

# **ANNUAL REPORT THE EMPLOYMENT TRAINING PANEL 2017-18**

“Securing California’s economy through employee advancement and customized worker training”

Barry Broad, Chairperson

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## **Letter from the Executive Director**

The Employment Training Panel (ETP) is pleased to present the Annual Report for 2017-18 which offers a year in review of our small agency with a big impact on California's economy. ETP plays a key role in funding training to ensure California employers have the support to hire, train, and retain highly skilled workers in order to be competitive in the global economy.

Consistent with the goals and objectives of ETP's Strategic Plan, working with its partners, ETP has made great strides to support high unemployment areas, apprenticeship training, veteran and disabled worker training, priority industries and small businesses - all areas of high economic impact.

With a high demand for rigorous apprenticeship training programs, ETP has expanded its apprenticeship training program since its inception in 2012. ETP has awarded nearly \$75 million in the last six years to serve 45,000 trainees. In the coming fiscal year,

ETP forecasts an increasing need for skilled workers and anticipates a large influx of apprenticeship contracts hitting record highs.

A large focus throughout the year has been to engage employers in high unemployment areas (HUAs) providing additional training funds to offset the economic lag in rural areas, primarily in the Central Valley. ETP has seen a \$5.2 million increase in funding and a 25 percent increase in approved contracts from the previous year, providing training for more than 16,000 trainees.

As an advocate for Small Businesses and Veteran Programs, ETP was recognized in 2017 with receipt of the State Agency Recognition Award for Most Notable Improvement for Small Business. ETP also partnered with the Department of Rehabilitation and California Labor and Workforce Development Agency in issuing a \$1.5 million grant for the 2018 Summer Training and Education Program for Students (STEPS) with disabilities. The STEPS grant was a huge success, awarding 6 workforce agencies funds to offer paid work experience and job training.

Looking forward to 2019, ETP has laid the foundation for program improvements and simplifications to the funding process through an approved purchase of a new management information system. This new system will enable ETP to more efficiently provide resources to California businesses.

ETP and its dedicated staff have had a successful year, full of growth and strides toward the execution of our vision. Moving forward, we will continue strengthening California's competitive economy through our partnerships with Business and Labor.

Stewart Knox,  
Executive Director

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A pdf version of this report and its accompanying appendices are available online at [Employment Training Panel](#)

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

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

- Attract and retain businesses contributing to a healthy California economy;
- Provide workers secure jobs paying good wages and having opportunities for advancement;
- Assist employers to successfully compete in the global economy;
- Promote benefits and ongoing investment of employee training among employers.

## A Brief History

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

ETP is governed by an eight-member panel: three governor appointees, two Speaker of the Assembly appointees, two Senate pro Tempore appointees, and an ex-officio member representing the Governor's Office of Business and Economic Development (GO-BIZ). Panel members represent the interests of labor, employers, and the public. The Panel meets regularly to review and approve training contracts in accordance with statutory standards for eligibility and performance.

ETP was created in 1982 with the mandate of addressing the large displacement of workers resulting from a series of plant closures – by moving the unemployed quickly into jobs, and saving jobs of workers threatened with displacement. Though the program has expanded to benefit the overall California economy, the Panel continues to operate under its initial legislative mandate to promote a healthy labor market, with an emphasis on helping businesses overcome the challenge of out-of-state and international competition. The Panel is successful because its program responds to changes in economic conditions and workforce needs. For three decades, the Panel has supported California's workers and employers, providing approximately \$1.58 billion for the successful training and employment retention of over 1.2 million workers employed by over 83,959 California businesses.

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

## 6 Goals and Objectives:

- 1 Enhance Visibility
- 2 Target Priority Industries
- 3 Support Small Businesses
- 4 Support the Governor's Initiatives
- 5 Enhance Impact on Job Creation and Retention
- 6 Increase Efficiency and Effectiveness of the ETP Program

## ETP Highlights and History

1982 – ETP created to assist displaced workers

1988 – Enrolled 1% of California's workforce

1994 – SET Project – Special Employment Training Program Created

2001 – Permanent Program- ETP becomes a permanent program

2005 \$1Billion – ETP approved more than \$1 Billion in training funding since 1982

2011 - \$3M Job Creation – Re-trainee Contracts totaling \$3 million approved for new jobs

2017 – Today: Focus on process efficiency 2017-18

1

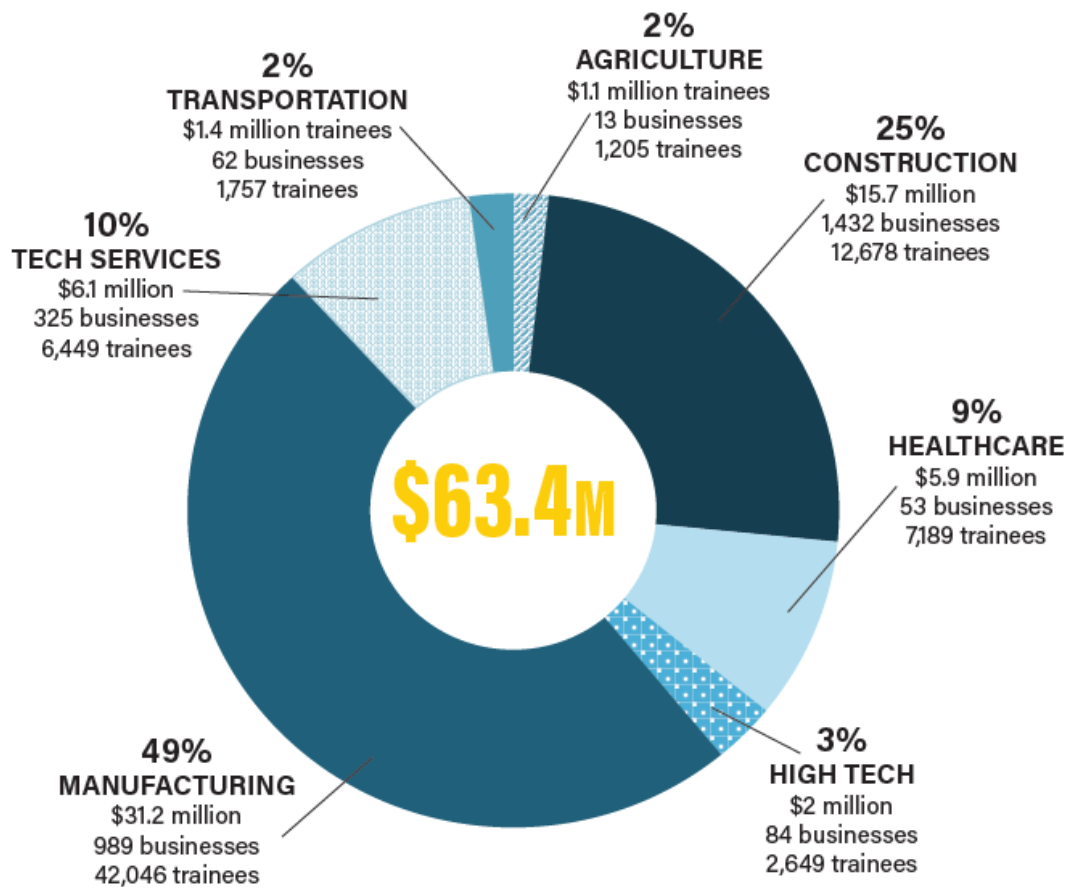
## 2018-19 Strategic Plan

ETP's Strategic Plan is updated annually based on assessments of California's economy and outlines corresponding goals and objectives for the year.

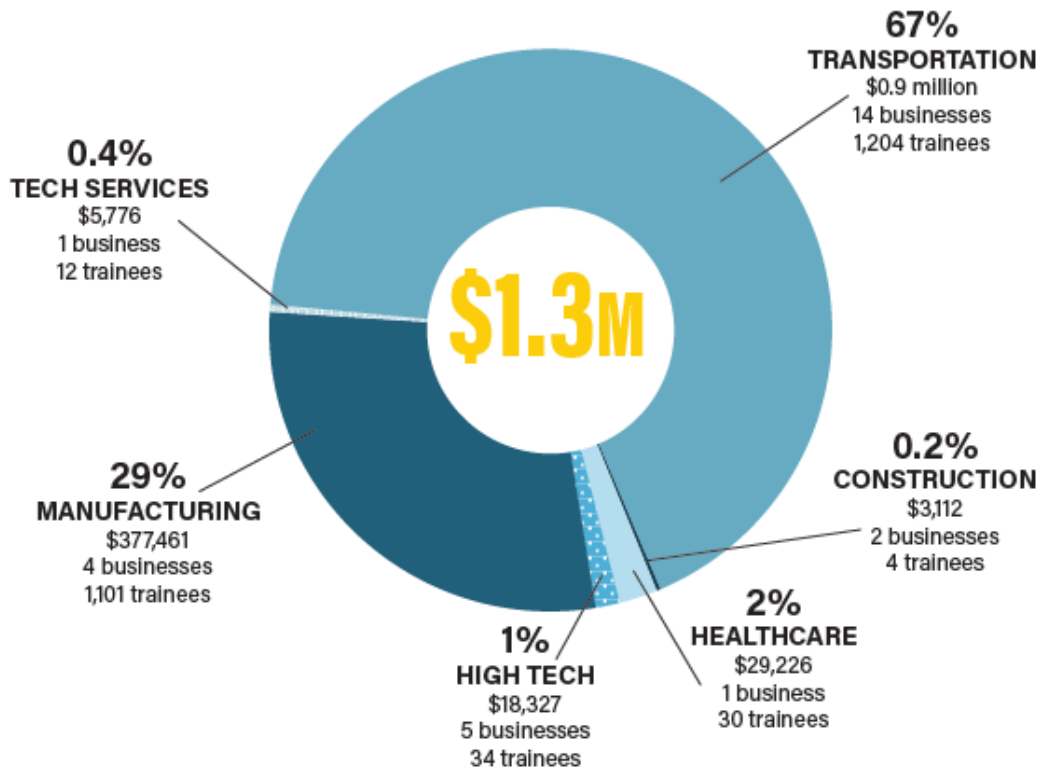


## Priority Industries

Core Funded Contracts \$63.4 Million



## Alternative Funded Contracts \$1.3 Million



## Our Partners

Utilizing vital state partnerships for alternative sources of funding enables ETP to respond to continued demand for workforce training. These critical partnerships strengthen the Panel's ability to respond to developing workforce needs.

- CALIFORNIA COMMUNITY COLLEGES CHANCELLOR'S OFFICE
- CALIFORNIA DEPARTMENT OF INDUSTRIAL RELATIONS
- CALIFORNIA DEPARTMENT OF REHABILITATION
- DIVISION OF APPRENTICESHIP STANDARDS
- CALIFORNIA ENERGY COMMISSION
- CALIFORNIA INNOVATION HUB
- CALIFORNIA WORKFORCE DEVELOPMENT BOARD
- EMPLOYMENT DEVELOPMENT DEPARTMENT
- GOVERNOR'S OFFICE OF BUSINESS AND ECONOMIC DEVELOPMENT (GO-Biz)
- LABOR AND WORKFORCE DEVELOPMENT AGENCY



## 2017-18 Notable Achievements

### Notable Achievements

On November 13, 2017, the Department of General Services (DGS) presented ETP with the 2017 State Agency Recognition Award for Most Improved Small Business Participation for a small agency (\$250,000 to \$2 million). DGS recognizes outstanding achievement by state agencies and advocates in furthering small business and disabled veteran business enterprise contracting participation.

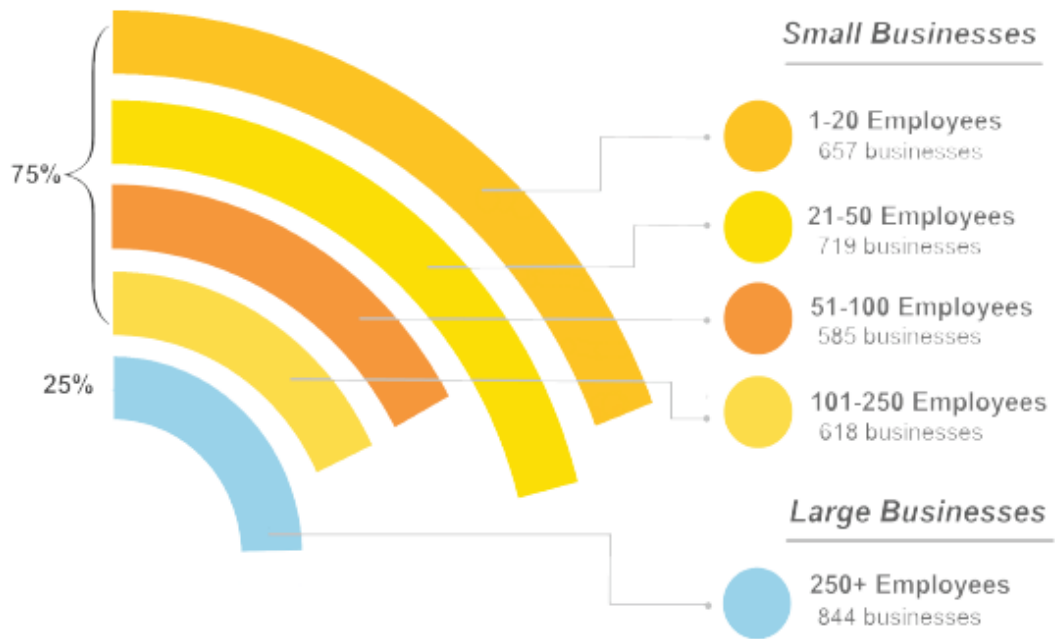
ETP procured 94 percent of its contracts with small businesses, which was a 63 percent notable increase from the previous fiscal year. ETP was proud to accept this award along with being named an "Agency of the Year Finalist" for furthering the "Best Practice" activities for Small Business and Disabled Veteran Business Enterprises.



### Small Business

ETP also provided essential resources for small businesses who may not have the ability to provide training to their workers. During the 2017-18 fiscal year, small businesses made up 75 percent of the core funded contracts. ETP's Small Business Program provides higher training reimbursement rates for businesses with 100 or fewer employees in California. Small Businesses can contract directly with ETP or participate in a Multiple Employer Contract (MEC), reducing the employers' cost of administration.

## CORE FUNDED BUSINESSES BY SIZE -



**24.5K** TOTAL  
TRAINEES

**2.5K** TOTAL  
BUSINESSES

# 2018 STEPS GRANT AWARDEES PROJECT

## STEPS Grant



STEPS Grant Awardees at Employment Training Panel, September 28, 2018.

In partnership with the Department of Rehabilitation and California Labor and Workforce Development Agency, ETP awarded \$1.5 million in grants to the 2018 Summer Training and Education Program for Students (STEPS).

This grant provides paid work experience, workplace readiness skills, and pre-vocational skills to students with disabilities, ages 16 to 21.

ETP is proud to help empower students with disabilities through job training and work experience leading to jobs and careers.

- \$250,000 Mother Load Workforce Development Board
- \$250,000 Northern Rural Training and Employment Consortium
- \$100,000 Richmond Workforce Development Board
- \$250,000 Sacramento Employment Training Agency Workforce Board
- \$350,000 San Joaquin County Workforce Development Board
- \$300,000 Verdugo Workforce Development Board

## Process Improvements

ETP received approval and is in the process of developing a new data management information system to improve program efficiencies and ensure comprehensive and seamless data collection and reporting. Consolidating business systems will also

increase the accuracy of reporting data. It will allow for the retirement of outdated systems no longer supported by industry, and provide a more efficient and user-friendly experience for both staff and customers.

To bring ETP's business processes into alignment with the demands of the current economy, and to better align ETP with programs offered through the Labor & Workforce Development Agency and other agencies, ETP is in the process of assessing its legislation and regulations with the goal of simplifying and modernizing the program.

A Panel Committee formed to aid in policy making has adapted new policies regarding the application of health benefits to meet the ETP required minimum wage; raised fixed-fee reimbursement rates; simplified the Out-of-State Vendor and Out-of-State Training forms; refined policies surrounding repeat contractors; and relaxed restrictions on OSHA 10/30 training.

## **ETP Funding**

### **CORE PROGRAM FUNDING**

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

### **ALTERNATIVE FUNDING**

ETP uses alternative funding to support unique policy initiatives and reach public sector employers. ETP receives alternative funding from the California Energy Commission. Additionally, the Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) was created in FY 2009-10 under AB 118 to provide workforce training in alternative fuels and vehicle technologies.

*See previous Annual Reports for other Alternative Funding Sources and Programs. Alternative Funding allows ETP to serve public sector employers who do not pay ETT and are not eligible for core funding.*

## **Contract Activity**

ETP-funded training helps California's economic development through job sustainability and creation. It has also enabled large and small businesses to remain competitive.

**APPROVED CONTRACTS** – Contracts approved by Panel

**ONGOING CONTRACTS** - Contracts active and ongoing at the end of the fiscal year

**COMPLETED CONTRACTS** – Closed contracts which successfully trained and retained employees

## FUNDED CONTRACTS

CONTRACT TYPE	CONTRACTS	TRAINEES	AMOUNT
Core Approved	423	106,844	\$92,291,099 (approved)
Core Completed	406	92,359	\$76,329,174 (earned)
Core Ongoing	377	91,390	\$84,663,524 (approved)
Alternative Approved	2	790	\$965,450 (approved)
Alternative Completed	5	2,507	\$1,433,893 (earned)
Alternative Ongoing	1	434	\$749,952 (approved)
<b>Total</b>	<b>1,214</b>	<b>294,324</b>	<b>\$256,433,092</b>

### Fiscal Year 2017- 18 The Numbers Approved

- 425 Contracts
- 107,634 Total Approved Trainees
- \$219,427 Average Contract Value
- \$93.3 Million Total Approved Amount

### High Unemployment Areas (HUA)

The Panel targets training for workers in regions of the state with lagging economies and unemployment rates higher than the state average. During the 2017-18 fiscal year, over \$20.7 million was approved for training in high unemployment areas, providing training for over 25,000 workers.

Note: HUAs are defined as counties or sub-county areas with unemployment rates at least twenty-five percent higher than the State average, based on data from EDD's Labor Market Information Division.

### Pilots and Special Training Programs

In response to administrative and legislative priorities, the Panel implements Pilot Programs to test training models that support California's changing workforce needs; including Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP), Job Creation, Apprenticeship Training Program, and Veterans Training.

## **ARFVTP**

Administered by the Energy Commission, the Alternative and Renewable Fuel and Vehicle Technology Program is a workforce development and training program supporting the development and employment of renewable alternative fuels and clean vehicle technologies in the marketplace.

*August 2017 - El Camino College was awarded \$533,450 to train 470 workers in Clean Vehicle Technologies through the Energy Commission's Alternative Renewable Fuel and Vehicle Technology Program (ARFVTP). "This alternative fuel and vehicle funding contract allows El Camino College and its training partners to offer education, training and resources to increase employee's job skills in advanced transportation and clean technologies," said Eldon Davidson, director of the Center for Customized Training at El Camino College.*

## **JOB CREATION**

In the 2017-18 fiscal year, ETP supported job creation, funding projects with demonstrated investment in California's economy, including critical proposals developed in conjunction with GO-Biz. The Panel also prioritized projects developed under the "Retrainee – Job Creation" guidelines, which demonstrated a strong link to job creation and business expansion, including employer's investment in new workers, expanded or new facilities, new equipment, or other measurable investments in hiring of workers and expansion of California's workforce.

## **VETERANS/APPRENTICESHIP**

January 2018 - Studio Arts, Ltd. was awarded \$600,000 to support advanced training in the high demand industry of entertainment and technology. "Our focus at Studio Arts is to educate frontline artists, technicians and other workers keep up with new global trends in the fiercely competitive entertainment industry," said Eric Huelsman, president of Studio Arts, Ltd. "With these funds we will be able to train people for in-demand jobs that use these advanced technologies in film and television." This will help ensure competitive businesses and additional job creation.

"ETP funds are vital..."

## **APPRENTICESHIP**

Developed with input from key stakeholders, including the labor and apprenticeship communities, the Apprenticeship Training Program was designed to help alleviate the steady decline in state funds dedicated to the related and supplemental instruction (RSI) portion of an apprenticeship curriculum.

March 2018 – Northern California Elevator Industry Joint Apprenticeship and Training Committee Trust Fund to train 680 Apprenticeship and Journeymen mechanics. "We have doubled the number of our apprentices over the last three years to meet the high demand of our employers," said James Leonard. "ETP funds are vital in helping us update our program by adding training through computer simulations and virtual elevators."

## **VETERANS**

ETP's Veteran Training Program helps unemployed veterans and members of the National Guard obtain high-skilled, high-wage jobs in secure industries. Through participation in the Governor's Interagency Council on Veterans, ETP participates in statewide efforts to identify and prioritize the needs of veterans.

*September 2017 - Asian Neighborhood Design was awarded \$196,000 to train 46 workers in Construction and Green technology. Stewart Knox, the ETP's executive director stated, "Today's approved contracts include funding to help train individuals that face challenges and barriers to employment including at-risk youth, veterans, the formerly incarcerated, immigrants, and people with disabilities."*

## **Focus on the Future**

ETP's focus in the coming year:

- Improvements and simplification to its program
- Continue to support small businesses
- Continue to support and provide essential resources to meet the needs of California businesses
- Work with employers to understand future workforce needs

# ANNUAL REPORT APPENDICES 2017-18

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# APPROPRIATIONS AND EXPENDITURES

In FY 2017-18, the Employment Training Fund (ETF) received a Budget Act appropriation of \$81.1 million. The FY 2017-18 ETF collection was conservatively forecast at \$89.9 million. The actual ETF revenue collection of \$94.0 million was higher than the ETF revenue projection. After deducting administrative costs, pro rata, and prior year liabilities, ETP had over \$31.4 million to fund new core training contracts in FY 2017-18. The Panel expended all of these training funds by May 2018.

## CORE FUNDING - Appropriation and Expenditure Report FY 2017-18

Employment Training Fund (ETF)	\$81,149,000
EDD Tax Branch (ETT Collection)	<u>-\$6,082,000</u>
Total Appropriation to ETP:	\$75,067,000

### ETP Budget Authority:

Appropriation to ETP	\$75,067,000
Reinvested Funds (Provision 1)	\$3,000,494
Roll over Funds from Active Contracts	\$3,182,994
Allocation for employee compensation, staff benefits, pension contribution adjustment	<u>\$720,000</u>
Total Budget Authority for Fiscal Year 2017-18:	\$81,970,488

### ETP Expenditures:

Program Administration	\$13,448,300
EDD Support	\$241,883
Marketing and Research	\$106,710
Program Funds (new training contracts & prior year liabilities)	<u>\$68,173,595</u>
Total Expenditures for Fiscal Year 2017-18:	<u>\$81,970,488</u>

The available \$81.9 million in core funding for Fiscal Year 2017-18 was allocated by the Panel as follows:

- Program Funds: The Panel encumbered all available program funds (\$68.1 million) for training. Of this amount, \$36.7 million was used for prior-year contract liabilities

resulting from incremental funding and \$31.4 million was encumbered into new training contracts.

In order to maximize program funds, ETP incrementally encumbers training funds, initially encumbering about 38 percent of the contract amounts to cover first year costs and mitigate second year liabilities. Funding is disbursed over a two-year term per project.

- Program Administration: Approximately \$13.4 million was used for program administration costs, including EDD support.
- Marketing and Research: Approximately \$107,000 was used for used for a third-party program evaluation and strategic marketing efforts. These marketing efforts include event sponsorships and memberships that develop and maintain ETP's relationships with industry, labor, and other organizations.
- Pro Rata: Pro rata is taken out at the fund level. ETP incurred over \$970,903 for shared Pro Rata costs. Pro Rata costs are for services provided by departments and agencies such as the State Controller's Office and the Department of Finance.

# APPENDIX B-1

## COMPLETED CONTRACT DATA

### A. SUMMARY OF COMPLETED CONTRACTS

	<b>Core Funding</b>	<b>Alternative Funding</b>
<b>Number of Core Contracts</b>	406	5
<b>Amount Earned</b>	\$77.9 million	\$1.4 million
<b>Retained in Employment</b>	92,359	2,507
<b>Average Cost per Trainee</b>	\$843	\$572

### B. TRAINEES SERVED BY BUSINESS SIZE

The following tables identify completed contracts by business size. Note that small business is defined as employing 250 or fewer employees worldwide. The graphs and tables provide details on the number of trainees and dollars earned. Under Core Funding, 26 percent of retrainees and 80 percent of new hires were employed by small businesses. Under the Alternative Funding, 64 percent of all retrainees were employed by small businesses.

#### All Business Sizes:

**Core Funding:** 3,423 businesses

- 75 percent small businesses
- 25 percent large businesses

**Alternative Funding:** 35 businesses

- 15 percent small businesses
- 57 percent large businesses

#### Small Businesses:

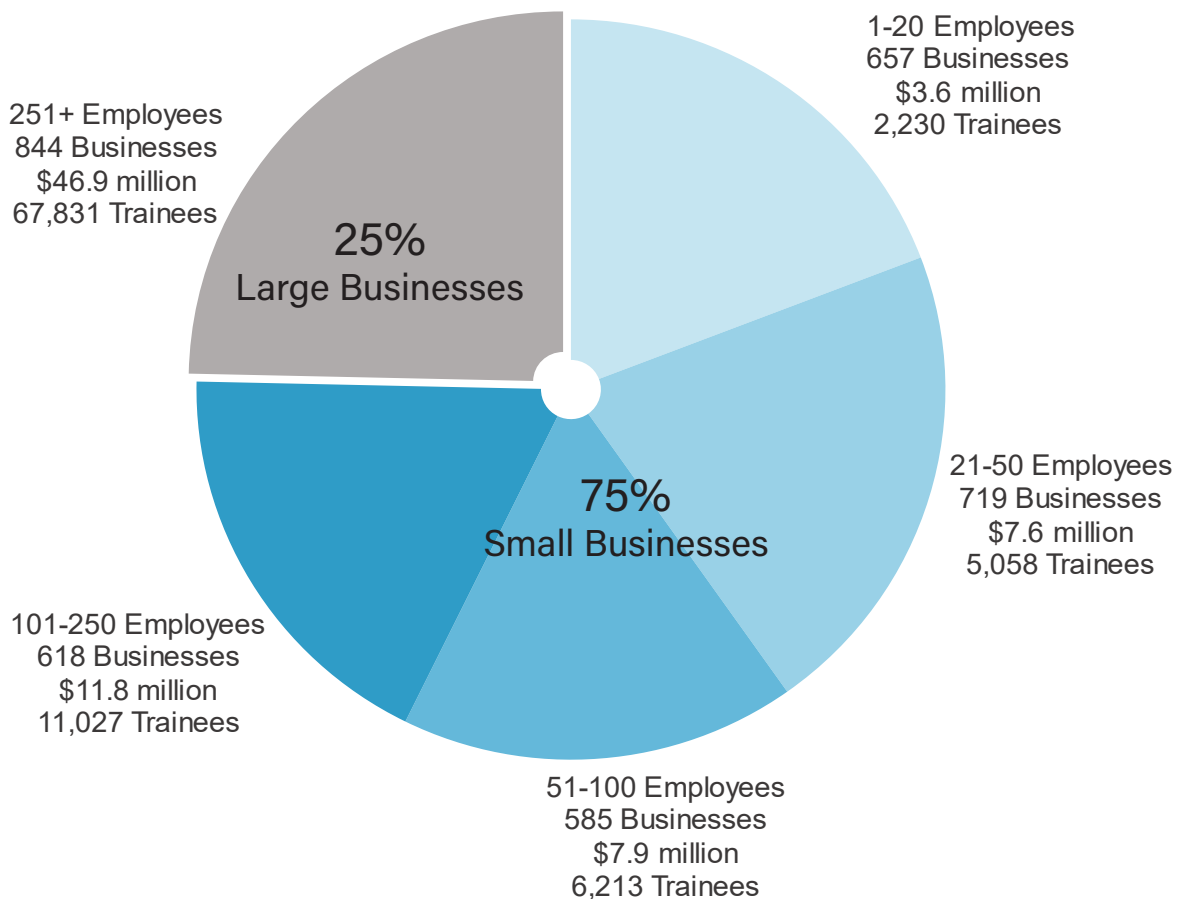
The Panel funds training for small business through both direct contracts with single employers and multiple-employer contracts (MECs), such as employer consortia or training agencies that train workers of multiple employers.

Core Funding: 170 small businesses served through direct contracts to provide training for 8,230 trainees; 2,409 small businesses were served through 68 MECs, providing training for 16,298 trainees.

Alternative Funding: 1 small business served through a direct contract to provide training for 3 trainees; 15 small businesses served through 2 MECs, providing training for 149 trainees.

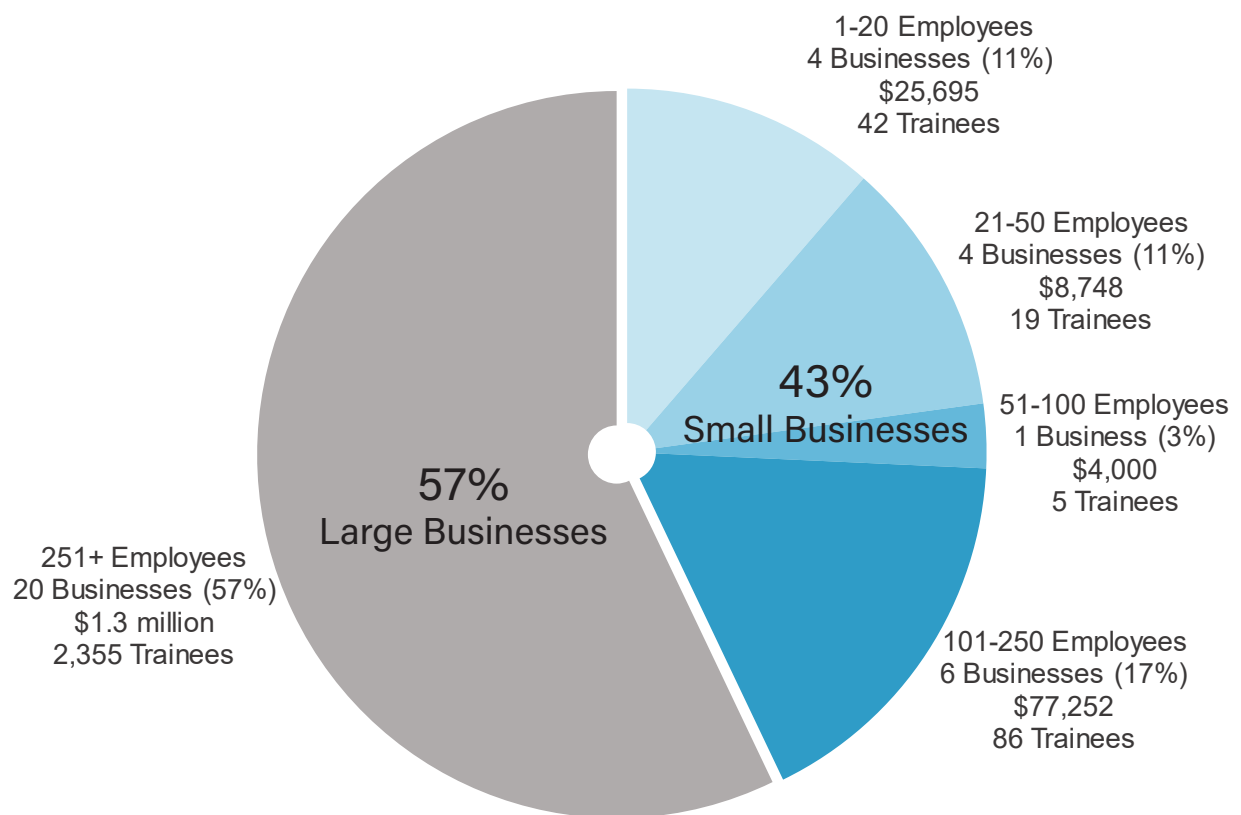
# CORE FUNDED CONTRACTS

Bus. Size	Retrainees	Retrainee \$ Earned	New Hires	New Hire \$ Earned	Total \$ Earned
1-20	2,169	\$3,321,785	61	\$282,486	\$3,604,271
21-50	5,026	\$7,434,993	32	\$162,235	\$7,597,228
51-100	6,098	\$7,330,306	115	\$580,156	\$7,910,462
101-250	10,975	\$11,571,499	52	\$251,675	\$11,823,174
251+	67,766	\$46,670,591	65	\$250,620	\$46,921,211
<b>Total</b>	<b>92,034</b>	<b>\$76,329,174</b>	<b>325</b>	<b>\$1,527,172</b>	<b>\$77,856,346</b>

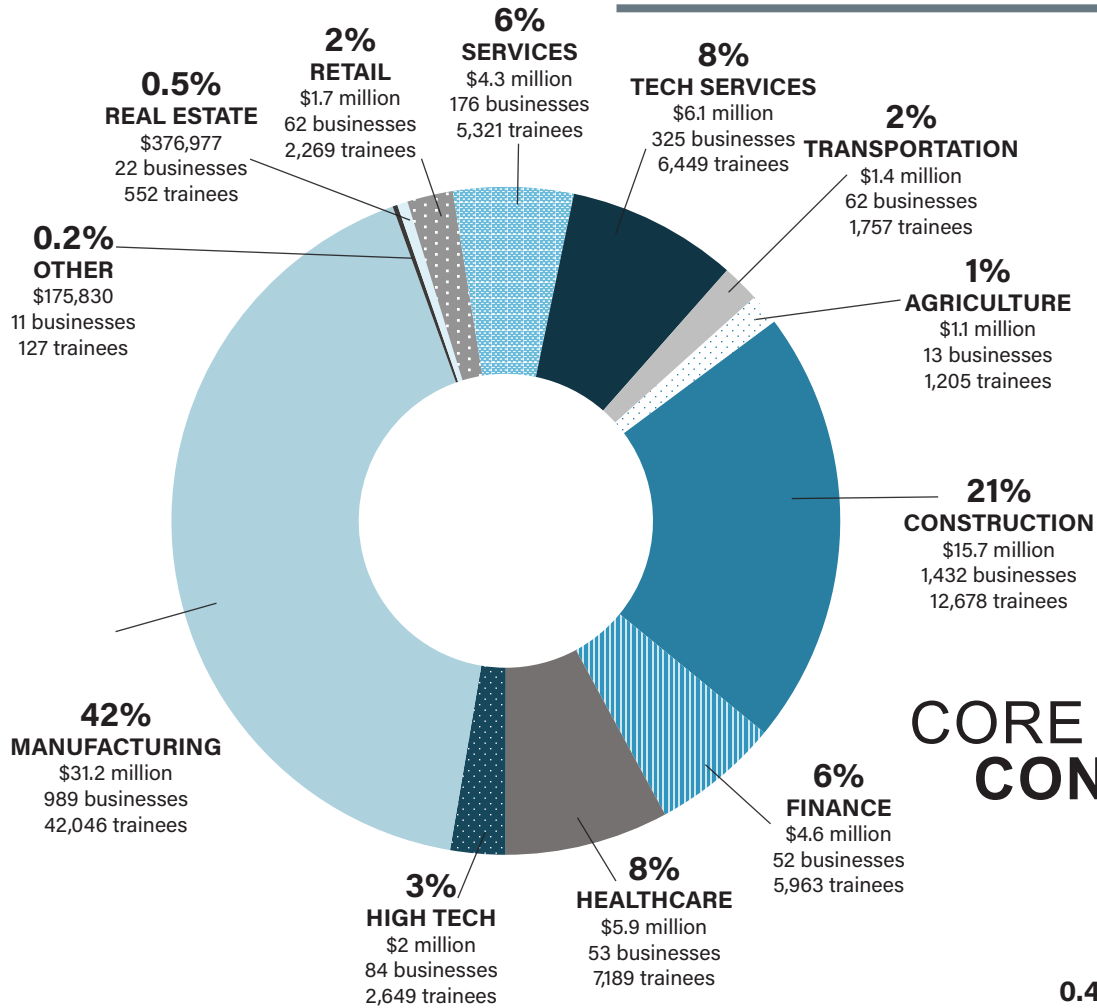


# ALTERNATIVE FUNDED CONTRACTS

Bus. Size	Retrainees	Retrainee \$ Earned	New Hires	New Hire \$ Earned	Total \$ Earned
1-20	42	\$25,695	0	\$0	\$25,695
21-50	19	\$8,748	0	\$0	\$8,748
51-100	5	\$4,000	0	\$0	\$4,000
101-250	86	\$77,252	0	\$0	\$77,252
251+	2355	\$1,318,198	0	\$0	\$1,318,198
<b>Total</b>	<b>2507</b>	<b>\$1,433,893</b>	<b>0</b>	<b>\$0</b>	<b>\$1,433,893</b>

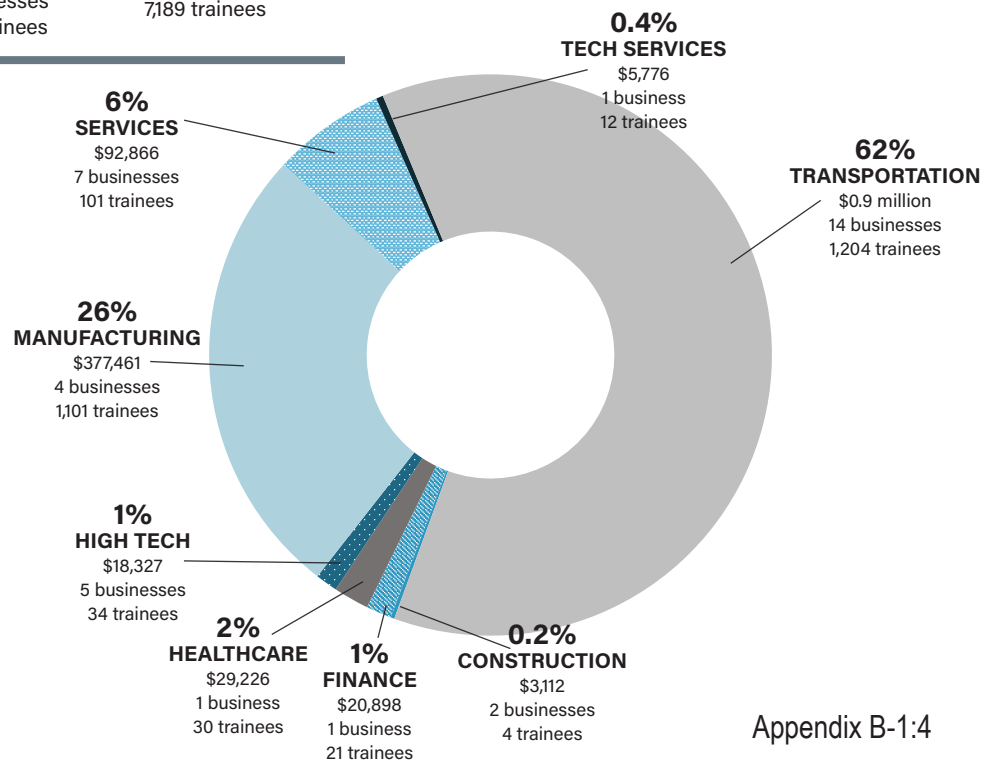


# C. TRAINING BY INDUSTRY



## CORE FUNDED CONTRACTS

## ALTERNATIVE FUNDED CONTRACTS

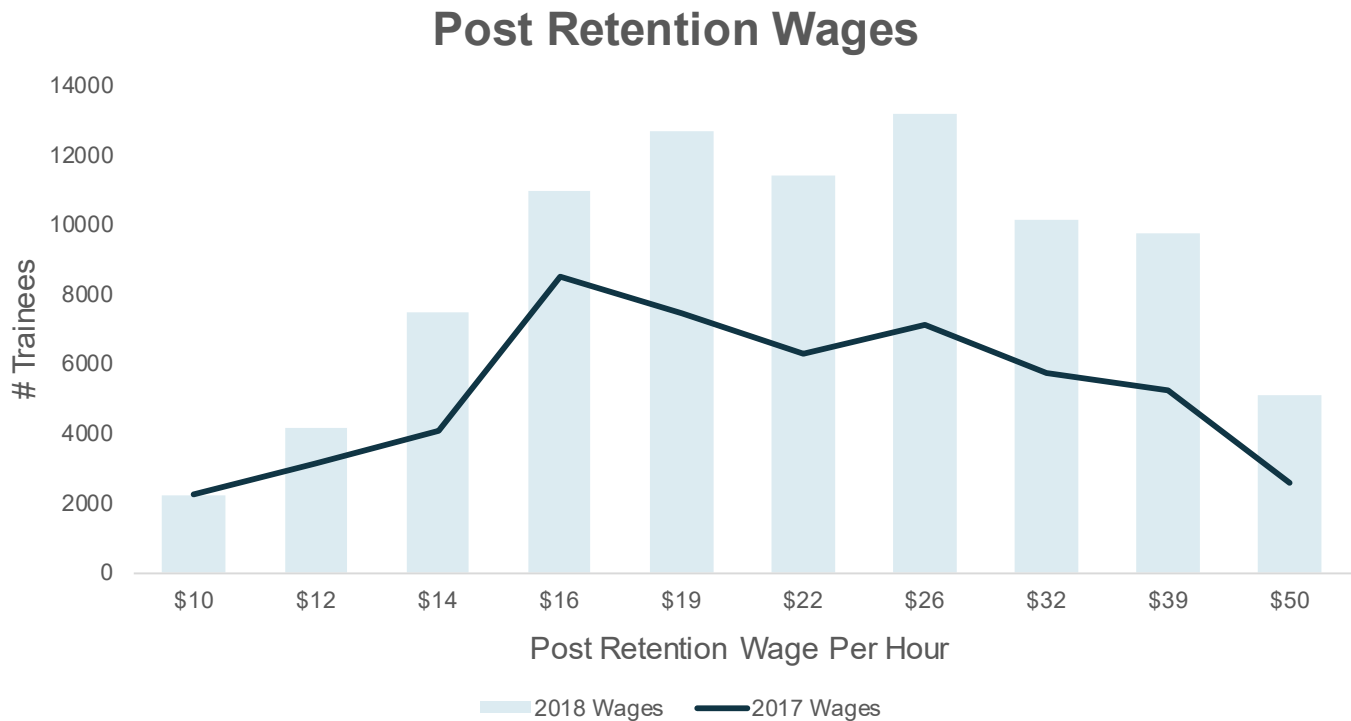


## D. TRAINEE WAGES

Among ETP core and alternative funding, the average post retention wage for 325 workers unemployed at the start of training (new hires) was \$18.72 per hour, \$5 per hour greater than last year. The average post-retention wage for 94,541 incumbent workers (retrainees) was \$31.20 per hour.

While ETP funds training for high-wage, high-skill jobs, it also funds training for lower wage workers to assist them in advancing to better paying, more secure jobs.

The graph below illustrates the distribution of trainee wages after training and retention in 2017 and 2018.

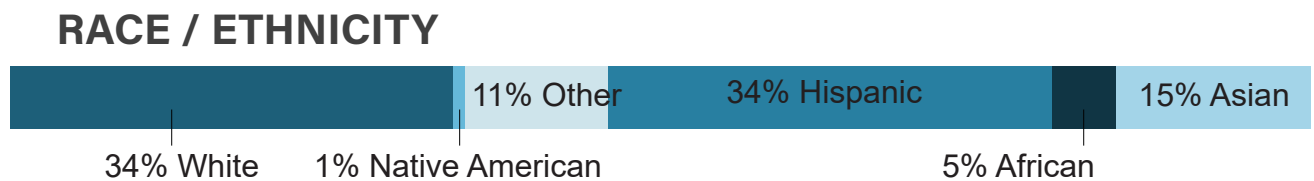
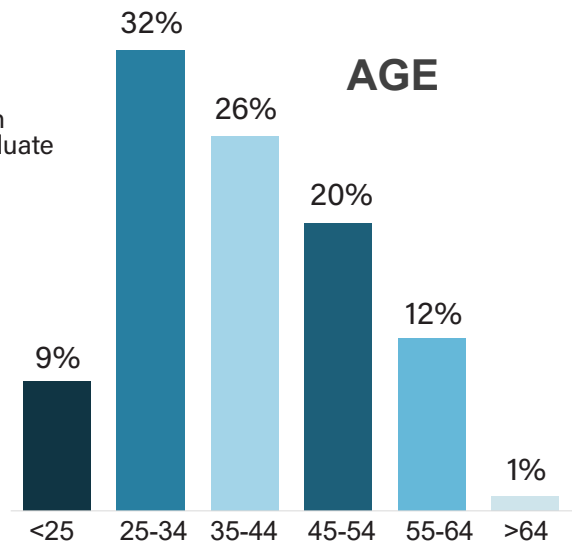
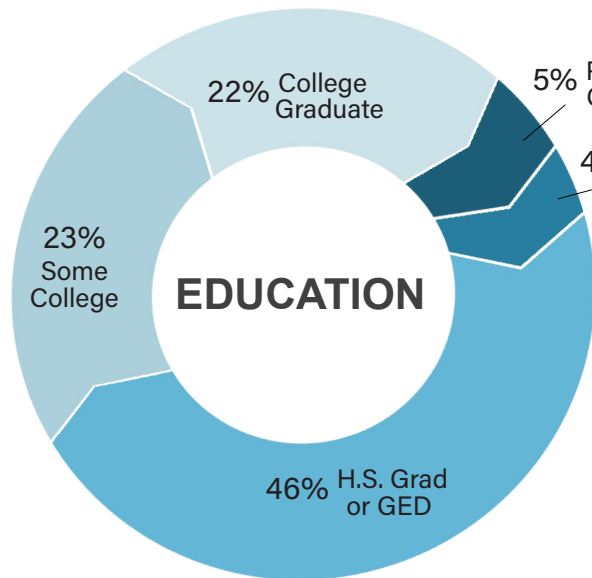


## E. LITERACY TRAINING

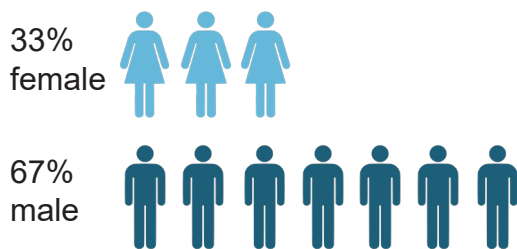
The Panel supports literacy training (reading, writing, language comprehension, math, and Vocational English as a Second Language) linked to job skills. Most literacy training was for frontline workers in manufacturing. Nine completed core contracts included literacy training for 241 trainees.

## F. TRAINEE DEMOGRAPHICS

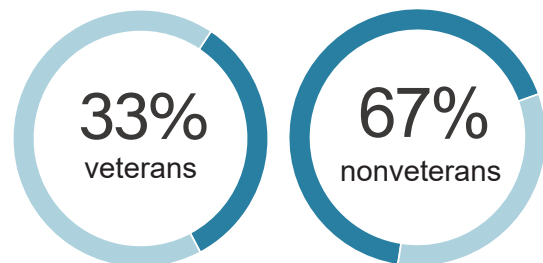
ETP trainee demographic characteristics have been reported for sex, age, education, ethnicity, and veterans.



### GENDER



### VETERANS



Note: This data is for Core and Alternative Funding Sources.  
Data for veterans is based on New Hires who specified a veteran status.



## G. LEVERAGING FUNDS THROUGH DISENCUMBERANCES

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

\* Unearned Alternative Funding for AB 118 can be reinvested into new training contracts within the term of the interagency agreement (3/24/2010 through 3/30/2019).

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

Panel actions to reduce disencumberances include:

- Limiting the number of training hours in projects;
- Requiring top management involvement in the contract process to insure company support for training; and,
- Early intervention in poorly performing projects through increased technical assistance, helping contractors be successful. If intervention is unsuccessful, the project is terminated, and funds are disencumbered and reinvested in new training projects.

In its earlier years, ETP incurred disencumberance rates at levels averaging 40 percent annually. However, through Panel administrative action described above, disencumberances have reduced significantly, evidenced by the low rate of 17 percent in all contracts completing and terminating.

APPENDIX B-2

**COMPLETED CORE FUNDING CONTRACTS  
FY 2017-18**

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
7TH INNING STRETCH LLC DBA STOCKTON PORTS	SAN JOAQUIN	12	Services	11	0	\$7,662	64%
90210 DESERT RESORTS MANAGEMENT CO LLC	RIVERSIDE	157,000	Services	1,120	0	\$425,575	100%
A TEICHERT & SON INC	MULTI	1,300	Construction	671	0	\$329,076	100%
AAA PLATING & INSPECTION INC	LOS ANGELES	117	Manufacturing	118	0	\$92,603	97%
ADVANCED MEDICAL MANAGEMENT INC	LOS ANGELES	95	Services	104	0	\$46,854	97%
AGATE GROUP	SACRAMENT O	18	Technical Services	11	0	\$14,514	36%
AHMC GREATER EL MONTE COMMUNITY HOSPITAL/DBA GREATER EL MONTE COMMUNITY	LOS ANGELES	6,500	Healthcare	160	0	\$194,633	53%
ALAMEDA COUNTY ELECTRICAL INDUSTRY APPRENTICESHIP AND TRAINING TRUST	ALAMEDA	MEC	Various	238	0	\$484,316	98%
ALEIA CORP DBA SURPLUS SERVICE	ALAMEDA	7	Wholesale Distribution	8	0	\$15,600	172%
ALHAMBRA HOSPITAL MEDICAL CENTER LP	LOS ANGELES	460	Healthcare	64	0	\$160,032	160%
ALL FAB PRECISION SHEETMETAL INC	SANTA CLARA	90	Manufacturing	51	0	\$49,033	79%
ALL FOREIGN & DOMESTIC BODY SHOP	SAN JOAQUIN	72	Services	67	0	\$84,889	89%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
ALLDATA LLC	SACRAMENT	70,000	Manufacturing	159	0	\$93,899	65%
ALLEN, HAIGHT & MONAGHAN LLP	ORANGE	13	Technical Services	12	0	\$9,724	100%
ALLIANT TECHSYSTEMS OPERATION LLC	MULTI COUNTIES	12,000	Manufacturing	156	0	\$67,472	32%
ALTA HOSPITALS SYSTEM LLC	LOS ANGELES	3,900	Healthcare	562	0	\$635,880	96%
AMERICAN FASTENERS CO LTD	RIVERSIDE	20	Manufacturing	11	0	\$5,744	32%
AMERICAN FINANCIAL NETWORK INC	MULTI COUNTIES	1,010	Finance	244	0	\$201,075	100%
AMERICAN FUNDS SERVICE CO	ORANGE	7,836	Finance	398	0	\$515,613	71%
AMERICAN INTERNATIONAL	LOS ANGELES	740	Manufacturing	278	0	\$79,589	26%
AMERIFLEX INC	RIVERSIDE	103	Manufacturing	4	0	\$3,459	9%
AMGEN INC	MULTI	16,325	Manufacturing	366	0	\$198,000	100%
ANNIE'S INC	ALAMEDA	30,371	Manufacturing	29	0	\$13,346	20%
ANRITSU COMPANY	SANTA	3,500	Manufacturing	153	0	\$60,160	35%
ANTHEM COMPANIES INC	MULTI	52,000	Finance	510	0	\$426,541	86%
APPLIED CERAMICS INC	ALAMEDA	150	Manufacturing	23	0	\$28,704	100%
APPLIED TECHNOLOGIES ASSOCIATES INC	SAN LUIS OBISPO	1,700	Manufacturing	222	0	\$246,781	83%
APPRENTICE & JOURNEYMEN TRAINING TRUST FUND OF THE SOUTHERN CA PLUMBING & PIPING INDUSTRY	MULTI COUNTIES	MEC	Various	712	0	\$949,221	100%
ARCHITECTS ORANGE	ORANGE	208	Technical Services	37	0	\$11,372	5%
ARIAT INTERNATIONAL INC	ALAMEDA	418	Manufacturing	203	0	\$143,644	36%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
ARLON GRAPHICS LLC	ORANGE	3,000	Manufacturing	184	0	\$198,050	88%
ARMANINO FOODS OF DISTINCTION INC	ALAMEDA	48	Manufacturing	19	0	\$10,950	60%
ARMSTRONG GARDEN CENTERS INC	MULTI COUNTIES	789	Agriculture	244	0	\$117,674	120%
ARO PISTACHIOS INC	TULARE	45	Agriculture	31	0	\$18,196	52%
ASC PROCESS SYSTEMS INC	LOS ANGELES	271	Manufacturing	164	0	\$97,827	55%
ASEPCO INC	SANTA	15	Manufacturing	9	0	\$2,818	11%
ASIAN NEIGHBORHOOD DESIGN INC	SAN FRANCISCO	MEC	Various	0	34	\$137,673	71%
ASSOCIATED MICROBREWERIES INC DBA KARL STRAUSS BREWING CO	SAN DIEGO	146	Manufacturing	81	0	\$52,380	100%
ASSURED PARTNERS OF CALIFORNIA INSURANCE SERVICES, LLC	SACRAMENTO	44	Finance	48	0	\$31,625	95%
ATS SYSTEMS	ORANGE	66	Manufacturing	27	0	\$49,140	100%
AUDENTES THERAPEUTICS INC	MULTI COUNTIES	66	Technical Services	73	0	\$411,528	100%
AXIS ENERGY PARTNERS LLC	SACRAMENTO	17	Manufacturing	1	0	\$1,560	5%
B & B PIPE AND TOOL CO	MULTI	46	Manufacturing	0	0	\$0	0%
B&B MFG CO	LOS	225	Manufacturing	137	0	\$109,980	100%
B/E AEROSPACE INC DBA TEKLAM	RIVERSIDE	9,000	Manufacturing	46	0	\$29,569	36%
BAE SYSTEMS SAN DIEGO SHIP REPAIR INC	SAN DIEGO	88,000	Manufacturing	1,303	0	\$739,026	89%
BAKER ELECTRIC INC	SAN DIEGO	1,300	Construction	43	0	\$16,128	100%
BALANCED BODY INC	SACRAMENTO	140	Manufacturing	10	0	\$3,577	6%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
BAY AREA COUNTIES ROOFING & WATERPROOFING INDUSTRY APPRENTICESHIP TRAINING FUND	MULTI COUNTIES	MEC	Various	265	0	\$299,250	100%
BAYCORR PACKAGING INC DBA HERITAGE PAPER	MULTI COUNTIES	185	Manufacturing	67	0	\$90,420	46%
BEACHBODY LLC	LOS	872	Services	475	0	\$216,126	89%
BELL BROTHER'S HEATING AND AIR INC	MULTI COUNTIES	173	Construction	235	0	\$495,459	88%
BELSHIRE ENVIRONMENTAL SERVICES INC	ORANGE	89	Transportation	69	0	\$53,997	96%
BERRETT-KOEHLER PUBLISHERS INC	ALAMEDA	30	Services	23	0	\$9,642	21%
BETH INCORPORATED DBA FIX AUTO	LOS ANGELES	35	Services	46	0	\$46,257	93%
BGI WORLDWIDE LOGISTICS INC	LOS ANGELES	27	Transportation	23	0	\$16,523	81%
BIG 5 SPORTING GOODS	LOS	4,000	Retail	852	0	\$202,966	57%
BIOMARIN PHARMACEUTICAL INC	MARIN	2,500	Manufacturing	1,246	0	\$843,300	100%
BLUE BOX OPCO LLC DBA INFANTINO	MULTI COUNTIES	52	Wholesale Distribution	44	0	\$15,499	86%
BOOTH RANCHES LLC	FRESNO	99	Agriculture	47	0	\$31,349	45%
BORAL ROOFING LLC	MULTI	9,000	Manufacturing	38	0	\$25,327	26%
BOUDREAU PIPELINE CORP	RIVERSIDE	266	Construction	177	0	\$94,847	51%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
BRAND CONSULTING GROUP LLC DBA BRAND COLLEGE	MULTI COUNTIES	MEC	Various	173	0	\$878,914	99%
BRICKLAYERS AND ALLIED CRAFTWORKERS LOCAL #4 CALIFORNIA JOINT APPRENTICESHIP COMMITTEE	MULTI COUNTIES	MEC	Various	63	0	\$98,098	99%
BRICKLEY CONSTRUCTION COMPANY INC DBA BRICKLEY ENVIRONMENTAL	SAN BERNARDINO	50	Services	48	0	\$98,297	151%
BRIGHTVIEW LANDSCAPE SERVICES INC	MULTI COUNTIES	22,000	Technical Services	193	0	\$87,064	40%
BSI SERVICES AND SOLUTIONS (WEST) INC	MULTI COUNTIES	120	Technical Services	39	0	\$8,916	27%
BUILDING SKILLS PARTNERSHIP	LOS ANGELES	MEC	Various	254	0	\$58,176	100%
BURR PILGER MAYER INC	MULTI COUNTIES	359	Technical Services	300	0	\$201,005	95%
BUTTE-GLENN COMMUNITY COLLEGE	BUTTE	MEC	Various	1,060	0	\$585,429	145%
C & H MACHINE INC	SAN DIEGO	53	Manufacturing	21	0	\$11,516	19%
C W DRIVER INC	MULTI	497	Construction	235	0	\$141,659	71%
CAL NET TECHNOLOGY GROUP	MULTI COUNTIES	105	Technical Services	0	0	\$0	0%
CALIFORNIA BOX CO	MULTI	202	Manufacturing	53	0	\$71,974	39%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
CALIFORNIA FIELD IRON WORKERS APPRENTICESHIP TRAINING AND JOURNEYMAN RETRAINING FUND - NO	MULTI COUNTIES	MEC	Various	498	0	\$518,825	100%
CALIFORNIA FIELD IRON WORKERS APPRENTICESHIP TRAINING AND JOURNEYMAN RETRAINING FUND - SO	MULTI COUNTIES	MEC	Various	508	0	\$511,010	100%
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION	SACRAMENT O	MEC	Various	1,229	0	\$1,199,737	100%
CALIFORNIA MFG TECHNOLOGY CONSULTING	LOS ANGELES	MEC	Various	986	0	\$1,199,745	100%
CALIFORNIA NEWSPAPERS	MULTI COUNTIES	2,943	Manufacturing	1,190	0	\$743,688	100%
CALIFORNIA QUALITY PLASTICS INC	SAN BERNARDINO	69	Manufacturing	13	0	\$33,800	86%
CALIFORNIA TOOLING & MACHINING APPRENTICESHIP ASSOCIATION	MULTI COUNTIES	MEC	Various	43	0	\$74,170	93%
CALIFORNIA WORKFORCE ASSOCIATION	MULTI COUNTIES	MEC	Various	904	0	\$916,396	97%
CALPIPE INDUSTRIES INC	MULTI	150	Manufacturing	62	0	\$70,986	71%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
CARPENTERS TRAINING COMMITTEE FOR NORTHERN CALIFORNIA	MULTI COUNTIES	MEC	Various	1,406	0	\$948,970	100%
CASEWORX INC	SAN BERNARDINO	42	Manufacturing	20	0	\$21,589	64%
CEPHEID	SANTA	1,560	Manufacturing	593	0	\$548,384	96%
CERTIFIED AVIATION SERVICES LLC	MULTI COUNTIES	240	Transportation	66	0	\$86,256	18%
CERTIFIED STAINLESS STEEL INC DBA WEST-MARK	MULTI COUNTIES	203	Manufacturing	197	0	\$327,598	96%
CHAFFEY COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	MEC	Various	754	0	\$483,754	86%
CHARLES E THOMAS COMPANY INC	LOS ANGELES	70	Construction	0	0	\$0	0%
CHEF WORKS INC	SAN DIEGO	210	Manufacturing	74	0	\$45,796	46%
CHOPRA ENTERPRISES LLC DBA THE CHOPRA CENTER	SAN DIEGO	78	Services	76	0	\$43,481	87%
CHROME COLLISION INC DBA FIX AUTO POWAY	SAN DIEGO	34	Services	28	0	\$22,828	65%
CICHON ACCURATE AUTO BODY INC DBA ACCURATE AUTO BODY	CONTRA COSTA	23	Services	12	0	\$10,983	60%
CITY AND COUNTY OF SAN FRANCISCO	SAN FRANCISCO	MEC	Various	0	113	\$514,476	100%
CITY OF RICHMOND WORKFORCE INVESTMENT BOARD	CONTRA COSTA	MEC	Various	0	25	\$123,680	97%
CLASSIC LITHO & DESIGN INC	LOS ANGELES	35	Manufacturing	5	0	\$7,800	16%



Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
CLIFTONLARSONALLEN, LLP	PLACER	209	Technical Services	101	0	\$51,620	30%
CLOROX CO	ALAMEDA	5,014	Manufacturing	750	0	\$311,334	66%
COCA-COLA REFRESHMENTS USA INC	LOS ANGELES	143,225	Manufacturing	370	0	\$186,465	52%
COHNREZNICK LLP	MULTI COUNTIES	2,506	Technical Services	106	0	\$57,426	58%
COMPREHENSIVE TRAINING SYSTEMS INC	SAN DIEGO	MEC	Various	0	36	\$192,558	77%
CONSOLIDATED DISPOSAL SERVICE (A REPUBLIC SERVICES CORPORATION FOR MANUFACTURING EXCELLENCE	MULTI COUNTIES	30,000	Services	826	0	\$341,332	134%
CORPORATION FOR MANUFACTURING EXCELLENCE	MULTI COUNTIES	MEC	Various	791	0	\$877,901	92%
COSTTREE LLC	SACRAMENT	10	Retail	0	0	\$0	0%
COVENANT CARE CALIFORNIA LLC	MULTI COUNTIES	6,601	Healthcare	773	0	\$509,555	68%
COX COMMUNICATIONS CALIFORNIA LLC DBA COX COMMUNICATIONS CALIFORNIA	MULTI COUNTIES	41,276	High Tech	497	0	\$356,448	78%
CUMMINS PACIFIC LLC	MULTI COUNTIES	61,000	Wholesale Distribution	151	0	\$99,000	100%
CURTIN MARITIME CORP	LOS	43	Transportation	27	0	\$32,668	66%
DANDELION CHOCOLATE	SAN FRANCISCO	59	Manufacturing	31	0	\$9,619	37%
DAUNTLESS INDUSTRIES INC DBA DAUNTLES MOLDS	LOS ANGELES	23	Manufacturing	19	0	\$95,680	200%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
DEL AMO CONSTRUCTION INC	LOS ANGELES	90	Construction	73	0	\$44,772	100%
DEMPSEY CONSTRUCTION INC	SAN DIEGO	30	Construction	35	0	\$17,265	85%
DENMAC INDUSTRIES INC	LOS	65	Manufacturing	52	0	\$45,445	91%
DENSO WIRELESS SYSTEMS AMERICA INC	SAN DIEGO	146,000	Manufacturing	0	0	\$0	0%
DIAMOND FOODS, LLC	SAN JOAQUIN	1,700	Manufacturing	680	0	\$401,110	92%
DISCOUNT TWO WAY	LOS	30	Retail	28	0	\$40,772	87%
DISTRICT COUNCIL 16 NORTHERN CALIFORNIA JOURNEYMEN AND APPRENTICE TRAINING TRUST FUND	MULTI COUNTIES	MEC	Various	640	0	\$904,707	95%
DIVERSIFIED COMMUNICATIONS SERVICES INC	ORANGE	75	Construction	60	0	\$73,415	147%
DOGEARED	LOS	108	Manufacturing	79	0	\$21,261	24%
DORFMAN-PACIFIC CO	SAN JOAQUIN	157	Retail	51	0	\$15,751	17%
DRAKE HAGLAN & ASSOCIATES INC	SACRAMENTO	37	Technical Services	21	0	\$17,134	41%
DREAMWORKS ANIMATION SKG INC	LOS ANGELES	2,135	High Tech	683	0	\$257,627	65%
DT MATTSON ENTERPRISES INC DBA PRO-LINE	RIVERSIDE	48	Manufacturing	26	0	\$39,780	100%
DUARTE NURSERY INC	STANISLAUS	490	Agriculture	186	0	\$162,486	49%
E & J GALLO WINERY A WHOLLY-OWNED SUBSIDIARY OF DRY CREEK CORP (GALLO)	MULTI COUNTIES	5,775	Manufacturing	613	0	\$740,000	100%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
E3 CALIFORNIA	SACRAMENTO	12	Technical Services	9	0	\$6,363	27%
ECONOMIC DEVELOPMENT COLLABORATIVE-VENTURA COUNTY	MULTI COUNTIES	MEC	Various	136	0	\$99,916	100%
EDWARDS LIFESCIENCES LLC	ORANGE	9,875	Manufacturing	766	0	\$353,401	75%
EL CLASIFICADO	MULTI	168	Manufacturing	121	0	\$99,400	100%
ELECTRONIC INTERFACE INC DBA APPLIED ENGINEERING INC	SANTA CLARA	50	Manufacturing	37	0	\$49,192	100%
EMPLOYERS GROUP	LOS	MEC	Various	1,451	0	\$779,098	145%
ESET LLC	SAN DIEGO	1,010	Technical Services	97	0	\$36,400	100%
ESTERLINE TECHNOLOGIES CORPORATION	MULTI COUNTIES	13,000	Manufacturing	538	0	\$324,470	74%
ESURANCE INSURANCE SERVICES INC A SUBSIDIARY OF THE ALLSTATE CORP	MULTI COUNTIES	38,343	Finance	301	0	\$164,589	80%
EVOLUTION FRESH INC	SAN BERNARDINO	143,000	Manufacturing	120	0	\$52,064	100%
F LOFRANO & SON INC	SAN FRANCISCO	74	Services	44	0	\$36,325	92%
FARMERS GROUP INC	MULTI	22,075	Finance	321	0	\$185,469	100%
FENDER MUSICAL INSTRUMENTS CORPORATION	MULTI COUNTIES	2,163	Manufacturing	184	0	\$171,657	34%
FILGER MFG	ORANGE	20	Manufacturing	14	0	\$8,434	38%
FORMFACTOR INC	ALAMEDA	1,500	Manufacturing	15	0	\$5,040	3%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
FOSTER POULTRY FARMS	MULTI	12,500	Manufacturing	590	0	\$201,850	81%
FOUR STAR MEAT	LOS	28	Manufacturing	31	0	\$43,680	100%
FOUR WHEEL CAMPERS INC	YOLO	77	Manufacturing	0	0	\$0	0%
FOWLER PACKING COMPANY INC	FRESNO	400	Agriculture	130	0	\$229,923	66%
FRESNO SURGERY CENTER LP DBA FRESNO SURGICAL HOSPITAL	FRESNO	251	Healthcare	265	0	\$229,920	100%
GENERAL MILLS OPERATIONS LLC	LOS ANGELES	43,000	Manufacturing	175	0	\$155,104	100%
GEORGIA PACIFIC CORRUGATED LLC	MADERA	35,000	Manufacturing	95	0	\$45,213	76%
GILIGIA COLLEGE	LOS	MEC	Various	47	0	\$215,296	423%
GIROUX GLASS INC	MULTI	148	Construction	68	0	\$69,583	73%
GKN AEROSPACE CHEM-TRONICS INC DBA ASTECH ENGINEERED	ORANGE	12,345	Manufacturing	36	0	\$14,694	3%
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CENTER	LOS ANGELES	MEC	Various	454	0	\$826,153	100%
GOLDEN STATE FOODS CORP	LOS ANGELES	5,000	Manufacturing	317	0	\$77,150	18%
GOODWEST RUBBER LININGS INCORPORATED DBA GOODWEST LININGS AND COATINGS	SAN BERNARDINO	48	Manufacturing	24	0	\$30,861	64%
GREATCALL INC	SAN DIEGO	925	High Tech	133	0	\$261,000	100%
GREATER OXNARD ECONOMIC DEVELOPMENT CORPORATION	VENTURA	MEC	Various	50	0	\$52,439	28%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
GREEN COMMUTER INC	LOS	5	Services	0	0	\$0	0%
GRIFOLS BIOLOGICALS	LOS	14,700	Manufacturing	485	0	\$216,000	100%
GRISWOLD CONTROLS	ORANGE	73	Manufacturing	21	0	\$17,602	26%
GROSSMONT CUYAMACA COMMUNITY COLLEGE DISTRICT	SAN DIEGO	MEC	Various	0	18	\$90,000	100%
GUCKENHEIMER ENTERPRISES INC	SAN MATEO	3,247	Services	0	0	\$0	0%
H M ELECTRONICS INC	MULTI	649	Manufacturing	478	0	\$271,188	77%
HASKELL & WHITE LLP	MULTI COUNTIES	59	Technical Services	50	0	\$49,324	100%
HEADWAY TECHNOLOGIES INC	SANTA CLARA	702	Manufacturing	472	0	\$432,596	75%
HILMAR CHEESE CO INC	MULTI	1,410	Manufacturing	593	0	\$387,000	100%
HI-TEMP INSULATION INC	VENTURA	450	Manufacturing	222	0	\$67,044	51%
HOMEBOY INDUSTRIES	LOS	295	Manufacturing	105	0	\$76,080	31%
HYDRO TEK SYSTEMS INC	SAN BERNARDINO	64	Manufacturing	14	0	\$15,357	55%
HYUNDAI CAPITAL AMERICA	ORANGE	80,000	Finance	279	0	\$177,702	35%
ILLUMINA INC	MULTI COUNTIES	4,237	Technical Services	789	0	\$314,585	55%
INFINITE ELECTRONICS,	ORANGE	96	Manufacturing	27	0	\$15,566	22%
INNOVATIVE MACHINING INC	SANTA CLARA	25	Manufacturing	9	0	\$19,604	100%
INSPEC TESTING INC	SAN DIEGO	49	Technical Services	27	0	\$39,533	97%
INTEGRATED MEDIA TECHNOLOGIES INC	LOS ANGELES	45	Technical Services	41	0	\$97,591	197%
INTERNATIONAL BUSINESS MACHINES	MULTI COUNTIES	300,000	Manufacturing	1,010	0	\$388,378	100%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
INTERNATIONAL TECHNOLOGIES & SYSTEMS CORPORATION DBA ITSCO	MULTI COUNTIES	100	Wholesale Distribution	38	0	\$30,511	63%
JATC OF THE PLUMBING & PIPE FITTING INDUSTRY OF SAN MATEO COUNTY	SAN MATEO	MEC	Various	152	0	\$353,061	91%
JOINT APPRENTICESHIP COMMITTEE OPERATING ENGINEERS, 46 NORTHERN COUNTIES IN	MULTI COUNTIES	MEC	Various	490	0	\$948,894	100%
JPMORGAN CHASE BANK	MULTI	221,257	Finance	1,214	0	\$374,850	100%
JSR MICRO INC	SANTA	171	Manufacturing	138	0	\$94,859	80%
K-1 PACKAGING GROUP	LOS	130	Manufacturing	51	0	\$86,529	145%
KARL STORZ ENDOSCOPY AMERICA INC	MULTI COUNTIES	7,198	Wholesale Distribution	400	0	\$237,602	47%
KARMA AUTOMOTIVE LLC	MULTI	262	Retail	478	0	\$624,930	75%
KEITHLY-WILLIAMS SEEDS INC	MULTI COUNTIES	150	Wholesale Distribution	15	0	\$5,137	10%
KERN COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	MEC	Various	1,166	14	\$605,536	64%
KITE PHARMA INC	LOS	116	Manufacturing	21	0	\$10,148	10%
KML ENTERPRISES INC DBA NEW HORIZONS COMPUTER LEARNING CENTERS OF SOUTHERN CALIFORNIA	ORANGE	MEC	Various	622	0	\$232,511	71%
KRC SAFETY CO INC	MULTI	95	Real Estate	73	0	\$40,124	74%
KRT MARKETING, INC	CONTRA COSTA	31	Technical Services	25	0	\$36,400	94%
L&S FRAMING INC	PLACER	250	Construction	226	0	\$171,828	96%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
L3 ELECTRON DEVICES, INC	LOS ANGELES	45,000	Manufacturing	351	0	\$349,500	100%
LA REINA INC	MULTI	432	Manufacturing	85	0	\$103,660	71%
LABEL IMPRESSIONS INC	ORANGE	51	Manufacturing	34	0	\$21,508	74%
LABORERS TRAINING AND RETRAINING TRUST FUND FOR SOUTHERN CALIFORNIA	MULTI COUNTIES	MEC	Various	866	0	\$490,565	100%
LAM RESEARCH CORPORATION	ALAMEDA	6,922	Manufacturing	113	0	\$39,519	81%
LANCE CAMPER MFG CORP	LOS ANGELES	462	Manufacturing	298	0	\$113,971	23%
LE TOTE INC	ALAMEDA	230	High Tech	171	0	\$128,811	89%
LOAN DEPOT	ORANGE	5,000	Finance	194	0	\$342,048	92%
LOCKHEED MARTIN SPACE SYSTEMS COMPANY, A DIVISION OF LOCKHEED MARTIN CORPORATION	SANTA CLARA	112,000	Manufacturing	914	0	\$509,221	68%
LOLLICUP USA INC	SAN BERNARDINO	219	Services	77	0	\$41,488	17%
LOMITA CHAMBER OF COMMERCE	MULTI COUNTIES	MEC	Various	384	0	\$425,833	92%
LOS ALAMITOS MEDICAL CENTER INC DBA LOS ALAMITOS MEDICAL CENTER - A CALIFORNIA CORP OF TENE	ORANGE	112,387	Healthcare	99	0	\$149,760	100%
LOS ANGELES COMMUNITY COLLEGE	LOS ANGELES	MEC	Various	1,590	0	\$830,674	88%
LOS ROBLES HOSPITAL AND MEDICAL CENTER	VENTURA	199,000	Healthcare	439	0	\$442,587	59%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
LSL CERTIFIED PUBLIC ACCOUNTANTS	ORANGE	60	Technical Services	39	0	\$55,155	89%
LUMENTUM OPERATIONS LLC	SANTA CLARA	1,867	Manufacturing	19	0	\$15,768	16%
LUMILEDS LIGHTING US LLC	SANTA CLARA	8,500	Manufacturing	213	0	\$182,129	100%
LUSIVE DECOR	LOS	66	Manufacturing	44	0	\$71,531	74%
M S AEROSPACE INC	LOS	290	Manufacturing	8	0	\$3,972	2%
MANAGED CAREER SOLUTIONS INC	MULTI COUNTIES	MEC	Various	0	28	\$180,072	90%
MANAGEMENT ASSOCIATION INC	MULTI COUNTIES	550	Technical Services	80	0	\$33,011	16%
MARVIN TEST SOLUTIONS INC	ORANGE	761	Manufacturing	29	0	\$10,327	84%
MAXIM HEALTHCARE SERVICES INC	MULTI COUNTIES	14,756	Services	106	0	\$45,598	56%
MBK ENTERPRISES INC DBA MBK TAPE	LOS ANGELES	41	Manufacturing	38	0	\$49,920	100%
MCCARTHY BUILDING COMPANIES INC	MULTI COUNTIES	2,238	Construction	138	0	\$73,055	73%
MEDWAY PLASTICS CORP	LOS	117	Manufacturing	106	0	\$95,833	60%
MEGGITT (NORTH HOLLYWOOD) INC	LOS ANGELES	11,000	Manufacturing	107	0	\$66,301	9%
MENASHA PACKAGING CO LLC	LOS ANGELES	5,273	Manufacturing	27	0	\$9,028	13%
MEREX AIRCRAFT CO INC	VENTURA	150	Manufacturing	17	0	\$17,537	42%
MERILIZ INC DBA DOME PRINTING	MULTI COUNTIES	225	Manufacturing	172	0	\$239,816	71%
METHOD TECHNOLOGIES INC	ORANGE	25	Technical Services	26	0	\$39,133	177%
MICHAEL KORS (USA) INC	LOS	7,528	Manufacturing	423	0	\$179,093	36%



Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
MIDA INDUSTRIES INC	LOS	210	Services	15	0	\$18,480	23%
MILESTONE TECHNOLOGIES INC	BUTTE	1,671	Technical Services	335	0	\$444,400	100%
MOMENTOUS INSURANCE BROKERAGE INC	LOS ANGELES	200	Finance	161	0	\$91,141	95%
MONSTER CITY STUDIOS	FRESNO	12	Technical Services	11	0	\$13,786	88%
MONTEREY BAY ANALYTICAL SERVICES	MONTEREY	8	Technical Services	6	0	\$4,053	54%
MORGAN ADVANCED CERAMICS INC	MULTI COUNTIES	13,000	Manufacturing	156	0	\$58,786	51%
MOUNTZ INC	SANTA	71	Manufacturing	23	0	\$10,053	61%
MP AERO, LLC	LOS	45	Manufacturing	30	0	\$19,847	55%
MSC SOFTWARE CORP	MULTI COUNTIES	1,150	Technical Services	23	0	\$11,320	22%
MT SAN ANTONIO	MULTI	MEC	Various	156	0	\$189,384	92%
MULTICABLE INC	LOS	150	Construction	140	0	\$90,374	81%
MURRIETA CHAMBER OF COMMERCE	MULTI COUNTIES	MEC	Various	406	0	\$373,348	198%
MURRIETTA CIRCUITS	ORANGE	71	Manufacturing	49	0	\$49,920	100%
NANOPRECISION PRODUCTS INC	MULTI COUNTIES	60	Manufacturing	81	0	\$187,638	90%
NATOMAS AUTO BODY & PAINT TOWING INC	MULTI COUNTIES	62	Transportation	56	0	\$45,183	91%
NEOPHOTONICS CORP	MULTI	2,560	Manufacturing	37	0	\$15,713	30%
NEW FLYER OF AMERICA INC	SAN BERNARDINO	3,500	Manufacturing	29	0	\$21,420	25%
NEW TECHNOLOGY TRAINING INSTITUTE	MULTI COUNTIES	MEC	Various	56	0	\$139,754	145%
NL&A COLLECTIONS INC	LOS	50	Manufacturing	11	0	\$16,848	76%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
NOBLE HOUSE SHELTER POINTE LLC DBA KONA KAI RESORT AND SPA	SAN DIEGO	3,150	Services	106	0	\$32,716	49%
NONGSHIM AMERICA INC	SAN BERNARDINO	5,000	Manufacturing	27	0	\$14,360	89%
NORTHERN CALIFORNIA PLASTERERS' JOINT APPRENTICESHIP AND TRAINING TRUST FUND	MULTI COUNTIES	MEC	Various	20	0	\$22,211	13%
NORTHERN CALIFORNIA SURVEYORS TRUST	MULTI COUNTIES	MEC	Various	124	0	\$186,104	100%
NORTHROP GRUMMAN CORP	MULTI COUNTIES	64,570	Manufacturing	2,013	0	\$899,684	100%
NTMA TRAINING CENTERS OF SOUTHERN	MULTI COUNTIES	MEC	Various	341	21	\$1,194,737	100%
OLIVIA COMPANIES LLC	SAN FRANCISCO	26	Services	14	0	\$6,441	15%
ORANGE COUNTY ELECTRICAL JATC	ORANGE	MEC	Various	261	0	\$477,825	100%
ORGANIC BY NATURE INC	LOS	89	Manufacturing	65	0	\$74,958	151%
P2S ENGINEERING, INC	MULTI COUNTIES	116	Technical Services	139	0	\$105,960	100%
PACIFIC AWARD METALS INC	LOS ANGELES	2,420	Manufacturing	21	0	\$44,748	68%
PACIFIC COAST CABLING INC	MULTI COUNTIES	96	Construction	46	0	\$33,462	100%
PACIFIC IMAGING MANAGEMENT LLC DBA RADIOLOGY ASSOCIATES	MULTI COUNTIES	101	Healthcare	59	0	\$111,698	74%
PACMIN INC DBA PACIFIC MINIATURES	ORANGE	170	Manufacturing	36	0	\$49,400	100%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
PANDORA MEDIA INC	MULTI	1,500	High Tech	553	0	\$249,600	100%
PBM SUPPLY AND MFG INC	MULTI	78	Manufacturing	62	0	\$59,150	100%
PENGUIN COMPUTING INC	ALAMEDA	106	Technical Services	49	0	\$33,176	95%
PENNYMAC FINANCIAL SERVICES INC	MULTI COUNTIES	2,404	Finance	356	0	\$329,196	99%
PERFORMANCE FOOD SERVICE-SOUTHERN CALIFORNIA	LOS ANGELES	12,000	Wholesale Distribution	216	0	\$185,120	102%
PHOENIX ENERGY TECHNOLOGIES INC	ORANGE	64	Technical Services	32	0	\$41,600	100%
PINER'S NURSING HOME	NAPA	65	Healthcare	7	0	\$3,899	38%
PIONEER INDUSTRIES INC	LOS	29	Manufacturing	13	0	\$11,526	53%
PIPE TRADES JATC	MULTI	MEC	Various	399	0	\$557,535	87%
PLASTIC SPECIALTIES AND TECHNOLOGIES INC	LOS ANGELES	1,372	Manufacturing	65	0	\$28,607	39%
PLASTICS PLUS TECHNOLOGY INC	SAN BERNARDINO	35	Manufacturing	11	0	\$7,091	27%
PLATINUM ENGINEERING SOLUTION, INC	MADERA	10	Technical Services	6	0	\$9,360	100%
Primary Freight Services, INC	ORANGE	54	Transportation	33	0	\$82,186	82%
PRIME TECH CABINETS	ORANGE	133	Manufacturing	21	0	\$73,440	99%
PROCORE TECHNOLOGIES INC	MULTI COUNTIES	581	Technical Services	487	0	\$249,820	250%
PROCTER & GAMBLE PAPER PRODUCTS COMPANY	VENTURA	110,000	Manufacturing	254	0	\$148,240	30%
PROFESSIONALS IN HUMAN RESOURCES ASSOCIATION	MULTI COUNTIES	MEC	Various	690	0	\$708,514	295%
PROTRANSPORT-1, LLC	MULTI	500	Healthcare	165	0	\$73,249	14%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
PROZYME INC	ALAMEDA	48	Manufacturing	47	0	\$48,360	68%
PSM INDUSTRIES INC	LOS	210	Manufacturing	44	0	\$48,556	97%
PVH CORP	LOS	12,000	Manufacturing	52	0	\$15,300	10%
Q C M INC DBA VERIS MFG	ORANGE	85	Manufacturing	44	0	\$67,159	178%
QPE TECHNICAL INSTITUTE INC	MULTI COUNTIES	MEC	Various	78	0	\$193,073	90%
QUALITY REFRIGERATION COMPANY INC	MULTI COUNTIES	32	Construction	30	0	\$46,282	195%
QUAL-PRO CORP	LOS	200	Manufacturing	71	0	\$84,697	78%
R S S E INC	SHASTA	10	Construction	6	0	\$4,983	39%
RABOBANK NATIONAL ASSOCIATION	MULTI COUNTIES	55,000	Finance	475	0	\$201,783	84%
RALLY AUTO GROUP INC	LOS	239	Retail	12	0	\$13,254	14%
READY PAC PRODUCE INC	LOS	2,850	Retail	57	0	\$26,757	15%
REINHOLD INDUSTRIES	LOS	3,500	Manufacturing	44	0	\$29,185	7%
RELIABLE IT LLC DBA BROADLEAF GROUP	ORANGE	170	Technical Services	16	0	\$10,399	36%
RENOVO SOLUTIONS LLC	ORANGE	240	Services	95	0	\$99,220	100%
REPLACEMENT PARTS INDUSTRIES INC	LOS ANGELES	31	Manufacturing	23	0	\$29,284	69%
RICH PRODUCTS CORP	ORANGE	9,200	Manufacturing	57	0	\$57,078	40%
RIDGE COMMUNICATIONS INC	CONTRA COSTA	50	Construction	33	0	\$35,014	92%
RIVER TERRACE INN LLC	NAPA	38	Services	21	0	\$6,754	22%
RIVERSIDE COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	MEC	Various	1,192	0	\$860,537	91%
RIVERSIDE COUNTY ECONOMIC DEVELOPMENT AGENCY	MULTI COUNTIES	MEC	Various	84	0	\$72,926	97%
RIVIERA INC DBA THE ENTERPRISE U	MULTI COUNTIES	MEC	Various	914	0	\$886,932	98%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
ROCKVIEW DAIRIES INC	LOS	300	Manufacturing	170	0	\$135,062	61%
ROLLS ROYCE HIGH TEMPERATURE COMPOSITES INC	ORANGE	54,100	Technical Services	50	0	\$60,622	61%
ROLLS-ROYCE ENGINE SERVICES-OAKLAND INC	ALAMEDA	54,100	Manufacturing	34	0	\$15,087	15%
RUFFSTUFF INC	PLACER	28	Manufacturing	40	0	\$45,981	92%
SAAMA TECHNOLOGIES INC	SANTA CLARA	826	Technical Services	34	0	\$8,812	3%
SACRAMENTO AREA ELECTRICAL WORKERS JATC		MEC	Various	205	0	\$449,163	61%
SAFE CREDIT UNION	MULTI	608	Finance	590	0	\$438,417	58%
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	SAN BERNARDINO	MEC	Various	1,369	0	\$918,717	97%
SAN FRANCISCO ELECTRICAL INDUSTRY APPRENTICESHIP AND TRAINING TRUST	SAN FRANCISCO	MEC	Various	428	0	\$543,283	81%
SAN MATEO COUNTY ELECTRICAL JATC	SAN MATEO	MEC	Various	176	0	\$423,160	100%
SANTA CLARA COUNTY ELECTRICAL JATC	SANTA CLARA	MEC	Various	344	0	\$525,267	94%
SANTEC INC	LOS	50	Manufacturing	21	0	\$49,400	99%
SEASPIKE INC	MULTI	280	Manufacturing	91	0	\$26,575	29%
SENGA ENGINEERING INC	ORANGE	42	Manufacturing	22	0	\$18,592	97%
SERVICE CHAMPIONS INC	ORANGE	185	Services	166	0	\$462,380	122%
SHAMROCK OFFICE SOLUTIONS INC	ALAMEDA	30	Wholesale Distribution	24	0	\$19,173	75%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
SHEET METAL & AIR CONDITIONING APPRENTICESHIP & JOURNEYMEN TRAINING FUND OF SAN DIEGO	MULTI COUNTIES	MEC9	Various	114	0	\$246,940	89%
SHEET METAL WORKERS LOCAL 104	MULTI COUNTIES	MEC	Various	510	0	\$949,932	100%
SHLEMMER+ALGAZE+ASSOCIATES INTERIORS & ARCHITECTURE INC	MULTI COUNTIES	134	Technical Services	121	0	\$90,800	100%
SIEMENS CORP	SACRAMENT	343,000	Manufacturing	381	0	\$320,443	69%
SINECERA INC DBA CROWN VALLEY PRECISION MACHINING	LOS ANGELES	80	Manufacturing	46	0	\$48,476	49%
SKILLSERVE INC	MULTI	1,400	Healthcare	305	0	\$142,447	48%
SKYLINE HOMES INC	MULTI	1,285	Manufacturing	292	0	\$301,193	52%
SOCIAL IMPRINTS LLC	SAN FRANCISCO	30	Manufacturing	30	0	\$34,906	78%
SOMA AEC INC	SAN FRANCISCO	MEC	Various	299	0	\$538,741	99%
SOURCE ONE CABLE TECHNOLOGY INC	SANTA CLARA	74	Manufacturing	7	0	\$10,010	20%
SOUTH BAY WORKFORCE INVESTMENT BOARD	MULTI COUNTIES	MEC	Various	0	16	\$72,089	36%
SOUTHEAST LOS ANGELES COUNTY WIB	MULTI COUNTIES	MEC	Various	792	0	\$939,776	99%
SOUTHERN CA ROOFERS & WATERPROOFERS JOINT APPRENTICESHIP AND TRAINING FUND	MULTI COUNTIES	MEC	Various	604	0	\$449,332	100%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
SOUTHERN CALIFORNIA HEAT & FROST INSULATORS AND ASBESTOS WORKERS JAC	MULTI COUNTIES	MEC	Various	273	0	\$417,175	91%
SOUTHERN CALIFORNIA PERMANENTE MEDICAL GROUP	MULTI COUNTIES	174,000	Healthcare	1,706	0	\$637,092	100%
SOUTHERN CALIFORNIA SHEET METAL JOINT APPRENTICESHIP AND TRAINING COMMITTEE	MULTI COUNTIES	MEC	Various	412	0	\$885,400	100%
SOUTHWEST MATERIAL HANDLING INC	MULTI COUNTIES	120	Services	46	0	\$24,444	34%
SPARTON IRVINE LLC	ORANGE	2,000	Manufacturing	21	0	\$4,777	20%
STATE BUILDING & CONSTRUCTION TRADES COUNCIL	MULTI COUNTIES	MEC	Various	288	0	\$568,269	89%
STUDIO ARTS LTD	LOS	MEC	Various	819	0	\$899,608	100%
STURGEON SERVICES INTERNATIONAL INC	MULTI COUNTIES	792	Construction	452	0	\$194,550	48%
SUGAR BOWL BAKERY	ALAMEDA	273	Manufacturing	226	0	\$162,995	88%
SUMMIT MACHINE INC	SAN BERNARDINO	30,016	Manufacturing	112	0	\$49,356	49%
SUNRISE MEDICAL LLC	FRESNO	1,600	Manufacturing	225	0	\$280,350	100%
SVC MFG INC	ALAMEDA	263,000	Manufacturing	41	0	\$37,145	39%
SYCAMORE HEALTHCARE ASSOCIATES DBA LEGACY NURSING AND REHABILITATION CENTER	CONTRA COSTA	102	Healthcare	42	0	\$48,724	95%
SYGMA NETWORK INC	SAN JOAQUIN	51,700	Transportation	99	0	\$64,214	72%
SYGMA NETWORK INC	LOS	51,700	Transportation	199	0	\$135,864	137%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
SYSKO FOOD SERVICES OF LOS ANGELES	LOS ANGELES	46,300	Wholesale Distribution	146	0	\$255,600	100%
TAYLOR GUITARS	SAN DIEGO	910	Manufacturing	367	0	\$330,745	77%
TECHNICAL SCHOOL INC DBA TECHNICAL COLLEGE	LOS ANGELES	MEC	Various	0	20	\$95,123	82%
TEMPLE PARK CONVALESCENT HOSPITAL INC	LOS ANGELES	242	Healthcare	132	0	\$98,172	100%
TEN TECH LLC	LOS ANGELES	5	Technical Services	4	0	\$8,398	62%
TENET HEALTHSYSTEM MEDICAL INC	MULTI COUNTIES	112,387	Healthcare	922	0	\$592,946	99%
TETER LLP	MULTI COUNTIES	81	Technical Services	71	0	\$47,193	94%
THE CHEESECAKE FACTORY BAKERY INC	LOS ANGELES	37,249	Manufacturing	145	0	\$114,513	47%
THERM X OF CALIFORNIA	ALAMEDA	222	Manufacturing	193	0	\$96,258	97%
THORO PACKAGING INC	RIVERSIDE	186	Manufacturing	107	0	\$97,812	100%
TIMOTHY K GASPAR INSURANCE SERVICES INC	LOS ANGELES	34	Finance	20	0	\$14,911	75%
TONE SOFTWARE CORP	ORANGE	31	Manufacturing	18	0	\$14,890	56%
TREEHOUSE PRIVATE BRANDS INC	TULARE	36,000	Manufacturing	264	0	\$177,712	58%
TrendPoint Systems, INC	RIVERSIDE	15	Manufacturing	3	0	\$1,306	9%
TRIAGE CONSULTING GROUP	SAN FRANCISCO	466	Technical Services	408	0	\$367,495	78%
TRINUS CORP	LOS ANGELES	22	Technical Services	12	0	\$49,764	100%
TRIVISTA BUSINESS GROUP INC	ORANGE	65	Technical Services	19	0	\$9,076	57%



Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
TRIWEST HEALTHCARE ALLIANCE CORP	MULTI COUNTIES	1,610	Finance	287	0	\$391,200	100%
TROFHOLZ TECHNOLOGIES INC	PLACER	89	Technical Services	21	0	\$25,281	43%
TROON GOLF LLC	MULTI	10,742	Services	201	0	\$109,522	24%
TROPICANA MFG CO INC	LOS	285,000	Manufacturing	65	0	\$58,635	87%
TTM TECHNOLOGIES INC	MULTI	26,527	Manufacturing	759	0	\$418,372	98%
TUCKER AUTOBODY & TOWING INC	IMPERIAL	21	Services	26	0	\$27,932	98%
ULTIMATE FORMULATIONS DBA BEST FORMULATIONS	LOS ANGELES	290	Manufacturing	105	0	\$88,976	95%
ULTIMATE SOFTWARE GROUP INC	ORANGE	2,756	Technical Services	13	0	\$43,434	100%
UNISON COMFORT TECHNOLOGIES LLC A DIVISION OF GREENHECK FAN CORP	SACRAMENTO	3,114	Manufacturing	41	0	\$37,933	24%
UNITED ASSOCIATION LOCAL 342 JOINT APPRENTICESHIP COMMITTEE	MULTI COUNTIES	MEC	Various	255	0	\$520,598	97%
UNITED FACILITIES INC	MULTI	339	Transportation	62	0	\$115,705	90%
UNIVERSAL HEALTH SERVICES OF RANCHO SPRINGS INC DBA SOUTHWEST HEALTHCARE SYSTEM	RIVERSIDE	53,223	Healthcare	262	0	\$426,000	100%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
UNIVERSITY RX SPECIALISTS DBA UNIVERSITY COMPOUNDING PHARMACY	SAN DIEGO	142	Retail	56	0	\$48,770	28%
US CONTINENTAL MARKETING INC	RIVERSIDE	39	Manufacturing	20	0	\$16,167	39%
US FOODSERVICE INC	MULTI COUNTIES	25,000	Wholesale Distribution	461	0	\$351,300	100%
USA PROPERTIES FUND INC	MULTI COUNTIES	381	Real Estate	281	0	\$122,318	71%
VALLEY BOX CO INC	SAN DIEGO	46	Manufacturing	32	0	\$18,986	71%
VALLEY CORF INC	MULTI	35	Healthcare	10	0	\$11,167	76%
VAVRINEK TRINE DAY AND CO LLP	MULTI COUNTIES	245	Technical Services	158	0	\$108,670	88%
VCA CONSULTANTS INC	ORANGE	88	Technical Services	71	0	\$95,472	100%
VENTURA COUNTY ELECTRICAL JOINT APPRENTICESHIP AND TRAINING TRUST FUND	VENTURA	MEC	Various	130	0	\$220,024	99%
VENTURA FOODS INC	MULTI	2,776	Manufacturing	186	0	\$65,000	20%
VESCOIO THREADING CO	LOS	92	Manufacturing	38	0	\$24,251	63%
VF OUTDOOR LLC	MULTI	58,697	Manufacturing	247	0	\$71,943	22%
VIASAT INC	SAN DIEGO	3,361	Manufacturing	597	0	\$301,677	71%
VIRGIN GALACTIC LLC	MULTI COUNTIES	583	Technical Services	481	0	\$346,250	140%
VISTA COVE CARE CENTER AT SAN GABRIEL INC	MULTI COUNTIES	700	Healthcare	4	0	\$3,333	1%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
VITAL RESEARCH LLC	LOS ANGELES	22	Technical Services	20	0	\$8,829	76%
VITAS HEALTHCARE CORP OF CALIFORNIA	MULTI COUNTIES	8,376	Healthcare	709	0	\$713,712	100%
W BANKS MOORE INC	FRESNO	39	Construction	38	0	\$44,654	90%
WALTER ANDERSON PLUMBING INC	SAN DIEGO	156	Construction	160	0	\$375,120	100%
WATSONVILLE AUTO BODY INC	SANTA CRUZ	38	Services	29	0	\$34,259	80%
WATSONVILLE HOSPITAL CORP DBA WATSONVILLE COMMUNITY HOSPITAL	SANTA CRUZ	135,000	Healthcare	30	0	\$41,791	33%
WEBER METALS INC	LOS	8,600	Manufacturing	207	0	\$150,653	77%
WELLS CONSTRUCTION INC	PLACER	50	Construction	22	0	\$15,420	30%
WEST COMMUNICATION SERVICE, INC	SANTA CRUZ	7	Construction	6	0	\$7,474	86%
WESTECH COLLEGE	MULTI	MEC	Various	308	0	\$708,469	75%
WESTERN DIGITAL CORP	MULTI	84,000	Manufacturing	717	0	\$158,800	27%
WESTERN PUMP INC	SAN DIEGO	70	Other	47	0	\$32,474	44%
WFO CONCEPTS INC	PLACER	13	Manufacturing	14	0	\$21,606	73%
WHITEWAVE FOODS CO	LOS	4,500	Manufacturing	304	0	\$333,591	77%
WINE GROUP INC	MULTI	1,246	Manufacturing	444	0	\$749,988	100%
WISOMAN FOODS INC	ALAMEDA	29	Manufacturing	13	0	\$4,778	12%
WONDERFUL CITRUS LLC FORMERLY PARAMOUNT CITRUS PACKING CO LLC	KERN	4,000	Agriculture	405	0	\$478,186	74%
WONDERFUL PISTACHIOS & ALMONDS, LLC	MULTI COUNTIES	5,000	Manufacturing	1,167	0	\$407,882	54%
WOODWARD HRT	LOS	1,150	Manufacturing	267	0	\$134,726	40%
XYZ GRAPHICS INC	MULTI	56	Manufacturing	26	0	\$15,681	45%

Contractor Name	County/ Counties Served	Bus. Size	Industry	Re-trainees	New Hires	Earned Amount	Percent Earned
YUBA SHASTA UA LOCAL 228 JATC	SUTTER	MEC	Various	33	0	\$40,468	100%
ZINC FINANCIAL INC	FRESNO	19	Finance	18	0	\$15,823	69%
ZOBRIST CONSULTING GROUP INC	MULTI COUNTIES	30	Technical Services	31	0	\$46,800	100%
ZODIAC SEAT SHELLS US LLC	SANTA BARBARA	30,900	Manufacturing	218	0	\$64,016	100%
<b>406 Contracts</b>				<b>92,034</b>	<b>325</b>	<b>\$77,856,346</b>	<b>81% **</b>

\*\*\* Median percent earned of all contracts listed

APPENDIX B-3

**COMPLETED ALTERNATIVE FUNDING CONTRACTS**  
 FY 2017-18

Contractor Name	County/Counties Served	Business Size	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
CALIFORNIA LABOR FEDERATION AFL-CIO	MULTI COUNTIES	MEC	Various	920	0	\$583,089	43%
MAAS ENERGY WORKS INC	SHASTA	4	Manufacturing	3	0	\$2,807	18%
EL CAMINO COMMUNITY COLLEGE DISTRICT CACT	MULTI COUNTIES	MEC	Various	501	0	\$484,675	99%
TESLA MOTORS INC	MULTI COUNTIES	14,000	Manufacturing	1,075	0	\$362,090	81%
LOS ANGELES COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	MEC	Various	8	0	\$1,232	2%
<b>5 Contracts</b>				<b>2,507</b>	<b>0</b>	<b>\$1,433,893</b>	<b>43% **</b>

\*\*Median percent earned of all contracts listed

## APPENDIX B-3

### TERMINATED CONTRACTS

FY 2017-18

Twenty-two core funded contracts terminated prior to completion of the contract term. In the majority of these cases, training never began; see table below for known reasons for termination. The Panel approved \$2,640,366 to fund these contracts, encumbering and subsequently disencumbering 34 percent of the approved amount in the report year.

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

Contractor Name	Reason for Termination	Funding Amount	# Trainees	Industry	County
Wolfe Video LLC	Training Incomplete	\$19,500	15	Services - High Tech	Santa Clara
Detoronics Corp	Training Incomplete	\$23,660	14	Manufacturing	Los Angeles
Twist Bioscience	Training Incomplete	\$57,200	46	Technical Services	San Francisco
JA Cosmetics US Inc. dba Elf Cosmetics	Unknown	\$197,960	100	Trade - Retail	San Bernardino
Snap-On Logistics Company	Training Incomplete	\$149,760	130	Manufacturing	Los Angeles
Stack Labs Inc.	Training Incomplete	\$9,620	37	Manufacturing	Santa Clara
Dart Neuroscience LLC	Unknown	\$85,968	199	Technical Services	San Diego
Rocket Ems Inc.	Lack of Performance	\$143,370	177	Manufacturing	Santa Clara
Parker Hannifin Corporation	Out of State Relocation	\$57,024	300	Manufacturing	Stanislaus
Valley Pacific Petroleum Services, Inc.	Training Incomplete	\$7,800	10	Transportation	Shasta
PGP International Inc.	Training Incomplete	\$133,056	154	Manufacturing	Yolo, Colusa
Splay Inc.	Training Incomplete	\$69,300	70	Manufacturing	Colusa
Kellwood Company LLC	Business Restructuring	\$245,592	379	Manufacturing	Alameda
Shammas Investment Company LLC	Lack of Performance	\$70,200	104	Trade - Retail	Los Angeles, San Francisco
Mad Engine LLC	Unknown	\$98,280	182	Trade - Wholesale	San Francisco
Digital Media Management Inc.	Training Incomplete	\$9,240	12	Technical Services	Los Angeles
K&R Network Solutions	Training Incomplete	\$64,350	45	Technical Services	Multiple Counties
Partners Advantage Insurance Services, LLC	Training Incomplete	\$28,490	37	Finance & Insurance	Los Angeles
Abbott Stringham and Lynch A Professional Accountancy Corporation	Training Incomplete	\$72,006	64	Technical Services	San Diego
Hologic, Inc.	Training Incomplete	\$82,080	114	Manufacturing	Riverside
Southwest Carpenters Training Fund	Training Incomplete	\$949,310	1,402	Service	Santa Clara
DZH Phillips LLP	Business Restructuring	\$66,600	60	Technical Services	San Diego
	<b>Total</b>	<b>\$2,640,366</b>	<b>3,651</b>		

The Annual Report was prepared by  
the Research and Analytics Division staff:

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

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