

EMPLOYMENT TRAINING PANEL

ANNUAL REPORT

2015-2016



ANNUAL REPORT THE EMPLOYMENT TRAINING PANEL 2015-2016

Edmund G. Brown, Jr., Governor

Barry Broad, Chairperson

Janice Roberts, Vice-Chairperson

Gloria Bell, Member

Sonia Fernandez, Member

Edward J. Rendon, Member

Sam Rodriguez, Member

Gretchen Newsom, Member

Will Koch, Ex-Officio

Stewart Knox, Executive Director

Jill McAloon, Chief Deputy Director

Peter Cooper, Assistant Director

Maureen Reilly, General Counsel

TABLE OF CONTENTS

<u>VISION AND MISSION STATEMENTS</u>	1
PREFACE	
<u>The Employment Training Panel</u>	2
<u>A Brief History</u>	2
<u>Core Program Funding</u>	2
<u>Alternative Funding</u>	2
<u>Why ETP Works</u>	3
<u>Report Summary</u>	3
THE YEAR IN REVIEW	
<u>Overview</u>	4
<u>Contract Activity</u>	5
<u>Key Actions and Accomplishments</u>	8
<u>Pilots and Special Training Programs</u>	10
<u>Information Technology Modernization</u>	11
<u>Planning for the Future</u>	11
<u>APPENDICES</u>	
<u>APPROPRIATIONS AND EXPENDITURES</u>	A-1
<u>CORE FUNDING CONTRACTS APPROVED IN HIGH UNEMPLOYMENT AREAS (HUAs)</u>	A-2
COMPLETED CONTRACTS:	
<u>COMPLETED CONTRACT DATA</u>	B-1
<u>CHARACTERISTICS OF PANEL TRAINEES</u>	B-2
<u>COMPLETED CORE FUNDING CONTRACTS</u>	B-3
<u>COMPLETED ALTERNATIVE FUNDING CONTRACTS</u>	B-4
<u>TERMINATED CONTRACTS</u>	C-1

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 Panel¹ 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 16th year, the performance-based program had become a national model.²

The Panel is an eight-member board consisting of three gubernatorial appointees, two Speaker of the Assembly appointees, two Senate pro Tempore appointees, and an ex-officio member representing the Governor's Office of Business and Economic Development (GO-BIZ). Panel members represent the interests of labor, employers, and the public. The Panel meets monthly to review and approve training contracts in accordance with statutory standards for eligibility and 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 \$1.4 billion for the successful training and employment retention of over a million workers employed by over 80,000 California businesses.

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

Alternative Funding – ETP uses alternative funding to support unique policy initiatives and reach public sector employers:

¹ Throughout this report, the terms ETP and Panel are used interchangeably.

² National Governors' Association Center for Best Practices, A Comprehensive Look at State-Funded Employer-Focused Job Training Programs, 1999.

- ETP received alternative funding from the California Energy Commission (CEC). The Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) was created in FY 2009-10 under AB 118 to provide workforce training in alternative fuels and vehicle technologies.
- Additionally, ETP continued to administer a drought program using State General Funds: 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. Alternative Funding allows ETP to serve public sector employers who do not pay the UITT and are not eligible for core funding.

Why ETP Works – ETP funding works because it follows simple and effective principles:

- *Employers make decisions about their training program* and are involved in every aspect of training.
- *Training investments help companies become more profitable.* When employers up-skill their workforce they can increase the quality of their product. 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 significant responsibility for training.* Companies must pay the difference between ETP reimbursement and their actual training 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. This pay-for-performance model relies on incremental payments to contract holders.
- *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 2015-16 (July 1, 2015 through June 30, 2016). 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 2015-16;
- 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) 2015-16, 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 2015-16 the Panel prioritized:

- Job creation projects
- Projects with a demonstrated investment in California's economy
- Projects serving drought-impacted regions of the state
- Critical Proposals³ – GO-BIZ References
- Projects serving veteran trainees
- Small business projects

The Panel also prioritized industries critical to the state's economy. In FY 2015-16 those industries remained unchanged from the previous fiscal year and included:

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

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 Workforce Development Board (CWDB), 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.

³ Critical Proposal – Training proposals for Panel funding which are uniquely critical to the California economy

CONTRACT ACTIVITY

In FY 2015-16, the Panel approved over \$97 million (core and alternative-funded programs), up from \$78 million in FY 2014-15, to provide training to 105,143 (101,815 core and 3,328 alternative funded) new-hire and incumbent workers, up from 84,964 (83,043 core and 1,921 alternative funded) in FY 2014-15. ETP-funded training has helped California's economic recovery through job sustainability and creation, and also enabled big and small businesses to remain competitive. See: *Core and Alternative Funded Contract Activity* below.

1. Core Contract Activity

During the report year, ETP staff administered 1,007 core training contracts. These included: a) 397 new agreements approved in the report year; b) 314 contracts approved in prior years, and completed in FY 2015-16; and c) 296 contracts approved prior to FY 2015-16, active and ongoing at the end of the fiscal year. The following table illustrates this activity.

Core Funded Contracts				
	a)	b)	c)	TOTAL
	New Approved	Completed	Ongoing	
Contracts	397	314	296	1,007
Trainees	101,815	49,093	67,561	218,469

a) New Approved Core Contracts

A total of 397 core contracts were approved in FY 2015-16 to train 101,815 trainees. This is an increase of over 18,000 trainees from last year. ETP had \$27.5 million to fund these new contracts, as compared to \$35.2 million in the previous year.

b) Completed Core Contracts

A total of 314 contracts approved in the prior year, were completed, providing assistance to 2,511 employers for the training and employment retention of 49,093 workers, at an average cost of \$1,101 per trainee.

- In, FY 2015-16, manufacturing, construction, and the high-technology service industries, captured nearly 62 percent of ETP funds.
- The breakdown for Small Business served by the Panel indicates:
 - 77 percent of all businesses employed 250 or fewer workers;
 - 59 percent of all businesses employed 100 or fewer workers;
 - 41 percent of all businesses employed 50 or fewer workers; and,
 - 22 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) peaked in 2011-12. In the report year 2015-16 the average wage was \$13.81. The average post-retention wage for incumbent workers (retrainees) peaked in 2005-06, and in the report year 2015-16, it was \$29.94 per hour.

- 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 2015-16 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 296 contracts approved prior to FY 2015-16 were still active and ongoing at the end of the fiscal year, including training for 67,561 workers.

2. Alternative Funding Contract Activity

During the report year, ETP staff administered 20 alternative-funded training contracts. These included: a) six new agreements approved in the report year; b) four contracts completed in FY 2015-16 but approved in prior years, and c) ten contracts approved prior to FY 2015-16, 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	
Contracts	6	4	10	20
Trainees	3,328	467	1,814	5,609

a) New Approved Alternative Funding Contracts

ETP continued to support California's economy and jobs through partnerships and leveraging resources. This year the Panel prioritized funding for the Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP).

The following is a breakdown of alternatively-funded FY 2015-16 project totals:

Alternatively-Funded Training Programs		
	ARFVTP (AB 118)	Totals
Approved Funding	\$2,410,507	\$2,410,507
Approved Contracts	6	6
Workers to Train	3,328	3,328
See Appendix A-1:C – Alternative Funding Sources for training program descriptions.		

*Note: There were no **new** approved RESPOND/Drought projects this Fiscal Year.*

b) Completed Alternative Funding Contracts

Four contracts (all were a part of the Alternative and Renewable Fuel and Vehicle Technology/AB 118 Program) approved in the prior year, were completed, resulting in the training of 467 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

Five contracts approved in FY 2015-16, under the ARFVTP/AB 118 Funding Category, were still active at the end of the fiscal year. These projects targeted training for 872 workers. Five contracts approved under in FY 2015-16, under the RESPOND/Drought Funding Category, were still active at the end of the fiscal year. These projects targeted training for 942 workers.

KEY ACTIONS AND ACCOMPLISHMENTS

In FY 2015-16, ETP successfully met key program goals and objectives for the report year. Following are highlights from ETP's core program:

- **Priority Industries:** Eighty-three percent of 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 to attract, expand, and retain California businesses. In core and alternative-funded programs, ETP considered critical proposals, new hire contracts, and job creation as economic development. In total 9,594 new jobs were approved in FY 2015-16:

Economic Development/Job Creation			
	# of Contracts	Approved Amount	# of Trainees
Retrainee Job Creation Initiative in Critical Proposals	9	\$1,936,680	1,084
Retrainee Job Creation Initiative	157	\$10,101,694	7,741
New Hire	13	\$2,250,270	769
Job Creation & New Hire Totals:	179	\$14,288,644	9,594

- **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 worked with the California Partnership for the San Joaquin Valley, coordinating with business leaders, state and local public agencies, and educational institutions to support job creation. ETP prioritized this geographically hard-hit area in 101 contracts, serving the Central Valley with approximately \$25.6 million in core funds for approximately 30,000 trainees.
- **Direct Contracts with Small Business:** The Panel approved nearly \$5.7 million to train 5,555 trainees in 135 new Core direct contracts with small businesses (100 or fewer employees in California and 250 or fewer employees worldwide). Additionally, the Panel supports many small businesses through multi-employer contracts.
- **Green Technology/Industries:** The Panel targeted training for companies employing "green technology" methods including: Renewable energy, efficiency,

and distributed renewable energy; and other green business practices, processes, and products.

- Core Funding: the Panel approved 28 Core funding agreements in the amount of \$8,398,600 to train 6,025 workers in “green-clean” related projects (five were Apprenticeship projects).
- Alternative Funding: Under our alternative funding programs the Panel approved 4 agreements in the amount of \$1,053,607 to train 1,618 trainees. Under the ARFVTP (AB 118).

- **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 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 \$45 million for CTE-related projects to train 41,080 workers.
- **Healthcare**: The Panel, approving over \$9.6 million in core contract program funds for the training of 5,538 nurses and 3,124 workers for positions in healthcare-related fields including medical office administrators, medical billing technicians, lab technicians and medical assistants.
- **High Unemployment Area (HUA)**: The Panel targets training for workers in regions of the state with lagging economies and unemployment rates higher than the state average. During the report year, over \$15 million was approved for 108 contracts serving HUAs⁴, and providing training for approximately 17,000 workers.

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

⁴ 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 training models that support California's changing workforce needs:

- **Drought – Rapid Employment Strategy Pilot on Natural Disasters (RESPOND):** On January 17, 2014, Governor Brown declared a state of emergency in California due to extreme drought. Dry conditions and lack of precipitation effected several key industry sectors and led to loss of jobs within these areas. Hardest hit was the San Joaquin Valley and Central Coast areas. ETP's RESPOND pilot program used \$2 million in General Funds to fund employment training in the designated drought-impacted regions of the state. The funds were used to: (1) support displaced workers; (2) avert layoffs; and (3) help employers transition to more sustainable operations and practices. In addition, some Drought designated projects were approved under the Core Funding Category.
- **Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP):** In FY 2015-16, the Panel partnered with the CEC funding workforce training in support of the ARFVTP. Administered by the Energy Commission, the Alternative and Renewable Fuel and Vehicle Technology Program is a workforce development and training program supporting the development and employment of renewable alternative fuels and clean vehicle technologies in the marketplace.
- **Job Creation:** In FY 2015-16, ETP supported job creation, funding projects with demonstrated investment in California's economy, including critical proposals developed in conjunction with GO-Biz. The Panel also prioritized projects developed under the "Retrainee – Job Creation" guidelines, which demonstrated a strong link to job creation and business expansion, including 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 Program:** In FY 2015-16, ETP continued to support its Apprenticeship Training Program. Developed with input from key stakeholders, including the labor and apprenticeship communities, the 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. The Apprenticeship Program is helping fill the funding gap between state reimbursement and the actual cost of delivering the RSI portion of apprenticeship training, offsetting the hourly cost of classroom training.
- **Veterans Training:** Throughout FY 2015-16, ETP prioritized training for veterans and members of the National Guard 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 participates in statewide efforts to identify and prioritize the needs of veterans.

INFORMATION TECHNOLOGY MODERNIZATION

ETP has deployed a new contract management system in November of 2016. This new system will 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 into one. The new system, Employment Training Management System (ETMS) enables ETP to more efficiently provide services, improve fiscal and accounting processes, improve data collection and reporting. It also allows greater flexibility within the application and contracting processes by improving online processes and automating more of the contracting process.

PLANNING FOR THE FUTURE

The Panel identifies and prioritizes industries 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. Agriculture, Allied Healthcare, Biotechnology and Life Sciences, Construction, Goods Movement and Transportation Logistics, Green/Clean Technology, Information Technology Services, Manufacturing, Multimedia/Entertainment, and Technical Services remain priority industries in California's economy.

The Panel also seeks to collaborate effectively with other workforce agencies. State-level partners include the LWDA, Go-Biz, CWDB, EDD, the California Community Colleges Chancellors Office (CCCCO), and California Energy Commission (CEC), among others. ETP also works with community workforce partners on the local level, including Local Workforce Development Boards (LWDBs), colleges, and non-profit organizations. ETP is an integral part of the CWDB 2012-17 Strategic Plan to coordinate workforce funding and resources. ETP participates in LWDA's effort to implement the Workforce Innovation and Opportunity Act and CWDB's Strategic Plan as required.

ETP's ARFVTP (AB 118) program represents one such partnership. The program operates through an interagency agreement with the CEC to train individuals in new transportation technologies to meet the workforce needs of companies engaged 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 aimed to enhance ETP's role as an effective, resource in supporting the economic development goals of the Governor and Legislature. ETP will continue to allocate resources for projects that lead to the creation of new jobs and the retention of high quality jobs. ETP supports California's role as the nation's leader in green sector job growth and continues efforts to revitalize the state's other key industry sectors.

APPENDICES

APPROPRIATIONS AND EXPENDITURES **A-1**

- A. APPROPRIATIONS AND EXPENDITURES REPORT
- B. NEW CORE TRAINING CONTRACT APPROVALS
- C. ALTERNATIVE FUNDING SOURCES

CORE FUNDING CONTRACTS APPROVED IN HUAs . . . **A-2**

COMPLETED CONTRACTS:

COMPLETED CONTRACT DATA **B-1**

- A. SUMMARY OF COMPLETED CONTRACTS
- B. TRAINEES SERVED BY SIZE OF BUSINESS
- C. BUSINESSES SERVED BY SIZE
- D. TRAINING BY INDUSTRY
- E. TRAINEE WAGES
- F. LITERACY TRAINING
- G. TRAINEE DEMOGRAPHICS
- H. LEVERAGING FUNDS THROUGH DISENCUMBERANCES & REINVESTMENT

CHARACTERISTICS OF PANEL TRAINEES **B-2**

COMPLETED CORE FUNDING CONTRACTS **B-3**

COMPLETED ALTERNATIVE FUNDING CONTRACTS . . . **B-4**

TERMINATED CONTRACTS **C-1**

A. APPROPRIATIONS AND EXPENDITURES

In FY 2015-16, the ETF received a Budget Act appropriation of \$76.3 million. The FY 2015-16 ETF collection was conservatively forecast at \$73.6 million. The actual ETF revenue collection of \$78.8 million was higher than the ETF revenue projection. After deducting administrative costs, pro rata, and prior-year contract liabilities, ETP had just over \$27.5 million to fund new core training contracts in FY 2015-16. The Panel expended all of these training funds by May 2016.

CORE FUNDING - Appropriation and Expenditure Report FY 2015-16

Employment Training Fund (ETF)	\$76,245,000.00
EDD Tax Branch (ETT Collection)	-\$5,829,000.00
Total Appropriation to ETP:	\$70,416,000.00

ETP Budget Authority:

Appropriation to ETP	\$70,416,000.00
Reinvested Funds (Provision 1)	\$4,708,837.50
Roll Over Funds from Active Contracts	\$1,450,294.36
Allocation for employee compensation, staff benefits, pension contribution adjustment	\$316,000.00
Total Budget Authority for Fiscal Year 2015-16:	\$76,891,131.86

ETP Expenditures:

Program Administration	\$10,223,173.97
EDD Support	\$1,029,438.16
Other Pro Rata	\$1,639,000.00
State Controller's Office (SCO)	\$52,049.00
GAAP/Fiscal System Consultant Unit (FSCU)	\$16,628.00
Fi\$cal	\$112,000.00
Marketing and Research	\$71,688.00
Program Funds:	
Prior Year Contract Liabilities	\$36,218,890.48
New Training Contracts	\$27,528,264.25
Total Expenditures for Fiscal Year 2015-16:	\$76,891,131.86

Seventy-six point nine million dollars (\$76.9 million) available for core funding in 2015-16 was allocated by the Panel as follows:

- **Program Funds:** The Panel encumbered all available program funds (\$63.7 million) for training. Of this amount, about \$36.2 million was used for prior-year contract liabilities resulting from incremental funding. Over \$27.5 million was used for new training contracts. (In order to maximize program 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:** Approximately \$11.4 million was used for program administration costs, including EDD support, SCO, GAAP/FSCU, and Fi\$cal.
- **Marketing and Research:** Approximately \$72 thousand was used for strategic marketing conducted by outside consultants, including the California Labor Federation and California Manufacturing Technology Consulting. Marketing supports the development and maintenance of ETP's relationships with industry, labor, and other organizations in emerging sectors.
- **Pro Rata:** ETP incurred over \$1.6 million for shared Pro Rata costs. 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 2015-16, \$27.5 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 nearly \$94.5 million in total contract amount in FY 2015-16 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 97.6 percent of funds were targeted for retraining, with 2.4 percent going for the training of unemployed workers. (Retraitees represented 99.2 percent of the trainee population, and new hires 0.8 percent.)

FY 2015-16 CORE FUNDING COMMITMENTS	Total
Approved Training Projects	397
Total Approved Funding*	\$94,637,609
Workers Targeted for Training	101,815
Average Cost per Trainee**	\$930

*\$27.5 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 \$2,926; for retrainees it was \$914.

Following key industries and the percentage of core training funds approved in each industries:

- Manufacturing (49 percent)
- Construction (19 percent)
- Services (28 percent)
 - Healthcare
 - High-Technology
 - Other Services
- Other (Agriculture, Finance, Trade, Transportation) (4 percent)

C. ALTERNATIVE FUNDING SOURCES

ETP has historically accomplished its mission without appropriations from the State General Fund. Beginning in FY 2009-10, ETP began receiving alternative funds on an annual basis. The FY 2015-16 alternative funding was provided through AB 118, which established the Alternative and Renewable Fuel and Vehicle Technology program (ARFVTP) as part of the state's efforts to address climate change. ETP also received \$2 million in General Fund monies late in FY 2013-14 for use in FY 2015-16 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
FY 2009-10	\$4,500,000	\$500,000	\$5,000,000
FY 2010-11	\$900,000	\$100,000	\$1,000,000
FY 2011-12	\$3,852,000	\$428,000	\$4,280,000
FY 2012-13	\$0	\$0	\$0
FY 2013-14	\$1,088,124	\$150,000	\$1,238,124
FY 2014-15	\$0	\$0	\$0
FY 2015-16	\$0	\$0	\$0
Totals:	\$10,340,124	\$1,178,000	\$11,518,124

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

To support the ARFVTP, ETP has \$3.0 million in on-going reimbursable budget authority. In FY 2015-16, the Panel approved just over \$2.4 million to train 2,915 workers in six contracts. Two contracts ended (closed) during the fiscal year, earning over \$660 thousand to train nearly 1,000 trainees who met job retention requirements.

By the end of FY 2015-16, there were ten 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	0	4	0
FY 2013-14	3	0	3	0

	Approved	Active	Closed	Terminated*
FY 2014-15	6	4	2	0
FY 2015-16	6	6	0	0
Totals	41	10	26	5

* Contracts were terminated at the contractor's request.

Since this program began in FY 2009-10, ETP has approved over \$11.0 million for 41 contracts to train approximately 16 thousand workers. These funds have assisted over 150 businesses and 16 municipalities⁵.

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 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 subsequently adopted 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 million was dedicated to ETP's Alternative Funding programs (for Single and Multiple Employers). One million was used for a two-year Inter-Agency Agreement between ETP and the California Community Colleges Chancellor's Office (CCCCO), for the CCCCCO to administer training programs targeting employers and workers in designated areas affected by the drought.

With the \$1 million dedicated to ETP contracts, ETP approved six new projects. One project 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. Since the entire \$1 million was used during FY 2014-15, no new RESPOND/Drought projects were approved in FY 2015-16. One project ended (closed), leaving a total of four active RESPOND/Drought projects in FY 2015-16. Please see table below.

	Approved	Active	Closed	Terminated	Canceled
FY 2014-15	6	5	0	0	1
FY 2015-16	0	4	1	0	0
Totals	6	4	1	0	1

⁵ Source: 2017-18 ARFVTP Investment Plan, 1/17

**Core Funding Projects Approved in High Unemployment Areas (HUAs) Appendix A-2
FY 2015-16**

CCG #	Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ET16-0108-000	A TEICHERT & SON INC	Alameda, El Dorado, Fresno, Nevada, Placer, Sacramento, San Joaquin, Sutter, Yolo, Yuba	Construction	\$197,446	332
ET16-0189-000	AAA PLATING & INSPECTION, INC.	Los Angeles	Manufacturing	\$95,400	104
ET16-0235-000	AHMC GREATER EL MONTE COMMUNITY HOSPITAL LP DBA GREATER EL MONTE COMMUNITY HOSPITAL	Los Angeles	Healthcare, Services	\$363,880	251
ET16-0347-000	ALLIANT TECHSYSTEMS OPERATIONS LLC	Los Angeles, Kern	Manufacturing, Aerospace & Defense, Engineering	\$6,750	5
ET16-0146-000	AMERICAN INTERNATIONAL INDUSTRIES, INC.	Los Angeles	Manufacturing	\$306,684	346
ET16-0360-000	ARMSTRONG GARDEN CENTERS INC	Los Angeles, Orange, San Diego, Riverside, Alameda, Marin, Ventura	Agriculture, Retail	\$2,394	7
ET16-0150-000	ARROW SIGN CO.	Alameda, San Joaquin	Manufacturing	\$4,368	14
ET16-0188-000	B & B PIPE AND TOOL CO.	Los Angeles, Kern	Manufacturing	\$14,560	14
ET16-0420-000	BALANCED BODY INC	Sacramento	Manufacturing	\$62,640	87
ET16-0395-000	BAYCORR PACKAGING INC. DBA HERITAGE PAPER	Alameda, Fresno, San Joaquin	Manufacturing	\$137,268	123
ET16-0177-000	BELL BROTHER'S HEATING AND AIR, INC.	Sacramento, Stanislaus	Construction, Green Technology	\$197,120	57
ET16-0174-000	BETH INCORPORATED DBA FIX AUTO DOWNTOWN L.A	Los Angeles	Services	\$49,588	42
ET16-0137-000	BOOTH RANCHES LLC	Fresno	Agriculture	\$49,920	96
ET16-0201-000	BORAL ROOFING LLC	Orange, Riverside, San Joaquin, San Bernardino	Manufacturing, Services	\$52,002	107
ET16-0215-000	BRAND CONSULTING GROUP, LLC DBA BRAND COLLEGE	Statewide	Technology/IT, Technology/Other, Manufacturing, Services, Retail	\$66,720	30
ET16-0173-000	BRICKLEY CONSTRUCTION COMPANY, INC. DBA BRICKLEY ENVIRONMENTAL	San Bernardino	Construction, Services	\$49,920	40

Core Funding Projects Approved in High Unemployment Areas (HUAs) Appendix A-2
FY 2015-16

CCG #	Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ET16-0128-000	BUTTE-GLENN COMMUNITY COLLEGE DISTRICT	Butte	Financial Services, Retail, Manufacturing, Services, Technology	\$283,145	275
ET16-0181-000	CALIFORNIA BOX COMPANY	Los Angeles, San Bernardino	Manufacturing	\$36,000	25
ET16-0157-000	CALIFORNIA HEALTH SCIENCES UNIVERSITY, LLC	Fresno	Healthcare Services	\$9,548	31
ET16-0322-000	CALPIPE INDUSTRIES INC	Ventura, Los Angeles	Manufacturing	\$99,900	110
ET16-0148-000	CEPHEID	Santa Clara, San Joaquin	Manufacturing, Biotechnology/Life Sciences	\$569,640	487
ET16-0353-000	CERTIFIED STAINLESS SERVICE, INC. DBA WEST-MARK	Kern, Merced, Stanislaus	Manufacturing	\$340,560	200
ET16-0398-000	CITY OF RICHMOND WORKFORCE INVESTMENT BOARD	Contra Costa	Construction, Green Technology	\$63,000	14
ET16-0107-000	CONAGRA FOODS INC	Tulare	Manufacturing	\$304,000	320
ET16-0381-000	COVENANT CARE CALIFORNIA LLC	Fresno, Stanislaus, Ventura, Orange, Yolo, San Joaquin, Los Angeles, San Diego, Santa Cruz, Santa Clara	Healthcare	\$370,300	795
ET16-0358-000	CUMMINS PACIFIC LLC	Orange, Los Angeles, Ventura, San Diego, Alameda, Humboldt, Shasta, Yolo, San Bernardino, Kern, Fresno	Wholesale Trade, Services	\$61,875	125
ET16-0251-000	CURTIN MARITIME CORP.	Los Angeles	Transportation/Logistics, Construction	\$49,492	43
ET16-0261-000	DENMAC INDUSTRIES, INC.	Los Angeles	Manufacturing, Services	\$31,044	45
ET16-0330-000	DETORONICS CORP	Los Angeles	Manufacturing	\$23,660	14
ET16-0118-000	DIAMOND FOODS INC	San Joaquin	Manufacturing	\$434,484	447
ET16-0440-000	DORFMAN-PACIFIC CO.	San Joaquin	Retail, Wholesale	\$91,800	69
ET16-0349-000	DUARTE NURSERY INC	Stanislaus	Agriculture	\$333,000	400

ETP Annual Report 2015-2016

HUAs are defined as counties or sub-county areas with unemployment rates at least 25 percent higher than the State average, based on data from EDD's LMID.

Core Funding Projects Approved in High Unemployment Areas (HUAs) Appendix A-2
FY 2015-16

CCG #	Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ET16-0348-000	E & J GALLO WINERY A WHOLLY-OWNED SUBSIDIARY OF DRY CREEK CORP (GALLO	Fresno, Sonoma, Merced, Stanislaus, Napa, San Luis Obispo, Monterey	Manufacturing, Nanotechnology	\$539,250	583
ET16-0149-000	ECONOMIC DEVELOPMENT COLLABORATIVE-VENTURA COUNTY	Ventura, Santa Barbara	Manufacturing, Wholesale Trade, Services	\$5,128	8
ET16-0421-000	EL CLASIFICADO	Los Angeles, Kern, San Bernardino, Fresno	Manufacturing	\$29,272	44
ET16-0141-000	EMINENCE HEALTHCARE, INC.	Fresno	Healthcare	\$40,128	48
ET16-0113-000	EMPLOYERS GROUP	Los Angeles	Manufacturing, Engineering, Services, Technology, Transportation/Logistics	\$16,160	20
ET16-0171-000	ENGINEERED WELL SERVICE INTERNATIONAL INC.	Kern, Los Angeles, Ventura	Services	\$10,560	15
ET16-0280-000	FARMERS GROUP INC	Fresno, Kern, San Bernardino, Los Angeles, Alameda, Contra Costa, Santa Clara, San Mateo, Marin, Orange, Sacramento	Insurance, Services	\$12,000	20
ET16-0390-000	FLAVOR PRODUCERS INC	Los Angeles	Manufacturing	\$91,260	78
ET16-0284-000	FOSTER POULTRY FARMS	Fresno, Merced, Los Angeles	Manufacturing, Agriculture, Goods Movement	\$228,240	634
ET16-0354-000	FOUR STAR MEAT CO., INC.	Los Angeles	Manufacturing	\$6,240	4
ET16-0210-000	FOWLER PACKING COMPANY, INC.	Fresno	Agriculture, Manufacturing	\$348,750	155
ET16-0106-000	FRESNO SURGERY CENTER LP DBA FRESNO SURGICAL HOSPITAL	Fresno	Healthcare	\$229,920	266
ET16-0400-000	GEORG FISCHER HARVEL LLC	Kern	Manufacturing	\$43,290	37
ET16-0392-000	GEORGIA-PACIFIC CORRUGATED LLC	Madera	Manufacturing	\$59,616	144
ET16-0169-000	GILIGIA COLLEGE	Los Angeles	Services, Manufacturing	\$22,576	16

ETP Annual Report 2015-2016

HUAs are defined as counties or sub-county areas with unemployment rates at least 25 percent higher than the State average, based on data from EDD's LMID.

Core Funding Projects Approved in High Unemployment Areas (HUAs) Appendix A-2
FY 2015-16

CCG #	Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ET16-0103-000	GLENDAL COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CTR	Los Angeles, Orange, Riverside, San Bernardino, San Diego, Ventura, Kern	Manufacturing, Aerospace, Defense	\$31,892	28
ET16-0155-000	GRANVILLE HOMES, INC.	Fresno	Construction	\$38,532	78
ET16-0471-000	HILMAR CHEESE COMPANY, INC.	Merced, Stanislaus	Manufacturing	\$387,000	340
ET16-0194-000	HOMEBOY INDUSTRIES	Los Angeles	Manufacturing	\$244,640	100
ET16-0104-000	INTERNATIONAL RECTIFIER CORP	Irvine, Los Angeles, Riverside, Santa Clara	Manufacturing	\$184,186	262
ET16-0412-000	JPMORGAN CHASE BANK	Alameda, Los Angeles, Orange, Marin, Placer, Riverside, Sacramento, San Bernardino, San Diego, San Francisco, San Joaquin, San Mateo, Santa Clara	Finance, Insurance	\$749,700	1,470
ET16-0123-000	KARL STORZ ENDOSCOPY-AMERICA INC	Los Angeles, Santa Barbara	Manufacturing, Wholesale, Healthcare, Services	\$391,248	418
ET16-0232-000	KERN COMMUNITY COLLEGE DISTRICT	Statewide	Aerospace & Defense, Agriculture, Manufacturing, Transportation/Logistics, Services	\$133,888	174
ET16-0342-000	KML ENTERPRISES INC DBA NEW HORIZONS COMPUTER LEARNING CENTERS OF SOUTHERN CALIFORNIA	Orange, Los Angeles, Ventura, San Bernardino, Riverside, San Diego	Manufacturing, Technology/IT, Engineering, Aerospace and Defense, Services	\$146,490	257
ET16-0305-000	KRC SAFETY CO INC	Tulare, Los Angeles	Manufacturing, Services	\$53,528	81
ET16-0230-000	LA REINA, INC.	Los Angeles, San Bernardino	Manufacturing	\$145,728	184

Core Funding Projects Approved in High Unemployment Areas (HUAs) Appendix A-2
FY 2015-16

CCG #	Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ET16-0916-001	LABORERS TRAINING AND RETRAINING TRUST FUND FOR SOUTHERN CALIFORNIA	Los Angeles, San Bernardino, Kern, Riverside, San Diego	Construction	\$294,394	315
ET16-0404-000	LANCE CAMPER MFG CORP	Los Angeles	Manufacturing	\$490,200	438
ET16-0452-000	LE TOTE, INC.	San Joaquin	Retail, Services	\$145,200	222
ET16-0234-000	LOMITA CHAMBER OF COMMERCE	Los Angeles, Orange	Manufacturing, Transportation/Logistics, Healthcare, Wholesale Trade, Services	\$14,100	25
ET16-0134-000	MBK ENTERPRISES INC DBA MBK TAPE SOLUTIONS	Los Angeles	Manufacturing	\$49,920	45
ET16-0160-000	MONSTER CITY STUDIOS	Fresno	Services	\$15,600	14
ET16-0386-000	MT SAN ANTONIO COLLEGE	Los Angeles, Orange, Riverside, San Bernardino	Manufacturing, Wholesale Trade, Goods Movement, Transportation/Logistics, Services	\$11,292	12
ET16-0161-000	MURRIETA CHAMBER OF COMMERCE	Riverside, San Bernardino, San Diego, Orange, Los Angeles	Manufacturing, Wholesale Trade, Services, Transportation/Logistics, Aerospace & Defense	\$75,438	99
ET16-0204-000	NATOMAS AUTO BODY & PAINT/ TOWING, INC.	Sacramento, Sutter, Yolo	Services	\$28,952	35
ET16-0154-000	NEW TECHNOLOGY TRAINING INSTITUTE	Los Angeles, Ventura, San Diego, Orange	Services, Green Technology	\$44,480	16
ET16-0248-000	NL&A COLLECTIONS, INC.	Los Angeles	Manufacturing	\$23,400	18
ET16-0200-000	ORGANIC BY NATURE, INC.	Los Angeles	Manufacturing	\$49,764	87
ET16-0418-000	PACIFIC AWARD METALS INC	Los Angeles	Manufacturing	\$11,592	14
ET16-0126-000	PLATINUM ENGINEERING SOLUTION INC.	Madera, Kern	Engineering, Services	\$8,294	11
ET16-0166-000	PROFESSIONALS IN HUMAN RESOURCES ASSOCIATION	Statewide	Manufacturing, Transportation/Logistics, Technology/Other, Healthcare, Wholesale Trade	\$32,040	36

Core Funding Projects Approved in High Unemployment Areas (HUAs) Appendix A-2
FY 2015-16

CCG #	Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ET16-0159-000	ProTransport-1, LLC	Contra Costa, Alameda, Sonoma, Santa Clara, Stanislaus, Sacramento	Healthcare, Services	\$496,050	336
ET16-0267-000	PVH CORP.	Los Angeles	Manufacturing	\$86,328	109
ET16-0138-000	R.S.S.E., INC.	Shasta	Services, Construction	\$12,760	13
ET16-0385-000	RABOBANK NATIONAL ASSOCIATION	Statewide	Finance/Insurance	\$120,000	200
ET16-0449-000	RALLY AUTO GROUP INC	Los Angeles	Retail, Services	\$96,000	128
ET16-0345-000	READY PAC PRODUCE INC DBA READY PAC FOODS INC	Los Angeles	Manufacturing	\$178,848	207
ET16-0252-000	REPLACEMENT PARTS INDUSTRIES, INC.	Los Angeles	Manufacturing	\$42,718	31
ET16-0217-000	RIVERSIDE COMMUNITY COLLEGE DISTRICT, OFFICE OF ECONOMIC DEVELOPMENT	Riverside, San Bernardino, San Diego, Orange, Los Angeles	Manufacturing, Transportation/Logistics, Construction, Engineering, Services	\$380,460	510
ET16-0111-000	SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	San Bernardino, Riverside	Manufacturing, Aerospace & Defense, Warehousing, Transportation	\$3,850	10
ET16-0240-000	SHEPARD BROS., INC.	Orange, San Joaquin	Manufacturing, Services	\$7,020	10
ET16-0473-000	SKYLINE HOMES INC	Riverside, Yolo	Manufacturing	\$259,000	140
ET16-0402-000	SOMA AEC INC DBA OXMAN COLLEGE	San Francisco, Alameda, Contra Costa, Marin, Santa Clara, San Mateo, Solano	Services, Healthcare, Engineering	\$141,165	54
ET16-0308-000	SOUTHWEST MATERIAL HANDLING INC	Riverside, Orange	Services	\$54,000	75
ET16-0321-000	STANFORD MEDICAL BILLING SERVICES INC	Fresno	Services	\$7,700	10
ET16-0336-000	STURGEON SERVICES INTERNATIONAL INC	Kern, Fresno, Monterey, Ventura, San Luis Obispo	Construction	\$201,800	450
ET16-0115-000	SUNRISE MEDICAL (US) LLC	Fresno	Manufacturing	\$280,350	341
ET16-0329-000	TEMPLE PARK CONVALESCENT HOSPITAL INC	Los Angeles	Healthcare, Services	\$98,172	93

ETP Annual Report 2015-2016

HUAs are defined as counties or sub-county areas with unemployment rates at least 25 percent higher than the State average, based on data from EDD's LMID.

Core Funding Projects Approved in High Unemployment Areas (HUAs) Appendix A-2
FY 2015-16

CCG #	Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ET16-0333-000	TENET HEALTHSYSTEM MEDICAL, INC.	Statewide	Services, Healthcare	\$599,760	833
ET16-0246-000	TETER LLP	Fresno, Kern, Tulare	Services, Engineering	\$49,946	86
ET16-0147-000	THE CORPORATION FOR MANUFACTURING EXCELLENCE	Statewide	Manufacturing	\$50,040	40
ET16-0394-000	THE SYGMA NETWORK INC	San Joaquin	Warehouse, Transportation/Logistics	\$88,780	115
ET16-0307-000	TOP OF THE THIRD INC	Tulare	Multimedia/Entertainment	\$10,780	14
ET16-0158-000	TOROSIAN & WALTER, LLP	Fresno	Services	\$27,280	31
ET16-0313-000	TUCKER AUTOBODY & TOWING INC	Imperial	Services	\$28,600	25
ET16-0450-000	UNITED FACILITIES, INC.	Riverside, San Joaquin	Transportation/Logistics, Warehousing	\$128,484	83
ET16-0258-000	VESCIO THREADING CO INC DBA VESCIO MANUFACTURING INTERNATIONAL	Los Angeles	Manufacturing, Services	\$38,610	55
ET16-0388-000	VF OUTDOOR, LLC	Alameda, Los Angeles, Orange, San Bernardino, San Diego, Tulare	Manufacturing, Transportation/Logistics, Warehousing	\$52,200	145
ET16-0377-000	VIRGIN GALACTIC LLC	Los Angeles, Kern	Manufacturing, Engineering	\$247,200	310
ET16-0417-000	VISTA COVE CARE CENTER AT SAN GABRIEL, INC.	Los Angeles, Riverside, Ventura	Services, Healthcare	\$63,504	72
ET16-0236-000	W. BANKS MOORE, INC.	Fresno	Construction, Services	\$49,400	38
ET16-0403-000	WATSONVILLE HOSPITAL CORP DBA WATSONVILLE COMMUNITY HOSPITAL	Santa Cruz	Services, Healthcare	\$126,360	209
ET16-0276-000	WEBER METALS, INC	Los Angeles	Manufacturing, Aerospace & Defense, Services	\$196,220	275
ET16-0375-000	WONDERFUL CITRUS PACKING LLC	Kern	Agriculture	\$658,264	256
ET16-0438-000	YAMABE & HORN ENGINEERING, INC.	Fresno	Engineering, Services	\$28,210	31
ET16-0326-000	ZINC FINANCIAL INC	Fresno	Finance	\$22,770	22
108 Contracts				\$15,174,624	17,264

Central Valley	\$9,442,537	10,956
-----------------------	--------------------	---------------

COMPLETED CONTRACT DATA

Of contracts closed within the report year, 314 were core funded and four were Alternative funding. Training assisted 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 2015-16 completed core contracts. The Panel funded training for 49,119 workers at an average cost of \$1,101 per trainee.

	Total
Number of Core Contracts	314
Amount Earned (in millions)	\$54.1
Retained in Employment	49,119
Average Cost per Trainee	\$1,101

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

The percentage of actual to planned placements was 76 percent (42 percent for new hires, and 77 percent for retrainees). The placement rate for retrainees increased by 12 percent from the previous fiscal year. The average cost was \$1,101 per trainee. The average cost per trainee for new hires was \$5,068, and for retrainees was \$1,091. This cost did not change much from last year for retrainees, however the average cost for new hires increased \$932.

Alternative Funding Contracts: Four AB 118/Alternative and Renewable Fuel and Vehicle Technology Program contracts completed in the reported year. These contracts trained 467 incumbent workers, earning a total of \$478k.

	Total
Number of Alternative Funding Contracts	4
Amount Earned (in thousands)	\$478
Retained in Employment	467
Average Cost per Trainee	\$1,024

B. TRAINEES SERVED BY SIZE OF BUSINESS

The following tables provide for completed contracts by business size. Note that small business is defined as employing 250 or fewer employees worldwide. The tables provide details on the number of trainees and dollars earned. Under core funding, 33 percent of retrainees and 79 percent of new hires were employed by small businesses. Under the Alternative Funding, 6 percent of all retrainees were employed by small businesses.

Core Funding					
Bus. Size	Retrainees	New Hires	Retrainee \$ Earned	New Hire \$ Earned	Total \$ Earned
1-20	1,682	39	\$2,508,815	\$200,938	\$2,709,753
21-50	3,298	10	\$4,377,379	\$49,044	\$4,426,423
51-100	5,181	25	\$6,067,571	\$119,110	\$6,186,681
101-250	5,818	32	\$6,666,030	\$164,000	\$6,830,030
251+	32,979	29	\$33,758,983	\$151,137	\$33,910,120
Totals:	48,958	135	\$53,378,778	\$684,229	\$54,063,007

Alternative Funding					
Bus. Size	Retrainees	New Hires	Retrainee \$ Earned	New Hire \$ Earned	Total \$ Earned
1-20	4	0	\$4,080	\$0	\$4,080
21-50	0	0	\$0	\$0	\$0
51-100	3	0	\$3,723	\$0	\$3,723
101-250	21	0	\$16,019	\$0	\$16,019
251+	439	0	\$454,436	\$0	\$454,436
Totals	467	0	\$478,258	\$0	\$478,258

C. BUSINESSES SERVED BY SIZE

Following statistics for completed projects in the report year:

All Business Sizes:

Core Funding: 2,511 businesses were served, 77 percent small business, 59 percent of businesses employed 100 or fewer workers; 41 percent employed 50 or fewer workers; and, 22 percent employed 20 or fewer workers. (See *following chart*.)

Alternative Funding: 39 businesses were served in this year's Alternative Funded completed contracts – over twice as many as last year. Eighteen percent of businesses were small; 8 percent employed 100 or fewer workers; and, 5 percent employed 20 or fewer workers. (See following chart.)

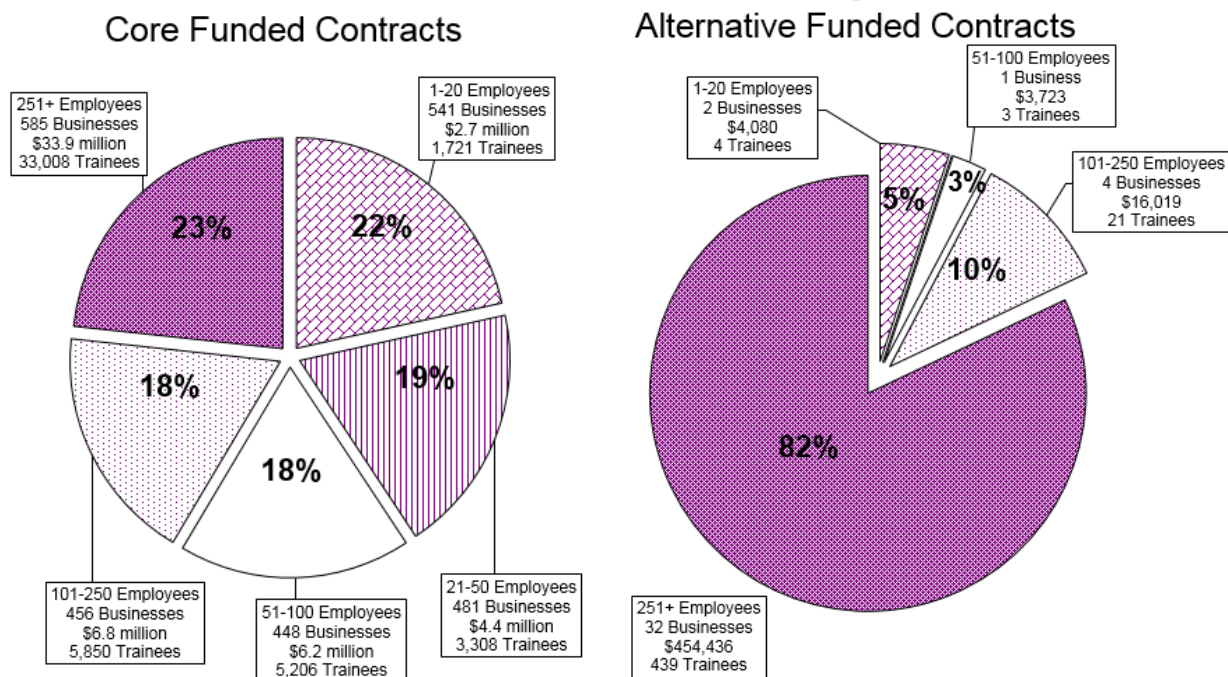
Small Business Size:

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.

Core Funding: The Panel served 137 small businesses through direct contracts to provide training for 5,230 workers. Another 1,789 small businesses were served through 50 MECs, providing training for 10,855 workers.

Alternative Funding: The Panel served 7 small businesses through three MECs, providing training for 28 workers.

NUMBER & SIZE OF BUSINESSES SERVED



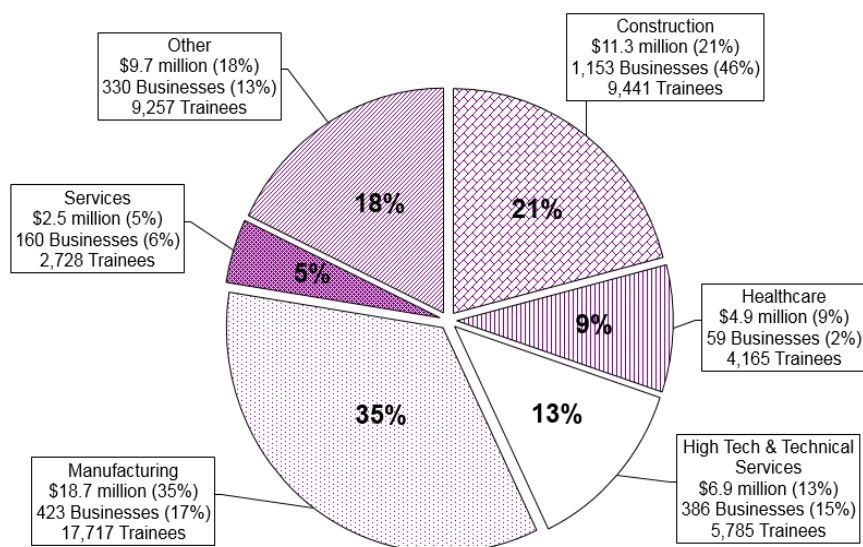
D. TRAINING BY INDUSTRY

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

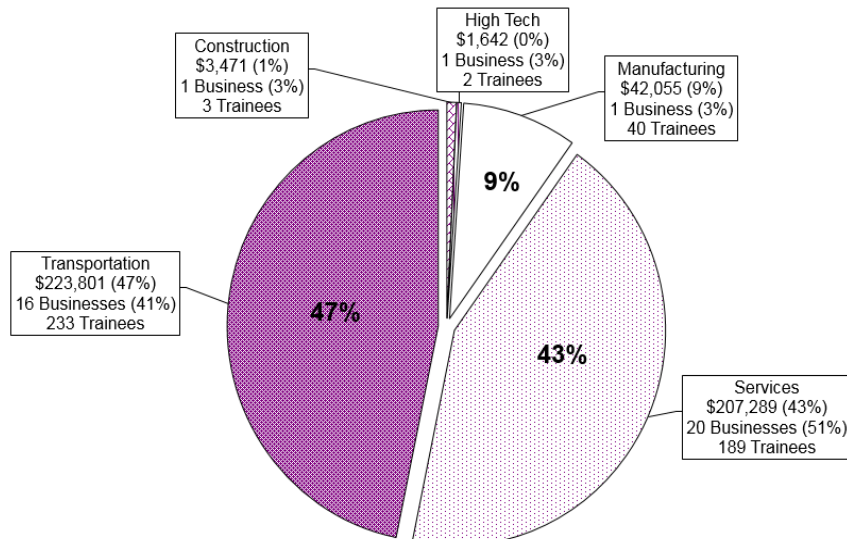
The following charts identify (by Industry):

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

Core Funded Contracts



Alternative Funded Contracts



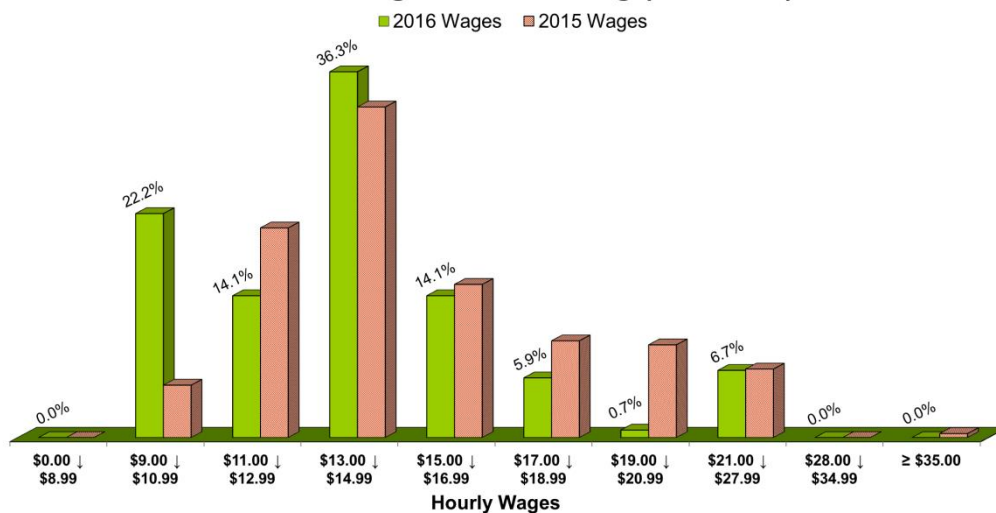
E. TRAINEE WAGES

In ETP Core and Alternative funding, the average post retention wage for workers unemployed at the start of training (New Hires) was \$13.81 per hour.

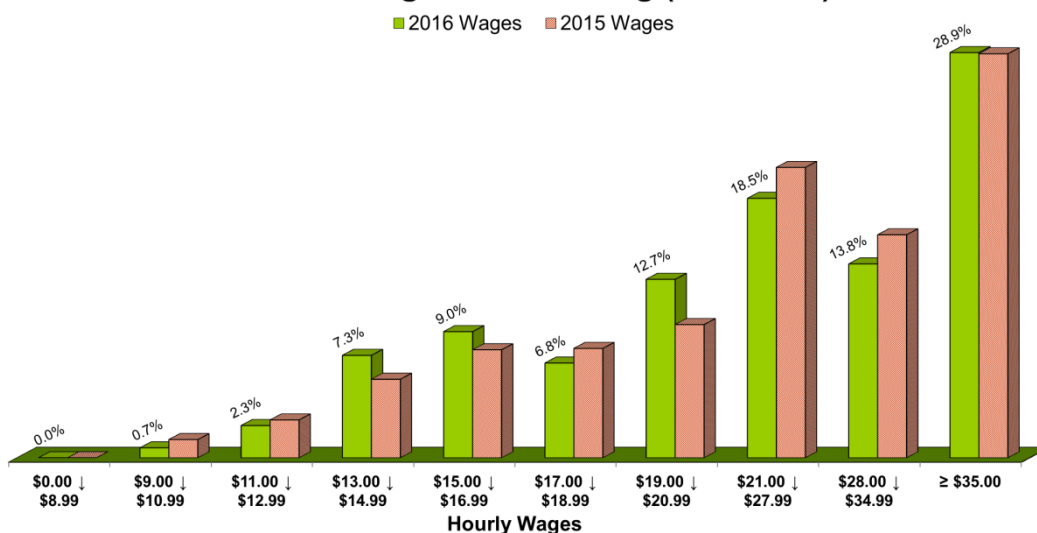
The average post-retention wage for incumbent workers (Retrainees) was \$24.94 per hour.

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).

Trainee Wage After Training (New Hire)



Trainee Wage After Training (Retrainee)



F. LITERACY TRAINING

The Panel supports literacy training (reading, writing, language comprehension, math, and Vocational English as a Second Language) with a demonstrated link to job skills training. Most literacy training was for frontline workers in manufacturing. Eleven of the completed core contracts included literacy components for 261 trainees.

G. TRAINEE DEMOGRAPHICS

Retrainee Characteristics (Core and Alt. funding): 70 percent of the population was male and 30 percent was female.

New Hire Characteristics (Core and Alt. funding): 70 percent of the population was male and 30 percent was female.

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

H. LEVERAGING FUNDS THROUGH DISENCUMBERANCES & REINVESTMENT

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 actually 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 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. Disencumberances result largely from changes in economic and business conditions that force firms to reduce or forego training – all 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 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, helping 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, through Panel administrative action described above, disencumberances have reduced significantly, evidenced by the low rate of 32 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	30%	30%
Male	70%	70%
<u>AGE:</u>		
<25	41%	10%
25-34	27%	32%
35-44	20%	28%
45-54	8%	19%
55-64	4%	10%
65-90	0%	1%
<u>EDUCATION:</u>		
Less than H.S. Grad.	34%	9%
H.S. Graduate/GED	54%	42%
Some College	7%	17%
College Graduate	4%	29%
Post Graduate	1%	3%
<u>ETHNICITY:</u>		
White	19%	35%
African-American	18%	5%
Hispanic	49%	35%
Asian	8%	16%
Native American	0%	1%
Other	6%	8%
<u>VETERAN:</u>		
Yes	3%	2%
No	55%	46%
Unspecified	42%	52%

Note: This data is for Core and Alternative Funding Sources

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
360 DG OCLA LLC DBA 360 DESTINATION GROUP	Multi Counties	3	Services	31	0	\$22,148	72%
5 DESIGN INC DBA 5+ DESIGN	Los Angeles	3	Technical Services	69	0	\$52,157	52%
ABBOTT VASCULAR INC	Multi Counties	5	Manufacturing	671	0	\$1,201,228	92%
ACCU-SEMBLY INC	Los Angeles	3	Manufacturing	25	0	\$27,456	100%
ACTION EMBROIDERY CORP	San Bernardino	4	Manufacturing	11	0	\$21,291	72%
ADVANCE PAPER BOX CO	Los Angeles	4	Manufacturing	0	0	\$0	0%
AER TECHNOLOGIES INC	Orange	4	Manufacturing	36	0	\$35,805	36%
AGRARIA SAN FRANCISCO INC	Los Angeles	1	Wholesale/Distribution	10	0	\$16,943	52%
AHMC GARFIELD MEDICAL CENTER LP DBA GARFIELD MEDICAL CENTER	Los Angeles	5	Healthcare	248	0	\$375,959	100%
AHMC HEALTHCARE INC DBA MONTEREY PARK HOSPITAL LP	Los Angeles	5	Healthcare	203	0	\$235,160	100%
AHMC SAN GABRIEL VALLEY MEDICAL CENTER LP	Los Angeles	5	Healthcare	381	0	\$265,322	84%
AHMC WHITTIER HOSPITAL MEDICAL CENTER LP	Los Angeles	5	Healthcare	322	0	\$348,263	100%
ALAMEDA CO ELECTRICAL INDUSTRY APPRENTICESHIP & TRNG TRUST (IBEW 595)	Alameda	6	Various	235	0	\$358,107	100%
ALEIA CORP DBA SURPLUS SERVICES	Alameda	1	Wholesale/Distribution	4	0	\$9,100	50%
ALIOTO'S GARAGE INC	San Francisco	3	Services	39	0	\$49,456	100%
ALPHA RESEARCH & TECHNOLOGY INC	El Dorado	3	Manufacturing	59	0	\$31,426	71%
ALTA HOSPITALS SYSTEM LLC	Los Angeles	5	Healthcare	239	0	\$506,159	75%
AMERICAN ETCHING & MFG	Los Angeles	2	Manufacturing	28	0	\$21,498	64%
AMERICAN TECHNICAL MOLDING INC DBA ACCELLENT INC	San Bernardino	5	Manufacturing	87	0	\$97,000	100%
APPRENTICE & JOURNEYMAN TRAINING TRUST FUND/ SO CA PLUMBING PIPING INDUSTRY	Multi Counties	6	Various	846	0	\$1,200,549	100%
APPRENTICE & JOURNEYMEN TRAINING TRUST FUND OF THE SOUTHERN CA PLUMBING & PIPING INDUSTRY	Multi Counties	6	Various	678	0	\$649,905	100%
ARDEN ENGINEERING INC	Multi Counties	5	Manufacturing	54	0	\$53,465	9%
ASIAN NEIGHBORHOOD DESIGN INC	San Francisco	6	Various	0	47	\$218,167	88%
ASSOCIATED BUILDERS AND CONTRACTORS NORTHERN CA CHAPTER TRAINING TRUST FUND	Multi Counties	6	Various	185	0	\$299,880	100%
ASSOCIATED DESERT NEWSPAPERS INC DBA IMPERIAL VALLEY PRESS	Multi Counties	5	Manufacturing	0	0	\$0	0%
ASSOCIATED PENSION CONSULTANTS INC	Butte	3	Finance	64	0	\$41,506	71%
AT&T SERVICES INC	Multi Counties	5	High Tech	451	0	\$1,129,100	100%
ATHERSTONE FOODS INC DBA GLASS ONION CATERING	Contra Costa	3	Services	17	0	\$7,861	46%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
ATK AUDIOTEK	Los Angeles	3	Real Estate	26	0	\$13,219	27%
ATTIVO GROUP INC	Orange	1	Technical Services	15	0	\$18,126	92%
AVALON HEALTH CARE MANAGEMENT OF CALIFORNIA LLC	Multi Counties	5	Healthcare	0	0	\$0	0%
BAE SYSTEMS SAN DIEGO SHIP REPAIR INC	San Diego	5	Manufacturing	252	0	\$286,670	100%
BAKER ELECTRIC INC	San Diego	5	Construction	29	0	\$16,112	9%
BAKMAN WATER CO	Fresno	1	High Tech	5	0	\$1,430	18%
BARTON BRANDS OF CALIFORNIA INC	Los Angeles	5	Wholesale/Distribution	0	0	\$0	0%
BASIC VI TECHNOLOGY INC	Santa Clara	2	Manufacturing	18	0	\$16,614	82%
BAY AREA ROOFING AND WATERPROOFING JOINT APPRENTICESHIP TRAINING TRUST FUND	Multi Counties	6	Various	231	0	\$298,998	100%
BAY SHIP & YACHT CO	Alameda	5	Manufacturing	143	0	\$110,686	32%
BAYCORR PACKAGING INC DBA HERITAGE PAPER	Multi Counties	4	Manufacturing	76	0	\$196,880	100%
BELL BROTHER'S HEATING AND AIR INC	Sacramento	4	Construction	96	0	\$154,584	100%
BELSHIRE ENVIRONMENTAL SERVICES INC	Orange	3	Construction	53	0	\$45,188	100%
BEST LABEL CO INC	Multi Counties	4	Manufacturing	0	0	\$0	0%
BEUTLER CORP	San Joaquin	5	Construction	30	0	\$12,960	100%
BIG FISH PAYROLL SERVICES LLC	Orange	1	Technical Services	12	0	\$10,521	55%
BLANCHARD TRAINING AND DEVELOPMENT INC DBA THE KEN BLANCHARD COMPANIES	San Diego	5	Services	105	0	\$51,081	81%
BOOTH RANCHES LLC	Fresno	4	Agriculture	24	0	\$51,660	99%
BRAND CONSULTING GROUP LLC DBA BRAND COLLEGE	Multi Counties	6	Various	150	0	\$723,378	90%
BRIGHTON COLLECTIBLES LLC	Los Angeles	5	Manufacturing	92	0	\$42,806	10%
BROWNIE BAKER INC	Fresno	3	Manufacturing	33	0	\$48,152	63%
BRUSH RESEARCH MFG CO INC	Los Angeles	3	Manufacturing	6	0	\$2,574	5%
C W DRIVER INC	Multi Counties	5	Construction	219	0	\$199,644	100%
CALIFORNIA NEWSPAPERS PARTNERSHIP	Multi Counties	5	Manufacturing	558	0	\$504,000	100%
CAPITAL GROUP COMPANIES INC	Orange	5	Finance	236	0	\$499,064	98%
CAR SOUND EXHAUST SYSTEM INC	Multi Counties	5	Manufacturing	220	0	\$74,156	37%
CARPENTERS TRAINING COMMITTEE FOR NORTHERN CALIFORNIA	Multi Counties	6	Various	1,063	0	\$1,191,507	100%
CASEWORX INC	San Bernardino	2	Manufacturing	22	0	\$23,387	100%
CERTIFIED STAINLESS SERVICE INC	Multi Counties	4	Manufacturing	176	0	\$247,554	90%
CHA HOLLYWOOD MEDICAL CENTER LP DBA HOLLYWOOD PRESBYTERIAN MEDICAL CENTER	Los Angeles	5	Healthcare	157	0	\$126,528	49%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
CHAFFEY COMMUNITY COLLEGE DISTRICT	Multi Counties	6	Various	564	0	\$592,426	58%
CHARLES MCMURRAY CO	Multi Counties	3	Wholesale/Distribution	84	0	\$91,650	100%
CITY NATIONAL BANK	Multi Counties	5	Finance	238	0	\$186,904	44%
CLARK-PACIFIC	Multi Counties	5	Manufacturing	194	0	\$172,228	62%
COCA-COLA REFRESHMENTS USA INC	Multi Counties	5	Manufacturing	616	0	\$581,962	46%
COKEVA INC	Placer	4	Services	98	0	\$40,582	17%
COLOR-BOX LLC	Madera	5	Manufacturing	23	0	\$5,998	9%
COMPREHENSIVE TRAINING SYSTEMS INC	San Diego	6	Various	0	46	\$249,983	100%
COMPUTER TUTOR BUSINESS AND TECHNICAL INSTITUTE	Multi Counties	6	Various	0	11	\$60,852	22%
CONSOLIDATED CONTAINER CO LLC	Orange	5	Manufacturing	6	0	\$21,159	32%
CONSOLIDATED CONTAINER CO LLC	Los Angeles	5	Manufacturing	66	0	\$43,564	46%
CONSOLIDATED DISPOSAL SERVICE (A REPUBLIC SERVICES	Los Angeles	5	Services	195	0	\$247,641	42%
CORE BUSINESS INTERIORS	Fresno	1	Construction	7	0	\$7,422	47%
CORE-MARK INTERNATIONAL INC	Multi Counties	5	Wholesale/Distribution	77	0	\$99,684	100%
CORPORATION FOR MANUFACTURING EXCELLENCE	Multi Counties	6	Various	383	0	\$634,428	97%
COTTAGE BAKERY INC	San Joaquin	5	Manufacturing	98	0	\$56,700	100%
COX MEDIA (DIVISION OF COX COMMUNICATIONS)	San Diego	5	High Tech	346	0	\$416,175	93%
CREW SOURCE LLC	Los Angeles	1	Services	0	0	\$0	0%
CTP TRANSPORTATION PRODUCTS LLC	San Bernardino	5	Manufacturing	101	0	\$86,055	68%
CU ENTERPRISES LTD	Santa Barbara	1	Wholesale/Distribution	8	0	\$13,117	93%
CUMMINS PACIFIC LLC	Multi Counties	5	Wholesale/Distribution	112	0	\$98,550	100%
DAUNTLESS INDUSTRIES INC DBA DAUNTLES MOLDS	Los Angeles	2	Manufacturing	17	0	\$87,204	100%
DECORE-ATIVE SPECIALTIES INC	Multi Counties	5	Manufacturing	254	0	\$310,003	73%
DIBUDUO & DEFENDIS INSURANCE BROKERS, LLC	Multi Counties	4	Finance	13	0	\$13,011	11%
DIVERSIFIED COMMUNICATIONS SERVICES INC	Orange	3	Construction	56	0	\$49,686	100%
E.T HORN CO	Los Angeles	4	Wholesale/Distribution	77	0	\$86,078	33%
EASYTURF INC	Multi Counties	3	Construction	63	0	\$98,560	100%
ECO.LOGIC BRANDS INC	Multi Counties	1	Technical Services	19	0	\$49,400	67%
EDWARDS LIFESCIENCES LLC	Orange	5	Wholesale/Distribution	540	0	\$409,907	83%
EGGO CO	Santa Clara	5	Manufacturing	0	0	\$0	0%
EL CAMINO COMMUNITY COLLEGE DISTRICT CACT	Multi Counties	6	Various	1,102	0	\$1,156,291	92%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
EL CLASIFICADO	Multi Counties	4	Technical Services	105	0	\$85,515	90%
ELITE METAL FINISHING LLC	Ventura	3	Manufacturing	34	0	\$20,087	20%
EMPLOYERS GROUP	Multi Counties	6	Various	789	0	\$487,809	100%
ESET LLC	San Diego	5	Technical Services	63	0	\$35,838	55%
EVOLUTION FRESH INC	San Bernardino	5	Wholesale/Distribution	72	0	\$56,556	27%
EVOLVE MFG TECHNOLOGIES INC	Santa Clara	2	Manufacturing	33	0	\$39,000	74%
FINISHING TRADES INSTITUTE OF DISTRICT COUNCIL 36 JOINT APPRENTICESHIP TRAINING TRUST FUND	Multi Counties	6	Various	580	0	\$630,738	87%
FORMFACTOR INC	Multi Counties	5	Manufacturing	216	0	\$144,790	98%
FOURTE DESIGN & DEVELOPMENT LLC	Alameda	2	Manufacturing	30	0	\$21,801	72%
FPI MANAGEMENT, INC.	Sacramento	5	Real Estate	727	0	\$180,000	100%
FRESNO AREA PLUMBERS PIPE & REFRIGERATION FITTERS	Multi Counties	6	Various	70	0	\$130,432	73%
GCL SOLAR ENERGY INC	San Francisco	5	Manufacturing	13	0	\$10,631	40%
GENERAL MILLS OPERATIONS LLC	Los Angeles	5	Manufacturing	136	0	\$137,700	100%
GEORGIA-PACIFIC CORRUGATED LLC	Madera	5	Manufacturing	86	0	\$59,331	61%
GIROUX GLASS INC	Multi Counties	4	Construction	45	0	\$49,140	100%
GIVE SOMETHING BACK INC	Multi Counties	3	Wholesale/Distribution	59	0	\$126,060	63%
GNW-EVERGREEN INSURANCE SERVICES LLC	Los Angeles	3	Finance	79	0	\$80,184	100%
GOLD STANDARD DIAGNOSTICS CORP	Yolo	2	Manufacturing	15	0	\$10,883	22%
GOLDEN STATE FC LLC, A WHOLLY-OWNED SUBSIDIARY OF AMAZON.COM, INC.	Multi Counties	5	Retail	1,123	0	\$1,306,786	65%
GREATCALL INC	San Diego	5	High Tech	118	0	\$205,360	100%
GRISWOLD CONTROLS	Orange	3	Manufacturing	45	0	\$46,826	77%
GSP ACQUISITION CORP DBA GARDENA SPECIALIZED PROCESSING	Los Angeles	2	Manufacturing	14	0	\$16,024	91%
GUCKENHEIMER ENTERPRISES INC	Multi Counties	5	Services	15	0	\$8,409	4%
GUITTARD CHOCOLATE CO	Multi Counties	4	Manufacturing	27	0	\$90,216	100%
H M ELECTRONICS INC	Multi Counties	5	Manufacturing	232	0	\$219,931	96%
HADDICK'S TOWING INC DBA FIX AUTO CITY OF INDUSTRY	Los Angeles	2	Services	0	0	\$0	0%
HARRY'S AUTO BODY INC DBA HARRY'S AUTO COLLISION CENTER	Los Angeles	3	Services	56	0	\$63,800	100%
HEADWAY TECHNOLOGIES INC	Santa Clara	5	Manufacturing	255	0	\$319,759	95%
HEALTH NET INC	Multi Counties	5	Finance	319	0	\$776,315	92%
HELIX ENVIRONMENTAL PLANNING INC	Multi Counties	3	Technical Services	68	0	\$40,193	73%
HERCA TELECOMM SERVICES INC	Riverside	3	Construction	31	0	\$16,308	33%
HERITAGE INTERESTS LLC	Sacramento	4	Manufacturing	122	0	\$148,709	73%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
HIGHERGROUND INC	Los Angeles	2	Technical Services	35	0	\$67,949	96%
HILLTOP RANCH INC	Merced	5	Agriculture	40	0	\$34,007	17%
HMT ELECTRIC INC	San Diego	3	Construction	21	0	\$40,599	91%
HOLTHOUSE CARLIN & VAN TRIGT LLP	Multi Counties	5	Technical Services	297	0	\$198,750	100%
HORIZON NUT LLC	Tulare	2	Manufacturing	54	0	\$48,102	97%
HOUSE OF BLUES LOS ANGELES RESTAURANT CORP	Multi Counties	5	Services	231	0	\$243,669	83%
HOUWELING NURSERIES OXNARD INC	Ventura	5	Agriculture	0	0	\$0	0%
HUMAN SERVICES CONSORTIUM OF ESGV DBA LA WORKS	Multi Counties	6	Various	137	0	\$107,656	24%
IBEW LOCAL 40 - NECA TRAINING TRUST FUND	Los Angeles	6	Various	16	0	\$5,942	22%
ICON LLC	Multi Counties	5	Technical Services	3	0	\$1,723	1%
IDEAL COMMUNICATIONS INC	Orange	1	Construction	0	0	\$0	0%
IMMUNO CONCEPTS N.A L.P	Sacramento	2	Manufacturing	0	0	\$0	0%
INNOVATIVE MACHINING INC	Santa Clara	1	Manufacturing	9	0	\$14,152	97%
INNOVATIVE MAINTENANCE SOLUTIONS INC	Multi Counties	3	Construction	63	0	\$49,920	100%
INNOVATIVE MOLDING INC	Sonoma	5	Manufacturing	2	0	\$1,463	1%
INTEGRATED HEALTHCARE HOLDINGS INC	Orange	5	Healthcare	163	0	\$224,042	71%
INTEGRATED MEDIA TECHNOLOGIES INC	Los Angeles	2	Technical Services	30	0	\$49,920	100%
INTERTEK USA INC DBA INTERTEK PHARMACEUTICAL SERVICES	San Diego	5	Technical Services	16	0	\$9,179	12%
INTUITIVE SURGICAL OPERATIONS INC	Santa Clara	5	Manufacturing	188	0	\$367,734	100%
ISR HOLDINGS INC	Placer	2	Finance	27	0	\$33,697	99%
J & R FILM CO INC DBA MOVIOLA EDUCATION CENTER	Los Angeles	6	Various	347	0	\$467,183	88%
J.R SIMPLOT CO	San Joaquin	5	Manufacturing	87	0	\$81,000	100%
JADRA INC DBA PLASTICS PACKAGING INC	Sacramento	3	Manufacturing	13	0	\$6,292	22%
JERDE PARTNERSHIP INC	Los Angeles	3	Technical Services	49	0	\$47,235	55%
JSR MICRO INC	Santa Clara	4	Manufacturing	102	0	\$103,527	77%
KEISER CORP	Fresno	4	Manufacturing	8	0	\$4,956	6%
KENNON S SHEA & ASSOCIATES DBA SHEA FAMILY	San Diego	5	Healthcare	65	0	\$72,944	13%
KERI D.D.S A PROFESSIONAL COPORATION	San Diego	3	Healthcare	28	0	\$32,813	98%
KERN COMMUNITY COLLEGE DISTRICT	Multi Counties	6	Various	785	0	\$677,419	90%
KINEMATIC AUTOMATION INC	Tuolumne	2	Manufacturing	23	0	\$32,380	66%
KITCHELL/CEM INC	Multi Counties	5	Construction	53	0	\$37,038	10%
KLA-TENCOR CORP	Santa Clara	5	Manufacturing	681	0	\$555,856	96%
KRACO ENTERPRISES LLC	Los Angeles	5	Manufacturing	0	0	\$0	0%
LABELTRONIX LLC	Orange	3	Manufacturing	70	0	\$44,395	94%
LAHLOUH INC	San Mateo	4	Manufacturing	55	0	\$36,926	28%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
LIVE NATION WORLDWIDE INC	Multi Counties	5	Services	843	0	\$457,528	65%
LOMITA CHAMBER OF COMMERCE	Los Angeles	6	Various	115	0	\$93,448	99%
LOS ALAMITOS MEDICAL CENTER INC DBA LOS ALAMITOS MEDICAL CENTER - A CA CORP	Los Angeles	5	Healthcare	165	0	\$151,698	88%
LOS ANGELES & ORANGE COUNTIES AIR CONDITIONING AND REFRIGERATION JOINT JOURNEYMAN AND APPRENTICE TRAINING COMMITTEE	Multi Counties	6	Various	312	0	\$443,690	100%
LOS ANGELES COMMUNITY COLLEGE DISTRICT	Multi Counties	6	Various	1,555	0	\$1,202,870	96%
MARSH & MCLENNAN LLC DBA BARNEY & BARNEY	Multi Counties	5	Finance	55	0	\$31,227	36%
MARTON PRECISION MFG INC	Orange	2	Manufacturing	0	0	\$0	0%
MBC BROADCASTING INC	Los Angeles	5	High Tech	0	0	\$0	0%
MCCARTHY BUILDING COMPANIES INC	Multi Counties	5	Construction	44	0	\$28,671	20%
MEREX AIRCRAFT CO INC	Multi Counties	3	Transportation	64	0	\$98,839	99%
MERILIZ INC DBA DOME PRINTING	Sacramento	4	Manufacturing	113	0	\$122,850	100%
METRIC MACHINING INC	San Bernardino	3	Manufacturing	0	0	\$0	0%
MICRO DENTAL LABORATORIES	Alameda	5	Manufacturing	17	0	\$24,947	25%
MICRODYNE PLASTICS INC	San Bernardino	3	Manufacturing	22	0	\$38,796	95%
MICROWAVE APPLICATIONS GROUP	Santa Barbara	1	Manufacturing	3	0	\$2,155	7%
MOORE BENEFITS INC	Orange	1	Finance	3	0	\$6,864	100%
MORGAN-GALLACHER INC DBA CUSTOM CHEMICAL FORMULATORS	Los Angeles	2	Manufacturing	40	0	\$24,932	50%
MOUNTAIN VIEW CHILD CARE	San Bernardino	4	Healthcare	103	0	\$74,224	25%
MOUNTZ INC	Santa Clara	3	Manufacturing	32	0	\$15,600	100%
MP AERO LLC	Los Angeles	3	Transportation	40	0	\$49,140	100%
MT SAN ANTONIO COLLEGE	Multi Counties	6	Various	85	0	\$69,134	79%
NANOPRECISION PRODUCTS INC	Multi Counties	2	Manufacturing	66	0	\$197,710	95%
NANOVEA INC	Orange	2	Wholesale/Distribution	12	0	\$8,632	42%
NAPA VALLEY COLLEGE SMALL BUSINESS DEVELOPMENT CENTER	Multi Counties	6	Various	6	0	\$4,915	74%
NAPROTEK INC	Santa Clara	3	Manufacturing	18	0	\$22,880	96%
NATIONAL COMMUNITY RENAISSANCE	Multi Counties	5	Real Estate	31	0	\$20,932	42%
NEMAT MANAGEMENT GROUP	Madera	2	Manufacturing	29	0	\$45,240	100%
NEOPHOTONICS CORP	Multi Counties	5	Manufacturing	63	0	\$51,673	52%
NEW FLYER OF AMERICA INC	Multi Counties	5	Manufacturing	46	0	\$183,960	100%
NIACC-AVITECH TECHNOLOGIES INC	Fresno	5	Technical Services	63	0	\$104,588	24%
NIPPON SHOKKEN U.S.A INC	Multi Counties	5	Wholesale/Distribution	18	0	\$19,592	26%
NISSIN FOODS (USA) CO INC	Los Angeles	5	Manufacturing	61	0	\$56,886	57%
NORCAL CARE CENTERS INC DBA ANTIOCH CONVALESCENT HOSPITAL	Contra Costa	5	Healthcare	248	0	\$277,694	57%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
NORON PRECISION MACHINING INC	Santa Clara	1	Manufacturing	7	0	\$7,020	100%
NORTH AMERICAN SPECIALTY PRODUCTS LLC	San Joaquin	5	Manufacturing	56	0	\$69,572	89%
NORTH STATE BUILDING INDUSTRY FOUNDATION	Multi Counties	6	Various	48	0	\$25,626	88%
NORTHERN CALIFORNIA SURVEYORS TRUST	Multi Counties	6	Various	118	0	\$156,780	88%
NOUSHIG INC DBA AMORETTI	Ventura	3	Manufacturing	56	0	\$69,784	100%
NUTRO CO	San Bernardino	5	Manufacturing	0	0	\$0	0%
OAKLAND PALLET COMPANY, INC.	Multi Counties	4	Manufacturing	20	0	\$25,102	25%
OMNI LOS ANGELES HOTEL AT CALIFORNIA PLAZA	Los Angeles	5	Services	256	0	\$157,078	52%
ORANGE COUNTY ELECTRICAL JATC	Orange	6	Various	195	0	\$335,299	100%
ORANGE COUNTY HISPANIC CHAMBER OF COMMERCE	Multi Counties	6	Various	32	0	\$46,254	46%
OWEN & COMPANY DBA OWEN-DUNN INSURANCE SERVICES	Sacramento	2	Finance	43	0	\$30,930	39%
OWENS DESIGN INC	Alameda	3	Technical Services	49	0	\$97,760	100%
P2S ENGINEERING, INC.	Los Angeles	3	Technical Services	90	0	\$104,627	98%
PACIFIC COAST COMPANIES INC	Multi Counties	5	Manufacturing	521	0	\$693,504	100%
PACIFIC SCIENTIFIC ENERGETIC MATERIALS CO (CALIFORNIA) LLC	San Benito	5	Manufacturing	355	0	\$172,128	73%
PACTIV CORP	Fresno	5	Manufacturing	47	0	\$29,580	64%
PALMDALE REGIONAL MEDICAL CENTER	Los Angeles	5	Healthcare	216	0	\$497,090	100%
PARAGON SWISS INC	Santa Clara	2	Manufacturing	4	0	\$1,469	5%
PARTNERS TRUST REAL ESTATE BROKERAGE & ACQUISITIONS	Los Angeles	2	Finance	20	0	\$11,137	44%
PEABODY ENGINEERING & SUPPLY INC	Riverside	2	Wholesale/Distribution	39	0	\$49,868	100%
PENN AIR CONTROL INC	Multi Counties	3	Construction	51	0	\$66,608	100%
PERFORMANCE PLASTICS INC	San Diego	4	Manufacturing	40	0	\$27,001	49%
PERKINELMER HOLDINGS INC	Santa Clara	5	Manufacturing	17	0	\$8,871	9%
PHOENIX ENERGY TECHNOLOGIES INC	Orange	2	Technical Services	25	0	\$49,400	100%
PLASTIKON INDUSTRIES INC	Alameda	5	Manufacturing	54	0	\$30,307	21%
PLATINUM ENGINEERING SOLUTION INC	Madera	1	Technical Services	8	0	\$8,320	100%
PLATINUM SIGNERS LLC DBA GREEN DRAGON PROPERTY PRESERVATION	San Bernardino	1	Services	10	0	\$9,278	70%
PRICE PUMP MANUFACTURNG CO INC	Sonoma	2	Manufacturing	18	0	\$12,896	100%
PRIMARY FREIGHT SERVICES INC	Orange	3	Transportation	38	0	\$48,549	97%
PRIME-LINE PRODUCTS CO	San Bernardino	5	Manufacturing	0	0	\$0	0%
PRIVATE NATIONAL MORTGAGE ACCEPTANCE CO	Multi Counties	5	Finance	358	0	\$324,592	22%
PRO PERFORMANCE SPORTS LLC	San Diego	3	Manufacturing	29	0	\$13,008	32%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
PROCESS COOLING INTERNATIONAL INC DBA APPLIED PROCESS COOLING CORP	Multi Counties	3	Construction	108	0	\$75,269	57%
PROFESSIONAL CAREER INSTITUTE INC DBA PCI COLLEGE	Multi Counties	6	Various	0	3	\$17,097	8%
PROMPT DELIVERY, INC. DBA SOUTHERN CALIFORNIA MESSENGERS	Multi Counties	4	Transportation	107	0	\$67,637	60%
QG PRINTING CORP	Riverside	5	Manufacturing	30	0	\$18,162	21%
QUALITY CONTROLLED MFG INC	San Diego	3	Manufacturing	49	0	\$89,960	100%
QUALITY DISCOUNT ICE CREAM DISTRIBUTORS INC	Multi Counties	4	Wholesale/Distribution	58	0	\$71,481	46%
QUANTUM DESIGN INTERNATIONAL INC	San Diego	4	Manufacturing	18	0	\$7,976	92%
RED DOOR INTERACTIVE INC	San Diego	3	Technical Services	55	0	\$37,650	77%
REGIONAL TECHNICAL TRAINING CENTER	Alameda	6	Various	0	14	\$73,424	15%
RENOVO SOLUTIONS LLC	Orange	4	Services	77	0	\$87,104	99%
RIDGE COMMUNICATIONS INC	Contra Costa	2	Technical Services	33	0	\$27,898	100%
RIVERSIDE COMMUNITY COLLEGE DISTRICT	Multi Counties	6	Various	718	0	\$716,888	96%
RIVERSIDE COUNTY ECONOMIC DEVELOPMENT AGENCY	Multi Counties	6	Various	56	0	\$60,869	80%
RIVIERA INC DBA THE ENTERPRISE U	Multi Counties	6	Various	402	0	\$408,310	99%
ROCHER GROUP	Los Angeles	1	Technical Services	5	0	\$1,370	21%
ROLLS-ROYCE ENGINE SERVICES-OAKLAND INC	Alameda	5	Manufacturing	66	0	\$77,888	78%
SAGE SOFTWARE INC	Orange	5	Wholesale/Distribution	18	0	\$20,494	25%
SALADINO'S INC	Yolo	5	Wholesale/Distribution	34	0	\$42,706	38%
SAMSUNG RESEARCH AMERICA INC	Multi Counties	5	Technical Services	68	0	\$21,132	3%
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	Multi Counties	6	Various	628	0	\$347,387	93%
SAN DIEGO COLLISION CENTERS INC	San Diego	3	Services	3	0	\$2,904	13%
SAN FRANCISCO ELECTRICAL INDUSTRY APPRENTICESHIP AND TRAINING TRUST	San Francisco	6	Various	327	0	\$405,376	100%
SANTA CLARA COUNTY ELECTRICAL JATC	Santa Clara	6	Various	301	0	\$328,640	100%
SANTA MONICA COLLEGE	Multi Counties	6	Various	830	0	\$724,473	97%
SCALED COMPOSITES LLC	Kern	5	Manufacturing	64	0	\$69,100	70%
SENGA ENGINEERING INC	Orange	2	Manufacturing	20	0	\$14,040	100%
SENIOR AEROSPACE SSP	Los Angeles	5	Manufacturing	93	0	\$149,701	20%
SHEET METAL WORKERS LOCAL 104	Multi Counties	6	Various	658	0	\$1,177,197	100%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
SHLEMMER+ALGAZE+ASSOCIATES INTERIORS & ARCHITECTURE INC	Multi Counties	3	Technical Services	108	0	\$110,760	100%
SINCLAIR SYSTEMS INTERNATIONAL LLC	Fresno	5	Manufacturing	16	0	\$8,835	33%
SNAP-ON SPECIALTY TOOLS	Los Angeles	5	Manufacturing	151	0	\$161,482	88%
SOITEC SOLAR INDUSTRIES LLC	San Diego	5	Manufacturing	80	0	\$71,872	7%
SOMA AEC INC	Multi Counties	6	Various	240	0	\$460,486	94%
SOUTH ORANGE COUNTY REGIONAL CHAMBER OF COMMERCE INC	Multi Counties	6	Various	842	0	\$1,229,469	100%
SOUTHEAST LOS ANGELES COUNTY WIB	Multi Counties	6	Various	957	0	\$1,183,621	95%
SOUTHERN CA HEALTHCARE SYSTEM INC DBA SOUTHERN CA HOSPITAL AT CULVER CITY	Los Angeles	5	Healthcare	389	0	\$345,936	67%
SOUTHERN CALIFORNIA HEAT & FROST INSULATORS AND ASBESTOS WORKERS JAC	Multi Counties	6	Various	168	0	\$312,380	100%
SOUTHERN CALIFORNIA PERMANENTE MEDICAL GROUP	Multi Counties	5	Healthcare	693	0	\$600,000	100%
SOUTHERN CALIFORNIA ROOFERS AND WATERPROOFERS JOINT APPRENTICESHIP AND TRAINING FUND	Multi Counties	6	Various	509	0	\$423,786	79%
SOUTHERN CALIFORNIA SHEET METAL JOINT APPRENTICESHIP AND TRAINING COMMITTEE	Multi Counties	6	Various	263	0	\$448,448	100%
SOUTHWEST CARPENTERS TRAINING FUND	Multi Counties	6	Various	1,277	0	\$924,660	79%
SPACE EXPLORATION TECHNOLOGIES CORP	Multi Counties	5	Manufacturing	286	0	\$216,926	21%
SPROUTS FARMERS MARKET INC	Multi Counties	5	Retail	42	0	\$22,744	5%
STAPLETON-SPENCE PACKING CO	Butte	3	Finance	36	0	\$50,622	92%
STERIS INC	Multi Counties	5	Wholesale/Distribution	15	0	\$10,942	20%
STREMICKS HERITAGE FOODS	Multi Counties	5	Manufacturing	47	0	\$135,017	75%
STURGEON SERVICES INTERNATIONAL INC	Multi Counties	5	Construction	712	0	\$604,115	96%
SUPERIOR GRAPHIC PACKAGING INC DBA SUPERIOR LITHOGRAPHICS	Los Angeles	3	Manufacturing	52	0	\$28,879	91%
SYSCO CENTRAL CALIFORNIA INC	Stanislaus	5	Wholesale/Distribution	137	0	\$171,965	87%
SYSCO FOOD SERVICES INC	Ventura	5	Wholesale/Distribution	178	0	\$225,000	100%
SYSCO FOOD SERVICES OF SAN DIEGO	San Diego	5	Wholesale/Distribution	152	0	\$245,184	95%
TAIT & ASSOCIATES INC	Multi Counties	4	Technical Services	82	0	\$85,776	56%
TECHNICAL SCHOOL INC DBA TECHNICAL COLLEGE	Los Angeles	6	Healthcare	0	14	\$64,706	99%
TELEDYNE SEABOTIX INC	San Diego	3	Manufacturing	30	0	\$14,350	29%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
TEMECULA VALLEY HOSPITAL INC DBA TEMECULA VALLEY HOSPITAL	Riverside	5	Healthcare	137	0	\$296,275	75%
TEMPEST TECHNOLOGY CORP	Fresno	2	Manufacturing	21	0	\$26,048	76%
TENCATE ADVANCED COMPOSITES USA INC	Multi Counties	5	Manufacturing	41	0	\$63,936	65%
TESCO CONTROLS INC	Multi Counties	4	Manufacturing	54	0	\$53,703	53%
TONE SOFTWARE CORP	Orange	2	Manufacturing	33	0	\$32,744	82%
TOUCHCOMMERCE INC	Multi Counties	4	High Tech	10	0	\$14,246	7%
TRI PHASE INC - DBA VALLEY SERVICES ELECTRONICS	Santa Clara	3	Manufacturing	0	0	\$0	0%
TRINITY SAFETY CO LLC	Kern	3	Technical Services	32	0	\$16,086	32%
TRISOFT GRAPHICS INC	Orange	2	Technical Services	13	0	\$4,473	13%
TROPICANA MFG CO INC	Los Angeles	5	Manufacturing	40	0	\$65,869	24%
TRUCK ACCESSORIES GROUP LLC	Yolo	5	Manufacturing	142	0	\$258,770	54%
TTM TECHNOLOGIES INC	Multi Counties	5	Manufacturing	330	0	\$326,931	95%
ULTIMATE FORMULATIONS DBA BEST FORMULATIONS	Los Angeles	5	Manufacturing	232	0	\$110,040	100%
UNISON COMFORT TECHNOLOGIES LLC A DIVISION OF GREENHECK FAN CORP	Placer	5	Manufacturing	40	0	\$98,704	74%
UNITED AGENCIES BURBANK INSURANCE SERVICES LLC	Los Angeles	2	Finance	30	0	\$17,721	64%
UNITED ASSOCIATION LOCAL 342 JOINT APPRENTICESHIP COMMITTEE	Multi Counties	6	Various	236	0	\$524,591	98%
UNIVERSITY RX SPECIALISTS DBA UNIVERSITY COMPOUNDING PHARMACY	San Diego	4	Retail	80	0	\$139,909	88%
US FOODSERVICE INC	Multi Counties	5	Wholesale/Dis tribution	293	0	\$299,240	100%
USS POSCO INDUSTRIES	Contra Costa	5	Manufacturing	116	0	\$94,334	22%
VCA CONSULTANTS INC	Orange	3	Technical Services	53	0	\$81,017	98%
VEBA ADMINISTRATORS DBA UNITED RETIREMENT PLAN CONSULTANTS	Los Angeles	5	Finance	6	0	\$3,552	9%
VENTURA COUNTY ELECTRICAL JOINT APPRENTICESHIP AND TRAINING TRUST FUND	Ventura	6	Various	113	0	\$201,649	64%
VERSA PRODUCTS INC	Los Angeles	4	Manufacturing	29	0	\$93,456	98%
VIBRA HEALTHCARE LLC	Multi Counties	5	Wholesale/Dis tribution	184	0	\$302,302	52%
VICTOR VALLEY GLOBAL MEDICAL CENTER	San Bernardino	5	Healthcare	188	0	\$241,056	100%
W BANKS MOORE INC	Fresno	2	Construction	33	0	\$36,351	97%
WEATHERFORD ARTIFICIAL LIFT SYSTEMS LLC	Multi Counties	5	Manufacturing	105	0	\$57,511	11%
WESTERN DIGITAL CORP	Multi Counties	5	Manufacturing	993	0	\$607,070	100%
WESTERN HYDROSTATICS INC	Multi Counties	2	Services	23	0	\$28,550	87%
WINE GROUP INC	Multi Counties	5	Manufacturing	339	0	\$604,098	100%

ETP Annual Report 2015-2016

* (1) 1-50; (2) 51-100; (3) 101-250; (4) 251 - 500; (5) 501+ (6) Multipler Employers

** Median percent earned of all contracts listed

**Completed Core Funding Contracts
FY 2015-16**

APPENDIX B-3

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
WINSLOW AUTOMATION INC	Santa Clara	3	Manufacturing	30	0	\$42,121	86%
WORKRITE ERGONOMICS LLC	Sonoma	4	Manufacturing	33	0	\$16,522	46%
WORLDWIDE AEROS CORP	Los Angeles	2	Manufacturing	28	0	\$33,800	100%
WURTH LOUIS AND CO	Multi Counties	5	Wholesale/Distribution	14	0	\$11,736	12%
YAHOO! INC	Multi Counties	5	High Tech	1,777	0	\$1,283,847	92%
ZEV TECHNOLOGIES DBA GLOCKWORKX COM	Ventura	2	Manufacturing	17	0	\$24,510	89%
ZOBRIST CONSULTING GROUP INC	Los Angeles	2	High Tech	31	0	\$45,380	91%
ZODIAC SEAT SHELLS US LLC	Santa Barbara	5	Manufacturing	56	0	\$59,334	33%
313 Contracts				48,984	135	\$54,101,538	77% **

**Completed Alternative Funding Contracts
FY 2015-16**

APPENDIX B-4

Contractor Name	County(ies) Served	Business Size*	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
AGILITY FUEL SYSTEMS INC	Multi Counties	5	Manufacturing	40	0	\$42,055	53%
EL CAMINO COMMUNITY COLLEGE DISTRICT CACT	Multi Counties	6	Construction	349	0	\$373,089	99%
EL CAMINO COMMUNITY COLLEGE DISTRICT CACT	Multi Counties	6	Services	78	0	\$63,114	98%
IMPERIAL COUNTY WORKFORCE DEVELOPMENT OFFICE	Imperial	6	Various	0	0	\$0	0%
4 Contracts				467	0	\$478,258	75% **

TERMINATED CONTRACTS

Twenty-one 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 \$2,594,155 to fund these contracts, encumbering and subsequently disencumbering 39 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.

Terminated Core Contracts					
Contractor Name	Reason for Termination	Funding Amount	No. of Trainees	Industry	County
ANIMAL SUPPLY CO LLC	Lack of Performance	\$24,804	53	Trade - Wholesale	Multi Counties
APPDIRECT INC	Unknown	\$70,000	120	Services	San Francisco
ELITE AMBULANCE INC	Unknown	\$49,998	79	Services	Los Angeles
FUTURIS AUTOMOTIVE (CA) LLC	Business Restructuring	\$424,640	290	Manufacturing	Alameda
INGRAM MICRO INC	Unable to Complete Training	\$80,500	140	Services	Multi Counties
INLAND MARINE INDUSTRIES INC	Business Restructuring and Growth	\$48,600	54	Manufacturing	Alameda
ISOLA USA CORP	Plant Closure	\$84,000	83	Manufacturing	Sacramento
JOHN F OTTO INC DBA OTTO CONSTRUCTION	Unable to Complete Training	\$67,620	53	Construction	Sacramento
MARMAX PARTNERS INC DBA VALLEY MOTOR CENTER	Unknown	\$47,740	39	Services	Los Angeles
PAPA CANTELLA'S INC	Lack of Performance	\$47,250	54	Manufacturing	Los Angeles
PARCO HOLDINGS LP	Lack of Performance	\$59,700	87	Services	Sacramento
PENHALL CO	Lack of Performance	\$159,300	177	Construction	Multi Counties
RALEYS SUPER MARKETS	Unable to Complete Training	\$671,880	2,036	Trade - Retail	Multi Counties
REGENTS OF THE UNIVERSITY OF CALIFORNIA	Unable to Complete Training	\$59,228	50	Various	Merced
RICK BERRY INC DBA: CAL CUSTOM TILE	Increase in Production	\$58,245	97	Services	Fresno
SIERRA NEVADA BREWING CO	Increase in Production	\$148,392	304	Manufacturing	Butte
SUNDT CONSTRUCTION INC	Lack of Performance	\$199,368	249	Construction	Multi Counties
T/Q SYSTEMS INC	Unable to Complete Training	\$49,920	32	Manufacturing	Orange

Terminated Core Contracts (continued)					
Contractor Name	Reason for Termination	Funding Amount	No. of Trainees	Industry	County
TRIAGE PARTNERS CA LLC	Unknown	\$61,880	52	Services	Multi Counties
VIONIC GROUP LLC	Unable to Complete Training	\$40,690	61	Manufacturing	Marin
XILINX INC	Unknown	\$140,400	325	Manufacturing	Santa Clara
ANIMAL SUPPLY CO LLC	Lack of Performance	\$24,804	53	Trade - Wholesale	Multi Counties
APPDIRECT INC	Unknown	\$70,000	120	Services	San Francisco

Total:	\$2,594,155	4,435
---------------	--------------------	--------------

<http://www.etp.ca.gov>

The Annual Report was prepared by the Planning and Research Unit staff:
Jeff Brooks, Madison Hummel, Bryan Lytle, Mario Maslac, Leo Melton, John Saunders,
Elisabeth Testa and Tiffany Woodruff.

Additional copies of the Annual Report may be obtained by contacting the Employment Training Panel, at 1100 J Street, 4th Floor, Sacramento, CA 95814, (916) 327-5640.

The Employment Training Panel (ETP), as a recipient of state funds, is an Equal Opportunity Employer/Program; and is also subject to Section 504 of the Rehabilitation Act, and the Americans with Disabilities Act (ADA).

Individuals with disabilities who would like to receive the information contained in this publication in an alternate format may contact ETP at (916) 327-5640.