

# GSETA Meeting Minutes

6/10/24

Virtual via Zoom

Local Area/Contact	Virtual
<b>Atlantic</b>	
Fran Kuhn	X
<b>Bergen</b>	
Denise Friedland (ALT to L. Wolf)	X
Tammy Molinelli	X
Carol Polack (ALT to T. Molinelli)	X
Lynda Wolf	X
<b>Burlington</b>	
Kelly West	X
Barbara Weir	X
<b>Camden</b>	
Jeff Swartz	X
Leslie Williams	X
<b>Cumberland/Salem/Cape May</b>	
Christy DiLeonardo	X
Jamie Gomez	X
Bobbi-Jo Taylor (ALT to J. Gomez)	X
Amy Ronketty	X
<b>Essex County</b>	
Valentina Richardson-Green	X
Josette VanDyke (ALT to J. Odeneye)	X
Howard Weiss	X
<b>Gloucester</b>	
Eileen Gallo (Alt to M. Shirey)	X
Michelle Shirey	X
Allison Spinelli	X
Alisha Thompson (ALT to S. Hart)	X
<b>Greater Raritan</b>	
Paul Grzella	X
Monica Mulligan (ALT to C. Peake)	X
Christopher Peake	X
Fernandel Almonor	X
<b>Hudson</b>	
Deanine Muniz	X
William Holt	X
<b>Mercer County</b>	
Virgen Velez	X
<b>Monmouth</b>	
Yolanda Taylor	X
<b>Morris/Sussex/Warren</b>	
Kelly O'Neill McGuire (Alt to V. Bollhardt)	X
Diane Paz	X
Karen Lauridsen (ALT to D. Paz and B. Rodgers)	X
<b>Newark</b>	
Karen Gaylord	X
Tyreek Rolon	X
<b>Ocean</b>	
Kimberly Clayton (ALT K. Liguori)	X
Kim Liguori	X
Cheryl Meyer	X
Diana Monte	X
<b>Passaic County</b>	
Davidene Alpart	X
<b>Staff</b>	
Samantha Pfeiffer	X

# **GSETA Meeting Minutes**

**6/10/24**

**Virtual via Zoom**

## **Welcome and Introductions**

Fran Kuhn called the meeting to order at 10:02AM and welcomed membership to the June meeting. Fran thanked everyone who nominated and voted for him for GSETA President. He indicated that he is looking forward to the next two years in his role. He reported that GSETA was on solid fiscal ground. One of his main goals is to build internal relationships with membership so that GSEA can best serve and be of value to all its members.

## **Correspondence**

Monica Mulligan reported that there was no correspondence.

## **May 8, 2024 Minutes**

The minutes of the May 8, 2024 GSETA General Membership meeting were presented by Monica Mulligan.

Paul Grzella made a motion to approve the minutes as presented; Jeff Swartz seconded the motion. There were no objections or abstentions. The motion passed.

## **Treasurer's Report**

Allison Spinelli presented the Treasurer's Report. (see attached). Allison explained that the report includes the Statement of Financial Position, which has the account balance; the Accounts Receivable report, which takes into consideration the projected receivables; the Year-to-Date Statement of Activity which reflects the expenses and revenue; the Activity Detail which shows the activity for May only and the A/R Aging reports, which is a summary of all outstanding invoices. Allison indicated that there were still 5 outstanding invoices from the GSETA institute from 2021 and 2022. There are also 3 invoices from 2021 (one) and 2022 (two) conferences. She will have further discussions with the executive committee on how to clear these invoices.

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

## **PY 24 Budget**

Allison Spinelli presented the proposed PY24 GSETA Budget (see attached). She indicated the final numbers will be updated for the bank balance through June 2024.

Yolanda Taylor asked about the GSETA conference profit over the last few years. Samantha Pfeiffer indicated that in 2022 there was about \$150,000 in profit, but that was a virtual conference so there were not the same expenses. The 2023 conference had a net profit of about \$56,000.00. The goal for \$2024 is a profit between \$70,000.00 -\$80,000.00. Tammy Molinelli asked if there was any document that outlines and confirms the use of the 1% -2% training allocation by GSETA. She indicated these funds are federal funds, so GSETA needs to ensure they are being spent in compliance with federal guidelines. Samantha Pfeiffer indicated that this is currently being worked on.

## **Outgoing President's Report**

Kevin Kurdziel was not in attendance to report.

# **GSETA Meeting Minutes**

**6/10/24**

**Virtual via Zoom**

## **Executive Director's Report**

Samantha Pfeiffer provided her Executive Director's Report (see attached).

## **Conference Attendance Review**

Samantha asked that those who attended conferences utilizing the allocation of training funds through GSETA give updates on their experience.

Paul Grzella reported that he attended the PA Workforce Conference in Hershey, PA. He thought the conference had an amazing number of people there and that it was effective. He indicated that Walter, the Director from Prince George's County, was an inspirational speaker. Paul attended a workshop presented by the person who wrote the USDOL TEGl on marketing which was very good. Chris Peake and Sofia Bandeira also attended.

Yolanda Taylor reported that she attended the NAJA (National Association of Job Assistance) conference in Atlanta, Georgia. It was a smaller conference with about 80 – 100 attendees. Walter from Prince George also presented there. Many attendees were retired and current USDOL employees who gave good information on what you can and can't do. It was a no-nonsense conference without a lot of fluff, limited food, but very informative. Pam Shepard also attended.

Samantha Pfeiffer indicated that Antonio Rivera and Meredith Barracato along with Gina and Lisa attended the National Skills Coalition. Nobody was present to report on this conference so Samantha indicated she would get a report.

Howard Weiss reported that he attended NAWDP's conference in San Antonio, TCX. He indicated that the workshops were extremely informative. He attended a few that were presented by Maria Brady who used to work out of USDOL's NY regional Office. She is an expert in performance measures and now also does work in apprenticeships. They had the opportunity to talk to other areas about the career services issues and got some insight and feedback that what Essex County has been saying is accurate. Karen Gaylord reported that this was her first time at this conference, and she was impressed. There were a number of workshops on opportunity youth and programs that support construction and infrastructure. There are billions of federal dollars tied to workforce development with mega projects in the top half of New Jersey that will create 100,000 jobs over 5 years. She indicated it was nice to hear these programs showcased at a national conference. Lynda Wolf reported that she also attended this conference and that it was good to hear what was going on in other parts of the county and was very impactful. Her main takeaway was information from a presentation on the Assistant Director of Performance and Impact who spoke about a dashboard they use to show data. Lyndia mentioned My Journey Colorado and My Journey DC that she is going to explore further. She said that the conference also provided an opportunity for networking. Other attendees Janine Schaeffer, Tammy Molinelli, Kevin Kurdziel, Dana Jordan and Hilda Alonzo as well as a group from Newark.

Jeff Swartz attended the New Jersey Community College Consortium conference held at Bally's. He thought that were good presenters and it was well attended. He learned about a program in Florida called Broward Up that he is going to explore further. There was also a presentation about a community college that is offering training in the field of optics, so Jeff is going to take a closer look at that. Christy DiLeonardo indicated it was a good conference with great networking. She indicated colleges are concerned about a \$20 million cut to community colleges from the state. She was happy to see that NJCCC is now working with NJBIA in developing programs based upon employer need. Christy indicated that it was clear that workforce needs to be at the table developing programming based on data and in concert with industry sectors. Yolanda Taylor also attended this conference.

# **GSETA Meeting Minutes**

**6/10/24**

**Virtual via Zoom**

Samantha let membership know that the GSETA newsletter will list upcoming conferences and they will also be up on the GSETA website so that local areas can see if anyone is able to attend.

Howard Weiss asked if there was any definitive answer from NJDOL on the training allocations for PY24. Samantha indicated that there is no information yet, but that she does know that it will not be mandated. If an area provided training funds to GSETA, they would have to enter into an MOU with GSETA.

**Operations** – No report. Next meeting is scheduled for 7/1/24.

**Executive Committee** – Samantha Pfeiffer reported that this committee met last week and will continue to meet monthly.

**Professional Development** – Samantha Pfeiffer reported that Yolanda Taylor will be taking over as chair of this committee.

**Monitoring** – No report.

**MIS** – No report.

**Youth Committee** – Samantha Pfeiffer reported that Apryl Caldwell (Essex) will remain the chair of this committee.

**Fiscal Meeting** – No report.

**WDB Directors** – Samantha Pfeiffer reported that this committee continues to meet every two weeks.

## **Open Discussion**

None.

## **Adjournment:**

Yolanda Taylor made a motion to adjourn the meeting; Howard Weiss seconded the motion. There were no objections or abstentions. The motion passed. The meeting was adjourned at 11:22 AM.

# Garden State Employment and Training Association, Inc.

## Statement of Activity

July 1, 2023 - June 12, 2024

	TOTAL
Revenue	
GSETA Annual Conference 2022	
2022 Conference Registration	275.00
<b>Total GSETA Annual Conference 2022</b>	<b>275.00</b>
Sales	665,011.91
<b>Total Revenue</b>	<b>\$665,286.91</b>
<b>GROSS PROFIT</b>	<b>\$665,286.91</b>
Expenditures	
Bank Charges & Fees	110.00
Consulting	80,142.88
GSETA Conference	200,416.11
Consulting	1,500.00
Hotel Fees	68,481.79
Promotional	8,863.10
Supplies & Materials	662.52
Workshop Vendor	8,000.00
<b>Total GSETA Conference</b>	<b>287,923.52</b>
GSETA Institute	
Training Vendor	123,850.00
<b>Total GSETA Institute</b>	<b>123,850.00</b>
Insurance	1,558.62
Legal & Professional Services	1,270.70
Audit and Tax Service	5,750.00
Website Maintenance	7,088.50
<b>Total Legal &amp; Professional Services</b>	<b>14,109.20</b>
Meeting Expense	10,828.49
Office/General Administrative Expenses	
Dues, Subscriptions & Memberships	3,385.38
Office Supplies & Software	7,269.85
Postage	13.20
<b>Total Office/General Administrative Expenses</b>	<b>10,668.43</b>
Other Business Expenses	390.20
Printing	30.15
Professional Development	59,800.00
Conferences	29,149.06
<b>Total Professional Development</b>	<b>88,949.06</b>
Reimbursable Expenses	1,638.18
Rent & Lease	833.90
<b>Total Expenditures</b>	<b>\$621,032.63</b>
<b>NET OPERATING REVENUE</b>	<b>\$44,254.28</b>
Other Expenditures	
Other Miscellaneous Expense	211.63

Garden State Employment and Training Association, Inc.

Statement of Activity

July 1, 2023 - June 12, 2024

	TOTAL
Total Other Expenditures	\$211.63
NET OTHER REVENUE	\$ -211.63
NET REVENUE	\$44,042.65

Garden State Employment and Training Association, Inc.								
Statement of Activity Detail								
May 2024								
DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
Ordinary Revenue/Expenditures								
Revenue								
Sales								
05/01/2024	Pledge	1881	Hudson County Schools of Technology	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for Alicia Abraham	Accounts Receivable (A/R)	645.00	645.00
05/01/2024	Pledge	1879	Grant Associates	Conference	2024 Gold Level Sponsorship	Accounts Receivable (A/R)	7,500.00	8,145.00
05/01/2024	Pledge	1880	Hudson County Schools of Technology	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL For Keri SULLivan	Accounts Receivable (A/R)	645.00	8,790.00
05/01/2024	Pledge	1874	Lincoln Tech	Conference	2024 Conference Opening Keynote Sponsorship \$7500: Payment 1 of 3	Accounts Receivable (A/R)	2,500.00	11,290.00
05/02/2024	Pledge	1882	Metrix Learning	Conference	Additional Registration	Accounts Receivable (A/R)	400.00	11,690.00
05/02/2024	Pledge	1882	Metrix Learning	Conference	Conference Sponsorship: Coffee Break Sponsor	Accounts Receivable (A/R)	1,500.00	13,190.00
05/02/2024	Pledge	1882	Metrix Learning	Conference	Credit Card Processing Fees	Accounts Receivable (A/R)	115.71	13,305.71
05/13/2024	Pledge	1884	Mercer County Board of Social Services	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for Carl Rogers, Jodi Mathis, Terrence Gilliam, Vincent Conte, Debra Anderson, Joseph Ryczkowski, Ericka Murray, Christina Primarana, James Cacace	Accounts Receivable (A/R)	5,805.00	19,110.71
05/13/2024	Pledge	1878	Shanya Webb Jules	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL: Jeff Albourn, Sofia Banderia, Jillian Cullen, Teresa Edwards, Nichole Franklin, Jan Goodman, Chris Peake, Shanya Webb-Jules	Accounts Receivable (A/R)	5,160.00	24,270.71
05/13/2024	Pledge	1883	Engage by Cell	Conference	Engage By Cell Sponsorship Invoice for Spot 12. Please note Hotel accommodation is not included in the sponsorship! Email Samantha for hotel accommodation link	Accounts Receivable (A/R)	1,000.00	25,270.71
05/14/2024	Pledge	1903	Ivelisse Ernst	Conference	Credit Card Processing Fees	Accounts Receivable (A/R)	39.28	25,309.99
05/14/2024	Pledge	1903	Ivelisse Ernst	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL	Accounts Receivable (A/R)	645.00	25,954.99
05/16/2024	Pledge	1886	Union County Workforce Development Board	Institute	Payment for Professional Development training partnership between NJDOL, GSETA, and Union County Workforce Development Board as part of the Union County Workforce Development Board Upskilling and Reskilling Strategy.	Accounts Receivable (A/R)	60,000.00	85,954.99
05/16/2024	Pledge	1887	County of Mercer	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for Cordeila Staton	Accounts Receivable (A/R)	645.00	86,599.99
05/16/2024	Pledge	1885	Michael Hensel	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for Kayleigh Johannemann, Bob MacDonald, Michelle Pettey, & Tasheia Grimes	Accounts Receivable (A/R)	2,580.00	89,179.99
05/20/2024	Pledge	1888	Newark Emergency Services	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for Markisha Deville, Anglee Webster, Trisha Jones, Pamela Matthews, & Jeanette Green	Accounts Receivable (A/R)	3,225.00	92,404.99
05/22/2024	Pledge	1889	Shanya Webb Jules	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL registration adjustment for 8 individuals	Accounts Receivable (A/R)	1,096.00	93,500.99
05/29/2024	Pledge	1891	Hudson County Community College	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for Anita Belle	Accounts Receivable (A/R)	645.00	94,145.99
05/30/2024	Pledge	1892	Maureen Ochse	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for Maureen Osche	Accounts Receivable (A/R)	645.00	94,790.99
05/31/2024	Pledge	1894	Jersey Tractor Trailer Training Inc.	Conference	Networking Event Sponsorship Invoice	Accounts Receivable (A/R)	4,000.00	98,790.99
05/31/2024	Pledge	1893	National Career Institute	Conference	Admission for individuals listed for 2024 GSETA Conference: EARLY BIRD SPECIAL for George Blount, Angie Smith, & Christine Awad	Accounts Receivable (A/R)	1,935.00	100,725.99
Total for Sales							\$100,725.99	
Total for Revenue							\$100,725.99	
Expenditures								
Consulting								
05/13/2024	Bill	MAY 2024	Samantha Pfeiffer	Institute	Consulting Services for 4/29/24 to 5/24/24 Institute (38 hours @ \$48)	Accounts Payable (A/P)	1,824.00	1,824.00
05/13/2024	Bill	MAY 2024	Samantha Pfeiffer	General	Consulting Services for 4/29/24 to 5/24/24 General (47 hours @ \$46)	Accounts Payable (A/P)	2,162.00	3,986.00
05/13/2024	Bill	MAY 2024	Samantha Pfeiffer	Conference	Consulting Services for 4/29/24 to 5/24/24 Conference (51 hours @ \$49)	Accounts Payable (A/P)	2,499.00	6,485.00
Total for Consulting							\$6,485.00	
Legal & Professional Services								
Website Maintenance								
05/01/2024	Bill	2528	Bayshore Solutions/Spinutech, LLC	General	GSETA Website Hosting May. 2024 - Invoice 2528	Accounts Payable (A/P)	173.50	173.50
Total for Website Maintenance							\$173.50	
Total for Legal & Professional Services							\$173.50	
Meeting Expense								
05/14/2024	Bill		Kevin J Kurdziel	General	Reimbursement for breakfast items for May 8,2024 membership meeting	Accounts Payable (A/P)	32.44	32.44
Total for Meeting Expense							\$32.44	
Professional Development Conferences								
05/06/2024	Bill	PWDA-1	Sofia Banderia	Institute	Reimbursement for hotel accommodations PWDA Conference	Accounts Payable (A/P)	646.02	646.02
05/06/2024	Bill	PWDA-	P. Grzella	Institute	Reimbursement for hotel accommodations for PWDA Conference	Accounts	215.34	861.36

Garden State Employment and Training Association, Inc.

Statement of Activity Detail

May 2024

DATE	TRANSACTION TYPE	NUM	NAME	CLASS	MEMO/DESCRIPTION	SPLIT	AMOUNT	BALANCE
05/08/2024	Bill	2	PWDA- Chris Peake	Institute	Reimbursement for hotel accommodations for PWDA Conference	Payable (A/P)	353.22	1,214.58
		Accounts						
		Payable (A/P)						
Total for Conferences							\$1,214.58	
Total for Professional Development							\$1,214.58	
Total for Expenditures							\$7,905.52	
Net Ordinary Revenue							\$92,820.47	
Other Revenue/Expenditure								
Other Expenditure								
Other Miscellaneous Expense								
05/03/2024	Bill	May 2024	Fiserv-CloverConnect	Conference	Credit Card Processing Fee	Accounts Payable (A/P)	106.00	106.00
Total for Other Miscellaneous Expense							\$106.00	
Total for Other Expenditure							\$106.00	
Net Other Revenue							\$ -106.00	
Net Revenue							\$92,714.47	



# Garden State Employment and Training Association, Inc.

## A/R Aging Summary

As of June 12, 2024

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Ashton Stripling					300.00	\$300.00
Atlantic Cape Community College	3,870.00					\$3,870.00
Atlantic County Workforce Development Board					19,995.00	\$19,995.00
Camden County WDB	2,629.00					\$2,629.00
Cape May County Division of Workforce Development	2,800.00					\$2,800.00
Charles Wallace					175.00	\$175.00
Christine Gillespie					225.00	\$225.00
Council of Carpenters					300.00	\$300.00
County of Mercer	645.00					\$645.00
CSCMWDB	49.00					\$49.00
Dun & Bradstreet					600.00	\$600.00
Essex County Division of Training & Employment					700.00	\$700.00
Grant Associates		7,500.00				\$7,500.00
HCJC Workforce Development Board					275.00	\$275.00
Hudson County Community College	645.00					\$645.00
Hudson County Schools of Technology		1,290.00			600.00	\$1,890.00
Jacqueline Jetter					470.00	\$470.00
Jeannette Stevens					175.00	\$175.00
Jersey Tractor Trailer Training Inc.	4,000.00					\$4,000.00
Kate Read					79.00	\$79.00
Leaders For Life NJ					1,200.00	\$1,200.00
Lillian Pichardo-Mancheno					175.00	\$175.00
Lori Godorov	5,160.00					\$5,160.00
Maureen Ochse	645.00				875.00	\$1,520.00
Mercer County Workforce Development Board					22,477.15	\$22,477.15
Michelle Deflippo					150.00	\$150.00
National Career Institute	1,935.00					\$1,935.00
NAWDP	1,400.00					\$1,400.00
Newark Emergency Services	3,225.00					\$3,225.00
Newark WORKS					7,200.00	\$7,200.00
Paula Genschow					600.00	\$600.00
Rebecca Clarke					600.00	\$600.00
Samantha Ross					300.00	\$300.00
Sarah Singer-Quast					470.00	\$470.00
Shanya Webb Jules	1,096.00					\$1,096.00
the Work Effect					600.00	\$600.00
Union County Workforce Development Board	60,000.00					\$60,000.00
Welsey Jones					300.00	\$300.00
<b>TOTAL</b>	<b>\$88,099.00</b>	<b>\$8,790.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$58,841.15</b>	<b>\$155,730.15</b>

**GARDEN STATE EMPLOYMENT AND TRAINING ASSOCIATION****ANNUAL BUDGET****FOR THE PERIOD OF JULY 1, 2024 TO JUNE 30, 2025**

Bank Balance 3/29/24	\$	365,145.18
Uncleared transactions 6/30/23	\$	(109,876.38)
Revised Available Balance	\$	255,268.80

<b>Projected Income</b>		
<b>Carry Forward</b>		
GSETA Membership Dues (\$950 x 60 )	\$	57,000.00
Conference Income Registration	\$	400,000.00
Conference Sponsorships	\$	50,000.00
GSETA Institute	\$	-
<b>Total Projected Income</b>	<b>\$</b>	<b>507,000.00</b>

<b>Projected Available Funds</b>		<b>\$</b>	<b>762,268.80</b>
<b>Budgeted Expenses</b>			
Professional Services (Contracted Staff)	\$	80,000.00	
Bank Fees	\$	100.00	
Annual Conference	\$	347,000.00	
Institute		\$0.00	
Insurance	\$	3,550.00	
Audit and Tax Filing Fees	\$	20,000.00	
Website Hosting & Web Support	\$	8,000.00	
Meeting Expenses - Food & Space (in-person mtgs)	\$	2,000.00	
Pre-Conference Membership Dinner	\$	10,000.00	
Quickbooks (\$90 x 12)	\$	1,080.00	
Constant Contact (\$81 X 12)	\$	972.00	
Zoom Account (Webinar Annual License) 3 licenses)	\$	450.00	
Drop Box Licenses (\$56 x 12)	\$	672.00	
Adobe (\$13.85 x 12)	\$	166.20	
Memberships	\$	1,500.00	
Postage	\$	200.00	
Corporate Annual Filing Fee	\$	33.00	
Charity Registration Fee	\$	30.00	
Supplies	\$	300.00	
Legal Services	\$	2,000.00	
Credit Card Membership Fee	\$	195.00	
Donations	\$	1,000.00	
Prime Storage (\$84 x 12)	\$	1,008.00	
Conferences	\$	4,000.00	
Professional Development	\$	25,000.00	
Annual Planning Retreat	\$	20,000.00	
Advocacy	\$	3,000.00	
Other Miscellaneous	\$	100.00	
<b>Total Expenses</b>			
		<b>\$</b>	<b>532,356.20</b>
<b>Projected Fund Balance</b>			
		<b>\$</b>	<b>229,912.60</b>

**2024 Conference Budget**

Ocean 2024 Proposed \$695

October 23-24, 2024

<b>Revenue</b>	Registration No Hotel (50 x \$585)	\$	29,250.00
	Registration With Hotel (250 x \$695)	\$	173,750.00
	Early Bird Registration by 7/1 (\$650)	\$	97,500.00
	NJDOL Registration (175 x \$585)	\$	102,375.00
	Sponsorship (achieved/goal)	\$	50,000.00
	<b>Total Revenue</b>	<b>\$</b>	<b>452,875.00</b>

**Expenses**

	Consulting (S. Pfeiffer)	\$	36,000.00
	Hotel room for attendees	\$	65,000.00
	Audio/Visual	\$	62,000.00
	Food & Beverage (total)	\$	135,950.00
	Hotel Misc		
	Awards	\$	500.00
	Honorariums: Speakers	\$	15,000.00
	Honorariums: Youth	\$	1,500.00
	Photographer	\$	1,500.00
	Conference App (R@H)	\$	5,800.00
	Credit Card Processor	\$	2,000.00
	GSETA Merch	\$	10,000.00
	Sponsored Merch	\$	8,000.00
	Decorations	\$	600.00
	Misc	\$	1,000.00
	Additional Labor Charges		
	Drayage (Vista)	\$	10,000.00
	Lanyard restock	\$	500.00
	Michgian Digital (Event Recording)	\$	27,500.00
	<b>Total Expenses</b>	<b>\$</b>	<b>382,850.00</b>
	<b>Anticipated Profit</b>	<b>\$</b>	<b>70,025.00</b>

# Exec. Director Report





# GSETA Institute



# Program year 2023

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- **All** local areas participated in the GSETA Institute programs
- 75 members enrolled in orientation program
- 50 people started linked in learning
- 20 employees started their journey in Workforce180
- 120 individuals enrolled in CWDP, with another 50 waiting to begin!
- Over 40 per session for Wellness Wednesdays since January with MHANJ
- Sent 15 people to over 6 conferences since March, and have more scheduled for remainder of the year!
- All flyers are on the website, Professional Development page for reference



# Proposed Program Year 2024

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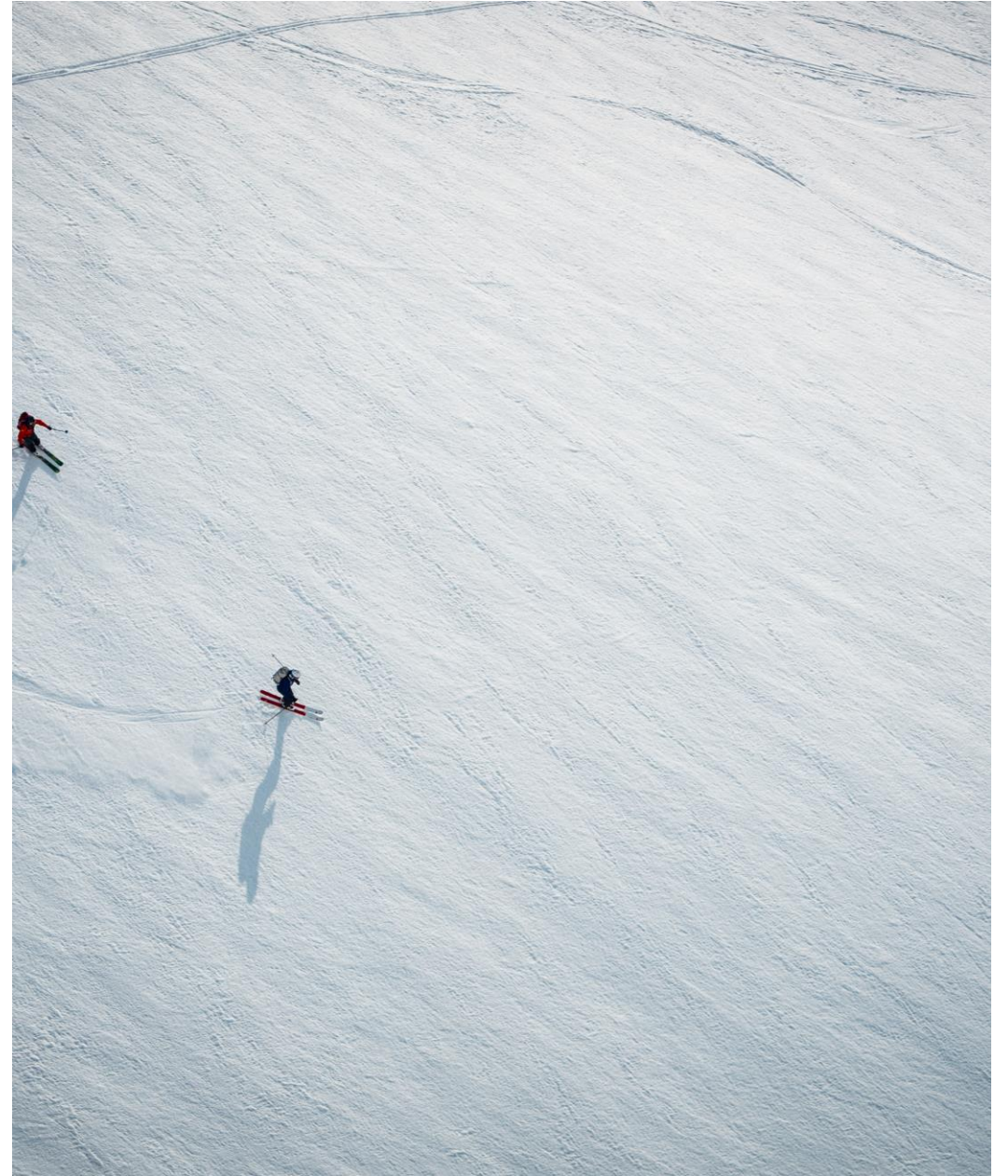
- All Free programs will be offered to everyone.
- Orientation program, NEW Management Program Through Metrix learning, potential fiscal programming
- Still have 30 spots available for Workforce180 subscriptions
- Certified CWDP will be offered to those interested. Must have 1 year of experience to be eligible
- Wellness Wednesdays through MHANJ will continue (1 monthly during summer and then twice a month starting September)
- Out of state conferences are still open for those with allocation funding remaining.
- All flyers are on the website, Professional Development page for reference.





# GSETA Conference

OCTOBER 23-24





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	Tuesday October 22, 2024	
	Registration opens at 4-6pm, Registration Desk	
	NJCCC & GSETA Pre-Conference Reception 5-6pm	
	Membership Dinner: Top Golf 6:30-8:30 pm, Food and Beverages	

Wednesday October 23, 2024

Check in at Registration Booth: 8-10 am, Coffee/Tea and Small Breakfast 8-9. Exhibitor Meet & Greet 8-11am Hallway

10/23/2023 9:00-10:00am	Health is Wealth: Maintaining Health is your most valuable Asset	Setting Excellence as Standard in Customer Service!	Active Shooter Prevention and Response	Preventing & Addressing Burnout	Finding the Hidden Job Market	Level up your business by Ditching Diet Culture	State Plan Review NJDOL/SETC	Human Centered Strategic Planning	Innovative partnerships for clean energy workforce development	Unraveling WIOA Reauthorization: Insights and Implications for Workforce Development
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Exhibitor Meet & Greet (Cont.) 10-11am											
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Opening Remarks In Ovation Hall, Awards & Lunch 11:00am-1:00pm									
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10/23/2024 1:30-2:30	Social Impact Through Education, Employment, & Entrepreneurship (Ren)		Fill the Pipeline: Be Relevant with young Workforce		Yeah Yea... I know I need goals.. Now What? (Dan)	What to Expect when expecting a CCR USDOL				
Coffee Break	Ocean A-D		Coffee Break		Coffee Break A-D					
	Technology for Workforce Professionals - Ideal's Center for Social Impact Partner Network Management with ATLAS Technology (ren)	1:30-3:30: I.N.S.I.G.H.T. (Identifying, Notifying and Solving Inside of Grief, Hurt & trauma	Stressed out, burnt out and ready to call it quits: How to support yourself & your team in managing work-life stressors	1:30-3:30: Policies and best practices from NJDOL/Directors (open discussion/round table)	Stop Waiting - Help your team A.C.H.I.E.V.E. Now! (dan)	Co-Enrollment Program Design: USDOL/NJDOL	1:30-3:30: Workplace Wellness & Emotional Resilience through Poetry	1:30-3:30: Choose to be Super: How Wearing a C.A.P.E. makes you a Hero	1:30-3:30: Evidence-Based Techniques to Guide Conversations and Change	1:30-3:30: The HR Perspective: Benefits of Inclusion in the workplace
10/23/2024 3-4pm		Coffee Break		Coffee Break					Coffee Break A-D	

Networking Event 5-7pm, Ovation Hall, light Refreshments and Hors D'ourves

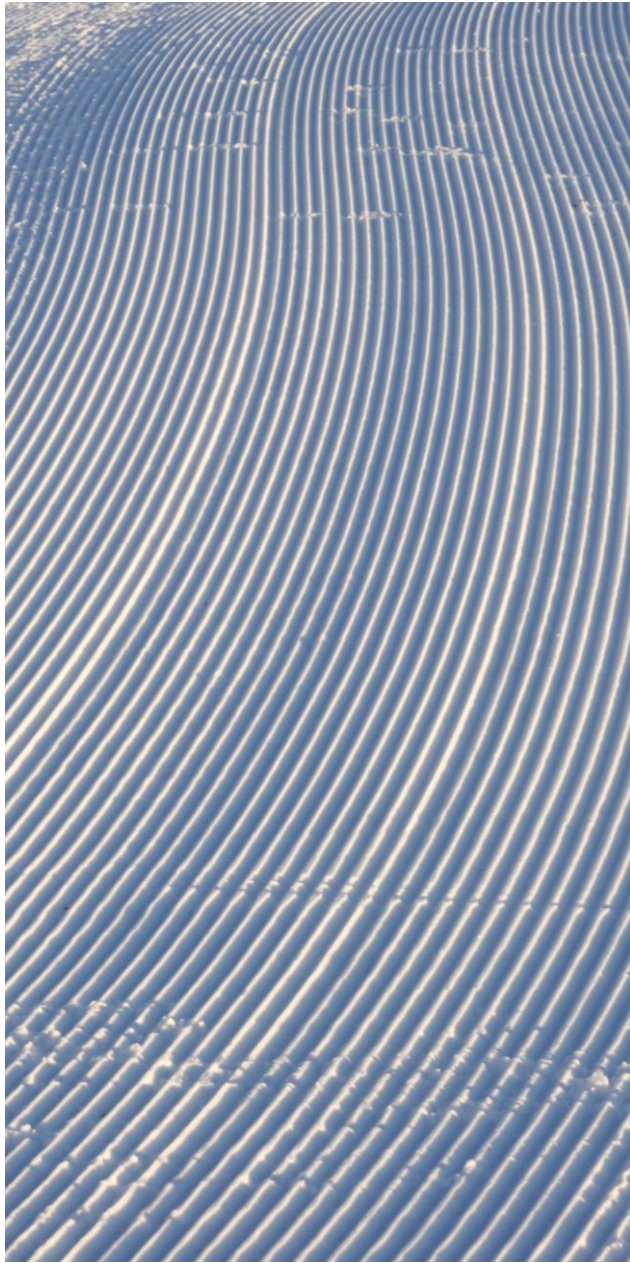
Thursday October 24, 2024										
Registration open 7-9am, Reg Desk										
Breakfast 7:30-9:30am, Fireside Chat with NJCCC 8:30-9:30am in Ovation Hall										
	The Leader in Me Is The Difference Maker: The Qualities That Every Leader Needs to Become Effective and Productive in the Workplace.	Fueling Your Talent Pipeline: NJ State Higher Education Financial Aid Resources for Workforce Development			Untapped Opportunities: The Change Management to Support Innovation in Workforce Development	Emerging Cannabis Workforcece, Transferable skills and amazing talent	Case Management Service Delivery (USDOL/NJDOL)			
10/24/2024 10-11			Coffee Break 11-12pm							
	Using mobile Technology to Reduce Barriers and Meet the Needs of Today's Workforce	Four Types of Leaders, Which One Are You?	Leveraging Ariticaial Intelligence in Job Placement & Career Navigation	STAGE!™-- DELIVER IMPACTFUL PRESENTATIONS FOR BUSINESS LEADERS	Transportation and Future (Drayage, Ports & Freight)- How do we benefit	Apprenticeship & Pre-apprenticeship opportunities Service Delivery (panel with Michael Blatt, employer & Participant)	10:00-12:00: 3 Habits of Consciously Intentional Leaders (Dan)	10:00-12:00: How to get from where you are to where you want to be	10:00-12:00: Mastering the Art of Managerial	10:00-12:00: S.U.R.F.I.N.G. Saving Under Privileged by Creating resiliency while Facilitating Innovative Ways to Navigate Towards a Goal
10/24/2024 11:30-12:30										
Lunch 12:30-1:30pm Location Ocean a-d (?)										
	Reset your S.E.L.F.: The Self- care blueprint for Balanced Living	Building Registered Apprenticeships through strong partnerships and a shared vision with workforce development boards and local school districts	Becoming a Resilient Leader	Changing Systems and Organizational Culture using Technology	What is the status quo costing you? Leading a workplace nimble enough to embrace the future of workforce	Youth Employment Program Model (Usdol)		Bridging Equity through offshore Wind Workforce Development	Be a Better Public Speaker: Presentation Design, Facilitation, and Influence	
10/24/2024 1:30-2:30										
	Employer Engagement: Following Up and Overcoming Objections	Innovative Partnerships for clean Energy Workforce Development	Riding the Digital Wave: Going from Paper to Pixels	Innovative Leadership: Steering through Traditional Industries with New age strategies	Acing the Interview	The Frontline Formula: The New Frontier of the Future of Work	1:30-3:30: Rention as Means of Attraction: Harnessing the Power of Authentic Leadership for a Thriving workplace	Innovation (ish): Activiating Innovation in Your organization	The Master Communicator, How to Make people feel seen, heard, and valued through the practice of motivational interviewing	1:30-3:30: REMISS: Reinforcing Emotional, Mental, and Intellectual Support for Corpmembers
10/24/2024 3-4					Go Home 4pm					



# Important Dates

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- Early Bird Registration: Now until June 30 \$645
- Regular Registration: July 1-Sept 1, \$695
- Catalog Release: July 1 (we had over 60 submissions, 6 are USDOL confirmed)
- Hotel room block will close Sept 15 NO EXCEPTIONS
- Current Standing: 140 registrations, 150 additional confirmed from NJDOL, 7 confirmed exhibitors totaling \$30,000.



# GSETA Newsletter

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Released to membership week of membership meeting.

New Submissions for next months newsletter should be sent on the 20<sup>th</sup> of the month.

Member Spotlight: a member going above and beyond call of duty for the organization.