



**Montgomery County Workforce Investment Board**  
**Minutes**  
**September 29, 2010**  
**Shady Grove Innovation Center**

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Board Members in Attendance: Stephen Cain, Anthony Cancelosi, Dennis Fallen, Lori Golino, Elwood Gray, Elyse Kaplan, Sheila Khatri, Stephen Kornblatt, Mary Lang, Sharan London, Kathryn Mannes, Deborah Murphy, David Rodich, Ted Rose, Steve Silverman, Eugene Spencer, Reginald Stewart, Michael J. Sullivan, Jr., Dawn Weglein

Guests in Attendance: Lori Strumpf, Carl Reavis, Douglas Propheter

Staff in Attendance: Barbara Kaufmann, Hugh Bailey, Gaye Barksdale, Cassandra Boyd

Board members not in attendance: Patrick Baker, Mark Federici, Kate Garvey, Susan Heltemes, Susan Leggett-Johnson, Sandra Navidi, Jerry Shapiro, Carrie Shelton

Chair Lori Golino called the meeting to order at 8:00 am. She welcomed the following new members to the WIB, Mary Lang, Sheila H. Khatri, and Reginald A. Stewart. She recognized Carmen Ortiz-Larson and Stewart Edelstein whose terms had expired.

The Chair explained that the format of the meeting would be different from others in order to have enough time to consider the Strategic Plan. Chair Golino asked for approval of the committee reports. Committee reports were approved.

Chair Golino explained the WIB's strategic planning process which included a Board retreat March 29, 2010, the appointment of a committee to serve as strategic planning team, and the meetings the team held with the consultant, Lori Strumpf. Chair Golino then introduced Lori Strumpf who explained that the plan set strategic direction for the next three years and created strategies to support the new direction.

The mission, vision, value proposition, customers and values were described. Strumpf then described the goals and strategies. She indicated that outcome measures were not completed.

Discussion:

- Individuals from special populations such as ex-offenders need more than empathy; they need training to the skill levels required by business.

- Question about language in strategic plan that used business instead of employers. It was explained that business does include the non-profit and government.
- Can industry define the occupational skills needed and how can all of those be incorporated into work? It was suggested that the WIB might emphasize crosscutting skills foundation skills, transferrable skills
- Concern was expressed about the emphasis on business and losing sight of the job seeker.

Strategic Plan approved unanimously.

#### Implementation of Strategic Plan

Chair Golino explained the steps that had been taken to date to secure the ongoing services of Strumpf Associates or to obtain a consultant to assist in implementation. When it was mentioned that this might not be resolved until the end of the year, members suggested that the next meeting in November be used as part of implementation.

In other business, Steve Silverman recognized Rose Financial Services. It was the #1 Highest-Ranking Finance and Accounting Outsourcing Firm in the 2010 Black Book of Outsourcing Global Top 50 & ranked 11th for Overall Customer Satisfaction in Worldwide Outsourcing Survey.

Meeting was adjourned at 10 am.