



CITY OF PHILADELPHIA
Department of Commerce

Harold T. Epps
Director of Commerce

1515 Arch Street, 12th Floor
Philadelphia, PA 19102

MEMORANDUM

Date: October 27, 2017

To: Council President Darrell Clarke; Chief Clerk of Council Michael A. Decker

Cc: James Leonard, Department of Records

From: Harold T. Epps, Director of Commerce

RE: First Source Jobs Policy, Quarter III 2017 Report

Per the First Source Jobs Policy, Chapter 17-1900 of the Philadelphia Code, the Department of Commerce (designated by the Mayor as the "Designated Department" responsible for overall implementation and enforcement of the "First Source Jobs Policy") is submitting the 3rd Quarter Report for 2017.

Since the implementation of the First Source Jobs Policy, the Department of Commerce has been made aware of four beneficiaries that are covered by and will comply with the First Source legislation. The beneficiaries are:

1. W/Element Hotel
2. Pennsylvania Real Estate Investment Trust (Gallery Project)
3. Orinoka Mills, L.P.
4. New Kensington Community Development Corporation

The W/Element Hotel and the Gallery Project are TIFs, and the Orinoka Mills and New Kensington projects are below market rate land transactions.

To date, there have been no additional beneficiaries to the report since Quarter I. All of the projects above are still in the development phase and will continue to be tracked until ready to prepare for hiring employees and transaction of business or services.

As of this report, the New Kensington CDC housing project and their hiring team, filled their one entry level position with a candidate who was sourced through the PA CareerLink® Center. The housing development project was in need of a Manager; the hiring team at Orinoka Mills and the PA CareerLink® Business Services Representative (BSR) worked together and New Kensington CDC was provided a set of qualified candidates to interview. The final candidate they offered the position to was one of the candidates referred by the BSR. The candidate accepted the position in August, and began his employment on September 7th, 2017. As of this date, the BSR staff followed up on this hiring placement and confirmed it in their system of record. New Kensington CDC reported that everything is going well with the housing project and their newly hired Manager.

The project with the Pennsylvania Real Estate Investment Trust (PREIT) that is re-developing the former Gallery Mall into the Fashion Outlets of Philadelphia, continues to progress and there has been communication by the Department of Commerce in the following way:

- 1) On September 6, 2017, the local Hiring Manager and the Regional representative for a prospective retail tenant came to Philadelphia and met with PA CareerLink® Business Services Representatives Martia Warren, Bob Martin, and Heloise Jettison to discuss business services support and the process for hiring through the First Source process as discussed on the phone the prior month. This tenant will recruit and hire for their entry level positions for the Fashion Outlet through the PA CareerLink® system as well as expressed desire to hire for additional talent f needs at their existing locations with assistance from the system. When the date of the opening is determined, the recruitment and hiring process will commence three to four months out from that date.

The Department of Commerce continues to monitor all four projects closely in their phases of construction and will report on these projects once construction is complete and entry-level jobs are created.