



Minutes

Executive Committee Special Meeting

4/29/2022

10:30AM

Attendees: Scott Watson, Kevin Vaughn, Nina Self, Beth Cicchetti, Holly Henderson, and Cristina Paredes

Staff: Matt Salera, Dee Robinson, Trish Yahn and Charlotte Brown

Staff Absent: Jim McShane

Guest: Dr. Kordilia Noble and Lita Kleger

Recording: Patricia McCray

I. Welcome – Scott Watson

Chair Watson called the meeting to order at 10:33AM on April 29th, 2022. He then welcomed everyone and thanked them for attending the meeting. Chair Watson then directed everyone's attention to the next line item on the agenda.

II. Action Item I – April 15th Meeting Minutes

Chair Watson then directed everyone to the April 15th, 2022, meeting minutes. He stated that he hoped everyone had the opportunity to review the minutes. A motion was then opened for any discussions by the chair.

Motion: The chair entertained a motion to approve the minutes. Kevin made the motion, and Holly seconded—all in favor.

III. Chair Recap/Meeting Purpose – Scott Watson

Scott stated the CSCR team put together an RFP to solicit a Workforce Service provider and a separate RFP for a One-Stop Operator for CareerSource Capital Region. A review committee reviewed all the Workforce Service Provider proposals and scored them. There were two of them that came back with identical top scores. At the April 15th meeting, the Executive committee voted to allow the two top-scored organizations, C2 Global Professional Services and Educational Data Systems, Inc. (EDSI), to present to the Executive committee. The Executive committee would hear those presentations and decide what company will serve as the service provider. Chair Watson asked if anyone had questions.

IV. Educational Data Systems, Inc. (EDSI) Presentation – 20 minutes – 10:45am - 11:05am

The EDSI team, Trevor Stout, Roe Falcone, Amy Correia and Deanna Tafelski. They introduced themselves, the company mission, and its culture. They presented their organizational principles with a PowerPoint presentation referencing the Executive committee's six questions about their past performance success and operations expectations. EDSI also submitted a proposal to be the One-Stop Operator.

V. Questions 15 Minutes

The Executive committee members engaged EDSI with several questions about staffing, onboarding, and performance history with other organizations and their expectations for success if chosen as the service provider for CSCR.

VI. Break for Discussion/Transition – 15 minutes

The Executive committee discussed the PowerPoint presentation and how the EDSI team answered their questions.

VII. C2 Global Professional Services, LLC – 20 minutes – 11:45am - 12:05pm

The C2 team, Chakib Chehadi, Aaron Smith, J. Gabriel Garza, Ramsey Olivarez, John Hershey and Ahmanee, CareerSource Brevard Continuous Improvement Manager. They introduced themselves, the company mission, and culture by referencing the six questions provided by the Executive committee about their past performance success and operations expectations. Ahmanee discussed how pleased CareerSource Brevard was with C2's performance and outreach in their organization.

VIII. Questions – 15 minutes

The Executive committee members engaged C2 with several questions about staffing, onboarding, and performance history with other organizations and their expectations for success if chosen as the service provider for CSCR.

IX. Break for Discussion/Transition – 10 minutes

The Executive committee discussed how the C2 team answered their questions.

X. RFP 2022-02 Workforce Development Services – Action Item II – Chair Watson

Chair Watson asked the Executive committee how they wanted to vote, either by ballot or a motion. The committee chose to vote by ballot.

Motion: Chair Watson entertained a motion to vote by ballot. Holly made the motion for Chair Watson to call for a ballot vote on the two proposals, and after the ballot vote, the company with the most votes would become the Workforce Service Provider for CSCR and Nina seconded the motion. All in favor.

There were five Executive committee members available to vote. There were three votes (Kevin Vaughn, Beth Cicchetti, and Scott Watson) for C2 Global Professional Services, LLC.

There were two votes (Nina Self and Holly Henderson) for EDSI. Cristina did not vote because she did not hear the presentations by the companies.

Motion: Chair Watson entertained a vote for C2 Global Professional Services, LLC to begin contract negotiations as the Workforce Service Provider for CareerSource Capital Region. Kevin made the motion, and Beth seconded the motion. All in favor.

XI. RFP 2022-02 One-Stop Operator – Action Item III – Chair Watson

Matt shared with the Executive committee there are two One-Stop Operator proposals. One proposal from EDSI and one from Equus. The proposal from Equus was not initially seen by

Matt when he initially opened Equus's box which also included a proposal for Workforce services. He explained that that were 14 separated files since each RFP required 12 copies and 2 originals for a total of 14, he thought the package was just for the RFP for Workforce services. After realizing there was a proposal for One-Stop operator he sent the proposal to Dee to rate. Dee Robinson served as the rater for the One-Stop Operator proposals and provided a rating score, EDSI – 80 and Equus – 79. The EDSI proposal cost \$83K and Equus \$175K.

Chair Watson stated that based on the rating score for EDSI of 80, he would entertain a motion for EDSI to serve as the One-Stop Operator. Kevin made the motion to approve EDSI as the One-Stop Operator, and Nina seconded the motion. All in favor.

XII. Adjourn

Chair Watson thanked everyone for their time today and entertained a motion to adjourn. Kevin made the motion, and Nina seconded, all in favor.