

GSETA Meeting Minutes February 8, 2023

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

Hilda Alonso	X		
Claudia Dorsch (ALT)			
Kevin Kurdziel	X		
Monmouth County			
Lawrence Sternbach	X		
Yolanda Taylor	X		
Joan Desmarais	X		
Morris/Sussex/Warren			
Jane Armstrong			
Victoria Bollhardt			
Diane Jainarine (ALT)	X		
Karen Lauridsen			
Kelly O'Neill McGuire (ALT)	X		
Beth Rodgers (ALT)			
Newark			
Eva Anochi (ALT)			
Karen Gaylord	X		
Latoya Joseph			
Ocean			
Candy Fortier			
Patricia Leahey			
Kim Liguori (ALT/P. Leahey)			
Cheryl Meyer	X		
Passaic County			
Davidene Alpart	X		
Duwan Bogert			
Sofia Comas-Phillips (ALT/L. Murphy)	X		
Lauren Murphy	X		
Velanae Rojas (ALT/D. Alpart)	X		
Union			
Perle Almeida	X		
Debbie-Ann Anderson			
Robert Croom (ALT/D. Anderson)			
Antonio Rivera			
GSETA Staff			
Samantha Pfeifer, Exec Dir	X		
Guests			
Joe Fazio, Workforce 180	X		
Melanie Willoughby, NJBAC	X		
Miles Pressey, NJBAC	X		
Irene Crespo, NJBAC	X		
Stephen Milgon, NJBAC	X		
Donald Newman, NJBAC	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 10:02AM and welcomed membership to the February membership meeting.

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

Workforce 180

Mike Fazio from Workforce 180 provided an overview of Workforce 180 and all the offerings they have for workforce professions, including certificate programs for Case Management, Business Services and Motivational Interviewing. Workforce 180 currently is offering programming through the GSETA institute as well and can be accessed at [GSETA – Workforce180](#)

Kevin Kurdziel indicated that Mike Fazio will be the Keynote Speaker at GSETA's October conference. At the conference, all graduates of the above certificate programs will be announced.

New Jersey Business Action Center

Kevin Kurdziel introduced Melanie Willoughby, Executive Director of the New Jersey Business Action Center (NJBAC). He indicated that GSETA can work with NJBAC to build a long term strategy for engaging businesses and informing them of how these two organizations can support them.

Melanie Willoughby indicated that she has worked with GSETA before through her role with NJBIA and now through NJBAC. She explained that NJBAC has been a part of the Department of State for over 40 years. The organization is an advocate for businesses navigating through the government processes and helps connect businesses with outside agencies so that they can grow and prosper. GSETA is an important resource for NJBAC, as this is the connection for upskilling workers and finding workers to fill open positions. Melanie sees NJBAC working with GSETA to educate businesses about what each organization provides and supporting NJBAC's role as being a one stop shop where businesses can come for support. Melanie brought a number of her team members along to present at their specific areas of expertise.

Steve Milgram is the NJBAC's Manager of the Office of Business Advocacy. This office helps businesses as they set up in NJ with things such as permits, regulatory issues, locating loans, grants and creating strategies for growing and retaining workers. This office will assist businesses with navigating issues with DEP, OSHA, FDA, DOT and other state and federal agencies. This office considers itself to be the "great connector" because of the relationship building it is able to accomplish. Irene Crespo works with Central NJ businesses and specialized in Life Sciences and Myles Pressley works with businesses from Mercer to Cape May

John Newman is NJBAC's Manager of Small Business Advocacy. They host a live chat and call center for small business (1-800-Jersey-7). They assist small business with finding financial support, technical assisting, registering as a new business and navigating state government processes. They are often the first call a small business will make. They have had over 200,000 conversations with small business through their chat line. They see themselves as navigators that can provide a road map for how to start a business. They have a unit that works with food and beverage manufacturers on international trade and another unit that focuses on the NJ motion picture trade.

Virgen Velez asked how NJBAC interfaces with local economic development offices. Melanie Willoughby indicated that NJBAC has a close relationship with many economic development offices at both the county and municipal level. NJBAC welcomes local WDBs to make local introductions between local economic development and NJBAC if those connections are not already there.

Fran Kuhn asked what connection NJBAC has with EDA. Melanie Willoughby indicated that they are located right across the street from each other and help each other connect businesses to the services that need to support them.

Stephen Milgram indicated that NJBAC is working on a NJ Cannabis Training Academy.

Myles Pressley indicated that NJBAC are currently working with Lionsgate in Newark. He will pass contact information on to Karen Gaylord, who wanted to make the connection. NJBAC is also working on developing a Motion Picture Academy with community colleges. Jeff Swartz suggested that once this is developed, the program should get approved for the ETPL so that WIOA funds could support training.

Paul Grzella indicated that the GRWDB connected with NJBAC around a March 8th resource event.

Kevin Kurdziel indicated that now that NJBAC is welcome to come back to GSETA periodically to give updates on programs or other initiatives they have. He indicated local WDBs may also want to consider inviting NJBAC to local meetings. Kevin thanked Melanie and her team for coming to present to GSETA. Melanie provided the following links for more information about services available through NJBAC:

<https://nj.gov/state/bac/assets/pdf/publications/NJBAC-Brochure.pdf>

www.business.nj.gov

<https://nj.gov/state/bac/>

<https://nj.gov/state/bac/assets/pdf/publications/NJBAC-flyer-Small-Business-Advocacy.pdf>

<https://nj.gov/state/bac/business-advocates.shtml>

Correspondence

Monica Mulligan reported on one piece of correspondence received by Kevin Kurdziel from Allison Spinelli dated January 30, 2023 that indicated she is no longer working at the Cumberland/Salem/Cape May WDB and as a result, is stepping down from her duties at GSETA (see attached).

Kevin Kurdziel indicated that this is a loss not only for her local area but for GSETA, as Allison was instrumental in many areas of the organization including her large role in the conference planning. He further indicated that he wishes Allison all of the best and hopes that she stays connected to the workforce development system in some capacity.

Kevin indicated that Allison was a member of the GSETA Executive Committee as Past President. That position will remain vacant until after the next election cycle.

Approval of the November 9, 2022 Minutes

The minutes of the November 2022 GSETA meeting were presented by Monica Mulligan.

Davidene Alpart made a motion approve the November minutes. Jeff Swartz seconded the motion. There were no objections. The motion was approved.

Treasurer's Report

Kevin Kurdziel reported that Leslie Williams will be stepping down as Treasurer at the end of March and indicated that GSETA is looking for a volunteer to fill that role. He indicated that GSETA will be looking to procure for a bookkeeper to assist with certain responsibilities of the position.

Leslie Williams reported that the January bank reconciliation had been sent to the Executive Committee and the January general finance report sent to membership for review. Leslie mentioned the A/R Aging report which lists all outstanding

invoices as of 1/31/23. The A/R detail shows the outstanding payments that each local area should review. She indicated that Shanya Webb-Jules from Greater Raritan One Stop Career Training will be assisting her in following up with past due payments, so be on the lookout for emails from her. Leslie indicated that all POs have been signed and returned and all checks deposited, so the A/R is accurate as of today. If anyone has any questions, they can reach out to Leslie via email leslie@ccwib.com or (856) 751-1500 (Office).

Leslie explained the “ACH” on the finance report. She let membership know that some vendors use QuickBooks as a payment method, which allows Leslie to make a direct payment to them for their invoice, using this as an option. She indicated that this cuts down the reimbursement time to the vendor, because a check does not have to be written, signed by Jeff Swartz in Camden County and then Kevin Kurdziel in Middlesex County before being mailed out. The detail of the transactions are available on the bank statement and can be viewed by any member of GSETA.

Paul Grzella made a motion to approve the Treasurer’s Report as presented. Samantha Pfeifer seconded the motion. There were no objections or abstentions. The motion was approved.

President’s Report

Kevin Kurdziel reported that with the Local Governance policy in mind, GSETA out in an OPRA request for the communications between NJDOL and USDOL regarding the Comprehensive Compliance review that provides information on the findings of the monitoring conducted with Passaic County and Hudson County. Kevin received the report and will forward to Monica Mulligan to send out to membership. Kevin indicated that this report would help put context around Local Governance policy.

Kevin reported that the NAWB conference is being held in Washington DC March 26th through March 28th.

Executive Director’s Report

Samantha Pfeifer reported that she is working with the By-Laws Subcommittee to make edits to GSETA’s by-laws so that they can be reviewed at the next meeting.

Samantha asked for volunteers to help with the conference now that Allison has stepped down. She indicated that Jeff Swartz has volunteered to help co-chair, so another co-chair is needed along with volunteers for registration, promotions, speakers and many other conference areas. Please reach out to Samantha if you would like to assist in any capacity.

Samantha informed membership that the initial Local Governance vides created as a training tool by EDSI have been uploaded to YouTube with future installments set to be uploaded on 2/14/23, 2/21/23 and 2/28/23. She indicated that the training videos can be viewed by all GSETA members. There will be one technical assistance training that will be for WDB Directors and WDB staff only.

Samantha reported that the GSETA Institute is up and running with at least 50 participants registered for the three workshop series that are running through June 2023. If anyone has any questions about the workshops, please reach out to Samantha.

Committee Updates

Operations Committee: Virgen Velez reported that at the 2/6/23 meeting, Sherie Jenkins from NJDOL was present. She is the new director over WFNJ, Youth, WLL and the Pathways grant. Ahmad McDougal has moved on to another position. Sherie alluded to more funds being made available for the WLLs, but there was no specific information given. The next committee meeting is scheduled for March 6, 2023 at 10:00AM.

Monitoring: No report. The next committee meeting is February 16, 2023, at 10:00AM.

Fiscal Committee: Kevin Kurdziel is looking for a member to chair this committee, as it was run by Allison Spinelli who has stepped down as a GSETA member. He indicated that the meeting agendas are primarily updates on fiscal issues from Erica Slaughter's team at NJDOL, so chairing the committee is not a heavy lift. The next committee meeting is TBD.

Youth Committee: No report. The next committee meeting is scheduled for March 1, 2023 at 10:00AM.

MIS Committee: Terri Bryan reported that AOSOS will continue to stay operational while NJDOL continues to work out some kinks with the next gen AOSOS. Members of the committee have asked Futureworks and NJDOL for monthly reports instead of quarterly reports, as this will assist with more timely review of the reports and follow-up with customers who are in the performance measures. The next committee meeting is February 22, 2023, at 10:00AM.

Kevin Kurdziel reported that the state hopes to replace AOSOS but that will be a multi-year process. Geographic Solutions is used in some other states but has not had good reviews. Monster has a good case management system. Kevin indicated that NJDOL has a work group to address the parameters of a new system. He along with Allison Spinelli and Kathy Lockbaum have been participating in these meetings. Virgen Velez indicated that it would be helpful to have some of those that work in AOSOS daily provide input Joan Desmarais indicated she had been participating in the discussions. Terri Bryan asked Kevin if her name could be passed along as someone who would like to join that workgroup. Kevin indicated that he would do so.

Open Discussion

Jeff Swartz made a motion for GSETA to donate \$100.00 to a charity of Tony Corsi's choice in honor of his late wife. Tony was a long-time member and past president of GSETA. The motion was seconded by Terri Bryan. There were no objections or abstentions. The motion was approved.

Kevin Kurdziel made a motion for GSETA send a recognition to Allison Spinelli for her contributions to GSETA. The motion was seconded by Jeff Swartz. There were no objections or abstentions. The motion was approved.

Kevin Kurdziel indicated that NJDOL still has some work to do on determining some of the local governance details. It still must be determined where the business services function will sit. There needs to be clarification in the training modules through work with EDSI and NJDOL.

Chris Peake asked if there was any kind of conflict with EDSI providing procurement training and also being a provider of service in at least one local area. Kevin Kurdziel indicated that EDSI amended its conflict of interest statement to include that it will not apply for any other contracts in New Jersey for the next two years.

Kevin Kurdziel reported that USDOL's Director has stepped down to become the head of the National Hockey Association, so we will have to wait and see who will take that position.

Kevin Kurdziel reported that GSETA's upcoming October in-person conference will be held at the Hard Rock in Atlantic City. He indicated that this should strengthen GSETA's national profile. Virgen Velez reminded membership that the cost of the hotel needed to be included with registration in order to maintain compliance with NJDOL policy. Kevin indicated that they would make sure this is the case. He further noted that they are working to increase conference sponsorships this year, which will help defray costs for GSETA. Terri Bryan asked if the STAR Awards will be held at the conference. Samantha Pfeifer indicated that they have to make a determination if the STAR Awards would be held at the conference or at a stand-alone event. Terri impressed upon membership the importance of this award.

Davidene Alpart asked when elections for GSETA are taking place. Kevin indicated it would be at the May meeting. Virgen Velez reminded membership that a nomination committee needed to be brought together in order to start the process.

Adjournment:

Terri Bryan made the motion to adjourn the meeting. Leslie Williams seconded it. There were no objections or abstentions. The motion was approved. The meeting was adjourned at 11:47AM.

The next GSETA Membership meeting was scheduled for May 10, 2023 at 10:00AM but Kevin Kurdziel indicated that this would likely have to be moved due to his vacation schedule. A new date will be determined and sent out to membership.

Allison Spinelli

1 Arthur Street
Pedricktown, NJ 08067
aspinelli01@gmail.com

January 30, 2023

Kevin Kurdziel, President
Garden State Employment & Training Association
550 Jersey Avenue
New Brunswick, NJ 08901

Dear President Kurdziel:

On January 17, 2023, the Cumberland County Board of Commissioners made the decision to make a change in the leadership of my county department and relieved me of my duties. Because my membership was connected to my position with Cumberland County, I will no longer be a member of the Association.

I wanted to thank all of the members for your partnership and friendship and wish nothing but the best for this organization. During my almost 20 year membership, I have learned so much from so many of you and have been a part of countless achievements that make me proud to have had the opportunity to stand in your company. I will miss working with all of you and know that GSETA's best work is ahead.

Please keep in touch and don't hesitate to reach out if I can be of any assistance to you. My personal email is aspinelli01@gmail.com.

Sincerely,

Allison Spinelli

Garden State Employment and Training Association, Inc.

Statement of Financial Position

As of January 31, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Main Operating Account	320,350.77
Total Bank Accounts	\$320,350.77
Accounts Receivable	
Accounts Receivable (A/R)	137,689.00
Total Accounts Receivable	\$137,689.00
Total Current Assets	\$458,039.77
TOTAL ASSETS	\$458,039.77
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	54.00
Total Accounts Payable	\$54.00
Total Current Liabilities	\$54.00
Total Liabilities	\$54.00
Equity	
Opening Balance Equity	156,944.15
Retained Earnings	71,487.60
Net Revenue	229,554.02
Total Equity	\$457,985.77
TOTAL LIABILITIES AND EQUITY	\$458,039.77

Garden State Employment and Training Association, Inc.

Statement of Activity July 2022 - January 2023

	TOTAL
Revenue	
GSETA Annual Conference 2022	
2022 Conference Registration	124,025.00
Conference Sponships	8,511.00
Total GSETA Annual Conference 2022	132,536.00
GSETA Annual Conference Other Income	5,000.00
GSETA Institute Registrations	1,900.00
Disruption by Design	4,250.00
EDSI Local Area Portion	36,270.00
Total GSETA Institute Registrations	42,420.00
Sales	113,275.00
Total Revenue	\$293,231.00
GROSS PROFIT	\$293,231.00
Expenditures	
Charitable Contributions	100.00
Consulting	26,100.00
GSETA Conference	
Hotel Fees	5,000.00
Promotional	765.23
Workshop Vendor	16,800.00
Total GSETA Conference	22,565.23
GSETA Institute	
Training Vendor	20,750.00
Total GSETA Institute	20,750.00
Insurance	1,127.26
Legal & Professional Services	
Audit and Tax Service	1,500.00
Consulting Services	6,150.00
Website Maintenance	8,392.00
Total Legal & Professional Services	16,042.00
Meeting Expense	1,415.70
Office/General Administrative Expenses	
Dues, Subscriptions & Memberships	-26,342.78
Office Supplies & Software	887.99
Postage	248.58
Total Office/General Administrative Expenses	-25,206.21
Other Business Expenses	33.00
Professional Development	750.00
Total Expenditures	\$63,676.98
NET OPERATING REVENUE	\$229,554.02
NET REVENUE	\$229,554.02

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

January 2023

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
Ordinary Revenue/Expenditures								
Revenue								
GSETA Institute Registrations								
01/30/2023	Deposit	0237	Jerry Maattiaice	Institute	Discount/Revenue Share for each person that signs up :Business Service, Case Management and Motivational Interviewing	Main Operating Account	1,900.00	1,900.00
Total for GSETA Institute Registrations							\$1,900.00	
Disruption by Design								
01/23/2023	Pledge	1661	Davidene Alpart	Institute	Disruption by Design Program Series: Additional Leadership Capstone for: Davidene Alpart, Sofia Comas-Phillips, Roberta Espinal, Ysis Baez, Larry Young, Jose Lopez, Velanae Rojas, Vanessa Dixon, Jack Caltabiano	Accounts Receivable (A/R)	450.00	450.00
01/23/2023	Pledge	1661	Davidene Alpart	Institute	Disruption By Design Program Series: 4 part series for: Davidene Alpart, Sofia Comas-Phillips, Roberta Espinal, Ysis Baez, Larry Young, Jose Lopez, Velanae Rojas, Vanessa Dixon, Jack Caltabiano	Accounts Receivable (A/R)	2,025.00	2,475.00
Total for Disruption by Design							\$2,475.00	
Total for GSETA Institute Registrations with sub-accounts							\$4,375.00	
Sales								
01/11/2023	Pledge	1657	Cindy Shea	Institute	Wellness Wednesdays Series: Kali Rorke	Accounts Receivable (A/R)	175.00	175.00
01/11/2023	Pledge	1657	Cindy Shea	Institute	Wellness Wednesdays Series: Matthew Llauguet	Accounts Receivable (A/R)	175.00	350.00
01/11/2023	Pledge	1659	Lillian Pichardo-Manchero	Institute	Wellness Wednesdays Series: Lillian Pichardo-Manchero	Accounts Receivable (A/R)	175.00	525.00
01/11/2023	Pledge	1658	Jeannette Stevens	Institute	Wellness Wednesdays Series: Jeannette Stevens	Accounts Receivable (A/R)	175.00	700.00
01/11/2023	Pledge	1657	Cindy Shea	Institute	Wellness Wednesdays Series: Ron Hunter	Accounts Receivable (A/R)	175.00	875.00
01/17/2023	Pledge	1660	A. Spinelli	Institute	Wellness Wednesdays Series: Sherri Orr	Accounts Receivable (A/R)	175.00	1,050.00
Total for Sales							\$1,050.00	
Total for Revenue							\$5,425.00	
Expenditures								
Consulting								
01/30/2023	Bill		Samantha Pfeiffer	General	January 2023 Executive Director Contracted Payment	Accounts Payable (A/P)	4,230.00	4,230.00
Total for Consulting							\$4,230.00	
GSETA Conference								
01/30/2023	Bill	8111	Mark Greenberg	Conference	Conference Speaker for 2022 Virtual Conference	Accounts Payable (A/P)	1,000.00	1,000.00
Total for Workshop Vendor							\$1,000.00	
Total for GSETA Conference							\$1,000.00	

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

January 2023

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
GSETA Institute								
Training Vendor								
01/01/2023	Bill	1162	Worknet Solutions, LLC	Institute	GSETA Institute Webinar Series 2023 Jan 25th, April 26th, May 7th and June 28th	Accounts Payable (A/P)	7,000.00	7,000.00
01/18/2023	Bill	1193	Discover A New Future	Institute	Facilitation of Change is Easy Workshop	Accounts Payable (A/P)	2,000.00	9,000.00
01/30/2023	Bill	2	Education Data Systems Inc	Institute	Work-Based Learning and WBL Master Contract Creation	Accounts Payable (A/P)	8,000.00	17,000.00
Total for Training Vendor							\$17,000.00	
Total for GSETA Institute							\$17,000.00	
Insurance								
01/30/2023	Bill	845	Chester and Associates	General	Director and Officers Insurance	Accounts Payable (A/P)	1,127.26	1,127.26
Total for Insurance							\$1,127.26	
Legal & Professional Services								
Website Maintenance								
01/13/2023	Bill	1750	Bayshore Solutions/Spinutech, LLC	General	Monthly Maintenance January 2023	Accounts Payable (A/P)	173.50	173.50
01/13/2023	Bill	20528-22	Bayshore Solutions/Spinutech, LLC	General	Balance of 1959 GSETA 2022 October Website Maintenance Block of 1.75 Hours	Accounts Payable (A/P)	297.50	471.00
Total for Website Maintenance							\$471.00	
Total for Legal & Professional Services							\$471.00	
Office/General Administrative Expenses								
Dues, Subscriptions & Memberships								
01/30/2023	Bill	250	Allison Spinelli	General	Standard Drop Box for 1/6/23 to 2/6/2023 at \$54	Accounts Payable (A/P)	54.00	54.00
Total for Dues, Subscriptions & Memberships							\$54.00	
Postage								
01/30/2023	Bill	Jan 2023	Samantha Pfeiffer	General	Reimbursement of Shipping Cost for Polo Shirts for 2022-2023	Accounts Payable (A/P)	181.79	181.79
Total for Postage							\$181.79	
Total for Office/General Administrative Expenses							\$235.79	
Total for Expenditures							\$24,064.05	
Net Revenue							\$ -	
							18,839.05	

Garden State Employment and Training Association, Inc.

A/R Aging Summary

As of January 31, 2023

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Anne Garrison					275.00	\$275.00
Ashley Rastelli			300.00		275.00	\$575.00
Aspire Youth Development				275.00		\$275.00
Atlantic County One Stop					1,375.00	\$1,375.00
Atlantic County Workforce Development Board			5,431.00		700.00	\$6,131.00
Bari Sharif					225.00	\$225.00
Bergen County Job Center					700.00	\$700.00
Bergen County Workforce Development Board					700.00	\$700.00
Bonita Young					225.00	\$225.00
Brenda Person					1,125.00	\$1,125.00
Burlington County Workforce Development Board			3,777.00			\$3,777.00
Camden County One-Stop Career Center					700.00	\$700.00
Camden County WDB			5,831.00			\$5,831.00
Camille Warren					2,250.00	\$2,250.00
Carmen Gates					225.00	\$225.00
Christine Gillespie					225.00	\$225.00
City of Newark One Stop					-150.00	\$ -150.00
Claudia Dorsch		850.00	150.00			\$1,000.00
County of Atlantic WDB					1,650.00	\$1,650.00
Curtia Orr					225.00	\$225.00
Curtis Myers			450.00			\$450.00
Davetta Thurman					225.00	\$225.00
David Flum			475.00			\$475.00
Davidene Alpart	2,475.00					\$2,475.00
Dawn Asberry				275.00	225.00	\$500.00
Deborah Fleming					79.00	\$79.00
Debra Cusanno					275.00	\$275.00
Donna McKnight					275.00	\$275.00
Donna Plemons					225.00	\$225.00
Dorothy Murray					275.00	\$275.00
Elizabeth Conte			150.00			\$150.00
Elizabeth Reed					275.00	\$275.00
Eric Romolini		150.00				\$150.00
Essex County Division of Training & Employment					700.00	\$700.00
Essex County Workforce Development Board			5,167.00		2,260.00	\$7,427.00
Eva Anochi					1,350.00	\$1,350.00
Gloucester County Workforce Development Board			2,849.00	275.00	1,400.00	\$4,524.00
Greater Raritan Workforce Development Board			3,308.00	275.00	79.00	\$3,662.00
Hudson County One-Stop Center			7,710.00	275.00	700.00	\$8,685.00
Hudson County Schools of Technology					700.00	\$700.00
Irene Perez					275.00	\$275.00
Jason Frazier				550.00	433.00	\$983.00
Jeannette Stevens	175.00					\$175.00
Jewel Daniels				275.00		\$275.00

Garden State Employment and Training Association, Inc.

A/R Aging Summary

As of January 31, 2023

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Joanne McGhee					225.00	\$225.00
John Fata		175.00		8,525.00	225.00	\$8,925.00
Joseph R Moss					225.00	\$225.00
Joseph Stead					275.00	\$275.00
Karen Gaylord				275.00		\$275.00
Kate Read					79.00	\$79.00
Kelli Bell-Taylor					225.00	\$225.00
Kelly West				275.00		\$275.00
La Casa de Don Pedro					825.00	\$825.00
Lillian Pichardo-Mancheno	175.00					\$175.00
Lonnie Baker				275.00	225.00	\$500.00
Lucille Rivera		525.00	150.00		158.00	\$833.00
Lynette Thomas				275.00	225.00	\$500.00
Maureen Ochse					275.00	\$275.00
Mercer County One-Stop Career Center					700.00	\$700.00
Mercer County Workforce Development Board			3,651.00		2,418.00	\$6,069.00
Michael Muckle					275.00	\$275.00
Michelle Deflippo		150.00				\$150.00
Middlesex County Workforce Development Board					1,950.00	\$1,950.00
Mindy Rosenbluth					275.00	\$275.00
Monmouth Workforce Development Board			4,879.00		1,560.00	\$6,439.00
Newark Workforce Development Board			8,418.00	2,750.00	6,045.00	\$17,213.00
Newark WORKS					975.00	\$975.00
Ocean County PIC			4,975.00			\$4,975.00
Ocean County PIC One-Stop					700.00	\$700.00
Orlando Mingo					225.00	\$225.00
Passaic County WDB				825.00	700.00	\$1,525.00
Passaic County Workforce Development Center			7,844.00			\$7,844.00
Raymond Heslip					275.00	\$275.00
Sapphire Allen-Scrugg					225.00	\$225.00
Shana Jarvis			150.00		275.00	\$425.00
Sweet Adeline Nieves					225.00	\$225.00
Syasia Dystant		175.00				\$175.00
Tameka Allen					225.00	\$225.00
Tonya Moore				275.00		\$275.00
Towanna Campbell					275.00	\$275.00
Traci Mayo					225.00	\$225.00
Troy Moore					225.00	\$225.00
Union County One-Stop					700.00	\$700.00
Union County Workforce Development Board			5,876.00			\$5,876.00
Virgen Velez		600.00	675.00	550.00	1,887.00	\$3,712.00
TOTAL	\$2,825.00	\$2,625.00	\$72,216.00	\$16,225.00	\$43,798.00	\$137,689.00

Garden State Employment and Training Association, Inc.

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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	1050	Greater Raritan Workforce Development Board	04/18/2021	79.00	79.00
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
10/01/2021	Pledge	1103	Mercer County Workforce Development Board	10/31/2021	158.00	158.00
11/01/2021	Pledge	1165	John Fata	12/01/2021	225.00	225.00
11/03/2021	Pledge	1168	Lonnie Baker	12/03/2021	225.00	225.00
11/04/2021	Pledge	1123	Joseph R Moss	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	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	1145	Christine Gillespie	12/10/2021	225.00	225.00
11/14/2021	Pledge	1180	Curtia Orr	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	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	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
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	1243	Bari Sharif	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

Garden State Employment and Training Association, Inc.

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DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
02/11/2022	Pledge	1269	Virgen Velez	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	1281	Deborah Fleming	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	1301	Lucille Rivera	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	1320	Jason Frazier	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
08/24/2022	Payment	0000995232	City of Newark One Stop	08/24/2022	-700.00	-150.00
08/02/2022	Pledge	1338	Essex County Workforce Development Board	09/01/2022	1,560.00	1,560.00
08/02/2022	Pledge	1337	Newark Workforce Development Board	09/01/2022	5,070.00	5,070.00
08/03/2022	Pledge	1348	Atlantic County Workforce Development Board	09/02/2022	700.00	700.00
08/03/2022	Pledge	1340	Mercer County Workforce Development Board	09/02/2022	1,560.00	1,560.00
08/03/2022	Pledge	1342	Monmouth Workforce Development Board	09/02/2022	1,560.00	1,560.00
08/03/2022	Pledge	1341	Middlesex County Workforce Development Board	09/02/2022	1,950.00	1,950.00
08/05/2022	Pledge	1349	Bergen County Workforce Development Board	09/04/2022	700.00	700.00
08/05/2022	Pledge	1350	Bergen County Job Center	09/04/2022	700.00	700.00
08/08/2022	Pledge	1356	Camden County One-Stop Career Center	09/07/2022	700.00	700.00
08/08/2022	Pledge	1361	Essex County Workforce Development Board	09/07/2022	700.00	700.00
08/08/2022	Pledge	1362	Gloucester County Workforce Development Board	09/07/2022	700.00	700.00
08/08/2022	Pledge	1363	Gloucester County Workforce Development Board	09/07/2022	700.00	700.00
08/08/2022	Pledge	1367	Hudson County Schools of Technology	09/07/2022	700.00	700.00
08/08/2022	Pledge	1369	Mercer County Workforce Development Board	09/07/2022	700.00	700.00
08/08/2022	Pledge	1370	Mercer County One-Stop Career Center	09/07/2022	700.00	700.00
08/08/2022	Pledge	1378	Ocean County PIC One-Stop	09/07/2022	700.00	700.00
08/08/2022	Pledge	1381	Passaic County WDB	09/07/2022	700.00	700.00
08/09/2022	Pledge	1384	Union County One-Stop	09/08/2022	700.00	700.00
09/08/2022	Pledge	1391	Ashley Rastelli	10/08/2022	275.00	275.00
09/08/2022	Pledge	1398	Elizabeth Reed	10/08/2022	275.00	275.00
09/08/2022	Pledge	1402	Anne Garrison	10/08/2022	275.00	275.00

Garden State Employment and Training Association, Inc.

A/R Aging Detail
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DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
09/08/2022	Pledge	1403	Shana Jarvis	10/08/2022	275.00	275.00
09/08/2022	Pledge	1404	Debra Cusanno	10/08/2022	275.00	275.00
09/08/2022	Pledge	1405	Maureen Ochse	10/08/2022	275.00	275.00
09/08/2022	Pledge	1406	Irene Perez	10/08/2022	275.00	275.00
09/13/2022	Pledge	1411	Joseph Stead	10/13/2022	275.00	275.00
09/13/2022	Pledge	1413	Michael Muckle	10/13/2022	275.00	275.00
09/19/2022	Pledge	1436	Mindy Rosenbluth	10/19/2022	275.00	275.00
09/21/2022	Pledge	1451	Raymond Heslip	10/21/2022	275.00	275.00
09/22/2022	Pledge	1475	County of Atlantic WDB	10/22/2022	1,650.00	1,650.00
09/27/2022	Pledge	1493	Virgen Velez	10/27/2022	275.00	275.00
09/27/2022	Pledge	1509	La Casa de Don Pedro	10/27/2022	275.00	275.00
09/27/2022	Pledge	1510	La Casa de Don Pedro	10/27/2022	275.00	275.00
09/27/2022	Pledge	1511	La Casa de Don Pedro	10/27/2022	275.00	275.00
09/27/2022	Pledge	1514	Jason Frazier	10/27/2022	275.00	275.00
09/27/2022	Pledge	1515	Towanna Campbell	10/27/2022	275.00	275.00
09/27/2022	Pledge	1532	Donna McKnight	10/27/2022	275.00	275.00
09/27/2022	Pledge	1489	Atlantic County One Stop	10/27/2022	1,375.00	1,375.00
09/30/2022	Pledge	1533	Virgen Velez	10/30/2022	275.00	275.00
09/30/2022	Pledge	1534	Virgen Velez	10/30/2022	275.00	275.00
09/30/2022	Pledge	1535	Virgen Velez	10/30/2022	275.00	275.00
09/30/2022	Pledge	1536	Virgen Velez	10/30/2022	275.00	275.00
09/30/2022	Pledge	1538	Virgen Velez	10/30/2022	275.00	275.00
09/30/2022	Pledge	1540	Dorothy Murray	10/30/2022	275.00	275.00
09/30/2022	Pledge	1541	Newark Workforce Development Board	10/30/2022	275.00	275.00
09/30/2022	Pledge	1542	Newark WORKS	10/30/2022	275.00	275.00
10/03/2022	Pledge	1543	Dawn Asberry	11/02/2022	275.00	275.00
10/03/2022	Pledge	1544	Lonnie Baker	11/02/2022	275.00	275.00
10/03/2022	Pledge	1545	Lynette Thomas	11/02/2022	275.00	275.00
10/03/2022	Pledge	1549	Jewel Daniels	11/02/2022	275.00	275.00
10/03/2022	Pledge	1550	Virgen Velez	11/02/2022	275.00	275.00
10/03/2022	Pledge	1551	John Fata	11/02/2022	7,425.00	7,425.00

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DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
10/04/2022	Pledge	1552	Newark Workforce Development Board	11/03/2022	275.00	275.00
10/04/2022	Pledge	1553	Newark Workforce Development Board	11/03/2022	275.00	275.00
10/04/2022	Pledge	1554	Tonya Moore	11/03/2022	275.00	275.00
10/04/2022	Pledge	1555	Karen Gaylord	11/03/2022	275.00	275.00
10/04/2022	Pledge	1558	Virgen Velez	11/03/2022	275.00	275.00
10/04/2022	Pledge	1559	Newark Workforce Development Board	11/03/2022	275.00	275.00
10/04/2022	Pledge	1560	Newark Workforce Development Board	11/03/2022	275.00	275.00
10/04/2022	Pledge	1561	Newark Workforce Development Board	11/03/2022	275.00	275.00
10/04/2022	Pledge	1562	Jason Frazier	11/03/2022	275.00	275.00
Total for 91 or more days past due					\$54,523.00	\$55,073.00
61 - 90 days past due						
10/06/2022	Pledge	1572	Newark Workforce Development Board	11/05/2022	275.00	275.00
10/06/2022	Pledge	1573	Newark Workforce Development Board	11/05/2022	275.00	275.00
10/10/2022	Pledge	1585	Aspire Youth Development	11/09/2022	275.00	275.00
10/10/2022	Pledge	1588	Jason Frazier	11/09/2022	275.00	275.00
10/10/2022	Pledge	1590	Passaic County WDB	11/09/2022	825.00	825.00
10/12/2022	Pledge	1593	Gloucester County Workforce Development Board	11/11/2022	275.00	275.00
10/12/2022	Pledge	1594	Hudson County One-Stop Center	11/11/2022	275.00	275.00
10/12/2022	Pledge	1596	Greater Raritan Workforce Development Board	11/11/2022	275.00	275.00
10/12/2022	Pledge	1597	Kelly West	11/11/2022	275.00	275.00
10/17/2022	Pledge	1603	John Fata	11/16/2022	275.00	275.00
10/17/2022	Pledge	1604	John Fata	11/16/2022	275.00	275.00
10/20/2022	Pledge	1607	John Fata	11/19/2022	550.00	550.00
10/20/2022	Pledge	1608	Newark Workforce Development Board	11/19/2022	825.00	825.00
11/04/2022	Pledge	1615	Gloucester County Workforce Development Board	12/04/2022	2,849.00	2,849.00
11/04/2022	Pledge	1616	Greater Raritan Workforce Development Board	12/04/2022	3,308.00	3,308.00
11/04/2022	Pledge	1618	Mercer County Workforce Development Board	12/04/2022	3,651.00	3,651.00
11/04/2022	Pledge	1611	Burlington County Workforce Development Board	12/04/2022	3,777.00	3,777.00
11/04/2022	Pledge	1620	Monmouth Workforce Development Board	12/04/2022	4,879.00	4,879.00
11/04/2022	Pledge	1623	Ocean County PIC	12/04/2022	4,975.00	4,975.00
11/04/2022	Pledge	1614	Essex County Workforce Development Board	12/04/2022	5,167.00	5,167.00

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DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
11/04/2022	Pledge	1609	Atlantic County Workforce Development Board	12/04/2022	5,431.00	5,431.00
11/04/2022	Pledge	1612	Camden County WDB	12/04/2022	5,831.00	5,831.00
11/04/2022	Pledge	1625	Union County Workforce Development Board	12/04/2022	5,876.00	5,876.00
11/04/2022	Pledge	1617	Hudson County One-Stop Center	12/04/2022	7,710.00	7,710.00
11/04/2022	Pledge	1624	Passaic County Workforce Development Center	12/04/2022	7,844.00	7,844.00
11/04/2022	Pledge	1622	Newark Workforce Development Board	12/04/2022	8,418.00	8,418.00
Total for 61 - 90 days past due					\$74,666.00	\$74,666.00
31 - 60 days past due						
11/17/2022	Pledge	1631	Lucille Rivera	12/17/2022	150.00	150.00
11/17/2022	Pledge	1632	Curtis Myers	12/17/2022	150.00	150.00
11/17/2022	Pledge	1633	Curtis Myers	12/17/2022	150.00	150.00
11/17/2022	Pledge	1634	Curtis Myers	12/17/2022	150.00	150.00
11/17/2022	Pledge	1635	Ashley Rastelli	12/17/2022	150.00	150.00
11/17/2022	Pledge	1636	Ashley Rastelli	12/17/2022	150.00	150.00
11/17/2022	Pledge	1637	Shana Jarvis	12/17/2022	150.00	150.00
11/17/2022	Pledge	1638	Elizabeth Conte	12/17/2022	150.00	150.00
11/17/2022	Pledge	1639	Claudia Dorsch	12/17/2022	150.00	150.00
11/30/2022	Pledge	1643	Virgen Velez	12/30/2022	150.00	150.00
11/30/2022	Pledge	1644	David Flum	12/30/2022	475.00	475.00
11/30/2022	Pledge	1642	Virgen Velez	12/30/2022	525.00	525.00
Total for 31 - 60 days past due					\$2,500.00	\$2,500.00
1 - 30 days past due						
12/20/2022	Pledge	1647	Virgen Velez	01/19/2023	150.00	150.00
12/20/2022	Pledge	1648	Virgen Velez	01/19/2023	150.00	150.00
12/20/2022	Pledge	1649	Virgen Velez	01/19/2023	150.00	150.00
12/20/2022	Pledge	1650	Virgen Velez	01/19/2023	150.00	150.00
12/20/2022	Pledge	1652	Michelle DeFlippo	01/19/2023	150.00	150.00
12/20/2022	Pledge	1653	Eric Romolini	01/19/2023	150.00	150.00
12/20/2022	Pledge	1654	Syasia Dystant	01/19/2023	175.00	175.00
12/20/2022	Pledge	1656	John Fata	01/19/2023	175.00	175.00

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DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
12/20/2022	Pledge	1655	Lucille Rivera	01/19/2023	525.00	525.00
12/20/2022	Pledge	1651	Claudia Dorsch	01/19/2023	850.00	850.00
Total for 1 - 30 days past due					\$2,625.00	\$2,625.00
Current						
01/11/2023	Pledge	1658	Jeannette Stevens	02/10/2023	175.00	175.00
01/11/2023	Pledge	1659	Lillian Pichardo-Mancheno	02/10/2023	175.00	175.00
01/23/2023	Pledge	1661	Davidene Alpart	02/22/2023	2,475.00	2,475.00
Total for Current					\$2,825.00	\$2,825.00
TOTAL					\$137,139.00	\$137,689.00