

Attachment B

Finger Lakes Region  
Local Workforce Development Board  
2015 Regional Workforce Plan

## 1. Priority Industries

- a. Identify the priority industries in the region.

Advanced Healthcare; Advanced Manufacturing; Agriculture and Food Processing; Business Services (including information technology); Energy Innovation; Life Sciences; Optics, Imaging, and Photonics; Skilled Trades; and Tourism and the Arts

- b. Identify the members of the LWDBs that represent the priority industries.

Finger Lakes: Deborah Culeton-IDI Billing Solutions (Business Services/Information Technology); Jennifer Devault-Thompson Health(Healthcare); Michael Kaufmann—East View Mall (Tourism); John Mueller-Willow Bend Farm (Agriculture); Dave Phillips-G.W. Lisk (Advanced Manufacturing); Steven Brusso-Evans Chemetics (Advanced Manufacturing); Mary Lee Burnell-Seneca Nursing and Rehabilitation Center (Healthcare); Kelly Noyes-ITT Goulds Pumps (Advanced Manufacturing); Lori Parish-Generations Bank (Business Services-Financial); Thomas Facer-Farm Fresh First, LLC (Agriculture); Michele Fortune-Newark-Wayne Hospital (Healthcare); Debra Hellert-Reliant Community Credit Union (Business Services-Financial); Rick Murphy-Silgan Containers (Advanced Manufacturing); Rick Plympton-Optimax SI (Optics); Lina Brennan-Finger Lakes Health (Healthcare); John McGregor-McGregor Vineyard (Agriculture); Michael Rusinko-Lyons National Bank (Business Services); Joseph Pellerite-O'Connell Electric (Skilled Trades)

GLOW: Norb Fuest - Appletree HR & Safety Consultant (Business Services); Tony Mancuso - Mancuso Real Estate (Business Services); Paul Fricano - Oxbo International Corp (Advanced Manufacturing/Agriculture); Geoffrey Buell - Lapp Insulator (Advanced Manufacturing); Janet Olivieri - FTT Manufacturing (Advanced Manufacturing); Tim Anderson - Don Allen Insurance Agency (Business Services); Tammy Underhill - Coastal Staffing (Business Services); Gene Tonucci - Allen Bailey Tag and Label (Advanced Manufacturing); Mary Williams - Medina Memorial Healthcare System (Advanced Healthcare); Michael Sawyer - Western New York Energy LLC (Energy Innovation); Karl Drasgow - Drasgow, Inc. (Advanced Manufacturing); Dennis Burke - Liberty Pumps (Advanced Manufacturing); Merle Draper – Iroquois Job Corps (Business Services)

Monroe: Timothy Shortsleeve, TYS, LLP (business services); Joe Wesley, Wegmans Food Markets (food processing); Douglas Dobson, Carestream Health (advanced manufacturing); Robert Donahue, Unity Health Systems/Rochester Regional Health System (advanced healthcare); Sergio Esteban, LaBella Associates, PC (business services); Robert Titus, Innovative Solutions (business services); Ann Kowal, Special Care Systems, LLC (advanced healthcare); Kathy Miner, University of Rochester (advanced healthcare); George Scharr, Flower City Printing, Inc. (advanced manufacturing); Thomas Battley, Rochester

Regional Photonics Cluster (optics, imaging, and photonics); Joe Rizzo, Rochester Gas and Electric Corporation (energy innovation); Alice Curry, Hammer Packaging (advanced manufacturing); Kevin Kelley, Rochester Technology and Manufacturing Association (advanced manufacturing)

- c. Describe how the sector partners represented on the LWDB (i.e. representatives of education, labor, apprenticeship, economic development, etc) support the priority industries of the region.

Many of the LWDB sector partners are members of either the Regional Economic Development Council or one of its committees. Economic development and education partners have been working to understand the needs of business in the priority industries and develop programs to address those needs. As the LWDBs prepare to address industry sector strategies under WIOA local and regional plans for PY 2016, our sector partners are already involved in driving planning discussions. Additionally, the Finger Lakes Region has secured a federal H-1B Ready to Work grant to train and place the long-term unemployed in jobs in three of our regional priority sectors--Advanced Manufacturing, Healthcare, and Information Technology (a subset of the business services sector). Many of our LWDB sector partners are also partners on this grant initiative.

## **2. Regional Workforce Development**

- a. Identify goals for regional workforce development in the region, including targeted industries and sector strategies that will be used; and provide an overview of how they align with REDC strategic planning.

The LWDBs in the Finger Lakes Region have already begun to implement sector strategies through Finger Lakes Hired, our federal H-1B Ready to Work partnership. Our initial focus is on strategies in the sectors of Advanced Manufacturing (which has already been the subject of a key regional partnership since 2012 through the H-1B Advanced Manufacturing Career Pathways grant), Healthcare, and Information Technology. Goals include connecting the long-term unemployed with intensive coaching, short-term training, and longer-term training opportunities along a career pathway in one of the three industry sectors; increasing the use of paid work experience tryouts and OJT grants to make placements in harder to fill positions; and making use of targeted customized training of incumbent workers with the objective of securing promotions and wage increases for them. We are pursuing these goals in coordination with the workforce development committee of the Regional Economic Development Council, on which the LWDBs are active participants.

Another regional grant initiative, targeting the agriculture and food processing industry sector, is Rochester Institute of Technology's federal H-1B Jobs Accelerator Finger Lakes Food Processing Cluster Initiative. All three LWDBs are partners in this initiative, which includes training to provide underemployed and unemployed workers a career pathway in the food processing cluster. The grant,

which was implemented in 2012, has recently been extended for an additional year.

- b. Provide an overview of how the LWDBs in the region will work together towards the regions identified goals. Include any specific practical examples of how sector partner alignment is currently being accomplished in the region.

The three LWDBs meet monthly (either in person or via webinar), together with representatives from the three community colleges and the City of Rochester, to engage in industry sector planning through the Finger Lakes Hired subcommittee. We have processes in place to offer OJT grants and customized training to businesses throughout the Finger Lakes region. Additionally, we have WIOA transitional funds available to cover the costs of regional planning and meetings to develop the PY 2016 regional plan. Additionally, sectors initiatives including FAME (Finger Lakes Advanced Manufacturing Enterprise ) and the Healthcare Alliance of the Finger Lakes continue to collaborate with local LWDBs in an effort to align center services with industry needs.