

GSETA Meeting Minutes

7/12/23

Virtual via Zoom

GSETA Members Present:

Bergen
Tammy Molinelli
Burlington
Barbara Weir
Kelly West
Camden
Frank Ciri
Jeff Swartz
Cumberland/Salem/Cape May
Terri Bryan
Christy Di Leonardo
Bobbi-Jo Taylor (ALT J. Gomez)
Essex
Jobi Odeneye
Howard Weiss
Gloucester
Allison Spinelli
Alisha Thompson
Greater Raritan
Paul Grzella
Monica Mulligan (ALT to C. Peake)
Christopher Peake
Hudson
Michelle DeFilippo
Keri Sullivan
Deanine Muniz
Leidy Ramirez
Mercer
Virgen Velez
Middlesex
Hilda Alonzo
Dana Jordan
Kevin Kurdziel
Monmouth
Joan Desamaris
Lawrence Sternbach
Yolanda Taylor
Morris/Sussex/Warren
Victoria Bollhardt
Karen Lauridsen (ALT to D. Jainarine)
Kelly O'Neill McGuire (ALT for V. Bollhardt)
Beth Rodgers
Ocean
Kim Liguori
Kimberly Clayton (ALT K. Liguori)
Cheryl Meyer
Diana Monte
Passaic County
Davidene Alpart
Duwan Bogert
Daysi Gonzalez
Sofia Comas-Phillips (ALT for L. Murphy)
Velanae Rojas
Union
Antonio Rivera
Staff
Samantha Pfeiffer

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Welcome and Introductions

Kevin Kurdziel called the meeting to order at 10:02AM and welcomed membership to the July meeting.

Correspondence

Monica Mulligan reported that there was once piece of correspondence, which was a letter of thanks from Pat Leahey (see attached). Kevin Kurdziel stated that Pat will be missed by GSETA. He acknowledged her contributions as a member, past-president, and champion of the GSETA Institute.

Approval of the May 24, 2023 Minutes

The minutes of the May 24, 2023 GSETA meeting were presented by Monica Mulligan. Membership noted no changes to the minutes. Jeff Swartz made a motion to accept the minutes as presented; Terri Bryan seconded that motion. There were no objections or abstentions. The motion passed.

Jeff Swartz asked about access to meeting minutes. Monica Mulligan indicated that all minutes from the GSETA General Membership meetings as well as minutes from subcommittees that were sent to her have been archived on the GSETA website. Members can access the “notes” portion of the website by logging in. Kevin Kurdziel indicated that they would have to work on getting logins for all current members.

Treasurer’s Report

Allison Spinelli presented the Treasurer’s Report (see attached). She reported that the balance on the GSETA account as of 6/30/23 is \$316,711.50. The Treasurer’s report shows the activity for accounts payable and accounts receivable. When all accounts receivable come current GSETA assets will be \$576,292.89. GSETA still owes \$100,000.00 to EDSI for the second round of training provided on the Local Governance policy. She further indicated that there are no local areas that will have registration holds placed on them for the GSETA conference in October. She reported that invoices for membership for the program year that started 7/1/23 had been sent to the WDB Directors.

Yolanda Taylor made a motion to approve the Treasurer’s Report as presented; Larry Sternbach seconded it. There were no objections or abstentions. The motion passed.

President’s Report

Kevin Kurdziel wished everyone a happy new program year, which began on 7/1/23. Kevin indicated that WDBs are working on finalizing their budgets for the new program year. He reported that the financial state of GSETA is strong based on the Treasurer’s Report and that it is hoped that the GSETA conference in October will be a successful event bringing in more revenue to the organizations. Kevin indicated that the goal is to have GSETA be recognized as the premier organization for staff training and other workforce resources.

Kevin Kurdziel reported that Workforce 180 has merged with Certus, who also owns Metrix. He indicated that this was a positive for GSETA. He indicated that this merger would have no impact on any of the training that Workforce 180 does for GSETA.

Kevin Kurdziel reported that going into the new program year, there will be four areas of focus for GSETA.

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1. **Making investments in local areas:** Kevin indicated that one way this is being done is through a retreat being held for WDB Directors. He indicated that GSETA will look at doing a larger retreat for all members but for now this retreat is being held because the workforce system is being driven by policies and WDB Directors, as leaders, provide support and guidance for operational partners. With the goal of helping to shape policy and determine how the organization can move forward, GSETA has hired a consultant to facilitate the WDB Director's retreat, which will be held in August. The facilitators will be providing quarterly check-ins with the WDB Directors to ensure they remain on track.
2. **Building relationships with key partners:** Kevin indicated that he has made a connection with the USDOL Regional Administrator from Region 1, Greg Weltz and that Greg and Carmen Rodriguez have interest in attending the GSETA conference but are unsure if they can come this year due to other obligations, including a regional convening of Regional Area 1 and Regional Area 2 on September 19th and 20th.
3. **Focus on the future:** Kevin indicated that the Local Governance policy has brought instability to the workforce system, and he wants to make sure things are stabilized for the incoming offices next year.
4. **Continue to Build Consensus and Bring Statewide Consistency to Local Areas:** Through GSETA, Kevin wants to build consensus and bring statewide consistency to local areas. He reported that while the state is a funder, local areas need to decide how they will build their local workforce systems.

Frank Ciri inquired about the GSETA's recent training and its focus on WDB Directors. Kevin Kurdziel indicated that the training was not limited to WDB directors and is available for anyone to view on GSETA's YouTube page. Frank indicated that the Local Governance policy has had impacts on everyone, but he does not understand why this seems to be having such an impact on GSETA as an organization that represents both WDBs and One Stops. He is concerned that training funds should be spent on helping all GSETA members navigate the process and have everyone work together. Kevin indicated that in consult with an attorney, there is no conflict with having current membership stand as is. He further indicated that at times will be skew towards policy issues as that is a responsibility of the WDBs. The retreat for WDB directors is being done so that policy can be prioritized before information can come to the operational side. Kevin indicated his intent is to bring everyone to the table as has been done in the past. Frank also indicated that there is a lack of information flowing to those in operations from NJDOL and he does not want to see that happen with GSETA. He indicated that while the new policy impacts configurations due to the need to competitively bid for One Stop services, GSETA should continue to be inclusive of all members. The Local Governance policy should not change the relationship of GSETA members to the organization and we all have our roles and need to work together. One side has the role of setting the policy while the other side has the role of putting those policies into practice. Kevin indicated that GSETA is trying to be inclusive but if there is ever a time that operations feel like information is not being shared to please bring that to his attention.

Davidene Alpart indicated that when the by-laws of GSETA are reviewed, the mission statement need to be looked at to ensure that the organization is staying true to the organization's purpose. Kevin indicated that relationships will change due to operations now being vendors. He indicated that as RFPs are issued, vendors may come and go and memberships may change so it does slightly change the dynamic. Kevin Kurdziel indicated that he concurs and would like to let the dust settle before making any changes to the by-laws.

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Chris Peake indicated that we need to remain mindful that GSETA is not NJDOL and that when policy and planning for the future of the organization is being discussed, there will be a loss of institutional knowledge if operations is not included in future planning at the GSETA level – such as the WDB Director retreat. If the value of operations or operation membership is diminished, there is less value in the organization to those members and subsequent changes in membership. He indicated that operations being left out of the session on Local Governance at last year's GSETA conference and one or two of the sessions from EDSI are indicative of a divide. Chris indicated that operations should be included in planning and reiterated that GSETA is not NJDOL. Kevin indicated that NJDOL asked that operations not be included in the workshop on Local Governance at last year's conference, so that is how that session was built. He indicated that this might been seen as not being openly transparent.

Antonio Rivera indicated that WDBs must comply with federal regulations and the law. The federal legislation says there is a clear conflict between WDBs and One Stop/Operations as vendors and that they must be kept separate with firewalls. He feels we need to proceed with caution. WDBs are now in charge of monitoring operations so there is always going to be conflict. He indicated that the tension being felt has been caused by lack of guidance from NJDOL and NJDOL not properly monitoring local areas which resulted in the findings that led to the Local Governance policy and the procurement mandate. He feels now GSETA has to navigate the interpersonal relationships in this new model.

Kevin Kurdziel indicated that he wants to help shape the organization and has looked at other national workforce organizations to see how they operate. He said some only meet quarterly or twice year to minimize conflicts. He stated that when GSETA was meeting quarterly in the last year, there was pushback from operations people who felt that information was not flowing. He noted that some organizations only meet once a year with appropriate electronic information shared during the rest of the year. He indicated that legal consult has indicated that having the current membership of GSETA is not a conflict, but that there may be times when GSETA operations members need to step out of GSETA meetings when certain topics are being discussed. He knows that all of this must be addressed.

Jeff Swartz indicated that that boards and operators must work together for local areas to be successful. He recognizes that firewalls must be maintained, and he knows that operations understands the reason for procurement. He indicated that the local governance has created unrest and there is no easy fix. He feels that GSETA needs to be inclusive and does not seeing why anything needs to change. He does not want operations to feel slighted or pushed to the side or treated like a second-class entity. He feels that there is a rocky road ahead but that as a group we will get through this. He reiterated tat NJDOL requested that operations not be permitted in the one conference workshop last year. He feels NJDOL is being overly cautious because they have been so lax over the years which has caused them to be on edge about continued federal findings. In closing he indicated that at times, WDB Directors may have to do things that He indicated that might been seen as not being openly transparent, but they are only trying to remain in compliance with local governance.

Kevin indicated that asking one side to leave a meeting is for the other side's protection because the last thing operations wants to have happen is to put in a proposal that is challenged because a competitor believes there was inside information shared. Kevin knows that this will not be solved today but knows that everyone's views must be considered.

Larry Sternbach indicated that everyone in the organization has a role and that there are likely other partners that need to be included as GSETA members if it is going to be truly representative of the workforce system vision in New Jersey. He feels that if everyone does what they need to do and firewalls are protected as necessary, nobody should feel excluded. He indicated that WDBs cannot do this without the Operators and operations as well as without economic development and community colleges. At the end of the day, he indicated that GSETA should represent the entire workforce system of NJ.

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Kevin indicated that when the WDB Directors meet next month there will be discussion about where GSETA wants to head and maybe the mission of the organization will have to be changed or perhaps changes will need to be made as to how GSETA convenes. Kevin encouraged operations to reach out to him. He wants to achieve open dialogue and wants to include input from all before any changes are made.

Executive Director's Report

Samantha Pfeiffer reported that there were already 300 registrations for the conference and 13 sponsorships, which is well over where things were this same time last year. She indicated that there are 40 presenters and there will be 10 workshops being held simultaneously. She reported that there will be a workshop track for youth, leaderships, wellness WIOA and industry sectors. The full catalogue will be ready to be published and distributed by Monday. There is currently a waitlist of speakers. USDOL representatives may attend if they can fit in into their schedules. There will be a membership dinner on Tuesday, October 17th. During the conference breakfast and lunch will be made available through the vouchers for the hotel's Fresh Market so participants can pick their own food.

Samantha Pfeiffer reported that now that the bulk of the conference planning has been completed, she has begun work on planning for the GSETA Institute. She is working with Marianne Lawrence on offering the Certified Workforce Development Professional (CWDP) certification. She is also working with Mike Fazio. If anyone has any suggestions for trainers or what they would like to see offered, please reach out to Samantha.

Tammy Molinelli indicated that Bergen County is working with Marianne Lawrence to get all of her One Stop staff the CWDP certification. She indicated that it will help everyone to speak the same workforce language.

Samantha indicated that a decision needs to be made by membership if they want the GSETA conference gift to participants to be a large duffel bag or a large mug. She asked that membership be polled before the end of the meeting so she could put in the order. She further indicated that she has a form for bulk conference registration if that helps local areas instead of doing individual registrations.

Kevin Kurdziel indicated that they the GSETA Institute is exploring the possibility of a flat fee for training for each local area that will allow everyone from that area to attend training. He also reported that EDSI is working on developing the final modules of Local Governance training on monitoring and budget that will be rolled out some time this summer.

Paul Grzella reported that Greater Raritan was the guinea pig for the new budget template NJDOL would like to use. He indicates the format is helpful in assisting assigning program funds to board deliverables.

Kevin Kurdziel indicated that when doing budgets, WDB Directors need to keep in mind the local governance and the staff that they will need to carry out the necessary functions. WDBs may want to think of adding an analyst or planner. He indicated that WDBs can use program funds to build their staff and that it allowable and permissible and will not result in audit findings.

Conference Update

It was reported that the annual conference is being held on October 18th and 19th at the Hard Rock Hotel in Atlantic City. There will be a GSETA membership dinner on 10/17/23. Registration for the conference will close on 8/15/23. Kevin Kurdziel thanked the Conference Committee for all their work putting this event together.

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Committee Updates

Operations Committee: At the 7/10/23 meeting, Chris Peake reported that Melissa Moody shared that as of 7/1/23 the 28 day process was being repealed and that everyone should be sent directly to a work activity once they are deemed eligible by the CWA. Next meeting is scheduled for 8/7/23.

Monitoring: Yolanda Taylor reported that the last meeting was cancelled. Next meeting is scheduled for 8/24/23

Fiscal Committee: No update. Next meeting scheduled for 9/26/23.

Youth Committee: No update. Next meeting is scheduled for 9/6/23.

MIS Committee: Terri Bryan reported that the deadline for entering data for PY22 into AOSOS is July 26, 2023.

Professional Development: Committee has been on hold due to conference planning.

Open Discussion

Kevin Kurdziel indicated that he would be happy to meet with any GSETA members in operations this month or next month to further discuss their concerns. He wants to continue to have open dialogue and communication.

Antonio River asked if local areas have received their official NOAs as knowing the actual budget reductions and restrictions is vital. WDB Directors indicated they were still waiting. Kevin Kurdziel indicated that this impacts operations.

Monica Mulligan asked if NJDOL has designated a representative to attend GSETA meetings as they have in the past. Kevin Kurdziel indicated he will reach out and try to get a commitment from NJDOL to send someone. Monica also reminded membership that Samantha Pfeiffer needed to know if she should order bags or cups – she needed to jump off the call. The consensus was that bags would be a more substantial gist, especially with the increase for registration this year.

Camden County reported that it is running the summer youth program and has 49 young people in 28 placements.

Paul Grzella reported that Greater Raritan's summer youth program has 72 youth in 20 locations.

Terri Bryan asked if the GSETA gifts could be delivered directly to Hard Rock and stored there so that they don't have to be sent to Fran Kuhn's office in Atlantic County. Kevin Kurdziel indicated they could check into it but were concerned about the items being lost or misplaced because there is so much activity happening at that venue.

Tammy Molinelli noted that Bergen County has its mobile job van out in the community for a job fair today. They will be gathering data to see what kind of impact it has on the community.

Paul Grzella reported that Greater Raritan is using \$260,00.00 in ARP funds to fund a new literacy program that will provide additional literacy classes to 140 individuals who are the lowest level learners. There will be a Literacy Navigator hired by a system partner to funnel customers into this and other literacy programs in the local area in order to build a better pipeline

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to training other workforce services. There will be a landing page on the GRWDB website and will build services to non-English speaking community.

Adjournment:

Allison Spinelli made the motion to adjourn the meeting; Larry Sternbach seconded it. There were no objections or abstentions. The motion was approved. The meeting was adjourned at 11:34AM.

June 2022

Dear Sam & GSETA
Colleagues,

Thank you for the lovely gift, I have
always loved wind chimes and the music
they create. Your well wishes for my
retirement were gratefully received. I
will miss your camaraderie & look forward to
seeing many of you at the Conference in October

Fondly
Pat

Garden State Employment and Training Association, Inc.

Statement of Financial Position

As of July 5, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Main Operating Account	300,826.77
Total Bank Accounts	\$300,826.77
Accounts Receivable	
Accounts Receivable (A/R)	275,466.12
Total Accounts Receivable	\$275,466.12
Total Current Assets	\$576,292.89
TOTAL ASSETS	\$576,292.89
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	100,000.00
Total Accounts Payable	\$100,000.00
Total Current Liabilities	\$100,000.00
Total Liabilities	\$100,000.00
Equity	
Opening Balance Equity	156,944.15
Retained Earnings	317,248.74
Net Revenue	2,100.00
Total Equity	\$476,292.89
TOTAL LIABILITIES AND EQUITY	\$576,292.89

Garden State Employment and Training Association, Inc.

Statement of Activity

July 1, 2022 - July 5, 2023

	TOTAL
Revenue	
GSETA Annual Conference 2022	
2022 Conference Registration	123,200.00
Conference Sponsorships	8,511.00
Total GSETA Annual Conference 2022	131,711.00
GSETA Annual Conference Other Income	5,000.00
GSETA Institute Registrations	1,900.00
Disruption by Design	4,700.00
EDSI Local Area Portion	36,270.00
Total GSETA Institute Registrations	42,870.00
Sales	386,463.59
Total Revenue	\$566,044.59
GROSS PROFIT	\$566,044.59
Expenditures	
Charitable Contributions	200.00
Consulting	47,908.00
GSETA Conference	-13,000.00
Hotel Fees	5,000.00
Promotional	12,685.79
Workshop Vendor	16,800.00
Total GSETA Conference	21,485.79
GSETA Institute	12,962.50
Training Vendor	226,750.00
Total GSETA Institute	239,712.50
Insurance	1,127.23
Legal & Professional Services	1,800.00
Audit and Tax Service	1,500.00
Consulting Services	6,150.00
Website Maintenance	15,247.00
Total Legal & Professional Services	24,697.00
Meeting Expense	2,602.20
Office/General Administrative Expenses	
Dues, Subscriptions & Memberships	-24,793.18
Office Supplies & Software	887.99
Postage	334.40
Total Office/General Administrative Expenses	-23,570.79
Other Business Expenses	33.00
Professional Development	750.00
Reimbursable Expenses	538.52
Total Expenditures	\$315,483.45
NET OPERATING REVENUE	\$250,561.14

Garden State Employment and Training Association, Inc.

Statement of Activity

July 1, 2022 - July 5, 2023

	TOTAL
NET REVENUE	\$250,561.14

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

June 1 - July 5, 2023

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
Ordinary Revenue/Expenditures								
Revenue								
Sales								
06/05/2023	Pledge	1709	Paula Genschow	Conference	2023 Conference Registration for: Paula Genschow	Accounts Receivable (A/R)	600.00	600.00
06/05/2023	Pledge	1710	Paula DeRosa	Conference	2023 Conference Registration for: Hugh Dixon, Sonya, Veronica Dixon	Accounts Receivable (A/R)	1,800.00	2,400.00
06/05/2023	Pledge	1712	Sherwood Taylor	Conference	2023 Conference Registration for: Sherwood Taylor	Accounts Receivable (A/R)	600.00	3,000.00
06/05/2023	Pledge	1707	Mercer County Board of Social Services	Conference	2023 Conference Registration for: ANgel QUattlebaum, Cassandra Hodges, Christina Primerana, Ericka Murray	Accounts Receivable (A/R)	2,400.00	5,400.00
06/05/2023	Pledge	1711	Rebecca Clarke	Conference	2023 Conference Registration for: Rebecca Clarke	Accounts Receivable (A/R)	600.00	6,000.00
06/05/2023	Pledge	1708	The Father Center of New Jersey	Conference	2023 Conference Registration for: Ashley Becker, Marc Warren, Teresa Madej	Accounts Receivable (A/R)	1,800.00	7,800.00
06/05/2023	Pledge	1706	Mercer County Board of Social Services	Conference	2023 Conference Registration for: Terrence Gilliam, Check in 10/17 Check out 10/19 (hotel included 10/18-10/19)	Accounts Receivable (A/R)	600.00	8,400.00
06/20/2023	Pledge	1725	Monmouth Workforce Development Board	General	2023-2024 Membership Dues for Lawrence Sternbach, Yolanda Taylor, Joan Desmarais	Accounts Receivable (A/R)	2,100.00	10,500.00
06/20/2023	Pledge	1721	County of Essex	General	2023-2024 Membership Dues for Anibal Ramos Jr., Howard Weiss, Jobi Odeneye	Accounts Receivable (A/R)	2,100.00	12,600.00
06/20/2023	Pledge	1720	Diana Monti	General	2023-2024 Membership Dues for Diana Monti	Accounts Receivable (A/R)	700.00	13,300.00
06/20/2023	Pledge	1714	Michael Hensel	Conference	2023 Conference Registration for: Kayleigh Johannemann	Accounts Receivable (A/R)	600.00	13,900.00
06/20/2023	Pledge	1716	Michael Hensel	Conference	2023 Conference Registration for: John Duarte	Accounts Receivable (A/R)	600.00	14,500.00
06/20/2023	Pledge	1713	Ashley Rastelli	Conference	2023 Conference Registration for: Alisha Thompson, Allison Spinelli, Brigitte Satchell, Eileen Gallo	Accounts Receivable (A/R)	2,400.00	16,900.00
06/20/2023	Pledge	1715	Vincent Conte	Conference	2023 Conference Registration for: Vincent Conte for Check in 10/17 Check out 10/19	Accounts Receivable (A/R)	600.00	17,500.00
06/20/2023	Pledge	1726	Union County Workforce Development Board	General	2023-2024 Membership Dues for Antonio Rivera and Thomas McCabe	Accounts Receivable (A/R)	1,400.00	18,900.00
06/20/2023	Pledge	1718	Cheryl Meyer	General	2023-24 Membership Dues for Cheryl Meyer	Accounts Receivable (A/R)	700.00	19,600.00

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DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
06/20/2023	Pledge	1717	Michael Hensel	Conference	2023 Conference Registration for: Michelle Pettey	Accounts Receivable (A/R)	600.00	20,200.00
06/20/2023	Pledge	1722	Gloucester County Workforce Development Board	General	2023-2024 Membership Dues for Michelle Shirey, Stephen Hart, Allison Spinelli	Accounts Receivable (A/R)	2,100.00	22,300.00
06/20/2023	Pledge	1719	Kim Liguori	General	2023-2024 Membership Dues for Kim Liguori	Accounts Receivable (A/R)	700.00	23,000.00
06/20/2023	Pledge	1724	Burlington County Workforce Development Board	General	2023-2024 Membership Dues for Kelly West and Barbara Weir	Accounts Receivable (A/R)	1,400.00	24,400.00
06/21/2023	Pledge	1730	Middlesex County Workforce Development Board	General	2023-2024 Membership Dues for Kevin Kurdziel, Dana Jordan and Hilda Alonso	Accounts Receivable (A/R)	2,100.00	26,500.00
06/21/2023	Pledge	1729	Passaic County Workforce Development Center	Conference	2023 Conference Registration for: Duwan Bogert, Cynthia Miller, Addie McEachem, Daysi Gonzalez, & Khadijah Slade,	Accounts Receivable (A/R)	3,000.00	29,500.00
06/21/2023	Pledge	1728	Essex County Workforce Development Board	Conference	2023 Conference Registration for: Hotel Payment for 24 employees for Check in Date of October 17, 2023 (\$89 per night plus Atlantic city taxes) 3 GSETA Members will be paid through GSETA Membership Dues.	Accounts Receivable (A/R)	3,147.12	32,647.12
06/21/2023	Pledge	1728	Essex County Workforce Development Board	Conference	2023 Conference Registration for: 27 employees	Accounts Receivable (A/R)	16,200.00	48,847.12
06/26/2023	Pledge	1731	Morris/Sussex/Warren Employment & Training Services	General	2023-24 Membership Dues for Beth Rogers, Victoria Bollhardt, and Diane Jainarine-Paz	Accounts Receivable (A/R)	2,100.00	50,947.12
06/26/2023	Pledge	1735	Cindy Shea	Conference	2023 Conference Registration for: Kim Liguori, Kimberly Clayton, Kali Rorke, Matthew Llauguet, Christopher Bristow, Syasia Dystant, Casey Fogler, Tara Hansen, Ron Hunter, Deanna Kramer, Kim Taylor, Jeannette Stevens	Accounts Receivable (A/R)	7,200.00	58,147.12
06/26/2023	Pledge	1737	Camden County WDB	Conference	2023 Conference Registration for: Leslie Williams, Jeff Swartz, Bridget Henderson, Debra Vaughn, Alex Levitt	Accounts Receivable (A/R)	3,000.00	61,147.12
06/26/2023	Pledge	1739	Danielle Bryant	Conference	2023 Conference Registration for: Danielle Bryant	Accounts Receivable (A/R)	600.00	61,747.12
06/26/2023	Pledge	1734	Lucille Rivera	Conference	2023 Conference Registration for: Larry Sternbach, and Yolanda Taylor	Accounts Receivable (A/R)	1,200.00	62,947.12
06/26/2023	Pledge	1741	Jessica Jaremback	Conference	2023 Conference Registration for: Jessica Jaremback	Accounts Receivable (A/R)	600.00	63,547.12
06/26/2023	Pledge	1742	Newark Workforce Development Board	General	2023-24 Membership Dues for Karen S. Gaylord, Catresa McGhee, and Tyreek Rolon	Accounts Receivable (A/R)	2,100.00	65,647.12
06/26/2023	Pledge	1733	Union County Workforce Development Board	Conference	2023 Conference Registration for: Antonion Rivera, Meredith Barracato, Lisa Bonanno, Thomas McCabe, Gina Tuesta	Accounts Receivable (A/R)	3,000.00	68,647.12
06/26/2023	Pledge	1732	Mercer County Workforce Development Board	General		Accounts Receivable (A/R)	700.00	69,347.12

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DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
06/26/2023	Pledge	1740	Middlesex County Workforce Development Board	Conference	Conference REgistration for: Dana Jordan & Margaret Weiss	Accounts Receivable (A/R)	1,200.00	70,547.12
06/26/2023	Pledge	1738	Morris/Sussex/Warren Workforce Development Board	Conference	2023 Conference Registration for: Beth Rodgers, Karen Lauridsen, Diane Jainarine, & Kimberly Whalen	Accounts Receivable (A/R)	2,400.00	72,947.12
06/26/2023	Pledge	1736	Shanya Webb Jules	Conference	2023 Conference Registration for: Sofia Bandiera, Rebecca Corgan, Jullian Cullen, Teresa Edwards, Chris Peake, Michael Rodriguez, Shanya Webbs-Jules	Accounts Receivable (A/R)	4,200.00	77,147.12
06/29/2023	Pledge	1743	Camden County WDB	General	2023-24 Membership Dues for Jeffrey S. Swartz and Leslie Williams	Accounts Receivable (A/R)	1,400.00	78,547.12
06/29/2023	Pledge	1744	Camden County One-Stop Career Center	General	2023-24 Membership Dues for Frank Ciri	Accounts Receivable (A/R)	700.00	79,247.12
06/30/2023	Pledge	1747	Newark Emergency Services	Conference	2023 Conference Registration for: Amina Bey, Markisha Deville, Trisha Jones, Anglee Coday, Jeanette Green, Pamela MAtthews, ShonTe' Smith	Accounts Receivable (A/R)	4,200.00	83,447.12
06/30/2023	Pledge	1745	Salem County Board of Social Services	Conference	2023 Conference Registration for: Lori Dilks, Kathy Lockbaum, Pam Camerford, Kim Chassier, Devon Poli-Lunt, Lydia Lopez, Ayrica Shetter	Accounts Receivable (A/R)	4,200.00	87,647.12
06/30/2023	Pledge	1746	Middlesex County Workforce Development Board	Conference	2023 Conference Registration for: Tanesha Lewis, Carmen Mercado, Hilda Alonso, Monica Van Pelt, Margaret Weiss, Kevin Kurdziel	Accounts Receivable (A/R)	3,600.00	91,247.12
07/03/2023	Pledge	1749	Salem County Board of Social Services	General	2023-24 Membership Dues for Kathy Lockbaum	Accounts Receivable (A/R)	700.00	91,947.12
07/03/2023	Pledge	1748	County of Cumberland	General	2023-24 GSETA membership dues for Christy DiLeonardo and Jaime Gomez	Accounts Receivable (A/R)	1,400.00	93,347.12
Total for Sales							\$93,347.12	
Total for Revenue							\$93,347.12	
Expenditures								
Consulting								
06/27/2023	Bill	JUN2023	Samantha Pfeiffer	General	Consulting Services for June 2023	Accounts Payable (A/P)	5,170.00	5,170.00
Total for Consulting							\$5,170.00	
GSETA Conference								
06/01/2023	Pledge	1669	Lincoln Tech	Conference	Conference Sponsorship	Accounts Receivable (A/R)	-2,500.00	-2,500.00
06/20/2023	Pledge	1727	NJ Business Action Center	Conference	Conference Sponsorship	Accounts Receivable (A/R)	-4,000.00	-6,500.00
Total for GSETA Conference							\$ -6,500.00	
Promotional								
06/07/2023	Bill	25203728	4 imprint	Conference	Conference merchandise and freight	Accounts Payable (A/P)	1,141.28	1,141.28
Total for Promotional							\$1,141.28	

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

June 1 - July 5, 2023

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
Total for GSETA Conference with sub-accounts							\$ -5,358.72	
GSETA Institute								
Training Vendor								
06/01/2023	Bill	Mod 6	Education Data Systems Inc	Institute	Local Governance Module 6	Accounts Payable (A/P)	20,000.00	20,000.00
06/01/2023	Bill	Mod 8	Education Data Systems Inc	Institute	Local Governance Module 8	Accounts Payable (A/P)	20,000.00	40,000.00
06/01/2023	Bill	Mod 7	Education Data Systems Inc	Institute	Local Governance Module 7	Accounts Payable (A/P)	20,000.00	60,000.00
06/01/2023	Bill	Mod 10	Education Data Systems Inc	Institute	Local Governance Module 10	Accounts Payable (A/P)	20,000.00	80,000.00
06/01/2023	Bill	Mod 9	Education Data Systems Inc	Institute	Local Governance Module 9	Accounts Payable (A/P)	20,000.00	100,000.00
Total for Training Vendor							\$100,000.00	
Total for GSETA Institute							\$100,000.00	
Legal & Professional Services								
Website Maintenance								
06/01/2023	Bill	2022	Bayshore Solutions/Spinutech, LLC	General	GSETA Website Monthly Hosting Fee June 2023	Accounts Payable (A/P)	173.50	173.50
06/15/2023	Bill	INV-23201-23	Bayshore Solutions/Spinutech, LLC	General	GSETA Website Maintenance February 2023 Block 6.75 hours	Accounts Payable (A/P)	1,062.50	1,236.00
Total for Website Maintenance							\$1,236.00	
Total for Legal & Professional Services							\$1,236.00	
Office/General Administrative Expenses								
Dues, Subscriptions & Memberships								
06/26/2023	Bill	101	Allison Spinelli	General	Reimbursement for Standard Drop Box for June 2023 at \$54 and postage at \$12.60	Accounts Payable (A/P)	60.60	60.60
Total for Dues, Subscriptions & Memberships							\$60.60	
Total for Office/General Administrative Expenses							\$60.60	
Reimbursable Expenses								
06/27/2023	Bill	JUN2023	Samantha Pfeiffer	General	Reimbursement for shipping charge \$15.72 and 1 year Microsoft license \$74.63	Accounts Payable (A/P)	90.35	90.35
Total for Reimbursable Expenses							\$90.35	
Total for Expenditures							\$101,198.23	
Net Revenue							\$ -7,851.11	

Garden State Employment and Training Association, Inc.

A/R Aging Summary

As of July 5, 2023

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Ashley Rastelli	2,400.00					\$2,400.00
Atlantic County Workforce Development Board			5,431.00			\$5,431.00
Bergen County Workforce Development Board			7,751.00			\$7,751.00
Burlington County Workforce Development Board	1,400.00					\$1,400.00
Camden County One-Stop Career Center	700.00	4,800.00				\$5,500.00
Camden County WDB	4,400.00		5,831.00			\$10,231.00
Charles Wallace					175.00	\$175.00
Cheryl Meyer	700.00					\$700.00
Christine Gillespie					225.00	\$225.00
Cindy Shea	7,200.00					\$7,200.00
City of Newark One Stop					-150.00	\$ -150.00
County of Cumberland	1,400.00					\$1,400.00
County of Essex	2,100.00					\$2,100.00
Danielle Bryant	600.00					\$600.00
Deborah Fleming					79.00	\$79.00
Denise Givens		55,930.00				\$55,930.00
Diana Monti	700.00					\$700.00
Dorothy Murray					275.00	\$275.00
Essex County Division of Training & Employment					700.00	\$700.00
Essex County Workforce Development Board	19,347.12		5,167.00			\$24,514.12
Eva Anochi					900.00	\$900.00
Gloucester County Workforce Development Board	2,100.00					\$2,100.00
Greater Raritan Workforce Development Board			3,308.00		275.00	\$3,583.00
Hudson County One-Stop Center			7,710.00		8,685.00	\$16,395.00
Hudson County Schools of Technology		1,200.00			700.00	\$1,900.00
Irene Perez					275.00	\$275.00
Jeannette Stevens					175.00	\$175.00
Jessica Jaremback	600.00					\$600.00
Jewel Daniels					275.00	\$275.00
Jodi Mathis		600.00				\$600.00
Joseph Stead					275.00	\$275.00
Karen Gaylord					275.00	\$275.00
Kate Read					79.00	\$79.00
Kim Liguori	700.00					\$700.00
Leaders For Life NJ		1,200.00				\$1,200.00
Lillian Pichardo-Mancheno					175.00	\$175.00
Lisa Infantes		3,000.00				\$3,000.00
Lucille Rivera	1,200.00					\$1,200.00
Maureen Ochse					275.00	\$275.00
Mercer County Board of Social Services	3,000.00					\$3,000.00
Mercer County Workforce Development Board	700.00		3,651.00		6,069.00	\$10,420.00
Michael Hensel	1,800.00					\$1,800.00
Michael Muckle					275.00	\$275.00
Michelle Deflippo					150.00	\$150.00

Garden State Employment and Training Association, Inc.

A/R Aging Summary

As of July 5, 2023

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Middlesex County Workforce Development Board	6,900.00					\$6,900.00
Mindy Rosenbluth					275.00	\$275.00
Monmouth Workforce Development Board	2,100.00		4,879.00			\$6,979.00
Morris/Sussex/Warren Employment & Training Services	2,100.00					\$2,100.00
Morris/Sussex/Warren Workforce Development Board	2,400.00		5,962.00			\$8,362.00
Newark Emergency Services	4,200.00					\$4,200.00
Newark Workforce Development Board	2,100.00		8,418.00		15,013.00	\$25,531.00
Newark WORKS					700.00	\$700.00
Ocean County Dept. of Human Services			4,975.00			\$4,975.00
Passaic County Workforce Development Center	3,000.00		7,844.00			\$10,844.00
Patricia Hansen-Johnson		1,200.00				\$1,200.00
Paula DeRosa	1,800.00					\$1,800.00
Paula Genschow	600.00					\$600.00
Rebecca Clarke	600.00					\$600.00
Salem County Board of Social Services	4,900.00					\$4,900.00
Shanya Webb Jules	4,200.00					\$4,200.00
Sherwood Taylor	600.00					\$600.00
Stephanie Harris-Kulper		1,200.00				\$1,200.00
Tonya Moore					275.00	\$275.00
Towanna Campbell					275.00	\$275.00
Union County One-Stop					700.00	\$700.00
Union County Workforce Development Board	4,400.00					\$4,400.00
Victoria Bollhardt		4,800.00				\$4,800.00
Vincent Conte	600.00					\$600.00
Virgen Velez					1,662.00	\$1,662.00
TOTAL	\$91,547.12	\$73,930.00	\$70,927.00	\$0.00	\$39,062.00	\$275,466.12

Garden State Employment and Training Association, Inc.

A/R Aging Detail

As of July 5, 2023

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
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
11/08/2021	Pledge	1134	Eva Anochi	12/08/2021	900.00	900.00
11/10/2021	Pledge	1145	Christine Gillespie	12/10/2021	225.00	225.00
02/11/2022	Pledge	1269	Virgen Velez	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	1308	Virgen Velez	03/16/2022	79.00	79.00
02/14/2022	Pledge	1322	Kate Read	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	1337	Newark Workforce Development Board	09/01/2022	5,070.00	5,070.00
08/03/2022	Pledge	1340	Mercer County Workforce Development Board	09/02/2022	1,560.00	1,560.00
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
08/09/2022	Pledge	1384	Union County One-Stop	09/08/2022	700.00	700.00
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
09/27/2022	Pledge	1515	Towanna Campbell	10/27/2022	275.00	275.00
09/30/2022	Pledge	1540	Dorothy Murray	10/30/2022	275.00	275.00
10/03/2022	Pledge	1549	Jewel Daniels	11/02/2022	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
10/12/2022	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
10/20/2022	Pledge	1608	Newark Workforce Development Board	11/19/2022	825.00	825.00
11/04/2022	Pledge	1618	Mercer County Workforce Development Board	12/04/2022	3,651.00	3,651.00
11/04/2022	Pledge	1617	Hudson County One-Stop Center	12/04/2022	7,710.00	7,710.00
11/04/2022	Pledge	1622	Newark Workforce Development Board	12/04/2022	8,418.00	8,418.00
11/30/2022	Pledge	1643	Virgen Velez	12/30/2022	150.00	150.00
11/30/2022	Pledge	1642	Virgen Velez	12/30/2022	525.00	525.00
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 DeFilippo	01/19/2023	150.00	150.00
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
03/03/2023	Pledge	1666	Virgen Velez	04/02/2023	150.00	150.00
03/03/2023	Pledge	1665	Charles Wallace	04/02/2023	175.00	175.00
Total for 91 or more days past due					\$38,512.00	\$39,062.00
31 - 60 days past due						
05/04/2023	Pledge	1681	Greater Raritan Workforce Development Board	06/03/2023	3,308.00	3,308.00
05/04/2023	Pledge	1683	Mercer County Workforce Development Board	06/03/2023	3,651.00	3,651.00
05/04/2023	Pledge	1685	Monmouth Workforce Development Board	06/03/2023	4,879.00	4,879.00
05/04/2023	Pledge	1688	Ocean County Dept. of Human Services	06/03/2023	4,975.00	4,975.00
05/04/2023	Pledge	1679	Essex County Workforce Development Board	06/03/2023	5,167.00	5,167.00
05/04/2023	Pledge	1674	Atlantic County Workforce Development Board	06/03/2023	5,431.00	5,431.00
05/04/2023	Pledge	1677	Camden County WDB	06/03/2023	5,831.00	5,831.00
05/04/2023	Pledge	1687	Morris/Sussex/Warren Workforce Development Board	06/03/2023	5,962.00	5,962.00
05/04/2023	Pledge	1682	Hudson County One-Stop Center	06/03/2023	7,710.00	7,710.00
05/04/2023	Pledge	1675	Bergen County Workforce Development Board	06/03/2023	7,751.00	7,751.00
05/04/2023	Pledge	1689	Passaic County Workforce Development Center	06/03/2023	7,844.00	7,844.00

Garden State Employment and Training Association, Inc.

A/R Aging Detail

As of July 5, 2023

DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
05/04/2023	Pledge	1686	Newark Workforce Development Board	06/03/2023	8,418.00	8,418.00
Total for 31 - 60 days past due					\$70,927.00	\$70,927.00
1 - 30 days past due						
05/30/2023	Pledge	1693	Lisa Infantes	06/29/2023	600.00	600.00
05/30/2023	Pledge	1692	Lisa Infantes	06/29/2023	2,400.00	2,400.00
05/30/2023	Pledge	1696	Victoria Bollhardt	06/29/2023	4,800.00	4,800.00
05/30/2023	Pledge	1697	Camden County One-Stop Career Center	06/29/2023	4,800.00	4,800.00
05/30/2023	Pledge	1695	Denise Givens	06/29/2023	55,930.00	55,930.00
05/31/2023	Pledge	1700	Hudson County Schools of Technology	06/30/2023	600.00	600.00
05/31/2023	Pledge	1703	Jodi Mathis	06/30/2023	600.00	600.00
05/31/2023	Pledge	1704	Hudson County Schools of Technology	06/30/2023	600.00	600.00
05/31/2023	Pledge	1699	Leaders For Life NJ	06/30/2023	1,200.00	1,200.00
05/31/2023	Pledge	1701	Patricia Hansen-Johnson	06/30/2023	1,200.00	1,200.00
05/31/2023	Pledge	1702	Stephanie Harris-Kulper	06/30/2023	1,200.00	1,200.00
Total for 1 - 30 days past due					\$73,930.00	\$73,930.00
Current						
06/05/2023	Pledge	1706	Mercer County Board of Social Services	07/05/2023	600.00	600.00
06/05/2023	Pledge	1709	Paula Genschow	07/05/2023	600.00	600.00
06/05/2023	Pledge	1711	Rebecca Clarke	07/05/2023	600.00	600.00
06/05/2023	Pledge	1712	Sherwood Taylor	07/05/2023	600.00	600.00
06/05/2023	Pledge	1710	Paula DeRosa	07/05/2023	1,800.00	1,800.00
06/05/2023	Pledge	1707	Mercer County Board of Social Services	07/05/2023	2,400.00	2,400.00
06/20/2023	Pledge	1714	Michael Hensel	07/20/2023	600.00	600.00
06/20/2023	Pledge	1715	Vincent Conte	07/20/2023	600.00	600.00
06/20/2023	Pledge	1716	Michael Hensel	07/20/2023	600.00	600.00
06/20/2023	Pledge	1717	Michael Hensel	07/20/2023	600.00	600.00
06/20/2023	Pledge	1718	Cheryl Meyer	07/20/2023	700.00	700.00
06/20/2023	Pledge	1719	Kim Liguori	07/20/2023	700.00	700.00
06/20/2023	Pledge	1720	Diana Monti	07/20/2023	700.00	700.00
06/20/2023	Pledge	1724	Burlington County Workforce Development Board	07/20/2023	1,400.00	1,400.00
06/20/2023	Pledge	1726	Union County Workforce Development Board	07/20/2023	1,400.00	1,400.00
06/20/2023	Pledge	1721	County of Essex	07/20/2023	2,100.00	2,100.00
06/20/2023	Pledge	1722	Gloucester County Workforce Development Board	07/20/2023	2,100.00	2,100.00
06/20/2023	Pledge	1725	Monmouth Workforce Development Board	07/20/2023	2,100.00	2,100.00
06/20/2023	Pledge	1713	Ashley Rastelli	07/20/2023	2,400.00	2,400.00
06/21/2023	Pledge	1730	Middlesex County Workforce Development Board	07/21/2023	2,100.00	2,100.00
06/21/2023	Pledge	1729	Passaic County Workforce Development Center	07/21/2023	3,000.00	3,000.00
06/21/2023	Pledge	1728	Essex County Workforce Development Board	07/21/2023	19,347.12	19,347.12
06/26/2023	Pledge	1739	Danielle Bryant	07/26/2023	600.00	600.00
06/26/2023	Pledge	1741	Jessica Jaremback	07/26/2023	600.00	600.00
06/26/2023	Pledge	1732	Mercer County Workforce Development Board	07/26/2023	700.00	700.00
06/26/2023	Pledge	1734	Lucille Rivera	07/26/2023	1,200.00	1,200.00
06/26/2023	Pledge	1740	Middlesex County Workforce Development Board	07/26/2023	1,200.00	1,200.00
06/26/2023	Pledge	1731	Morris/Sussex/Warren Employment & Training Services	07/26/2023	2,100.00	2,100.00
06/26/2023	Pledge	1742	Newark Workforce Development Board	07/26/2023	2,100.00	2,100.00
06/26/2023	Pledge	1738	Morris/Sussex/Warren Workforce Development Board	07/26/2023	2,400.00	2,400.00
06/26/2023	Pledge	1733	Union County Workforce Development Board	07/26/2023	3,000.00	3,000.00
06/26/2023	Pledge	1737	Camden County WDB	07/26/2023	3,000.00	3,000.00
06/26/2023	Pledge	1736	Shanya Webb Jules	07/26/2023	4,200.00	4,200.00
06/26/2023	Pledge	1735	Cindy Shea	07/26/2023	7,200.00	7,200.00
06/29/2023	Pledge	1744	Camden County One-Stop Career Center	07/29/2023	700.00	700.00
06/29/2023	Pledge	1743	Camden County WDB	07/29/2023	1,400.00	1,400.00
06/30/2023	Pledge	1746	Middlesex County Workforce Development Board	07/30/2023	3,600.00	3,600.00
06/30/2023	Pledge	1745	Salem County Board of Social Services	07/30/2023	4,200.00	4,200.00
06/30/2023	Pledge	1747	Newark Emergency Services	07/30/2023	4,200.00	4,200.00
07/03/2023	Pledge	1749	Salem County Board of Social Services	08/02/2023	700.00	700.00
07/03/2023	Pledge	1748	County of Cumberland	08/02/2023	1,400.00	1,400.00
Total for Current					\$91,547.12	\$91,547.12

Garden State Employment and Training Association, Inc.

A/R Aging Detail

As of July 5, 2023

DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
TOTAL					\$274,916.12	\$275,466.12