

Business & Economic Development Committee Meeting

**August 13, 2026
3:00pm**

Join:
<https://teams.microsoft.com/meet/289967493652243?p=pk86Cq31cEu6wIfk8w>
Meeting ID: 289 967 493 652 243
Passcode: JK2Wi7xr



Agenda

Public Comment

Meeting Minutes

Performance

Strategic Plan &
The Pillars

Open Forum

Adjournment

I. Call to Order

II. Public Comment

III. Approval of July 28, 2026 Meeting Minutes

IV. Performance

V. Strategic Plan and The Pillars

VI. Open Forum

VII. Adjournment





Public Comment...



CareerSource Southwest Florida
Business & Economic Development Committee
Meeting Minutes
July 28, 2026
3:00 p.m.

Members Present:

John Talmage-Chair	Sloan Nagy-Virtual
Kimberly Clement-Virtual	Lucienne Pears
Adrian Llanes-Virtual	Laura Schmidt

Members Absent:

Kimberly Clement	Sarah Harrington
Keitha Daniels	Brent Kettler

Guest Present:

Lucienne Pears, Babcock Ranch
Frank Marton, Lee & Associates Commercial Real Estate
Jerry Messonnier, Lee & Associates Commercial Real Estate
Eric Anderson, Lee Health Strategic Capital Construction Projects
Sarah Sheffield, Lee Health Project Process Integration

Staff Present:

Bill Welch	Lyntoria Thomas
Peg Elmore	

I. CALL TO ORDER

The meeting was called to order at 3:02 p.m. by Chair, John Talmage. Lyntoria Thomas confirmed quorum was met.

II. PUBLIC COMMENT-None

III. APPROVAL OF MAY 27, 2026 MEETING MINUTES

Mike Wukitsch made a motion to approve the March 26, 2026 meeting minutes; John Talmage seconded; the motion was unanimously approved.

IV. MEMORANDUM OF UNDERSTANDING(MOU)

The committee discussed required MOUs for economic development entities representing the county and explored which organizations and individuals would sign or represent the county and chamber.

V. WELCOME AND INTRODUCTIONS

Guests introduced themselves and their organizations, including CareerSource Southwest Florida staff and leadership. Chair, John Talmage, thanked everyone for coming.

VI. EXPANDING CORRIDOR HUBS

The committee proposed an employer survey to identify in-demand job titles and to structure training with local colleges and partners delivered in semi-classroom settings to address a multi-hundred position recruitment gap over the next three to five years.

Lucienne Pears, Vice-President of Economics & Business Development at Babcock Ranch, gave an overview of the residential, retail, commercial, and industrial spaces at Babcock Ranch. They have expanded their commercial and industrial spaces including a short-term 1-year free lease upon signing. Lucienne shared infrastructure is being updated by both State and Federal government including roads and bridges near Babcock Ranch.

Jerry Messonnier, President and Frank Marone, Vice-President of Lee & Associates Real Estate, gave an overview of the Alico Corridor including the area's growth and available spaces to lease or purchase. Historical and recent industrial development numbers were presented, showing growth from \$250-\$300 thousand per square feet to spikes of \$1 million to \$1.6 million square feet. There is a shift in request for larger units, manufacturing users, and evolving warehouse uses- recreational, gyms, and experiential venues. Jerry and Frank stated commercial and industrial spaces are built to specifications and can be built to customer's specifications.

Eric Anderson, System Director Construction Projects and Sarah Sheffield, Program Director Project Process of Lee Health gave an overview of six major healthcare projects including a newly erected 240-bed hospital, a regional clinical lab, a free standing emergency room in Lehigh Acres, additions and upgrades to the pediatric hospital and surgery center, the primary care for oncology, orthopedics, and cardiovascular services with imaging support, and a residency facility expected to increase resident capacity and enhance physician retention.

VII. OPEN FORUM-Committee Special Meeting 8/13/26 at 3pm, meeting invite will be sent.

VIII. ADJOURNMENT- The meeting was adjourned at 4:42pm



Employer-Related Performance Measures

Indicators of Performance as of PY25 3Q

Effectiveness in Serving Employers – NEW MEASURE

Retention with same employer 2nd Q and 4th Q after exit: 73.8%
(Adult, Dislocated Worker (DW), Youth)

Letter Grades as of 12/31/2025

Continued Repeat Business $1,625 / 3,677 = 44.19\%$

- Goal = 35% ... Exceeding goal

Year over Year Business Penetration

- Rate Change = 7.77... Exceeding goal

***PY24 $1,526 / 23,997 = 6.36$**

***PY25 $3,458 / 24,474 = 14.13$**





Employer-Related Performance Measures

Strategic Plan– Increase number of new employers 3% over previous year

Employers who received
services in this PY

781

Worksites of New
Employers

1,617

Percentage of New
Employers

60.56

New Employers
served in PY 25-26

473

New Employers
served in PY 24-25

649

Goal PY 25-26 - New
Employers

668



AMERICA'S TALENT STRATEGY





Pillar I

Industry-Driven Strategies

- **Expand apprenticeships and work-based learning -BED Committee & Education & Industry Consortium**
 - **Increase number and quality of youth worksites- Youth Committee**
 - **Targeted industry sectors- Validate and Identify Key Occupations- BED Committee**
 - **Career Pathways- Career Services Committee**
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Pillar II

Worker Mobility

- **Labor Force Participation Rate (Adult) – Career Services Committee**
 - **Labor Force Participation Rate (Youth) – Youth Committee**
 - **Integrated Education and Training Expansion – Education & Industry Consortium**
 - **Targeting and Removing Barriers – Career Services Committee**
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Pillar III

Integrated Systems

- **Carl D. Perkins (Perkins)- Education & Industry Consortium**
 - **Workforce Pell Coordination- Education & Industry Consortium**
 - **Florida Workforce Integrated Network Systems (FL WINS/WINS)- The State**
 - **Workforce Information Technology Solution(WITS)- The State**
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Pillar IV

Accountability

- Performance Measurement/Continuous Improvement Dashboard-Education & Industry Consortium
- Training Provider Performance – Career Services Committee
- Virtual Career Exploration Tools – Youth Committee

*Performance Gaps by Population and Geography





Pillar V

Flexibility & Innovation

- Customized Training – **BED Committee**
- Innovative Youth Programs – Youth Committee
- Virtual Career Exploration Tools – Youth Committee
- Third-Party Youth Programs – Youth Committee
- Expand Access Points – Career Services Committee





Open Forum...





Adjourned...

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