



**STRATEGIC COMMITTEE MEETING MINUTES**

Workforce  
Solutions Alamo  
100 N. Santa Rosa, Suite 120, Board Room  
San Antonio,  
TX 78207  
August 1,  
2022  
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**BOARD MEMBERS:** Eric Cooper, Committee Chair, (in-person), Mitchell Shane Denn, (virtual); Ben Peavy, Leslie Cantu, Angelique De Oliveira, (9:04am); Lindsay Dennis; Elizabeth Lutz; Esmeralda Perez

**WSA STAFF:** Adrian Lopez, Angela Bush, Linda G. Martinez, Gabrielle Horbach, Dr. Andrea Guerrero-Guajardo, Brenda Garcia, Manuel Ugues, Jeremy Taub, Trema Cote, Roberto Corral, Ramsey Olivarez, Caroline Goddard, Rebecca Espino Balencia, Katherine Pipoly, Jason Rodriguez, Sylvia Perez; Dr. Ricardo Ramirez, Shantelle Artis, Chuck Agwuegbo, Penny Benavidez, Joshua Villela

**LEGAL COUNSEL:** None

**GUEST:** Business Liaisons: Diana Luna, Daisey Vega, Jalil Peoples, Rebekah Guajardo

**PARTNERS:** Amy Contreras

**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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**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 9:00 a.m. Chair Eric 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 – April 27, 2022

**Upon motion by Board Chairwoman Leslie Cantu and second by Board Member Mitchell Shane Denn, the Committee unanimously approved the Consent Agenda and April 27, 2022 Meeting Minutes.**

VI. PROCUREMENT UPDATE (DISCUSSION AND POSSIBLE ACTION)

Presenter: Jeremy Taub, Contracts and Procurement Director

a. Facility Updates:

i. San Antonio Food Bank – August 12, 2022 @ 9am

— Grand opening of the Food Bank is scheduled on August 12, 2022. CFO Bush mentioned TWC's comments were that this partnership with the Food Bank is very innovative and would like to see more like this.

ii. Floresville Center– TBD

— Mr. Taub informed the Strategic Committee that this is a relocated and renovated a nearby building. There are additional offices for partners and employers. The grand opening is estimated Fall 2022.

iii. Port SA Update

— Renovation plans are finalized. WSA is working to finalize additional funding and needed permits. Plan to open January 2023.

— CEO Lopez added that the reasons to move to Port SA was for better pricing and the creation of synergy. WSA is looking to host Career Pathway and Red, White, and You events there.

— Amy Contreras asked when the Red, White, and You event will occur. CEO Lopez responded that the statewide event will be on November 10, 2022. All 28 Boards will meet there along with TWC.

b. Procurement Diversity Update (SMWVBE)

— WSA continues to use online search tools to identify potential vendors and developing procedures to promote outreach in recruiting for this program.

— Board Staff are attending events, such as Bexar County Small Business Expo, at the end of the year.

— 20.62% of corporate expenditures are going to SMWVBE, which exceeds the annual goal. There is 92% of SMWVBE expenditures from small businesses. Several additional vendors were added in April and May.

— CFO Angela Bush updated the Committee on getting a Procurement Consultant. Their findings were to tighten policies and enhance staff training. Procedures are needed to support policies. Board Member Ben Peavy suggested to be very specific about process changes in manual versus system technology changes.

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

Presenter: Dr. Andrea Guerrero-Guajardo, CIO

a. Local Plan

— Dr. Andrea Guerrero Guajardo outlined the progress that has been made in Local Plan steps 1 – 3. We expected to release a new set of data for the 2-year modification in or around September.

- Ample activity is happening in the sector-based industry outreach. We have had three employer collaborative meetings, one in healthcare, one in manufacturing, and one in construction to be held on August 11, 2022. Surveys have been sent out to employers to get feedback on their hard to fill positions.
- One economist from the Federal Reserve Bank of Dallas will come and give a snapshot of the construction industry.
- Business Services Scorecards provided for Bexar County and Rural. These show room for improvement and provide insight into business solutions. CEO Lopez added that this data does not reflect some of the things that are being currently worked on such as new economic development in some rural areas.
- Board Member Angelique De Oliveira asked for an explanation on what Staff Referrals mean on the Scorecards. Aaron Smith responded that it is any of the staff who refer a job seeker to a company. In the future, a column will be added for how many applicants are applying for the jobs as well. Ms. De Oliveira also asked if there is any data related to the outcome of the participants in those industries. Aaron Smith responded that it is easier to track the outcome of participants who go through the WIOA program. It is difficult to track job seekers who use the computers for their job search and get a job. They do not inform the Workforce Center that they were hired.
- Board Member Ben Peavy asked what period this scorecard covers. Dr. Guajardo responded that this is for June 2022. Next meeting will have historical data as well. Board Member Ben Peavy asked for more information regarding targets and specific areas of concern; more context would be helpful. CEO Lopez responded that this is something that they are working on in the future.
- Amy Contreras asked if there is a way to influence the job seekers to report that they received a job from Work In Texas. Aaron Smith responded that it is a struggle that has been happening for over twenty years in the State of Texas. Will look into surveys to send to the employers. Dr. Guajardo explained that the Business Liaisons are essential to this Scorecard model because they are the ones who build a relationship with the employers.
- Brenda Garcia explained the Sector-Based Model outcomes Scorecard. This Scorecard captures the investment on the individual for training, the outcome associated with training, and the placement associated with the industry sector.
- Board Member Ben Peavy asked for the period of this Scorecard. Dr. Guajardo responded that this is cumulative. Board Member Angelique De Oliveira asked to clarify if the completed training numbers are different from the enrolled in training numbers. Brenda Garcia responded with that is correct because those participants could have recently enrolled in training and still trying to finish.
- Gabriela Horbach presented the Sector-Based Youth Rural Outcomes Scorecard. The WIOA Youth program is exceeding all expectations. One goal was to place forty participants into training and YTD totals show that fifty participants have been placed.

- i. Labor Market Data
  - The most recent labor market data indicates an 3.5% unemployment rate for the 13-county Alamo region compared to 3.8% statewide unemployment rate. Detailed unemployment rates by county and MSAs within the Alamo region are presented. Additionally, staff have provided information related to job postings by sector and with a minimum wage of at least \$15/hour. All target industries experienced a monthly gain in jobs for May 2022 with a total of 6,000 jobs added. All industries, except Construction, have experienced a positive yearly change in employment ranging from 300 to 13,000 additional jobs. Construction has seen a net change of -1,200 jobs for 2022. Overall, the Alamo region has seen 47,000 jobs added in 2022 since May of 2021.
- ii. Strategic Partnership and Workforce Academy Update - Caroline Goddard, Strategic Community Partnerships Manager
  - The Workforce Academy has officially launched all three sessions in July.
  - WSA is applying for a \$50,000 Fellowship grant. A committee would be needed to approve the fellows if grant is given.
  - Board Member Ben Peavy asked if WSA could partner with Texas A&M to fund larger establishments for childcare. CEO Lopez responded that Texas A&M is currently working on that and have secured \$7M from the city. WSA is pursuing monies to bring in two business services reps to specifically work with childcare.
  - Board Member Ben Peavy asked how WSA is going to keep track of SA Ready to Work versus all the open jobs data on Econovue. CEO Lopez responded that they could track SA Ready to Work with the database program they have, which is Signify. WSA meets with the Alamo College Board to give them reports as to where jobs are currently located.
- b. Re-Branding Data Point Center - Penny Benavidez, Director Public and Government Relations
  - Using signs to dress up waiting area, computer spaces, and hallways with classroom entrances.
  - New Outreach Goals include:
    - Utilize new brand standards and inspirational graphics to enhance the career center environment and client experience. Efforts are focused on the center lobby/waiting area, large computer space, and U-shaped hallway with classroom/meeting space entrances.
    - Educate clients on high-demand, high-growth industries by highlighting career paths, relevant stats, and inspirational people-centric stories of success.
    - Develop an inspirational and flexible signage/graphics package to educate clients on career paths in high-demand, high-growth industries offering long-term opportunity.
- c. Business Service Representative Update – Daisey Vega, Business Solutions Liaison

## VIII. CEO REPORT

Presenter: Mr. Adrian Lopez, CEO

- a. SA Ready to Work Update
  - Four contractors and sub-contractors have signed and executed their contracts and launched. A few contracts are still pending. One is Texas A&M that must meet with the Board of Regents this month, C2 contract amendment is in the final review and execution, and YWCA is working on insurance requirements to execute their contract. WSA received 1400 referrals from the city, 1200 of those have been assigned to the sub-grantee.
- b. Economic Development Corporation - Grants and Business Services Seminar
  - WSA is hosting an initiative on August 10 or 12, 2022 to bring TWC staff to speak with local chambers and economic development corporations to articulate all the resources available.
- c. 2022 Growth through Reentry to Advance Careers & Employment (GRACE) Conference; Charity Ball, Aspen Institute, Bexar County ARPA Funds
  - Chairwoman Leslie Cantu was on the panel for the GRACE Conference.
  - WSA submitted a grant application for Charity Ball.
  - WSA applied for a \$50,000 fellowship program with the Aspen Institute.
  - Bexar County ARPA Funds is in relation to Texas A&M Educare Center.

## X. CHAIR REPORT

Presenter: Mr. Eric Cooper, Committee Chair

- XI. 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.
- None.**

XII. 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 10:27 a.m.**