



Employment Training Panel

**STATE OF CALIFORNIA
EMPLOYMENT TRAINING PANEL**
California Environmental Protection Agency
1001 I Street
Sierra Hearing Room, Second Floor
Sacramento, CA 95814
August 24, 2018
(916) 327-5640

PANEL MEMBERS

Barry Broad
Chair

Janice Roberts
Vice-Chair

Gloria Bell
Member

Cheryl Akin
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 9:32 a.m.

II. ROLL CALL

Present

Gloria Bell
Barry Broad
Janice Roberts
Ernesto Morales
Ali Tweini
Rick Smiles
Cheryl Akin

Absent

Gretchen Newsom

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

Motion carried, 7 - 0.

IV. MINUTES

It was questioned whether there were any changes and/or additions that need to be made to the Minutes from July 27, 2018. No changes were suggested or made.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion that the Panel approve the Minutes from the July 27, 2018 meeting.

Motion carried, 7 - 0.

V. REPORT OF THE EXECUTIVE DIRECTOR

Mr. Knox reported that today's Panel Meeting concerns projects totaling just over \$12.1M, with approximately \$636K in Delegation Orders, for a grand total of just over \$12.7M.

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 (4) 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 another \$12.1M with an additional \$636K that upon the Panel approving the just over \$47M in projects for this year, ETP will have approximately \$55.6M for the remainder of FY 2018/19.

It was reported, regarding Delegation Orders: that all such project proposals are capped at \$75K; that all such project proposals are to be approved by the Executive Director on a continuous flow basis; and that the 15 projects subject to Delegation Orders for today's Panel Meeting total just over \$636K.

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 \$47M.

It was reported, regarding applications for contracts that are remaining in the Regional Offices: Single Employer Contract requests are at \$43M in demand, with \$29M in allocation; Multiple Employer Contract (MEC) requests are at \$11M in demand, with \$16M in allocation; Small Businesses requests are at \$4.9M in demand, with \$4.5M in allocation; Critical Proposals are at \$359K in demand, with \$2.6M in allocations; and Apprenticeship programs are at \$3.6M in demand, with \$2.3M in allocation. Overall demand is approximately \$71+M.

It was reported that the number of total projects in FY 2018/19 in the Regional Offices is 257; that the total number of projects currently in the Applications and Assessment Unit is 72; and that the number of total projects is 370.

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 #14.

Aire-Rite Air Conditioning & Refrigeration Inc.	\$130,000
Asian Business Association San Diego	\$ 22,240
Cablecom, LLC	\$163,800
California Family Foods, LLC	\$ 99,450
Chilton and Leste Management, Inc.	\$135,200
Gagne Brothers Enterprises dba Ben Franklin Plumbing	\$150,098
Gilmore Heating & Air Conditioning, Inc.	\$199,914
Marcum, LLP	\$119,914
Murrieta Chamber of Commerce (AMENDMENT)	\$197,325
rPlanet Earth Los Angeles, LLC	\$150,436
Simpson Strong-Tie Co., Inc.	\$ 42,750
Southwest Boulder & Stone, Inc.	\$ 81,900
Stanislaus Business Alliance, Inc.	\$129,838
Trace3, LLC	\$198,900

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion to approve the consent calendar for Items #1 through # 14.

Motion carried, 7 – 0.

VIII. REPORT OF GENERAL COUNSEL

Mr. Cable provided a legal report, explaining to the Panel that the Legal Unit is currently conducting a comprehensive review of ETP Legislation and Regulations. Mr. Cable explained that this comprehensive review is the result of receiving suggestions and recommendations internally and from the public regarding ways in which we can improve the ETP Program; making it a more cost efficient and cost effective program. Mr. Cable explained that this project will take a significant amount of time and effort, and discussed how committee meetings will be used for discussing and vetting potential changes.

Mr. Broad asked whether there were any questions by Panel Members. Hearing none, Mr. Broad discussed the fact that it's been a long time since such a review was conducted, and explained how modern technology and other issues have increased the need for such a comprehensive review at this time.

IX. REVIEW AND ACTION ON PROPOSALS

Single Employers

Tab #15 – CHLB, LLC dba College Medical Center

Ms. Torres presented a proposal on behalf of CHLB, LLC dba College Medical Center (College Medical Center) in the amount of \$390,000. Founded in 1932, College Medical Center is a full-service, community teaching hospital based in Long Beach, California. The hospital was purchased by College Health Enterprises, Inc., a Santa Fe Springs-based healthcare management company, in October 2013. At that time, it was renamed College Medical Center. This purchase joined the hospital with College Hospital Cerritos and College Hospital Costa Mesa as affiliates of College Health Enterprises.

College Medical Center has 284 beds and serves patients in the communities of Long Beach, Signal Hill, Lakewood, Carson, Hawthorne, Lawndale and Inglewood. The organization offers services in the areas of behavioral health, cardiopulmonary, epidemiology/infection control, emergency care, family health, intensive care, laboratory, nursing, partial hospitalization, prenatal/OB, pharmacy, physical therapy, radiology, and surgery. College Medical Center also operates residency programs in family medicine, internal medicine, and traditional rotating internships. The hospital has a 36-month medical residency training program. Residencies are accredited by the American Osteopathic Association. This will be College Medical Center's first ETP project.

Ms. Torres introduced Michael Melendrez, Director, Human Resources, CHLB; and Bill Sacks, National Training Company.

Mr. Tweini asked whether this project consists of all retrainees.

Mr. Melendrez explained that they are continuing to retrain, but in areas such as detox and ER, their plan is to expand and create new jobs.

Mr. Tweini asked about veteran participation.

Mr. Melendrez explained that they actively recruit and hire veterans, and explained that he was a Vietnam veteran.

Mr. Tweini expressed a desire to see a statement regarding veteran participation in the proposals that become before Panel.

ACTION: Ms. Bell moved and Ms. Roberts seconded the motion for approval of the proposal for CHLB, LLC dba College Medical Center, in the amount of \$390,000.

Motion carried, 7 - 0.

Tab #16 – Procore Technologies, Inc. (Critical Proposal)

Ms. Torres presented a proposal on behalf of Procore Technologies, Inc. (Procore), in the amount of \$899,808. This is a Critical Proposal developed in conjunction with the Governor's Office of Economic and Business Development GO-Biz). This project has been designated as a Critical Proposal by GO-Biz because of the company's continuous expansion efforts (212 newly-created positions) in its California facilities.

Founded in 2003 and headquartered in Carpinteria, Procore is a construction management software company. With an award-winning suite of project management tools, over a million registered Procore users across the globe manage all types of construction projects including industrial plants, office buildings, apartment complexes, university facilities and retail centers. The company serves clients in commercials, industrial, multifamily, residential, and transportation industries in the United States and internationally. Procore has locations in California, Texas, Oregon, New York, Canada, and Australia. The proposed training will be provided to employees in its California locations in Carpinteria, San Francisco, and San Diego. This will be Procore's third ETP Agreement and third within the last five years.

Ms. Torres introduced Michelle Greer, Vice President of People, Procore; Gregory Gills, Senior Director of Learning & Development, Procore; and Kim Edelman, Executive Director, Glendale Community College.

Mr. Roberts expressed her appreciation and excitement for the project proposal.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion to approve the proposal for Procore Technologies, Inc., in the amount of \$899,808.

Motion carried, 7 - 0.

Tab #17 – Viasat, Inc.

Ms. Torres presented a proposal on behalf of Viasat, Inc. (Viasat), in the amount of \$301,236. Located in San Diego, Viasat designs, engineers, and produces a line of commercial and governmental satellite networking communications systems. The products, called Very Small Aperture Terminals or VSAT, provide communication links between ground-based and satellite communication devices. The company's innovative satellite and various digital communication products enable fast, secure and efficient communications to any location and are used by both commercial and government sectors. This is the company's fifth ETP training proposal, the second in the last five years.

Ms. Torres introduced Jaclyn Konoske, Manager of Learning and Development.

Mr. Tweini asked and confirmed that Viasat has been before the Panel before now.

Mr. Tweini asked and confirmed that Viasat has its own training program, which is part of a Learning and Development Team.

ACTION: Ms. Bell moved and Ms. Roberts seconded motion to approve the proposal for Viasat, Inc., in the amount of \$301,236.

Motion carried, 7 - 0.

Tab #18 – United Parcel Service, Inc.

Ms. Torres presented a proposal on behalf of United Parcel Service, Inc. (UPS), in the amount of \$308,334. Headquartered in Atlanta, GA, UPS is a global leader in logistics, offering a broad range of solutions including transportation of packages and freight, facilitation of international trade, and deployment of advanced technology. UPS also provides industry-specific customer solutions in healthcare and e-commerce. The company services more than 200 countries and territories, worldwide. The company has approximately 105 California locations and over 21,216 full-time California workers.

In 2017, overall volume increased across all products for the company, with e-commerce representing an ever increasing percentage of total growth. Business-to-Consumer shipments represented 5-% of the total US domestic package volume. In addition, the company has added Saturday operations domestically, covering 50% of the US population. The company expects to expand in 2018 to cover 60% of the population with six-days-a-week deliveries. Expansion efforts nation-wide are expected to cost approximately \$7 billion over the next three years. In California, the cost is expected to be approximately \$1.9 billion.

Ms. Torres introduced Shane Simpson, Western Region Tax Director.

Mr. Broad asked how UPS is going to fix the problem of past poor performance.

Mr. Simpson explained that they conducted a review and analysis of what caused past poor performance, and noted that past poor performance was generally caused by part time drivers not staying long enough to qualify. They have worked with HR and with an Integratad Management Team, which should remedy the past performance issues.

Mr. Broad stated that this is an issue, and does not want to see the past poor performance again. Mr. Broad stated that the pressure is on to improve performance.

Ms. Roberts echoed the same performance concerns as Mr. Broad, and Ms. Roberts explained that she is worried that there are tax people in charge of this training.

Mr. Simpson explained that his department is in charge of submitting documentation for payment, but that there are UPS trainers on site; with four supervisors and one manager.

There was some general conversation about UPS training, and Mr. Broad ended the conversation by commenting how California appreciates UPS, and how the Panel wants UPS to succeed with this project.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for United Parcel Service, Inc., in the amount of \$308,334.

Motion carried, 7 - 0.

Tab #19 – K.W.P.H. Enterprises dba American Ambulance

Ms. Lazarewicz presented a proposal on behalf of K.W.P.H. Enterprises dba American Ambulance, (American Ambulance), in the amount of \$599,248. Founded in 1975 and headquartered in Fresno, American Ambulance provides emergency and non-emergency ambulance transportation in Fresno and Kings Counties. Services range from emergency and non-emergency response transportation, disaster response and event medical services. The company's customers include hospitals, healthcare systems, and local and state government entities. This is American Ambulance's first ETP contract. Training will be conducted at the company's Fresno, Madera, Kings and Tulare locations.

Ms. Lazarewicz introduced Bob Adams, Director of Human Resources; and Tashiana Jackson, Project Manager, Corporate Tax Incentives.

Ms. Roberts complimented ETP staff in having almost 80% new contract proposals this meeting.

Ms. Roberts asked whether they have the infrastructure to support a \$600K project.

Mr. Adams explained how their infrastructure includes HR tracking the training and working with other departments; and that their tracking system has been around for years, and is basically ready to go.

Ms. Roberts asked whether the training includes drivers?

Mr. Adams stated that they do not have drivers per se, but that driving is part of the EMT ambula-paramedic essential duties.

Ms. Roberts asked how they coordinate times for training.

Mr. Adams recognized that training can be a logistical nightmare with people who work a scheduled 24-hours shift. However, Mr. Adams explained how they set aside 6 to 8 training days over a 2-week period as one way of addressing these issues.

Ms. Roberts suggested that they stick close to their consultant and ETP staff.

Mr. Broad asked whether employees get paid while on call.

Mr. Adams assured Mr. Broad that such employees are on the clock.

Mr. Tweini asked about veteran participation in this project.

Mr. Adams stated that they have a good number of veterans that work for the company; their CEO is a veteran; their Director of Operations is a veteran; and about 45 or so field employees are veterans.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for K.W.P.H. Enterprises dba American Ambulance, in the amount of \$599,248.

Motion carried, 7 - 0.

Tab #20 – O’Neill Beverages Co., LLC

Ms. Lazarewicz presented a proposal on behalf of O’Neill Beverages Co., Inc. (OBC), in the amount of \$241,150. Founded in 2004 and headquartered in Larkspur, OBC is a family-owned and operated winery and distillery specializing in the production and distribution of bulk wine, brandy and spirits. OBC is the 7th largest winery in California with approximately 7,000 acres of vineyards throughout the State. OBC’s customer base includes retailers and restaurants throughout the United States. This will be OBC’s first ETP Agreement. Training will be conducted at OBC’s locations in Larkspur, Parlier and Paso Robles.

Ms. Lazarewicz introduced Theresa Parra, JD/MBA, SPHR, Director of Human Resources; and Mike Snead, Consultant.

No questions from the Panel.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion for approval of the proposal for O’Neill Beverages Co., LLC, in the amount of \$241,150.

Motion carried, 7 - 0.

Tab #21 – SAFE Credit Union

Ms. Lazarewicz presented a proposal on behalf of SAFE Credit Union (SAFE), in the amount of \$408,595. Founded in 1940 and headquartered in Folsom, SAFE provides financial services such as personal banking, business banking and wealth management. The company primarily focuses on personal and business loan portfolios. SAFE is a non-profit organization that serves over 180,000 members living in Northern California. The company also works directly with clients such as SMUD, UC Davis, CalFit, and Dignity Health to provide their employees with financial wellness services and advertisement. Training will take place at all 22 locations with the Folsom location participating as the lead facility. Locations of training include Antelope, Citrus Heights, Folsom, Elk Grove, Sacramento, Granite Bay, Fair Oaks, Lincoln, McClellan Park, Pleasant Hill, Rancho Cordova, Roseville, North Highlands, and West Sacramento.

Ms. Lazarewicz introduced Jenny Santos, Assistant Vice President Employee Services; and Brenda Bielski, Employee Services Coordinator.

Ms. Roberts noted that past performance was poor; noted that this project has been right-sized; and asked whether this project was going to be at the Folsom location or the 22 locations.

Ms. Santos stated at all locations.

Ms. Roberts explained how 22 locations is harder than 1 location, and expressed concern whether this project will be successful given there’s no consultant or anyone assisting with this project.

Ms. Bielski explained that the training will be condensed to three locations; they have a Call Center now to assist; they now have 7 trainers in their Education and Development Unit, plus a manager; and they have extended their CBT Training and LMS System in order to improve performance.

Ms. Roberts expressed concern that she is not convinced that this project will be successful, and asked about the LMS System.

Ms. Bielski stated that she understands Ms. Roberts' concerns, but explained that they have a new upgraded LMS System; new people to assist; and they have spent over \$100K on software to resolve issues.

Ms. Roberts suggested that they evaluate their project performance about a year into the project, and if they feel they are not on track, then they should consider hiring a consultant in order to get the project on a successful track completion.

Ms. Bielski stated she appreciated and understood the suggestion.

Mr. Broad inquired about the reason for past poor performance, and Ms. Bielski explained that they probably asked for too much the last time.

Mr. Tweini thanked them for their work as a credit union.

ACTION: Mr. Tweini moved and Mr. Smiles seconded the motion for approval of The proposal for SAFE Credit Union, in the amount of \$408,595.

Motion carried, 7 – 0.

Tab #22 – Sunergy California, LLC (Critical Proposal)

Ms. Lazarewics presented a proposal on behalf of Sunergy California, LLC (Sunergy), in the amount of \$541,060. Sunergy is designated as a "Critical Proposal," as defined in Title 22, California Code of Regulations (CCR) 4402.2. Sunergy is expanding its facility and workforce from China to California due to the rapid growth within the industry. This project will assist Sunergy to develop new skills for newly hired and incumbent workers.

Founded in 2017 and headquartered in Sacramento, Sunergy is a subsidiary of China Sunergy Co., a Chinese based manufacturing company that specializes in the production of Photovoltaic (PV) cells and modules. PV converts concentrated sunlight directly to electricity via a photovoltaic effect (the creation of voltage or electric current in a material upon exposure to light). With the company's continued success in China, Europe and other parts of the world, Sunergy decided to expand its business into the United States and establish a facility in Sacramento. This will be Sunergy's first ETP Agreement. Training under this proposal will be for its Sacramento location.

Ms. Lazarewicz introduced Kate Ding Mayfield, Human Resources Manager; and Keith Brama, President of Propel Consulting Group.

Ms. Roberts asked whether they install as well as produce solar panels.

Ms. Ding-Mayfield stated that they do not perform installation, and that their customers are engineering procurement contractors.

Ms. Roberts asked whether they have receive federal funding.

Ms. Ding-Mayfield explained that they have applied for income credits, but they have not receive any grants or similar funding.

Ms. Akin, Mr. Broad, and Mr. Tweini thanked the company for deciding to make California the location for its U.S. facility.

ACTION: Mr. Broad moved and Ms. Roberts seconded the motion for approval of the proposal for Sunergy California, LLC, in the amount of \$541,060.

Motion carried, 7 - 0.

Multiple Employer Contracts

Tab #23 – Brand Consulting Group, LLC dba Brand College

Ms. Torres presented a proposal on behalf of Brand Consulting Group, LLC dba Brand College (Brand College) in the amount of \$949,151. Founded in 2004, Brand College is a training agency that provides Information Technology (IT) courses designed to help IT professionals and businesses succeed in today's technology-driven environment.

Brand College is dedicated to facilitating the career development of highly qualified professionals trained to design, implement, and maintain information systems. Participating employers qualify as high-tech companies, software publishing, broadcasting, internet publishing, web hosting/search portals, telecommunications, and other companies facing out-of-state competition. This proposal will also utilize Special Employment Training (SET) funds for frontline workers who earn at least the Statewide Average Hourly Wage in businesses that do not face out-of-state competition.

Ms. Torres introduced Debbie Ruiz, Director.

There were no questions from the Panel.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion for approval of the proposal for Brand Consulting Group, LLC dba Brand College in the amount of \$949,151.

Motion carried, 7 - 0.

Tab #24 – Inland Boatmen's Union of the Pacific Joint Apprenticeship Committee Trust

Ms. Torres presented a proposal on behalf of Inland Boatmen's Union of the Pacific Joint Apprenticeship Committee Trust (JAC), in the amount of \$263,050. Founded in 1918, the JAC is the marine based division of the International Longshore Warehouse Union (ILWU). In Southern California, most members of the union work on tug boats that escort ships into,

and out of, the Los Angeles/Long Beach harbors, fuel oil barges, that fuel ships for their next voyage, and in marine construction assisting in dredge operations.

The JAC and its signatory employers created a new apprenticeship program, registered with the Division of Apprenticeship Standards, to provide structured training to apprentice and journeymen Merchant Mariner/Seaman in Southern California. The apprentice program is two years in length and includes 440 hours of related and supplemental instruction. Apprentices earn while they learn, making progressively higher wages as they advance through the program. The first apprentices will begin training at the JAC's new training center in San Pedro this summer. This training center was created with the help of a local education agency (Los Angeles Unified School District).

Ms. Torres introduced Oscar Meier, Teacher Advisor with LAUSD; and Steve Duscha, Consultant.

Mr. Morales expressed his thanks and appreciation for the work they do in San Pedro.

Mr. Tweini expressed his thanks and appreciation for the work they do.

Ms. Roberts expressed her thanks and appreciation for the project, and clarified that they also do work for the cruise ships.

Ms. Bell asked how they found out about ETP.

Mr. Meier explained that he's being doing ETP contracts with Steve Duscha for about 12 years, and this is a project they talked about doing.

Mr. Duscha commented further, noting that Mr. Meier runs the apprenticeship programs for the Los Angeles Unified School District, and that apprenticeship is a lifelong passion for Mr. Meier.

ACTION: Ms. Bell moved and Mr. Morales seconded the motion for approval of the proposal for Inland Boatmen's Union of the Pacific Joint Apprenticeship Committee Trust in the amount of \$263,050.

Motion carried 7 - 0.

Tab #25 – Los Angeles & Orange Counties Air Conditioning and Refrigeration Joint Journeyman and Apprenticeship Training Committee

Ms. Torres presented a proposal on behalf of Los Angeles and Orange Counties Air Conditioning and Refrigeration Joint Journeyman and Apprenticeship Training Committee (JJATC), in the amount of \$948,124. The JJATC was founded in 1949 by a consortium of labor and management organizations to provide training for air conditioning and refrigeration technicians in Southern California. The JJATC administers a training trust fund created through collective bargaining and funded by signatory employers. This will be JJATC's fifth ETP Agreement, and the fourth within the last five years.

Ms. Torres introduced Jon Newbro, Training Coordinator with JJATC; and Steve Duscha, Consultant.

Mr. Tweini asked about veteran participation.

Mr. Newbro discussed their veteran participation, and their work with the United Association of Veterans and Helmets to Hardhats.

Ms. Roberts asked about what warrants the repeat requests for increased funding.

Mr. Duscha explained how the increases are the result of increases in the fixed fee rate. In other words, they are going up to the max now.

Ms. Roberts thanked Mr. Duscha for the explanation.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion for approval of the proposal for Los Angeles and Orange Counties Air Conditioning and Refrigeration Joint Journeyman and Apprenticeship Training Committee in the amount of \$948,124.

Motion carried, 7 - 0.

Tab #26 – Southern California Floor Covering Crafts Joint Apprenticeship Training Committee

Ms. Torres presented a proposal on behalf of Southern California Floor Covering Crafts Joint Apprenticeship & Training Committee (So Cal Floor), in the amount of \$350,830. So Cal Floor is responsible for training approximately 200 apprentices and 320 journeymen. So Cal Floor was founded in 1953, pursuant to the collective bargaining agreement between Carpet, Linoleum, and Soft Tile Local Union 1247 (of the Brotherhood of Painters, Decorators and Paperhangers of America) and the Floor Covering Contractors Association of Orange County, Harbor Floor Covering Institute, and San Gabriel Valley Floor Covering. This will be So Cal Floor's fifth ETP Agreement.

So Cal Floor's headquarters and training center are located in Santa Fe Springs. The JATC serves both large and small companies and workers in the Los Angeles, Orange, Kern, Inyo, Mono, Riverside, San Bernardino, Ventura, Santa Barbara and San Luis Obispo Counties. All trainees are represented by Local 1247.

Ms. Torres introduced David Burtle, Director of Training; Oscar Meier, Teacher Advisor, LAUSD; and Steve Duscha, Third Party Administrator.

There were no questions from the Panel.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for Southern California Floor Covering Crafts Joint Apprenticeship & Training Committee in the amount of \$350,830.

Motion carried, 7 - 0.

Tab #27 – Southern California Sheet Metal Joint Apprenticeship and Training Committee

Ms. Torres presented a proposal on behalf of Southern California Sheet Metal Joint Apprenticeship and Training Committee (SoCal Sheet Metal JATC) in the amount of \$948,480. Formed in 2003, the SoCal Sheet Metal JATC provides training for Apprentice and Journey sheet metal workers for seven Southern California counties. In the past, two different apprenticeship committees served the Southern California region (Sheet Metal Workers International Association, Local 105 JATC and Air Conditioning Sheet Metal Association, Orange Empire JATC). After 2007, these committees were consolidated into one. Signatory employers are represented on the Committee through the Sheet Metal and Air Conditioning Contractors National Association (SMACNA) and Sheet Metal, Air, Rail, Train International Association (SMART). This will be the sixth ETP Agreement with SoCal Sheet Metal, JATC.

Ms. Torres introduced Lance D. Clark, Apprenticeship Administrator; Oscar Meier, Training Advisor, LAUSD; and Steve Duscha, Third Party Administrator.

Mr. Tweini expressed his thanks and appreciation for the project.

ACTION: Mr. Tweini moved and Ms. Roberts seconded the motion for approval of the proposal for Southern California Sheet Metal Joint Apprenticeship & Training Committee in the amount of \$948,480.

Motion carried, 7 - 0.

Tab #28 – Southern California Surveyors Joint Apprenticeship Committee

Ms. Torres presented a proposal on behalf of the Southern California Surveyors Joint Apprenticeship Committee (SCSJAC), in the amount of \$314,750. Established in 1960 and headquartered in Rancho Cucamonga, the SCSJAC provides Apprentice and Journeyman Surveyors training throughout 12 counties in Southern California. It is administered jointly by the Southern California Association of Engineers and Land Surveyors. The International Union of Operating Engineers, Local 12 (Union). SCSJAC has secured 100 signatory companies that include engineering, surveying, and construction firms.

This will be SCSJAC's fourth ETP Agreement, the third within the last five years. In this proposal, training will continue for Apprentices and Journeymen. Training includes surveying equipment, survey procedures, surveying practices, surveying computations, advanced coordinate geometry, plan reading, and laptop surveying/aerial photogrammetry.

Ms. Torres introduced Raymond Diaz, Administrator; and Jaqueline Heredia, Office Manager.

There were no questions from the Panel.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for Southern California Surveyors Joint Apprenticeship & Training Committee in the amount of \$314,750.

Motion carried, 7 - 0.

Tab #29 – Jewish Vocational and Career Counseling Services

Ms. Nastari presented a proposal on behalf of Carpenters Jewish Vocational and Career Counseling Services (JVS), in the amount of \$337,646. Founded in 1973 and headquartered in San Francisco, JVS operates a wide range of employment and training programs. These programs and services help its clients with multiple barriers acquire the skills to become self-sufficient individuals and find jobs. JVS provides job search and job readiness training, and job placement and career counseling services. In addition, it delivers specialized vocational training programs that help unemployed and underemployed people. ETP training will be delivered out of its San Francisco headquarters serving the Bay Area's San Francisco, Marin, Contra Costa, San Mateo Alameda and Santa Clara counties. This is JVS' fifth ETP Agreement, and the second in the last five years.

Ms. Nastari introduced Lisa Countryman, Vice President of Planning and Program Development; and Abby Snay, Chief Executive Officer; and Steve Duscha, Consultant.

Ms. Roberts thanked them for this project and especially for serving people with multiple barriers. Ms. Roberts then discussed right-sizing, and explained that in order to be consistent with other contracts, she is suggesting a 20% reduction of this contract.

Mr. Tweini expressed his thanks and appreciation for his project involving people with multiple barriers.

ACTION: Ms. Roberts moved and Mr. Smiles seconded the motion to reduce the proposal for Jewish Vocational and Career Counseling Services by 20%, making the amended amount \$270,117.

Motion carried, 7 - 0.

Tab #30 – San Mateo County Electrical Joint Apprenticeship and Training Committee

Ms. Nastari presented a proposal on behalf of San Mateo County Electrical Joint Apprenticeship and Training Committee (SMJATC), in the amount of \$905,955. Founded in 1947, the SMJATC is located in San Carlos. SMJATC is governed by a Board of Trustees comprised of four labor and four management representatives, and is a joint effort of the International Brotherhood of Electrical Workers (IBEW) Local 617 and the National Electrical Contractors Association (NECA). This will be SMJATC's sixth ETP Agreement.

Ms. Nastari introduced Kathleen Barber, Training Director; and Jan Borunda, Project Coordinator, Cal Labor Fed.

Mr. Tweini noted that he saw the number of veterans in the proposal, and wanted to express his thanks and appreciation for assisting veterans.

ACTION: Mr. Tweini moved and Ms. Bell seconded the motion for approval of the proposal for San Mateo County Electrical Joint Apprenticeship and Training Committee in the amount of \$905,955.

Motion carried, 7 - 0.

Tab #31 – Sheet Metal Workers’ Local No. 104 and Bay Area Industry Apprenticeship and Journeyman Training Fund

Ms. Nastari presented a proposal on behalf of Sheet Metal Workers’ Local No. 104 and Bay Area Industry Apprenticeship and Journeyman Training Fund (Sheet Metal Trust), in the amount of \$1,612,671. The Sheet Metal Trust is an “umbrella trust” fund created through a collective bargaining agreement (CBA) between Local 104 and the Bay Area Association of Sheet Metal Contractors (Bay Area Contractors). The Trust oversees four training centers that serve 17 counties in Northern California assisting some 7,000 union members and approximately 285 signatory employers. This will be the seventh ETP Agreement with Sheet Metal Trust, the fourth in the last five years. This is the third time Veterans have been introduced as a distinct cohort of Apprenticeship trainees.

Ms. Nastari introduced Benjamin A. Rivera, Administrator; and Jan Borunda, Project Coordinator, Cal Labor Fed.

There were no questions from the Panel.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for Sheet Metal Workers’ Local 104 and Bay Area Industry Apprenticeship and Journeyman Training Fund in the amount of \$1,612,671.

Motion carried, 7 - 0.

X. PRESENTATION BY LIS TESTA

Ms. Testa introduced today’s topics: the Broker Model, and a new proposed training vendor limitation.

Ms. Testa explained that currently, we have a rule called the Broker Model Pilot. This item was discussed at Committee in March and Committee voted to remove the Broker Model and bring that motion before the Panel, which is what is occurring today. Ms. Testa reminded the Panel that the Broker Model limits any given training vendor on a project only delivering 50% of the training on a project. There are other ways to apply the Broker Model, but those are not feasible for staff to do. The model has not worked as it was intended, and this is why there is a request to remove it. Ms. Testa went on to explain that there was still some concern over removing it and it was suggested to put something in its place. What the Committee is proposing to put in place of the Broker Model is a training vendor limitation. This item was brought to Committee in June and Committee voted to bring it to Panel. What the Committee is proposing is to limit any training vendor to receive only costs from delivering training so that a training vendor would not be allowed to receive any development, administration, or support costs. This would not affect any of the other kind of subcontractors that ETP has. This is a limitation only on training vendors themselves. Committee would like to have exempted from this Rule any training vendor that is already accredited or approved through WASC, ACCJC or the BPPE. Those are different agencies that approve two and four year colleges and public more private training agencies. The Committee would also like to be able to allow anyone to request an exemption with Executive Staff if they would like one.

Ms. Testa asked if there were any questions or comments from Panel members before requesting these two motions.

Ms. Roberts provided more clarification for newer Panel Members, noting that the effort is partly in order to eliminate the presence of “pass through organizations” that are not providing anything more than merely holding the contract, without direct accountability to the vendors.

Ms. Testa said she would like to request two motions: the first motion being to remove the Broker Model Pilot effective immediately as recommended by Panel’s Committee; and the second motion would be to institute the training vendor limitation with the exemption of WASC, ACCJC, and BPPE approved entities, and that those training vendors on a contract would only be allowed to receive costs for delivering training and not allowed to receive development, administration, or support costs, with the ability to ask for an exemption, if needed.

Mr. Broad as for any questions or public comments on either of the motions. Hearing none, Mr. Broad proceeded to the motions.

ACTION: Mr. Broad moved and Ms. Bell seconded the motion to remove the Broker Model Pilot program.

Motion carried, 7 - 0.

ACTION: Mr. Broad moved and Mr. Tweini seconded the motion to limit training vendors, with the exception of those that are WASC, ACCJC, and BPPE approved entities and those training vendors who have received an exemption on a case-by-case basis, by Executive Staff to only receive payment for training delivery services and not to allow training vendors to receive any development, administration, or support costs from the ETP contractor they are subcontracted with.

Motion carried, 7 - 0.

XI. GENERAL PUBLIC COMMENT

No comments from the general public.

XII. MEETING ADJOURNMENT

Meeting adjourned at 11:37 a.m.