

**EMPLOYMENT TRAINING PANEL**

# **ANNUAL REPORT**

**2014-2015**

STATE OF CALIFORNIA



# THE EMPLOYMENT TRAINING PANEL

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## ***Vision Statement***

*The Employment Training Panel will support economic development in California through strategic partnerships with business, labor, and government.*

## ***Mission Statement***

*The Employment Training Panel provides financial assistance to California businesses to support customized worker training to:*

- *Attract and retain businesses that contribute to a healthy California economy;*
- *Provide workers with secure jobs that pay good wages and have opportunities for advancement;*
- *Assist employers to successfully compete in the global economy; and*
- *Promote the benefits and ongoing investment in employee training among employers.*

# **PREFACE**

***The Employment Training Panel*** is a statewide business-labor training and economic development program. The program supports the California economy by funding training to ensure employers have the skilled workers they need to compete globally. ETP funded training supports the creation and retention of high-wage, high-skilled, secure jobs in industries that have the greatest positive impact on California's economy.

The Panel<sup>1</sup> is one of the nation's premier state-funded programs for retraining incumbent workers. ETP is also an important economic incentive for job creation and business attraction, expansion, and retention in California. By ETP's 16<sup>th</sup> year, the performance-based program had become a national model.<sup>2</sup>

The Panel is an eight-member, bi-partisan board consisting of three gubernatorial appointees, two Speaker of the Assembly appointees, two Senate pro Tempore appointees, and an ex-officio member representing the Secretary of the Business, Consumer Services and Housing Agency<sup>3</sup>. Panel members represent the interests of both labor and employers, and meet monthly to review and approve training contracts in accordance with statutory standards for eligibility and performance. (Standard training contract terms are twenty-four months, during which ETP monitors performance.)

***A Brief History*** – ETP was created in 1982 with the mandate of addressing the large displacement of workers resulting from a series of plant closures – by moving the unemployed quickly into jobs, and saving jobs of workers threatened with displacement. Though the program has expanded to benefit the overall California economy, the Panel continues to operate under its initial legislative mandate to promote a healthy labor market, with an emphasis on helping businesses overcome the challenge of out-of-state and international competition. The Panel is successful because its program responds to changes in economic conditions and workforce needs. For three decades, the Panel has supported California's workers and employers, providing over \$1.3 billion for the successful training and employment retention of 945,609 workers employed by over 80,000 California businesses.

***Core Program Funding*** – ETP's core program is funded by the Employment Training Tax (ETT), which California companies participating in the Unemployment Insurance system pay to promote the development of California workers. ETT revenues are deposited in the Employment Training Fund (ETF), which was established to fund ETP and its training programs. Thus, ETP does not use State General Funds to fund its core program.

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<sup>1</sup> Throughout this report, the terms ETP and Panel are used interchangeably.

<sup>2</sup> National Governors' Association Center for Best Practices, [A Comprehensive Look At State-Funded Employer-Focused Job Training Programs](#), 1999.

<sup>3</sup> Formerly known as the Business, Transportation and Housing Agency.

**Alternative Funding** – ETP maintains vital partnerships which provide ETP with alternative sources of funding. In Fiscal Year (FY) 2014-15, ETP received alternative funding from the California Energy Commission (CEC) to continue the following:

- The Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) created under AB 118 to provide workforce training in alternative fuels and vehicle technologies. (ETP first implemented ARFVTP workforce training in FY 2009-10).
- The Rapid Employment Strategies Pilot on Natural Disasters (RESPOND) was created in 2014 to provide flexible training-related services to workers and employers in areas designated by the Governor for drought or other disaster relief.

See previous [Annual Reports](#) for other Alternative Funding Sources and Programs. See [Appendix A-1:C – Alternative Funding Sources](#) for more information.

**Why ETP Works** – ETP funding works because it is predicated on simple and effective principles:

- *Employers make decisions about their training program.* Employers are involved in every aspect of training. Companies assess their training needs, customize curricula to address the specific needs of their businesses, and implement and administer the training plan.
- *Training investments help companies become more profitable.* ETP contracts promote wage increases and require employers to retain trained workers for specific periods in order to earn ETP funds.
- *Employers are encouraged to assume greater responsibility for training.* ETP reimburses contractors based on flat rates. Companies must pay the difference between ETP reimbursement and their actual training costs. As training costs increase, companies pay a larger percentage of the costs.
- *Performance-based contracting helps to ensure success.* A business may earn ETP funds only after a trainee completes all training, is retained for a minimum time period (normally 90 days) and earns a required wage.
- *ETP funding is a catalyst for future workforce training.* Employers who participate in ETP-funded training are more likely to invest in future workforce training. The ETP experience provides them with the practical knowledge and tools to successfully implement a training plan.

**Report Summary** – This annual report describes the Panel’s actions and accomplishments during FY 2014-15 (July 1, 2014 through June 30, 2015). Because most ETP contracts cover a span of 24 months (small business contracts may be 12 months), this report includes:

- The report year’s activities and contracts approved;
- Contracts approved in prior years and completed during FY 2014-15;
- Contracts approved prior to the report year and ongoing at the end of the report year; and
- Appendices, which include: appropriation and expenditure information; funding in High Unemployment Areas (HUAs); completed contract data and participant demographic data; and information on contracts terminated during the report year.

# **THE YEAR IN REVIEW**

## **OVERVIEW**

In Fiscal Year (FY) 2014-15, ETP continued to support job creation and workforce development throughout California by supporting projects with the greatest impact on the economy. Through the establishment of funding priorities, the Panel maximized its limited funds.

In FY 2014-15 the Panel prioritized:

- Job creation projects
- Projects with a demonstrated investment in California's economy
- Projects serving drought-impacted regions of the state
- Critical Proposals
- Projects serving veteran trainees
- Small business projects

The Panel also prioritized key industries critical to the state's economy. In FY 2014-15 those industries remained unchanged from the previous fiscal year and included:

- Manufacturing
- Green/Clean Technology
- Allied Healthcare
- Construction
- Goods Movement and Transportation Logistics
- Information Technology Services
- Biotechnology and Life Sciences
- Multimedia/Entertainment
- Agriculture
- Technical Services

Driven by its mission to support economic development in California, ETP maintained its focus on job creation and retention, targeting High Unemployment Areas, reaching out to small business and veterans, supporting apprenticeship programs, and addressing workforce needs, including those emerging out of California's severe drought conditions.

Vital partnerships to utilize alternative sources of funding once again proved to be a key component in responding to continued demand for workforce training. The critical partnerships with the Labor and Workforce Development Agency (LWDA), the California Community Colleges Chancellor's Office (CCCCO), the Employment Development Department (EDD), the California Department of Industrial Relations' (CDIR) Division of Apprenticeship Standards (DAS), and the California Energy Commission (CEC) continued to strengthen the Panel's ability to aptly respond to developing workforce needs.

# CONTRACT ACTIVITY

In FY 2014-15, the Panel approved over \$78 million (core and alternative-funded programs) to provide training to 84,964 (83,043 core and 1,921 alternative funded) new-hire and incumbent workers. ETP-funded training has helped California’s economic recovery through job sustainability and creation, and also enabled businesses big and small to maintain a competitive edge. See: *Core and Alternative Funded Contract Activity* below.

## 1. Core Contract Activity

During the report year, ETP staff administered 953 core training contracts. These included: a) 402 new agreements approved in the report year; b) 308 contracts approved in prior years, which were completed in FY 2014-15; and c) 246 contracts approved prior to FY 2014-15, which were still active and ongoing at the end of the fiscal year. The following table illustrates this activity.

<b>Core Funded Contracts</b>				
	<b>a)</b>	<b>b)</b>	<b>c)</b>	<b>TOTAL</b>
	<b>New Approved</b>	<b>Completed</b>	<b>Ongoing</b>	
<b>Contracts</b>	402	308	243	<b>953</b>
<b>Trainees</b>	83,043	39,107	55,423	<b>177,573</b>

### a) **New Approved Core Contracts**

A total of 402 core contracts were approved in FY 2014-15 to train 83,043 trainees. This increased by 104 contracts from last year. After deducting administrative costs, pro rata, and prior year liabilities, ETP was left with \$35.2 million (compared to \$26 million in the prior year) to fund new training contracts.

### b) **Completed Core Contracts**

A total of 308 contracts approved in the prior year, were completed, providing assistance to 3,197 employers for the training and employment retention of 39,107 workers, at an average cost of \$1,277 per trainee.

- In, FY 2014-15, manufacturing, construction, and the high-technology service industries, captured more than 65 percent of ETP funds.
- The breakdown for Small Business served by the Panel indicates:
  - 79 percent of all businesses employed 250 or fewer workers;
  - 64 percent of all businesses employed 100 or fewer workers;
  - 37 percent of all businesses employed 50 or fewer workers; and,
  - 18 percent of all businesses employed 20 or fewer workers.

The average post-training and employment retention wage for workers who were unemployed at the beginning of training (new hires) was \$15.77 an hour. The average New Hire wage increased by three percent from the previous fiscal year. The average post-retention wage for incumbent workers (retrainees) was \$30.29 an hour. The average retrainee wage decreased by 5.2 percent from the previous fiscal year.

- Training focused on frontline workers in occupations in technical support, nursing, construction, design work, production, delivery and warehousing, mechanics, clerical and office support, accounting, sales, machining, and assembly.

For further information:

See [Appendix B-1 – Completed Contract Data](#);

See [Appendix B-2 – Characteristics of Panel Trainees](#);

See [Appendix B-3 – Completed Core Funding Contracts](#).

*(Note: While the Completed Contracts in FY 2014-15 appendices may identify industries served in those contracts, many of those contracts also supported green/clean technology across various industry sectors.)*

### c) Ongoing Core Contracts

A total of 243 contracts approved prior to FY 2014-15 were still active and ongoing at the end of the fiscal year, including training for 55,423 workers.

## 2. Alternative Funding Contract Activity

During the report year, ETP staff administered 19 alternative-funded training contracts. These included: a) 11 new agreements approved in the report year; b) five contracts which were completed in FY 2014-15, but approved in prior years, and c) three contracts approved prior to FY 2014-15, which were still active at the end of the fiscal year. The following table illustrates this activity.

Alternative Funded Contracts				
	a)	b)	c)	TOTAL
	New Approved	Completed	Ongoing	
<b>Contracts</b>	11*	5	3	<b>19</b>
<b>Trainees</b>	1,921	2,947	604	<b>5,472</b>

\* 6 ARFVTP New Project Approvals and 6 new RESPOND/Drought Project Approvals, totaling 12 new Alternative-funded projects targeting 2029 trainees. However, one RESPOND/Drought project was cancelled after being approved and before being executed, bringing the totals to 11 alternative-funded projects targeting 1921 trainees. Please also see section 2.a) below.

**a) New Approved Alternative Funding Contracts**

ETP continued to support California’s economy and jobs by expanding partnerships and leveraging its resources. Additional funding for alternative programs such as the Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP), as well as the RESPOND/Drought Pilot Program, continued to be a priority for ETP.

The following is a breakdown of alternatively-funded FY 2014-15 project totals:

<b>Alternatively-Funded Training Programs</b>			
	<b>ARFVTP (AB 118)</b>	<b>RESPOND/Drought**</b>	<b>Totals</b>
<b>Approved Funding</b>	\$1,104,194	\$1,000,000	\$2,104,194
<b>Approved Contracts</b>	6	5	11
<b>Workers to Train</b>	979	942	1921

See [Appendix A-1:C – Alternative Funding Sources](#) for training program descriptions.

\* 6 new RESPOND/Drought projects were approved, totaling \$1,117,520 to serve 1050 trainees. One of these projects was canceled prior to execution, bringing the RESPOND/Drought new project approvals totals to 5 projects for \$1,000,000 serving 942 trainees. Additionally, ETP entered into an Inter-agency Agreement with the California Community Colleges Chancellors Office (CCCCO) for \$1,000,000 for the Community Colleges to provide training to workers in areas designated by the Governor’s Office as most severely impacted by the drought. Please also see Appendix A-1, C.

**b) Completed Alternative Funding Contracts**

A total of five (one Workforce Investment Act funded Healthcare Job Creation Project, and 4 under the Alternative and Renewable Fuel and Vehicle Technology/AB118 Program) contracts approved in the prior year, were completed, resulting in the training of 2,947 workers.

For further information:

See [Appendix B-1 – Completed Contract Data](#);

See [Appendix B-2 – Characteristics of Panel Trainees](#);

See [Appendix B-4 – Completed Alternative Funding Contracts](#).

**c) Ongoing Alternative Funding Contracts**

A total of three contracts approved under the ARVFT/AB118 Funding Category prior to FY 2014-15 were still active at the end of the fiscal year, targeting training for 604 workers. There are no ongoing RESPOND/Drought projects for FY 2014-15.

## KEY ACTIONS AND ACCOMPLISHMENTS

In FY 2014-15, ETP successfully met key program goals and objectives for the report year. Following are highlights from ETP's core program:

- **Priority Industries:** 83 percent of all approved core program funds were targeted to priority industries including green technology, manufacturing, high technology, biotechnology, multimedia entertainment, construction, goods movement and transportation, logistics, research and development, and healthcare.
- **Economic Development/Job Creation:** ETP continued its work with state, local, and regional economic development organizations, and Go-Biz<sup>4</sup> in a comprehensive effort to attract, expand, and retain California businesses. In ETP's core and alternative-funded programs, ETP considered critical proposals, new hire contracts, and job creation as economic development. In total funding for these items, 8,715 new jobs were approved in FY 2014-15:

<b>Economic Development/Job Creation</b>			
	<b># of Contracts</b>	<b>Approved Amount</b>	<b># of Trainees</b>
Retrainee Job Creation Initiative in Critical Proposals	9	\$2,279,340	1,489
Retrainee Job Creation Initiative	198	\$9,973,970	6,951
New Hire	5	\$1,012,480	275
<b>Job Creation &amp; New Hire Totals:</b>	<b>212</b>	<b>\$13,265,790</b>	<b>8,715</b>

- **Marketing the Central Valley:** Unemployment rates in the Central Valley and rural Northern California have been persistently high for nearly three decades. In the report year, ETP continued its work with the California Partnership for the San Joaquin Valley, coordinating with business leaders, state and local public agencies, and educational institutions to streamline efforts in job creation. ETP prioritized this particularly hard-hit area within 107 contracts, serving all or a portion of the Central Valley with an overall total of approximately \$21.5 million in core funds for approximately 24,000 trainees.
- **Direct Contracts with Small Business:** The Panel approved over \$5.8 million to train over 5,857 trainees in 139 new Core direct contracts with small businesses of 100 or fewer employees in California and 250 or fewer employees worldwide.

<sup>4</sup> Assembly Bill 29 established the Governor's Office of Business and Economic Development (GO-Biz), formerly known as the Governor's Office of Economic Development (GO-Ed), which was established by Executive Order S-05-10.

- **Green Technology/Industries:** Continuing its support for the environment, the Panel targeted training for companies employing “green technology” methods including: environmental protection; energy generation and efficiency; distributed renewable energy; and other green business practices, processes, and products.
  - Core Funding: the Panel approved 22 Core funding agreements in the amount of \$6,706,275 to train 6,657 workers in “green-clean” related projects (5 were Apprenticeship projects).
  - Alternative Funding: Under our alternative funding programs the Panel approved 7 agreements in the amount of \$1,338,434 to train 1,171 trainees. Under the ARFVTP (AB 118), the Panel approved 6 agreements in the amount of \$1,104,194 to train 979 trainees. Under the RESPOND/Drought Pilot, the Panel approved 1 agreement in the amount of \$234,240 to train 192 trainees.
- **Career Technical Education (CTE):** CTE prepares youth and adults for successful careers and increases public awareness and appreciation for career and technical programs. The Panel supports the statewide emphasis on CTE and related programs, such as apprenticeship training to meet the growing demand for employment in occupations requiring vocational education such as Certified Nurse Assistants, Medical Assistants, Radiology and Lab Technicians, Material Handlers, Carpenters, Electricians, Plumbers, Estimators, Pipefitters, etc. In the report year, the Panel approved over \$36 million for CTE related projects to train 33,710 workers.
- **Healthcare:** The Panel continued its support for healthcare training, approving over \$9.2 million in core contract program funds for the training of 4,468 nurses and 1,993 workers for positions in healthcare-related fields, such as medical office administrators, medical billing technicians, lab technicians and medical assistants.
- **High Unemployment Area (HUA):** The Panel targets HUAs<sup>5</sup> of the state to support training for workers in regions with lagging economies and unemployment rates higher than the state average. During the report year, over \$13.5 million in training funds was approved for 125 contracts that served HUAs, providing training for approximately 15,000 workers.

See [Appendix A-2 – Core Funding Contracts Approved in HUAs](#) for more information.

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<sup>5</sup> HUAs are defined as counties or sub-county areas with unemployment rates at least twenty-five percent higher than the State average, based on data from EDD’s Labor Market Information Division.

## **PILOTS AND SPECIAL TRAINING PROGRAMS (Core and Alternative Funding)**

In response to Administrative and Legislative priorities, the Panel implements Pilot Programs to test new training models that support California's changing workforce needs:

- **Drought – RESPOND:** On January 17, 2014, Governor Brown declared a state of emergency in California due to extreme drought. Dry conditions and lack of precipitation could impact several key industry sectors and lead to loss of jobs within these areas. Hardest hit are the San Joaquin Valley and Central Coast areas. The Governor's Office has identified a total of 24 counties that are most severely impacted. ETP's **Rapid Employment Strategy Pilot on Natural Disasters** (RESPOND) pilot program will use \$2 million in General Funds to fund employment training in the designated drought-impacted regions of the state. The funds will be used to: (1) support displaced workers; (2) avert layoffs; and (3) help employers transition to more sustainable operations and practices. This \$2 million in General Funds will be applied through the Alternative Funding Category, and in addition, some Drought designated projects will also be approved under the Core Funding Category.
- **Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP):** In FY 2014-15, the Panel continued its partnership with the CEC through funding of the workforce training program in support of the ARFVTP. Administered by the CEC, the Alternative and Renewable Fuel and Vehicle Technology Program is a workforce development and training program consistent with the goals of AB 118 supporting the development and employment of renewable alternative fuels and clean vehicle technologies in the marketplace. The partnership, which began in FY 2009-10, is focused on fostering the development of alternative and renewable fuel technologies and low emission renewable fuel vehicles.
- **Job Creation:** In FY 2014-15, ETP continued to support job creation. Projects demonstrating investment in California's economy, including critical proposals developed in conjunction with GO-Biz were the Panel's highest priority. The Panel also prioritized projects developed under the "Retrainee – Job Creation" guidelines, which demonstrated a strong link to job creation and business expansion. The Panel gave consideration to the employer's investment in new workers, expanded or new facilities, new equipment, or other measurable investments in hiring of workers and expansion of California's workforce
- **Apprenticeship Training Pilot Program:** In FY 2014-15, ETP continued to support its Apprenticeship Training Pilot Program. Developed with input from key stakeholders, including the labor and apprenticeship communities, the Apprenticeship Training Pilot Program was designed to help alleviate the steady decline in state funds dedicated to the related and supplemental instruction (RSI) portion of an apprenticeship curriculum. ETP recognizes apprenticeship training as a unique and valuable component to the development of a strong workforce, and

ETP's Apprenticeship Training Pilot Program serves as a model for apprenticeship training. The pilot program is helping to fill the funding gap between state reimbursement and the actual cost of delivering the RSI portion of apprenticeship training by offsetting the hourly cost of classroom training.

- **Veterans Training:** Throughout FY 2014-15, ETP continued to prioritize training for veterans and members of the National Guard who are reentering California's civilian workforce. Based on the number of active and reservist personnel who have performed military service in recent years, the need for employment training assistance for veterans is projected to increase. ETP's veteran training program helps unemployed veterans and members of the National Guard obtain high-skilled, high-wage jobs in secure industries. Through participation in the Governor's Interagency Council on Veterans, ETP continues to contribute to the coordination of statewide efforts to identify and prioritize the needs of veterans. Through collaboration, ETP seeks to strengthen and streamline workforce training and employment services to better suit the needs of California's veteran community.

## **INFORMATION TECHNOLOGY MODERNIZATION**

ETP is in the process of building a new system to better meet the needs of the agency and its customers, combining the multiple functions of the current internet, intranet, and ETP's Management Information Systems. The new system, Employment Training Management System (ETMS) part of EDD's California Workforce Services Network (CWSN) Phase II, will enable ETP to more efficiently provide its services, improve ETP's overall fiscal and accounting processes, improve data collection and reporting, provide greater flexibility within the application and contracting processes, improve ETP's online processes, and automate more of the contracting process. ETMS's projected implementation date is early-2016.

## **PLANNING FOR THE FUTURE**

In response to California's economic recovery, ETP has increased its efforts to maximize its training dollars through the implementation of special training programs, pilots, and guidelines. These emphasize areas of business and industry that are instrumental in helping revitalize the state's economy. A key aspect of ETP's economic development strategy includes seeking out new partners with whom to collaborate and securing new resources.

ETP annually reviews the state of the economy and identifies industries that are essential to California's economic growth and stability. These priority industries have not changed from the previous year, although ETP has considered the general economic climate, alternative funding and investment, and the growing green technology sector. Green/Clean Technology, Manufacturing, Construction, Transportation, Information Technology Services, Biotechnology and Life Sciences, Multimedia/Entertainment, and Agriculture remain priority industries in California's economy.

The Panel has also furthered its efforts to collaborate more effectively with other workforce agencies, allowing ETP to broaden the scope and depth of its involvement in local communities statewide. Partners include the LWDA, Go-Biz, CWDB, EDD, the California Community Colleges Chancellors Office (CCCCO), and CEC, among others. ETP is an integral part of the CWDB 2012-17 Strategic Plan to coordinate workforce funding and resources for optimal leverage. ETP is also participating in the LWDA effort to implement the Workforce Innovation and Opportunity Act and the new CWDB Strategic Plan that is required.

ETP's ARFVTP (AB 118) pilot represents one such partnership. The ARFVTP program is operating through an interagency agreement with the CEC with the goal of training individuals in new transportation technologies to meet the workforce needs of companies engaging in the development and/or deployment of alternative fuels and vehicle technologies. See [Appendix A-1:C – Alternative Funding Sources](#), under ARFVTP for more information.

These strategies are aimed at enhancing ETP's role as an effective, relevant resource in supporting the economic development goals of the Governor, Legislature, and Panel. ETP will continue to allocate its resources in support of projects that lead to the creation of new jobs and the retention of high quality jobs in all areas of the state. ETP is committed to supporting California's role as the nation's leader in green sector job growth, and will continue an aggressive effort in the revitalization of the state's other key industry sectors. ETP further recognizes the need to ensure optimal leveraging and coordination of resources dedicated to economic and workforce development and will maintain a strong emphasis on partnerships with other public programs and agencies, labor and the business community.

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**A. APPROPRIATIONS AND EXPENDITURES**

In FY 2014-15, the ETF received a Budget Act appropriation of \$63.2 million. As part of Trailer Bill, AB 1476, in the 2014 Budget Act, the ETF received an additional \$10 million due to increased demand for ETP training funds. The FY 2014-15 ETF collection was conservatively forecast at \$65.9 million. The actual ETF revenue collection of \$69.8 million resulted higher than the ETF revenue projection. The difference between revenue collection and expenditures were reconciled with the year-end fund balance. After deducting for administrative costs, pro rata, and prior-year contract liabilities, this resulted in close to \$35.2 million to fund new core training contracts in FY 2014-15. The Panel expended all of these available new training funds by its June 2015 Panel meeting.

<b>CORE FUNDING - Appropriation and Expenditure Report</b>	<b>FY 2014-15</b>
Employment Training Fund (ETF)	\$73,193,000.00
EDD Tax Branch (ETT Collection)	-\$5,561,000.00
<b>Total Appropriation to ETP:</b>	<b>\$67,632,000.00</b>
<b><u>ETP Budget Authority:</u></b>	
Appropriation to ETP	\$67,632,000.00
Reinvested Funds (Provision 1)	\$3,883,914.03
Roll Over Funds from Active Contracts	\$4,650,822.77
Allocation for employee compensation, staff benefits, pension contribution adjustment	\$1,657,005.00
<b>Total Budget Authority for Fiscal Year 2014-15:</b>	<b>\$77,823,741.80</b>
<b><u>ETP Expenditures:</u></b>	
Program Administration	\$10,134,289.03
EDD Support	\$709,334.21
Other Pro Rata	\$579,413.00
State Controller's Office (SCO)	\$18,565.00
GAAP/Fiscal System Consultant Unit (FSCU)	\$4,535.00
Fi\$cal	\$42,000.00
Marketing and Research	\$496,445.00
Program Funds:	
Prior Year Contract Liabilities	\$30,646,526.79
New Training Contracts	\$35,192,633.77
<b>Total Expenditures for Fiscal Year 2014-15:</b>	<b>\$77,823,741.80</b>

The resulting total of \$77.8 million available for core funding in 2014-15 was allocated by the Panel as follows:

- **Program Funds:** The Panel encumbered all \$65.8 million of available program funds for training. Of this amount, about \$30.6 million was for prior-year contract

liabilities, due as a result of incremental funding, and nearly \$35.2 million was for new training contracts. (In order to maximize its limited funds, ETP incrementally encumbers training funds, initially encumbering about 38 percent of the contract amounts to cover first year costs and mitigate second year liabilities. Funding is disbursed over a two-year term per project.)

- **Program Administration:** Close to \$10.9 million was spent for program administration costs, including EDD support, SCO, GAAP/FSCU, and Fi\$cal.
- **Marketing and Research:** Marketing supports the development and maintenance of ETP's relationship with industry, labor, and other organizations in emerging sectors such as green/clean. California Labor Federation and California Manufacturing Technology Association are two marketing contracts for \$150K each with 2-year term. The Marketing expenditure is listed as \$496K, however, the actual expenditure was \$165K.\*

*\*ETP marketing contracts were "expensed" at SFY 2014-15 year-end (in anticipation of additional invoices forthcoming from the vendors) consistent with accepted accounting principles.*

- **Pro Rata:** ETP had \$579K for Pro Rata. Pro Rata costs are for services provided by departments and agencies such as the State Controller's Office and the Department of Finance.

## B. NEW CORE TRAINING CONTRACT APPROVALS

In FY 2014-15, \$35.2 million was encumbered for new core training contracts. Since the Panel incrementally encumbers about 38 percent of the total approved amount of contracts in their first year, the Panel approved over \$75.6 million in total contract amount in FY 2014-15 for new projects. These training funds were approved under (a) the regular Economic Development category, primarily for the retraining of incumbent workers in businesses threatened by out-of-state competition, as well as training for unemployed workers; and (b) the Special Employment Training (SET) category for businesses and workers not eligible under regular program criteria. Approximately 98.7 percent of funds were targeted for retraining, with 1.3 percent going for the training of unemployed workers. (Retraitees represented 99.7 percent of the trainee population, and new hires 0.3 percent.)

<b>FY 2014-15 CORE FUNDING COMMITMENTS</b>	<b>Total</b>
<b>Approved Training Projects</b>	<b>402</b>
Total Approved Funding*	\$75,686,317
Workers Targeted for Training	83,043
Average Cost per Trainee**	\$911

\*\$35.2 million was encumbered for new training, with the remaining liability to be covered in future fiscal years' funds, based on project performance.

\*\*Overall average cost per trainee for new hires was \$3,682; for retrainees it was \$887.

Core training targeted to the state's key industries and the percentage of ETP approved funding to those industries:

- Manufacturing (43 percent)
- Construction (16 percent)
- Services (32 percent)
  - i. Healthcare
  - ii. High-Technology
  - iii. Other Services
- Other (Agriculture, Finance, Trade, Transportation) (9 percent)

### C. ALTERNATIVE FUNDING SOURCES

ETP has historically accomplished its mission without appropriations from the State General Fund or alternative sources of funding to ETP's ETT core program funding. However, beginning in FY 2009-10 and each year thereafter, ETP has continued to receive alternative funding aimed at training workers for jobs emerging in the recovering economy. The FY 2014-15 alternative funding was provided through AB 118, which established the ARFVTP in 2007. ETP also received \$2 million in general fund monies late in FY 2013-14 for use in FY 2014-15 for Drought RESPOND projects.

**ARFVTP:** In 2007, ARFVTP was created under AB 118 – with the goal of transforming California's fuel and vehicle types to meet the state's climate change policies. The ARFVTP is administered by the CEC. ETP partnered with CEC, Fuels and Transportation Division to deliver a workforce development and training component consistent with the goals of AB 118. An Interagency Agreement (IA) with the CEC was approved June 8, 2010, with the objective of training individuals in new transportation technologies to help attain the workforce needs of companies engaged in the development and/or deployment of alternative fuels and vehicle technologies. This IA has provided ETP over \$11.5 million to provide services and support related to the ARFVTP. (See the funding table below.)

	Training	Admin	Total
<b>FY 2009-10</b>	\$4,500,000	\$500,000	\$5,000,000
<b>FY 2010-11</b>	\$900,000	\$100,000	\$1,000,000
<b>FY 2011-12</b>	\$3,852,000	\$428,000	\$4,280,000
<b>FY 2012-13</b>	\$0	\$0	\$0
<b>FY 2013-14</b>	\$1,088,124	\$150,000	\$1,238,124
<b>FY 2014-15</b>	\$0	\$0	\$0
<b>Totals:</b>	<b>\$10,340,124</b>	<b>\$1,178,000</b>	<b>\$11,518,124</b>

See previous [Annual Reports](#) for prior year statistics.

To support the ARFVTP on an ongoing basis, ETP submitted and received Budget Change Proposal (BCP) approval for \$3.0 million in on-going reimbursable budget authority via section 28.50.

The IA was amended with \$1.2 million in additional training funds for a new IA total of \$11.5 million. The term was also extended to March 30, 2017. As a result, in FY 2014-15, ETP did not receive new funding from the CEC since funds from the previous year were still available.

In FY 2014-15, the Panel approved \$1.1 million to train 979 workers in six contracts. ETP also closed four contracts during the fiscal year, as their terms naturally ended, which earned a total of \$3 million with 2,497 trainees meeting the job retention requirements.

By the end of FY 2014-15, there were six active ARFVTP contracts. *(See the table below for a breakdown of approved, active, closed, and terminated contracts.)*

	Approved	Active	Closed	Terminated*
FY 2009-10	5	0	2	3
FY 2010-11	10	0	8	2
FY 2011-12	7	0	7	0
FY 2012-13	4	4	0	0
FY 2013-14	3	3	0	0
FY 2014-15	6	6	4	0
<b>Totals</b>	<b>35</b>	<b>13</b>	<b>21</b>	<b>5</b>

\* Contracts were terminated at the contractor's request.

Since the ARFVTP began in FY 2009-10 through the end of FY 2014-15, ETP has approved a total of \$11 million to train approximately 14 thousand workers under 35 approved contracts. Over \$426 thousand has been expended in total administrative costs.

**RESPOND/Drought:** In January, 2014, Governor Brown declared a state of emergency in response to one of the worst droughts in recent history in California. In an effort to help mitigate the effects of the drought on some of the hardest hit areas of the state, especially the San Joaquin Valley and Central Coast, Governor Brown then signed omnibus legislation (Senate Bills 103 & 104) which appropriated \$2 million in General Fund monies to ETP to help provide training-related services to workers and employers in these areas. The Panel drafted the Rapid Employment Strategy Pilot on Natural Disasters (RESPOND) Pilot Guidelines, which were then approved in June, 2014.

Under the RESPOND/Drought Guidelines, the original \$2 million funding allocation was divided into two funding streams of \$1 million each. One \$1 million funding stream was dedicated to ETP's Alternative Funding programs for both Single and Multiple Employer contracts. The second \$1 million funding stream went into a two-year Inter-agency Agreement between ETP and the California Community Colleges Chancellor's Office

(CCCCO), for the CCCCCO to administer similar training programs targeting employers and workers in designated areas affected by the drought.

With the \$1 million funding stream devoted to ETP contracts, ETP originally approved six new projects, one of which was canceled after Panel approval and before contract execution, bringing the total of new approved RESPOND/Drought projects for FY 2014-15 to five contracts training 942 trainees for the total funding amount of \$1 million.

The original allocation of \$2 million in general fund monies for use in alternately-funded RESPOND/Drought projects occurred in late FY 2013-14, although it was intended for use in FY 2014-15. As such, the allocation total for RESPOND/Drought projects in FY 2014-15 is \$0.

By the end of FY 2014-15, there were five new approved RESPOND/Drought contracts. (See table below). Six contracts were approved by the Panel, and one project was canceled prior to execution, bringing the total of remaining newly approved RESPOND/Drought projects to five.

	<b>Approved</b>	<b>Active</b>	<b>Closed</b>	<b>Terminated</b>	<b>Canceled</b>
<b>FY 2014-15</b>	6	0	0	0	1
<b>Totals</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>

**Core Funding Contracts Approved in HUAs  
FY 2014-15**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
AGRARIA SAN FRANCISCO, INC.	LOS ANGELES	Wholesale Trade, Manufacturing,	\$32,760	9
AIR CONDITINING TRADE ASSOCIATION	CONTRA COSTA, FRESNO, KINGS, SACRAMENTO, SHASTA	Construction	\$14,180	5
AJIT HEALTHCARE, INC. DBA WESTLAKE CONVALESCENT HOSPITAL	LOS ANGELES	Healthcare	\$357,138	178
ALPINE CORPORATION	LOS ANGELES	Manufacturing	\$46,800	30
ALTMAN SPECIALTY PLANTS, INC.	MONTEREY, RIVERSIDE, SAN DIEGO	Agriculture	\$137,000	258
AMERICAN MEDICAL RESPONSE OF SOUTHERN CALIFORNIA	SAN DIEGO, SAN BERNARDINO, LOS ANGELES, VENTURA	Healthcare	\$264,800	250
ANDERSON BROTHERS AUTO WHOLESALE, INC. DBA ANDERSON BROS BODY SHOP	SACRAMENTO, YOLO	Services	\$22,968	18
AUTO CENTER AUTO BODY, INC. DBA FIX AUTO	ORANGE, RIVERSIDE, SAN BERNARDINO	Services	\$9,900	12
AUTOLAND, INC.	ALAMEDA, FRESNO, LOS ANGELES, MERCED, ORANGE, SACRAMENTO, SAN DIEGO, SAN LUIS OBISPO, SANTA CLARA, VENTURA	Retail	\$3,520	5
BAKMAN WATER COMPANY	FRESNO	Technical Services	\$7,986	11
BARTON BRANDS OF CALIFORNIA, INC.	LOS ANGELES	Manufacturing	\$94,900	50

**Core Funding Contracts Approved in HUAs  
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APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
BAY ALARM COMPANY	ALAMEDA, CONTRA COSTA, LOS ANGELES, ORANGE, SACRAMENTO, SAN BERNARDINO, SAN DIEGO, SAN JOAQUIN, SAN MATEO, SANTA CLARA, SHASTA, SONOMA, VENTURA	Construction, Services	\$153,000	170
BEN CLYMER'S THE BODY SHOP, INC.	RIVERSIDE, SAN BERNARDINO, LOS ANGELES	Services	\$3,168	4
BERG LACQUER CO. DBA ELLIS PAINT COMPANY	LOS ANGELES	Manufacturing, Services	\$114,408	100
BETTS COMPANY	ALAMEDA, FRESNO, LOS ANGELES, SACRAMENTO, SAN BERNARDINO, SAN JOAQUIN	Manufacturing	\$34,884	65
BP LUBRICANTS USA INC.	CONTRA COSTA	Manufacturing	\$50,616	38
BP-QUALITY PAINT & BODY, INC.	TULARE	Services	\$49,104	62
CABER ENTERPRISES INC. DBA MISSION CARE GROUP	KINGS, TULARE	Healthcare	\$424,614	237
CALIFORNIA WORKFORCE ASSOCIATION	SACRAMENTO	Manufacturing	\$259,718	218
CAROLLO ENGINEERS INC	CONTRA COSTA, ORANGE, SACRAMENTO, RIVERSIDE, SAN DIEGO, LOS ANGELES, PLACER, SAN FRANCISCO, SANTA CLARA	Engineering	\$5,993	17
CLARKWESTERN DIETRICH BUILDING SYSTEMS LLC	RIVERSIDE, YOLO	Manufacturing	\$82,800	100
CLAUDE LAVAL CORPORATION	FRESNO	Manufacturing	\$122,442	101
COLOR-BOX, LLC	MADERA	Manufacturing	\$65,940	77
CONAGRA FOODS PACKAGED FOODS COMPANY, INC.	STANISLAUS	Manufacturing	\$424,728	347

**Core Funding Contracts Approved in HUAs  
FY 2014-15**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
CONIFER REVENUE CYCLE SOLUTIONS, LLC	ORANGE, LOS ANGELES, CONTRA COSTA, RIVERSIDE, SAN LUIS OBISPO, STANISLAUS	Services	\$9,000	20
CORE BUSINESS INTERIORS	FRESNO	Construction, Services	\$15,626	15
CU ENTERPRISES, LTD.	SANTA BARBARA	Wholesale Trade	\$14,040	9
DEARDEN'S	LOS ANGELES, SAN BERNARDINO	Retail	\$162,600	174
DEL MONTE FOODS, INC.	STATEWIDE	Manufacturing, Agriculture, Goods Movement, Warehousing, Wholesale Trade	\$204,080	680
DOCKSTADER AND DOCKSTADER, INC.	FRESNO	Services	\$48,906	57
DOLE PACKAGED FOODS, LLC	MERCED, SAN JOAQUIN	Manufacturing	\$424,320	527
DOUGLAS STEEL SUPPLY, INC.	LOS ANGELES	Services, Wholesale Trade	\$39,312	84
EASTWESTPROTO, INC. DBA LIFELINE AMBULANCE	LOS ANGELES	Healthcare, Services	\$310,984	259
ELITE AMBULANCE, INC.	LOS ANGELES	Healthcare	\$49,998	79
EMPIRE TRANSPORTATION, INC.	LOS ANGELES, RIVERSIDE	Warehousing and Transportation Services	\$96,525	165
EUROMARKET DESIGNS INC DBA CRATE AND BARREL	SAN JOAQUIN	Retail, Warehousing	\$62,700	150
EVY OF CALIFORNIA, INC.	LOS ANGELES	Manufacturing	\$34,560	32
FEATHER RIVER COLLEGE	BUTTE, DEL NORTE, HUMBOLDT, LASSEN, MENDOCINO, MODOC, PLUMAS, SHASTA, SISKIYOU, TEHAMA	Manufacturing, Services, Agriculture, Engineering	\$12,233	13
FLOWERS BAKING CO OF MODESTO LLC	STANISLAUS	Manufacturing	\$99,760	130
FOX FACTORY HOLDING CORP.	SANTA CRUZ	Manufacturing	\$314,936	302
GAR TOOTELIAN, INC.	FRESNO	Wholesale Trade, Retail	\$49,588	98

**Core Funding Contracts Approved in HUAs  
FY 2014-15**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
GHM MANAGEMENT DBA MERITAGE HEALTHCARE, LLC	MERCED, FRESNO, BUTTE	Healthcare	\$328,540	168
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CTR	STATEWIDE	Manufacturing, Aerospace and Defense, Services	\$26,340	24
HADDICK'S TOWING, INC. DBA FIX AUTO CITY OF INDUSTRY	LOS ANGELES	Services	\$13,794	11
HEALTHCARE PARTNERS, LLC	LOS ANGELES, ORANGE	Healthcare	\$11,664	27
HEALTHSOUTH CORPORATION	KERN, ORANGE	Healthcare	\$130,662	61
HEART HOSPITAL OF BK, LLC DBA BAKERSFIELD HEART HOSPITAL	KERN	Healthcare, Services	\$248,400	150
HOLLYWOOD BED & SPRING MFG. CO., INC.	LOS ANGELES	Manufacturing	\$20,176	97
HOLT OF CALIFORNIA	SACRAMENTO, SAN JOAQUIN, YOLO, PLACER, STANISLAUS, MERCED, SOLANO, COLUSA, SUTTER, SHASTA	Wholesale Trade	\$124,425	135
HUB INTERNATIONAL INSURANCE SERVICES INC.	STATEWIDE	Insurance, Financial Services	\$19,479	43
J.J.R. ENTERPRISES INC. DBA CALTRONICS BUSINESS SYSTEMS	SACRAMENTO, ALAMEDA, SANTA CLARA, FRESNO, LOS ANGELES, PLACER, SONOMA	Services	\$29,760	23
JEWISH VOCATIONAL SERVICE OF LOS ANGELES	STATEWIDE	Services	\$34,410	10
JFK MEMORIAL HOSPITAL, INC. DBA JOHN F. KENNEDY MEMORIAL HOSPITAL	RIVERSIDE	Healthcare	\$161,280	80
JOHN F. OTTO, INC. DBA OTTO CONSTRUCTION	SACRAMENTO	Construction	\$4,147	13

**Core Funding Contracts Approved in HUAs  
FY 2014-15**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
KERN COMMUNITY COLLEGE DISTRICT	STATEWIDE	Aerospace and Defense, Agriculture, Construction, Manufacturing, Transportation/Logistics	\$10,774	14
LEVLAD, LLC	LOS ANGELES	Manufacturing	\$229,440	208
LIFE GENERATIONS HEALTHCARE LLC DBA GENERATIONS HEALTHCARE	SAN DIEGO, STANISLAUS, SANTA BARBARA, LOS ANGELES, SANTA CLARA, ORANGE, ALAMEDA, SAN BERNARDINO, SAN MATEO	Healthcare	\$386,140	539
LILI MIRTORABI, D.D.S., A PROFESSIONAL CORPORATION	LOS ANGELES	Healthcare	\$87,700	70
LOCKHEED MARTIN AERONAUTICS COMPANY, A DIVISION OF LOCKHEED MARTIN CORPORATION	LOS ANGELES, KERN	Aerospace & Defense Manufacturing	\$524,880	810
LOMITA CHAMBER OF COMMERCE	LOS ANGELES	Manufacturing, Transportation/Logistics, Healthcare, Services, Wholesale Trade	\$11,280	20
LOS RIOS COMMUNITY COLLEGE DISTRICT - SMALL BUSINESS DEVELOPMENT CTR	EL DORADO, NEVADA, PLACER, PLUMAS, SACRAMENTO, SIERRA, YOLO	Construction, Technology/IT, Services, Agriculture, Healthcare	\$1,410	3
LUSIVE DECOR	LOS ANGELES	Manufacturing, Services	\$12,480	15
MARY ANN'S BAKING CO., INC.	SACRAMENTO	Manufacturing	\$322,016	138
MEDAMERICA BILLING SERVICES, INC.	STANISLAUS, SAN BERNARDINO	Services	\$340,000	270
METTLE, INC. DBA VERVE NETWORKS	SAN JOAQUIN	Technical Services, Technology/IT	\$18,720	18
MITCHELL'S TRANSPORT REFRIGERATION COMPANY DBA VALLEY TRANSPORT REFRIGERATION	FRESNO, ALAMEDA	Services	\$37,510	31

**Core Funding Contracts Approved in HUAs  
FY 2014-15**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
MORENO VALLEY COLLISION, INC. DBA FIX AUTO MORENO VALLEY	RIVERSIDE	Services	\$16,896	18
NATIONAL COMMUNITY RENAISSANCE	SAN BERNARDINO, RIVERSIDE, SAN DIEGO, LOS ANGELES	Other Real Estate	\$49,980	49
NATOMAS AUTO BODY & PAINT, INC.	SACRAMENTO, SUTTER	Services	\$25,080	24
NEMAT INCORPORATED	MADERA	Manufacturing	\$45,240	29
NFCC, INC. DBA NORTH FRESNO COLLISION CENTER	FRESNO	Services	\$42,042	39
NIAGARA BOTTLING, LLC	SAN BERNARDINO, SAN JOAQUIN	Manufacturing	\$118,000	163
NICHOLS FARMS	KINGS	Manufacturing, Agriculture	\$423,000	250
NOR-CAL BEVERAGE CO., INC.	STATEWIDE	Manufacturing	\$66,420	123
OIL-DRI CORPORATION OF AMERICA	KERN	Manufacturing	\$48,960	68
OMNICARE ESC, LLC	ALAMEDA, BUTTE, KERN, LOS ANGELES, SACRAMENTO, SHASTA, SAN DIEGO, SAN JOAQUIN, SONOMA	Retail	\$129,960	228
P2S ENGINEERING, INC.	LOS ANGELES, SAN DIEGO	Technical Services, Engineering, Construction	\$53,300	51
PACIFIC SCIENTIFIC ENERGETIC MATERIALS COMPANY (CALIFORNIA) LLC	SAN BENITO	Manufacturing	\$234,800	325
PARAMOUNT FARMS INTERNATIONAL LLC	FRESNO, KERN	Manufacturing, Agriculture	\$529,200	700
PARCO HOLDINGS, LP	SACRAMENTO	Services	\$52,500	75
PARTNERS ADVANTAGE INSURANCE SERVICES, LLC	RIVERSIDE	Insurance, Services	\$42,042	49
PHYSICIANS FOR HEALTHY HOSPITALS, INC.	RIVERSIDE	Healthcare	\$368,180	506
PLATINUM ENGINEERING SOLUTION INC.	MADERA	Engineering Technical Services/High Tech Services	\$8,320	8
PLATINUM SIGNERS, LLC DBA GREEN DRAGON PROPERTY PRESERVATION	SAN BERNARDINO	Landscaping Services	\$13,200	15

**Core Funding Contracts Approved in HUAs  
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APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
PRL GLASS SYSTEMS, INC.	LOS ANGELES	Manufacturing, Construction, Wholesale Trade	\$49,248	57
PRN AMBULANCE, INC.	LOS ANGELES	Healthcare, Services	\$120,160	87
QUALIFIED BILLING & COLLECTIONS, LLC	LOS ANGELES	Services	\$97,965	182
QUINN GROUP, INC.	LOS ANGELES, ORANGE, VENTURA, KERN, TULARE, FRESNO, SANTA BARBARA, MONTEREY	Wholesale, Services	\$156,944	190
RALEY'S, A CORPORATION DBA RALEY'S SUPER MARKETS	STATEWIDE	Retail, Services	\$78,540	238
RALPHS GROCERY COMPANY	LOS ANGELES, RIVERSIDE	Goods Movement, Retail, Warehousing	\$31,800	40
RICH PRODUCTS CORPORATION	FRESNO	Manufacturing	\$108,200	160
RICOH AMERICAS CORPORATION	ORANGE, SANTA CLARA, SAN DIEGO, SAN FRANCISCO, LOS ANGELES, CONTRA COSTA, SACRAMENTO, SAN MATEO, SAN BERNARDINO, SONOMA, SAN JOAQUIN, ALAMEDA, FRESNO	Services, Warehousing, Technology/Other	\$59,850	70
RIVERSIDE COMMUNITY COLLEGE DISTRICT, OFFICE OF ECONOMIC DEVELOPMENT	RIVERSIDE, SAN BERNARDINO, IMPERIAL, SAN DIEGO, ORANGE, LOS ANGELES	Manufacturing, Transportation/Logistics, Warehousing, Goods Movement, Engineering	\$187,400	225
ROBERT MANN PACKAGING INC.	MONTEREY, SAN DIEGO, SANTA BARBARA, SANTA CRUZ, VENTURA	Manufacturing, Agriculture	\$80,180	134

**Core Funding Contracts Approved in HUAs  
FY 2014-15**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	SAN BERNARDINO, RIVERSIDE	Manufacturing, Transportation/Logistics, Warehousing, Aerospace & Defense	\$9,625	25
SAN DIEGO ELECTRICAL TRAINING TRUST	SAN DIEGO, IMPERIAL	Construction, Green Technology	\$89,110	133
SAPUTO CHEESE USA INC.	TULARE	Manufacturing	\$6,048	14
SEERSOFT, INC. DBA CALIFORNIA REHABILITATION SPECIALISTS	LOS ANGELES	Healthcare, Services	\$34,320	26
SHIELDS NURSING CENTERS, INC.	CONTRA COSTA	Healthcare, Services	\$48,348	34
SIMPSON STRONG-TIE COMPANY INC.	SAN JOAQUIN	Manufacturing	\$26,160	45
SIMPSON STRONG-TIE COMPANY INC.	RIVERSIDE	Manufacturing, Services	\$25,200	100
SINCLAIR SYSTEMS INTERNATIONAL, LLC	FRESNO	Manufacturing	\$26,460	42
ST. GEORGE WAREHOUSING AND TRUCKING CO. OF CALIFORNIA, INC.	LOS ANGELES	Transportation/Logistics, Warehousing, Wholesale Trade, Services,	\$86,352	46
SUTTER HOME WINERY, INC. DBA TRINCHERO FAMILY ESTATES	AMADOR, NAPA, SAN JOAQUIN	Manufacturing, Agriculture	\$511,200	330
TESTAMERICA LABORATORIES, INC.	ORANGE, YOLO	Technical Services, Technology/Other	\$29,565	73
THE BROWNIE BAKER, INC.	FRESNO	Manufacturing	\$76,440	76
THE CONRAD CORPORATION DBA CONQUEST IMAGING	SAN JOAQUIN	Manufacturing	\$55,328	38

**Core Funding Contracts Approved in HUAs  
FY 2014-15**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
THE CSU, CHICO RESEARCH FOUNDATION	ALPINE, AMADOR, BUTTE, CALAVERAS, COLUSA, EL DORADO, GLENN, LAKE, LASSEN, MODOC, NEVADA, PLACER, PLUMAS, SACRAMENTO, SAN JOAQUIN, SHASTA, SIERRA, SISKIYOU, SUTTER, TEHAMA, TRINITY, YOLO, YUBA	Construction, Technology/IT, Services, Agriculture, Healthcare	\$15,510	33
THE ROCHER GROUP A.P.C.	LOS ANGELES	ServicesFinance	\$6,600	5
THE WARDEN'S OFFICE, INC.	STANISLAUS	Retail	\$22,968	36
TIGER LINES, LLC	SAN JOAQUIN, STANISLAUS	Transportation, Services	\$24,930	33
TRIAGE PARTNERS CA, LLC	LOS ANGELES, RIVERSIDE	Communication, Services	\$38,480	37
TRINITY SAFETY COMPANY LLC	KERN	Services	\$49,962	50
TRIUMPH AEROSTRUCTURES, LLC - VOUGHT AIRCRAFT DIVISION	LOS ANGELES	Manufacturing	\$181,440	420
U.S. FARM SYSTEMS	TULARE, STANISLAUS	Manufacturing	\$49,920	85
ULTIMATE FORMULATIONS, INC. DBA BEST FORMULATIONS	LOS ANGELES	Manufacturing	\$45,900	85
ULTRA PRO INTERNATIONAL LLC	LOS ANGELES	Manufacturing	\$49,920	97
UNITED PARCEL SERVICE, INC.	STATEWIDE	Transportation/Logistics, Services	\$187,394	193

**Core Funding Contracts Approved in HUAs  
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APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
VALLEY TRUCK AND TRACTOR CO.	BUTTE, COLUSA, GLENN, SACRAMENTO, SOLANO, SUTTER, YOLO	Agriculture, Retail	\$170,059	115
VIA TRADING CORPORATION	LOS ANGELES	Wholesale Trade, Transportation/Logistics	\$43,550	49
VICTOR VALLEY GLOBAL MEDICAL CENTER	SAN BERNARDINO	Healthcare	\$241,128	277
VILLARA CORPORATION	SACRAMENTO,	Construction	\$27,240	48
W. BANKS MOORE, INC.	FRESNO	Construction, Services	\$37,440	39
WATTS EQUIPMENT COMPANY	SAN JOAQUIN	Wholesale Trade	\$47,300	50
WESTECH COLLEGE	LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO	Engineering, Technology/Other, Construction, Manufacturing	\$149,747	66
<b>125 Contracts</b>			<b>\$13,519,012</b>	<b>14,936</b>

<b>Central Valley</b>	<b>\$7,814,446</b>	<b>7,912</b>
<b>Inland Empire</b>	<b>\$3,198,617</b>	<b>3,764</b>

## COMPLETED CONTRACT DATA

Of contracts closed within the report year, 308 were through core funding and five were through Alternative funding. These contracts included training to assist employers in implementing technological innovations, diversifying goods and services, and transitioning to high-performance workplaces.

### A. SUMMARY OF COMPLETED CONTRACTS

**Core Contracts:** The following table illustrates FY 2014-15 completed core contracts. The Panel funded training for 39,107 workers at an average cost of \$1,277 per trainee.

	Total
<b>Number of Core Contracts</b>	308
<b>Amount Earned (in millions)</b>	\$49.9
<b>Retained in Employment</b>	39,107
<b>Average Cost per Trainee</b>	\$1,277

See [Appendix B-3 – Completed Core Funding Contracts](#) for a list of the year's completed contracts.

The overall percentage of planned-to-actual placements for all trainees was 63 percent (74 percent for new hires, and 65 percent for retrainees), meaning the number of trainees planned/estimated at the beginning of the contract were actually trained at an overall of 63 percent. The placement rates for retrainees increased by five percent and the rate for new hires increased by 45 percent from the previous fiscal year. The average cost per trainee increased in the report year from the prior fiscal year, from \$1,135 to \$1,277 per trainee. The average cost per trainee was \$4,136 for new hires (\$285 lower than last year's \$4,421), and \$1,253 for retrainees (\$148 higher than last year's \$1,105).

**Alternative Funding Contracts:** Five alternatively funded contracts completed in the report year, including: one Workforce Investment Act-funded Healthcare Job Creation projects, and four AB 118/Alternative and Renewable Fuel and Vehicle Technology Program contracts. These contracts successfully trained 2,947 incumbent workers and earned a total of \$2.4 million.

	Total
<b>Number of Alternative Funding Contracts</b>	5
<b>Amount Earned (in millions)</b>	\$2.4
<b>Retained in Employment</b>	2,947
<b>Average Cost per Trainee</b>	\$811

**B. TRAINEES SERVED BY SIZE OF BUSINESS**

The following tables provide numbers of trainees and dollars earned by size of business served for completed contracts in the report year. Small business is defined as employing 250 or fewer employees worldwide. Under Core Funding, 39 percent of retrainees and 93 percent of new hires were employed by small businesses. Under the Alternative Funding, 37 percent of all retrainees were employed by small businesses.

Core Funding					
Bus. Size	Retrainees	New Hires	Retrainee \$ Earned	NH \$ Earned	\$ Earned Amount
1-20	1,918	106	\$2,701,741	\$400,778	\$3,102,519
21-50	3,196	80	\$4,474,110	\$308,383	\$4,782,493
51-100	5,317	84	\$6,449,893	\$354,161	\$6,804,054
101-250	4,269	27	\$5,056,335	\$140,743	\$5,197,078
251+	24,089	22	\$29,931,948	\$115,461	\$30,047,409
<b>Totals:</b>	<b>38,789</b>	<b>319</b>	<b>\$48,614,027</b>	<b>\$1,319,526</b>	<b>\$49,933,553</b>

Alternative Funding					
Bus. Size	Retrainees	New Hires	Retrainee \$ Earned	NH \$ Earned	\$ Earned Amount
1-20	0	0	\$0	\$0	\$0
21-50	45	0	\$6,930	\$0	\$6,930
51-100	1,042	0	\$318,987	\$0	\$318,987
101-250	0	0	\$0	\$0	\$0
251+	1,860	0	\$2,065,429	\$0	\$2,065,429
<b>Totals</b>	<b>2,947</b>	<b>0</b>	<b>\$2,391,346</b>	<b>\$0</b>	<b>\$2,391,346</b>

**C. BUSINESSES SERVED BY SIZE**

Statistics for completed projects in the report year were as follows:

**All Business Sizes:**

Core Funding: 3,197 businesses were served in this year's Core completed contracts. 79 percent were small businesses. Further, 64 percent employed 100 or fewer workers, 37 percent employed 50 or fewer workers, and 18 percent employed 20 or fewer workers. (See following chart.)

Alternative Funding: 17 businesses were served in this year's Alternative Funded completed contracts. 59 percent were small businesses. Further, 59 percent

employed 100 or fewer workers, and 18 percent employed 50 or fewer workers. (See following chart.)

**Small Business Size:**

The Panel funds training for small business through both direct contracts with single employers and multiple-employer contracts (MECs), such as employer consortia or training agencies that train workers of multiple employers. In the report year, the Panel served 126 small businesses through direct contracts to provide training for 3,741 workers. Another 2,413 small businesses were served through 58 MECs, providing training for 12,343 workers.

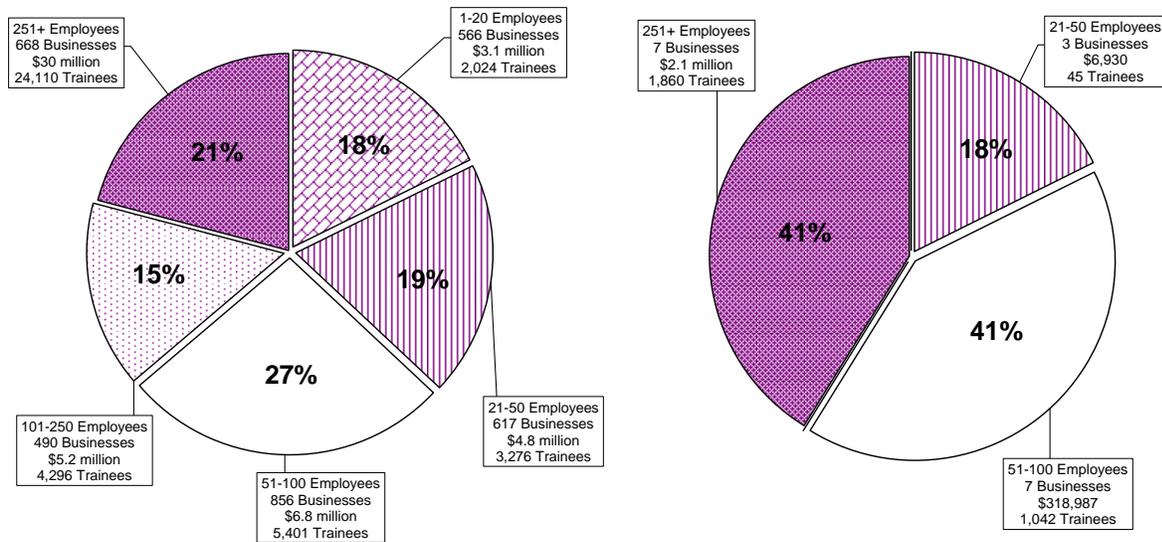
Core Funding: The Panel served 126 small businesses through direct contracts to provide training for 3,741 workers. Another 2,403 small businesses were served through 56 MECs, providing training for 11,256 workers.

Alternative Funding: The Panel served 10 small businesses through two MECs, providing training for 1,087 workers.

**NUMBER & SIZE OF BUSINESSES SERVED**

**CORE CONTRACTS**

**ALTERNATIVE FUNDED CONTRACTS**



**D. TRAINING BY INDUSTRY**

The majority of core funding was earned (in descending order) by contractors in the manufacturing, construction, high technology & technical services, trade, healthcare, and finance industry sectors; the majority of alternative funding was earned (in descending order) by contractors in the transportation, manufacturing, healthcare, and service industry sectors.

The following table identifies (by Industry):

- The numbers of individuals trained;
- Dollar amounts earned;
- Percent of dollars earned *across all industries*; and,
- Percent of businesses served *across all industries*.

<b>Core Funding Industries</b>	
<p><b><u>Manufacturing</u></b></p> <p><u>15,059 trainees placed</u>                      \$18.2 million earned                      37% of total earned                      24% of businesses served</p>	<p><b><u>High Technology &amp; Technical Services</u></b></p> <p><u>5,925 trainees placed</u>                      \$7 million earned                      14% of total earned                      17% of businesses served</p> <p><small>(Includes software development, multimedia/entertainment, computer programming and systems design, engineering, and telecommunications.)</small></p>
<p><b><u>Service</u></b></p> <p><u>2,014 trainees placed</u>                      \$2.1 million earned                      4% of total earned                      7% of businesses served</p>	<p><b><u>Healthcare</u></b></p> <p><u>2,421 trainees placed</u>                      \$4.2 million earned                      8% of total earned                      2% of businesses served</p>
<p><b><u>Construction</u></b></p> <p><u>5,435 trainees placed</u>                      \$7.7 million earned                      15% of total earned                      39% of businesses served</p>	<p><b><u>Other</u></b></p> <p><u>8,253 trainees placed</u>                      \$10.7 million earned                      22% of total earned                      12% of businesses served</p> <p><small>(Includes Agriculture, Finance, Trade, and Transportation.)</small></p>

<b>Alternative Funding Industries</b>	
<p><b><u>Healthcare</u></b></p> <p><u>450 trainees placed</u>                      \$497,987 earned                      21% of total earned                      6% of businesses served</p>	<p><b><u>Service</u></b></p> <p><u>1,142 trainees placed</u>                      \$334,387 earned                      14% of total earned                      71% of businesses served</p>
<p><b><u>Manufacturing</u></b></p> <p><u>511 trainees placed</u>                      \$648,000 earned                      27% of total earned                      6% of businesses served</p>	<p><b><u>Transportation</u></b></p> <p><u>844 trainees placed</u>                      \$910,972 earned                      38% of total earned                      18% of businesses served</p>

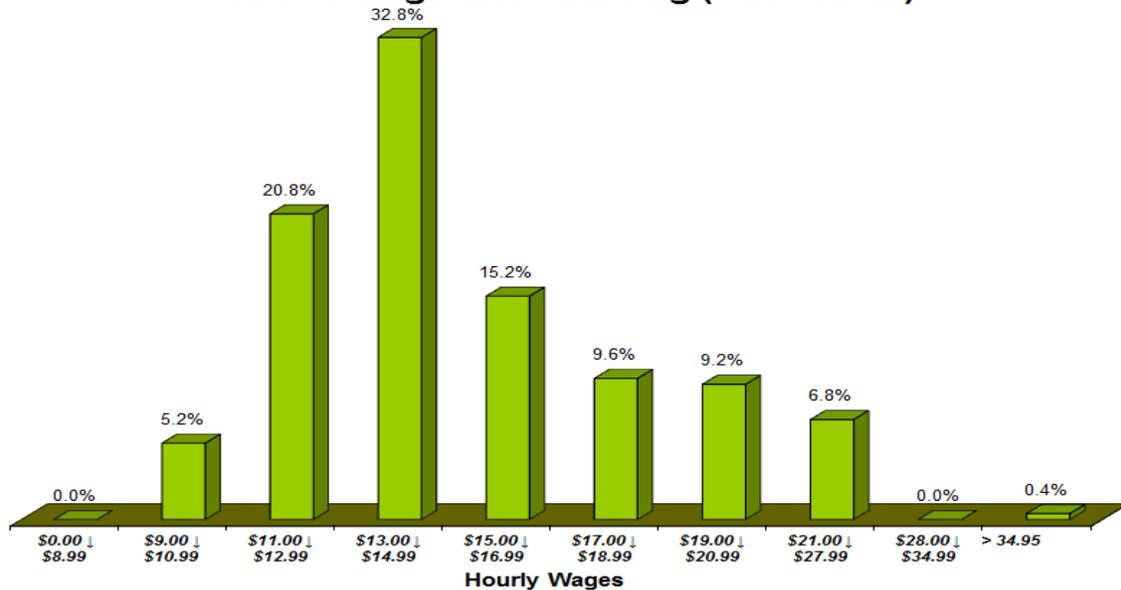
**E. TRAINEE WAGES**

In ETP Core and Alternative funding, the average post-training and retention wages for workers who were unemployed at the start of training (New Hires) was \$15.77 per hour, a three percent increase from the previous year.

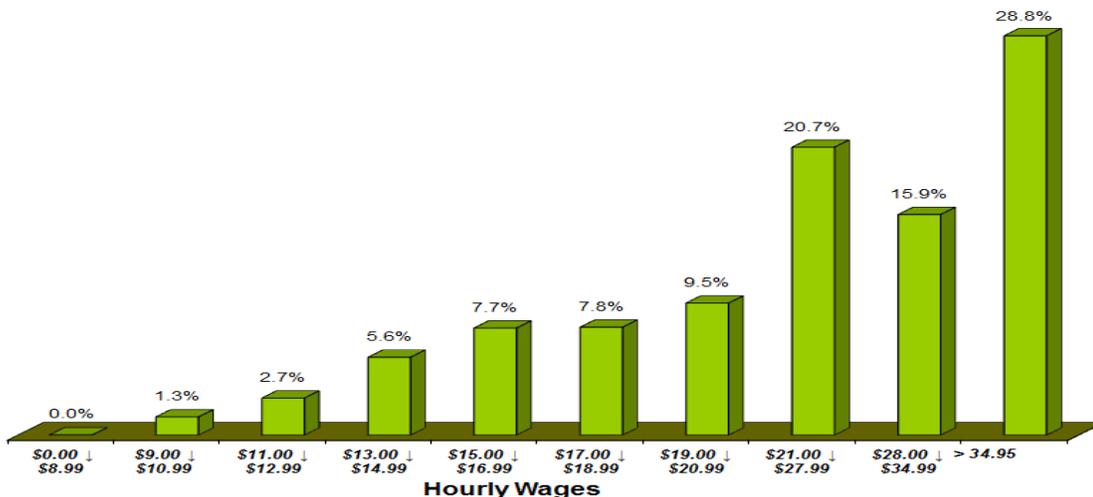
Retraintees average post-training and retention wage was \$30.29 per hour, a decrease of 5.2 percent over the previous year.

While ETP funds training for high-wage, high-skill jobs, it also funds training for lower-wage workers to assist them in advancing to better-paying, more secure jobs. The tables below illustrate the distribution of trainee wages after training and retention in the report year. Data is consistent with prior fiscal years' data, and reflects ETP's ability to assist workers at both ends of the wage spectrum.

**Trainee wage after training (NEW HIRE)**



**Trainee wage after training (RETRAINED)**



## F. LITERACY TRAINING

The Panel supports literacy training (reading, writing, language comprehension, math, and Vocational English as a Second Language) where training has a demonstrated link to job skills training. The majority of literacy training was for frontline workers in manufacturing. Thirty-two of the completed core contracts included literacy components for 7,425 trainees.

## G. TRAINEE DEMOGRAPHICS

**Retrainee Characteristics (Core and Alt. funding):** 67.3 percent of the population was male and 32.7 percent was female.

**New Hire Characteristics (Core and Alt. funding):** 63.2 percent of the population was male and 36.8 percent was female.

See [Appendix B-2 – Characteristics of Panel Trainees](#) for more information.

## H. DISCUMBERANCES/REINVESTMENT OF FUNDS

Since ETP contracts are “performance based”, a contractor does not earn funds until a trainee completes training and a subsequent employment retention period, earning a specified minimum wage. Any funds encumbered in a training contract but not earned are subsequently disencumbered and reinvested in new training projects\*.

*\* Unearned Alternative Funding for AB 118 can be reinvested into new training contracts within the term of the IA (5/14/2010 through 3/30/2017), but unearned WIA funds cannot be reinvested.*

Research conducted by the University of California Los Angeles indicates that disencumberances are an integral bi-product of performance-based contracting – assuring that funds not earned by contractors are disencumbered and reinvested in new training projects. Further, disencumberances are caused largely by changes in economic and business conditions that force firms to reduce or forego training – conditions out of ETP’s control. Nonetheless, the Panel has taken steps to reduce and minimize disencumberances, including the use of incremental funding, where contract funds are encumbered in phases at minimal levels, with additional funds encumbered only as the contractor demonstrates performance.

Panel actions in recent years to reduce disencumberances have included: limiting the number of training hours in projects; requiring top management involvement in the contract process to insure company support for training; and, early intervention in poorly performing projects through increased technical assistance to help contractors be successful. If intervention is unsuccessful, the project is terminated, and funds are disencumbered and reinvested in new training projects.

In its earlier years, ETP incurred disencumberance rates at levels averaging 40 percent annually. However, by taking the administrative actions described above, the Panel has significantly reduced its disencumberances, as evidenced by the low rate of 19 percent in all contracts completing and terminating.

## CHARACTERISTICS OF PANEL TRAINEES

<u>Characteristic</u>	<u>New Hire</u>	<u>Retrainee</u>
<u>SEX:</u>		
Female	37%	33%
Male	63%	67%
<u>AGE:</u>		
<25	33%	8%
25-34	42%	31%
35-44	14%	28%
45-54	7%	22%
55-64	4%	10%
65-90	0%	1%
<u>EDUCATION:</u>		
Less than H.S. Grad.	51%	37%
H.S. Graduate/GED	31%	26%
Some College	15%	30%
College Graduate	2%	5%
Post Graduate	1%	2%
<u>ETHNICITY:</u>		
White	15%	38%
African-American	26%	5%
Hispanic	31%	32%
Asian	24%	15%
Native American	0%	1%
Other	4%	9%
<u>VETERAN:</u>		
Yes	14%	2%
No	16%	48%
Unspecified	70%	50%

*Note: This data is for Core and Alternative Funding Sources*

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
3D DATA COM	MULTI COUNTIES	3	Construction	0	0	\$0	0%
ABCO TECHNOLOGY INC	MULTI COUNTIES	6	Various	13	0	\$29,796	99%
ACADEMYX INC	MULTI COUNTIES	6	Various	250	0	\$189,945	100%
ACCURATE BACKGROUND INC	ORANGE	4	Services	7	0	\$3,510	4%
ACM TECHNOLOGIES INC	RIVERSIDE	3	Wholesale/Distribution	52	0	\$34,328	59%
ADVANCE DATA COMMUNICATIONS INC	SAN JOAQUIN	1	Construction	2	0	\$2,275	44%
ADVANCED MOLD TECHNOLOGY INC	ORANGE	1	Manufacturing	0	0	\$0	0%
AEROJET-GENERAL CORP	MULTI COUNTIES	5	Manufacturing	533	0	\$435,146	78%
AFC TRIDENT INC	SAN BERNARDINO	3	Wholesale/Distribution	46	0	\$43,524	62%
AG PRODUCTION CO	STANISLAUS	2	Manufacturing	18	0	\$23,920	100%
AHMC ANAHEIM REGIONAL MEDICAL CENTER LP	ORANGE	5	Healthcare	184	0	\$382,360	100%
AHMC GREATER EL MONTE COMMUNITY HOSPITAL LP DBA GREATER EL MONTE COMMUNITY HOSPITAL	LOS ANGELES	5	Healthcare	173	0	\$226,693	70%
ALAMEDA COUNTY ELECTRICAL JOINT APPRENTICESHIP AND TRAINING COMMITTEE	ALAMEDA	6	Various	158	0	\$320,451	90%
ALAMEDA COUNTY WORKFORCE INVESTMENT BOARD	ALAMEDA	6	Various	135	0	\$212,223	42%
ALHAMBRA HOSPITAL MEDICAL CENTER L.P	LOS ANGELES	5	Healthcare	53	0	\$77,041	46%
ALL GREEN ELECTRONICS RECYCLING LLC	MULTI COUNTIES	3	Wholesale/Distribution	48	0	\$48,516	100%
ALLERGAN INC	MULTI COUNTIES	5	Technical Services	412	0	\$325,700	100%
ALPINE CORP	LOS ANGELES	2	High Tech	20	0	\$40,248	100%
AMAIN.COM INC	BUTTE	3	Retail	58	0	\$22,319	46%
AMERICAN GENERAL LIFE INSURANCE CO	MULTI COUNTIES	5	Finance	62	0	\$47,317	16%
AMGEN INC	MULTI COUNTIES	5	Manufacturing	265	0	\$198,301	43%
ANCO INTERNATIONAL INC	SAN BERNARDINO	2	Manufacturing	29	0	\$32,213	100%
APPLIED MATERIALS INC	SANTA CLARA	5	Manufacturing	1,239	0	\$1,320,000	100%
ARLON GRAPHICS LLC	ORANGE	5	Manufacturing	140	0	\$270,000	100%
ARVINYL LAMINATES LP	RIVERSIDE	2	Manufacturing	25	0	\$39,780	100%
AUTOLAND INC	MULTI COUNTIES	3	Retail	41	0	\$49,277	99%
AUTOMOBILE CLUB OF SOUTHERN CALIFORNIA	MULTI COUNTIES	5	Finance	504	0	\$1,498,230	100%
BAKERSFIELD HEART HOSPITAL	KERN	5	Healthcare	101	0	\$149,700	100%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
BAY AREA VIDEO COALITION	MULTI COUNTIES	6	Various	449	0	\$503,018	72%
BENDA TOOL & MODEL WORKS INC	CONTRA COSTA	3	Manufacturing	70	0	\$48,402	98%
BENNETT ENGINEERING SERVICES INC	PLACER	1	Technical Services	11	0	\$8,476	80%
BIOMARIN PHARMACEUTICAL INC	MARIN	5	Technical Services	291	0	\$452,822	99%
BLUE BOTTLE COFFEE LLC DBA BLUE BOTTLE COFFEE CO	MULTI COUNTIES	3	Services	4	0	\$11,904	12%
BLUE DIAMOND GROWERS	STANISLAUS	5	Manufacturing	68	0	\$217,815	92%
BOLIDE TECHNOLOGY GROUP INC	LOS ANGELES	2	Manufacturing	15	0	\$21,034	81%
BOSTON SCIENTIFIC CORP	MULTI COUNTIES	5	Manufacturing	545	0	\$635,311	95%
BRICKLEY CONSTRUCTION CO INC DBA BRICKLEY ENVIRONMENTAL	SAN BERNARDINO	2	Services	37	0	\$45,245	92%
BROADLEAF VENISON (USA) INC	LOS ANGELES	2	Wholesale/Distribution	11	0	\$16,164	32%
BUILDING SKILLS PARTNERSHIP	MULTI COUNTIES	6	Various	357	0	\$320,065	80%
BULRAD ENTERPRISES INC DBA CABINET CONNECTION	FRESNO	3	Manufacturing	34	0	\$12,358	25%
BURR PILGER MAYER INC	MULTI COUNTIES	5	Technical Services	187	0	\$212,872	66%
BUTTE-GLENN COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	297	0	\$183,819	64%
C & K JOHNSON INDUSTRIES INC	HUMBOLDT	2	Manufacturing	9	0	\$12,298	56%
C ENTERPRISES L.P	SAN DIEGO	3	Manufacturing	4	0	\$1,149	8%
C&D ZODIAC INC	MULTI COUNTIES	5	Manufacturing	468	0	\$447,750	100%
C.H.L EMS INC DBA AMERICAN AMBULANCE OF VISALIA	TULARE	2	Healthcare	24	0	\$15,730	39%
CALIFORNIA BOX CO	MULTI COUNTIES	4	Manufacturing	43	0	\$35,116	92%
CALIFORNIA FIELD IRONWORKERS APPRENTICESHIP TRAINING AND JOURNEYMAN RETRAINING FUND - NO CA	MULTI COUNTIES	6	Various	290	0	\$326,942	100%
CALIFORNIA FIELD IRONWORKERS APPRENTICESHIP TRAINING AND JOURNEYMAN RETRAINING FUND - SOUTHERN CALIF	MULTI COUNTIES	6	Various	314	0	\$330,014	100%
CALIFORNIA HEALTH SCIENCES UNIVERSITY LLC	FRESNO	2	Services	11	0	\$9,146	42%
CALIFORNIA HUMAN DEVELOPMENT CORP	SAN JOAQUIN	6	Manufacturing	0	1	\$1,622	2%
CALIFORNIA LABOR FEDERATION AFL-CIO	MULTI COUNTIES	6	Various	320	0	\$540,578	91%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION	MULTI COUNTIES	6	Various	841	0	\$1,245,642	100%
CALIFORNIA MFG TECHNOLOGY CONSULTING	MULTI COUNTIES	6	Various	762	0	\$849,940	100%
CALIFORNIA NUGGETS INC	SAN JOAQUIN	3	Manufacturing	0	0	\$0	0%
CALIFORNIA PLUMBING & MECHANICAL CONTRACTORS ASSOCIATION	MULTI COUNTIES	6	Various	199	0	\$98,472	99%
CALIFORNIA QUALITY PLASTICS INC	SAN BERNARDINO	3	Manufacturing	21	0	\$36,400	100%
CALIFORNIA WORKFORCE ASSOCIATION	MULTI COUNTIES	6	Various	858	0	\$594,764	91%
CAMFIL FARR INC	KINGS	5	Manufacturing	23	0	\$34,934	53%
CARPENTERS TRAINING COMMITTEE OF NORTHERN CALIFORNIA	NORTHERN CALIFORNIA	6	Various	758	0	\$847,977	100%
CENTRAL COAST FAMILY CARE MEDICAL ASSOCIATES INC	SANTA BARBARA	3	Healthcare	0	0	\$0	0%
CENTRAL VALLEY - MOTHERLODE PLUMBERS PIPE AND REFRIGERATION FITTERS JATC	MULTI COUNTIES	6	Various	86	0	\$160,547	68%
CERTAINTED CORP A SUBSIDIARY OF COMPAGNIE DE SAINT-GOBAIN	MADERA	5	Manufacturing	46	0	\$75,590	81%
CHARLES DIAZ TRUCKING INC	MULTI COUNTIES	2	Transportation	0	0	\$0	0%
CHHP MANAGEMENT LLC DBA COMMUNITY HOSPITAL OF HUNTINGTON PARK	LOS ANGELES	5	Healthcare	47	0	\$136,129	55%
CHICO PRODUCE INC DBA PROPACIFIC FRESH	MULTI COUNTIES	4	Retail	0	0	\$0	0%
CITY AND COUNTY OF SAN FRANCISCO	SAN FRANCISCO	6	Various	0	71	\$387,240	100%
CITY OF RICHMOND WORKFORCE INVESTMENT BOARD	CONTRA COSTA	6	Various	0	27	\$127,539	70%
COBRA SYSTEMS	ORANGE	1	Wholesale/Distribution	15	0	\$11,582	49%
COHEN VENTURES INC DBA ENERGY SOLUTIONS	MULTI COUNTIES	3	Technical Services	65	0	\$36,881	43%
COMPASS HEALTH INC	MULTI COUNTIES	5	Healthcare	45	0	\$36,965	57%
CONTAINER MANAGEMENT SERVICES LLC	ALAMEDA	4	Manufacturing	15	0	\$15,912	100%
COVENANT CARE CALIFORNIA LLC	MULTI COUNTIES	5	Healthcare	523	0	\$569,700	100%
COVIDIEN LP	MULTI COUNTIES	5	Wholesale/Distribution	245	0	\$472,938	79%
COX COMMUNICATIONS CALIFORNIA LLC DBA COX COMMUNICATIONS CALIFORNIA	MULTI COUNTIES	5	High Tech	140	0	\$175,835	39%
CTSI LOGISTICS INC	LOS ANGELES	5	Transportation	19	0	\$23,684	89%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
D.L HORTON ENTERPRISES INC DBA WARMELIN PRECISION PRODUCTS	LOS ANGELES	3	Manufacturing	80	0	\$73,807	74%
DAIRY FARMERS OF AMERICA INC	VENTURA	5	Manufacturing	0	0	\$0	0%
DENHAM CORP	FRESNO	1	Services	8	0	\$2,466	49%
DENSO WIRELESS SYSTEMS AMERICA INC	SAN DIEGO	5	Manufacturing	59	0	\$73,992	74%
DIEBOLD INC	MULTI COUNTIES	5	Wholesale/Dis tribution	10	0	\$7,224	5%
DOLE PACKAGED FOODS LLC A SUBSIDIARY OF DOLE FOOD CO INC	MULTI COUNTIES	5	Manufacturing	403	0	\$598,644	100%
DONAGHY SALES LLC	FRESNO	4	Wholesale/Dis tribution	14	0	\$5,931	8%
DORFMAN-PACIFIC CO	SAN JOAQUIN	4	Retail	36	0	\$30,458	84%
DOUGLAS STEEL SUPPLY INC	MULTI COUNTIES	3	Wholesale/Dis tribution	43	0	\$31,079	31%
DREAMWORKS ANIMATION SKG INC	MULTI COUNTIES	5	High Tech	340	0	\$324,000	100%
DRY CREEK CORP DBA E & J GALLO WINERY	MULTI COUNTIES	5	Manufacturing	242	0	\$601,600	100%
E.A MACHINING INC	SANTA CLARA	1	Manufacturing	6	0	\$8,320	80%
EAST LOS ANGELES DOCTORS HOSPITAL L.P	LOS ANGELES	5	Healthcare	34	0	\$54,156	36%
ECLINICALWORKS LLC	ALAMEDA	5	Technical Services	25	0	\$56,730	72%
ECONOMIC DEVELOPMENT COLLABORATIVE-VENTURA COUNTY	MULTI COUNTIES	6	Various	185	0	\$144,662	56%
EL CAMINO COMMUNITY COLLEGE DISTRICT CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)	MULTI COUNTIES	6	Various	731	0	\$677,083	97%
EMMETT W MACCORKLE INC INSURANCE SERVICES	SAN MATEO	2	Finance	24	0	\$10,784	24%
EMPIRE CONTAINER CORP	LOS ANGELES	3	Manufacturing	60	0	\$40,814	98%
ENVIRON INTERNATIONAL CORP	MULTI COUNTIES	5	Technical Services	63	0	\$44,662	52%
ESURANCE INSURANCE SERVICES INC A SUBSIDIARY OF THE ALLSTATE CORP	MULTI COUNTIES	5	Finance	114	0	\$180,118	36%
F RADICH MOTORS INC DBA ELK GROVE HONDA	SACRAMENTO	4	Retail	41	0	\$43,966	96%
FARMERS GROUP INC	MULTI COUNTIES	5	Finance	201	0	\$202,633	63%
FENDER MUSICAL INSTRUMENTS CORP	MULTI COUNTIES	5	Manufacturing	272	0	\$419,315	71%
FIREMAN'S FUND INSURANCE CO	MULTI COUNTIES	5	Finance	26	0	\$56,272	43%
FORMFACTOR INC	ALAMEDA	5	Manufacturing	91	0	\$99,360	100%
FOUR WHEEL CAMPERS INC	YOLO	3	Manufacturing	43	0	\$68,510	100%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
FRESNO SPORTS MANAGEMENT LLC	FRESNO	2	Services	2	0	\$1,540	8%
FRESNO SURGERY CENTER L.P DBA FRESNO SURGICAL HOSPITAL	FRESNO	4	Healthcare	52	0	\$120,543	89%
FRITO-LAY INC	SAN BERNARDINO	5	Wholesale/Distribution	171	0	\$249,912	100%
FRITO-LAY INC	STANISLAUS	5	Wholesale/Distribution	178	0	\$249,750	100%
FRITO-LAY INC	KERN	5	Wholesale/Distribution	165	0	\$237,312	95%
FRITO-LAY INC	MULTI COUNTIES	5	Wholesale/Distribution	205	0	\$249,984	100%
FUJI FOOD PRODUCTS INC	LOS ANGELES	5	Manufacturing	29	0	\$33,439	45%
GAR TOOTELIAN INC	FRESNO	3	Wholesale/Distribution	60	0	\$47,242	96%
GATE GOURMET INC	LOS ANGELES	5	Services	0	0	\$0	0%
GATE GOURMET INC	SAN DIEGO	5	Services	16	0	\$14,178	21%
GATX CORP	SAN BERNARDINO	5	Services	25	0	\$46,200	100%
GEI CONSULTANTS INC	MULTI COUNTIES	5	Technical Services	52	0	\$52,278	26%
GENERATIONE CONSULTING LLC DBA GEN-E	ORANGE	3	Technical Services	28	0	\$32,169	48%
GERAWAN FARMING INC	FRESNO	5	Agriculture	6	0	\$7,208	3%
GILEAD SCIENCES INC	MULTI COUNTIES	5	Technical Services	185	0	\$191,250	100%
GIMBAL BROTHERS INC	SAN MATEO	3	Manufacturing	50	0	\$25,270	45%
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CENTER	MULTI COUNTIES	6	Various	836	0	\$1,137,431	99%
GLOBAL POWER DEVICE CO INC	ORANGE	1	Manufacturing	6	0	\$12,115	34%
GNB CORP	SACRAMENTO	2	Manufacturing	18	0	\$10,683	22%
GOLDEN STATE FOODS CORP	LOS ANGELES	5	Manufacturing	142	0	\$217,589	90%
GOOD SHEPHERD AMBULANCE LLC	LOS ANGELES	3	Healthcare	0	0	\$0	0%
GOORIN BROS INC	MULTI COUNTIES	3	Wholesale/Distribution	36	0	\$93,600	100%
GROSSMONT-CUYAMACA COMMUNITY COLLEGE DISTRICT	SAN DIEGO	6	Various	0	18	\$80,000	100%
GUIDEWIRE SOFTWARE INC	SAN MATEO	5	Manufacturing	16	0	\$20,702	21%
HALLMARK METALS INC	LOS ANGELES	2	Manufacturing	15	0	\$22,106	71%
HAMMEL GREEN AND ABRAHAMSON INC	MULTI COUNTIES	5	Technical Services	17	0	\$11,817	17%
HARRIS & BRUNO MACHINE CO INC DBA HARRIS & BRUNO INTERNATIONAL	PLACER	3	Construction	42	0	\$39,280	90%
HARVEYS INDUSTRIES	ORANGE	3	Retail	52	0	\$49,764	100%
HAWKER PACIFIC AEROSPACE	LOS ANGELES	5	Transportation	285	0	\$422,612	81%
HAYWARD POOL PRODUCTS INC A DIVISION OF HAYWARD INDUSTRIES INC	LOS ANGELES	5	Manufacturing	0	0	\$0	0%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
HITCHCOCK & HOLCOMBE INC DBA CONTINENTAL TRAINING CENTER	MULTI COUNTIES	6	Various	485	0	\$298,423	62%
HOLLANDIA PRODUCE LLC	MULTI COUNTIES	4	Wholesale/Distribution	21	0	\$12,342	42%
HOLLYWOOD BED & SPRING MFG CO INC	LOS ANGELES	3	Manufacturing	19	0	\$20,306	22%
HOPE BUILDERS INC	ORANGE	3	Construction	9	0	\$9,360	45%
HOUSE OF BATTERIES	ORANGE	3	Manufacturing	44	0	\$34,108	47%
HYDRO TEK SYSTEMS INC	SAN BERNARDINO	3	Construction	24	0	\$23,518	86%
ILLUMINA INC	MULTI COUNTIES	5	Technical Services	386	0	\$269,176	84%
IMS HEALTH INC	MULTI COUNTIES	5	Technical Services	20	0	\$12,069	27%
INSPEC TESTING INC	SAN DIEGO	2	Technical Services	27	0	\$42,172	55%
INTEGRATED ENERGY TECHNOLOGIES INC DBA DONCASTERS GCE	MULTI COUNTIES	5	Manufacturing	0	0	\$0	0%
INTERNATIONAL RECTIFIER CORP	MULTI COUNTIES	5	Manufacturing	312	0	\$277,281	78%
INTUITIVE SURGICAL OPERATIONS INC	SANTA CLARA	5	Technical Services	101	0	\$240,496	100%
JABIL CIRCUIT INC	SANTA CLARA	5	Manufacturing	41	0	\$29,215	30%
JAMESON MANAGEMENT INC DBA PRIORITY DOOR SYSTEMS	SAN DIEGO	2	Construction	3	0	\$1,326	20%
JEWISH VOCATIONAL AND CAREER COUNSELING SERVICES	SAN FRANCISCO	6	Various	161	0	\$49,309	44%
JEWISH VOCATIONAL SERVICE LOS ANGELES	MULTI COUNTIES	6	Various	0	151	\$512,850	100%
JOHN BOYD ENTERPRISES INC DBA JB RADIATOR SPECIALTIES INC	SACRAMENTO	5	Services	56	0	\$81,446	54%
JOHNS MANVILLE CORP	GLENN	5	Manufacturing	177	0	\$464,307	93%
JOINT APPRENTICESHIP COMMITTEE FOR OPERATING ENGINEERS FOR THE 46 NORTHERN COUNTIES IN CALIFORNIA	NORTHERN CALIFORNIA	6	Various	369	0	\$716,531	100%
JOSE ARTHUR MIRELEZ JR D.D.S INC	FRESNO	1	Healthcare	6	0	\$7,304	61%
K-1 PACKAGING GROUP	LOS ANGELES	3	Manufacturing	33	0	\$59,891	60%
KANA SOFTWARE INC	MULTI COUNTIES	5	Technical Services	28	0	\$38,787	64%
KERN COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	803	0	\$971,484	99%
KING'S HAWAIIAN BAKERY WEST INC	LOS ANGELES	5	Manufacturing	51	0	\$47,416	96%
KND DEVELOPMENT 55 LLC DBA KINDRED HOSPITAL RANCHO	SAN BERNARDINO	5	Healthcare	33	0	\$97,501	98%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
KOBELCO COMPRESSORS AMERICA INC	RIVERSIDE	5	Manufacturing	74	0	\$62,869	63%
LABORERS' TRAINING AND RETRAINING TRUST FUND FOR NORTHERN CALIFORNIA	MULTI COUNTIES	6	Various	308	0	\$324,746	99%
LABORERS' TRAINING AND RETRAINING TRUST FUND FOR SOUTHERN CALIFORNIA	MULTI COUNTIES	6	Various	376	0	\$344,943	100%
LAIRD MFG LLC	MERCED	3	Manufacturing	0	0	\$0	0%
LAM RESEARCH CORP	MULTI COUNTIES	5	Manufacturing	49	0	\$49,221	50%
LANCASTER BURNS CONSTRUCTION INC	PLACER	4	Construction	99	0	\$97,868	98%
LAWRENCE LIVERMORE NATIONAL SECURITY LLC	ALAMEDA	5	Technical Services	17	0	\$14,616	100%
LIONAKIS	MULTI COUNTIES	4	Technical Services	1	0	\$1,251	1%
LOCKTON INSURANCE BROKERS LLC	MULTI COUNTIES	5	Wholesale/Distribution	30	0	\$14,388	5%
LODI IRON WORKS INC	MULTI COUNTIES	2	Manufacturing	28	0	\$25,493	37%
LOS GATOS TOMATO PRODUCTS LLC	FRESNO	3	Manufacturing	43	0	\$20,280	100%
LOS ROBLES REGIONAL MEDICAL CENTER	MULTI COUNTIES	5	Healthcare	189	0	\$439,500	100%
LQR PROPERTY LLC DBA LA QUINTA RESORT & CLUB AND PGA WEST	RIVERSIDE	5	Services	802	0	\$510,484	91%
LYGOS INC	ALAMEDA	1	Technical Services	4	0	\$9,932	55%
LYONS MAGNUS INC	FRESNO	5	Manufacturing	47	0	\$44,343	45%
MANAGED CAREER SOLUTIONS INC	LOS ANGELES	6	Various	0	38	\$140,273	60%
MARIETTA HOLDING CORP	LOS ANGELES	5	Manufacturing	44	0	\$40,248	41%
MARS AIR SYSTEMS LLC	LOS ANGELES	2	Manufacturing	25	0	\$16,991	81%
MARY ANN'S BAKING CO INC	SACRAMENTO	4	Manufacturing	102	0	\$324,873	88%
MBK ENTERPRISES INC DBA MBK TAPE SOLUTIONS	LOS ANGELES	2	Manufacturing	29	0	\$48,360	100%
MEDWAY PLASTICS CORP	LOS ANGELES	4	Manufacturing	66	0	\$81,430	100%
MEGGITT SAFETY SYSTEMS INC	VENTURA	5	Manufacturing	443	0	\$336,672	93%
MEMORIAL HOSPITAL OF GARDENA A SUBSIDIARY OF AVANTI HEALTH SYSTEM LLC	LOS ANGELES	5	Healthcare	42	0	\$99,750	100%
MHM GLASS ETCHING INC DBA ETCHING EXPRESSIONS	SAN DIEGO	1	Retail	7	0	\$7,280	100%
MI RANCHO TORTILLA INC	FRESNO	2	Manufacturing	17	0	\$19,213	78%
MITCHELL INTERNATIONAL INC	MULTI COUNTIES	5	Manufacturing	140	0	\$78,918	79%
MITCHELL LABORATORIES INC	LOS ANGELES	3	Technical Services	66	0	\$116,210	74%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
MITCHELL'S TRANSPORT REFRIGERATION CO DBA VALLEY TRANSPORT REFRIGERATION	MULTI COUNTIES	2	Services	32	0	\$27,315	64%
MONOGRAM AEROSPACE FASTENERS INC	LOS ANGELES	5	Manufacturing	22	0	\$28,348	28%
MSC SOFTWARE CORP	MULTI COUNTIES	5	Wholesale/Distribution	41	0	\$45,194	73%
NESTLE DREYER'S ICE CREAM CO	TULARE	5	Manufacturing	61	0	\$214,607	75%
NEW TECHNOLOGY TRAINING INSTITUTE	MULTI COUNTIES	6	Construction	24	0	\$61,596	91%
NEWLINE TECHNOLOGIES INC	LOS ANGELES	1	Technical Services	4	0	\$13,078	29%
NEXUS IS INC	MULTI COUNTIES	5	Construction	80	0	\$99,840	100%
NHK LABORATORIES INC	LOS ANGELES	4	Manufacturing	16	0	\$12,240	40%
NICHOLS FARMS	KINGS	4	Agriculture	207	0	\$294,090	100%
NL&A COLLECTIONS INC	MULTI COUNTIES	3	Wholesale/Distribution	15	0	\$23,088	73%
NONGSHIM AMERICA INC	SAN BERNARDINO	5	Manufacturing	21	0	\$16,242	16%
NORTHERN CALIFORNIA HEAT & FROST INSULATORS AND ALLIED WORKERS JOINT APPRENTICESHIP COMMITTEE	MULTI COUNTIES	6	Various	72	0	\$121,601	100%
NORTHERN CALIFORNIA TILE INDUSTRY JOINT APPRENTICESHIP TRAINING COMMITTEE	NORTHERN CALIFORNIA	6	Various	41	0	\$32,136	14%
NORTHERN CALIFORNIA VALLEY SHEET METAL INDUSTRY JOINT APPRENTICESHIP AND TRAINING TRUST FUND	NORTHERN CALIFORNIA	6	Various	94	0	\$149,870	100%
NOUSHIG INC DBA AMORETTI	VENTURA	3	Manufacturing	51	0	\$37,440	100%
NTMA TRAINING CENTERS OF SOUTHERN CALIFORNIA	MULTI COUNTIES	6	Various	231	13	\$849,116	100%
NUTIVA	CONTRA COSTA	3	Wholesale/Distribution	15	0	\$6,977	15%
OLYMPIA HEALTH CARE LLC DBA OLYMPIA MEDICAL CENTER	LOS ANGELES	5	Healthcare	106	0	\$220,802	66%
OMB ELECTRICAL ENGINEERS INC	MULTI COUNTIES	2	Technical Services	30	0	\$31,289	80%
ORANGE COUNTY ELECTRICAL JOINT APPRENTICESHIP TRAINING COMMITTEE	ORANGE	6	Various	235	0	\$336,789	100%
OWENS CORNING SALES LLC	SANTA CLARA	5	Manufacturing	53	0	\$82,080	100%
PACIFIC CONTOURS CORP	MULTI COUNTIES	4	Manufacturing	42	0	\$25,756	13%
PACIFIC SINTERED METALS A DIVISION OF PSM INDUSTRIES INC	LOS ANGELES	4	Manufacturing	48	0	\$24,949	50%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
PACKAGEONE INC DBA AMERICAN RIVER PACKAGING	MULTI COUNTIES	4	Manufacturing	8	0	\$5,469	5%
PACMIN INC DBA PACIFIC MINIATURES	ORANGE	4	Manufacturing	34	0	\$48,521	98%
PACTIV LLC DBA PWP INDUSTRIES	LOS ANGELES	5	Manufacturing	39	0	\$47,879	16%
PAMC LTD DBA PACIFIC ALLIANCE MEDICAL CENTER	LOS ANGELES	5	Technical Services	156	0	\$251,424	100%
PARAMOUNT CITRUS PACKING CO LLC	KERN	5	Agriculture	141	0	\$480,240	100%
PAREX USA INC	MULTI COUNTIES	5	Manufacturing	23	0	\$19,188	21%
PENCO ENGINEERING INC	ORANGE	2	Technical Services	18	0	\$19,152	67%
PENGUIN COMPUTING INC	MULTI COUNTIES	3	Manufacturing	42	0	\$35,719	81%
PERFORMANCE FOOD GROUP INC DBA ROMA OF NORTHERN CALIFORNIA	ALAMEDA	5	Services	20	0	\$23,130	31%
PETITS PAINS & CO L.P	SAN MATEO	1	Manufacturing	0	0	\$0	0%
PHARMACEUTICAL RESEARCH ASSOCIATES INC	SAN DIEGO	5	Technical Services	0	0	\$0	0%
PHYSICIANS FOR HEALTHY HOSPITALS INC	RIVERSIDE	5	Healthcare	191	0	\$360,777	91%
PIPE TRADES JOINT APPRENTICESHIP AND TRAINING COMMITTEE OF SANTA CLARA AND SAN BENITO COUNTIES	MULTI COUNTIES	6	Various	251	0	\$409,559	81%
POSTCARDPRESS INC AKA NEXTDAYFLYERS.COM	LOS ANGELES	4	Manufacturing	57	0	\$103,031	61%
POWER ENGINEERS INC	MULTI COUNTIES	5	Technical Services	0	0	\$0	0%
PREFERRED MFG SERVICES INC DBA SNOWLINE ENGINEERING	EL DORADO	3	Manufacturing	59	0	\$39,988	100%
PREMIER ENCLOSURE SYSTEMS INC	SAN BERNARDINO	3	Manufacturing	73	0	\$69,121	69%
PRN AMBULANCE INC	LOS ANGELES	4	Healthcare	79	0	\$120,145	48%
QPE TECHNICAL INSTITUTE INC	MULTI COUNTIES	6	Various	86	0	\$179,691	84%
QUINN GROUP INC	MULTI COUNTIES	5	Wholesale/Distribution	238	0	\$232,067	66%
QUINSTREET INC	SAN MATEO	5	High Tech	107	0	\$78,263	79%
RESOURCE COMPLIANCE INC	TULARE	1	Technical Services	5	0	\$3,514	100%
RGB SYSTEMS INC DBA EXTRON ELECTRONICS	MULTI COUNTIES	5	Manufacturing	102	0	\$107,311	23%
RING OF FIRE LLC	LOS ANGELES	1	Wholesale/Distribution	0	0	\$0	0%
RIVER PARTNERS	MULTI COUNTIES	2	Services	5	0	\$1,397	5%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
RIVERSIDE COMMUNITY COLLEGE DISTRICT OFFICE OF ECONOMIC DEVT	MULTI COUNTIES	6	Various	739	0	\$870,566	99%
RIVERSIDE HEALTHCARE SYSTEMS LP DBA RIVERSIDE COMMUNITY HOSPITAL	RIVERSIDE	5	Healthcare	125	0	\$424,488	100%
RIVIERA INC DBA THE ENTERPRISE U	MULTI COUNTIES	6	Various	306	0	\$303,266	100%
RSI PROFESSIONAL CABINET SOLUTIONS INC	RIVERSIDE	5	Wholesale/Distribution	64	0	\$99,550	100%
SACRAMENTO AREA ELECTRICAL WORKERS JOINT APPRENTICESHIP AND TRAINING COMMITTEE	SACRAMENTO	6	Various	207	0	\$290,902	88%
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	848	0	\$699,869	100%
SAN FRANCISCO JOINT APPRENTICESHIP AND TRAINING COMMITTEE	SAN FRANCISCO	6	Construction	262	0	\$340,178	100%
SAN MATEO COUNTY ELECTRICAL JOINT APPRENTICESHIP AND TRAINING FOR THE ELETRICAL CONSTRUCTION INDUSTRY	SAN MATEO	6	Various	165	0	\$274,299	99%
SANTA ANA CHAMBER OF COMMERCE	MULTI COUNTIES	6	Various	957	0	\$1,249,634	100%
SANTA CLARA COUNTY ELECTRICAL JOINT APPRENTICESHIP AND TRAINING COMMITTEE	SANTA CLARA	6	Construction	239	0	\$360,907	100%
SANTA CLARITA COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	347	0	\$401,488	100%
SEMICOA CORP	ORANGE	3	Manufacturing	0	0	\$0	0%
SIMMONS BEDDING CO	ALAMEDA	5	Manufacturing	14	0	\$18,256	22%
SINECERA INC DBA CROWN VALLEY PRECISION MACHINING INC	LOS ANGELES	2	Manufacturing	25	0	\$48,924	100%
SKYWORKS SOLUTIONS INC	MULTI COUNTIES	5	Manufacturing	66	0	\$42,264	46%
SMUCKER NATURAL FOODS INC	BUTTE	5	Manufacturing	56	0	\$92,736	100%
SOMA AEC INC	MULTI COUNTIES	6	Technical Services	52	0	\$108,420	100%
SORENSEN ENGINEERING INC	SAN BERNARDINO	4	Manufacturing	53	0	\$83,056	36%
SOUTH ORANGE COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	158	0	\$123,741	89%
SOUTHERN CALIFORNIA AVIATION LLC	SAN BERNARDINO	4	Manufacturing	65	0	\$99,900	100%
SOUTHERN CALIFORNIA FLOOR COVERING CRAFTS JATC	MULTI COUNTIES	6	Various	154	0	\$201,521	67%
STANFORD MEDICAL BILLING SERVICES INC	FRESNO	1	Technical Services	11	0	\$17,669	90%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
STAPLES CONTRACT & COMMERCIAL INC	SAN JOAQUIN	5	Retail	20	0	\$12,973	7%
STATE BUILDING & CONSTRUCTION TRADES COUNCIL OF CALIFORNIA	MULTI COUNTIES	6	Various	296	0	\$574,816	83%
STEARNS LENDING INC	MULTI COUNTIES	5	Finance	245	0	\$203,443	63%
STUDIO ARTS LTD	LOS ANGELES	6	Various	492	0	\$731,223	98%
SUCCESS HEALTHCARE 1 LLC DBA SILVER LAKE MEDICAL	LOS ANGELES	5	Healthcare	41	0	\$143,056	36%
SUKUT CONSTRUCTION INC	ORANGE	5	Construction	36	0	\$27,000	100%
SUNRISE MEDICAL (US) LLC	FRESNO	5	Manufacturing	162	0	\$235,440	100%
SUPERIOR PRINTING INC DBA SUPERIOR PRESS	LOS ANGELES	3	Manufacturing	56	0	\$47,963	100%
SURFACE MOUNT DISTRIBUTION SALES INC DBA SMD INC	MULTI COUNTIES	2	Wholesale/Distribution	27	0	\$39,160	80%
SVC MFG INC	ALAMEDA	5	Manufacturing	46	0	\$98,852	100%
SYMANTEC CORP	MULTI COUNTIES	5	Retail	179	0	\$144,555	24%
SYSCO RIVERSIDE INC	RIVERSIDE	5	Wholesale/Distribution	86	0	\$128,884	70%
SYSTEMS SERVICES OF AMERICA INC	MULTI COUNTIES	5	Manufacturing	115	0	\$188,938	66%
SYSTEMS TECHNOLOGY INC DBA DELAWARE SYSTEMS TECHNOLOGY INC	SAN BERNARDINO	2	Construction	21	0	\$17,955	82%
TECHNICOTE INC	RIVERSIDE	4	Manufacturing	7	0	\$2,450	7%
TEMPLE HOSPITAL CORP DBA TEMPLE COMMUNITY HOSPITAL	LOS ANGELES	5	Healthcare	30	0	\$48,124	16%
THE CHEESECAKE FACTORY BAKERY INC	LOS ANGELES	5	Manufacturing	64	0	\$76,500	100%
THE DOW CHEMICAL CO	CONTRA COSTA	5	Manufacturing	105	0	\$99,150	100%
THE NATIONAL FOOD LABORATORY LLC	ALAMEDA	4	Technical Services	0	0	\$0	0%
THE ULTIMATE SOFTWARE GROUP INC	ORANGE	5	Technical Services	33	0	\$43,963	46%
THERMAL MANAGEMENT SOLUTIONS LLC DBA SANTIER	MULTI COUNTIES	5	Manufacturing	0	0	\$0	0%
THERM-X OF CALIFORNIA INC	ALAMEDA	4	Manufacturing	112	0	\$76,655	80%
TLI ENTERPRISES INC DBA TLI-METAL PROCESSING INC	ALAMEDA	3	Manufacturing	35	0	\$41,953	42%
TOTAL TRANSPORTATION & DISTRIBUTION INC	MULTI COUNTIES	3	Transportation	36	0	\$43,810	89%
TRIMBLE NAVIGATION LIMITED	MULTI COUNTIES	5	Manufacturing	44	0	\$43,128	15%
TURBINE COMPONENTS INC	SAN DIEGO	2	Manufacturing	24	0	\$17,592	27%
UFP THORNTON LLC	SAN JOAQUIN	5	Manufacturing	9	0	\$30,640	79%
ULTRA PRO INTERNATIONAL LLC	LOS ANGELES	3	Manufacturing	65	0	\$99,320	100%
ULTRACELL LLC	ALAMEDA	5	Manufacturing	0	0	\$0	0%
UNITED AUTO CREDIT CORP	ORANGE	5	Finance	45	0	\$47,441	71%

**Completed Core Funding Contracts  
FY 2014-15**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
UNITED EXCHANGE CORP	LOS ANGELES	2	Wholesale/Distribution	33	0	\$24,063	48%
UNITED PARCEL SERVICE INC	MULTI COUNTIES	5	Transportation	733	0	\$599,616	100%
UNIVERSAL HEALTH SERVICES OF RANCHO SPRINGS INC DBA SOUTHWEST HEALTHCARE SYSTEM	RIVERSIDE	5	Healthcare	155	0	\$303,950	78%
US FOODS	ALAMEDA	5	Wholesale/Distribution	187	0	\$169,248	100%
USI OF SOUTHERN CALIFORNIA INSURANCE SERVICES INC	ORANGE	5	Finance	51	0	\$38,311	43%
VALLEY CORF INC	MULTI COUNTIES	2	Healthcare	12	0	\$14,586	77%
VERENGO INC	MULTI COUNTIES	5	Construction	126	0	\$120,982	53%
VETERINARY PRACTICE ASSOCIATES INC DBA VETERINARY SPECIALTY HOSPITAL	SAN DIEGO	4	Technical Services	9	0	\$5,025	9%
VIASYN INC	CONTRA COSTA	1	Technical Services	0	0	\$0	0%
WALGREEN CO DBA WALGREENS	YOLO	5	Retail	0	0	\$0	0%
WATHEN CASTANOS HYBRID HOME INC	FRESNO	2	Construction	10	0	\$6,653	36%
WEATHERBY INC	SAN LUIS OBISPO	3	Manufacturing	22	0	\$25,998	29%
WEBMARKETING 123 INC	ALAMEDA	2	High Tech	22	0	\$10,692	33%
WECKERLE SALES CORP DBA WECKERLE COSMETICS	LOS ANGELES	5	Manufacturing	0	0	\$0	0%
WEST COMMUNICATION SERVICE INC DBA COMMUNICATION SERVICE CO	SANTA CRUZ	1	Construction	6	0	\$8,190	100%
WESTECH COLLEGE	MULTI COUNTIES	6	Various	296	0	\$693,190	87%
WESTERN ELECTRICAL CONTRACTORS ASSOCIATION INC	MULTI COUNTIES	6	Various	148	0	\$298,620	100%
WING HING FOODS LLC	MULTI COUNTIES	3	Manufacturing	65	0	\$31,928	68%
WOLFE VIDEO LLC	SANTA CLARA	1	High Tech	12	0	\$49,296	100%
WWF OPERATING CO	LOS ANGELES	5	Manufacturing	151	0	\$401,289	74%
XYZ GRAPHICS INC	MULTI COUNTIES	3	Manufacturing	40	0	\$39,675	80%
YAHOO! INC	MULTI COUNTIES	5	High Tech	830	0	\$749,040	100%
YUBA SHASTA UA LOCAL 228 JOINT APPRENTICESHIP AND TRAINING COMMITTEE	NORTHERN CALIFORNIA	6	Construction	20	0	\$40,526	31%
ZINC FINANCIAL INC	FRESNO	1	Finance	9	0	\$5,564	70%
<b>308 Contracts</b>				<b>38,788</b>	<b>319</b>	<b>\$49,933,553</b>	

**Completed Alternative Funding Contracts  
FY 2013-14**

**APPENDIX B-4**

<b>Contractor Name</b>	<b>County(ies) Served</b>	<b>Business Size*</b>	<b>Final Industry</b>	<b>Retrainees</b>	<b>New Hire</b>	<b>Earned Amount</b>	<b>Percent Earned</b>
CALIFORNIA LABOR FEDERATION AFL-CIO	MULTI COUNTIES	6	Transportation	813	0	\$888,488	89%
KERN COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	300	0	\$65,422	9%
RIVERSIDE COMMUNITY COLLEGE DISTRICT OFFICE OF ECONOMIC DEV	MULTI COUNTIES	6	Services	873	0	\$291,449	42%
SUTTER HEALTH DBA SUTTER HEALTH SHARED SERVICES	PLACER	5	Healthcare	450	0	\$497,987	100%
TESLA MOTORS INC	ALAMEDA	5	Manufacturing	511	0	\$648,000	100%
<b>5 Contracts</b>				<b>2,947</b>	<b>0</b>	<b>\$2,391,346</b>	

## TERMINATED CONTRACTS

21 core-funded contracts terminated prior to completion of the contract term. In the majority of these cases, training never began, see table below for known reasons for termination. The Panel approved \$2,281,871 to fund these contracts, encumbering and subsequently disencumbering 29 percent of the approved amount in the report year.

The following table identifies contracts terminated in the report year, reason for terminations, funding amount, number of trainees, industry, and county of training.

BIOCOM INSTITUTE	Reprioritization of Resources	\$269,200	400	Services	Multi Counties
THE TREMONT GROUP INC	Unknown	\$69,600	116	Trade - Wholesale	Yolo
MARCO'S AUTO BODY INC DBA MARCO'S COLLISION CENTERS	Business Restructuring	\$80,975	80	Services	Los Angeles
ELECTRO STAR INDUSTRIAL COATING INC	Unknown	\$15,860	12	Manufacturing	Tehama
MAGNUS PACIFIC CORP	Unknown	\$7,308	14	Construction	Placer
MARVIN R HANSEN DBA AEROSPACE METAL FABRICATION	Lack of Performance	\$10,140	2	Manufacturing	Los Angeles
GENERAL MILLS OPERATIONS LLC	Business Restructuring	\$67,500	125	Manufacturing	San Joaquin
PARLOUR ENTERPRISES INC	Reprioritization of Resources	\$89,760	66	Services	Multi Counties
AMERICAN APPAREL USA LLC	Reprioritization of Resources	\$99,500	190	Manufacturing	Los Angeles
SUPPLY HARDWARE INC	Lack of Performance	\$46,640	22	Trade – Retail	Sacramento
SUNA SOLUTIONS	Unknown	\$83,250	60	Services	Multi Counties
SPECTRUM PHARMACEUTICALS INC	Unknown	\$98,800	90	Other	Orange
KUNI SDP LLC DBA PORSCHE OF SAN DIEGO	Lack of Performance	\$29,000	26	Trade – Retail	San Diego
CAREFUSION CORP	Business Restructuring	\$946,432	1507	Trade - Wholesale	Multi Counties
DERIVI CONSTRUCTION & ARCHITECTURE INC	Business Restructuring	\$4,004	7	Technical Services	Multi Counties
REINDEER INC	Reprioritization of Resources	\$80,000	20	Transportation	Multi Counties
4 STAR ELECTRONICS INC	Reprioritization of Resources	\$80,410	67	Trade - Wholesale	Orange
TYCO ELECTRONICS CORP	Reprioritizing of Resources	\$45,800	80	Manufacturing	Multi Counties
QUALITY AUTO CRAFT INC	Business Restructuring	\$26,796	21	Services	Alameda
ADVANTAGE MEDIA SERVICES INC DBA AMS FULFILLMENT	Unknown	\$51,840	72	Trade – Wholesale	Los Angeles
CONSOLIDATED CONTAINER CO LP	Lack of Performance	\$79,056	61	Manufacturing	San Joaquin

<b>Total:</b>	<b>\$2,281,871</b>	<b>3,038</b>
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The Annual Report was prepared by the Planning and Research Unit staff:  
Jeff Brooks, Bryan Lytle, Mario Maslac, John Saunders, Elisabeth Testa and Tiffany  
Woodruff.

Additional copies of the Annual Report may be obtained by contacting the Employment  
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