



Quarterly Report

Business & Education Council Meeting

May 20, 2025
12:00 pm

Employers in Attendance:

Kim Anders (Prime Technological Services), Corrie Melton (Tallahassee Chamber), Claudia Foreman (Capital Health Plan)

Education Providers in Attendance:

Phyllis Watson (FAMU), Regina Browning (Leon County ACE), Matt Roberson (Leon County Schools), Dr. Calandra Stringer (Tallahassee State College)

Members Absent:

Sally Wheeler (Wakulla County Schools), Angela Sapp (Gadsden Technical College), Rocky Hanna (Leon County Schools K-12), BJ Van Camp (Lively Technical College), Shyam Mistry (Keiser University), Allie Salyer (Lindsay Holtzmacher (FSU HR), Tanysha Thomas (Big Bend Transit), Gloria Pugh (AMWAT)

Staff: Trish Yahn, Khari Harrison, Britny Bacon

I. Welcome & Call to Order – Trish Yahn, staff liaison

Meeting called to order at 12:00 p.m. Each attendee introduced themselves, their role and title of their organization.

II. Labor Market Information – Trish Yahn

- Labor Market information was provided to the member focused on Educational Requirements, both from the posted jobs requirements as well as the educational background of candidates in Employ Florida. This was a lead in to the guest speaker's topic.

III. Guest Speaker: Ralph Aiello, Xello

Xello is contracted with Florida schools under the REACH Act. Some highlight of what Xello provides:

- Need both technical and employability skills.
- Start career advisement in middle school.
- Students need real world experiences supported by the business community.
- Students need to practice skills learned in the classroom.
- Students need to develop a professional network.
- All 11th and 12th graders must have access to a career fair annually.

- Work-based learning opportunities must be accessible to students.
- All high school students must pass a financial literacy course to graduate.
- Start in middle school, so we can set kids up for success. Need to create real world experience for students, for example being a guest speaker at a school, doing mock interviews, site visits, and mentoring.
- Underserved communities often lack the cultural capital needed to advance.
- Real-world experiences are crucial for students, including apprenticeships, internships, and part-time jobs.
- Xello shows career pathways from entry-level to expert, including required education.
- Information on four-year universities, two-year state colleges, technical colleges, apprenticeships, and military pathways is available.
- The platform integrates with Apprentice Florida and Bright Futures.
- A life skills simulator helps students understand income and expenses.
- Students can choose careers and lifestyles to see their budget implications.
- Students can plan for college, CTE, employment, or military paths.
- A new focus is to bring in companies to help students become workforce ready.
- Businesses can enter the network and create a profile so students can see the relevancy of what they're learning in class to real-world opportunities.
- Businesses can offer experiences like internships, apprenticeships, guest speaking, career fairs, site visits, and mock interviews.
- This system allows businesses to get straight to the target market of students, either locally or statewide, increasing brand visibility.
- Opportunities can be directed to schools for vetting or directly to the company's application site.
- Assistance is needed from partners to create profiles and opportunities and to liaise with their networks to get them into the system.

IV. Educator/Employer Discussion

Much of the discussion this quarter focused on questions about Xello and their Work-Based Learning model and how employers and educators can work with the Xello platform to bring awareness to students about job opportunities and educational programs available in the area.

V. Other Discussion

There was no other discussion.

VI. Adjourn

Meeting adjourned at 12:51 p.m. by Trish Yahn. Next meeting will be via Zoom on August 12, 2025 12:00-1:00 pm (tentative pending board approval)