



**STATE OF CALIFORNIA
EMPLOYMENT TRAINING PANEL**
California Environmental Protection Agency
1001 I Street
Sierra Hearing Room, Second Floor
Sacramento, CA 95814
July 27, 2018
(916) 327-5640

PANEL MEMBERS

Barry Broad
Chair

Janice Roberts
Vice-Chair

Gloria Bell
Member

Maral Farsi
Ex-Officio Member

Gretchen Newsom
Member

Rick Smiles
Member

Ernesto Morales
Member

Ali Tweini
Member

Executive Staff

Stewart Knox
Executive Director

Michael A. Cable
Legal Counsel

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I. PUBLIC PANEL MEETING CALL TO ORDER

Chairperson Barry Broad called the meeting to order at 9:31 a.m.

II. ROLL CALL

Present

Barry Broad
Gretchen Newsom
Janice Roberts
Ernesto Morales
Ali Tweini
Rick Smiles
Maral Farsi (For Will Koch)

Absent

Gloria Bell
Will Koch

Executive Staff Present

Stewart Knox, Executive Director

Legal Counsel

Michael A. Cable

III. AGENDA

A brief overview of the Agenda was made, and it was questioned whether anyone has any changes to the Agenda. No changes were suggested or made.

ACTION: Mr. Tweini moved and Ms. Newsom seconded the motion to approve the Agenda.

Motion carried, 6 - 0.

IV. MINUTES

It was questioned whether there were any changes and/or additions that need to be made to the Minutes from June 22, 2018. No changes were suggested or made.

ACTION: Ms. Roberts moved and Ms. Newsom seconded the motion that the Panel approve the Minutes from the June 22, 2018 meeting.

Motion carried, 6 - 0.

V. REPORT OF THE EXECUTIVE DIRECTOR

Stewart Knox, Executive Director, welcomed new Panel Member Rick Smiles.

Mr. Knox reported that today's Panel Meeting concerns projects totaling just over \$18.62M, with approximately \$662,116 in Delegation Orders, for a grand total of just over \$19.2M.

It was reported that the following people were in attendance to present Proposals: Anna Nastari, San Francisco Bay Area Regional Office Manager; Diana Torres, San Diego Regional Office Manager; and Jana Lazarewicz, Sacramento Regional Office Manager.

It was reported, regarding the Budget for Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP): that ETP is in partnership with the California Energy Commission in regards to \$2M approved through an Interagency Agreement; and that ETP's four ARFVTP proposals in the last few months totaled over \$1M, leaving approximately \$1M remaining for ARFVTP proposals this year.

It was reported, regarding Core Funds for Fiscal Year (FY) 2018/19: today the Panel will consider close to \$18.6M with an additional \$662K that upon the Panel approving the just over \$18.6M in projects for this year, ETP will have approximately \$67.9M for the remainder of FY 2018/19.

It was reported, regarding Delegation Orders: that all such project proposals are capped at \$75,000; that all such project proposals are to be approved by the Executive Director on a continuous flow basis; and that the 16 projects subject to Delegation Orders for today's Panel Meeting total just over \$662K.

It was reported, regarding 2018/19 total program funding to date: that approximately 580 projects have been submitted to the Panel, with a value of just over \$100M; and if all project proposals for today's Panel Meeting are funded today, that the Panel will have approved 112 projects, with a value of just over \$35M.

It was reported, regarding applications for contracts that are remaining in the Regional Offices: Single Employer Contract requests are at \$45M in demand, with \$33M in allocation; Multiple Employer Contract (MEC) requests are at \$13M in demand, with \$17M in allocation; Small Businesses requests are at \$5.2M in demand, with \$5.0M in allocation; Critical Proposals are at \$750K in demand, with \$4.1M in allocations; and Apprenticeship programs are at \$7.1M in demand, with \$7.6M in allocation. Overall demand is approximately \$71+M.

It was reported that the number of total projects in FY 2017/18 in the Regional Offices is 384; that the total number of projects currently in the Applications and Assessment Unit is 84; and that the number of total projects is 468.

It was reported that Staff is working hard to get the projects assigned out to the Regional Offices, and that to date about 82% of the projects have been assigned to the Regional Offices.

In order to best utilize resources as we move through the fiscal year, staff is focusing on development of priority projects. This is our standard process. There is no prohibition to funding non-priority projects. Those non-priority projects that are actively being developed will continue through the process. But, given the volume of pre-applications to be worked, staff is focusing on the projects that meet the Panel’s priorities as identified in the Panel’s 18/19 Strategic Plan first.

VI. LEGISLATIVE UPDATE

A Legislative Update memorandum was provided to Panel Members. It was reported that there are a lot of bills on Workforce Development and Cannabis; as well as two bills that directly impact ETP:

AB 2420, which adds soft skills training to ETP’s legislative mandate. It was reported that ETP remains neutral and does not oppose AB 2420.

VII. MOTION TO ADOPT CONSENT CALENDAR PROJECTS

Mr. Broad asked whether there was any discussion needed in regards to a motion to adopt the consent calendar projects.

Chairperson Broad asked for a motion to adopt Consent Calendar Items #1 through #23.

Baloian Packing Co. Inc.....	\$ 99,970
Bell-Carter Foods, Inc.....	\$169,442
Bourdreau Pipeline Corporation.....	\$103,532
California Long Term Care Education Center.....	\$178,840
Chilton and Leste Management, Inc. (WITHDRAWN).....	\$000,000
Courage Production, LLC.....	\$ 88,504
Doubleco Incorporated dba R & D Fasteners.....	\$ 87,750
ELROB, Inc. (Amendment).....	\$ 49,400
Fowler Packing Company, Inc.....	\$198,900
Georgia-Pacific Corrugated, LLC.....	\$129,480
Golden State Foods Corp.....	\$ 79,092
Greenheck Fan Corporation.....	\$188,240
North State Electrical Contractors, Inc.....	\$153,400
Paradigm Treatment Centers, LLC.....	\$197,600
Ricoh USA, Inc.....	\$199,456
South Bay Workforce Investment Board, Inc.....	\$131,536
Sun Hill Properties, Inc.....	\$188,600
Sunvair, Inc.....	\$ 98,800
SYSCO Riverside, Inc.....	\$ 66,150
The Ultimate Software Group, Inc.....	\$199,290
Vision Care Center, A Medical Group, Inc.....	\$152,828
White Lenson Diehl Evans, LLP.....	\$ 97,290
Woodbridge Glass, Inc.....	\$ 82,472

ACTION: Mr. Tweini moved and Ms. Roberts seconded the motion to approve the consent calendar for Items #1 through # 23.

Motion carried, 6 – 0.

VIII. REQUEST MOTION TO DELEGATE IN EVENT OF LOSS OF QUORUM

Mr. Knox asked for a motion for the Panel to delegate authority to the Executive Director in the event of loss of quorum to approve Proposals and other action items on the Agenda in consultation with the Panel Chair or Vice Chair.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the approval to delegate authority to the Executive Director in event of a loss of quorum.

Motion carried, 6 - 0.

IX. REVIEW AND ACTION ON PROPOSALS

Single Employers

Tab #24 – Trojan Battery Company, LLC

Ms. Torres presented a proposal on behalf of Trojan Battery Company, LLC (Trojan Battery) in the amount of \$247,000. Founded in 1925 and headquartered in Santa Fe Springs, Trojan Batter manufactures deep-cycle batteries, deep-cycle AGM and gel batteries. The company pioneered the development of deep-cycle battery technology for the golf industry, successfully introducing mobilization to the game of golf. Additional products have since prevailed with battery advances in renewable energy, transportation, floor machines, aerial work platforms, marine and recreational vehicles.

Ms. Torres introduced Stacy Navarrette, Human Resources Manager; and Judith Kriegsman, President, Chief Executive Officer of Judith's Training Services.

Mr. Tweini inquired about veteran participation.

Ms. Navarrette reported that they have veterans on board and are focusing on some recruiting strategies targeting veterans, but did not have any data on hand.

Ms. Newsom inquired about the safety of the workers in regards to lead dust accumulation in the manufacturing of lead batteries.

Ms. Navarrette described some of their safety initiatives, such as new air suction equipment to avoid exposure, and upgraded protective gear worn by the workers.

Mr. Tweini inquired about any protections to protect the public and the environment.

Ms. Navarrette explained how they strive to stay up to date with all TQMP regulations.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for Trojan Battery Company, LLC, in the amount of \$247,000.

Motion carried, 6 - 0.

Tab #25 – Rush Truck Centers of California, Inc.

Ms. Torres presented a proposal on behalf of Rush Truck Centers of California, Inc. (Rush Truck), in the amount of \$219,920. Founded in 1965 and headquartered in Fontana, Rush Truck operates a network of commercial vehicle dealerships primarily focused on selling commercial vehicles manufactured by Peterbilt, International, Hino, Ford, Isuzu, and Mitsubishi. The company also provides customers with a one-stop service center featuring sales of new and used commercial vehicles, aftermarket parts sales, service and repair facilities, financing, leasing, rental vehicles, CNG fuel systems, vehicle telematics products and insurance products. Customers include regional and national truck fleets, corporations, and local and state governments. The company has eight locations participating in this proposal (San Bernardino, Los Angeles, and San Diego Counties).

Ms. Torres introduced Michael J. McRoberts, Chief Operating Officer; Lacy Buckingham, Grant Manager; and Hal Meriwether, Regional Manager.

Mr. Broad asked Ms. Torres about the waiver request in the proposal.

Ms. Torres explained the Turnover Waiver Request stated on Page 4 of 6 of the proposal; and that Rush Tank was agreeable to imposition of a penalty.

Ms. Roberts inquired about who will be providing assistance in administering this ETP Contract.

Ms. Buckingham responded by indicating her involvement and stating that she helped administer other ETP contracts.

Mr. Meriwether stated he's the Regional Manager for California, and that he will be overseeing all of the locations in California executing the contracts.

Ms. Newsom inquired about the high staff turnover rate.

Mr. Meriwether noted various issues resulting in a high turnover rate; such as there not being enough technicians to meet market demands, the fact that technicians often leave the industry after a short period of time, and given the foregoing there's a constant competition among dealerships regarding technicians.

Ms. Buckingham noted that one of their big initiatives to improve retention is a mentorship program that is a team based strategy.

Ms. Newsom inquired about the wage progression from Service Tech 1 to Service Tech 5.

Mr. Meriwether explained that from Service Tech 1 to Service Tech 2 is from six months to a year; from Service Tech 2 to Service Tech 3 is another six months to a year; and the remainder progressions will depend on the trainee and required manufacturer training.

Mr. Broad inquired as to whether the progression from Service Tech 1 to Service Tech 5 is standard in the industry.

Mr. Meriwether explained how the Service Tech 1- 5 is very standardized across the industry.

Mr. Broad asked whether this ETP funding would assist in training service technicians to move up the progression.

Mr. Meriwether stated yes, and indicated this funding would particularly assist with entry level technicians.

ACTION: Ms. Newsom moved and Ms. Roberts seconded the motion to approve the proposal for Rush Truck Centers of California, Inc., in the amount of \$219,920.

Motion carried, 6 - 0.

Tab #26 – TTM Technologies, Inc.

Ms. Torres presented a proposal on behalf of TTM Technologies, Inc. (TTM), in the amount of \$612,560. Founded in 1999 and headquartered in Costa Mesa, TTM manufactures printed circuit boards and backplane assemblies for both original equipment manufacturers and electronic manufacturing services providers. The company serves a diversified customer base in various markets throughout the world, including manufacturers of networking and communications infrastructure products, personal computers, touch-screen tablets and mobile media devices (cellular phones and smart phones). The company also has customers in the commercial aerospace and defense industry; and the industrial and medical industries. The company has facilities in the U.S., Canada, China, and Hong Kong. TTM has 6 locations in California: Costa Mesa, Santa Ana, Anaheim, San Diego, San Jose, and Santa Clara that will be included in this project.

Ms. Torres introduced Jennifer Mahlmeister, Senior Training Manager Learning and Development.

Ms. Roberts inquired into the nature of the training, and after explaining how this is their fourth contract, noted that ETP funding is not intended to be a source of regular supplemental funding; but rather, TTM needs to figure out a way to provide its training without ETP funds. Ms. Mahlmeister stated that she shares the same concerns, and indicated that she has already raised the issue with management, and will use Ms. Roberts' comments as a means communicating her concerns to management.

Ms. Newsom asked how many workers are at the low wage range of \$14.53.

Ms. Mahlmeister stated that the majority are at the lower wage range because they are entry level operators and technicians.

Mr. Tweini asked how many veterans are participating in the program.

Ms. Mahlmeister indicated that they do not have a formal veterans recruiting program, but stated that they have 37 veterans; one of their HR Directors is a veteran; and they are looking to create a formal program.

Mr. Broad asked Mr. Knox to discuss the rules and recent changes to the rules regarding Substantial Contribution and repeat contractors.

Mr. Knox stated that ETP Legislation allows the Panel to impose a Substantial Contribution of 15%, 30%, and up to 50%, but the details have become very complicated over the years. Job Creation is exempt, and the analysis is per location, with staff and members finding the analysis too complex at times. Therefore, in Committee, a Repeat Contractor Rule was developed, which in a nutshell has a contractor in for two contracts years, then out for two. Because we just started that clock in July, you may or may not be held to a Substantial Contribution. The Panel may still impose that on a case by case basis. The Repeat Contractor Rule does start on the clock, and so this would be the first of your two in and two out potentially, but the Panel may impose the Substantial Contribution.

Ms. Roberts asked whether any Panel Members want to impose anything in this proposal.

Mr. Broad indicated he would go for that in this instance because this one company has received a lot of money in a very short period of time, but it is up to the Panel Members.

Ms. Roberts explained that a 15% deduction from the contract amount would be generous, and asked whether a 15% deduction would be acceptable.

Ms. Mahlmeister indicated that a 15% deduction in the contract amount would be acceptable.

Mr. Broad asked for a motion.

Ms. Roberts made a motion to approve the contract with the 15% deduction.

Ms. Torres clarified that the 15% deduction was as to the total contract amount.

Mr. Mahlmeister indicated that a 15% deduction as to the total contract amount was fine.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the approval to reduce the total amount of the proposal for a 15% Substantial Contribution for TTM Technologies, Inc., in the new amount of \$520,676..

Motion carried, 6 - 0.

Tab #27 – Vavrinek, Trine, Day and Co., LLP

Ms. Torres presented a proposal on behalf of Vavrinek, Trine, Day and Co., LLP (VTD), in the amount of \$217,488. Founded in 1948 VTD is an accounting firm offering audit, accounting, tax, fraud examination, and business consulting services. Headquartered in Rancho Cucamonga, VTD has nine California regional offices (San Mateo, Santa Clara, Alameda,

Los Angeles, Orange, San Diego, Sacramento, Riverside and Fresno), and an office in Phoenix, AZ, that provides tax advice, financial statement audits, employee benefit plans, audit and business advisory services to businesses, higher education institutions, government agencies, and not-for-profit organizations. All California facilities are participating in this project.

Ms. Torres introduced Marilyn Brindle, Certified Public Accountant and Quality Control Partner.

There were no questions by any Panel Member.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for Vavrinek, Trine, Day and Co., Inc., in the amount of \$217,488.

Motion carried, 6 - 0.

Tab #28 – Boehringer Ingelheim Fremont, Inc.

Ms. Nastari presented a proposal on behalf of Boehringer Ingelheim Fremont, Inc., (BIFI), in the amount of \$899,522. BIFI is a subsidiary of the family-owned parent corporation-Boehringer Ingelheim (Boehringer). Boehringer is a global pharmacology corporation, which researches and produces human and animal pharmaceuticals. BIFI is a contract biopharmaceutical development and manufacturing (small scale to commercial) offering drug-substance manufacturing to fill/finish, packaging and medical device assembly. BIFI produces pharmaceuticals for patients with serious diseases and medical conditions like cancer and chronic inflammatory disorders.

Ms. Nastari introduced Cheyenne Cook, Director, State Government Affairs; Alfonso Perez, Training Specialist; Susan Harrington, Senior Manager of Quality Systems, Training and Records Management; and Phillip Herrera, Consultant.

Ms. Roberts explained how this project is different from the last one; as this one concerns a Critical Proposal and new hires.

Ms. Roberts indicated that this looks like a great contract.

Ms. Newsom applauded the proposal for its high wages and not taking the incentive under job creation. Ms. Newsom also thanked them for the creation of 150 new jobs.

Mr. Tweini inquired about the veteran population under the contract.

Ms. Cook could not speak to the actual veterans on site, but as a company, they have two programs that benefit veterans: a Veterans Resource Group, and also cooperative relationship with American Corporate Partners.

Mr. Tweini inquired about the training program.

Ms. Harrington explained that she is the head of training; discussed their recordkeeping procedures and classroom training; and provided a description of their productive lab training.

Mr. Tweini made a motion to approve.

Ms. Farsi seconded the motion and expressed gratitude for their work on biologics.

ACTION: Ms. Roberts moved and Ms. Farsi seconded the motion for approval of the proposal for Boehringer Ingelheim Fremont, Inc., in the amount of \$899,522.

Motion carried 6 -0 .

Tab #29 – Dome Construction Corporation

Ms. Nastari presented a proposal on behalf of Dome Construction Corporation (Dome), in the amount of \$241,800.

Founded in 1969 and headquartered in South San Francisco, Dome provides construction management services including pre-construction, construction, energy optimization, equipment installation, seismic bracing and more. Dome's customers span commercial health care, industrial plants, educational facilities, and high technology industries. This is the Company's first ETP funding proposal and training is planned for five sites in northern California (South San Francisco, Emeryville, San Francisco, San Jose, and Thousand Oaks).

Ms. Nastari introduced Steve Long, Learning and Development, Director; and Dome and Meggie Chapman, Economic Incentives Advising Group.

Ms. Roberts stated that this is a great first time contract with high wages.

ACTION: Ms. Newsom moved and Ms. Roberts seconded the motion for approval of the proposal for Dome Construction Corporation, in the amount of \$241,800.

Motion carried, 6 - 0.

Tab #30 – G & C Auto Body, Inc.

Ms. Nastari presented a proposal on behalf of G & C Auto Body, Inc. (G&C), in the amount of \$249,636. G & C was established in 1972 and has 13 locations in Northern California all of which will participate in ETP-funded training (Fairfield, Larkfield, Novato, Petaluma, Rohnert Park, San Raphael, Santa Rosa, Sonoma, Ukiah, Vacaville, Vallejo, Windsor, Bencia). G&C provides automotive repair services and sells parts and accessories to California consumers, and national insurers such as Geico and State Farm. This is G&C's first ETP agreement.

Ms. Nastari introduced Britten Smith, Regional Manager; and Jill Meeuwsen, Synergy Management Consultants.

Mr. Tweini thanked them for their service, and thanked them for their work with veterans.

Ms. Roberts asked for clarification about the retention modification.

Mr. Nastari and Mr. Knox explained that the retention modification that is stated on page 6 of 6 of the Proposal.

ACTION: Mr. Tweini moved and Mr. Smiles seconded the motion for approval of The proposal for G & C Auto Body, Inc., in the amount of \$249,636.

Motion carried 6 – 0.

Tab #31 – George Chiala Farms, Inc.

Ms. Nastari presented a proposal on behalf of George Chiala Farms, Inc., (George Chiala), in the amount of \$367,510. Founded in 1972 and headquarter in Morgan Hill, George Chiala is a family operated agricultural business that specializes in the production of vegetables such as carrots, jalpenos, garlic, green onions, mushrooms, and bell peppers. Depending on the customer's order, prepared vegetables can be freshly peeled, diced, roasted, pureed, or sliced. Each year, the company processes over 120 million pounds of vegetables to ship to their customers throughout the United States. This is George Chiala's first ETP proposal.

Ms. Nastari introduced Melissa Munoz, Human Resource Generalist; Linda Munoz, Director of Human Resources; and Sara Lopez, Supervisor of Human Resources.

Mr. Tweini asked about how they heard about ETP.

Ms. Munoz explained that she has previous experience with ETP contracts with another company.

Mr. Tweini asked about veteran participation.

Ms. Munoz had nothing specific, but indicated that there's a pretty large increase of veterans working in their facilities maintenance and mechanical departments.

Mr. Broad asked what percentage of the employees are seasonal.

Ms. Munoz indicated approximately 25% this year, which is lower than years past.

Ms. Roberts asked about their experience with ETP contracts.

Ms. Munoz stated that she has extensive knowledge and experience with ETP contacts, and administered the contracts for Pacific Scientific.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for George Chiala Farms, Inc., in the amount of \$367,510.

Motion carried, 6 - 0.

Tab #32 – Ly Brothers Corp. dba Sugar Bowl Bakery

Ms. Nastari presented a proposal on behalf of Ly Brothers Corp., dba Sugar Bowl Bakery (Ly Brothers), in the amount of \$253,760. Founded in 1984 and headquartered in Hayward, Ly Brothers develops quality baked goods including Madeleines, Petite Palmiers, and Petite Brownie Bites. One of the largest bakeries operating in Northern California, Ly Brothers distributes to grocers/supermarket chains (Safeway, Walmart & Krogers), warehouse clubs

(Costco and Sam's Club) and food service institutions. Its products are also sold across the US with international distribution in Mexico, Australia, Korea, Japan, and Taiwan.

Ms. Nastari introduced Theresa Martinez, Human Resource Manager and Angeles Jones, Vice President of Development at TGII.

Ms. Roberts inquired about the company's history.

Ms. Martinez said that the story with the company is that they were refugees, Vietnam refugees and they came to San Francisco. There were five brothers that worked for a bakery in San Francisco, and the owner was going to sell the company. So the brothers pulled their money together, \$40,000, and they purchased the bakery from that. They opened operations, and they provided a lot of pastries to the hotels in San Francisco. Then they decided to focus on their core products which were three: the brownies, the Madelines, and the Petite Palmiers. So the facility moved to Hayward, where we have two major plants.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for Ly Brothers Corp. dba Sugar Bowl Bakery, in the amount of \$253,760.

Motion carried, 6 - 0.

Tab #33 – Pinterest

WITHDRAWN

Tab #34 – SYSCO Central California, Inc.

Ms. Lazarewicz presented a proposal on behalf of SYSCO Central California, Inc. (Sysco Central), in the amount of \$443,210. Founded in 1938 and located in Modesto, Sysco Central warehouses, distributes, and delivers a broad range of food products, beverages, food-service equipment, and supplies to restaurants, schools, hotels, assisted-living facilities, health care institutions, government facilities, and other businesses. Food and related products include fresh and frozen meat, poultry seafood, fruits and vegetables, canned and dry products, paper and disposable products, cleaning supplies, kitchen equipment, and medical supplies. This is Sysco Central's fifth ETP Agreement and fourth in the last 5 years. All training will take place at Sysco Central's Modesto location.

Ms. Lazarewicz introduced Pete Zahos, Vice President of Human Resources; and Bill Sacks, consultant.

Mr. Broad asked about Sysco's corporate structure.

Mr. Zahos stated there are 8 entities, but they are fully independent of one another or are subsidiaries of a larger Sysco holding company. The headquarters in in Houston, Texas.

Mr. Broad asked whether Sysco Corporation is a publicly traded company?

Mr. Zahos indicated yes.

Mr. Broad asked whether the subsidiary companies are publicly traded?

Mr. Zahos indicated no.

Mr. Broad asked whether they are a wholly owned subsidiary.

Mr. Zahos indicated yes.

Mr. Broad asked whether there are any other Sysco projects in the pipeline.

Mr. Zahos said he's not aware of any at this point, but he's sure there are.

Ms. Newsom questioned about veterans being paid less than the retrainees.

Mr. Zahos stated that the numbers in the proposal do not reflect the total compensation that these folks make because we pay an incentive and bonus for performance. So we have warehouse associates today that are making over \$100K a year.

Mr. Sacks noted that they left off those bonuses because they were not necessary in order to give higher numbers.

Ms. Newsom clarified that veterans are not being paid less than their counterparts, and there was further discussion about how the format of proposals and showing accurate information.

Ms. Newsom suggested that this is an issue that should be presented to Committee.

Ms. Farsi commented on Sysco's structure, and there was extensive discussion about centralized support within the company and public perception of these various entities.

Mr. Zahos further discussed the corporate structure; reiterated that these are separate and distinct legal entities; and they have their own profit and loss responsibility.

Ms. Roberts clarified with Ms. Lazarewicz that this is a non-priority services industry.

Ms. Roberts made a motion to impose a 15% Substantial Contribution.

ACTION: Ms. Roberts moved and Ms. Newsom seconded the motion to apply Substantial Contribution of 15% to the proposal for SYSCO Central California, Inc. for the new amount of \$368,228.

Motion carried 6 – 0.

Multiple Employer Contracts

Tab #35 – American Education Systems, Inc. dba American College Healthcare Technology

Ms. Torres presented a proposal on behalf of American Education Systems, Inc., dba American College Healthcare Technology (ACH) in the amount of \$382,800. Founded in 1993, ACH is a learning institution that specializes in health education, Computer-Aided Design (CAD), and Building Information Modeling technology (BIM). ACH is approved by the Bureau for Private Postsecondary Education to provide CAD/BIM Technology training. ACH will provide training in CAD and BIM software employers in the fields of engineering, architecture, construction, manufacturing, and similar industries.

Ms. Torres introduced Amir Baniassad, CEO and President; and Steve Duscha, consultant.

Ms. Roberts asked who would be administering this contract.

Mr. Duscha stated they have an experienced administrator.

Ms. Newsom asked for clarification regarding the nexus between Healthcare and Technology.

Mr. Baniassad stated that there are two different wings: one is technology, and one is medical.

Ms. Newsom asked and Mr. Baniassad clarified that about 80-90% of the students are on the healthcare side.

ACTION: Ms. Roberts moved and Ms. Newsom seconded the motion for approval of the proposal for American Education Systems, Inc., dba American College Healthcare Technology in the amount of \$382,800.

Motion carried, 6 - 0.

Break taken @ 11:00 a.m.

Meeting called back to order @ 11:23 a.m.

NOTE: Maral Farsi who was representing Go-Biz left during the break to catch a plane. This left five (5) remaining panel members. There is still a quorum.

Tab #36 – Building Skills Partnership

Ms. Torres presented a proposal on behalf of Building Skills Partnership (BSP), in the amount of \$1,798,200. BSP is a statewide non-profit collaboration between the Service Employees International Union-United Service Workers West (SEIU-USWW) Local 1877, signatory employers, and community leaders. BSP's mission is to improve the quality of life of low-wage workers in the building service sector, by increasing their skills and opportunities for career advancement. In March 2016, BSP piloted and implemented an emergency response

and preparedness training program at Los Angeles International Airport (LAX). The training focused on developing skills in response to a shooting incident.

Ms. Torres introduced Aida Cardenas, Executive Director; Sara Caughey, LAX Program Coordinator BSP; Andrew Gross Gartan, SEIU USWW Research Director and Regional Vice President; and Jeff Habib, Director of Safety with G2 Secure Staff, LLC.

A presentation was made regarding the background and need related to this airport training.

Mr. Broad asked whether TSA and the airport police and other non-private contractor entities are working together.

Mr. Gartan indicated that they are all working together.

Ms. Roberts asked for clarification regarding training coordination.

Ms. Cardenas explained that training coordination is an issue due to having to pull people from the line, so they are providing two 8-hours sessions and some 4-hour sessions.

Ms. Roberts asked whether they have multiple instructors to cover 4,000 employees.

Ms. Cardenas said yes.

Ms. Roberts expressed concern over the size of the project, and asked whether they are going to train individually or by way of a computer setup.

Ms. Cardenas said that's actually something they are going to be building in partnership with the employers. Ms. Cardenas stated that some of the conversations and suggestions have been around first aid and CPR certification; and also around drills, actual drills, and then give them the time and skill to incorporate drills.

Ms. Roberts said that she think it's a great program, but is concerned that it's too ambitious.

Mr. Broad asked about the non-union companies, and whether this training program is standardized training for everyone.

Ms. Cardenas explained that it's a hybrid of regulations and training, but that they are putting a plan together and submitted it to the LAWA on a company by company basis.

Mr. Gartan discussed the complexities of this training and some of the issues arising from the fact that there are multiple vendors on site.

Mr. Broad commented on the need to for this training and questioned why this hasn't happened before now.

Mr. Broad and Mr. Gartan commented about how this sort of training is cutting edge, and might end up being something that is implemented on a statewide level.

Ms. Newsom questioned the low wages stated in the proposal, and asked whether there are other contributions, such as healthcare and retirement.

Ms. Cardenas stated that there are healthcare contributions.

Mr. Gartan stated that there is not a retirement fund, but that there is healthcare, paid time off, and a few other benefits.

Ms. Newsom thanked them for their work in addressing workplace safety issues.

Mr. Tweini commented about how this training program may become a statewide or national program.

Mr. Broad made a motion to approve this project.

Ms. Roberts seconded the motion.

ACTION: Mr. Broad moved and Ms. Roberts seconded the motion for approval of the proposal for Building Skills Partnership in the amount of \$1,798,200.

Motion carried 5 - 0.

Tab #37 – First Software USA dba Oxford Institute of Technology

Ms. Torres presented a proposal on behalf of First Software USA dba Oxford Institute of Technology (OIT), in the amount of \$372,902. Founded in 1999 and located in Encino, OIT is a BPPE approved private training agency that specialized in Information Technology (IT). The training agency offers a wide variety of computer related and advanced technology courses. OIT serves a multitude of industries such as aerospace, insurance, computer services, media, software development and security. This will be the company third ETP agreement, and the first in five years.

Ms. Torres introduced Naved Nizami, Director of Programs; and John Brauer of Cal Labor Fed.

Mr. Tweini asked whether this is job creation or retraining current employees.

Ms. Nizami indicated that these are retraining current employees.

Ms. Roberts and Ms. Torres clarified that there is no relation to Oxford College.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for First Software USA dba Oxford Institute of Technology in the amount of \$372,902.

Motion carried, 5 - 0.

Mr. Broad noted that all of the remaining proposals arise from an apprenticeship program subject to collective bargaining, and in the interest of time management, suggested that the remaining proposals be moved along in an expedited process. Hearing no objection, Mr. Broad proceeded with the remaining proposals.

Tab #38 – Kern County Electrical Joint Apprenticeship & Training Committee

Ms. Torres presented a proposal on behalf of Kern County Electrical Joint Apprenticeship & Training Committee (Kern Electrical JATC), in the amount of \$278,585. Founded over 52 years ago, Kern Electrical JATC is a non-profit training organization dedicated to providing up-to-date industry skills training and secure high-quality job opportunities for its members. The JATC trains electricians to install power, lighting, controls and other electrical equipment in commercial, industrial and residential facilities. Kern Electrical JATC is governed by a Board of Trustees comprised of three labor and three management representatives, and is a joint effort of the International Brotherhood of Electrical Workers (IBEW) Local 428 and the National Electrical Contractors Association (NECA).

Ms. Torres introduced Greg Rogers, Training Director.

There were no questions by any Panel Member.

ACTION: Mr. Smiles moved and Mr. Tweini seconded the motion for approval of the proposal for Kern County Electrical Joint Apprenticeship & Training Committee in the amount of \$278,585.

Motion carried, 5 - 0.

Tab #39 – Ventura County Electrical Joint Apprenticeship & Training Trust Fund

Ms. Torres presented a proposal on behalf of Ventura County Electrical Joint Apprenticeship & Training Trust Fund (Ventura JATC) in the amount of \$325,330. Founded in 1977, Ventura JATC is a joint effort of the International Brotherhood of Electrical Workers Local 952 and the National Electrical Contractors Association (NECA). The Ventura JATC is comprised of labor and management representatives and is governed by a Board of Trustees. With approximately 100 participating employers, the union represents over 400 electricians in Ventura County.

Ms. Torres introduced Steve Earhart, Director.

No questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for Ventura County Electrical Joint Apprenticeship & Training Trust Fund in the amount of \$325,330. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #40 – California Labor Federation, AFL-CIO

Ms. Nastari presented a proposal on behalf of the California Labor Federation, AFL-CIO (CalFED), in the amount of \$1,736,738. CalFED seeks funding for its sixth statewide “Building Green Skills” training program. This project will be coordinated by the CalFED Workforce and Economic Development program. This will be the tenth ETP Agreement with CalFED, and the fourth in the last five years. Founded in 1901, CalFED is an umbrella organization comprised of 1,200 unions, representing 2.1 million union members in manufacturing, retail, construction, hospitality, the public sector, healthcare, entertainment and other industries in California. Through this proposal, CalFED will continue to serve its membership working in construction.

Ms. Nastari introduced John Brauer, Executive Director of Workforce Economic Development.

There were no questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for California Labor Federation, AFL-CIO in the amount of \$1,736,738. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #41 – Carpenters Training Committee for Northern California

Ms. Nastari presented a proposal on behalf of Carpenters Training Committee for Northern California (CTCNC), in the amount of \$949,588. CTCNC is the educational organization that provides Pre-Apprentice, Apprentice, and Journeyman training services for union carpenters throughout Northern California. CTCNC is funded by a joint labor and management trust, as agreed to in collective bargaining. The CTCNC Apprenticeship training program has been established for many years as approved by the Division of Apprenticeship Standards (DAS). This is the eighth ETP Agreement between ETP and CTCNC, the sixth within the last five years.

Ms. Nastari introduced Mark Fuchs, Executive Director.

There were no questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for Carpenters Training Committee for Northern California in the amount of \$949,588. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #42 – District Council 16 Northern California Journeymen and Apprentice Training Trust Fund

Ms. Nastari presented a proposal on behalf of District Council 16 Northern California Journeymen and Apprentice Training Trust Fund (DC26 JATTF), in the amount of \$1,755,776. DC16 JATTF was formed in June of 2006. The DC16 JATTF is comprised of three formerly separate training trusts that have been merged into one in order to consolidate expenses and focus revenue on training and infrastructure. District Council 16 covers four “master” collective bargaining agreements representing four trades: Floorcovering Installers, Painters, Glaziers, and Drywall Finishers. This is the fourth ETP Agreement between ETP and DC 16 JATTF in the last five years. This is the second time a Veterans component has been included.

Ms. Nastari introduced Mark Watchers, Chief Financial Officer.

No questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for District Council 16 Northern California Journeymen and Apprentice Training Trust Fund in the amount of \$1,755,776. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #43 – Northern California District Council of Laborers Construction Craft Laborers Joint Apprenticeship Training Center

Ms. Nastari presented a proposal on behalf of Northern California District Council of Laborers Construction Craft Laborers Joint Apprenticeship Training Center (No. CA Laborers JATC), in

the amount of \$949,815. In 1995, the Northern California District Council of Laborers (representing labor) and the Associated General Contractors of California (representing employers) created the Laborers Training and Retraining Trust Fund for Northern California and the Laborers Joint Apprenticeship Training Center (No. CA Laborers JATC). Today the JATC served eight Northern California Laborers Union Locals (73, 185, 261, 270, 294, 304, 324, and 1130), representing 29,000 journeymen and 3,400 apprentices who work as construction craft laborers.

Ms. Nastari indicated that the JATC requests that first year apprentices be allowed to participate in ETP funded training. Typically, the apprentices are put into two different levels, but in this case, the apprentices are allowed to select from different sets of courses that correspond to their skill level. So it's really difficult to identify if they are a first year or a second year training apprentice. Accordingly, Ms. Nastari stated that they are asking to include first year apprentices.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for Northern California District Council of Laborers Construction Craft Laborers Joint Apprenticeship Training Center in the amount of \$949,815. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #44 – Pipe Trades Joint Apprenticeship and Training Committee of Santa Clara and San Benito Counties

NOTE: This has an amount change from \$972,816 to \$949,244. They plan to train 247 apprentices and Journeymen, and not the 253 that was initially identified. They will also be training 20 veteran apprentices.

Ms. Nastari presented a proposal on behalf of Pipe Trades Joint Apprenticeship and Training Committee of Santa Clara and San Benito Counties (Pipe Trades JATC), in the amount of \$949,244. The Pipe Trades JATC opened the Lloyd E. Williams Pipe Trades Training Center in 1961 in San Jose. The training center serves 2,200 union members represented by the Plumbers, United Association Local Union 393. The JATC was created in collective bargaining between Local 393 and management represented by the South Bay Piping Industry and the Santa Clara Valley Contractors Association. This will be Pipe Trades JATC's fifth ETP Agreement, and the fourth in the last five years.

Ms. Nastari introduced Carl Cimino, Director; and Jan Borunda, Cal Labor Fed.

No questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for Pipe Trades Joint Apprenticeship and Training Committee of Santa Clara and San Benito Counties in the amount of \$949,244. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #45 – United Association Local Union 342 Joint Apprenticeship and Training Committee

Ms. Nastari presented a proposal on behalf of United Association Local Union 342 Joint Apprenticeship and Training Committee (UA Local 342 JATC), in the amount of \$841,050. The UA Local 342 JATC trainings Apprentices and Journeymen for the piping industry in Northern California. The JATC serves 2,000 Journeymen and 520 Apprentices working primarily in Alameda and Contra Costa Counties. This will be UA Local 342 JATC's fourth ETP Agreement, and the fourth in the last five years.

Ms. Nastari introduced Steve Apperson, Training Coordinator, Steamfitters/Welders.

No questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for United Association Local Union 342 Joint Apprenticeship and Training Committee in the amount of \$841,050. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #46 – Central Valley Mother Lode Plumbers, Pipe and Refrigeration Fitters Joint Apprenticeship Training Committee

Ms. Lazarewicz presented a proposal on behalf of Central Valley Mother Lode Plumbers, Pipe and Refrigeration Fitters Joint Apprenticeship Training Committee (Central Valley), in the amount of \$227,799. Central Valley was established in 1955. In 1997, Local 492 (Stockton) and Local 437 (Modesto) merged with it to create the Plumbers, Pipe and Refrigeration Fitters Local Union 442. Central Valley is funded by signatory employers pursuant to collective bargaining. Central Valley consists of equal representatives from labor and employers. This is the fifth ETP Agreement with Central Valley, the fourth in the last five years. This is the second project including veterans component.

Ms. Lazarewicz introduced Greg Vincelet, Training Coordinator; Jan Borunda/John Brauer, Consultant Cal Labor Fed; and Kelly Greer, Consultant.

No questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for Central Valley Mother Lode Plumbers, Pipe and Refrigeration Fitters Joint Apprenticeship Training Committee in the amount of \$227,799. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #47 – Central Valley Roofers, Waterproofers & Allied Workers Joint Apprenticeship and Training Committee

Ms. Lazarewicz presented a proposal on behalf of Central Valley Roofers, Waterproofers & Allied Workers Joint Apprenticeship and Training Committee (Central Valley Roofers), in the amount of \$174,980. Founded in 1919 and located in Fresno, Central Valley Roofers is jointly sponsored by Roofers and Waterproofers Local 27. Central Valley Roofers trains Apprentices and Journeymen for the roofing and waterproofing industry. Central Valley Roofers serve 300 union members across seven counties (Fresno, Madera, Kings, Tulare, Kern, Mono, Inyo). There are five signatory employers, 40% of which are small businesses. The training Center is located in Fresno County and offers apprentice programs (Roofer and Waterproofer) accredited through the Division of Apprenticeship Standards. This is Central Valley Roofers' first ETP Agreement.

Ms. Lazarewicz introduced Gabriel Perea, Director; Dan Smith, Coordinator; and Steve Duscha, consultant.

Ms. Newsom requested to hear from Central Valley Roofers.

Mr. Perea provided background regarding Central Valley Roofers; including that Mr. Perea is a veteran, Central Valley Roofers supports veterans, and Central Valley Roofers is actively recruiting woman into the roofing trade.

There were no other questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Ms. Newsom moved and Ms. Roberts seconded the motion for approval of the proposal for Central Valley Roofers, Waterproofers and Allied Workers Joint Apprenticeship & Training Committee in the amount of \$174,980.

Motion carried, 5 - 0.

Tab #48 – Fresno Area Plumbers, Pipe and Refrigeration Fitters Joint Apprenticeship Training Committee

Ms. Lazarewicz presented a proposal on behalf of Fresno Area Plumbers, Pipe and Refrigeration Fitters Joint Apprenticeship Training Committee (Fresno Area Plumbers), in the amount of \$335,612. Founded in 1942, Fresno Area Plumbers trains Apprentices and Journeymen for the piping industry. Fresno Area Plumbers serves 600 union members across 4 counties (Fresno, Madera, Kings and Tulare), and consists of three management representatives from the Mechanical Contractors Association and three members from UA Local 246 representing labor. There are 18 signatory employers, 90% of which are small businesses. This is Fresno Area Plumbers' third ETP Agreement and third in the last five years. This is the second time Veterans have been introduced as a distinct population of Apprentice trainees.

Ms. Lazarewicz introduced Robert Topete, Director of Training; Jan Borunda/John Brauer, Consultant; and Kelly Greer, Consultant.

No questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for Fresno Area Plumbers, Pipe and Refrigeration Fitters Joint Apprenticeship Training Committee in the amount of \$335,612. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0.

Tab #49 – Fresno, Madera, Kings and Tulare Counties Electrical Industries Joint Apprenticeship and Training Committee

Ms. Lazarewicz presented a proposal on behalf of Fresno, Madera, Kings and Tulare Counties Electrical Industries Joint Apprenticeship and Training Committee (Fresno Electrical JATC), in the amount of \$459,917. Fresno Electrical JATC provides up-to-date skills training and secures high-quality job opportunities for its members. The Fresno Electrical JATC is governed by a Board of Trustees comprised of labor and management representatives, and is a joint effort of the International Brotherhood of Electrical Workers (IBEW Local 100 and the National Electrical Contractors Association. All trainees are members of IBEW Local 100

and located in Fresno, Madera, Kings and Tulare Counties (Region). This is Fresno Electrical JATC's third ETP Agreement in the last five years.

Ms. Lazarewicz introduced Chuck Riojas, Financial Secretary/Treasurer, Business Agent for IBEW Local 100; Jan Borunda, consultant; and Kelly Greer, consultant.

No questions from the Panel.

There were no questions by any Panel Member.

Mr. Broad asked for any objection to substituting the prior unanimous roll call. Hearing none, the proposal was approved.

ACTION: Mr. Chair asked Panel Members if any had objections to his invoking the substituted roll call and approving the proposal for Fresno, Madera, Kings and Tulare Counties Electrical Industries Joint Apprenticeship and Training Committee in the amount of \$335,612. No objections were made and the motion passed with all Panel Members in favor.

Motion carried, 5 - 0

X. GENERAL PUBLIC COMMENT

There was no public comment.

XII. MEETING ADJOURNMENT

Meeting adjourned at 12:20 p.m.