

EST Virtual Meeting Notes
Thursday, March 18th 10-12pm

For previous notes, information and resources visit:
www.vcwnorthern.com/est

Announcements

Carver Institute Seeking 3 Sales people and a Work Experience candidate (see notes below)

Robert Half Customer Service Contract Seeking 120+ candidates (See Meeting Materials)

March 30th – Second Chance Employer Event <https://tinyurl.com/nvjobseeker>

Reminders:

Dislocated Worker COVID-19 Grant seeking candidates (Medical or CDL): [Grant Flyer - English](#)

Last Monday of Each Month - [Registered Apprenticeship Brown Bag Series Flyer](#) - [Website registration](#)

VITA services affected by COVID: <http://nvacash.org/vita/>

1. Introductions and Housekeeping

- **New/Returning Member:** Kellan Graves, Job Developer Fairfax County/Prince William Area
Kellan.graves@fairfaxcounty.gov | See EST Member Contact Sheet for More Details

2. Guest: The Carver Institute, Chantilly VA – Larry Carver, CEO

[703-597-2117](tel:703-597-2117) | 202-422-1744 | www.carverinstitute.org | larry.carver@carverinstitute.org

- **Who:** WIOA Approved Training Provider – IT Certifications, Software Training, Testing
- **Hiring:** 3 sales people, no sales experience – good personality and willingness to show up to work, have ability to not take no for an answer.
- **Work Experience Opportunity:** Admin or other, welcomes contact from grants.
- **Passion for working with veterans and has worked with individuals transitioning out of prisons.** Onsite and in person, central to Manassas and prince William as well as sterling etc. Centrally located (for airport layoffs). Have a testing Center (scantron etc). Social Distancing.

3. Guests: Smoothstack – Cyber and Software Apprenticeships

Kate Gorecki

Apprenticeship Program Manager

[Kate.gorecki@smoothstack.com](mailto:kate.gorecki@smoothstack.com)

Martha Laughman

SmoothStack Workforce Development

martha.laughman@smoothstack.com

- Registered apprenticeships in Software and Cybersecurity– VA, CT, MD. Recruiting 300 people for the rest of the year; 200 positions for Salesforce, java development, and 100 SRE GRE Test.
- Already have employer partners and candidates are placed for two years
- All applicants go through a Coding Exam after application – Only about 10% of applicants who apply pass, but if doesn't pass an assessment, Kate/Martha can look up results and pick a next step
- Mission to increase diversity - minorities, women, nontraditional career seekers, disability, veterans. Disabilities goal for this year – about 5% currently; personal passion – connect with her. Neurodiversity. Inclusive but not diverse – so a good opportunity for diversity. **Disability partners encouraged to connect with Martha** – this is a priority for her (currently only 5% people with disabilities)
- Martha Laughman – was a workforce counselor by trade. Passion for pathways, fixing broken system. Ally for referrals of diverse populations and backgrounds.
- Highlights:
 - 2 week free pre-employment training (professional development)
 - 16 week apprenticeship **paid** training - 560+ hours
 - On the Job Training with an employer- \$50K annually plus benefits first year, \$60K plus benefits second year. Optional 3rd year \$85K+
 - Job search and mentorship support
 - Areas: Full Stack Java, Data science and engineering (python), Recently started cybersecurity this year (capture which page data), Ms DYNAMICS, Salesforce
- Requirements:
 - Citizenship or green card often required, varies by employer
 - Right now, everything is remote, but if the employer partner needs them then they have to move closer to the employer.

4. Guests: Robert Half Office Team – Customer Service Contract Opportunity

Brandon Morris

Staffing Manager

Contact Re: Customer Service Contract

brandon.morris@officeteam.com

703.760.0400

Kayla Bajak

Virginia Division Director

Contact Re: All Other Employment Opportunities

kayla.bajak@officeteam.com

703-437-2696

- **All other Robert Half Opportunities:** Kayla Bajak, Employment director virginia Division of Robert Half can be an ongoing contact for additional Robert Half Opportunities
- **Current Customer Service Contract:** Client hiring a very large number of customer service roles in NOVA
 - 120 new customer service representatives to onboard and keeps rising.
 - Project is virtual identity verification for a Software Company, multiple roles available.
 - 3-4 weeks training must be onsite in McLean then transition to working remotely.
 - Additional contract to hire 17-20 administrative assistants

Requirements:

- Must pass Wonderlic examination – cognitive assessment. (Recommended: Have client take a practice test first such as at: <https://beatthewonderlic.com/take-a-free-wonderlic-test-online/>. It can catch people off guard, performance improves when they know what to expect).
- Must not be currently working
- Must live in Northern Virginia area
- Misdemeanor and felony charges depend, felony charges less likely (DUI is ok)

5. VCW Referral Portal – Lisa Vivian, Fairfax County (lisa.vivian@fairfaxcounty.gov) and Seema Jain, SkillSource

- Portal that connects people across Virginia to the different appropriate agencies and encourages dual enrollment across programs. Information can be securely shared among agencies on the back end. Clients can independently explore the portal and different referral recommendations for their situation.
- All referrals from our area go to Fairfax Centers. Fairfax sends a standardized email in response with information about WIOA, Unemployment Insurance, Ticket to Work or other programs that they qualify for. If client responds, sends to the appropriate Center/program.
- **How you can help:**
 - If you want any information about your program to go out in response to the inquiry, contact Lisa
 - Share link with community partners as a streamlined way to refer candidates to workforce programs with an opportunity to identify referral to programs they may not have known about.

6. Event Updates

- Streetwise Mentorship Information Session – March 22nd - [Registration](#)
- Amazon Information Session – March 26th
- Apprenticeship Brown Bag – March 29th <https://bit.ly/3kOf02V> -next one is construction [Ask Crystal for some of the 10 IT companies in that time.](#)
- Second Chance Employer Event – March 30th <https://tinyurl.com/nvjobseeker>
[Email flyer out to everyone update](#)