

GSETA Meeting Minutes

9/12/23

Virtual via Zoom

GSETA Members Present:

Local Area/Contact	Virtual
Bergen	
Tammy Molinelli	X
Lynda Wolf	X
Burlington	
Barbara Weir	X
Kelly West	X
Camden	
Frank Ciri	X
Jeff Swartz	X
Leslie Williams	X
Cumberland/Salem/Cape May	
Jamie Gomez	X
Bobbi-Jo Taylor (ALT J. Gomez)	X
Kathy Lockbaum	X
Essex	
Jobi Odeneye	X
Gloucester	
Eileen Gallo (ALT to M. Shirey)	X
Allison Spinelli	X
Alisha Thompson (ALT to S. Hart)	X
Greater Raritan	
Jeanne Cassano (ALT to P. Grzella)	X
Monica Mulligan (ALT to C. Peake)	X
Christopher Peake	X
Fernandel Almonor	X
Mercer County	
Virgen Velez	X
Middlesex County	
Hilda Alonzo	X
Kevin Kurdziel	X
Monmouth	
Joan Desmarais	X
Lawrence Sternbach	X
Yolanda Taylor	X
Morris/Sussex/Warren	
Diane Paz	X
Karen Lauridsen (ALT to D. Paz)	X
Kelly O'Neill McGuire (ALT for V. Bollhardt)	X
Beth Rodgers	X
Newark	
Eva Anochi (ALT for C. McGhee)	X
Catresa McGhee	X
Karen Gaylord	X
Ocean	
Kim Liguori	X
Kimberly Clayton (ALT K. Liguori)	X
Passaic County	
Davidene Alpart	X
Velanae Rojas (ALT to D. Alpart)	X
Staff	
Samantha Pfeiffer	X
Guests	
John Toscano (Hudson County)	X
Danielle Ferrante (Hudson County)	X

GSETA Meeting Minutes

9/12/23

Virtual via Zoom

Welcome and Introductions

Kevin Kurdziel called the meeting to order at 10:03AM and welcomed membership to the September meeting. He asked any new members to introduce themselves. Fernandel Almonor, Greater Raritan's new One Stop Operator introduced himself to Membership.

Correspondence

Monica Mulligan reported that she heard from a number of members who were not able to attend due to schedule conflicts, as the GSETA meeting date had been changed: Diania Monte (Ocean County); Larry Sternbach (Monmouth County); Fran Kuhn (Atlantic County) and Keri Sullivan (Hudson County). Keri indicated that Danielle Ferrante and John Toscano would be attending from her local area. Monica also reported she heard from Passaic County this morning and their power is out so the following may not be in attendance: Lauren Murphy, Davidene Alpart, Sofia Comas-Phillips and Velanae Rojas.

Monica Mulligan ended the report by reading a memo from Larry Sternbach to Kevin Kurdziel dated 9/5/23 indicating that he will be retiring effective January 5, 2023 and stepping down from GSETA as member and Executive Committee member. (see attached letter). While Larry was not present at the meeting, Kevin thanked Larry for his years of service to GSETA and all his contributions over the past 13 years.

August 8, 2023 Minutes

The minutes of the August 8, 2023 GSETA General Membership meeting were presented by Monica Mulligan. Membership noted no changes to the minutes. Leslie Williams made a motion to approve the minutes as presented; Yolanda Taylor seconded the motion. Jeff Swartz and Virgen Velez abstained as they were not present at last month's meeting. There were no objections. The motion passed.

Treasurer's Report

Allison Spinelli presented the Treasurer's Report (see attached). When all accounts receivable come current GSETA assets will be \$634,310.43. Allison noted that there is an open balance of invoices in the \$75,326.00 but that most of these invoices are related to the October conference. Allison indicated that if anyone needs an invoice for an outstanding payment, please contact her and she will send it out. Kevin Kurdziel thanked Membership for getting the outstanding invoices paid.

Kathy Lockbaum made a motion to approve the Treasurer's Report as presented; Virgen Velez seconded it. There were no objections or abstentions. The motion passed.

President's Report

Kevin Kurdziel indicated that GSETA is in the final process of tying up loose ends for the October conference. He indicated that there are no new updates from NJDOL and that GSETA has been primarily focused on conference planning.

Executive Director's Report

Samantha Pfieffer reported that she has been working with Kevin Kurdziel, Fran Kuhn, Yolanda Allen, and Sarah Singer Quast on training to be offered through the GSETA Institute. They are utilizing feedback from the surveys on training from Membership to guide this process. She will be dividing the topics into themes and then will work on drafting an RFP for presenters to provide workshops. She indicated that NJDOL will be sending out letters shortly with funding allocations for training.

GSETA Meeting Minutes

9/12/23

Virtual via Zoom

Samantha thanked Jeff Swartz, Allison Spinelli, Davi Alpart and Virgen Velez for all of their help and support in conference planning. She reported that based on estimates, the conference will net \$70,000.00 for GSETA. She indicated that hotel reservations are being finalized and that she will be moving conference-related material to the venue the week before the conference. Samantha further reported that Greg Walsh from USDOL will be attending the conference and making some opening remarks. She indicated that there is a lot of positive talk about GSETA at the national level.

Samantha informed membership that she will be attending NAWDP's Youth Symposium November 6th – November 8th in Las Vegas and will bring back information for Membership. She indicated that Kevin Kurdziel as well as several people from Newark WDB will be in attendance.

Kevin Kurdziel indicated that he has been nominated for a regional leadership position with NAWDP and while he is running unopposed, he would appreciate the votes. There was a question about NAWB vs. NAWDP and what they do differently. Kevin explained that NAWB tends to be more focused on policy while NAWDP tends to have more focus on front line professionals.

Tammy Molinelli indicated that MaryAnn Lawrence will be at the GSETA conference. Bergen County is working with her to secure the CWDP credential for its staff through NAWDP. She is a great resource.

MOU/IFA

Kevin Kurdziel indicated that NJDOL's deadline for submission of local areas' MOU/IFA is 12/31/23 and it does not look like NJDOL will be extending the deadline. Module 8 of training provided on MOUs/IFAs by EDSI has been published on GSETA's YouTube page. Kevin indicated that there are only 13 views of this module in the last 13 days and encouraged anyone working on this project to view the training. He also indicated that two more training modules are being worked on – Budgeting (Part 2) and Monitoring (Part 2).

Local Governance

Kevin Kurdziel indicated that Local Governance is still at the forefront for everyone. Local areas must be in compliance with procurement of One Stop Operators, Career Services and Youth Services by 7/1/24. Kevin advised that local areas give themselves enough time to procure and get providers on board to ensure a smooth transition under this model.

TEGL 03-23 Outreach and Marketing

Kevin Kurdziel indicated that USDOL sent out TEGL 03-23 last week which clarifies what is and is not an allowable expense for marketing and outreach. He indicated that it expands the scope of what is allowable and indicates that local boards should put together marketing plans that support their expenditures. Kevin cautioned Membership about the purchase of t-shirts, caps, and other swag – which is still not allowed. However, advertisements in papers, tv commercials and ads on busses are allowable. He indicated that he forwarded the policy to OIA so that they are made aware of the guidance. Kevin informed the group that Monica Mulligan will send out the TEGL to Membership for review.

GSETA Branding

Kevin Kurdziel reminded Membership that one of the priorities that came out of the WDB Director's Retreat was to strengthen GSETA's branding. He indicated that while the logo and color scheme are good, it is important to discuss how to strengthen the public perception of what we do. There may be a need to re-define GSETA's mission and purpose. Kevin requested volunteers from both WDBs and Operations members to participate on the Branding Subcommittee. He indicated

GSETA Meeting Minutes

9/12/23

Virtual via Zoom

that Monica Mulligan will send out and email requesting volunteers. He said that eventually GSETA may be on a marketing firm to assist the organization.

Annual Conference

Samantha Pfeiffer indicated that this year the Whova app will be used for the conference. It replaces that paper booklets that used to be handed out to attendees. This will be a way to provide information on the conference schedule and attendees will use this app to register for individual workshops. There are games and contests as well as ways to network with other conference attendees through the app. Samantha indicated that information on and directions for using the app will be sent out on or about October 10th. She indicated that the catalogue of workshops will be updated again. Samantha reported that registration is closed. There are 170 people coming from NJDOL and more than 400 attendees in total. There are 50 presenters, 12 exhibitors and Mike Fazio will be doing a podcast from the venue. Samantha announced that the Harry Wheeler Award will be presented at the conference. While there were many worthy nominees, Fran Kuhn was selected as the honoree. She will be sending him an email today to let him know. Samantha also indicated that if anyone sent a nomination after the deadline, it will be saved for next year. Samantha also announced that GSETA will be adding a new award this year – the Pat Leahey Lifetime Achievement Award. It will be presented to Pat this year and then will be awarded each year at the conference. Terri Bryan will be handling the purchase of the award itself. Samantha reminded membership that there will be a Membership Dinner on Tuesday, October 17th at 6:30PM at Council Oaks at the Hard Rock Hotel. She will be sending out a Constant Contact RSVP for this event that is being held for all members and alternates. All members and alternates will also have a hotel reservation for October 17th. Please let Samantha know if you are not going to use your reservation. The Conference Committee has a meeting scheduled with Hard Rock Hotel today to finalize additional details.

Allison Spinelli indicated that this year there is a record number of sponsorships for the conference totaling \$40,000 in pledges. She thanked Lynda Wolf for all her efforts to bring in sponsors.

Jeff Swartz reminded membership that the dress this year is business casual. Jackets/suits/ties/formal dress are not being required.

Committee Updates

Operations Committee: Next meeting is scheduled for 10/2/23. Since Fran Kuhn was not in attendance, Kevin Kurdziel reported that the committee met on 9/5/23 and DFD and NJDOL indicated that going forward there is going to be more of an emphasis on employment for WFNJ customers as well as the quality of jobs. Kathy Lockbaum added that it was reported that NJDOL has the highest budget for SNAP recipients in the country. She indicated that she is concerned about NJDOL and DFD not being aligned, as the committee members had many questions, but few specific answers were given. No best practices were shared. She indicated that it is important to get information and guidance from NJDOL on writing on how to best engage the WFNJ population. Virgen Velez indicated that it is concerning that you can't get a clear answer on the record from NJDOL about allowable activities. Lynda Wolf agreed that being creative is important but equally important is to get something in writing about allowable expenses in writing. Kevin Kurdziel indicated that co-enrollment opens a new funding stream for WFNJ customers though it may have a negative impact on performance. Fernandel Almonor asked about the flow in communication from NJDOL to local areas. Kevin Kurdziel indicated that though it has become better in some ways, there is still a communication gap that impacts local areas. Kathy Lockbaum indicated that there has been a lot of turnover at NJDOL resulting in the loss of institutional knowledge that hurts the communication exchange. Jeff Swartz indicated that GSETA members have institutional knowledge and share best practices with each other. Members have persistently tried

GSETA Meeting Minutes

9/12/23

Virtual via Zoom

to improve communications with NJDOL. Kevin Kurdziel reminded membership that this administration had the unique challenge of the pandemic where most of their efforts were concentrated on UI issues.

Monitoring: Yolanda Taylor reported that their next meeting is scheduled for 11/16/23. Leslie Hirsch and Nancy Hiller attended their last meeting to talk about IGX and answer questions about the issues local areas were experiencing.

Fiscal Committee: Next meeting is scheduled for 9/26/23.

Youth Committee: Next meeting is scheduled for 12/6/23. Kim Ligouri reported that at the last meeting NJDOL rep Sabrina Sullivan gave a presentation on entering Youth activities in AOSOS. She also advised Membership that USDOL will be hosting a Youth Roundtable in October. Monica Mulligan will send Membership the PowerPoint from NJDOL and the info on roundtable.

MIS Committee: The next meeting is scheduled for 9/27/23. Terri Bryan will be stepping down as chair and Joan Desamaris will be taking her place.

Professional Development: on hold until after the conference.

Open Discussion

Kathy Lockbaum asked if other local areas were still experiencing issues with IGX and the ETPL. Jaime Gomez and Karen Gaylord indicated that they are still having major issues. Other members raised their hands to indicate they are still experiencing problems. Kevin Kurdziel asked that Membership send him a list of issues so that he can forward this to NJDOL. Karen Gaylord indicated that NJDOL should allow local areas to give conditional approval to training providers until IGX can be fixed. She indicated that this system failure makes local areas look bad to businesses and customers. Jeff Swartz concurred with this assessment and indicated that this is a time that GSETA can show leadership and submit to NJDOL a proposal for how to manage the issues. Allison Spinelli indicated that solutions may not be at the Commissioner level and may need to come from DOIT. Kathy Lockbaum indicated that while local areas may not be able to vet private vendors, there should be a local solution for colleges and vocational schools. Joan Desamaris indicated that local workarounds could be problematic because it impacts correct entry of information into AOSOS. She indicated that IGX and AOSOS are not interfacing, which is another issue to be resolved. She agreed that there must be a solution, but she is not sure that local approvals will address the issue without unintended consequences. Kevin Kurdziel mentioned that there is an SETC meeting tomorrow, and he may bring up the issue there. Jaime Gomez indicated that advocacy would be helpful, as Cumberland County has few providers and the loss of one provider due to issues with approvals is a huge issue for her local area.

Larry Sternbach entered the meeting late, so Kevin Kurdziel re-iterated his well wishes for Larry's upcoming retirement and thanked him for the contributions he has made to GSETA over the last 13 years.

Adjournment:

Joan Desamaris made the motion to adjourn the meeting; Virgen Velez seconded it. There were no objections or abstentions. The motion was approved. The meeting was adjourned at 11:44AM.

LAWRENCE J. STERNBACH
55 OCEAN AVENUE, 12C
MONMOUTH BEACH, NEW JERSEY 07750
(C) 732 861-5901
(E) LARRYSTERNBACH@GMAIL.COM

To: Kevin Kurdziel, President, Garden State Employment and Training Association

From: Lawrence J. Sternbach, Member and Trustee

Re: Retirement

Date: September 5, 2023

Dear Kevin,

I am writing to inform you that I will be retiring from the Monmouth County Workforce Development Board, effective January 5, 2024. Therefore, as of that date, I will be stepping down as both a GSETA member and Trustee.

It has been an honor working with GSETA these past 13 years. Serving the Association, its members, and the workforce system has been a highlight of my professional career and, in so many ways, rewarding beyond my hopes.

While I look forward to retirement, I will certainly miss being part of GSETA. And, of course, if I can be of any assistance to ensure a smooth transition, please let me know.

Sincerely,

A handwritten signature in blue ink, appearing to read "Larry", with a stylized flourish underneath.

Garden State Employment and Training Association, Inc.

Statement of Activity

July 1 - September 6, 2023

	TOTAL
Revenue	
GSETA Annual Conference 2022	
2022 Conference Registration	275.00
Total GSETA Annual Conference 2022	275.00
Sales	110,350.00
Total Revenue	\$110,625.00
GROSS PROFIT	\$110,625.00
Expenditures	
Consulting	18,380.02
GSETA Conference	-24,478.00
Promotional	9,212.65
Total GSETA Conference	-15,265.35
Insurance	429.00
Legal & Professional Services	53.30
Website Maintenance	1,817.50
Total Legal & Professional Services	1,870.80
Meeting Expense	1,034.98
Office/General Administrative Expenses	
Dues, Subscriptions & Memberships	883.00
Total Office/General Administrative Expenses	883.00
Reimbursable Expenses	75.01
Total Expenditures	\$7,407.46
NET OPERATING REVENUE	\$103,217.54
NET REVENUE	\$103,217.54

Garden State Employment and Training Association, Inc.

Statement of Financial Position

As of August 7, 2023

		TOTAL
ASSETS		
Current Assets		
Bank Accounts		
Main Operating Account		378,527.82
Total Bank Accounts		\$378,527.82
Accounts Receivable		
Accounts Receivable (A/R)		226,708.00
Total Accounts Receivable		\$226,708.00
Total Current Assets		\$605,235.82
TOTAL ASSETS		\$605,235.82
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		315,023.74
Net Revenue		33,267.93
Total Equity		\$505,235.82
TOTAL LIABILITIES AND EQUITY		\$605,235.82

Garden State Employment and Training Association, Inc.

A/R Aging Detail

As of September 6, 2023

DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
91 or more days past due						
08/04/2021	Pledge	1071	Essex County Division of Training & Employment	09/03/2021	700.00	700.00
08/05/2021	Pledge	1076	HC JC Workforce Development Board	09/04/2021	700.00	700.00
10/01/2021	Pledge	1103	Mercer County Workforce Development Board	10/31/2021	158.00	158.00
11/10/2021	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
08/02/2022	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
09/30/2022	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	1555	Karen Gaylord	11/03/2022	275.00	275.00
10/12/2022	Pledge	1594	HC JC Workforce Development Board	11/11/2022	275.00	275.00
10/20/2022	Pledge	1608	Newark Workforce Development Board	11/19/2022	550.00	550.00
11/04/2022	Pledge	1618	Mercer County Workforce Development Board	12/04/2022	3,651.00	3,651.00
11/04/2022	Pledge	1617	HC JC Workforce Development Board	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 Deflippo	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
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	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	HC JC Workforce Development Board	06/03/2023	7,710.00	7,710.00
05/04/2023	Pledge	1689	Passaic County Workforce Development Center	06/03/2023	7,844.00	7,844.00
05/04/2023	Pledge	1686	Newark Workforce Development Board	06/03/2023	8,418.00	8,418.00
Total for 91 or more days past due					\$92,913.00	\$92,913.00
61 - 90 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	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	1699	Leaders For Life NJ	06/30/2023	1,200.00	1,200.00
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

Garden State Employment and Training Association, Inc.

A/R Aging Detail

As of September 6, 2023

DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
Total for 61 - 90 days past due					\$64,330.00	\$64,330.00
31 - 60 days past due						
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
06/21/2023	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	2,400.00	2,400.00
06/26/2023	Pledge	1739	Danielle Bryant	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	1733	Union County Workforce Development Board	07/26/2023	3,000.00	3,000.00
06/29/2023	Pledge	1744	Camden County One-Stop Career Center	07/29/2023	700.00	700.00
06/30/2023	Pledge	1747	Newark Emergency Services	07/30/2023	4,200.00	4,200.00
07/17/2023	Pledge	1723	Greater Raritan Workforce Development Board	07/31/2023	1,400.00	1,400.00
07/06/2023	Pledge	1751	Bergen County Workforce Development Board	08/05/2023	1,400.00	1,400.00
Total for 31 - 60 days past due					\$23,800.00	\$23,800.00
1 - 30 days past due						
07/12/2023	Pledge	1754	Denise Givens	08/11/2023	4,700.00	4,700.00
07/24/2023	Pledge	1766	Cape May County Division of Workforce Development	08/23/2023	470.00	470.00
07/24/2023	Pledge	1765	Joan Desmarais	08/23/2023	600.00	600.00
07/24/2023	Pledge	1769	Middlesex County Workforce Development Board	08/23/2023	600.00	600.00
07/24/2023	Pledge	1772	Mercer County Workforce Development Board	08/23/2023	600.00	600.00
07/24/2023	Pledge	1770	Camden County WDB	08/23/2023	1,070.00	1,070.00
07/24/2023	Pledge	1771	Blessed Ministries	08/23/2023	1,200.00	1,200.00
07/24/2023	Pledge	1775	Hudson County c/o NJDOL	08/23/2023	1,400.00	1,400.00
07/24/2023	Pledge	1764	Lucille Rivera	08/23/2023	6,600.00	6,600.00
08/01/2023	Pledge	1776	Denise Givens	08/31/2023	2,820.00	2,820.00
08/03/2023	Pledge	1777	Mental Health Association of NJ	09/02/2023	478.00	478.00
Total for 1 - 30 days past due					\$20,538.00	\$20,538.00
Current						
08/14/2023	Pledge	1790	Burlington County Workforce Development Board	09/13/2023	470.00	470.00
08/14/2023	Pledge	1780	Atlantic Cape Community College	09/13/2023	600.00	600.00
08/14/2023	Pledge	1781	Ocean County Dept. of Human Services	09/13/2023	600.00	600.00
08/14/2023	Pledge	1782	Maureen Ochse	09/13/2023	600.00	600.00
08/14/2023	Pledge	1784	Lunch Break	09/13/2023	600.00	600.00
08/14/2023	Pledge	1785	Rutgers University	09/13/2023	600.00	600.00
08/14/2023	Pledge	1786	Lucille Rivera	09/13/2023	600.00	600.00
08/14/2023	Pledge	1787	Dun & Bradstreet	09/13/2023	600.00	600.00
08/14/2023	Pledge	1789	Mental Health Association of NJ	09/13/2023	600.00	600.00
08/14/2023	Pledge	1779	Equus Workforce Solutions	09/13/2023	1,200.00	1,200.00
08/14/2023	Pledge	1783	Greater Raritan Workforce Development Board	09/13/2023	1,200.00	1,200.00
08/14/2023	Pledge	1791	Cape May County Division of Workforce Development	09/13/2023	3,290.00	3,290.00
08/14/2023	Pledge	1792	Davidene Alpart	09/13/2023	6,600.00	6,600.00
08/14/2023	Pledge	1788	Cumberland County Workforce Development Board	09/13/2023	7,200.00	7,200.00
08/18/2023	Pledge	1793	City of Newark One Stop	09/17/2023	275.00	125.00
08/18/2023	Pledge	1794	Shanya Webb Jules	09/17/2023	700.00	700.00
08/23/2023	Pledge	1803	Michael Goonan	09/22/2023	470.00	470.00
08/23/2023	Pledge	1800	Camden County One-Stop Career Center	09/22/2023	600.00	600.00
08/23/2023	Pledge	1798	Burlington County Workforce Development Board	09/22/2023	1,200.00	1,200.00
08/23/2023	Pledge	1806	Pathstone Corporation	09/22/2023	1,200.00	1,200.00
08/23/2023	Pledge	1801	Hunterdon E.S.C.	09/22/2023	1,800.00	1,800.00
08/23/2023	Pledge	1802	Mercer County Workforce Development Board	09/22/2023	1,800.00	1,800.00
08/23/2023	Pledge	1799	Trenton Soup Kitchen	09/22/2023	2,400.00	2,400.00
08/23/2023	Pledge	1805	Aspire Youth Development	09/22/2023	3,000.00	3,000.00
08/23/2023	Pledge	1804	NJ Community College Consortium	09/22/2023	12,340.00	12,340.00

Garden State Employment and Training Association, Inc.

A/R Aging Detail

As of September 6, 2023

DATE	TRANSACTION TYPE	NUM	CUSTOMER	DUE DATE	AMOUNT	OPEN BALANCE
08/24/2023	Pledge	1807	Hudson County Schools of Technology	09/23/2023	700.00	700.00
08/28/2023	Pledge	1810	Ocean Community College	09/27/2023	600.00	600.00
08/28/2023	Pledge	1815	Middlesex County Workforce Development Board	09/27/2023	600.00	600.00
08/28/2023	Pledge	1816	Burlington County Workforce Development Board	09/27/2023	600.00	600.00
08/28/2023	Pledge	1811	Carol Polack	09/27/2023	1,200.00	1,200.00
08/28/2023	Pledge	1812	Ocean Community College	09/27/2023	1,200.00	1,200.00
08/28/2023	Pledge	1814	Mercer County Workforce Development Board	09/27/2023	1,200.00	1,200.00
08/28/2023	Pledge	1809	Ocean Community College	09/27/2023	2,400.00	2,400.00
08/28/2023	Pledge	1813	Union College of Union County, New Jersey	09/27/2023	2,400.00	2,400.00
08/28/2023	Pledge	1808	Denise Givens	09/27/2023	7,050.00	7,050.00
08/31/2023	Pledge	1817	Dara Harkay	09/30/2023	600.00	600.00
08/31/2023	Pledge	1818	Mercer County Workforce Development Board	09/30/2023	600.00	600.00
08/31/2023	Pledge	1819	Cheryl Neas	09/30/2023	600.00	600.00
08/31/2023	Pledge	1820	Paula DeRosa	09/30/2023	600.00	600.00
08/31/2023	Pledge	1821	New Brunswick Public School	09/30/2023	600.00	600.00
08/31/2023	Pledge	1822	Mercer County Board of Social Services	09/30/2023	600.00	600.00
08/31/2023	Pledge	1823	Union County American Job Center	09/30/2023	1,800.00	1,800.00
Total for Current					\$73,895.00	\$73,745.00
TOTAL					\$275,476.00	\$275,326.00

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

August 2023

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
Ordinary Revenue/Expenditures								
Revenue								
GSETA Annual Conference 2022								
2022 Conference Registration								
08/18/2023	Pledge	1793	City of Newark One Stop	Conference	39th ANNUAL GSETA CONFERENCE: Towanna Campbell	Accounts Receivable (A/R)	275.00	275.00
Total for 2022 Conference Registration							\$275.00	
Total for GSETA Annual Conference 2022							\$275.00	
Sales								
08/01/2023	Pledge	1776	Denise Givens	Conference	2023 Conference Registration for: Whitney Baylor, Hugh Bailey, Nicole Ruiz, Chalare Baykal-Allen, Meghan Bower, Tonya Watkins	Accounts Receivable (A/R)	2,820.00	2,820.00
08/03/2023	Pledge	1777	Mental Health Association of NJ	Conference	2023 Conference Speaker Registration for: Krista Klie	Accounts Receivable (A/R)	300.00	3,120.00
08/14/2023	Pledge	1788	Cumberland County Workforce Development Board	Conference	2023 Conference Registration for: Jamie Gomez, Adriana Alvarado, Amanda Barnes, Anthony Scott, Ivonne Walker, Christy DiLeonardo, Jaylynn Canseco, Brenda Todd, Patti Gilmore, Essie Allen, Aida Torres, Kate Speck	Accounts Receivable (A/R)	7,200.00	10,320.00
08/14/2023	Pledge	1791	Cape May County Division of Workforce Development	Conference	2023 Conference Registration for: Donna Groome, Roberta Taylor, Thomas Halligan, Angela Bostic, Jocelyn McNear, Missy Hays Krysta Hickman (hotel stay not included)	Accounts Receivable (A/R)	3,290.00	13,610.00
08/14/2023	Pledge	1787	Dun & Bradstreet	Conference	2023 Conference Registration for: Michelle Scagliotti	Accounts Receivable (A/R)	600.00	14,210.00
08/14/2023	Pledge	1786	Lucille Rivera	Conference	2023 Conference Registration for: Donald Miragliotta	Accounts Receivable (A/R)	600.00	14,810.00
08/14/2023	Pledge	1783	Greater Raritan Workforce Development Board	Conference	2023 Conference Registration for: Jeanne Cassano & Paul Grzella	Accounts Receivable (A/R)	1,200.00	16,010.00
08/14/2023	Pledge	1792	Davidene Alpart	Conference	2023 Conference Registration for: Davidene Alpart, Sofia Comas-Phillips, Jose Lopez, Monica Galas, Jack Caltabiano, Hossam Mohamed, Reginnia Bethune, Christina Torres, Stephen Aggi, Priscilla Wade, & Ysebel Jorgesen	Accounts Receivable (A/R)	6,600.00	22,610.00
08/14/2023	Pledge	1780	Atlantic Cape Community College	Conference	2023 Conference Registration for: Barbara Kozek	Accounts Receivable (A/R)	600.00	23,210.00
08/14/2023	Pledge	1785	Rutgers University	Conference	2023 Conference Registration for: Meeta Desai	Accounts Receivable (A/R)	600.00	23,810.00
08/14/2023	Pledge	1789	Mental Health Association of NJ	Conference	2023 Conference Registration for: Angela Dinicola-Beeh (hotel stay 10/18 included)	Accounts Receivable (A/R)	600.00	24,410.00
08/14/2023	Pledge	1782	Maureen Ochse	Conference	2023 Conference Registration for: Maureen Osche	Accounts Receivable (A/R)	600.00	25,010.00
08/14/2023	Pledge	1781	Ocean County Dept. of Human Services	Conference	2023 Conference Registration for: Cheryl Meyer	Accounts Receivable (A/R)	600.00	25,610.00
08/14/2023	Pledge	1790	Burlington County Workforce Development Board	Conference	2023 Conference Registration for: Kelly West (hotel not included)	Accounts Receivable (A/R)	470.00	26,080.00
08/14/2023	Pledge	1784	Lunch Break	Conference	2023 Conference Registration for: Kevin McGee	Accounts Receivable (A/R)	600.00	26,680.00
08/14/2023	Pledge	1779	Equus Workforce Solutions	Conference	2023 Conference Registration for: Michael Salazar & William Holt	Accounts Receivable (A/R)	1,200.00	27,880.00
08/18/2023	Pledge	1794	Shanya Webb Jules	General	Membership dues for Chris Peake	Accounts Receivable (A/R)	700.00	28,580.00
08/23/2023	Pledge	1804	NJ Community College Consortium	Conference	2023 Conference Registration for: Carol McCormick & Catherine Starghill (no hotel stay included)	Accounts Receivable (A/R)	940.00	29,520.00
08/23/2023	Pledge	1801	Hunterdon E.S.C.	Conference	2023 Conference Registration for: Maria Marnell, Lisa Visco, Robin Pulsinelle	Accounts Receivable (A/R)	1,800.00	31,320.00
08/23/2023	Pledge	1806	Pathstone Corporation	Conference	2023 Conference Registration for: Daryl Thomas, & Carla Goldsboro	Accounts Receivable (A/R)	1,200.00	32,520.00
08/23/2023	Pledge	1800	Camden County One-Stop Career Center	Conference	2023 Conference Registration for: Lynn Martin	Accounts Receivable (A/R)	600.00	33,120.00
08/23/2023	Pledge	1805	Aspire Youth Development	Conference	2023 Conference Registration for: Shana Jarvis, Anthony Johnson, Payton Mohamed, Durrell Marsh, Erin Minero	Accounts Receivable (A/R)	3,000.00	36,120.00
08/23/2023	Pledge	1802	Mercer County Workforce Development Board	Conference	2023 Conference Registration for: Marrietta Mason-Leonard, Cynthia Grier, RObert Copeland	Accounts Receivable (A/R)	1,800.00	37,920.00
08/23/2023	Pledge	1799	Trenton Soup Kitchen	Conference	2023 Conference Registration for: Calmia Hart, Paul Jensen, Sean Ford, Carolyn Burke	Accounts Receivable (A/R)	2,400.00	40,320.00
08/23/2023	Pledge	1798	Burlington County Workforce Development Board	Conference	2023 Conference Registration for: Rob Wells and Barbara Weir	Accounts Receivable (A/R)	1,200.00	41,520.00
08/23/2023	Pledge	1803	Michael Goonan	Conference	2023 Conference Registration for: Michael Goonan	Accounts Receivable (A/R)	470.00	41,990.00
08/23/2023	Pledge	1804	NJ Community College Consortium	Conference	2023 Conference Registration for: Tamara Vaughn, Chris Carrol, Alexandra Hoffman, Ramon D'Aguilar, Jessica Mulkeym Aileen Flanagan, Virginia Biase, Renee Griggs, Aubrey Flanagan, Cindy Phillips, Allen Magid, Stacy Hunt, Vicky Hoskins, Lisa Hiscano, Dawn Smith, Kaina Hanna, Laura Riano, Gonzalo Perez, Angela Androla	Accounts Receivable (A/R)	11,400.00	53,390.00
08/24/2023	Pledge	1807	Hudson County Schools of Technology	General	2023-24 Membership dues for Keri Sullivan	Accounts Receivable (A/R)	700.00	54,090.00
08/28/2023	Pledge	1813	Union College of Union County, New Jersey	Conference	2023 Conference Registration for: Marlene Loff, Jackie Zdziarski, Maritza Batista, & Rocio Morales	Accounts Receivable	2,400.00	56,490.00

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

August 2023

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
08/28/2023	Pledge	1808	Denise Givens	Conference	2023 Conference Registration for: 15 new registrations	(A/R) Accounts Receivable	7,050.00	63,540.00
08/28/2023	Pledge	1812	Ocean Community College	Conference	2023 Conference Registration for: Kaitlin Everett & Gina Opauski	(A/R) Accounts Receivable	1,200.00	64,740.00
08/28/2023	Pledge	1815	Middlesex County Workforce Development Board	Conference	2023 Conference Registration for: Joanie Coffaro	(A/R) Accounts Receivable	600.00	65,340.00
08/28/2023	Pledge	1816	Burlington County Workforce Development Board	Conference	2023 Conference Registration for: Martin Nook	(A/R) Accounts Receivable	600.00	65,940.00
08/28/2023	Pledge	1809	Ocean Community College	Conference	2023 Conference Registration for: Claudia Ahle, Laura Dunn, Jarrett Van Ollefen, & Raquel Olivo	(A/R) Accounts Receivable	2,400.00	68,340.00
08/28/2023	Pledge	1810	Ocean Community College	Conference	2023 Conference Registration for: Allyson McNamee	(A/R) Accounts Receivable	600.00	68,940.00
08/28/2023	Pledge	1814	Mercer County Workforce Development Board	Conference	2023 Conference Registration for: Virgen Velez, & Frank Stillitano	(A/R) Accounts Receivable	1,200.00	70,140.00
08/28/2023	Pledge	1811	Carol Polack	Conference	2023 Conference Registration for: Carol Polak & Denise Friedland	(A/R) Accounts Receivable	1,200.00	71,340.00
08/31/2023	Pledge	1822	Mercer County Board of Social Services	Conference	2023 Conference Registration for: Margaret Lewallen	(A/R) Accounts Receivable	600.00	71,940.00
08/31/2023	Pledge	1819	Cheryl Neas	Conference	2023 Conference Registration for: Cheryl Neas	(A/R) Accounts Receivable	600.00	72,540.00
08/31/2023	Pledge	1820	Paula DeRosa	Conference	2023 Conference Registration for: MAria Alleva	(A/R) Accounts Receivable	600.00	73,140.00
08/31/2023	Pledge	1817	Dara Harkay	Conference	2023 Conference Registration for: Dara Harkay	(A/R) Accounts Receivable	600.00	73,740.00
08/31/2023	Pledge	1821	New Brunswick Public School	Conference	2023 Conference Registration for: Ushindi Lewis	(A/R) Accounts Receivable	600.00	74,340.00
08/31/2023	Pledge	1823	Union County American Job Center	Conference	2023 Conference Registration for: Nasrene Mondol, Lillian Roman, & Christina DeLaGuardia	(A/R) Accounts Receivable	1,800.00	76,140.00
08/31/2023	Pledge	1818	Mercer County Workforce Development Board	Conference	2023 Conference Registration for: Anita Pollack	(A/R) Accounts Receivable	600.00	76,740.00
Total for Sales							\$76,740.00	
Total for Revenue							\$77,015.00	
Expenditures								
Consulting								
08/16/2023	Bill	Jul-Aug 2023	Samantha Pfeiffer	General	Consulting Services for 7/24/23 to 8/18/23 and reimbursement for postage and meeting expenses	Accounts Payable (A/P)	4,828.40	4,828.40
Total for Consulting							\$4,828.40	
GSETA Conference								
08/01/2023	Pledge	1670	Lincoln Tech	Conference	Conference Sponsorship	Accounts Receivable (A/R)	-2,500.00	-2,500.00
08/03/2023	Pledge	1777	Mental Health Association of NJ	Conference	Conference Hotel room accommodations for Krista Klie check in 10/17, check out 10/19	Accounts Receivable (A/R)	-178.00	-2,678.00
08/07/2023	Pledge	1778	Data Recognition Corp	Conference	Conference Sponsorship	Accounts Receivable (A/R)	-1,500.00	-4,178.00
08/18/2023	Pledge	1796	Allegheny Educational Systems	Conference	Conference Sponsorship (\$1500) and additional registration (\$300)	Accounts Receivable (A/R)	-1,800.00	-5,978.00
08/18/2023	Pledge	1797	Rutgers, The State University of NJ	Conference	Conference Sponsorship	Accounts Receivable (A/R)	-1,500.00	-7,478.00
08/18/2023	Pledge	1795	Parisian Beauty Academy	Conference	Conference Sponsorship	Accounts Receivable (A/R)	-500.00	-7,978.00
Total for GSETA Conference							\$ - 7,978.00	
Legal & Professional Services								
Website Maintenance								
08/16/2023	Bill	2188	Bayshore Solutions/Spinutech, LLC	General	GSETA Website Hosting August 2023	Accounts Payable (A/P)	119.00	119.00
Total for Website Maintenance							\$119.00	
Total for Legal & Professional Services							\$119.00	
Meeting Expense								
08/09/2023	Bill	392600185	Gourmet Dining Services	General	GSETA Retreat Lunch 8/2/23	Accounts Payable (A/P)	319.95	319.95
08/09/2023	Bill	8/9/23	Kevin J Kurdziel	General	Reimbursement for breakfast and lunch items (Bagel World and Costco)	Accounts Payable (A/P)	165.03	484.98
Total for Meeting Expense							\$484.98	
Office/General Administrative Expenses								
Dues, Subscriptions & Memberships								
08/09/2023	Bill	102	Allison Spinelli	General	Reimbursement for Standard Drop Box for July and August 2023 at \$54 each	Accounts Payable	108.00	108.00

Garden State Employment and Training Association, Inc.

Statement of Activity Detail
August 2023

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
						(A/P)		
Total for Dues, Subscriptions & Memberships							\$108.00	
Total for Office/General Administrative Expenses							\$108.00	
Reimbursable Expenses								
08/14/2023	Bill	8/3/23	Lawrence Sternbach	General	Reimburse member for breakfast expenses for retreat	Accounts Payable (A/P)	75.01	75.01
Total for Reimbursable Expenses							\$75.01	
Total for Expenditures							\$ -	
							2,362.61	
Net Revenue							\$79,377.61	



QRA Analyses: Service in Quarter

Adult and Dislocated Worker

- ▶ Applies to any active Adult or DW **NOT** in Occupational Training
- ▶ Is accomplished by taking a basic or career service activity
- ▶ NJ is currently over 99% for both Adult and DW

Great Job!

Youth

Measure	Target	09/30/2022	12/31/2022	03/31/2023	06/30/2023		
		%	%	%	%	Numerator	Denominator
Employment Related to Train	50% - 90%	100.0%	100.0%	100.0%	100.0%	207	207
Training Completion	80.0%	64.3%	62.5%	66.1%	72.2%	226	313
Employment Occupational C	35.0%	1.0%	0.6%	0.3%	0.0%	0	657
At Least One Youth Barrier R	95.0%	95.2%	95.2%	95.4%	97.2%	1350	1389
Non-Youth Training Types	95.0%	98.7%	99.0%	98.6%	99.0%	306	309
Program Entry Alignment	99.0%	99.4%	99.1%	98.8%	98.3%	1365	1389
Program Exit Alignment	95.0%	98.6%	98.6%	97.2%	97.6%	1311	1343
Service in Current Quarter	95.0%	19.4%	47.3%	52.4%	56.6%	835	1476
Youth Service in Current Qua	95.0%	28.6%	41.1%	44.8%	48.1%	385	800
Record Add	98.0%	99.7%	93.4%	97.0%	96.2%	4264	4433
Record Drop	98.0%	99.9%	99.2%	99.5%	99.3%	4010	4040



Table 7: Overview of Core Service Types (Program Elements) for Youth Participants

Program Element	Service Seeker Type (SST)	Service Entry
Tutoring, study skills, and dropout prevention	140 – Tutoring Study Skills Training, Drop Out Prevention Strategies (Youth Only)	Same-day or Multi-day Service
Alternative secondary school services or dropout recovery services	104 - Alternative Secondary School Services (Youth Only)	Multi-day Service
Paid and unpaid work experience	144 - Job Shadowing 120 - Summer-Related Employment Opportunities 113 - Internships 253 - Pre-Apprenticeship Program - Work Experience (Youth Only) 135 - On the Job Training (OJT) 143 - Work Experience Opportunity (Youth Only)	Same-day or Multi-day Service
Occupational Skills Training	134 - Occupational Skills Training	Multi-day Service
Education offered concurrently with and in the same context as workforce preparation activities and training	281 - Education with Workforce Preparation - Contextualized Instruction (Youth Only)	Same-day or Multi-day Service
Leadership development	115 - Leadership Development Opportunities (Youth Only)	Same-day or Multi-day Service
Supportive services ⁹	122 - Supportive Services – Housing 123 - Supportive Services - Child Care 124 - Supportive Services - Dependent Care 125 - Supportive Services – Transportation 300 - Supportive Services (Other) 118 - Needs Related Payments	Same-day or Multi-day Service
Adult mentoring for at least 12 months ⁹	41 – Mentoring	Same-day Service
Follow-up services	110 – Follow Up	Same-day Service
Comprehensive guidance and counseling	109 - Comprehensive Guidance and Counseling (Youth Only) 330 – Career Guidance	Same-day or Multi-day Service
Financial Literacy Education ⁹	277 - Received Financial Literacy Services	Same-day or Multi-day Service

Youth must have one of the program elements (excluding Follow-up) each quarter

Missing Youth Service in Quarter

- ▶ Causes completion of Youth Services to be filled in on the PIRL (DOL-only) ([P1416](#))
- ▶ The system then fills in School Status at exit
- ▶ Raises Exiting concerns!

Conclusion

- ▶ Every Adult or Dislocated Worker not in Training should have at least one LX enrolling activity each quarter or be exited.
- ▶ Each Youth, even though they are in a contracted program, should have at least one of thirteen program elements entered each quarter. Note: Program Element 10 Comprehensive Guidance and Counseling should only be used for intensive counseling like drug/alcohol, mental health etc., not case management (see [TEGL 9-22](#))

Best Practice(s)

- ▶ What methods can we use to ensure quarterly funded services for youth?

Questions



U.S. DEPARTMENT OF LABOR
CROSS-REGIONAL

YOUTH Roundtable

YES, WIOA CAN!



Discussion & Insights

- ✓ Engaging w/ Gen Z Workforce
- ✓ Youth Mental Health Practices
- ✓ Workforce Growth Opportunities
- ✓ OSHA & Workplace Safety
- ✓ Youth Case Management A-Z
- ✓ Best Practices TA



DATE
October 11-13, 2023



TIME
1:00 PM - 4:30PM EST

Come experience an exciting 3-day interactive roundtable with colleagues across all six regions. We will engage in all things youth workforce with a packed agenda of **CONTENT EXPERTS, PEER SPEAKERS, & WORKSHOPS.**

EVENT LINK & AGENDA COMING SOON!