



Employment Training Panel

**STATE OF CALIFORNIA
EMPLOYMENT TRAINING PANEL**
California Environmental Protection Agency
1001 I Street
Sierra Hearing Room, Second Floor
Sacramento, CA 95814
October 26, 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

STATE OF CALIFORNIA
EMPLOYMENT TRAINING PANEL
California Environmental Protection Agency
1001 I Street, Sierra Hearing Room, Second Floor
Sacramento, CA 95814
October 26, 2018

I. PUBLIC PANEL MEETING CALL TO ORDER

Chairperson Barry Broad called the meeting to order at 9:30 a.m.

II. ROLL CALL

Present

Gloria Bell
Barry Broad
Janice Roberts
Ali Tweini
Rick Smiles
Cheryl Akin
Gretchen Newsom

Absent

Ernesto Morales

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 September 28, 2018. No changes were suggested or made.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion that the Panel approve the Minutes from the September 28, 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 \$13.0M, with approximately \$646K in Delegation Orders, for a grand total of just over \$13.0M, looking at possibly a larger meeting in December.

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 \$2M remaining for ARFVTP proposals this year.

It was reported, regarding Core Funds for Fiscal Year (FY) 2018/19: today the Panel will consider another \$13M with an additional \$646K approved by delegation order; that upon the Panel approving the just over \$81M in projects for this year, ETP will have approximately \$21+M 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 12 projects subject to Delegation Orders for today's Panel Meeting total just over \$646K.

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 \$120M; and if all project proposals for today's Panel Meeting are funded today, that the Panel will have approved 251 projects, with a value of just over \$81M.

It was reported, regarding applications for contracts that are remaining in the Regional Offices: Single Employer Contract requests are at \$45M in demand, with \$13M in allocation; Multiple Employer Contract (MEC) requests are at \$8.6M in demand, with \$3.3M in allocation; Small Businesses requests are at \$9.5M in demand, with \$3.3M in allocation; Critical Proposals are at \$0 in demand, with \$764K in allocations; and Apprenticeship programs are at \$3.0M in demand, with \$383K in allocation. Overall demand is approximately \$65+M.

It was reported that the number of total projects in FY 2018/19 in the Regional Offices is 219; that the total number of projects currently in the Applications and Assessment Unit is 198; and that the number of total projects is 417.

It was reported that Staff is working hard to get the projects assigned out to the Regional Offices, and that to date about 80% of the projects have been assigned to the Regional Offices.

VI. LEGISLATIVE UPDATE

A Legislative Update memorandum was provided to Panel Members. There was nothing new to report.

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 #11.

Bay Area Video Coalition, Inc.....	\$196,006
California Natural Products.....	\$199,576
College of the Sequoias.....	\$109,746
El Classifico.....	\$187,200
Express Sewer & Drain, Inc.....	\$173,940
Giligia College (<i>Amendment</i>).....	\$ 45,524
Los Alamitos Medical Center, Inc.....	\$182,000
San Joaquin County Economic Development Association.....	\$195,247
SurveyMonkey, Inc.....	\$198,744
Tustin ABA Services for Kids, LLC.....	\$102,960
Vellutini Corporation dba Royal Electric Company.....	\$198,978

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion to approve the consent calendar for Items #1 through # 11.

Motion carried, 7 – 0.

VIII. COMMITTEE REPORT TO PANEL

There was no Committee Meeting to report for the month of October 2018. The Committee will meet in December 2018, prior to the Panel Meeting.

IX. REVIEW AND ACTION ON PROPOSALS

Single Employers

Tab #12 – AHMC Healthcare, Inc. dba Monterey Park Hospital

Ms. Torres presented a proposal on behalf of AHMC Healthcare, Inc. dba Monterey Park Hospital (MPH), in the amount of \$348,000. Founded in 1972, MPH is a general medical/surgical hospital located in Monterey Park, CA. The hospital provides in/out patient care, sub-acute, and emergency medical services. This will be MPH's third ETP Agreement, the third in the last five years.

Healthcare has continued to advance in practice, provision of care, and technology. As a result, employees much remain current on medical care and skill set to sustain and provide high quality healthcare services. New regulation calls for medical providers to improve patient safety and utilize electronic medical recordkeeping systems for proper documentation. Training will improve employee knowledge and skills, as well as ensure compliance with the Joint Committee Accreditation Healthcare Organization.

Ms. Torres introduced Ruth Honig, Director of Clinical Process Improvement; Daniel Song, CFO; and Ericka Smith, COO.

Ms. Roberts congratulated MPH for having very good wages for CNAs, commented that the wage rates appear almost double of what Ms. Roberts has seen come before the Panel.

Mr. Tweini asked about the veterans.

Ms. Smith responded that they do have veterans working for them. They do not actively recruit just veterans, but they have many working for them.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion for approval of the proposal for AHMC Healthcare, Inc., dba Monterey Park Hospital in the amount of \$348,000.

Motion carried, 7 - 0.

Tab #13 – Consolidated Disposal Service, LLC dba Republic Services, Inc.

Ms. Torres presented a proposal on behalf of Consolidated Disposal Service, LLC dba Republic Services, Inc. (Republic), in the amount of \$341,700. Founded in 1998 and headquartered in Phoenix, AZ, Republic provides solid waste collection recycling and disposal services. The Company serves customers across the US and Puerto Rico. Customers include residential and commercial clients including single and multi-family unit residences, small businesses, healthcare facilities, retail establishments and construction sites. The training outlined in this proposal will be provide to employees at 25 California locations across Los Angeles, Orange, San Bernardino, Imperial and San Diego counties.

Ms. Torres introduced Georgina Santelises, Human Resources Manager; Judith Kriegsman, President/CEO Judith's Training Services.

Ms. Roberts commented that it appeared the last Agreement wasn't very successful due to the HR manager leaving the company at a critical time during the last contract. Ms. Roberts wanted a further explanation as to why that last contract was not very successful.

Ms. Santelises responded that there was a reorganization of management; either because of turnover or because they were assigned to a different location. Ms. Santelises further commented that with the current proposed contract, they now have two people, herself and another person, in which all administrative duties will be funneled through in order for them to have better control and oversight over compliance and reporting to ETP.

Ms. Roberts is concerned that there are 25 locations in the current proposal. Ms. Roberts feels that 25 locations will require a lot of administrative duties, which may be difficult for two people to handle. Ms. Roberts would like them to succeed with this particular contract and advised them to utilize their consultant, as well as to reach out to ETP Staff, for assistance should they need it.

Mr. Tweini asked if they have any veterans improvement program and asked what they do to help the veterans.

Ms. Santelises responded that they do not have a specific program for veterans, but they do have a lot of veterans that work for the company. They attend job fairs to recruit veterans. Ms. Santelises further stated that corporate is in the process of developing a program specifically for veterans.

Ms. Newsom commented that she echoed the same concerns as the Vice Chair.

ACTION: Mr. Tweini moved and Ms. Newsom seconded the motion to approve the proposal for Consolidated Disposal Service, LLC dba Republic Services, Inc., in the amount of \$341,700.

Motion carried, 7 - 0.

Tab #14 – Dexcom, Inc.

Ms. Torres presented a proposal on behalf of Dexcom, Inc. (Dexcom), in the amount of \$427,648. Founded in 1999 and headquartered in San Diego, Dexcom provides diabetes care and management with its continuous glucose monitoring (CGM) technology to help patients and healthcare professionals better manage diabetes. Dexcom's CGM devices provide continuous insight into patients' glucose levels throughout the day. Unlike a blood glucose meter, which provides just a single glucose reading, CGM devices provide real-time dynamic glucose information every five minutes. The San Diego operations transfers, scales, and produces the latest technology with plans to maintain, grow and innovate within California as the adoption of CGM products continue to rise. Dexcom's customers include medical device distributors, hospitals, and doctors. Ultimately, Dexcom's CGM devices are used by patients to monitor and manage their diabetes.

Ms. Torres introduced Emer Higgins, Director of Manufacturing; Roya Howe, Senior Trainer; Jiwon Jeong, Director, Tax at Pricewaterhouse Coopers, LLP; Annie Rothschild, Senior Associate, Tax at Pricewaterhouse Coopers, LLC.

Ms. Newsom asked, since they were moving into a 7-day work schedule, whether the employees were going to get time off.

Ms. Higgins responded they are going to a 4/10 schedule in order for the employees to have a weekend day off.

Ms. Newsom asked if they were working more than 40 hours a week, and Ms. Higgins responded by stating they are currently working more like 60 hours a week.

Ms. Newsom commended and thanked them on their job creation component with hiring the 50 new employees without taking the wage deduction.

Ms. Higgins responded that on January 1, 2019, they are adding a blanket dollar to all employees in order to maintain the minimum wage. This will be exclusive of the March 1, 2019, annual increase.

Mr. Roberts thanked them on coming to ETP for their first contract, and wanted to confirm that PWC is not going to be doing any administration work for them.

Ms. Higgins confirmed that PWC will not be doing any administration work for them, and also stated that they have 20 trainers who will be doing the training for them. Ms. Higgins further confirmed that she worked at another company who had the same contract with ETP, so she is very familiar with the administration duties ETP requires.

ACTION: Mr. Tweini moved and Ms. Newsom seconded motion to approve the proposal for Dexcom, Inc., in the amount of \$427,648.

Motion carried, 7 - 0.

Tab #15 – Analog Devices, Inc.

Ms. Nastari presented a proposal on behalf of Analog Devices, Inc. (Analog), in the amount of \$256,620. Established in 1965, Analog is a semiconductor manufacturer specializing in data conversion and signal processing technology. Clients are from a variety of industries including; cellular phone companies, computer manufacturers, automotive, consumer electronics, military and aerospace. Analog has two California locations. Training will occur at its Milpitas site. This is Analog's first ETP Agreement. Analog is eligible for ETP funding consideration at a Priority Industry reimbursement rate as a Manufacturer.

In 2018, Analog acquired Linear Technology and is in the process of merging the two companies. As a result, Analog requests ETP funds to assist with cross-training former Linear staff and the upgrade of staff's skills to help address company-wide consistency.

Ms. Nastari introduced Teresita Kuntz, Training/Lean Manufacturing Manager Government Programs.

Ms. Roberts confirmed with Ms. Nastari that Analog has not been before ETP prior to this meeting. Ms. Nastari responded that it was Linear who had the contract which is ending in October 2018.

ACTION: Ms. Roberts moved and Ms. Newsom seconded the motion for approval of the proposal for Analog Devices, Inc., in the amount of \$256,620.

Motion carried, 7 - 0.

Tab #16 – Applied Materials, Inc.

Ms. Nastari presented a proposal on behalf of Applied Materials, Inc. (Applied), in the amount of \$894,920. This proposal for Applied Materials, Inc., is designated a Critical Proposal by GO-Biz based on the Company's planned expansion, clean energy investment, and commitment to adding new jobs in California. Founded in 1967 and headquartered in Santa Clara, Applied uses nano manufacturing equipment, machines, and tools to make input products for semiconductor wafers and chips, flat panel displays, high density batteries, solar photovoltaic cells and modules and other electronics. "Nano manufacturing" is the production of ultra-small structures that includes the engineering of thin films on substrates for use in a variety of electronic products. Customers include Intel, Samsung, Panasonic, and Yingli.

Ms. Nastari introduced Mike Hill, Senior Director of Talent of Organizational Development; Phillip Herrera, Herrera & Company.

Mr. Tweini commended them on the proposal and their comprehensive program for veterans.

Ms. Roberts stated that this was a great contract.

Cheryl Akin thanked Mr. Hill for the company's expansion and hiring in California.

Ms. Newsom commended the company for high wages.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion for approval of the proposal for Applied Materials, Inc., in the amount of \$894,920.

Motion carried, 7 - 0.

Tab #17 – Gallo Cattle Company, A Limited Partnership dba Joseph Gallo Farms

Ms. Lazarewicz presented a proposal on behalf of Gallo Cattle Company, A Limited Partnership dba Joseph Gallo Farms (Gallo Cattle), in the amount of \$525,824. Founded in 1980 and located in Atwater, Gallo Cattle (www.josephfarms.com) is a natural cheese manufacturer. The Company has its own milking herd, and grows its own feed, giving it control over its product. Customers include grocery stores, food service distributors, large retail chains nationwide and Mexico. Training will take place at their Atwater location.

Ms. Lazarewicz introduced Jennifer Cargill, Vice President of Human Resources and Risk Management; Beth Ingle, BLI Co. (subcontractor).

Mr. Tweini asked if they have a veterans recruitment program.

Ms. Cargill said they do actively recruit and hire veterans. They also participate in a number of career fairs to hire veterans.

ACTION: Ms. Roberts moved and Ms. Bell seconded the motion for approval of the proposal for Gallo Cattle Company, A Limited Partnership dba Joseph Gallo Farms in the amount of 525,824.

Motion carried, 7 - 0.

Tab #18 – Ready Roast Nut Company, LLC

Ms. Lazarewicz presented a proposal on behalf of Ready Roast Nut Company, LLC (Ready Roast) in the amount of \$245,000. Founded in 2006 and headquartered in Madera, Ready Roast specializes in manufacturing roasted tree nuts and peanuts. Products include whole and sliced dry roasted, oil roasted, and seasoned nuts. The company has a specialty line which includes flours, butters, and pastes. Ready Road provides products and services to manufacturing companies in the dairy, snack, food, bakery, and confectionery industries. Customers include Nestle, Mars, Starbucks, Trader Joes, Costco, and Dove Chocolates. Training will be provided at the two Madera locations and the Hughson location.

Ms. Lazarewicz introduced Marisa Hernandez, Human Resources Manager; Tashiana Jackson, Project Manager CTI.

Ms. Bell asked how they plan to hire the 100 new employees: where are they going to get them, and if they will be hired on a temporary or permanent basis.

Ms. Hernandez responded that they do both temp and permanent, it really depends on what the need is from their client, which varies from week to week. She also works with the Madera Workforce to hire veterans and people that have been out of work for six months or more.

Mr. Tweini commented that he was pleased with the hiring of veterans and to continue doing what they are doing.

Ms. Roberts asked if they do almond butter exclusively.

Ms. Hernandez responded that the company has its own product line, which is carried at Target and Amazon. They also do almond butter for Trader Joe's.

Ms. Roberts asked if they had anything under their own label. Ms. Hernandez stated that it's called Naturally More, which Amazon and Target now carry.

Ms. Newsom asked about the wage range that begin at \$12/hour up to \$90/hour. Ms. Newsom asked how many workers are at the low wage range, and how many workers are at the high wage range.

Ms. Hernandez responded that about half of their employees are at the low wage range, because they have a lot of general labor positions. For those employees who want to move up within the company, they have individuals come in and teach them about leadership and other things, so they can earn move into the higher wage range. They like to promote within the company first. For the temp employees their wage is minimum wage.

Ms. Bell asked if the temps become permanent do they receive the wage increase. Ms. Bell also inquired about when the workers receive benefits.

Ms. Hernandez responded that once they are put on permanent status, they automatically get bumped up on the wage scale. This usually takes about six months. Employees receive benefits after 30 days and 401K after 90 days.

ACTION: Mr. Smiles moved and Ms. Roberts seconded the motion for approval of The proposal for Ready Roast Nut Company, LLC in the amount of \$245,000.

Motion carried, 7 – 0.

Tab #19 – The Wine Group, Inc. (PULLED)

Tab #20 – Walter Anderson Plumbing, Inc., dba Anderson Plumbing Heating & Air Conditioning, Inc.

Ms. Lazarewicz presented a proposal on behalf of Walter Anderson Plumbing, Inc., dba Anderson Plumbing Heating & Air Conditioning, Inc. (Anderson PHA) in the amount of \$696,800. Founded in 1978 and headquartered in El Cajon, Anderson PHA installs, repairs and services HVAC systems and plumbing to residential homes in San Diego, Imperial,

Orange, and Riverside counties. This will be Anderson PHA's second ETP Agreement, its second in the last five years.

In its first project Anderson PHA focused on training its staff in Business Skills to facilitate improved communication, customer service and team work. It also focused on Communication Skills, Computer Skills and Commercial Skills. Moving forward, this new project will focus highly on commercial skills for staff including new technologies, new product lines and skills upgrades for lower skilled staff. Trainees will not receive duplicative training provided in the last ETP project.

Ms. Lazarewicz introduced Mary Jean Anderson, Owner/President; Jill Meeuwsen, Synergy Management Consultants (subcontractor).

Ms. Nickelson, one of Ms. Anderson's employees, spoke briefly about how the ETP funding for training has changed her life as well as her kids.

Ms. Roberts thanked Ms. Nickelson for sharing her story with the Panel and is glad that she came and spoke today.

Mr. Tweini thanked Ms. Anderson for all the company does for veterans as well as women in the trade. Mr. Tweini stated he represents skilled trade workers through the Cal State System and they are encouraging women to enter into these programs.

Ms. Newsom also thanked Ms. Nickelson for sharing her story. Additionally, Ms. Newsom stated a concern with Job #3, in which the veteran job creation and wages appear significantly lower than Job #1, and Ms. Newsom requested an explanation as to why this would be.

Ms. Meeuwsen responded by saying that these veterans will have no experience in the HVAC industry, and the company trains these employees from the ground up. Ms. Meeuwsen also stated that within 90 days, these employees will be in their own truck making over \$20/hour.

Ms. Bell wanted clarification, and asked specifically what the exact dollar amount is after the 90 days of training.

Ms. Anderson stated that it is \$22/hour, plus they receive SPIFFS for certain things they do.

Ms. Roberts asked about the amount they are requesting in this proposal, as compared to their previous contract, this proposal being almost double, which is in addition to their hiring new people.

Ms. Anderson responded by stating they pushed back growth because they do not have enough people. Ms. Anderson explained that the industry is in crisis, as they need people to work. As such, Ms. Anderson noted that they have started a new program which is not being done by any other competitor companies.

Ms. Meeuwsen stated that their first contract was right-sized, and that they significantly ran over the hours required in the contract.

Ms. Roberts is proposing a 10% reduction on this contract, to which Ms. Meeuwsen agreed to.

Ms. Newsom asked about the 15% turnover rate in the current proposal.

Ms. Meeuwsen stated that the 15% turnover rate is from the result of poaching.

Ms. Roberts reiterated her proposal of taking a 10% reduction with the caveat that if they do well, they can come back and request more funding.

Mr. Broad wanted to clarify that this was an actual motion from Ms. Roberts who indicated it was. Mr. Broad then asked for a second, which was provided and seconded by Ms. Bell

Ms. Newsom requested an amendment to the motion to approve this proposal with a reduction of 10%, by adding that the wage deduction for veterans be removed, but keeping the veteran reimbursement rate of \$26/hour.

Mr. Broad asked for clarification as to the post retention wage; specifically whether it would be \$17.03 for Job #3.

Ms. Newsom confirmed by stating that Job #3 would match Job #1 at \$17.03/hour.

Mr. Broad then restated the motion as amended; which is to approve the proposal, but with a reduction of the funding amount by 10%, and raising the post retention wage rate for veterans in Job #3 to \$17.03, keeping the veteran reimbursement rate of \$26/hour.

Amendment to the Motion was seconded by Ms. Roberts.

ACTION: Ms. Newsom moved and Mr. Tweini seconded an amended motion for approval of the proposal for Anderson PHA, with a reduction of the funding amount by 10%, making the new amount \$627,120; and raising the post retention wage rate for veterans in Job #3 to \$17.03, keeping the veteran reimbursement rate of \$26/hour.

Motion carried, 7 – 0.

Multiple Employer Contracts

Tab #21 – Hospitality Industry Training and Education Fund dba Hospitality Training Academy

Ms. Torres presented a proposal on behalf of Hospitality Industry Training and Education Fund dba Hospitality Training Academy (HTA) in the amount of \$97,973. Established in 2006, HTA is a 501(c)(3) non-profit institution and labor-management partnership/Taft-Hartley Fund that provides benefits to both contributing employers and members of the UNITE HERE Local 11 labor union.

HTA provides training for both new hires entering the hospitality sector and incumbent workers seeking promotions through improved job skills and work experience. HTA provides

classes for various hospitality and LAX airport positions, as well as ServSafe Food Handlers Certification and TIPS Alcohol Certification for incumbent workers.

Ms. Torres introduced Adine Forman, Executive Director; John Brauer, WED Executive Director.

Ms. Roberts commented she felt this should have been on the consent calendar.

There were no questions from the Panel.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for the approval of the proposal on behalf of Hospitality Industry Training and Education Fund dba Hospitality Training Academy in the amount of \$97,973.

Motion carried, 7 – 0.

Tab #22 – Managed Career Solutions, Spc.

Ms. Torres presented a proposal on behalf of Managed Career Solutions, Spc. (MCS) in the amount of \$295,939. Founded in 1987, MCS provides workforce development services in Los Angeles County. These services include outreach, intake, case management, job training and job placement for adults and dislocated workers, with priority service to veterans. The company assists in providing trainees with skills to help maintain gainful employment based on their education, work history and interest.

MCS also partners with Workforce Innovation and Opportunity Act to help provide supportive services to veterans and underserved adults. MCS operates comprehensive one-stop employment centers, known as American Job Centers of California for the City and County of Los Angeles. These supportive services provide for child care, transportation, assistance, and additional costs necessary for training such as uniforms, supplies, and books.

Ms. Torres introduced Philip Starr, PsyD, Executive Director; Antony Jacobo, Career Coach/Job Developer – Veterans.

Mr. Broad asked whether trainees receive a guard card after training.

Mr. Jacobo stated yes they do, in addition to getting the 40 hours, CPR training – AED, firearms training, pepper spray training, baton, and executive fundamentals.

Mr. Broad asked if they were all armed.

Mr. Jacobo confirmed they were and they also receive SB 1626 so they can work on school campuses.

Ms. Roberts thanked them again for coming back.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for the approval of the proposal on behalf of Managed Career Solutions, Spc., in the amount of \$295,939

Motion carried, 7 – 0.

Tab #23 – NTMA Training Centers of Southern California

Ms. Torres presented a proposal on behalf of NTMA Training Centers of Southern California (NTMA) in the amount of \$1,799,244. The Los Angeles Chapter of the National Tooling and Machining Association trains for the machining industry in Southern California. NTMA was founded in 1968 and is headquartered in Santa Fe Springs, with training campuses located in Santa Fe Springs and Ontario. This will be NTMA's 36th ETP Agreement, the fifth in the last years.

NTMA prepares students for lifelong careers in the machining, tooling, metal-working and manufacturing industries. NTMA serves small to medium-sized machine shop employers that design and manufacture special tools, machines, dies, jigs, fixtures, gauges and precision-machined parts. These companies need skilled workers to remain competitive with cutting edge industry demands and to prepare workers to progress toward a high performance due to ongoing advanced technological changes in the metal industry.

Ms. Torres introduced Norma Meza, Executive Director of Financial Aid and ETP Administration Office.

Mr. Tweini wanted to thank her for all the work they do for the veterans.

ACTION: Ms. Roberts moved and Mr. Smiles seconded the motion for the approval of the Proposal of NTMA Training Centers of Southern California in the amount of \$1,799,244.

Motion carried, 7 – 0.

Tab #24 – Saisoft Enterprises, Inc., dba Professional Career Development Center

Ms. Torres presented a proposal on behalf of Saisoft Enterprises, Inc., dba Professional Career Development Center (PCDC) in the amount of \$200,152. Founded in 2005, PCDC was recently acquired by Saisoft Enterprises, Inc., in 2018. The new company PCDC is an approved school by the Bureau for Private Postsecondary Education that provides training programs in allied healthcare careers: Certified Nursing Assistant (CNA), Home Health Aide (HHA) and Nursing Informatics. PCDC has a placement rate of 97% for graduates in the CNA and HHA training programs.

Since 2003, Saisoft Enterprises, Inc., has provided ETP funded training as a training provider in over 15 ETP contracts. However, this will be PCDC's first ETP Agreement.

Ms. Torres introduced A.K. Thakore, President/Chief Executive Officer; Preeti Thakore, Admissions Director.

Ms. Roberts commented she appreciated them coming back.

Mr. Tweini asked about their work with veterans.

Mr. Thakore stated that one of their program directors is a former army medic and veteran himself. Through him, they are extending their outreach program to the community. To date, they have not recruited anyone, but will continue in their efforts to do so.

ACTION: Ms. Roberts moved and Ms. Newsom seconded the motion for the approval of the proposal of Saisoft Enterprises, Inc., dba Professional Career Development Center in the amount of \$200,152.

Motion carried, 7 – 0.

Tab #25 – United Association Local 250 Steamfitters

Ms. Torres presented a proposal on behalf of United Association Local 250 Steamfitters (UA Steamfitters), in the amount of \$583,300. UA Steamfitters was created in 1945 by Local 250 and contractors in the industry. The UA Steamfitters is governed by a Board of Trustees and management members, and is a joint effort of the United Association Local 250 Steamfitters. The UA Steamfitters is located in Gardena and currently trains approximately 484 Apprentices and 3,000 Journeymen in Los Angeles area.

The UA Steamfitters provides training for Apprentices and Journeymen who primarily work in Oil refineries in Southern California. Major refineries include Chevron, USA El Segundo, Tesoro Refining & Marketing Company, PBF Energy Torrance, Phillips 66 Wilmington, Tesoro Refining & Marketing Company, Wilmington Refinery and Valerio Wilmington Asphalt Refinery.

Ms. Torres introduced Bill Wood, Training Director; Oscar Meier, Los Angeles Unified School District.

Ms. Newsom and Mr. Tweini asked that Mr. Wood speak about their veterans and piping program. It is one of the best.

Mr. Wood stated that they go through 18 weeks of training, which could take place anywhere, they learn how to weld. After this 18 week program they can be placed in any apprenticeship program in the nation. They get credit for 2 years and 270 hours.

ACTION: Ms. Roberts moved and Ms. Newsom seconded the motion for the approval of the proposal of United Association Local 250 Steamfitters in the amount of \$585,300.

Motion carried, 7 – 0.

Tab #26 – Murrieta Chamber of Commerce

Ms. Torres presented a proposal on behalf of Murrieta Chamber of Commerce (Murrieta Chamber) in the amount of \$949,936. Founded in 1915 and located in Southwest Riverside County, the Murrieta Chamber is a nonprofit membership organization whose mission is to create and foster a sustainable business environment in the Murrieta area through networking, promotion and advocacy, and to assist small businesses to grow and achieve their goals through education and mentorship. The Murrieta Chamber works in partnership with City of Murrieta and with other Chambers in Southwest Riverside County that form the Southwest California Legislative Council.

Ms. Torres introduced Patrick Ellis, President/CEO; Deborah Almonte.

Mr. Tweini commented that they reach out to the veterans.

Mr. Ellis stated that they work closely with Veterans Business Action Committee (VBAC) to help recruit and train and get the veterans back out in the workforce.

ACTION: Mr. Smiles moved and Ms. Roberts seconded the motion for the approval of the proposal of Murrieta Chamber of Commerce in the amount of \$949,936.

Motion carried, 7 – 0.

Tab #27 – Orange County Electrical Joint Apprenticeship and Training Trust Fund

Ms. Torres presented a proposal on behalf of Orange County Electrical Joint Apprenticeship and Training Trust Fund (OCETT) in the amount of \$940,064. Created in 1950 OCETT is administered jointly between the Orange County Chapter of the National Electrical Contractors Association (NECA) and the International Brotherhood of Electrical Workers (IBEW) Local 441. The trust is located in Santa Ana. Its mission is to provide up-to-date industry skills training and secure high-quality job opportunities for Journeymen and Apprentices and Pre-Apprentices in four electrical occupations.

Ms. Torres introduced David Lawhorn, Training Director; Jan Borunda, Cal Labor.

Mr. Tweini commended them on veterans post retention wages.

ACTION: Mr. Tweini moved and Ms. Newsom seconded the motion for the approval of the proposal of Orange County Electrical Joint Apprenticeship and Training Trust Fund in the amount of \$940,064.

Motion carried, 7 – 0.

Tab #28 – San Francisco Electrical Industry Apprenticeship and Training Trust

Ms. Nastari presented a proposal on behalf of San Francisco Electrical Industry Apprenticeship and Training Trust (SF Electrical JATT) in the amount of \$949,980. Established in 1962, SF Electrical JATT is a cooperative effort between the San Francisco Chapter of the National Electrical Contractors Association (NECA) and the International Brotherhood of Electrical Workers (IBEW Local Union 6. SF Electrical JATT serves approximately 410 Apprentices and 1,650 Journeymen. This is SF Electrical JATT's seventh ETP Agreement.

Ms. Nastari introduced Pete Chursin, Training Director; SFJATC; Jan Borunda, Cal Labor / ETP Coordinator.

There were no questions from the Panel.

ACTION: Ms. Roberts moved and Mr. Tweini seconded the motion for approval of the proposal for San Francisco Electrical Industry Apprenticeship and Training Trust in the amount of \$949,980.

Motion carried, 7 - 0.

Tab #29 – Santa Clara County Electrical Joint Apprenticeship and Training Committee

Ms. Nastari presented a proposal on behalf of Santa Clara County Electrical Joint Apprenticeship and Training Committee (Santa Clara JATC), in the amount of \$949,589. Santa Clara JATC was founded in 1958. The JATC is funded through collective bargaining between signatory employers of the National Electrical Contractors Association (NECA) and the International Brotherhood of Electrical Workers (IBEW) Local332.

Ms. Nastari introduced Robert Moreno, Training Director; SFJATC; Jan Borunda, Cal Labor / ETP Coordinator.

Ms. Newsom commented that there might be a need to include financial planning for apprentices.

Mr. Moreno agreed and indicated that it was started last year.

ACTION: Ms. Newsom moved and Mr. Tweini seconded the motion for approval of the proposal for Santa Clara County Electrical Joint Apprenticeship and Training Committee in the amount of \$949,589.

Motion carried, 7 - 0.

X. GENERAL PUBLIC COMMENT

Steve Duscha commented about his belief that there are significant inconsistencies between the way union and non-union building trades are treated. Mr. Duscha believes non-union applicants are being treated differently to the detriment of the union applicants. Mr. Duscha said he understands that these issues will be brought before the Panel Committee, and that he endorses such a process and looks forward to discussing these issues at that time.

XII. MEETING ADJOURNMENT

Meeting adjourned at 11:15 a.m.