



CareerSource Citrus Levy Marion
 2703 NE 14th Street
 Ocala, FL 34470

BUSINESS AND ECONOMIC DEVELOPMENT COMMITTEE AGENDA
Wednesday, May 6, 2026 – 9:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/82389128047>
 Phone No: 1-646-558-8656 (EST) Meeting ID: 823 8912 8047

Call to Order P. Beasley
 Roll Call C. Schnettler
 Approval of Minutes, February 4, 2026 Pages 2 - 4 P. Beasley

DISCUSSION ITEMS

State Update R. Skinner
 Workforce Issues that are Important to Our Community R. Skinner

PUBLIC COMMENT

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports
 Citrus S. Baham
 Levy L. Harrar
 Marion M. McCormick
 MRMA Pages 5 - 6 M. Toscano
 Williston Airport R. Skinner
 Talent Center Page 7 C. Wilkinson
 Metrix Users Report Page 8 C. Wilkinson
 Event Report Page 9 M. Saco
 Experiential Learning Page 10 M. Saco
 Grant Updates Page 11 S. Crawford
 YouthBuild Page 12 S. Crawford
 Contracts Reporting Page 13 S. Crawford

MATTERS FROM THE FLOOR

ADJOURNMENT

2025 – 2026 MEETING SCHEDULE							
Performance/ Monitoring	Business and Economic Development	Career Center	Marketing / Outreach	Education and Industry Consortium	Executive	Full Board	
Unless noted otherwise all committee meetings are held at CareerSource CLM, 2703 NE 14 th Street, Ocala, FL 34470							
Tuesday 9:00 am	Wednesday 9:00 am	Thursday 9:30 am	Wednesday 9:00 am	Thursday 9:00 am	Wednesday 9:30 am	Wednesday, 11:30 am	
8/5/2025	8/6/2025	8/7/2025	8/13/2025	8/14/2025	8/27/2025	9/3/2025	CF Levy
11/4/2025	11/5/2025	10/30/2025	11/12/2025	11/13/2025	11/19/2025	12/10/2025	CF Ocala
					1/30/2026		
2/3/2026	2/4/2026	2/5/2026	2/11/2026	2/12/2026	2/25/2026	3/4/2026	CF Lecanto
5/5/2026	5/6/2026	5/7/2026	5/13/2026	5/14/2026	5/27/2026	6/10/2026	CF Ocala

OUR VISION STATEMENT

To be known as the number one workforce resource in the state of Florida by providing constructive tools and professional supportive services that are reflected in the quality of our job candidates and meet the needs of the business community.



**CAREERSOURCE CITRUS LEVY MARION
Business and Economic Development Committee**

MINUTES

DATE: February 4, 2026
PLACE: CareerSource CLM
2703 NE 14th Street, Ocala, FL 34470
TIME: 9:00 a.m.

MEMBERS PRESENT

Ben Whitehouse
Deb Stanley
Edward Suor
Mark Paugh
Matt McCormick
MJ Toscano
Pete Beasley, Chair
Phillip Geist
Steven Baham

MEMBERS ABSENT

Gary Smallridge
Jeff Chang
Kevin Cunningham

OTHER ATTENDEES

Rusty Skinner, CSCLM
Dale French, CSCLM
Cory Weaver, CSCLM
Melissa Saco, CSCLM

Chris Wilkinson, CSCLM
Sandra Crawford, CSCLM
Cira Schnettler, CSCLM

CALL TO ORDER

The meeting was called to order by Pete Beasley, Chair, at 9:01 a.m.

ROLL CALL

Cira Schnettler called roll and a quorum was declared present.

APPROVAL OF MINUTES

Mark Paugh made a motion to approve the minutes from the November 5, 2025, meeting. Deb Stanley seconded the motion. Motion carried.

DISCUSSION ITEMS

State Update

Rusty Skinner updated the committee on the following items:

- TEN 10-23, Change 1 delays requirements that Wagner Peyser specific services be managed by State staff only. This would be a monumental change to how we currently handle our business outreach through our business services team. We will

be looking at beginning to implement the upcoming requirement as we begin planning for the upcoming program year. This committee will be kept updated as changes are implemented by the State and how we will propose implementation.

- CareerSource Florida will continue to move toward performance driven letter grade metrics with a focus on apprenticeship and enrollment. We will be discussing different approaches to hiring events and job fairs.
- At the end of this program year, we will be negotiating with the State on the performance metrics for the upcoming program year. We anticipate apprenticeship goals will be a major factor.

Workforce Issues that are Important to Our Community

No issues were presented.

PUBLIC COMMENT

None

ACTION ITEMS

None

PROJECT UPDATES

Economic Development Partner Reports

Citrus:

Steven Baham shared:

- Citrus County is partnering with the Inverness Airport and WTC to help recruit businesses to the park by adding an aviation maintenance professional school.
- There is an investment company looking to rezone and expand approximately 1300 acres of land for the Holder Industrial Park.
- The Citrus EDC has a new website, citrusadvantage.com. He welcomed everyone to review the website and provide feedback or partnership information that may be included on the website.

Levy:

- Levy County is looking for a replacement representative for the committee.

Marion

- Matt McCormick shared that there are several projects in development:
 - There are four confidential projects gaining momentum.
 - The Classroom to Careers program is an internal project in partnership with the Marion County School District. The program will focus on emergent careers for middle and high schoolers. He welcomed other agencies to reach out if they would like to partner.

MRMA

MJ Toscano highlighted the new board leadership for MRMA and explained the benefits succession planning will have for the organization. She shared that the Annual Bowling Tournament preparations have started and it is scheduled for May 14, 2026.

Talent Center

Chris Wilkinson reviewed the report provided in the packet.

Event Report

Melissa Saco highlighted items from the Event Report. There has been an increase in attendees at events. The business services team will be adjusting their methods to better track performance metrics. She shared a success story from a recent Veterans job fair.

Experiential Learning Contracts

Cory Weaver summarized each section of the report. Noting the successful completions that lead to employment. She is in the process of creating a report that will focus entirely on apprenticeship activities.

Metrix Users

Cory Weaver shared details from the report, noting the most popular pathways and courses. Program usage continues to grow. The link to the Metrix program can be found on the CLM website.

Grant Update

Sandra Crawford provided an overview of the success of the Broadband grant.

YouthBuild

Sandra Crawford reviewed the report.

Contract Reports

Sandra Crawford reviewed the performance report for Citrus and Marion counties and the youth report. Levy and Marion are meeting their goals. Citrus has not provided updated data. Eckerd continues to be successful with their goals.

MATTERS FROM THE FLOOR

None

ADJOURNMENT

There being no further business, the meeting adjourned at 9:51 a.m.

APPROVED:



MRMA Executive Director Report

Mj Toscano

February 1, 2026 – April 30, 2026

Operations

- **Strategic Planning & Goals**
 - Develop a Contingency Plan in the absence/change in the Executive Director
- **Prospecting & New Members** – Ongoing in conjunction with Membership Committee Chairperson:
 - New Members this past quarter:
 - James Moore – Strategic Partner (03-2026)
 - Aerotek - Strategic Partner (04/2026)
- **MRMA Board Member Updates** – No changes this past quarter
- **MRMA 4th Annual Bowling Tournament**
 - Scheduled for May 14, 2026
 - 39/40 Lanes are sold – income is the same as 2025 at the time of this report
- **Funding Requests** – Board vote and financed using earmarked funds from Bowling or Golf Tournaments = \$7,000:
 - Marion Technical College – (4) \$1,000 CDL Scholarships = \$4,000
 - CareerSource CDL Job Fair - \$200
 - Fort King Middle School Robotics Club - \$300
 - IHMC – Summer Robotics Camp Scholarships/T-shirts - \$2,300

Events

- **ExCEptional Mornings** and **CEP After Hours** – Attend monthly meetings to maintain awareness of community changes and events, promote MRMA, and make connections/network with businesses in the community.
- **SHRM Greater Ocala**
 - Attend monthly Board and General Meetings/2026 Conference Planning Committee
 - Attend Heart of HR Annual Conference as an Exhibitor for MRMA – May lead to an additional Strategic Partner and brought in 2 Bowling sponsorships
- **SHRM FL** – Conference Marketing Committee Member - SHRMFL 2026 Annual Conference (August 30, 2026 – September 2, 2026) – Attend all Planning Meetings

MRMA Board & General Meetings / Events Attended (February 2026 – April 2026):

- February 02-04, 2026 – Legislative Conference (Mitch Twardosky attending)
- February 04 & 05, 2026 – Lockheed Martin STEMCon @ University of Central FL
- February 05, 2026 – MRMA Board Meeting
- February 12, 2026 – General Meeting & Tour – Monterey & Blackfin Boats

- February 18, 2026 – Quality & Safety Forum 1 – FMEA (Failure Modes & Effects Analysis)
- March 05, 2026 – MRMA Board Meeting
- March 12, 2026 – Learning Series @ Golden Ocala - Pablo Lluch (CESMII Smart Manufacturing Roadmap)
- April 02, 2026 – MRMA Board Meeting
- April 16, 2026 – General Meeting & Tour – Withlacoochee Technical College (WTC)

MRMA Board & General Meetings / Events Planned (May 2026 – July 2026):

- May 6, 2026 – BEDC Quarterly Meeting
- May 14, 2026 – 4th Annual MRMA Bowling Tournament for CDL Scholarships
- May 20, 2026 – Leadership Forum @ CF – Panel Discussion
- June 4, 2026 – MRMA Board Meeting
- June 11, 2026 – Learning Series @ Golden Ocala - Francisco Taddei (Lean Manufacturing in a Global Dynamic Economy)
- July 9, 2026 – MRMA Board Meeting
- July 15, 2026 – “Gears & Beers” Social @ Midtown Station
- July 22, 2026 – Quality Forum 2 @ CF – Jeffrey McCullough (ISO 9001: 2026 Changes)



REPORTING PERIOD: JUL 2025 – MAR 2026

ALL CENTER TRAFFIC – 851

One-on-one Appointments Total – 430

Professionals – 348
Students – 82

In Person – 88%
Virtual – 12%

WORKSHOPS CONDUCTED – 18

Healthcare – 5
Information Technology – 4
COOP – 1
STEM –
TC III – 1

First Year Seminar –
Early Childhood Education – 1
Community Outreach – 2
Agriculture & Equestrian – 1
High School & College Resources – 3

TOTAL ATTENDANCE FOR WORKSHOPS – 418

Resumes reviewed and feedback provided – 312

CANDIDATE OUTREACH: STUDENTS AND PROFESSIONALS

12 Events – Total attendance for events – 1917

TC Open House – 3
Round Table Sessions –
CF Career & Colleges Expo – 2

Talent Connection – 2
CF Webinar –
OEP Faculty Meeting –

CF Resource Fair – 3
CASA House –
Resource & Job Fair – 1

CONFIRMED HIRES

14

WAGE RANGE

\$11.00 - \$36.06

AVERAGE WAGE

\$20.07

TESTIMONIALS FROM STUDENTS & PROFESSIONALS

- Asks questions that get to know you and what type of careers would be best suited for you. As well as shows active interest in what she learns from those questions.
- She has been there for me throughout this process.
- She (Sophia) has a follow-up encouraging principles. She never gives up on you. She is very optimistic that success will eventually come, and it does.



SKILL UP USERS

LOCATION	PY 20-21	PY 21-22	PY 22-23	PY 23-24	PY 24-25	PY 2025						PY 25-26	Total			
						Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25			Jan-26	Feb-26	Mar-26
Citrus	86	32	24	47	53	7	8	6	10	3	3	3	4	2	46	288
Citrus - CF	30	7	11	2	11	1	2	0	1	0	1	0	0	0	5	66
Levy	22	6	7	20	18	2	3	5	1	2	3	0	4	0	20	93
Levy - CF	16	3	4	0	2	0	0	0	1	0	0	0	3	1	5	30
Marion	140	53	55	176	170	11	10	6	20	1	8	7	14	7	84	678
Marion - CF	100	24	37	47	72	11	11	7	6	3	1	3	4	3	49	329
TOTAL	394	125	138	292	326	32	34	24	39	9	16	13	29	13	209	1484

Popular Pathways

1. Business (Administrative/Management)
2. Healthcare
3. Information Technology
4. Entry Level Pathway - General
5. Government/Public Sector

Popular Courses

1. Using Business Etiquette to Increase Your Professionalism
2. The Art and Science of Communication
3. Being an Effective Team Member
4. Communicating Effectively with Customers
5. Interacting with Customers
6. How Culture Impacts Communication
7. Procrastination: Admitting it is the First Step
8. Establishing Self-confidence for Life
9. Creating Well-constructed Sentences
10. Self-improvement for Lifelong Success
11. Abbreviating, Capitalizing, and Using Numbers
12. Writing Effective E-mails and Instant Messages
13. Getting the Details Right: Spelling Basics
14. Using Punctuation Marks
15. Using the Parts of Speech

PY 25 - 26 Individual Events

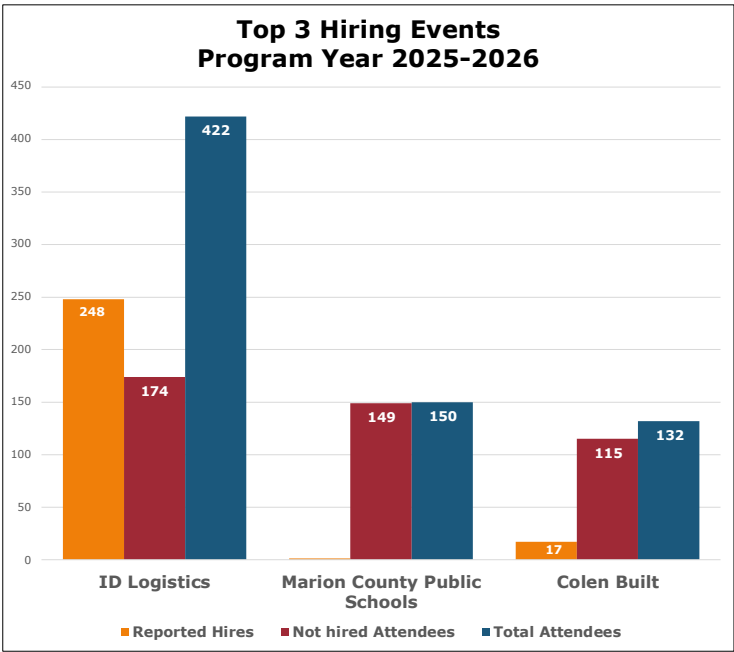
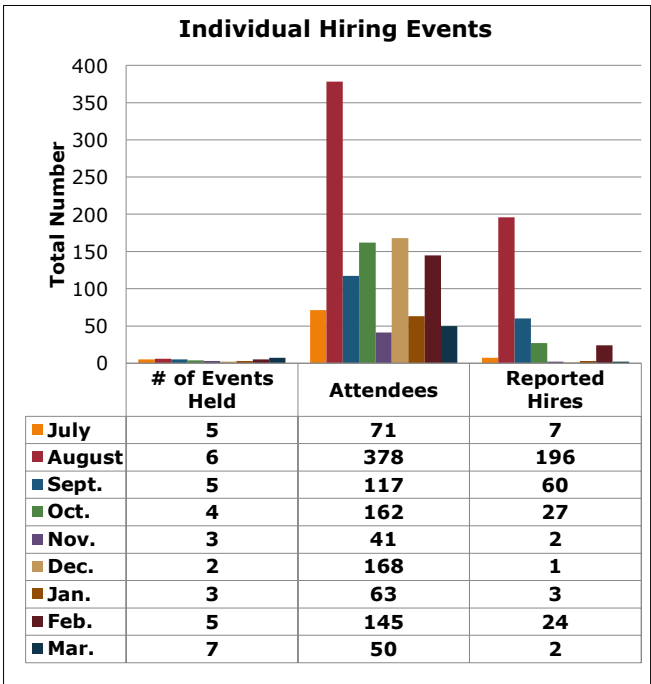
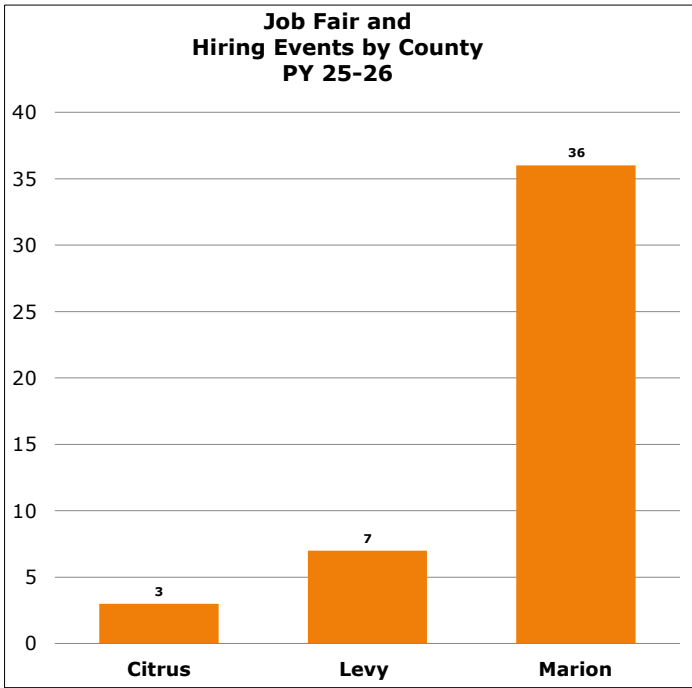
Total Events: 40
Attendees: 1195
Reported Hires: 322

PY 25 - 26 Job Fairs

Attendees: 716
Businesses: 76
Confirmed Hires: 31

Upcoming Event

May 13 Marion County Youth Job Fair



Other Individual Hiring Events 1/2026 - 3/2026

Event Date	Event Name	Event Location	County
2/10, 3/9, 3/10, 3/13, 3/17, 3/27	Tractor Supply	14th Street	Marion
1/15 and 2/19	Evergreen Private Care	Lecanto/14th Street	Citrus/Marion
1/13	Spherion	14th Street	Marion
1/21	Cypress Creek Correctional Academy	Cypress Creek	Citrus/Marion
2/5	E-One	E-One	Marion
2/11	American In home Care	14th Street	Marion
3/5	Kids Central	14th Street	Marion
3/10	Florida Department of Corrections- Cross City	Chiefland	Levy



Experiential Learning Contracts

PY2025-2026

Customized Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Status
Always a Sweep Chimney and Dryer Vent Service, LLC	Construction	1	\$75.00	\$499.00	Completed - Retained
BB Graphics	Other	1	\$1,650.00	\$1,650.00	Completed - Retained
Central Florida Electric Cooperative, Inc.	Construction	2	\$2,800.00	\$2,800.00	Completed - Retained
CHAMPS Software, Inc.	IT	5	\$3,185.50	\$3,185.50	Completed - Retained
Citrus County Chamber of Commerce	Professional	1	\$60.56	\$545.04	In Progress
E-One, Inc.	Manufacturing	9	\$5,683.04	\$5,683.04	In Progress
F&H Contractors	Construction	13	\$27,468.36	\$12,348.00	Completed - Retained
HCA Florida West Marion Hospital	Healthcare	9	\$17,172.50	\$13,912.75	77.8% Completed - Retained, 22.2% Successful Completion
Intelligence Health Group	Healthcare	2	\$11,010.00	\$6,000.00	In Progress
Levy County BOCC	Construction	5	\$23,460.00	\$17,475.00	Completed - Retained
Lockheed Martin Corporation	Manufacturing	8	\$11,696.05	\$11,342.65	Completed - Retained
On Top of the World Communities, LLC	Professional	4	\$7,810.00	\$7,810.00	Completed - Retained
Quick Care Med	Healthcare	1	\$551.38	\$551.37	In Progress

On the Job Training

Business	Industry	Total Trained	Employer Contribution	CareerSource Reimbursement	Status
Always a Sweep Chimney and Dryer Vent Service, LLC	Construction	2	\$8,000.00	\$8,000.00	Completed - Retained
BB Graphics	Other Services	1	\$3,996.00	\$3,996.00	Successful Completion
CHAMPS Software, Inc	Professional	1	\$3,996.00	\$3,215.97	Unsuccessful Completion
Echo Technologies	Broadband	4	\$23,190.00	\$19,314.00	25% In Progress, 25% Unsuccessful Completion, 50% Completed - Retained
Miracle Hands	Healthcare	1	\$3,997.50	\$3,997.50	In progress
Novari Care	Healthcare	1	\$3,996.00	\$3,996.00	In Progress
Verteks Consulting, Inc.	Professional	1	\$3,135.00	\$3,135.00	Completed - Retained
Viceroy Home Health, LLC	Healthcare	1	\$3,996.00	\$3,996.00	In progress

Paid Work Experience & Internships

Business	Industry	Total Trained	Average Wage Rate	Status
Artemis Plastics	Manufacturing	1	\$18.00	Completed - Retained
Central Florida Broadband	Broadband	5	\$16.38	20% In Progress, 20% Unsuccessful Completion, 60% Successful Completion
Central Florida Electric Cooperative, Inc.	Broadband	1	\$23.62	Completed - Retained
Champs Software, Inc.	Professional/IT	1	\$16.20	Completed - Retained
City of Ocala - Ocala Fiber Network	Professional/IT	1	\$15.00	In Progress
Life Line Institute of Ocala	Education	1	\$15.30	Successful Completion
Mark's Miracle Plumbing	Construction	1	\$18.00	Completed - Retained
Miracle Hands	Healthcare	1	\$14.00	Completed - Retained
Novari Care, LLC	Healthcare	1	\$16.65	Completed - Retained
PedIM Healthcare	Healthcare	1	\$14.40	Completed - Retained
Rush Hour Printing and Graphix, LLC	Retail	1	\$14.40	Successful Completion

Apprenticeships & Pre-Apprenticeships

Business	Industry	Total Trained	Average Closure Wage Rate	Status
Eckerd Connects (HBI)	Construction	18	\$16.20	72.2% In progress, 5.6% Unsuccessful Completion, 16.6% Successful Completion, 5.6% Completed - Training Related Employment



Creating Connections DOL Broadband Grant

The Creating Connections Broadband Grant helps to recruit and train talent that will support the scope of the broadband expansion efforts in rural Northwest Florida.

The Northwest Florida expansion project seeks to provide fiber-optic access to approximately 70,000 residents and businesses in the rural counties of Levy, Dixie, Gilchrist, Suwanee, Union, Lafayette, Hamilton, Taylor, Madison and Columbia.

TOTAL AWARD AMOUNT	TOTAL PARTICIPANTS TO DATE
\$1.73 million	69
EXPERIENTIAL LEARNING	CERTIFICATIONS EARNED
33	157
TOTAL EMPLOYED TO DATE	
46	

PARTICIPANT COUNTY BREAKDOWN	
Columbia	4
Dixie	13
Gilchrist	4
Lafayette	4
Levy	36
Suwanee	5
Taylor	1

EMPLOYER ENGAGEMENT

- Blue Stream Fiber
- Wifiber Corporation
- SAS Electronics
- Benton Technical Services
- Echo Technologies, LLC
- Central Florida Broadband
- City of Williston
- CFEC/Fiber by Central Florida
- RoamR
- SVEC- Suwannee Valley Electric Coop
- Wire3



Phoenix Rising YOUTHBUILD

The Phoenix Rising YouthBuild program has been helping improve the lives of at-risk young adults since 2011. The program is designed to teach youth valuable work skills while providing on the job experience as well as fostering a sense of community and leadership skills. As a result of their hard work, homes are built for families in need. The Phoenix Rising YouthBuild began as a locally-funded pilot in 2011, and our first federal grant was awarded in 2013. We have been awarded 5 grants total, in 2013, 2017, 2019, 2021 and 2025. These grants are the result of a collaboration between several local agencies, including:

- CareerSource Citrus Levy Marion
- Habitat for Humanity (Marion and Citrus Counties)
- Ocala Police Department
- Eckerd Youth Alternatives
- Marion County Housing and Finance Authority
- Neighborhood Housing and Development Corporation
- College of Central Florida
- Silver River Mentoring & Instruction
- City of Ocala
- Marion County Sherriff's Department
- Marion County Board of County Commissioners
- Florida State Housing Initiative Partnership (SHIP)

TOTAL AWARD AMOUNT HOMES BUILT

\$4,532,728

17

TOTAL YOUTH SERVED OBTAINED HS DIPLOMA

250

139

CREDENTIALS EARNED ENTERED EMPLOYMENT/EDU

1,257

167

- Home Builders Institute Pre-Apprenticeship
- OSHA-10
- National Retail Federation
- Warehouse Certification
- FL DBPR Safe Staff Food Handler
- High School Diploma
- American Hotel and Lodging Association Front Desk
- American Hotel and Lodging Association Guestroom
- American Hotel and Lodging Association Restaurant
- American Hotel and Lodging Association Maintenance

SUCCESS STORIES

Katey D. was unsure if YouthBuild was the right fit for her. The idea of returning to school and working on a construction site seemed overwhelming. With the right encouragement and determination, she has now earned her HS Diploma and is gaining valuable hands-on experience.

Joshua B. Entered YouthBuild with many challenges including housing and transportation barriers. Despite these challenges he chose to keep going. He not only earned his HS Diploma, but also several occupational certifications that prepared him for the workforce. He was selected for a paid work experience with DK Construction Designs, LLC. and after successful completion was offered full-time employment. He now has full time employment, transportation and his own apartment and he is building his life on his own terms.



	Q1 PY25-26			Q2 PY25-26			Q3 PY25-26			Q4 PY25-26			ANNUAL		
	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate	Goal	Goals Met	Rate
County Chamber/EDC															
CITRUS (Citrus Chamber)	4	2	50.00%	4	2	50.00%	4			4			16		
MARION (CEP)	4	4	100.00%	4	4	100.00%	4	4	100.00%	4			16		
Levy (BOCC)	4	4	100.00%	4	4	100.00%	4	4	100.00%						

Quarterly Goals - Partner Chambers

- Conduct 1 quarterly meeting with assigned CCLM staff to discuss business needs/challenges - **All**
- Conduct joint business and retention visits - **All**
- Monthly meetings with key business staff to maintain communication of new and existing projects as well as current business needs - **Marion Only**
- Provide business referrals to CCLM for workforce services - **All**
- Provide business/professional referrals to Talent Center - **Marion/Citrus Only**
- Provide assistance in planning and staff for the Youth Career Expos - **Marion/Citrus Only**

Eckerd Youth Connects	Q1 PY25-26			Q2 PY25-26			Q3 PY25-26			Q4 PY25-26			ANNUAL		
	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment	Goal	Actual Performance	Payment
Enrollments	25	24	\$0.00	30	25	\$0.00	30			20			105		
Measureable Skills Gains	92%	89.80%	\$1,864.99	92%	79.70%	\$0.00	92%			92%			92%		
Employment/Education Retention Rate 2nd Quarter After Exit	79%	77.30%	\$1,864.99	79%	76.90%	\$1,864.99	79%			79%			79%		
Employment/Education Retention Rate 4th Quarter After Exit	77%	64.40%	\$0.00	77%	68.10%	\$0.00	69%			69%			69%		
Credential Attainment Rate	87%	85.00%	\$1,864.99	87%	77%	\$0.00	87%			87%			87%		
Median Wages	\$3,759	\$5,077	\$1,864.99	\$3,384	\$5,473	\$1,864.99	\$3,384			\$3,384			\$3,384		