi@vtl.com	7/1/15	6/30/18
Lisa	Bauer	Manager	Workforce Development		Suite 410	Arlington	VA	22204	(703) 798-3114	lisa.bauer@vtl.com	7/1/15	6/30/18
Karen	Brown	Manager	Chief Economic Independence Division		3rd Floor	Arlington	VA	22204	(703) 980-3411	karen.brown@vtl.com	7/1/15	6/30/18
Jabre	Brooks	Director	Executive Director			Arlington	VA	22204	(703) 975-4775	jabre@vtl.com	7/1/15	6/30/18
Shawn	Chapman	Coordinator	of Career and Technical Education			Arlington	VA	22201	(703) 824-6832	shawn_chapman@vtl.com	7/1/15	6/30/18
Daniel	Chaston	HR Director	CVS Health District Manager			Arlington	VA	22201	(703) 864-1087	daniel.chaston@vtl.com	8/1/17	6/30/20
Wanda	Chen	CEO	HR Director		Unit 100	Arlington	VA	22204	(703) 807-2300	wendy@CAMHONDESIGN.COM	7/1/15	6/30/18
Lee	Coyne	Principal	Business Strategist			Arlington	VA	22204	(703) 504-6186	leecoyne@vtl.com	7/1/15	6/30/18
Dennis	Dover	Senior	Business Strategist			Arlington	VA	22211	(703) 212-3387	dennisdover@vtl.com	7/1/15	6/30/18
Daniel	Dover	Senior	Business Strategist			Arlington	VA	22211	(703) 945-1030	daniel.dover@vtl.com	7/1/15	6/30/18
David	Edwards	Principal	Business Strategist			Arlington	VA	22211	(703) 945-1030	edwards@vtl.com	7/1/15	6/30/18
Elizabeth	Elmstrom	HR Director	HR Director			Arlington	VA	22201	(703) 828-1189	elizabeth.elmstrom@vtl.com	7/1/15	6/30/18
Karen	Evans	President	and CEO			Arlington	VA	22207	(703) 228-7209	karen.evans@vtl.com	7/1/15	6/30/18
Ashley	Evans	Senior	Strategy Officer-Chemistry Recruitment			Arlington	VA	22207	(703) 228-7209	ashley.evans@vtl.com	7/1/15	6/30/18
Michelle	Evans	Director	Business Representative			Arlington	VA	22207	(703) 228-7209	michelle.evans@vtl.com	7/1/15	6/30/18
Mark	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	mark.evans@vtl.com	7/1/15	6/30/18
Shawn	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	shawn.evans@vtl.com	7/1/15	6/30/18
Shawn	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	shawn.evans@vtl.com	7/1/15	6/30/18
Debi	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	debi.evans@vtl.com	7/1/15	6/30/18
Ann	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	ann.evans@vtl.com	7/1/15	6/30/18
Kyle	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	kyle.evans@vtl.com	7/1/15	6/30/18
Allyce	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	allyce.evans@vtl.com	7/1/15	6/30/18
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Debra	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	debra.evans@vtl.com	7/1/15	6/30/18
Damon	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	damon.evans@vtl.com	7/1/15	6/30/18
Fernando	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	fernando.evans@vtl.com	7/1/15	6/30/18
Lisa	Evans	Senior	Business Representative			Arlington	VA	22207	(703) 228-7209	lisa.evans@vtl.com	7/1/15	6/30/18



ALEXANDRIA / ARLINGTON REGIONAL  
**Workforce Council**

**EXECUTIVE COMMITTEE MEETING NOTES**

**September 8, 2017**

**8:30 am to 9:30 am**

**Attendees: Dennis Desmond, Daniel Gomez, Ellen Harpel, Eric Pages**

**Absent: Teri Barnett, Lisa O'Quinn, Dori Ramsey**

**Staff: Alamelu Dev, Gabe Hamda, David Remick**

- Meeting convened at 8:31am.
- David Remick introduced LWDA 12's new, and first, One-Stop Operator, ICATT Consulting. ICATT's representative to the Regional Workforce Council, Alamelu Dev, and its CEO, Gabe Hamda, provided an overview of their services and their scope of work as the One-Stop Operator.
- David Remick informed the Executive Committee that Daniel Gomez has been nominated as Chair for PY17 and PY18 and Alberto Marino has been nominated as Vice-Chair. Elections will take place during the October 5<sup>th</sup> Regional Workforce Council meeting.
- The Executive Committee approved the elevation of 1) LWDA 12 WIOA Policy Revisions and 2) \$45,000.00 WIOA Funding Transfer Request to the Regional Workforce Council for their review and action.
- Meeting concluded at 9:30am

**UPCOMING EXECUTIVE COMMITTEE MEETINGS**

October 13, 2017

November 10, 2017

8:30 am to 9:30 am

Arlington County Employment Center Conference Room

2100 Washington Blvd, 1<sup>st</sup> Floor

Arlington, VA 22204



ALEXANDRIA / ARLINGTON REGIONAL  
**Workforce Council**

September 19, 2017

Ms. Martha Marshall  
Interim Director  
Go Virginia Northern Virginia Region 7 Council  
3040 Williams Drive, Suite 200  
Fairfax, VA 22031

**RE: GO NOVA Letter of Interest: "Strengthening Alexandria/Arlington's Technology Workforce" Initiative**

Dear Ms. Marshall:

The Alexandria/Arlington Regional Workforce Council, in partnership with Alexandria Economic Development Partnership, Alexandria Workforce Development Center, Arlington Economic Development, and Arlington Employment Center, is pleased to submit this Letter of Intent for our "Strengthening Alexandria/Arlington's Technology Workforce" Initiative. We are committed to contributing to the growth of Northern Virginia's technology workforce.

In Northern Virginia, there are over 13,000 Computer Services and Cyber Security job openings available today. These openings include Network and Computer System Administrators, Computer Programmers, Application and System Software Developer, Computer System Analysts, Information Security Analysts, and Computer Network Architects positions. The average annual wages for these positions range from \$99,486 to \$117,800. Entrance into and remaining in these positions require individuals to earn one or more of over 40 industry-recognized, in-demand certifications, including CompTIA A+ Certification, Certified Business Architect, Cisco Certified Network Associate, Project Management Professional, and Certified Ethical Hacker.

In FY17, the Alexandria Workforce Development Center and Arlington Employment Center invested approximately \$29,000 of Federal Workforce Innovation and Opportunity Act (WIOA) funds into the training and credentialing of 16 unemployed and underemployed individuals and assisted with their placement into various Computer Services and Cyber Security positions throughout Northern Virginia. Many of these 16 certification earners entered into employment that paid average annual wages greater than \$70,000. For others, these individuals entered entry-level positions at the beginning of the CompTIA, Cisco, and Microsoft career pathways and are well positioned for upward mobility in these technology fields.

During the same period, the Alexandria/Arlington Regional Workforce Council provided Incumbent Worker Training services to a 15-person Cyber Security firm headquartered in Arlington which resulted in several staff members earning their Certified Information Systems Security Professional certifications. With the investment of GO NOVA funding we can "double down" on our commitment to help grow our region's technology workforce.

**Strengthening Alexandria/Arlington's Technology Workforce**

The "Strengthening Alexandria/Arlington's Technology Workforce" initiative will leverage WIOA-funded Computer Services and Cyber Security credentialing activities currently being performed within our two jurisdictions with Go NOVA funding to maximize our ability to grow and strengthen Northern Virginia's technology workforce (Region 7's #1 Goal). WIOA funding often supports "hard-to-serve" populations and businesses that have been located in

the Commonwealth for at least a year. **GO NOVA funding will make it possible to provide immediate support to “ready to be trained” individuals and to “newly located or established” firms in Northern Virginia.**

This initiative will perform the following training and credentialing activities and will serve 60 individuals over a 12-month period:

**Career Pathway Activities (Strategies 1.2, 1.3, and 1.4)**

- Move 45 unemployed & underemployed individuals into Computer Services and Cyber Security employment that pay average annual wages at or greater than \$70,000.
  - 35 individuals will receive training, credentialing, and job placement support services.
  - 10 individuals will receive On-The-Job training.
  - 6 individuals will be either Transitioning Military or Veterans.
  - 4 individuals will be provided with work-based learning opportunities.

**Incumbent Worker Training Activities: (Strategy 1.5)**

- Provide 15 currently employed technology workers from 8-10 small- and medium-sized firms with training and credentialing services.
  - The 8-10 firms will be referred to the Council by Alexandria Economic Development Partnership and Arlington Economic Development.

We are requesting \$85,000 in Go NOVA funding and will match it with \$50,000 in WIOA funds and \$35,000 in local funds to support this initiatives’ training and credentialing activities. All activities will be procured through George Mason University and Northern Virginia Community College, thereby generating new spending in Northern Virginia.

As you can see, this initiative is committed to growing and strengthening Northern Virginia’s technology workforce. Thank you for your consideration of this Letter of Interest. I can be reached at [dremick@arlingtonva.us](mailto:dremick@arlingtonva.us) or 703.228.1412 should you have questions.

Sincerely,

David Remick  
Executive Director

CC: Stephanie Landrum, CEO, Alexandria Economic Development Partnership ([landrum@alexecon.org](mailto:landrum@alexecon.org))  
Daniel Mekibib, Director, Alexandria Workforce Development Center ([Daniel.Mekibib@alexandriava.gov](mailto:Daniel.Mekibib@alexandriava.gov))  
Victor Hoskins, Director, Arlington Economic Development ([Vhoskins@arlingtonva.us](mailto:Vhoskins@arlingtonva.us))  
Howard Feldstein, Director, Arlington Employment Center ([hfeldstein@arlingtonva.us](mailto:hfeldstein@arlingtonva.us))



# COMMONWEALTH of VIRGINIA

Office of the Governor

Todd P. Haymore  
Secretary of Commerce and Trade

August 1, 2017

Mr. David Remick  
Director  
Alexandria/Arlington Regional Workforce Council  
2100 Washington Blvd  
1st Floor  
Arlington, VA 22204

Dear Mr. Remick:

On behalf of the Governor, Terence McAuliffe, and in my capacity as the Governor's Chief Workforce Advisor, I am pleased to grant approval of your local area workforce development plan. This approval is based on the review by the cross-agency teams and the recommendation of the Virginia Board of Workforce Development. Local area boards and the strategies contained in these plans are critical in successfully deploying the resources of Virginia's workforce system.

We thank you, your board leadership, and the workforce system partners who collaborated to develop this plan and look forward to following your progress as you implement in your region. The work you do to prepare and connect individuals with employment and support the growing needs of Virginia businesses is invaluable.

Sincerely,

A handwritten signature in black ink, appearing to read "T.P.H.", with a long horizontal stroke extending to the right.

Todd P. Haymore  
Secretary of Commerce and Trade

Cc: Mark A. Herzog, Chairman, Virginia Board of Workforce Development  
George Taratsas, Administrator, Federal Workforce Programs, Virginia Community College System