

TALENT(PERIOD.)

June 2020 • Volume Four • Issue One

The Newsletter for Vector Talent Resources—the latest Vector news in recruiting, outsourcing, partner events, staff highlights, media, and publications.



From the Corner Office

By Marc S. Berman, President and CEO

As we begin to reopen our businesses, we are now having to focus on the health and safety of our employees. At Vector, we take this new normal very seriously.

During the past several months, we have continued to meet the ongoing staffing needs of our clients. Our teams of recruiters and sales associates have not skipped a beat. We have been nurturing our existing relationships while also meeting the demands for the many new clients that have emerged.

According to the American Staffing Association, staffing employment for the week of June 8-14 rose 2.5% from the prior week. While the index has climbed for the past seven consecutive weeks, staffing jobs were down nearly 30% from the same time last year—the largest year-to-year gap for the comparative week since the inception of the index in 2006. Not great news for the industry, however, I remain bullish. We have seen the uptick in the demand for staffing increase substantially over the past two weeks. It's that positive uptick in business that keeps us pushing constantly to assist employers and jobseekers with staffing placements.

Additionally, we are pleased to announce that the renovation of our suite in Vienna, VA, has been completed. We also relocated our Lanham, MD, office to a beautiful new suite in the same office park. All these moves are just in time for our staff to begin the process of going back to work.

We would love the opportunity to assist you in your staffing requirements as you reopen your businesses and resume hiring. Our teams of experienced recruiters are eager to provide world-class talent for your positions—we can recruit and place staff for your IT, HR, media, administration, accounting, or finance needs. Also, don't forget TalentMEDIA—our internal publishing staff of editors, proofers, desktop publishers, and graphic designers. No matter what your business requires, we're always here to help!



Tooting Our Own Horn

By Hector Velez, Chief Executive Officer

Recently, during a staff meeting, we were reflecting on the great work many of our clients do and how our involvement has been critical to their success.

It dawned on us that maybe we need to toot our own horn every now and then. So, here is the first in a series of Vector Talent Resources success stories.

NIH's Cancer Trials Support Unit

For many years, the Vector team has been involved in several projects for this prestigious client—specifically in providing developers and other technical personnel in support of the National Institutes of Health's (NIH's) Cancer Trials Support Unit (CTSU).

CTSU was established in 1999 as a "one-stop shop" for National Cancer Institute (NCI) researchers to make the NCI Cancer Therapy Evaluation Program (CTEP) clinical trial research program more effective and efficient. CTSU supports many NCI-funded networks and clinical trials of all phases and types: cancer treatment, prevention and control, advanced imaging, and correlative science studies.

NIH has operated CTSU since day one, collaborating with the NCI and its funded organizations to design, develop, implement, and support operational processes and informatics solutions that have reduced the administrative burden and costs of clinical sites.

Today, CTSU is an integrated platform used by both researchers and health care providers. Since CTSU's inception, more than 280,000 patients have enrolled in NCI CTEP protocols using CTSU's vast array of services and superior infrastructure.

The Challenge & the Solution

CTSU was struggling to secure the appropriate talent to fulfill its lofty mission. So, its team reached out to us: a trusted partner in providing value-based human capital solutions.

We listened carefully to fully understand CTSU's mission, people, and goals. Our team jumped into action and delivered a totally integrated staffing solution that allowed CTSU to achieve its objectives—on time and within budget.

We are grateful for this opportunity to be of service to such a great client, whose mission ultimately benefits us all.



Some Good News

When the COVID-19 pandemic began to spread across the U.S., the actor John Krasinski started a short YouTube series called *Some Good News*. We thought, What a wonderful idea! Let's share some good news with everyone about us!

- On Tuesday, June 16, 2020, our CEO and president Marc Berman became the proud "Pop-Pop" to a third grandson. We can't wait to see pictures of adorable little Franco!
- The daughter of our COO, Hector Velez, is taking the MCAT in June. Let's all wish her luck! Hector is grateful that lockdown has allowed him the opportunity to spend more time with his two college-age children, who had to return home and finish their semesters remotely.
- Erin Williams, Vector's accounting and operations manager, is very proud of her boyfriend's son Jakob, who graduated from Heritage High School in Leesburg with honors and from the Academies of Loudoun, VA, after completing a two-year cybersecurity pathway dual enrollment with Northern Virginia Community College (NVCC). Jakob received an advanced diploma and made the dean's list at NVCC and will transfer to George Mason Honors College as part of the ADVANCE program after he receives his cybersecurity associate degree from NVCC.
- Like many people these days, Debbie Reynolds, one of our staffing directors, decided to try something new—she grew a small vegetable garden with her family's help. She also planted a few apple trees and baked bread for the first time. Now we're all waiting for her first harvest!
- Our talent agent Morgan Hill welcomed her first great-niece a month ago. Morgan's adorable daughter Mileah just finished school for the year and is ready to be a fourth grader! Now she's at home and enjoying the new swing mommy put up when parks were initially closed due to state stay-at-home orders. Now she still enjoys it even if the parks have reopened.
- Please join us in welcoming our newest employee, Traci Hill, to our team. She is a talent director and brings more than 15 years of success in the industry to Vector. We're excited to have her! Her younger son, who plays electric bass, was accepted into the Duke Ellington School of the Arts, and her older son attained AP honor roll as a 10th grader.
- Johanna Daproza is our creative director, and her twin daughters just completed their sophomore year of high school. They are excited to now be juniors, but they are even more excited for summer break. Being home these last few weeks has allowed them to practice their love of cooking and baking. They've made countless cookies, cakes, and brownies of all kinds. They've even perfected the most delicious Southern-fried chicken and waffle recipe! Additionally, Johanna's niece Sydney just graduated from Sherwood High School in Olney, MD, and will be attending Florida State University in the fall.
- Congratulations are also in order for our talent agent, Juliann Cruishank. She just purchased a new house closer to her family in North Carolina! She also just found out she is going to be an auntie again. Her nephew Ben and his wife Micheala are expecting their 1st child in December.

We're thrilled to share some of our stories of good news with all of you! Perhaps you've got some good news to share with us. We'd love to hear from you!



Getting Ready for a Summer Vacation?

With social distancing and face-covering guidelines still in place, summer vacations are likely going to look a little different. But one thing will remain the same: At some point we all need a break. Whether it's a staycation to enjoy some local hiking trails or a socially distanced trip to the beach, however you decide to spend your time off, you can rest assured that Vector's TalentMEDIA team is here to help you out!

Vacations don't always play out the way you want. Sometimes work piles up while you're away on vacation, or just when you're ready to relax, the office calls in a panic to ask you how to handle a situation or how to get a job done.

The TalentMEDIA team is here to help you eliminate those vacation busters. Contact us today to see how we can stop the vacation busters from ruining your good time.

[CONTACT US TODAY!](#)



Follow us on social media!



*You are receiving this newsletter because of your business relationship with Vector Talent Resources,
Marc Berman, and/or Hector Velez.*