



**Business and Economic  
Development Committee**  
Southern Illinois Workforce Investment Board  
April 28, 2009 5:30 p.m.  
MAN-TRA-CON, Corp.  
Teleconference

## *Minutes*

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**Members Present:** William Armstrong, Rex Cusumano, Richard Morris and Janice McConnaughy.

**Members Absent:** Jim McPhail, John Alongi, Leo Childers, Robert Mees, Rodney Cabaness, John Rendleman, John Hammack and Mary Ellen Bechtel.

**MAN-TRA-CON Staff Present:** Rosie Robinson

### **Call to Order**

Chairman William Armstrong called the meeting to order at 5:30 p.m. Roll call was given and a quorum was present.

### **Approval of Minutes**

Chairman Armstrong requested a motion to approve the minutes from the meeting held on January 15, 2009. Mr. Rex Cusumano made the motion to accept the minutes for which Janice McConnaughy provided the second. All members were in favor.

### **Orders of the Day**

Chairman Armstrong introduced the committee's newest member, Rex Cusumano. Chairman Armstrong informed members that Mr. Cusumano is a business representative on the Southern Illinois Workforce Investment Board. Rex is currently chairman of the Downtown Development and Secretary of the Jefferson County Development Corporation (JCDC), a member of the Red Cross Board and is CEO of Cusumano & Sons and Cusumano Construction in Mt. Vernon. Chairman Armstrong welcomed Rex to the group and stated his insight and knowledge will be very beneficial for this committee.

The next order of the day was the marketing of the Incumbent Worker Training and OJT programs. Janice McConnaughy suggested targeting the human resource departments of businesses. Mrs. McConnaughy believed that the SIPMA and SIERRA associations would be helpful in disseminating the information whether by providing a mailing list, a presentation opportunity or hosting information on their website, etc. Janice offered to provide the contact information for both groups to Rosie Robinson to follow-up. Rex Cusumano added that he believed ManTraCon to be the best kept secret in our region adding that many people are still unaware of us and our services. Any public relations forum and marketing opportunities should be pursued. Richard Morris stated that SIPMA hosts a bulletin board and he also suggested outreach to area chambers of

commerce. Rex Cusumano added that the Jefferson county chamber does e-blasts to their membership as well. Chairman Armstrong asked the committee if they would be willing to attach their names to a letter of introduction to help promote these programs. All members agreed they would be more than happy to participate in chamber speaking events and/or promotion letters. Some members felt if they did introductions at chambers, rotaries, etc. that would draw attention from the audience and then turn it over to a ManTraCon staff in the event they are asked specific program questions. Chairman Armstrong proposed drafting a letter from the business members of the SIWIB to area businesses. Rosie Robinson will draft a letter to the committee for their review and discuss timelines and a mailing list for both programs. This will be done via email.

The members were emailed the website information about the Summer Works 2009 program which is set to kick off May 1, 2009 with funding provided through the American Recovery and Reinvestment Act funds. Ms. Robinson asked all members to remind businesses, public or private, about the program and encourage them to become worksites. Applications will be accepted after May 1, 2009 and ManTraCon is the actual employer of record.

In other business, Ms. Robinson asked the committee if the meetings via teleconference were beneficial. All were in agreement that they liked the convenience of meeting via teleconference. Chairman Armstrong set the next meeting date for May 28<sup>th</sup> at 5:00 in West Frankfort at the ManTraCon office. Teleconference will be available for those who cannot attend in person.

Chairman Armstrong noted there were no matters from the floor or public comments. A motion to adjourn was offered by Chairman Armstrong. A motion made by Richard Morris and seconded by Rex Cusumano. Motion carried and the meeting was adjourned.