

Minutes of the Meeting of the NCMAC Economic Development Committee
October 21, 2015

MEMBERS PRESENT:

Gary McKissock, Cmte Chairman
RADM Steve Ratti, USCG Retired (by phone)
Maj Gen Jimmy Stewart, USAFR Retired

ADDITIONAL ATTENDEES:

Paul Dordal, NCMAC Vice Chair (by phone)
Ron Massey, City of Jacksonville (by phone)
Pam Rouse, Dept. of Commerce/NC Works
Stuart Ruffin, NCMF
Dan Oliver, JOED
Tom Bowlin, NCNG
Will Best, Dept. of Commerce
Chuck Gross, UNC-GA
Dr. Kim Sepich, NCCC
Kimberly Lindsay Williams, NC4ME
Whitney Christiansen, Ward & Smith
Scott Dorney, NCMBC
Derek Gaitlin, NC State
Greg Moore
David Yates

Committee Chairman Gary McKissock called the meeting to order noting that new members have been added to the Committee, invited all to introduce themselves and reviewed the meeting agenda.

UNC-GA and NCCC: SB 761

Dr. Kim Sepich explained the joint effort between UNC and NCCC to implement the provisions of this bill, which provides for academic credit for military experience. The goal of these efforts is to develop a uniform system by which to award such credit.

- A strategic plan was presented to the legislature in January of 2015 under which the Joint Military Credit Advisory Council was created. They have met 4 times this year.
- The joint system is necessary to ensure parity and uniformity of experience that will translate between community colleges and university system.
- David Brand, Chief Academic Officer, Fayetteville Technical University, has been working across the state to educate on the ACE process for evaluating military experience and has conducted an MCAC meeting. ACE representative also attended.
- Chuck Gross discussed challenges of wide variance of best practices, but will focus on:
1) faculty panels looking at military experience to evaluate transferable credit

- 2) marketing to get the word out about progress with implementation of bill provisions
- 3) build or tie in to existing database where military skills and experience translate

- Health care and technical programs are included

NC4ME

Kimberly Williams updated the Committee on progress of NC4ME initiative.

- NC4ME kicked off by the Governor on Camp Lejeune in March
- This program focuses on educating the employer vs. educating the job-seeking vet
- SHRM, NC Military Pipeline, military personnel transitioning offices, small biz centers, Dept. of Commerce are partners of the effort, MetLife and Cisco are sponsors
- Leadership Summits are being conducted throughout the state to share data and testimonials; they're free, 2-hour sessions that target strategic leaders
- Society of Human Resource Managers (SHRM) has a military coordinator at each chapter; the 18 chapters are communicating "the message" about hiring vets
- Outcomes are identified that require measurement at SHRM meetings
- Hiring events vs. job fairs; hiring events identify and match qualifications and open jobs

Paul Dordal asked about the potential to confuse NC4ME and NC4VETS. Ms. Williams stated that a greater issue is connecting the technology between the two programs. Mr. Ruffin stated that this is being looked at for solution.

Chairman McKissock announced a brief break.

Grant Opportunity

Derek Gaitlin, Resource Development Coordinator for Industry Expansion Solutions at NC State, briefed on the first draft of the OEA (Office of Economic Adjustment) grant proposal, and introduced Greg Moore, Military Segment Manager for Industry Expansion Solutions of NC State and David Yates, Asst. Dir. For NC Manufacturing Extension Partnership.

- The grant opportunity arose from the manufacturing extension partnership national network.
- OEA had many grant opportunities – Mr. Gaitlin reached out to the program officer and then connected with Maj. Lumsden
- Economic Assistance for State Government was the most appropriate grant. Mr. Gaitlin provided a one-page handout
- These are non-competitive funds set aside by the Department of Defense to assist companies experiencing employment or revenue loss (actual or projected) as the result of cutbacks to DoD spending
- The criteria are vague or non-existing – these are non-competitive funds that seek to retain revenue and/or employment in the same labor market
- A 10% match is required for OEA-funded grants
- Many details will have to be constructed from ground up, working with the program officer
- There is a planning phase and an implementation phase

Chairman McKissock discussed information from the OEA website that indicates that planning assistance is available to states that are planning to maximize their military contracting activity.

Vice Chairman Dordal commented that Mike Gilroy of OEA discussed funding for scope of work and diversification for a supply line. Mr. Gaitlin added that the scope of work to be accomplished with these funds is to assist companies come up with solutions as the result of cuts.

Mr. Scott Dorney of NCMBC suggested that the state needs to make decisions about, a) who ought to apply for this grant, b) who will be responsible for managing the grant, and c) who will be the service provider and what is the "basket of services" to be offered. IES is the gold standard for service providers to business. Will there be an RFP process to allow for competitive bids?

Mr. Gaitlin responded that NC State would like to be the technical, fiscal agent that is the applicant on the planning grant and requests NCMAC's endorsement as such. The implementation phase involves a different proposal, for which there would also need to be a fiscal agent.

Mr. Dorney added that even if the grant focuses on diversification for businesses to the commercial marketplace, as the result of the process which includes supply chain mapping before application of training services or strategic planning services, for example, product will result that will be useful to other state agencies and also help make better contractors in the process. There are many unidentified opportunities that we cannot pursue without the supply chain mapping.

When asked when the planning phase ends, Mr. Gaitlin stated the supply chain mapping would be helpful in making that determination, but is unsure if that data will be available during the planning phase, which only provides \$125,000.

Chairman McKissock suggested circulating the draft proposal to a stakeholders within the Commission to collect feedback on ownership scope, and recommends taking it up at the Executive Steering Group meeting on November 3.

We hope to get this under way before June of 2016.

Following a request for comments or questions, Chairman McKissock adjourned the meeting.