

**GSETA Meeting Minutes
May 11, 2022**

Local Area/Contact	V	P	I
Atlantic			
Fran Kuhn	X		
John Fata (ALT/F. Kuhn)			
Marian Woodson			
Bergen			
Tammy Molinelli	X		
Carol Polack (ALT)			
Lynda Wolf	X		
Robert Espinosa			
Burlington			
Zahirah Sabir			
Barbara Weir			
Kelly West	X		
Camden			
Frank Cirii	X		
Nidia Sinclair (ALT)			
Jeff Swartz	X		
Leslie Williams	X		
Cumberland/Salem/Cape May			
Terri Bryan			
Jamie Gomez (ALT/A. Spinelli)			
Tom Halligan (ALT/T. Bryan)			
Kathy Lockbaum			
Allison Spinelli	X		
Amy Ronketty (ALT/K. Lockbaum)			
Essex			
Jobi Odeneye (ALT)	X		
Janine Schaeffer (ALT)			
Josette VanDyke (ALT)	X		
Howard Weiss	X		
Gloucester			
Tom Bianca			
Eileen Gallo (ALT)			
Michelle Shirey			
Greater Raritan			
Jeanne Cassano (ALT/P. Grzella)			
Paul Grzella			
Monica Mulligan	X		
Christopher Peake (ALT/M. Mulligan)	X		
Hudson			
Leidy Ramirez	X		
Michelle DeFilippo			
Deanine Muniz (ALT)	X		
Timothy Sheridan			
Keri Sullivan	X		
Jersey City			
Katrice Thomas	X		

Local Area/Contact	V	P	I
Mercer County			
Kendra Lee			
Virgen Velez	X		
Kassia Bukowski			
Middlesex County			
Claudia Dorsch (ALT)			
Kevin Kurdziel	X		
Diane Seavers			
Monmouth County			
Lawrence Sternbach	X		
Yolanda Taylor	X		
Morris/Sussex/Warren			
Jane Armstrong	X		
Victoria Bollhardt	X		
Diane Jainarine (ALT)	X		
Kelly O'Neill McGuire (ALT)			
Beth Rodgers (ALT)	X		
Newark			
Eva Anochi (ALT)	X		
Karen Gaylord	X		
Orlando Mingo (ALT)			
Catresa McGhee			
Davetta Lane Thurman			
Ocean			
Candy Fortier	X		
Patricia Leahey			
Kim Liguori (ALT/P. Leahey)			
Cheryl Meyer			
Leandra Santos (ALT)			
Passaic County			
Davidene Alpart	X		
Duwan Bogert	X		
Chrystal Cleaves (ALT)			
Sofia Comas-Phillips (ALT/L. Murphy)			
Lauren Murphy	X		
Velanae Rojas (ALT/D. Alpart)			
Union			
Perle Almeida	X		
Debbie-Ann Anderson			
Robert Croom (ALT/D. Anderson)			
Antonio Rivera	X		
Guests			
Sam Pfeifer, GSETA Exec Dir	X		
Ray Batra, ShiftUp	X		
Robert Martin, ShiftUp	X		
Jeffrey Moss, Parker Dewey	X		
Kelly Tinzer, Parker Dewey	X		

P = Attended by phone; V = Attended virtually, I= Attended in person; Blank=Not present

Welcome and Introductions

Kevin Kurdziel called the meeting to order at 10:03AM and welcomed membership to the May meeting.

Attendance was taken via the chat feature of Zoom by Monica Mulligan.

Correspondence

Monica Mulligan reported that Pat Leahey reached out to say she would not be in attendance because there was a job fair in her local area today.

Approval of the April 13, 2022 Minutes

The minutes of the April 13, 2022 GSETA meeting were presented by Monica Mulligan.

Jeff Swartz made a motion approve the April minutes. Larry Sternbach seconded the motion. There were no objections. Kevin Kurdziel abstained as he was not at last month's meeting. The motion was approved.

Treasurer's Report – April

Leslie Williams presented the Treasurer's Report for the month of April (see attached). The current balance is \$252,237.00. Leslie indicated that the balance sheet reconciled to the assets as of April 29, 2022. Leslie indicated that she has made all the deposits that were in her possession. Leslie indicated that if she receives a PO by mail, she mails it back to the local area. If she receives it via email, she emails it back. Please let her know if your local area has a preferred method for returning signed POs. Kevin Kurdziel encouraged membership to look at the outstanding invoices and to expedite any payments to GSETA that still need to be made.

Yolanda Taylor made a motion approve the April Treasurer's Reports as presented. Howard Fran Kuhn seconded the motion. There were no objections or abstentions. The motion was approved.

President's Report

Kevin Kurdziel introduced Sam Pfeifer, who was approved by the Executive Committee to fill the role of Executive Director for GSETA. Kevin indicated that the plan is to have Sam start on June 1, 2022, but she may step in to help with some transitions that need to occur with the GSETA Institute. Pat Fenn is moving out of state and her contract will terminate on June 30, 2022. Kevin indicated that Sam has a background in event coordination and is also the President of her homeowner's association. Sam will work with committees on projects that include the GSETA conference and training through the GSETA Institute. Sam introduced herself to the group and let membership know that she is excited for the opportunity to work with the organization. Sam indicated that the best way to reach her is by email.

Kevin announced that Diane Seavers is stepping down as a GSETA Trustee because she is leaving the Middlesex WDB at the end of May. She will be starting a new job working with an apprenticeship program in Florida, where she has wanted to move for many years. Though Diane was not present at the meeting as she was presenting on a panel presentation, Kevin thanked her for all the work that she has done to support his local area as well as the organization. He is hoping to coordinate a gathering for after work one day before she leaves so that folks have the chance to say goodbye. More information to follow. He hopes that in her new role, Diane will continue to be a resource for the organization by sharing what is happening in that part of the country.

Kevin reported that all the feedback received thus far has been positive for the GSETA Institute/NJDOL/EDSI Work Based Training series. Because of this successful collaboration, NJDOL has indicated that it would like to continue this partnership and bring more trainings through the GSETA Institute. Some trainings would be just for NJDOL, but some would continue to be for state and local areas combined. GSETA has worked towards the goal for many years to be seen as a resource for training, so it is very exciting to see this come to fruition. Kevin made it clear that the GSETA institute would also have

workshops that were exclusively for local areas. Kevin will be sending out a survey to local areas by the end of May asking for input on training topics, so please be sure to share your input.

Kevin indicated that the 2022 GSETA virtual conference will be held on October 18th and October 19th. The Conference Committee is working with Michigan Digital (formally Motown Digital) to expand its scope of work to include more of the behind the scenes work such as coordinating with the speakers to produce the video recordings. The committee is waiting on a quote for the cost of these services. Kevin will share this information with membership once it is received.

Kevin reminded membership of the MOU it has with the New Jersey Consortium of County Colleges (NJCCC). NJCCC has coordinated with some WDB Directors to provide presentations on the services provided in local areas can help enhance Programming provided by county colleges for adult learners. Some of the WDB Directors involved in this initiative are Kevin Kurdziel, Karen Gaylord, Jeff Swartz, Jane Armstrong, Allison Spinelli and Fran Kuhn. Kevin believes it is important that we work collaboratively with NJCCC so that we do not end up creating two competing, parallel systems.

Kevin informed the group that NJDOL indicated it was still waiting to hear from USDOL on funding for the new program year, which is why the NOAs have not yet been issued. After a conversation with NJDOL, Kevin indicated that the TEGL from USDOL came out and shows that New Jersey has about a 7% increase in funding. This is not to say that each local area will see a 7% increase in funding, but it does give some reassurance that local awards will remain at least the same, with perhaps a slight increase.

Kevin updated membership on WIOA reauthorization. He indicated that it was marked in the US House of Representatives last month. There is an indication that the IFA may be eliminated and go back to more of an MOU, as it was under WIA. It has been discussed that the IFA produced an artificial document that did not result in any cost sharing or payments being made to partners.

Kevin noted that the local and regional planning will likely not start until at least July 1, 2022. NJDOL is still working on finalizing its own plan. He also indicated that NJSETC and NJDOL are working on a document that outlines the responsibilities of WDBs under WIOA – a task that should have been done when WIOA legislation passed in 2014.

Ctrl-Alt-Succeed Presentation

Kevin introduced Ray Batra from ShiftUp. He indicated that a collaboration between LinkedIn, ShiftUp and Parker Dewey is allowing for a new model of training to those with barriers to employment. This model has been used in Bergen as well as Morris/Sussex/Warren and Cumberland/Salem/Cape May and has been very successful.

Ray Batra introduced himself as well as his colleagues Robert Martin (ShiftUp), Jeffrey Moss (Parker-Dewey) and Kelly Tinzer (Parker-Dewey). Ray provided membership with an overview of the Ctrl-Alt-Succeed program (see attached). This collaborative provides for on-line training for adults with barriers to employment in very specific fields – Cybersecurity, IT Helpdesk, Project Management and Data Analytics. Students are provided with in-class student support (success coach, mentor, peer study partner) and when training is complete, students are connected with micro-internships that allow for real-life experience for the resume before going out job-seeking. Shift Up is on the ETPL as a training provider. LinkedIn provides the targeted outreach to bring in students who may be a match for the program. The cost of programming is between \$4,000.00 and \$5,000.00. Credentials are issued at the end of training. Wages for those completing training through this model start at \$53,000 and go through \$125,000+. Yesterday there was an info session for those interested and over 300 attended. 175 applications have been received thus far. Cohorts are starting now and soon. Some of the classes may require some background training. Monica Mulligan will send out the PowerPoint presented by Ray to membership. Ray can be contacted at ray@ShiftUp.tech

Kevin indicated GSETA will be doing a press release and press conference to promote this partnership. Jeff Swartz indicated that he feels GSETA should be promoting the model and not necessarily the specific providers. This will avoid any conflict

with other training providers who may already be doing something similar. For those that are not working in this model, it may spur them on to move in that direction. Karen Gaylord and Antonio Rivera expressed similar sentiments. There was consensus from the group to promote the model and not the providers.

Kevin indicated that the “ask” was to share this program with customers, just as we share other training opportunities. The system is based on customer choice. Regular ITA funds would be utilized to support the training. Tammy Molinelli and Jane Armstrong – along with Kevin Kurdziel – indicated that if a local area wants to send a couple of its customers to their office to be connected to this training through this process, they will let you “test” it to see the outcomes.

Tammy Molinelli reported that there is going to be a Q/A session on May 20th for career counselors to learn more about this program and model. She will send the flyer to Monica Mulligan to distribute to membership.

Committee Updates:

Monitoring Committee – Yolanda Taylor indicated that the next meeting will be May 19, 2022. Leslie Hirsch, Patricia Robertson and Sarah Singer-Quast are expected to be in attendance.

MIS Committee – The next meeting of this committee is scheduled for May 25, 2022 at 10:00AM.

Operations Committee - The next meeting is scheduled for June 6, 2022 at 10AM.

Youth Committee: The next meeting is scheduled for June 6, 2022 at 3:00PM.

Fiscal Committee: Allison Spinelli reported that this group meets quarterly with the next meeting scheduled for June 13, 2022 at 10:00AM. She indicated that her local area is in the midst of its fiscal audit. The auditor indicated all inventory above \$250.00 must be included on the inventory list. Allison will send information on this to Monica to distribute. She indicated that she previously shared it with the WDB Directors.

Professional Development: Kevin Kurdziel indicated that this committee is continuing to meet with NJDOL on potential trainings. Kevin reminded membership to keep an eye out for a survey that will ask for recommendations for training topics.

WDB Directors: Kevin Kurdziel reported that this committee meets weekly each Monday to discuss current topics.

Open Discussion

Kevin asked membership its feeling on returning to in-person meetings. With no input from membership, Kevin proposed that perhaps membership can start thinking about the idea of quarterly in-person meetings (with a virtual option) with the meetings in between being held virtually.

Adjournment:

Jeff Swartz made the motion to adjourn the meeting. Howard Weiss seconded it. There were no objections or abstentions. The motion was approved. The meeting was adjourned at 11:31AM.

The next GSETA meeting is scheduled for June 8, 2022 at 10:00AM via Zoom.

Garden State Employment and Training Association, Inc.

Statement of Financial Position

As of April 29, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Main Operating Account	252,237.70
Total Bank Accounts	\$252,237.70
Accounts Receivable	
Accounts Receivable (A/R)	25,370.00
Total Accounts Receivable	\$25,370.00
Total Current Assets	\$277,607.70
TOTAL ASSETS	\$277,607.70
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Opening Balance Equity	156,944.15
Retained Earnings	40,632.14
Net Revenue	80,031.41
Total Equity	\$277,607.70
TOTAL LIABILITIES AND EQUITY	\$277,607.70

Garden State Employment and Training Association, Inc.

A/R Aging Detail
As of April 29, 2022

DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
91 or more days past due						
07/27/2020	Pledge	1028	Newark WORKS	08/26/2020	700.00	700.00
03/19/2021	Pledge	1046	Morris/Sussex/Warren Workforce Development Board	04/18/2021	79.00	79.00
03/19/2021	Pledge	1050	Greater Raritan Workforce Development Board	04/18/2021	79.00	79.00
03/19/2021	Pledge	1047	Newark Workforce Development Board	04/18/2021	158.00	158.00
08/04/2021	Pledge	1065	Camden County One-Stop Career Center	09/03/2021	700.00	700.00
08/04/2021	Pledge	1069	Newark WORKS	09/03/2021	700.00	700.00
08/04/2021	Pledge	1070	Newark Workforce Development Board	09/03/2021	700.00	700.00
08/04/2021	Pledge	1071	Essex County Division of Training & Employment	09/03/2021	700.00	700.00
08/05/2021	Pledge	1076	Hudson County One-Stop Center	09/04/2021	700.00	700.00
08/05/2021	Pledge	1079	Mercer County One-Stop Career Center	09/04/2021	700.00	700.00
08/05/2021	Pledge	1080	Mercer County One-Stop Career Center	09/04/2021	700.00	700.00
08/05/2021	Pledge	1085	Morris/Sussex/Warren Workforce Development Board	09/04/2021	700.00	700.00
08/05/2021	Pledge	1086	Morris/Sussex/Warren Employment & Training Services	09/04/2021	700.00	700.00
08/05/2021	Pledge	1089	Ocean County Dept. of Human Services	09/04/2021	700.00	700.00
10/01/2021	Pledge	1103	Mercer County Workforce Development Board	10/31/2021	158.00	158.00
10/25/2021	Pledge	1147	Lisa Albarella	11/24/2021	225.00	225.00
10/26/2021	Pledge	1150	Thomas Halligan	11/25/2021	225.00	225.00
10/26/2021	Pledge	1152	Helayne Stoermer	11/25/2021	225.00	225.00
10/27/2021	Pledge	1153	Kendra Lee	11/26/2021	225.00	225.00
11/01/2021	Pledge	1165	John Fata	12/01/2021	225.00	225.00
11/03/2021	Pledge	1167	Yolanda Taylor	12/03/2021	225.00	225.00
11/03/2021	Pledge	1168	Lonnie Baker	12/03/2021	225.00	225.00
11/04/2021	Pledge	1121	Christine Dykeman	12/04/2021	225.00	225.00
11/04/2021	Pledge	1122	Don Miragliotta	12/04/2021	225.00	225.00
11/04/2021	Pledge	1123	Joseph R Moss	12/04/2021	225.00	225.00
11/04/2021	Pledge	1124	Joan Desmarais	12/04/2021	225.00	225.00
11/04/2021	Pledge	1127	Cheryl Meyer	12/04/2021	225.00	225.00
11/05/2021	Pledge	1130	Lynette Thomas	12/05/2021	225.00	225.00
11/05/2021	Pledge	1131	Theresa Washington	12/05/2021	225.00	225.00
11/05/2021	Pledge	1132	Marrietta Mason-Leonard	12/05/2021	225.00	225.00
11/05/2021	Pledge	1133	Camille Warren	12/05/2021	2,250.00	2,250.00
11/08/2021	Pledge	1134	Eva Anochi	12/08/2021	1,125.00	1,125.00
11/10/2021	Pledge	1136	Larry Sternbach	12/10/2021	225.00	225.00
11/10/2021	Pledge	1140	Andrea Aikins	12/10/2021	225.00	225.00
11/10/2021	Pledge	1141	Sherri Washington	12/10/2021	225.00	225.00
11/10/2021	Pledge	1142	Michael McDonough	12/10/2021	225.00	225.00
11/10/2021	Pledge	1144	Susan Masin	12/10/2021	225.00	225.00
11/10/2021	Pledge	1145	Christine Gillespie	12/10/2021	225.00	225.00
11/12/2021	Pledge	1170	Christy Davis	12/12/2021	225.00	225.00
11/12/2021	Pledge	1172	Giovanna Percontino	12/12/2021	225.00	225.00
11/14/2021	Pledge	1180	Curtia Orr	12/14/2021	225.00	225.00
11/14/2021	Pledge	1185	Patricia Fenn	12/14/2021	225.00	225.00
11/14/2021	Pledge	1188	Zahirah Sabir	12/14/2021	225.00	225.00
11/18/2021	Pledge	1201	Davetta Thurman	12/18/2021	225.00	225.00
11/18/2021	Pledge	1202	Orlando Mingo	12/18/2021	225.00	225.00
11/18/2021	Pledge	1212	Carolyn Ellington	12/18/2021	225.00	225.00
11/18/2021	Pledge	1213	Traci Mayo	12/18/2021	225.00	225.00
11/18/2021	Pledge	1214	Carmen Gates	12/18/2021	225.00	225.00
11/18/2021	Pledge	1219	Donna Plemons	12/18/2021	225.00	225.00
11/18/2021	Pledge	1222	Gareth Shihadeh	12/18/2021	225.00	225.00
11/18/2021	Pledge	1223	Abigail Pangillan	12/18/2021	225.00	225.00
11/18/2021	Pledge	1230	Sweet Adeline Nieves	12/18/2021	225.00	225.00
11/18/2021	Pledge	1231	Kelli Bell-Taylor	12/18/2021	225.00	225.00
11/18/2021	Pledge	1233	Tameka Allen	12/18/2021	225.00	225.00

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DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
11/18/2021	Pledge	1234	Joanne McGhee	12/18/2021	225.00	225.00
11/18/2021	Pledge	1236	Dawn Asberry	12/18/2021	225.00	225.00
11/18/2021	Pledge	1239	Troy Moore	12/18/2021	225.00	225.00
11/18/2021	Pledge	1240	Marsha Bloomberg	12/18/2021	225.00	225.00
11/18/2021	Pledge	1241	Virgen Velez	12/18/2021	225.00	225.00
11/18/2021	Pledge	1242	Anita Pollack	12/18/2021	225.00	225.00
11/18/2021	Pledge	1243	Bari Sharif	12/18/2021	225.00	225.00
11/18/2021	Pledge	1244	John Raines	12/18/2021	225.00	225.00
11/18/2021	Pledge	1247	Sapphire Allen-Scrugg	12/18/2021	225.00	225.00
11/18/2021	Pledge	1208	Brenda Person	12/18/2021	1,125.00	1,125.00
11/19/2021	Pledge	1250	Bonita Young	12/19/2021	225.00	225.00
12/06/2021	Pledge	1255	Eva Anochi	01/05/2022	225.00	225.00
Total for 91 or more days past due					\$23,474.00	\$23,474.00
31 - 60 days past due						
02/10/2022	Pledge	1258	Lucille Rivera	03/12/2022	79.00	79.00
02/11/2022	Pledge	1259	Ashley Rastelli	03/13/2022	79.00	79.00
02/11/2022	Pledge	1264	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1267	Orlando Mingo	03/13/2022	79.00	79.00
02/11/2022	Pledge	1269	Virgen Velez	03/13/2022	79.00	79.00
02/11/2022	Pledge	1270	Davetta Thurman	03/13/2022	79.00	79.00
02/11/2022	Pledge	1273	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1275	Lucille Rivera	03/13/2022	79.00	79.00
02/11/2022	Pledge	1280	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1281	Deborah Fleming	03/13/2022	79.00	79.00
02/11/2022	Pledge	1284	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1285	Ashley Rastelli	03/13/2022	79.00	79.00
02/11/2022	Pledge	1295	Francis Kuhn	03/13/2022	79.00	79.00
02/14/2022	Pledge	1296	Virgen Velez	03/16/2022	79.00	79.00
02/14/2022	Pledge	1300	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1301	Lucille Rivera	03/16/2022	79.00	79.00
02/14/2022	Pledge	1304	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1308	Virgen Velez	03/16/2022	79.00	79.00
02/14/2022	Pledge	1310	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1311	Ashley Rastelli	03/16/2022	79.00	79.00
02/14/2022	Pledge	1320	Jason Frazier	03/16/2022	79.00	79.00
02/14/2022	Pledge	1321	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1322	Kate Read	03/16/2022	79.00	79.00
02/14/2022	Pledge	1328	Jason Frazier	03/16/2022	79.00	79.00
Total for 31 - 60 days past due					\$1,896.00	\$1,896.00
TOTAL					\$25,370.00	\$25,370.00

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11/04/2021	Pledge	1122	Don Miragliotta	12/04/2021	225.00	225.00
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11/04/2021	Pledge	1127	Cheryl Meyer	12/04/2021	225.00	225.00
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11/05/2021	Pledge	1133	Camille Warren	12/05/2021	2,250.00	2,250.00
11/08/2021	Pledge	1134	Eva Anochi	12/08/2021	1,125.00	1,125.00
11/10/2021	Pledge	1136	Larry Sternbach	12/10/2021	225.00	225.00
11/10/2021	Pledge	1140	Andrea Aikins	12/10/2021	225.00	225.00
11/10/2021	Pledge	1141	Sherri Washington	12/10/2021	225.00	225.00
11/10/2021	Pledge	1142	Michael McDonough	12/10/2021	225.00	225.00
11/10/2021	Pledge	1144	Susan Masin	12/10/2021	225.00	225.00
11/10/2021	Pledge	1145	Christine Gillespie	12/10/2021	225.00	225.00
11/12/2021	Pledge	1170	Christy Davis	12/12/2021	225.00	225.00
11/12/2021	Pledge	1172	Giovanna Percontino	12/12/2021	225.00	225.00
11/14/2021	Pledge	1180	Curtia Orr	12/14/2021	225.00	225.00
11/14/2021	Pledge	1185	Patricia Fenn	12/14/2021	225.00	225.00
11/14/2021	Pledge	1188	Zahirah Sabir	12/14/2021	225.00	225.00
11/18/2021	Pledge	1201	Davetta Thurman	12/18/2021	225.00	225.00
11/18/2021	Pledge	1202	Orlando Mingo	12/18/2021	225.00	225.00
11/18/2021	Pledge	1212	Carolyn Ellington	12/18/2021	225.00	225.00
11/18/2021	Pledge	1213	Traci Mayo	12/18/2021	225.00	225.00
11/18/2021	Pledge	1214	Carmen Gates	12/18/2021	225.00	225.00
11/18/2021	Pledge	1219	Donna Plemons	12/18/2021	225.00	225.00
11/18/2021	Pledge	1222	Gareth Shihadeh	12/18/2021	225.00	225.00
11/18/2021	Pledge	1223	Abigail Pangliinan	12/18/2021	225.00	225.00
11/18/2021	Pledge	1230	Sweet Adeline Nieves	12/18/2021	225.00	225.00
11/18/2021	Pledge	1231	Kelli Bell-Taylor	12/18/2021	225.00	225.00
11/18/2021	Pledge	1233	Tameka Allen	12/18/2021	225.00	225.00
11/18/2021	Pledge	1234	Joanne McGhee	12/18/2021	225.00	225.00

Garden State Employment and Training Association, Inc.

A/R Aging Detail

As of May 9, 2022

DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
11/18/2021	Pledge	1236	Dawn Asberry	12/18/2021	225.00	225.00
11/18/2021	Pledge	1239	Troy Moore	12/18/2021	225.00	225.00
11/18/2021	Pledge	1240	Marsha Bloomberg	12/18/2021	225.00	225.00
11/18/2021	Pledge	1241	Virgen Velez	12/18/2021	225.00	225.00
11/18/2021	Pledge	1242	Anita Pollack	12/18/2021	225.00	225.00
11/18/2021	Pledge	1243	Bari Sharif	12/18/2021	225.00	225.00
11/18/2021	Pledge	1244	John Raines	12/18/2021	225.00	225.00
11/18/2021	Pledge	1247	Sapphire Allen-Scrugg	12/18/2021	225.00	225.00
11/18/2021	Pledge	1208	Brenda Person	12/18/2021	1,125.00	1,125.00
11/19/2021	Pledge	1250	Bonita Young	12/19/2021	225.00	225.00
12/06/2021	Pledge	1255	Eva Anochi	01/05/2022	225.00	225.00
Total for 91 or more days past due					\$22,774.00	\$22,774.00
31 - 60 days past due						
02/10/2022	Pledge	1258	Lucille Rivera	03/12/2022	79.00	79.00
02/11/2022	Pledge	1259	Ashley Rastelli	03/13/2022	79.00	79.00
02/11/2022	Pledge	1264	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1267	Orlando Mingo	03/13/2022	79.00	79.00
02/11/2022	Pledge	1269	Virgen Velez	03/13/2022	79.00	79.00
02/11/2022	Pledge	1270	Davetta Thurman	03/13/2022	79.00	79.00
02/11/2022	Pledge	1273	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1275	Lucille Rivera	03/13/2022	79.00	79.00
02/11/2022	Pledge	1280	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1281	Deborah Fleming	03/13/2022	79.00	79.00
02/11/2022	Pledge	1284	John Fata	03/13/2022	79.00	79.00
02/11/2022	Pledge	1285	Ashley Rastelli	03/13/2022	79.00	79.00
02/11/2022	Pledge	1295	Francis Kuhn	03/13/2022	79.00	79.00
02/14/2022	Pledge	1296	Virgen Velez	03/16/2022	79.00	79.00
02/14/2022	Pledge	1300	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1301	Lucille Rivera	03/16/2022	79.00	79.00
02/14/2022	Pledge	1304	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1308	Virgen Velez	03/16/2022	79.00	79.00
02/14/2022	Pledge	1310	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1311	Ashley Rastelli	03/16/2022	79.00	79.00
02/14/2022	Pledge	1320	Jason Frazier	03/16/2022	79.00	79.00
02/14/2022	Pledge	1321	John Fata	03/16/2022	79.00	79.00
02/14/2022	Pledge	1322	Kate Read	03/16/2022	79.00	79.00
02/14/2022	Pledge	1328	Jason Frazier	03/16/2022	79.00	79.00
Total for 31 - 60 days past due					\$1,896.00	\$1,896.00
TOTAL					\$24,670.00	\$24,670.00

Garden State Employment and Training Association, Inc.

Statement of Activity

July 1, 2021 - April 29, 2022

	TOTAL
Revenue	
GSETA Annual Conf Registration Fees	
2021 Registration Fees	79,650.00
Total GSETA Annual Conf Registration Fees	79,650.00
GSETA Annual Conference Other Income	4,500.00
GSETA Conference Sponsorships	
2021 Conference	9,000.00
Total GSETA Conference Sponsorships	9,000.00
GSETA Institute Registrations	
Understanding Gender and Identity	5,688.00
Wellness and Mental Health	5,609.00
Total GSETA Institute Registrations	11,297.00
Membership Dues	
2021-2022 Membership Dues	27,300.00
Total Membership Dues	27,300.00
Sales	0.00
Total Revenue	\$131,747.00
GROSS PROFIT	\$131,747.00
Expenditures	
Bank Charges & Fees	90.00
Charitable Contributions	100.00
GSETA Conference	9,675.00
Supplies & Materials	218.76
Workshop Vendor	6,250.00
Total GSETA Conference	16,143.76
GSETA Institute	
Training Vendor	3,200.00
Total GSETA Institute	3,200.00
Insurance	1,086.48
Legal & Professional Services	
Consulting Services	17,000.00
Website Maintenance	9,361.38
Total Legal & Professional Services	26,361.38
Meeting Expense	74.29
Office/General Administrative Expenses	
Dues, Subscriptions & Memberships	2,494.61
Postage	100.90
Total Office/General Administrative Expenses	2,595.51
Other Business Expenses	33.00
Printing	2,031.17
Total Expenditures	\$51,715.59

Garden State Employment and Training Association, Inc.

Statement of Activity

July 1, 2021 - April 29, 2022


	TOTAL
NET OPERATING REVENUE	\$80,031.41
NET REVENUE	\$80,031.41

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

April 1-29, 2022

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
Ordinary Revenue/Expenditures								
Expenditures								
GSETA Conference								
Supplies & Materials								
04/18/2022	Expenditure		Deluxe	General	Purchase additional Checks	Main Operating Account	218.76	218.76
Total for Supplies & Materials							\$218.76	
Total for GSETA Conference							\$218.76	
GSETA Institute								
Training Vendor								
04/14/2022	Bill	INV GS2022/01	Jill A. Pantaleo, LCSW and Associates, LLC	Institute	Wellness Wednesday Workshop Series Creating A Conscious Workplace	Accounts Payable (A/P)	3,200.00	3,200.00
Total for Training Vendor							\$3,200.00	
Total for GSETA Institute							\$3,200.00	
Legal & Professional Services								
Consulting Services								
04/25/2022	Bill	April 2022	Advise EDU	General	Payment 4 (April) for Jan-June 2022 Contract	Accounts Payable (A/P)	2,000.00	2,000.00
Total for Consulting Services							\$2,000.00	
Website Maintenance								
04/01/2022	Bill	INV 1231	Bayshore Solutions/Spinutech, LLC	General	Linux Dev Plesk Linux GSETA Bus Dev	Accounts Payable (A/P)	54.50	54.50
04/01/2022	Bill	INV 1231	Bayshore Solutions/Spinutech, LLC	General	Shared Hosting - Linux Hosting	Accounts Payable (A/P)	119.00	173.50
04/12/2022	Bill	Inv14197-22	Bayshore Solutions/Spinutech, LLC	General	Troubleshoot Conf. Registration, Push Live to Dev, Apply monthly Wordpress addition of Wellness Wednesday and Project Management	Accounts Payable (A/P)	1,402.50	1,576.00
Total for Website Maintenance							\$1,576.00	
Total for Legal & Professional Services							\$3,576.00	
Office/General Administrative Expenses								
Dues, Subscriptions & Memberships								
04/11/2022	Bill	Inc 602219	CCWDB	General	Monthly fee for Constant Contact February 2022	Accounts Payable (A/P)	70.00	70.00
04/11/2022	Bill	Inc 602219	CCWDB	General	Monthly QuickBooks Fee for February and March 2022	Accounts Payable (A/P)	160.00	230.00
Total for Dues, Subscriptions & Memberships							\$230.00	
Postage								
04/11/2022	Bill	Inc 602219	CCWDB	General	Postage from Click-N-Ship 12/9 Kurdziel, 2.18.200	Accounts Payable (A/P)	8.95	8.95
Total for Postage							\$8.95	
Total for Office/General Administrative Expenses							\$238.95	
Total for Expenditures							\$7,233.71	
Net Revenue							\$ -	
							7,233.71	




Ctrl-Alt-Succeed!

A partnership from **LinkedIn**, **ShiftUp**, and **Parker Dewey**

*Together with Bergen, Middlesex, Morris-Sussex-Warren, and Cumberland-Salem-Cape May
Workforce Development Boards*





We are redesigning how end-to-end training is done

- Data analytics in targeted outreach – to employers and participants (LinkedIn)
- Pathways for in-demand training (LinkedIn)
- Complete support for the adult online learner with barriers (ShiftUp)
- In partnership with counselors in job centers (ShiftUp)
- Large-scale Micro-Internships for learners (Parker Dewey)
- Connected to employers for experience and hiring pipelines (Parker Dewey)



Providing a flexible *and* fully-supported experience

1. Personal onboarding
2. 1:1 industry mentor
3. Success Coach
4. Peer study partner
5. Group tutoring
6. Micro-Internship
7. Employer network introductions



What's the Experience Like?

1



Meet 1-2x per week on Zoom with a **1:1 industry mentor**.

2



Your Success Coach checks in weekly and leads employability coaching.

3



Get matched with a **peer study buddy** to meet when desired to reinforce material.

4



Opt-in to weekly **group tutoring** sessions for extra support.

5



Start your **micro-internship**—short employer projects with a stipend.

6



Get **introductions to our employer network**, providing direct job placement assistance.



A partnership bringing proven solutions together




ShiftUp



- **Best-in-class training content and analytics**
 - 18,000 expertly-produced online and consistently updated courses used by 78% of Fortune 100 companies.
- **Best-in-class student support**
 - Programs using ShiftUp support boost learner completion from 3% → 78%+.
- **Best-in-class Micro-Internships**
 - 96% of individuals who completed Micro-Internships were professionally employed following the completion of their programs.

Benefit: Maximize likelihood of training and employment success



Now: Place 300 residents across in-demand IT fields

- In-demand, aligned fields
- 3-6 month programs
- Over the next 12 months:
 - Cybersecurity (\$75k-121k/yr)
 - IT helpdesk (\$53k-74k/yr)
 - Project management (\$75k-125k/yr)
 - Data analytics (\$69k-115k/yr)





Takeaways

LinkedIn, ShiftUp, and Parker Dewey are delivering an **end-to-end, comprehensive** solution for IT talent development:

- Today: Helping job seekers receive training to move into higher paying roles
- Tomorrow: Empowering employers to upskill and retain employees, driving economic growth
- Future: Teaching job seekers how to continuously learn and grow skills online, preparing them for a future of online upskilling

