

2019-20



ANNUAL REPORT

Securing California's economy through
employee advancement and customized
worker training

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A pdf version of this report and its accompanying appendices are available online at <https://etp.ca.gov/>

VISION & MISSION STATEMENTS

VISION:

The Employment Training Panel will support future-oriented, sustainable economic development and job training in California that is equitable and inclusive through strategic partnerships with business, labor, and government.

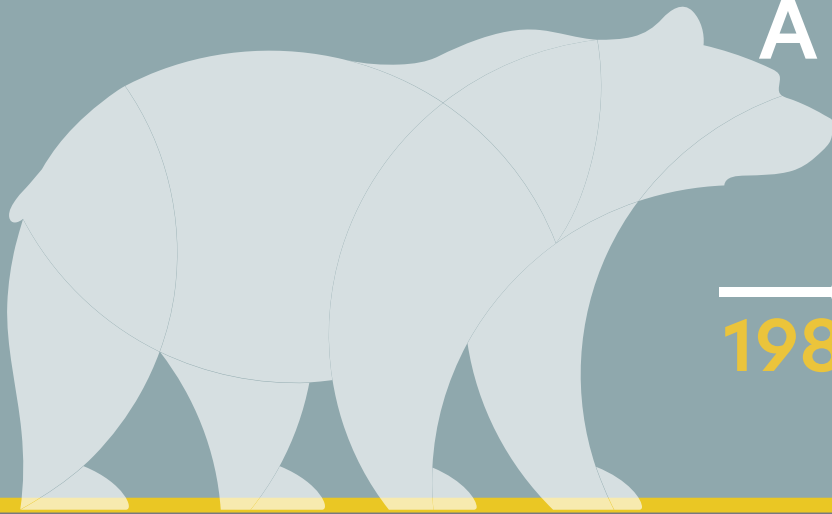
MISSION:

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.
- Support high-wage, career track workforce training efforts for disproportionately affected communities.

ETP

A BRIEF HISTORY



1982

TODAY

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 over three decades, the Panel has supported California's workers and employers, providing approximately \$1.7 billion for the successful training and employment retention of 1.36 million workers employed by over 91,000 California businesses.

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

GOALS & OBJECTIVES



Enhance Economic Development Coordination

- Partner with public and private, State and local economic and workforce development organizations, including GO-Biz, that target projects demonstrating a direct economic impact to the State.
- Partner with public and private stakeholders to increase outreach and raise awareness about the ETP program.
- Inform legislative members on the availability of training funds for their constituencies.
- Work with the Labor and Workforce Development Agency on labor workforce objectives in alignment with the Governor's office.



Increase efficiency and effectiveness

- Deploy a new data management information system to improve program efficiencies and to ensure comprehensive, seamless data collection and reporting.
- Continue to maximize data security and risk management.
- Conduct internal evaluation and assessment of program/contracting process.
- Partner with the Labor and Workforce Development Agency coordinating workforce services.
- Maximize funding through funding priority caps and allocations.



Target Industries that are vital to California's growth

- Target program funds to [priority industries](#).
- Target program funds to industries contributing to California's growth.
- Provide training to California's leading technology sectors.



Support for small businesses

- Improve outreach to small businesses through partnerships.
- Build strategies to guide small businesses towards Multiple Employer Contracts (MECs) to improve efficiencies.



Support Governor's initiatives

- Expand training for all Californians.
- Target training projects in rural California, including the Central and Imperial Valleys, and within urban High Unemployment Areas (HUAs).
- Support pre-apprenticeship and apprenticeship programs, including expansion to non-traditional sectors.
- Support workers returning to/remaining in the labor market.
- Expand the Veterans Program.
- Support training and job creation to address Climate Change impacts, including supporting green technology and training related to forest fires and drought.
- Support integrating formerly incarcerated individuals into the labor market.
- Promote industry-recognized certifications and training for career pathways and worker mobility.
- Expand services to injured, disabled workers, and workers with barriers to employment.

ETP HIGHLIGHTS & HISTORY

38 Years
of upskilling Californians

91K
businesses funded

1.36M
workers trained & retained
for employment

\$1.7B
training funded

1982

ETP CREATED

ETP created to assist displaced workers

1988

1% ENROLLED

Enrolled 1% of California's Workforce

1994

OSC CREATED

Out-of-State Competition Created

2001

PERMANENT PROGRAM

ETP becomes a permanent program

2005

\$1 BILLION

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

2011

JOB CREATION

Retrainee Contracts totalling \$3M

2020

TODAY

Response to COVID-19 Pandemic 2019-20

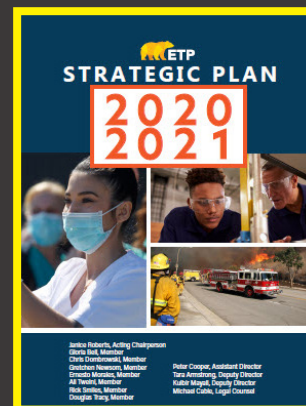
2012

APPRENTICESHIP

Pilot Program Begins

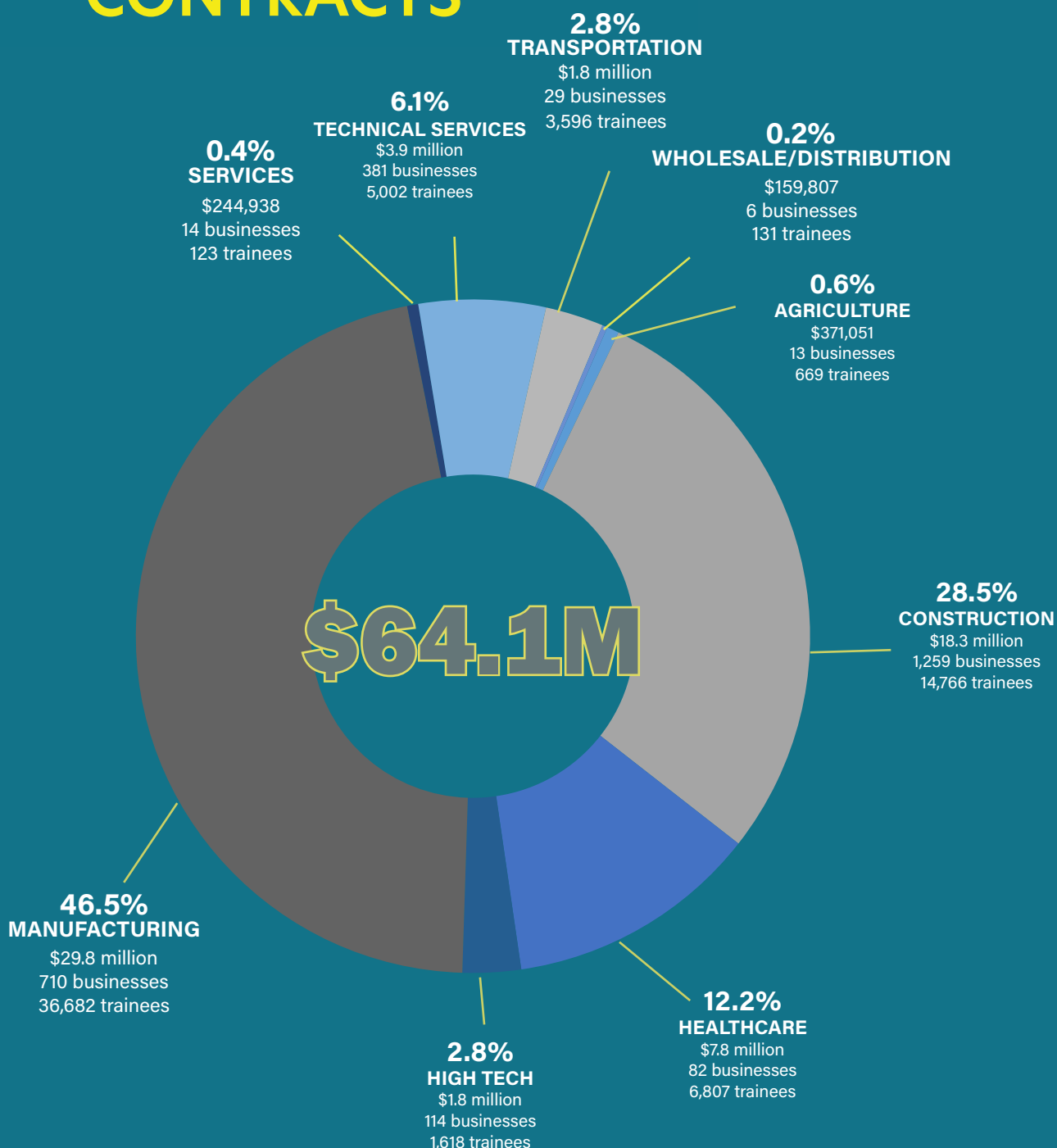
2020-21 STRATEGIC PLAN

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

COMPLETED CORE FUNDED CONTRACTS



ALTERNATIVE FUNDED CONTRACTS: Two completed contracts in manufacturing and services

OUR PARTNERS

Utilizing vital state partnerships for alternative sources of funding enables ETP to respond to continued demand for workforce training and to respond to developing workforce needs.

LABOR & WORKFORCE DEVELOPMENT AGENCY

- EMPLOYMENT DEVELOPMENT DEPARTMENT
 - CALIFORNIA WORKFORCE DEVELOPMENT BOARD
 - CALIFORNIA DEPARTMENT OF INDUSTRIAL RELATIONS
 - DIVISION OF APPRENTICESHIP STANDARDS
 - AGRICULTURAL LABOR RELATIONS BOARD
 - PUBLIC EMPLOYMENT RELATIONS BOARD
-

OTHER KEY CALIFORNIA PARTNERS:

- GOVERNOR'S OFFICE OF BUSINESS AND ECONOMIC DEVELOPMENT (GO-Biz)
- CALIFORNIA COMMUNITY COLLEGES AND CHANCELLOR'S OFFICE
- CALIFORNIA DEPARTMENT OF REHABILITATION
- CALIFORNIA ENERGY COMMISSION
- CALIFORNIA LABOR FEDERATION
- CALIFORNIA MANUFACTURERS AND TECHNOLOGY ASSOCIATION



2019-20 ACCOMPLISHMENTS

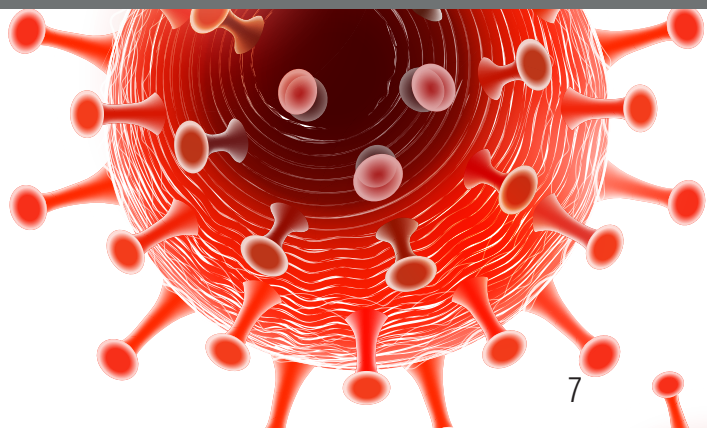
ETP'S COVID-19 RESPONSE

On March 25, 2020, ETP released a provisional COVID-19 Response Plan, designed to address the immediate needs of stakeholders as they struggled to adapt to the unique circumstances caused by the COVID-19 outbreak and shelter-in-place orders. The Plan included eight (8) amendments which current contractors could request for their existing contracts, including things such as extending their contract terms, and allowing alternate recordkeeping methods for videoconference classes. The Plan furnished expedited processing for eligibility and development for companies declared essential industries by the Governor.

With various uncertainties surrounding stakeholders' involvement with the program due to the pandemic, Panel Members revisited the need at its May 2020 panel meeting, and voted to extend the COVID-19 Response Plan to the end of the calendar year. In a desire to remain flexible, additional services were expanded for stakeholders such as loosening caps, incidental placements, and various training hour restrictions.

\$45.9 Million funded for 8,550 trainees

COVID-19
CORONAVIRUS
NOVEL CORONAVIRUS





“Healthcare and food supply chain facilities play an integral role in weathering the pandemic”

COVID-19 Rapid Reemployment and Retraining Pilot

In addition to the approved expansion of the COVID-19 Response Plan, a new COVID Rapid Reemployment and Retraining Pilot (COVID Pilot) program was also implemented.

The COVID Pilot program allows ETP to rapidly support employers and workers in the healthcare and food supply chain that have been at-risk, working through the stay-at-home orders, and now need to train newly hired staff.

To support industries that are critical to the health and welfare of Californians and the reopening of the economy during the COVID-19 pandemic, the Pilot will reimburse up to \$200,000 per contractor for training on approved projects.

SPOTLIGHT ON SUCCESS



Photo Credit: Reborn Cabinets, 2020

"ETP partnerships provide invaluable support ..."

Reborn Cabinets, Inc Manufacturer's Training

"There are many different COVID-19 stories for California manufacturers and their workers. Team Reborn is a stand out for its emergence and for the support its new and existing workers. At a time where many businesses have collapsed due to the impact of COVID, we have chosen to invest in training and equipment necessary to become more competitive and to ensure our Team Members personal success. Through this investment, we have expanded and grown to new heights. Our partnership with ETP and CMTC has provided invaluable support for our workforce development efforts and is part of this success story."

Vince Nardo, President
Reborn Cabinets Inc

Napa Valley College Food Safety Training

"With the assistance of ETP, Napa Valley College has been able to broaden the reach of our Small Business Development Center and to offer high level Food Safety training in the demand not only in the Bay Area but also all over California. ETP reimbursement eased the cost of training for many of our companies, often allowing them to send teams rather than single employees to training. As these workers are tasked to implement increasingly complex Food Safety processes, effective training is paramount and critically needed by the food processing, manufacturing, and hospitality employers we serve. While we have served some larger employers, our programs focused on smaller employers as the impact of our training is most important to the many small businesses we ultimately served. The training provided to these employers without a doubt has provided resiliency and helped them continue to provide food to the tables of Californians even through the pandemic."

Charlie Monahan
Associate Dean of Economic and Workforce Development
Napa Valley College

"...effective training is paramount and critically needed"

Utility Line Clearance Arborist Training

RESPOND Program:
Disaster Response Training



Photo Credit: Butte Glenn Community College District, Summer 2020



Butte Glenn Community College

"The success of our Utility Line Clearance Arborist training program has positively impacted not only the lives of our trainees and fire impacted communities, but also the employers needing well trained and prepared workforce. These workers are trained and then working on the frontlines clearing trees, debris and forest fuels, safely and sustainably. Ultimately this public-private partnership has significantly improved California's fire readiness and will help to protect many vulnerable areas from the danger of catastrophic forest fires. As part of UpSkill California, ETP has proven to be a valuable partner helping our member community colleges deliver critically needed employer customized training statewide in the industry sectors most important to California's innovation, competitiveness, equity and resiliency."

Annie Rafferty,
M.S. Training and Organizational Development Director
Butte College, The Training Place, Butte-Glenn Community College District
Member, Upskill California, formerly California Community College Contract
Education Collaborative

"...positively impacting the lives of our trainees and fire impacted communities"



Company Background:

Established in 1997, BioMarin Pharmaceutical Inc. (BioMarin) www.biopharm.com is a global biotechnology company that develops and commercializes innovative therapies and medications for patients with serious autoimmune and life-threatening rare and ultra-rare genetic diseases. The Company's portfolio consists of seven commercialized products and multiple clinical and pre-clinical product candidates. BioMarin is headquartered in San Rafael and its primary manufacturing facility is in Novato. BioMarin's customers include specialty pharmacies, hospitals, and government agencies all involved in the fight against COVID-19.

BioMarin Pharmaceuticals Medicinal Manufacturing

"Our recently completed ETP contracts (18CS-0014/17-0645 and ET20-0116) were extraordinarily successful. ETP resources helped upskill our employees to operate enhanced manufacturing equipment for the culture and fermentation of cells used to produce our seven commercial products. We hired and trained over 500 manufacturing and technical employees to work in our new, state-of-the-art, 18,000 square-foot Novato gene therapy manufacturing facility. Because of ETP support, BioMarin now has a better skilled workforce that can understand and follow specific quality protocols and manufacturing procedures while at the same time, work efficiently and contribute to the high work standards required by the biopharmaceutical industry. Our senior management team was pleased with the results and felt privileged to partner with the ETP program to develop its employees. Lastly, we recognize the increasing challenges and concerns faced by its patients who have serious and life-threatening rare disorders during the COVID-19 pandemic. BioMarin will continue to support the patients it serves while following the directives and guidance of local governments and authorities. As the threat of the coronavirus continues to grow globally, BioMarin is ramping up efforts to help those most susceptible to COVID-19."

Ken Sprague
Manager, Government Affairs
BioMarin Pharmaceutical Inc.

TELEWORK

At the beginning of 2020, ETP deployed a Virtual Private Network (VPN) which allows all staff to work remotely while retaining all of the security measures implemented on its internal network. The Multi Factor Authentication has added an additional layer of security, which allowed ETP to seamlessly and immediately transition its entire workforce to telework at the start of the COVID pandemic. Almost 100% of ETP continues to telework, utilizing virtual meeting technologies to maintain a high degree of productivity. ETP continues to use these products to facilitate internal meetings as well as meetings with ETP applicants and stakeholders.

"...integration of MFA security allowed for seamless and immediate transition of entire workforce into telework"

VIRTUAL PANEL

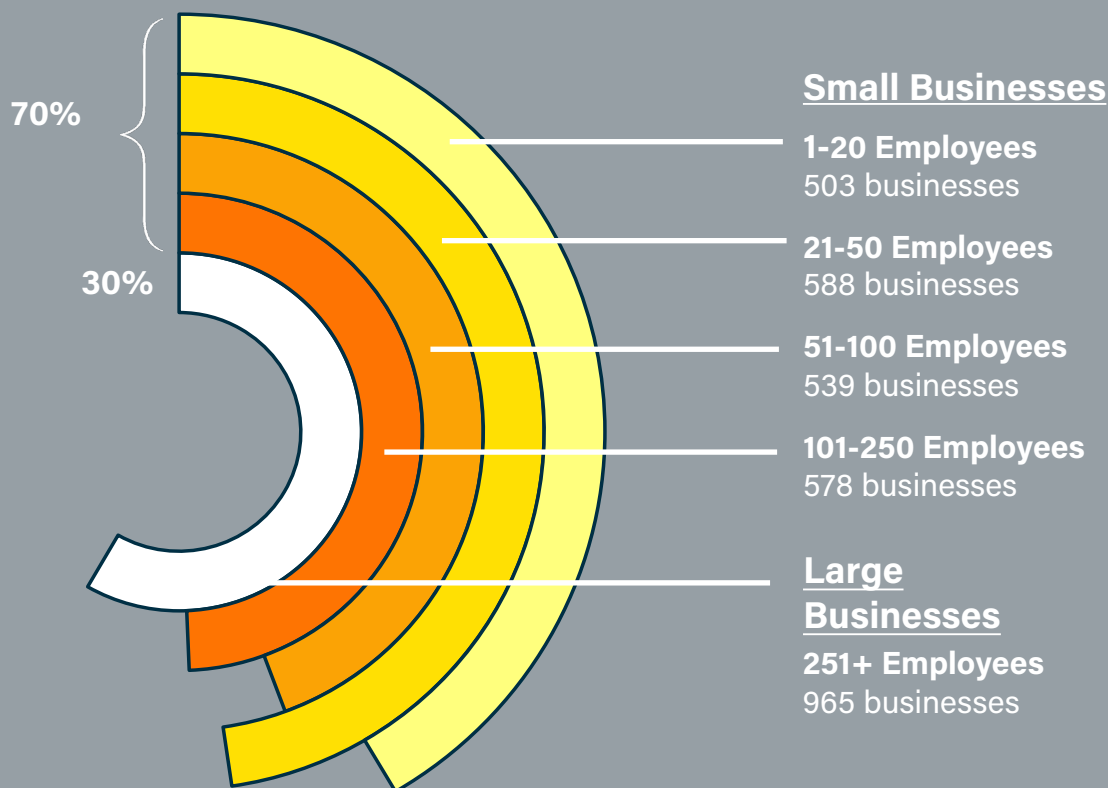
The shift to virtual implementation has not only affected ETP's workforce, but has also transformed monthly Panel Meetings. From in-person, real-life interaction with contractors for project review and approval to a complete virtual interface, ETP's panel meetings are now facilitated using virtual meeting technologies. The virtual application integrates a multitude of features for various user platforms. Coordinated by highly trained staff, the virtual panel meetings are efficiently implemented allowing greater public participation, flexible hosting capabilities, and comprehensive engagement between Panel members, stakeholders and staff.

"...virtual Panel Meetings allowed greater public participation"

SMALL BUSINESS

DIRECT CONTRACTS PARTICIPATING IN A MEC

ETP also provided essential resources for small businesses who may not have the ability to provide training to their workers. During the 2019-20 fiscal year, small businesses made up 70 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.



22.4K TOTAL SMALL BUSINESS TRAINEES

2.2K TOTAL SMALL BUSINESSES

Figures above are based on completed data for core funded contracts

PROGRAM IMPROVEMENTS

Policy Changes

A panel committee was formed to assist in policy-making, adapting new policies for process efficiency and program effectiveness to better serve Californians in their career goals. The new policies serve to function in several significant areas of the ETP program: the application process of health benefits to meet the ETP required minimum wage; raising fixed-fee reimbursement rates; simplifying of the Out-of-State vendor and Out-of-State training forms; refining repeat contractor policies; and relaxing restrictions on OSHA 10/30 training.

Web Accessibility

In compliance with AB 434, the Web Accessibility Act, ETP has successfully achieved certification at the minimum Level AA success criteria of the Web Content Accessibility Guidelines (WCAG) 2.0. ETP's web content has been transformed to ensure maximal accessibility to the public, including persons with disabilities. Excluding exceptions indicated in state and federal law, web pages that ETP designs, develops, maintains or procures must meet the California Government Code, Sections 7405, Sections 1135 as well as the Web Content Accessibility Guidelines 2.0, Web Accessibility Initiative of the World Wide Web Consortium. Additionally, in 2020, ETP strives to replace its antiquated legacy system with new technology on the Salesforce platform. This system is named Cal-E-Force.

Cal-E-Force System

Cal-E-Force is ETP's cloud-based enterprise software which supports Contract Management. Cal-E-Force was deployed in 2019. The Cal-E-Force system is a single, secure, scalable platform with a wide range of features, enhancing user experience for both external and internal users. Besides basic user-friendly and intuitive features, Cal-E-Force eases interoperability across various applications and an eco-system of software partners. This transition of contracts will retire antiquated systems no longer sustained by the industry nor can meet web accessibility requirements. This high-level innovative project remains in progress with both staff and stakeholders to complete the required application development and submittal processes.

FUTURE IMPROVEMENTS

Regulations/Legislation

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 and 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.

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.



Credit and Permission: RichmondBUILD, 2017-2020



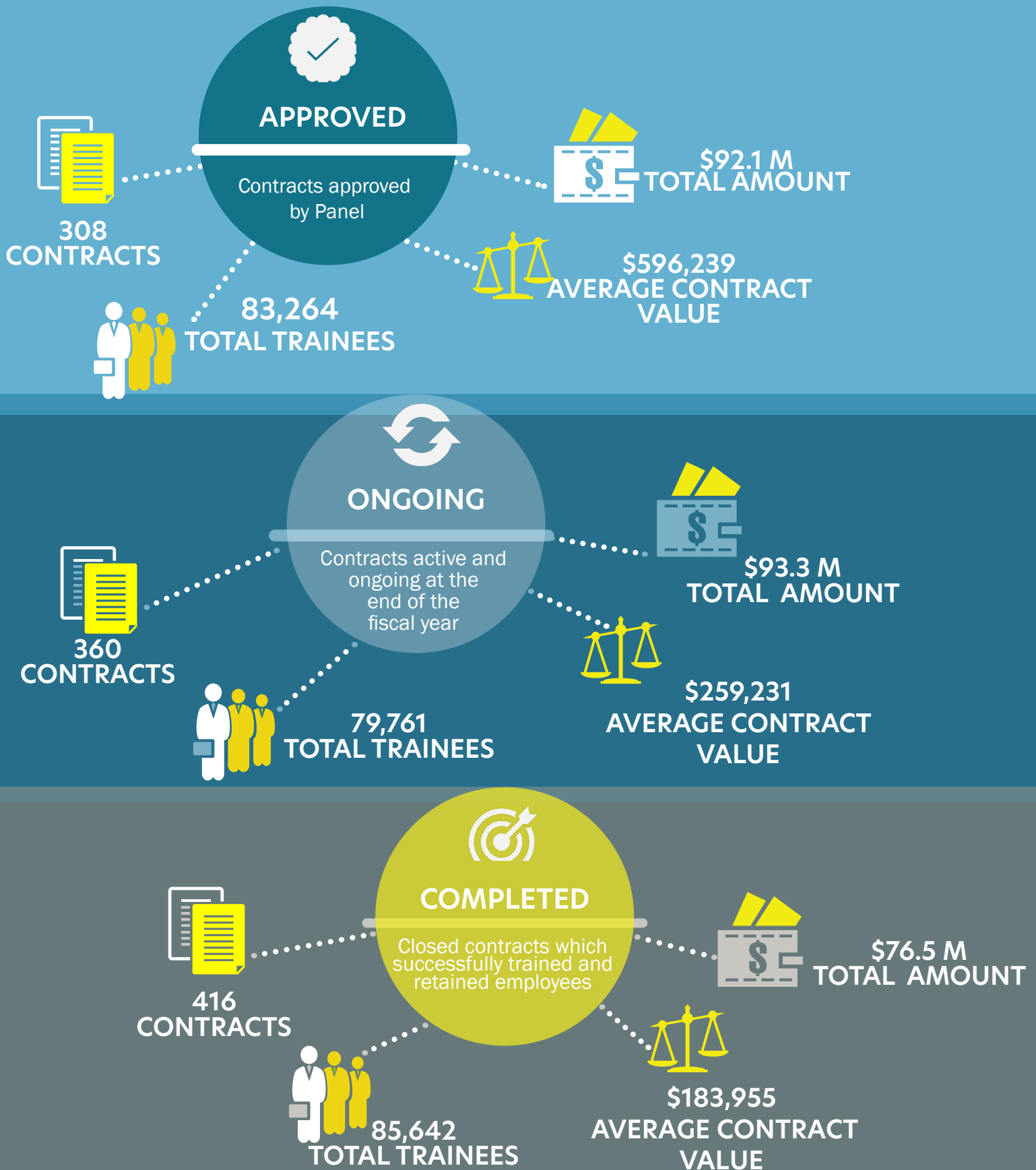
ALTERNATIVE FUNDING

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 Clean Transportation Program (CTP), formerly known as 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.



ETP

CONTRACTS SERVED IN HIGH UNEMPLOYMENT AREAS

\$9.2 Million funded
to train **9,000 workers**

The Panel targets training for workers in regions of the state with lagging economies and unemployment rates higher than the state average. During the 2019-20 fiscal year, over \$9.2 million was approved for training in high unemployment areas, providing training for over 9,000 workers.

See Appendix A-2 – Core Funding Contracts Approved in HUAs for more information

High Unemployment Areas (HUA) 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.



LEVERAGING ETP FOR A CALIFORNIA FOR ALL

ETP's program and funds are used to further initiatives important to the Governor and the Panel:

- California Forest Management Task Force
- CEC Clean Transportation Program
- Interagency Advisory Committee on Apprenticeship
- California Apprenticeship Council
- California Sustainable Freight Action Plan



INCENTIVES & 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 the COVID Pilot Program, Clean Transportation Program, Job Creation, Apprenticeship Training Program, and Veterans Training.

CLEAN TRANSPORTATION PROGRAM

The California Energy Commission's Clean Transportation Program supports the development and deployment of advanced transportation and fuel technologies. The program also supports the state's workforce training and development in the sector.



"ETP partnerships foster a high level of innovation..."

JOB CREATION



"maintaining a competitive edge in California"

\$7.6 Million funded for the creation of over
5,100 jobs

In the 2019-20 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.

California Manufacturing Technology Consulting Manufacturer's Training

"A skilled workforce is essential for manufacturers in California to remain competitive"



"Developing a skilled workforce is essential for manufacturers in California to remain competitive as they emerge from the pandemic. The Employment Training Panel (ETP) offers an affordable opportunity to train new and existing employees providing them with the capability to successfully address automation, cyber, growth and supply chain challenges. Resiliency in critical California manufacturing sectors such as Aerospace, Defense, computers, electronics, and food depend on ETP to be the catalyst for workforce development."

Jim Watson President and CEO
California Manufacturing Technology
Consulting

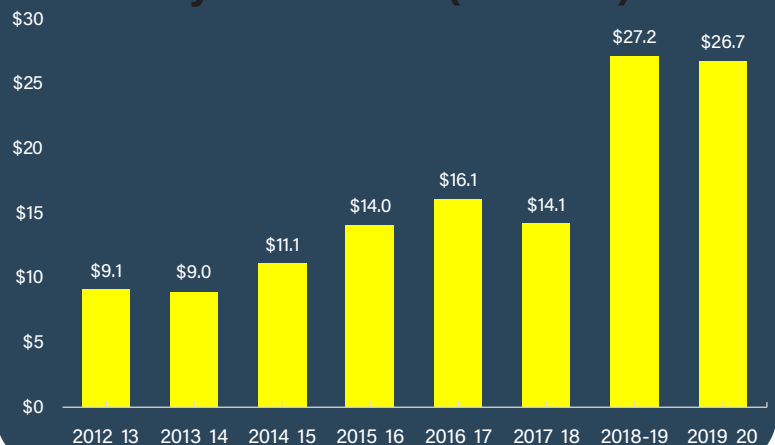
APPRENTICESHIP

\$26.7 million approved to train
12,210 trainees in apprenticeships

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.

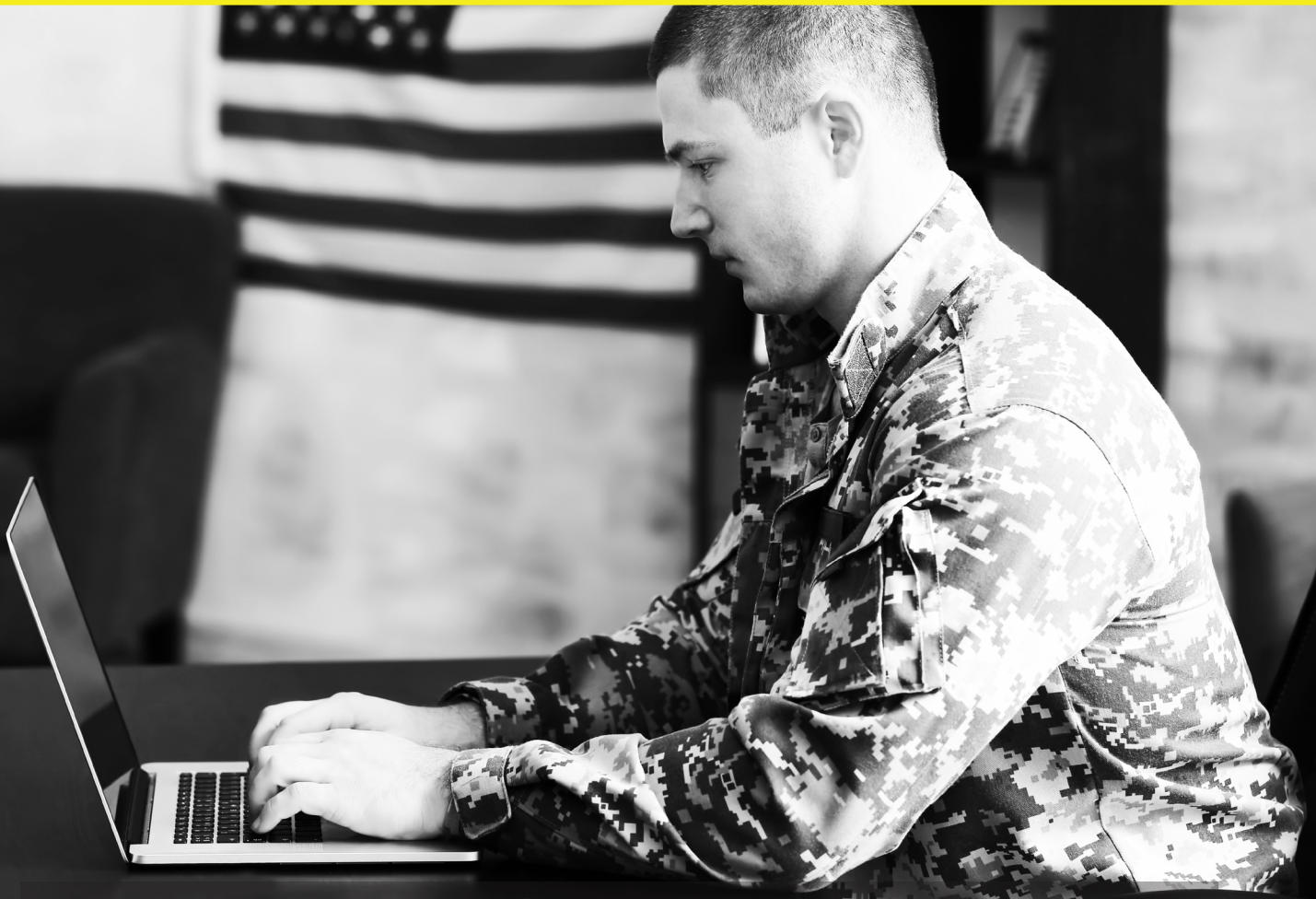
ETP continues to support construction apprenticeship programs while working with new industries, such as manufacturing, to establish new ones

**ETP FUNDED CONTRACTS
by Fiscal Year (millions)**



"...training veterans for high wage jobs"

VETERANS



FY 2019-20, the Panel ***approved 63 companies*** to train ***928 veterans*** under the ETP Veterans program

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.

Managed Career Solutions Veterans Workforce Development



"Recently Separated Veterans (RSV) come to our agency, Managed Career Solutions, seeking assistance in obtaining work to support themselves and their families. This assistance is key to making a successful transition to civilian life. Many have long term educational and entrepreneurial goals, and need good paying jobs to support themselves and their families as they pursue their chosen career pathways. We provide comprehensive workforce development and career counseling services to our Veterans clients. Our ETP contract helps our agency to not only provide short term training that leads to quality jobs with good wages but it also helps us provide higher quality training that is contextualized to the needs of veterans ensuring successful job placement. With the help of ETP funding, we have also developed extensive employer networks building often on veteran-to-veteran relationships. Our Veterans really appreciate the Veterans' Priority of Service Programs that ETP has made available to our organization. Our RSVs tell us that when they can speak with Veterans through this process, transition to civilian life is more successful, so our staff, trainers and Employers include Veterans."

Philip Starr, Psy.D.
Executive Director
Managed Career Solutions, SPC

"ETP contracts help provide higher quality veterans training ensuring successful job placement...."



FOCUS ON THE FUTURE

FOCUS IN THE COMING YEAR:

- Program improvements
- Support for small businesses
- Resources for California businesses
- Assessment of future workforce needs
- Support Governor Newsom's California for All Vision
- ETP Workgroups: Multi-unit collective intelligence collaboration. ETP has implemented workgroups comprised of staff from various units to assist in solving complex issues.

ANNUAL REPORT APPENDICES

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APPENDIX A-1

APPROPRIATIONS AND EXPENDITURES

In FY 2019-20, the ETF received a Budget Act appropriation of \$103.6 million. The FY 2019-20 ETF collection was conservatively forecast at \$103 million. The most recent estimated ETF revenue collection of \$105.5 million was higher than the prior ETF revenue projection. After deducting administrative costs, and prior year liabilities, ETP had over \$41.2 million to fund new core training contracts in FY 2019-20. The Panel expended all of these training funds by May 2020.

CORE FUNDING - Appropriation and Expenditure Report FY 2019-20

Initial Total Budget Act Appropriation	\$102,752,000
Allocation for employee compensation, staff benefits, pension contribution adjustment	<u>- \$800,000</u>
Total Appropriation to ETP:	\$103,552,000
Total Appropriation to ETP:	\$103,552,000
Employment Training Fund (ETF)	- \$6,641,000
EDD Tax Branch (ETT Collection)	<u>\$96,911,000</u>
Total Appropriation to ETP:	
ETP Budget Spending Authority:	\$96,911,000
Appropriation to ETP	\$3,510,054
Reinvested Funds (Provision 1)	<u>\$2,337,001</u>
Roll Over Funds from Active Contracts	
Total Budget Authority for Fiscal Year 2019-20:	\$102,758,055
ETP Expenditures*:	
Program Administration	\$14,354,216
EDD Support	\$534,880
Marketing and Research	\$0
COVID Contact Tracing	\$6,852
Program Funds (new & prior year liabilities for training contracts)	<u>\$87,862,107</u>
Total Expenditures for Fiscal Year 2019-20:	<u>\$102,758,055</u>

The available \$102.8 million in core funding for Fiscal Year 2019-20 was allocated by the Panel as follows:

- **Program Funds:** The Panel encumbered all available program funds (\$87.8 million) for training. Of this amount, \$ 46.6 million was used for prior-year contract liabilities resulting from incremental funding and \$41.2 million was encumbered into new training contracts.

In order to maximize program funds, ETP incrementally encumbers training funds, initially encumbering about 40 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 \$14.4 million was used for program administration costs, including an additional \$500,000 for EDD support.

- **Marketing and Research:** ETP did not have any marketing contracts in Fiscal Year 2019-20 due to the on-going demand for ETP funds. ETP training contracts did not require a high level of marketing expenditures as in years past.

APPENDIX A-2

CORE FUNDING PROJECTS APPROVED IN HIGH UNEMPLOYMENT AREAS

Contractor Name	County(ies) Served	Industry	Trainees Approved in HUA	Approved Amount in HUA
Academy for Professional Development, Inc.	Stanislaus, San Joaquin, Merced	Services	50	\$133,400
ADF Inc. dba Able Design & Fabrication	Los Angeles	Manufacturing	2	\$2,024
Altman Specialty Plants, LLC	Multi Counties	Agriculture	35	\$19,320
American Professional Ambulance Corp	Los Angeles	Services	118	\$61,410
Barco Uniforms, Inc.	Los Angeles	Manufacturing	163	\$149,960
Betts Co	Multi Counties	Manufacturing	194	\$312,340
Blue Diamond Growers	Sacramento, Stanislaus	Manufacturing	365	\$220,225
Brand Consulting Group LLC	Multi Counties	Services	79	\$131,772
Branded Online Inc.	Multi Counties	Services	54	\$49,680
Butte-Glenn Community College District	Statewide	Services	145	\$112,640
Califia Farms, LLC	Los Angeles, Kern	Manufacturing	179	\$247,020
California Harvesters, Inc.	Kern	Services	249	\$199,200
California Manufacturers and Technology Association	Statewide	Services	74	\$43,170
California Workforce Association	Statewide	Services	197	\$271,663
CalPipe Industries, LLC	Ventura, Los Angeles	Manufacturing	110	\$70,840
Capistrano Beach Care Center LLC	Statewide	Services	145	\$26,680
Chaffey Community College District	Statewide	Services	20	\$36,900
Champion Home Builders, Inc.	Riverside, Tulare, Yolo	Manufacturing	260	\$173,420
Coast Packing Company	Los Angeles	Manufacturing	85	\$111,690
Collins Electrical Company, Inc.	Multi Counties	Construction	204	\$337,824
Enviro Tech Chemical Services Inc.	Stanislaus	Manufacturing	103	\$118,450
Eriksson, LLC dba Ingleby Farms	Fresno, Tulare	Agriculture	70	\$60,410
Field Fresh Foods Incorporated	Los Angeles	Manufacturing	242	\$169,280
Flory Industries	Stanislaus	Agriculture, Manufacturing	281	\$246,905
Foster Poultry Farms	Merced	Manufacturing	630	\$553,150
Free Energy Savings Co, LLC dba Quality Conservation Services	Multi Counties	Construction	60	\$103,500
Henderson Farms Inc.	Colusa	Agriculture	57	\$48,507
Hi Tech Emergency Vehicle Service, Inc.	San Joaquin	Manufacturing	51	\$60,720
Holz Rubber Company, Inc.	San Joaquin	Manufacturing	100	\$161,000

Contractor Name	County(ies) Served	Industry	Trainees Approved in HUA	Approved Amount in HUA
Home Away, Inc. dba The Pines Resort	Madera	Services	178	\$178,000
Kern Community College District	Statewide	Services	233	\$298,706
Lee's Accur-Tech Service Inc.	Fresno	Construction	89	\$129,168
Mariani Packing Co., Inc.	Solano, Yuba	Manufacturing	30	\$17,250
Mizkan America Inc.	San Joaquin	Manufacturing	150	\$55,660
Nowhere Commissary LLC	Los Angeles	Manufacturing	153	\$197,064
Olde Thompson, LLC	Ventura	Manufacturing	209	\$173,052
Pace Engineering, Inc.	Shasta	Construction	6	\$6,900
Pacific Coast Producers	San Joaquin, Butte, Yolo	Manufacturing	137	\$144,946
Poindexter Nut Company, Inc.	Fresno	Manufacturing Food Processing	304	\$139,840
Princess Paper, Inc.	Los Angeles	Manufacturing	47	\$48,645
Producers Dairy Foods, Inc.	Multi Counties	Manufacturing	473	\$435,160
Repsco, Inc.	Stanislaus	Manufacturing	20	\$14,720
Saisoft Enterprises, Inc. dba Professional Career Development Center	Statewide	Services	12	\$45,372
Santa Monica Community College District	Multi Counties	Services	53	\$53,076
Simpson Strong-Tie Co, Inc.	San Joaquin	Manufacturing	162	\$402,408
Soma Aec Inc. dba Oxman College	Multi Counties	Services	17	\$65,229
South Bay Workforce Investment Board, Inc.	Statewide	Services	30	\$48,690
State Center Community College District	Multi Counties	Services	93	\$148,707
Taylor Farms Pacific, Inc.	San Joaquin	Manufacturing	693	\$625,002
The Neil Jones Food Co dba San Benito Foods	San Benito	Manufacturing	326	\$74,980
True Organic Products, Inc.	Monterey, Fresno	Manufacturing	110	\$179,630
Tulare Nursing & Rehabilitation Hospital, Inc.	King, Tulare	Services	295	\$620,080
Universal Forest Products Inc. dba UFP Thornton, LLC	San Joaquin	Manufacturing	140	\$161,000
Vann Brothers	Colusa	Agriculture	242	\$196,742
Vino Farms, LLC	Multi Counties	Agriculture	134	\$178,756
Visalia Ceramic Tile Inc.	Tulare	Construction	83	\$52,210
Warren & Baerg Mfg Inc.	Tulare	Manufacturing	42	\$32,982
Westrock Services LLC	Fresno	Manufacturing	83	\$76,360
Workforce Development Corporation of Southeast Los Angeles County, Inc.	Statewide	Services	18	\$26,568
Zuckerman Family Farms, Inc.	San Joaquin	Agriculture	117	\$155,227
60 contracts			9,001	\$9,215,230

COMPLETED CONTRACT DATA

A. SUMMARY OF COMPLETED CONTRACTS

	Core Funding	Alternative Funding
Number of Contracts	414	2
Amount Earned	\$75,654,231	\$871,078
Retained in Employment	84,723	919

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 29 percent of new hires were employed by small businesses. Under Alternative Funding, 1 percent of retrainees were employed by small businesses.

All Business Sizes:

Core Funding: 3,161 businesses

- 70 percent small businesses
- 30 percent large businesses

Alternative Funding: 12 businesses

- 25 percent small business
- 75 percent large business

Small Businesses:

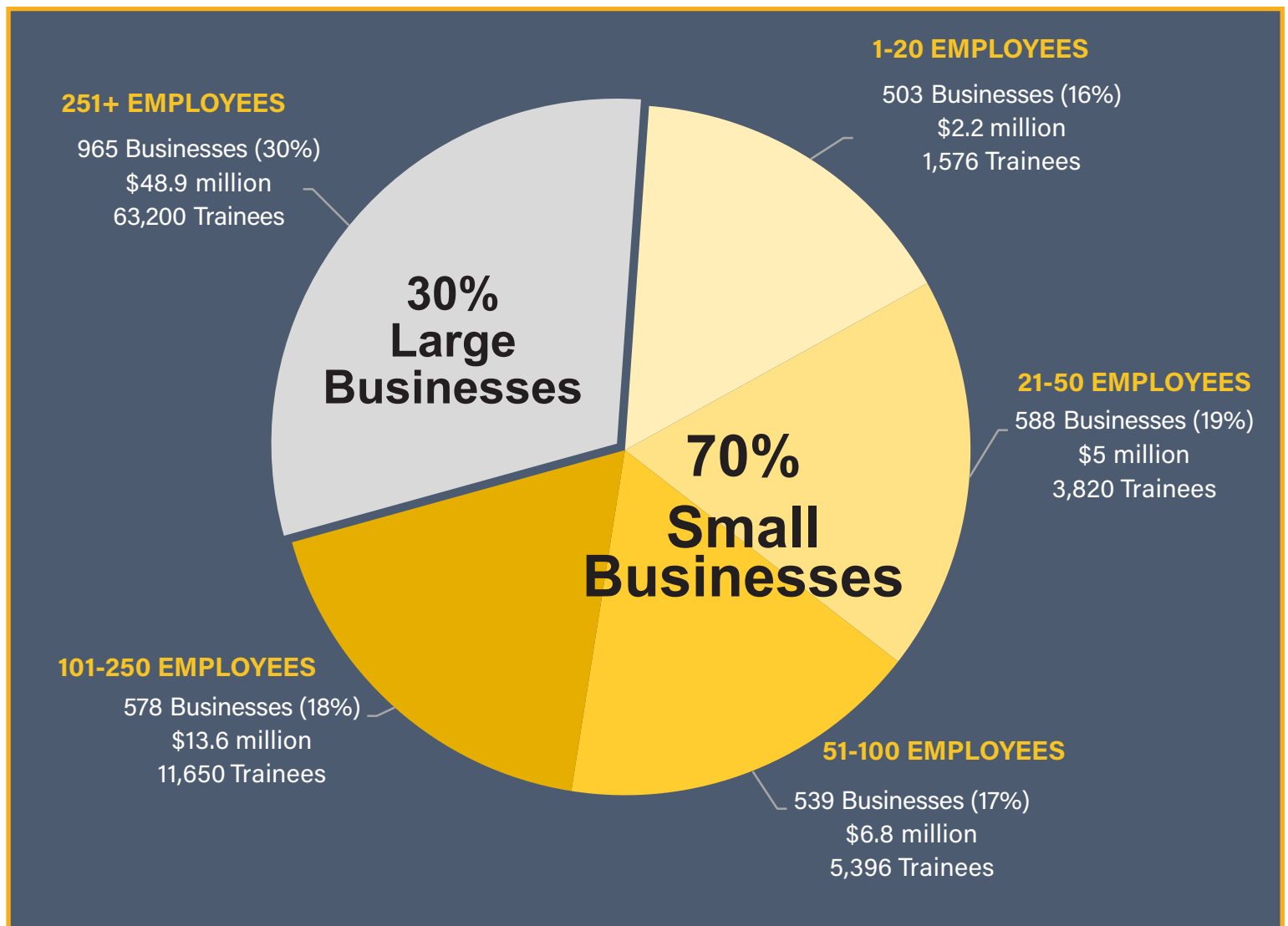
The Panel funds training for small business through both direct contracts with single employers and multiple-employer contracts (MECs), such as employer consortia or training agencies that train workers of multiple employers.

Core Funding: 195 small businesses served through direct contracts to provide training for 9,654 trainees; 2,010 small businesses were served through 49 MECs, providing training for 12,779 trainees.

Alternative Funding: 3 small businesses were served through 1 MEC, providing training for 9 trainees.

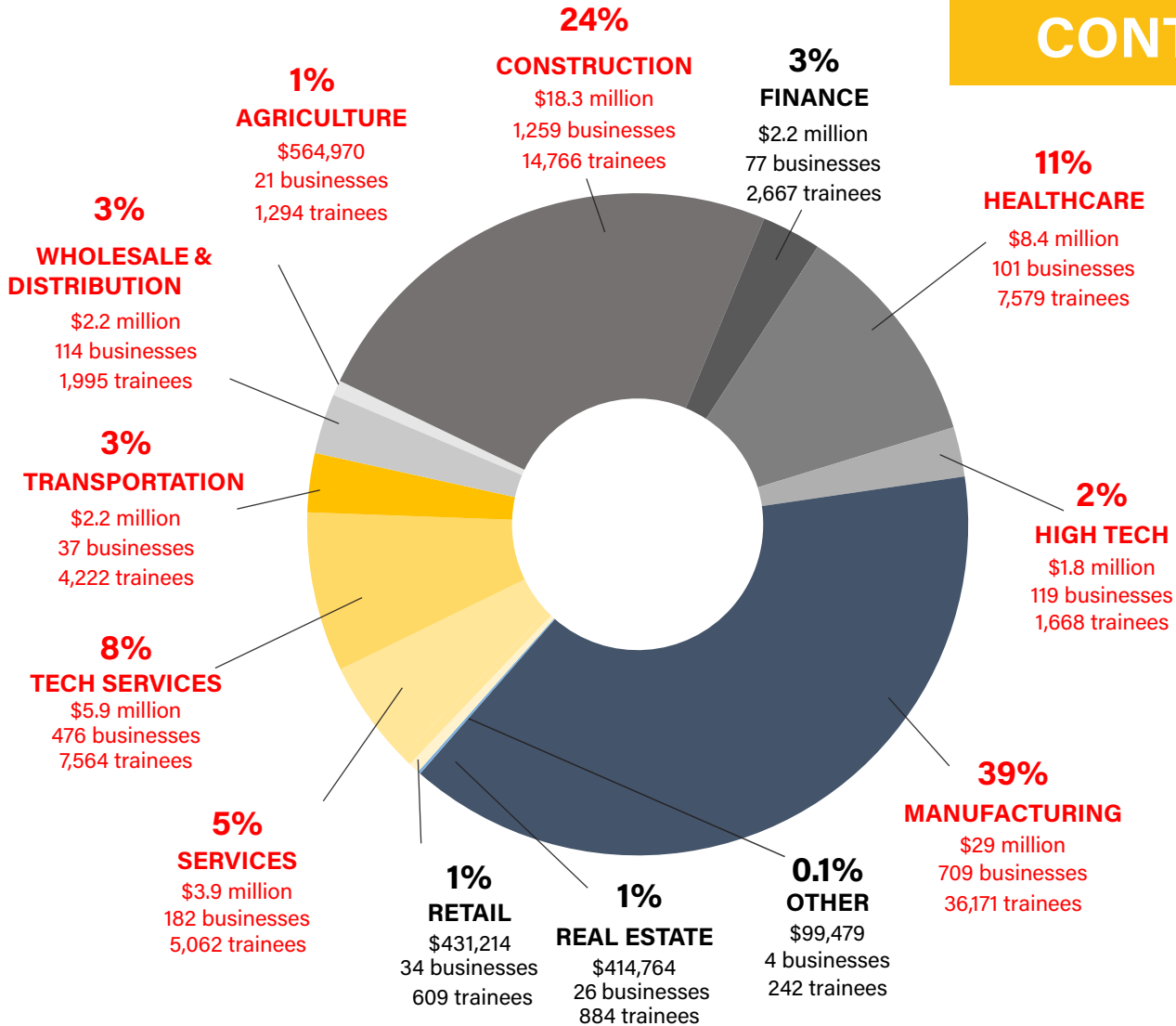
CORE & ALTERNATIVE FUNDED CONTRACTS

Bus. Size	Retrainees	Retrainee \$ Earned	New Hires	New Hire \$ Earned	Total \$ Earned
1-20	1,558	\$2,064,635	18	\$86,595	\$2,151,230
21-50	3,797	\$4,891,140	23	\$124,652	\$5,015,792
51-100	5,358	\$6,578,243	38	\$211,925	\$6,790,168
101-250	11,625	\$13,488,301	25	\$134,568	\$13,622,869
251+	62,947	\$47,855,977	253	\$1,089,272	\$48,945,249

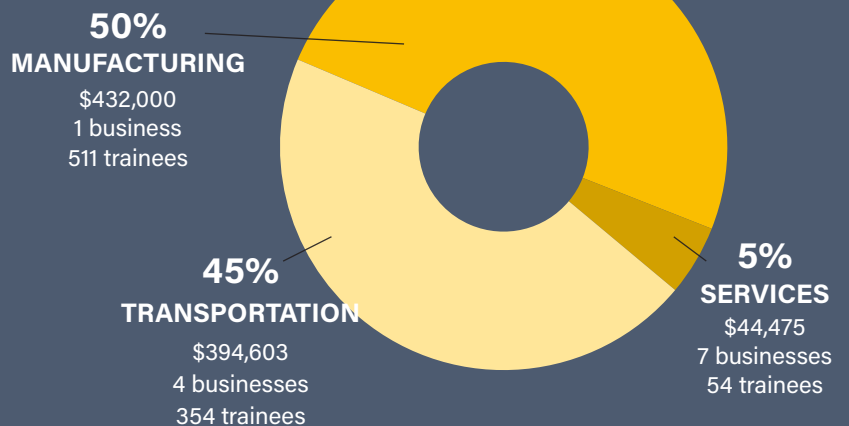


C. TRAINING BY INDUSTRY

CORE FUNDED CONTRACTS



ALTERNATIVE FUNDED CONTRACTS



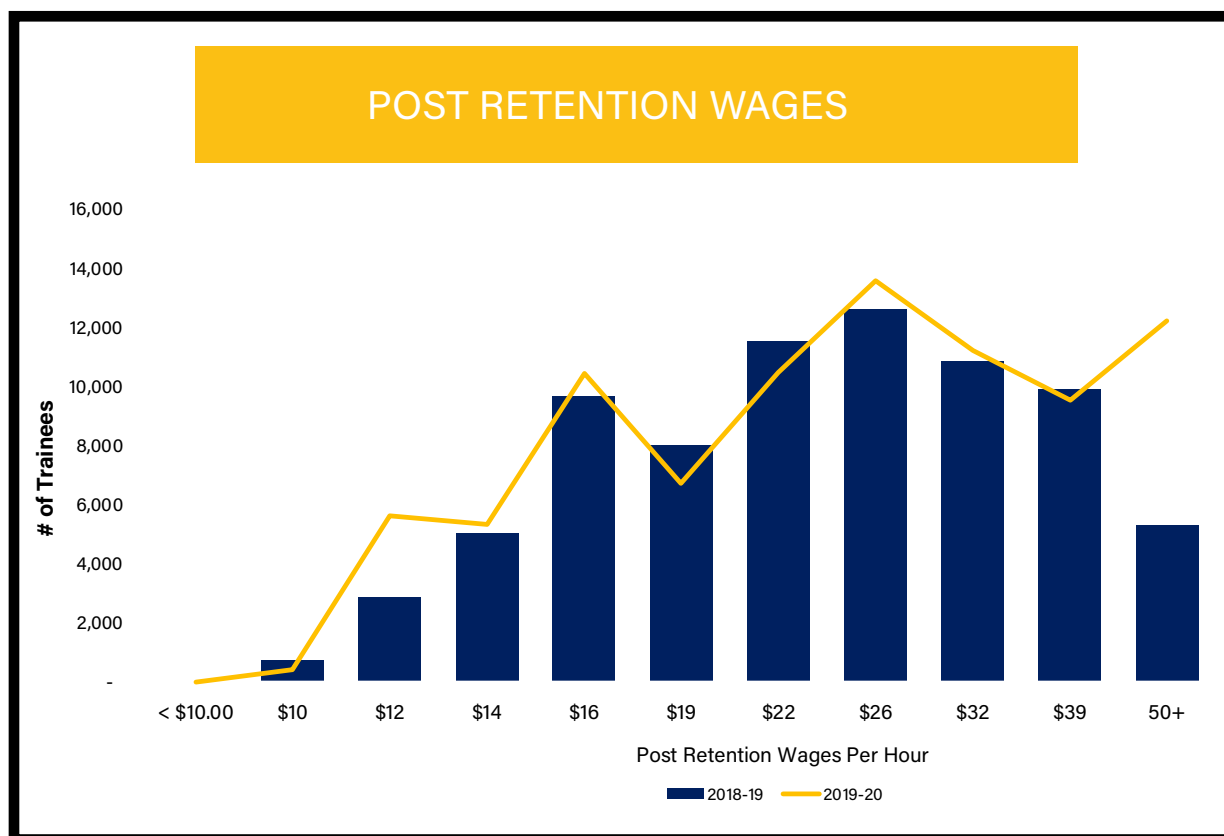
Percent graphed is the percent of earned funds by industry through alternative funded contracts out of all industries

D. TRAINEE WAGES

Among ETP core and alternative funding, the average post retention wage for 357 workers unemployed at the start of training (new hires) was \$17.38 per hour. The average post-retention wage for 85,285 incumbent workers (retrainees) was \$32.36 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 difference in the distribution of trainee wages after training and retention in 2018-19 and 2019-20.



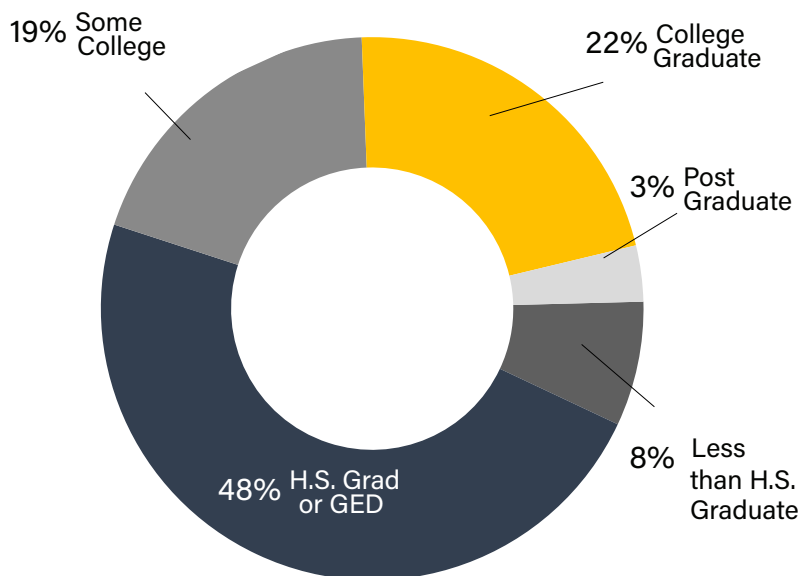
E. LITERACY TRAINING

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. 12 completed core contracts included literacy training for 408 trainees.

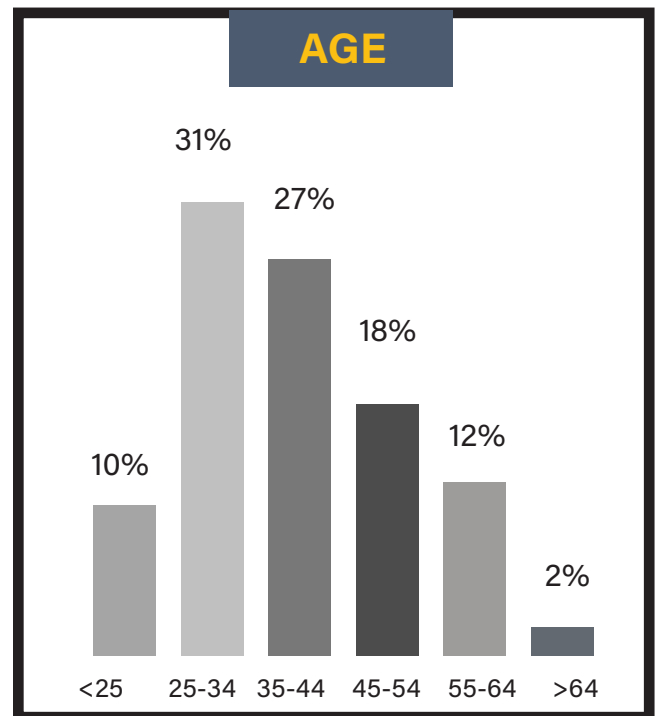
F. TRAINEE DEMOGRAPHICS

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

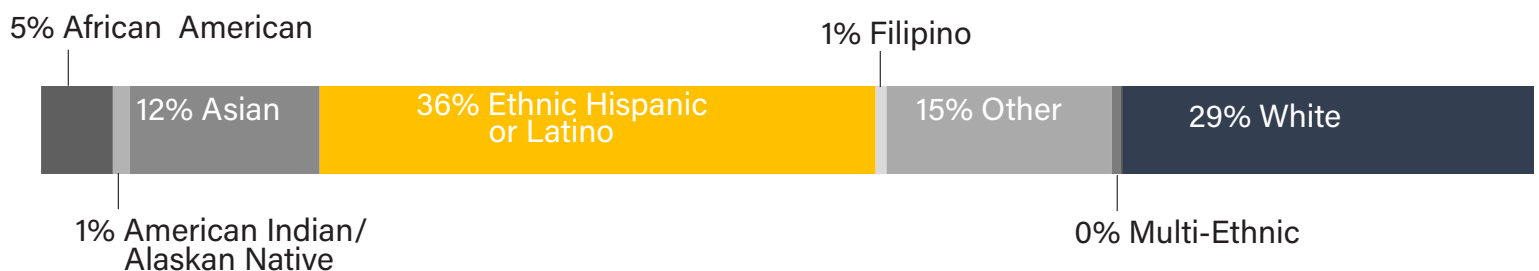
EDUCATION



AGE



RACE / ETHNICITY



32.7%
Female



0.1%
Non-Binary



67.2%
Male



VETERANS



2%
Veterans

*ETP trainees
who specified a
veteran status*

Note: This data is for placed trainees from Core and Alternative Funding Sources.

APPENDIX B-2

COMPLETED CORE FUNDING CONTRACTS

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
7th Inning Stretch LLC	San Joaquin	12	Services	8	0	\$6,776	88%
AAA Plating & Inspection, Inc.	Los Angeles	117	Manufacturing	118	0	\$104,100	100%
Abram Interstate Insurance Service, Inc.	Placer	20	Finance	9	0	\$5,830	39%
Advanced Bionics, LLC	Los Angeles	900	Manufacturing	41	0	\$23,279	10%
Advanced Composite Products and Technology, Inc.	Orange County	65	Manufacturing	55	0	\$95,433	96%
Advanced Medical Management, Inc.	Los Angeles	165	Healthcare	161	0	\$77,355	75%
Affirma Rehabilitation Inc	Orange County	333	Healthcare	176	0	\$117,106	30%
Age of Learning, Inc.	Los Angeles	575	Manufacturing	0	0	\$0	0%
Agilent Technologies, Inc.	Multi Counties	12,500	Manufacturing	541	0	\$571,390	96%
All Fab Precision Sheetmetal Inc	Santa Clara	110	Manufacturing	0	0	\$0	0%
Alldata LLC	Sacramento	412	Information	226	0	\$135,780	100%
Allergy, Immunology & Asthma Medical Group, Inc.	San Joaquin	38	Healthcare	14	0	\$16,098	48%
Alpha EMS Corp	Alameda	126	Manufacturing	44	0	\$45,738	93%
Alta Los Angeles Hospitals, Inc	Los Angeles	4,400	Healthcare	626	0	\$876,284	100%
Alta Newport Hospital, Inc.	Orange County	4,200	Healthcare	59	0	\$136,889	96%
Alta Vista Solutions Inc	Contra Costa	139	Technical Services	62	0	\$44,903	20%
Alturas Ranches LLC	Modoc	42	Agriculture	14	0	\$3,874	16%
Amro Fabricating Corp	Los Angeles, Riverside	170	Manufacturing	80	0	\$96,640	100%
Amy's Kitchen, Inc.	Sacramento, Sonoma	2,601	Manufacturing	292	0	\$136,192	26%
Anchor Healthcare, LLC	Los Angeles	109	Healthcare	0	0	\$0	0%
Andrew Furuseth School of Seamanship	San Francisco	MEC	Services	30	0	\$21,098	39%
Anthro Interactive, Inc.	San Diego	20	Services	21	0	\$21,249	86%
Applied Technologies Associates, Inc.	San Luis Obispo	1,700	Manufacturing	258	0	\$238,500	100%
Apprentice and Journeyman Training Trust Fund of the Southern California Plumbing and Piping Industry	Multi Counties	MEC	Services	772	0	\$949,428	100%
Archer-Daniels-Midland Company	Multi Counties	30,000	Manufacturing	340	0	\$277,045	78%
Ariat International Inc	Alameda	221	Manufacturing	232	0	\$135,720	100%
Armanino Foods of Distinction Inc	Alameda	40	Manufacturing	0	0	\$0	0%
Armstrong Garden Centers, Inc.	Multi Counties	789	Agriculture	269	0	\$143,195	85%
ARO Pistachios, Inc.	Tulare	45	Agriculture	48	0	\$18,096	100%
Asian Investment Corp dba Sqa Solution	San Mateo	19	Technical Services	1	0	\$2,034	65%
Asian Neighborhood Design Inc	San Francisco	MEC	Healthcare	0	39	\$195,330	100%
Associated Construction and Engineering Inc	Multi Counties	229	Construction	134	0	\$117,317	61%
ATEL Communications, Inc.	San Diego	20	Information	8	0	\$6,741	34%
ATS Workholding Inc dba ATS Systems	Orange County	45	Manufacturing	6	0	\$3,744	8%
Automobile Club of Southern California	Multi Counties	8,085	Finance	324	0	\$507,200	100%
B.H.K.H., Inc.	San Diego	60	Services	20	0	\$25,493	51%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
BAE Systems San Diego Ship Repair Inc.	San Diego	82,500	Manufacturing	1,041	0	\$358,539	70%
Bay Ship & Yacht Co.	Alameda	294	Manufacturing	188	0	\$94,548	100%
Bearing Engineers, Inc.	Alameda, Orange County	80	Manufacturing	50	0	\$35,204	70%
BEGA North America, Inc.	Santa Barbara	150	Manufacturing	58	0	\$31,760	35%
Bell Brother's Heating and Air Inc	Multi Counties	220	Construction	275	0	\$651,827	100%
Bennett Engineering Services Inc	Placer	25	Technical Services	11	0	\$5,876	33%
Bernards Bros Inc.	Multi Counties	248	Construction	235	0	\$127,224	100%
Best Formulations Inc	Los Angeles	300	Manufacturing	145	0	\$106,360	100%
BHC Alhambra Hospital	Los Angeles	90,000	Healthcare	67	0	\$45,294	22%
Bigham Services Inc	Sonoma	111	Construction	70	0	\$249,132	100%
BioMarin Pharmaceutical Inc.	Marin	2,263	Manufacturing	672	0	\$819,702	99%
B-K Lighting, Inc.	Madera	106	Manufacturing	92	0	\$109,181	84%
Blue Diamond Growers	Multi Counties	1,517	Manufacturing	390	0	\$312,780	100%
Blue Mountain Construction Services, Inc.	Solano	450	Construction	211	0	\$164,654	66%
Bobrick Washroom Equipment, Inc	Los Angeles	620	Manufacturing	132	0	\$223,660	100%
Bonney Plumbing LLC	Sacramento	160	Construction	119	0	\$249,867	100%
Bowyer Environmental Consulting Inc	Orange County	7	Technical Services	11	0	\$10,400	100%
BPM LLP	Multi Counties	405	Technical Services	346	0	\$229,756	75%
Bricklayers & Allied Craftsman Local #4 California JAC	Multi Counties	MEC	Construction	83	0	\$218,522	95%
Brickley Construction Company, Inc.	San Bernardino	57	Services	30	0	\$49,764	100%
Brown Armstrong Accountancy Corporation	Multi Counties	70	Technical Services	37	0	\$46,442	94%
Build Com Inc	Butte	680	Retail	79	0	\$20,373	27%
Building Skills Partnership	Los Angeles	MEC	Services	4,154	0	\$1,798,200	100%
Butte-Glenn Community College District	Butte	MEC	Agriculture	963	0	\$779,188	104%
BVOH	San Francisco	24	Services	25	0	\$22,176	64%
C Overaa & Co	Multi Counties	424	Construction	160	0	\$99,396	100%
C&D Zodiac, Inc.	Los Angeles, Orange County, San Bernardino	32,388	Manufacturing	1,428	0	\$509,599	81%
Caber Enterprises, Inc.	Kings, Tulare	300	Healthcare	235	0	\$526,399	94%
California Faucets, Inc.	Orange County	151	Manufacturing	33	0	\$14,666	14%
California Field Iron Workers Apprenticeship Training and Journeyman Retraining Fund - Northern CA	Multi Counties	MEC	Construction	549	0	\$530,457	100%
California Field Iron Workers Apprenticeship Training and Journeyman Retraining Fund - Southern CA	Multi Counties	MEC	Construction	677	0	\$511,010	100%
California Mfg Technology Consulting	Multi Counties	MEC	Construction	922	0	\$949,690	100%
California Sheet Metal Works Inc	San Diego	139	Manufacturing	47	0	\$44,159	33%
California Tradeshow and Sign Crafts Joint Apprenticeship Training Trust	Multi Counties	MEC	Construction	215	0	\$297,240	100%
California Workforce Association	Multi Counties	MEC	Agriculture	695	0	\$946,083	100%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Capstone Fire Management, Inc.	San Diego	68	Services	47	0	\$34,771	46%
CareMeridian, LLC	Multi Counties	1,350	Healthcare	161	0	\$134,148	48%
Casco Contractors LLC	Orange County	66	Construction	50	0	\$49,504	100%
CC of San Diego Inc dba California Closets	San Diego	65	Manufacturing	41	0	\$29,198	100%
Central Valley Mother Lode Plumbers Pipe and Refrigeration Fitters JATC	Multi Counties	MEC	Construction	81	0	\$227,799	100%
Cepheid	San Joaquin, Santa Clara	2,500	Manufacturing	602	0	\$501,809	67%
Certified Stainless Service Inc dba West-Mark	Multi Counties	172	Manufacturing	191	0	\$281,440	100%
Chatsworth Products Inc	Los Angeles	191	Manufacturing	94	0	\$73,710	100%
Chevron Global Downstream LLC	Los Angeles	51,345	Manufacturing	711	0	\$497,530	67%
Cicon Engineering, Inc.	Los Angeles	421	Manufacturing	126	0	\$109,440	100%
Cintas Corporation No. 3	Multi Counties	41,342	Services	41	0	\$27,006	9%
Citadel Premium Design, Inc.	Yolo	82	Construction	23	0	\$35,698	95%
City and County of San Francisco	San Francisco	MEC	Construction	0	68	\$422,806	71%
Clean Energy	Los Angeles, Orange County	825	High Tech	128	0	\$98,969	29%
Clean Solar, Inc.	Santa Clara	43	High Tech	29	0	\$32,604	100%
Clima-Tech LLC	San Bernardino	60	Construction	38	0	\$55,090	57%
Coast Medical Service, Inc., a Medical Group	Los Angeles	12	Services	10	0	\$11,528	81%
Coastal Payroll Services Inc	San Diego	42	Technical Services	63	0	\$46,112	100%
Coastal Signage and Wayfinding, Inc.	San Diego	30	Manufacturing	0	0	\$0	0%
Columbus Mfg Inc	Alameda	354	Manufacturing	314	0	\$229,580	100%
Compassionate Care Home Health Agency LLC	Fresno	110	Healthcare	73	0	\$108,306	46%
Compound Solutions Inc.	San Diego	22	Wholesale/ Distribution	21	0	\$17,776	90%
Concrete Value Corp	Multi Counties	700	Construction	27	0	\$16,938	7%
Constellation Brands U.S. Operations, Inc.	Multi Counties	7,751	Manufacturing	321	0	\$68,524	14%
Cork Supply Usa, Inc.	Solano	412	Manufacturing	67	0	\$49,932	100%
Cornerstone Ondemand, Inc.	Los Angeles	1,800	Technical Services	570	0	\$338,601	88%
Correctional Medical Group Companies, Inc.	Monterey	983	Healthcare	540	0	\$278,859	68%
Covenant Care California LLC	Multi Counties	3,644	Healthcare	468	0	\$597,991	100%
CPH Hospital Management, LLC	Los Angeles	1,400	Healthcare	74	0	\$120,185	70%
CSP Fiber Services	Los Angeles, Orange County, San Bernardino	200	High Tech	79	0	\$147,730	79%
CU Direct Corporation	Multi Counties	410	High Tech	263	0	\$237,445	70%
Dauntless Molds	Los Angeles	30	Manufacturing	20	0	\$49,764	100%
David Evans and Associates, Inc.	Multi Counties	700	Technical Services	0	0	\$0	0%
Delta Pipeline Inc.	Los Angeles	60	Construction	23	0	\$72,735	75%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Dewell Enterprises Inc dba Commercial Bath Refinishing	Multi Counties	60	Construction	16	0	\$9,267	22%
Diamond Foods, LLC	San Joaquin	800	Manufacturing	434	0	\$320,204	86%
Digital Media Management Inc	Los Angeles	87	Technical Services	16	0	\$3,848	40%
Direct Marketing Partners	Sacramento	23	Services	10	0	\$8,784	43%
Discount Two Way Radio	Los Angeles	34	Retail	30	0	\$33,867	99%
Diversified Communications Services, Inc	Orange County	64	Construction	57	0	\$83,200	100%
DMG Corporation	Orange County, San Diego	107	Manufacturing	59	0	\$48,880	100%
Dockstader and Dockstader, Incorporated	Fresno	62	Services	39	0	\$48,268	98%
Dohrmann Insurance Agency, Inc.	San Joaquin	23	Finance	16	0	\$17,679	84%
Driscoll's, Inc.	Multi Counties	2,837	Agriculture	163	0	\$46,413	19%
Dumont Printing Inc	Fresno	45	Manufacturing	22	0	\$33,280	100%
Dynamic Signal, Inc.	San Mateo	199	Manufacturing	49	0	\$22,296	9%
Dytran Instruments, Inc.	Los Angeles	166	Manufacturing	120	0	\$68,088	34%
Eastwestproto, Inc.	Los Angeles	255	Healthcare	218	0	\$253,501	80%
Eco.Logic Brands Inc.	San Joaquin	16	Manufacturing	16	0	\$18,785	81%
Economic Development Collaborative-Ventura County	Multi Counties	MEC	Wholesale/ Distribution	9	0	\$4,068	4%
Edwards Lifesciences LLC	Orange County	4,443	Manufacturing	662	0	\$353,106	100%
El Camino Community College District	Multi Counties	MEC	Construction	1,238	0	\$933,391	98%
Elevate Home Health LLC	Multi Counties	3,877	Healthcare	126	0	\$98,671	27%
Eli's Auto Center II, Inc.	Los Angeles	58	Services	0	0	\$0	0%
Elite Group Collision Centers Inc	Multi Counties	350	Services	0	0	\$0	0%
Elrob, Inc.	Orange County	120	Manufacturing	37	0	\$75,283	83%
Emazing Lights, LLC	Los Angeles, Orange County	45	Manufacturing	43	0	\$49,296	100%
Emerald Packaging, Inc.	Alameda	276	Manufacturing	20	0	\$13,410	10%
Employers Group	Multi Counties	MEC	Construction	1,302	0	\$1,165,620	123%
Emser Tile, LLC	Multi Counties	950	Manufacturing	301	0	\$245,700	100%
Enterey, Inc.	Orange County	33	Technical Services	25	0	\$17,292	35%
Esplanade Builders Inc	Los Angeles	86	Construction	75	0	\$72,570	94%
Esurance Insurance Services Inc	Placer	2,697	Finance	329	0	\$162,083	81%
Everett Graphics Inc	Alameda	105	Manufacturing	42	0	\$56,603	38%
F Lofrano & Son Inc	Multi Counties	80	Services	69	0	\$46,420	100%
Farmers Group Inc	Multi Counties	4,546	Finance	547	0	\$220,200	100%
Finishing Trades Institute of District Council 36 JATT	Multi Counties	MEC	Construction	946	0	\$949,595	100%
Fiore Di Pasta Inc	Fresno	62	Manufacturing	11	0	\$14,299	44%
Flatiron West Inc	Multi Counties	947	Construction	503	0	\$216,817	87%
Flexcare LLC	Placer	145	Services	84	0	\$102,153	88%
FoodService Partners LLC	Contra Costa, San Mateo	249	Manufacturing	0	0	\$0	0%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Foster Poultry Farms	Multi Counties	9,218	Manufacturing	1,003	0	\$593,243	87%
Four Star Meat Co Inc	Los Angeles	45	Manufacturing	34	0	\$48,123	97%
FPI Management Inc	Multi Counties	1,700	Real Estate	713	0	\$170,250	100%
Frank, Rimerman & Co. LLP	Napa, San Francisco, Santa Clara	413	Technical Services	270	0	\$213,572	64%
Frazer LLP	Orange County, Tulare	65	Technical Services	54	0	\$27,634	64%
Freotech Plastics Inc	Alameda	40	Manufacturing	0	0	\$0	0%
Fresno Surgery Center, L.P.	Fresno	374	Healthcare	217	0	\$199,574	83%
Frontier Water Systems, LLC	San Diego	24	Manufacturing	18	0	\$19,864	71%
Fruth Custom Plastics, Inc.	Orange County	139	Manufacturing	19	0	\$14,462	34%
Fulham Co., Inc.	Los Angeles	80	Manufacturing	24	0	\$16,462	33%
Futuris Automotive (CA) LLC	Alameda	5,438	Manufacturing	0	0	\$0	0%
GBC International Bank	Multi Counties	99	Finance	31	0	\$20,760	56%
General Mills Operations, LLC.	Los Angeles	38,245	Manufacturing	78	0	\$94,028	24%
Genie Scientific Corporation	Orange County	25	Manufacturing	16	0	\$21,855	75%
Giligia College	Los Angeles	MEC	Construction	1	16	\$73,462	104%
Giroux Glass, Inc.	Fresno, Los Angeles, San Bernardino	223	Construction	60	0	\$73,920	100%
Glendale Community College	Los Angeles	MEC	Agriculture	598	0	\$948,894	100%
Golden State Foods	Los Angeles	1,821	Manufacturing	264	0	\$79,092	100%
GPL Solutions LLC	Los Angeles	29	Technical Services	0	0	\$0	0%
Graphic Business Solutions Inc	San Diego	65	Manufacturing	11	0	\$7,280	21%
Greatcall, Inc.	San Diego	1,057	High Tech	217	0	\$313,200	100%
Greater San Fernando Valley Chamber of Commerce	Multi Counties	MEC	Construction	362	0	\$580,886	310%
Grossmont-Cuyamaca Community College District	San Diego	MEC	Construction	0	16	\$83,253	93%
GS Williams Inc dba Archoustics West	Placer	16	Technical Services	17	0	\$32,760	100%
H M Electronics Inc	Multi Counties	615	Manufacturing	496	0	\$271,625	83%
Hall Ambulance Service Inc	Kern	455	Healthcare	98	0	\$294,613	121%
Hansen Engineering	Los Angeles	70	Manufacturing	39	0	\$55,380	100%
Harveys Industries, Inc.	Orange County	47	Manufacturing	24	0	\$33,826	73%
Headway Technologies Inc	Santa Clara	686	Manufacturing	309	0	\$344,250	100%
HMWC CPAs Business Advisors	Orange County	68	Technical Services	40	0	\$21,939	67%
HSA & Associates, Inc.	Los Angeles	35	Technical Services	42	0	\$49,504	100%
HWS Baseball IV dba Modesto Nuts Professional	Stanislaus	12	Services	8	0	\$9,256	99%
Hydratech, LLC	Fresno	55	Manufacturing	19	0	\$13,338	23%
Infineon Technologies Americas Corp.	Multi Counties	36,300	Manufacturing	799	0	\$449,647	79%
Ingomar Packing Co	Merced	150	Manufacturing	429	0	\$215,280	100%
Ingredion Incorporated	San Joaquin	10,912	Manufacturing	57	0	\$38,786	57%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Inland Training Fund dba Inland Empire Electrical Training Center	Multi Counties	MEC	Construction	480	0	\$819,087	89%
Inspec Testing Inc	San Diego	36	Technical Services	24	0	\$42,698	96%
Integrated Media Technologies, Inc.	Los Angeles	42	Technical Services	31	0	\$63,960	100%
Interior Experts General Builders, Inc.	San Bernardino	130	Construction	115	0	\$76,724	95%
International Business Machines Corp	Multi Counties	360,000	Technical Services	1,697	0	\$734,076	100%
Isec Inc	Multi Counties	620	Construction	210	0	\$99,431	29%
Italian Windows and Doors, LLC	Orange County	14	Manufacturing	15	0	\$16,549	99%
J & J Processing, Inc.	Los Angeles	80	Manufacturing	0	0	\$0	0%
J M Construction & Engineering Inc.	Merced, Stanislaus	50	Manufacturing	0	0	\$0	0%
Jackson Family Wines, Inc.	Monterey, Napa, Santa Barbara, Sonoma	1,550	Manufacturing	369	0	\$106,463	44%
JFK Memorial Hospital	Riverside	90,973	Healthcare	247	0	\$184,865	75%
JLK Rosenberger, LLP	Los Angeles, Orange County	50	Technical Services	28	0	\$13,640	55%
JMJK, Inc.	Los Angeles	45	Technical Services	41	0	\$30,423	100%
Johanson Dielectrics Inc	Multi Counties	323	Manufacturing	65	0	\$8,493	9%
John Bean Technologies Corp	Madera	4,200	Manufacturing	110	0	\$92,808	38%
Johnnie's Paint & Body Shop, Inc.	Los Angeles	27	Services	0	0	\$0	0%
Joint Apprenticeship Committee for Operating Engineers 46 Northern Counties in CA	Sacramento	MEC	Construction	176	0	\$243,094	26%
JS Audit Group, Inc.	Santa Barbara	30	Technical Services	24	0	\$45,361	92%
JVS	Multi Counties	MEC	Finance	224	190	\$949,742	100%
Karl Storz Endoscopy - America Inc	Multi Counties	724	Wholesale/ Distribution	245	0	\$200,038	85%
Karma Automotive LLC	Multi Counties	767	Manufacturing	369	0	\$232,431	77%
KCoe Isom, LLP	Multi Counties	360	Technical Services	98	0	\$54,658	49%
Keithly-Williams Seeds Inc	Multi Counties	202	Wholesale/ Distribution	0	0	\$0	0%
Kern Community College District	Multi Counties	MEC	Agriculture	1,426	0	\$557,694	96%
KML Enterprises Career Development LLC dba New Horizons Learning Group	San Diego	MEC	Manufacturing	265	0	\$57,442	14%
Koos Manufacturing, Inc.	Los Angeles	987	Manufacturing	0	0	\$0	0%
KRC Safety Co Inc	Tulare	97	Real Estate	53	0	\$26,260	36%
KRT Marketing Inc	Contra Costa	32	Technical Services	27	0	\$39,442	79%
Kruger Foods	San Joaquin	152	Manufacturing	26	0	\$13,347	12%
L&S Framing Inc	Placer	315	Construction	159	0	\$190,960	96%
L3 Electron Devices Inc	Los Angeles	5,000	Manufacturing	558	0	\$425,432	47%
La Tapatia Tortilleria, Inc.	Fresno, Sacramento	176	Manufacturing	142	0	\$114,109	67%
La Tortilla Factory, Inc.	Multi Counties	253	Manufacturing	172	0	\$241,104	100%
Label Impressions, Inc.	Orange County	60	Manufacturing	30	0	\$16,523	36%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Labeltronix, LLC	Orange County	84	Manufacturing	46	0	\$26,350	53%
Laborers Training and Re-Training Trust Fund For Southern California	Multi Counties	MEC	Construction	1,049	0	\$938,666	100%
Lakeshore Equipment Company	Los Angeles	1,936	Manufacturing	319	0	\$142,740	100%
LAM Research Corp	Alameda	2,882	Manufacturing	119	0	\$49,680	100%
Lancaster Burns Construction Inc	Placer	250	Construction	402	0	\$247,964	100%
Lancaster Chamber of Commerce	Multi Counties	MEC	Construction	345	0	\$422,711	89%
Landscape Development, Inc.	Multi Counties	700	Construction	0	0	\$0	0%
Lax Coastal Area Chamber of Commerce	Multi Counties	MEC	Construction	57	0	\$39,292	16%
Lidestri Foods Inc	Fresno	207	Manufacturing	183	0	\$383,204	82%
Life-Assist Inc	Sacramento	55	Wholesale/ Distribution	52	0	\$29,377	84%
Lili Mirtorabi DDS Ms A Professional Corp	Multi Counties	145	Healthcare	42	0	\$130,680	100%
Lin Engineering, Inc.	Santa Clara	89	Manufacturing	26	0	\$16,417	62%
Little John's Body Works	Los Angeles	21	Services	10	0	\$9,401	78%
Lockheed Martin Corporation	Los Angeles	96,000	Manufacturing	661	0	\$400,602	100%
Logitech Inc.	Alameda, Orange County	2,800	Manufacturing	92	0	\$33,354	51%
Los Angeles & Orange Counties Air Conditioning & Refrigeration Joint JATC	Multi Counties	MEC	Construction	426	0	\$700,692	100%
Los Angeles & Orange Counties Air Conditioning & Refrigeration Joint JATC	Multi Counties	MEC	Construction	289	0	\$948,124	100%
Los Angeles Trade-Technical College	Los Angeles	MEC	Construction	1,020	0	\$462,801	49%
LPL Financial, LLC	San Diego	3,500	Finance	500	0	\$114,877	53%
Lucas Horsfall Murphy and Pindroh LLP	Los Angeles	60	Technical Services	0	0	\$0	0%
Luminit LLC	Los Angeles	79	Manufacturing	49	0	\$42,537	85%
M.J. Hall & Co., Inc.	Multi Counties	114	Finance	31	0	\$15,038	25%
M3 Hvac dba M3 Mechanical	Orange County	26	Manufacturing	0	0	\$0	0%
MAG Aerospace Industries, LLC dba Zodiac Water & Waste Aero Systems	Los Angeles	32,388	Manufacturing	240	0	\$120,847	100%
Managed Solution, LLC	San Diego	70	Technical Services	20	0	\$8,292	17%
Mann Packing Co., Inc.	Merced, Monterey	815	Agriculture	422	0	\$116,975	40%
Mary Ann's Baking Co Inc	Sacramento	194	Manufacturing	124	0	\$400,920	100%
Matthew Warren, Inc.	Los Angeles, Santa Barbara	1,650	Manufacturing	71	0	\$56,265	28%
MBK Enterprises, Inc.	Los Angeles	50	Manufacturing	38	0	\$43,849	89%
Mckesson Medical-Surgical Inc.	Placer	68,000	Wholesale/ Distribution	99	0	\$100,620	100%
McWane, Inc.	Alameda, Los Angeles, Riverside	4,671	Manufacturing	41	0	\$14,830	8%
Medata, Inc.	Orange County	230	Manufacturing	105	0	\$98,404	31%
Medcoast Medservices Inc	Los Angeles	115	Healthcare	36	0	\$26,465	23%
Meggitt (San Diego) Inc	San Diego	2,500	Manufacturing	195	0	\$182,150	27%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Menchie's Group Inc	Los Angeles	79	Services	62	0	\$56,877	79%
Merle Norman Cosmetics Inc	Los Angeles	323	Manufacturing	49	0	\$27,410	61%
Mesa Energy Systems, Inc.	Multi Counties	600	Construction	317	0	\$147,249	73%
Method Technologies Inc.	Orange County	30	Technical Services	25	0	\$22,154	74%
Meyer Corporation, U.S.	Solano	471	Manufacturing	84	0	\$64,629	16%
Milestone Technologies Inc.	Alameda, Butte	1,886	Technical Services	181	0	\$134,412	20%
Mitchell International, Inc.	Orange County, San Diego	1,573	Manufacturing	115	0	\$30,325	51%
Molecular Bioproducts Inc	Sonoma	65,000	Manufacturing	0	0	\$0	0%
Momentous Insurance Brokerage Inc.	Los Angeles	214	Finance	143	0	\$47,516	40%
Monster City Studios, Inc	Fresno	13	Technical Services	15	0	\$10,972	60%
Moog Inc.	Los Angeles	11,000	Manufacturing	421	0	\$235,404	100%
Mr C Manager LLC	Los Angeles	225	Services	81	0	\$127,038	82%
MS West Enterprises	Multi Counties	120	Services	91	0	\$249,870	100%
Mt San Antonio College	Multi Counties	MEC	Manufacturing	194	0	\$274,744	100%
Multi Cable Inc	Los Angeles	33	Construction	17	0	\$17,030	50%
Mytality Corp	Santa Clara	170	Technical Services	7	0	\$3,355	21%
NAC Insurance Administration Corporation	Santa Cruz	38	Finance	0	0	\$0	0%
Napa Valley College	Napa	MEC	Agriculture	54	0	\$40,646	96%
National Steel and Shipbuilding Company	San Diego	95,000	Manufacturing	171	0	\$664,160	91%
Next Level Internet, Inc.	San Diego	27	Technical Services	32	0	\$31,976	95%
NFCC, Inc.	Fresno	50	Services	36	0	\$38,064	100%
Niagara Bottling, LLC	San Bernardino, San Joaquin	3,420	Manufacturing	219	0	\$140,352	100%
Nor-Cal Beverage Co Inc	Multi Counties	559	Manufacturing	353	0	\$114,218	76%
Norman Industrial Materials Inc	Multi Counties	301	Manufacturing	119	0	\$57,024	200%
North State Electrical Contractors Inc	Sacramento	120	Construction	89	0	\$153,400	100%
Northern CA Heat & Frost Insulators and Allied Workers JATC	Multi Counties	MEC	Construction	192	0	\$646,720	100%
Northern California Elevator Industry JATC	Multi Counties	MEC	Construction	375	0	\$742,742	100%
Northern California Shop Ironworkers JAC	Multi Counties	MEC	Construction	27	0	\$36,443	72%
Northern California Surveyors JAC	Multi Counties	MEC	Technical Services	163	0	\$292,330	100%
Northern Central Distributing, Inc.	Fresno	47	Retail	23	0	\$18,739	40%
Novacap, LLC	Los Angeles	185	Manufacturing	27	0	\$8,852	12%
Novogradac & Company Llp	Multi Counties	546	Technical Services	125	0	\$105,800	100%
Omni Consulting Solutions LLC	Los Angeles	31	Technical Services	13	0	\$9,592	26%
Omni Hotels Management Corp dba Omni LA Costa Resort and Spa	Multi Counties	2,840	Services	558	0	\$99,950	100%
One Week Bath Inc	Los Angeles	44	Construction	33	0	\$50,257	86%
Orange County Global Medical Center, Inc.	Orange County	2,406	Healthcare	152	0	\$247,975	84%
Organic by Nature, Inc.	Los Angeles	86	Manufacturing	78	0	\$99,435	88%
Orora Packaging Solutions	Multi Counties	1,403	Manufacturing	744	0	\$468,149	62%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Oven Fresh Bakery Inc	Alameda	15	Manufacturing	14	0	\$17,368	100%
Owens Healthcare, Inc.	Multi Counties	165	Retail	187	0	\$137,230	100%
P2S Engineers, Inc.	Los Angeles, San Diego, Santa Clara	178	Technical Services	196	0	\$278,226	96%
Pacific Companies, Inc.	Orange County	34	Services	44	0	\$69,418	94%
Pacifica Foods LLC	Multi Counties	322	Manufacturing	119	0	\$135,103	93%
PacMin Incorporated	Orange County	168	Manufacturing	49	0	\$47,801	97%
Pactiv Bakersfield	Kern	-	Manufacturing	0	0	\$0	0%
Pactiv LLC	Fresno	12,000	Manufacturing	71	0	\$30,618	96%
Paragon Products Limited, LLC	El Dorado	63	Manufacturing	21	0	\$12,378	97%
Pb Loader Corporation	Fresno	59	Manufacturing	70	0	\$60,814	85%
Pc Specialists, Inc.	Multi Counties	366	Technical Services	87	0	\$50,139	51%
Philz Coffee, Inc.	Alameda, San Francisco	882	Services	47	0	\$18,728	15%
Phoenix Energy Technologies, Inc.	Orange County	87	Technical Services	19	0	\$21,867	45%
PlanetTogether, Inc.	San Diego	14	Manufacturing	3	0	\$923	6%
PLM Operations, LLC	Stanislaus	87	Manufacturing	61	0	\$49,270	100%
Power Factor Electric, Incorporated	Placer	118	Construction	85	0	\$176,342	91%
Powerschool Group LLC	Sacramento	456	Manufacturing	108	0	\$68,892	32%
Premier Coatings Inc dba Premier Finishing	San Joaquin	131	Manufacturing	18	0	\$7,787	11%
PrimeCo	San Diego	214	Construction	62	0	\$76,092	82%
Prl Glass Systems, Inc.	Los Angeles	526	Manufacturing	364	0	\$514,666	100%
Probe Information Services Inc	Sacramento	79	Services	44	0	\$32,533	48%
Producers Dairy Foods Inc	Fresno, Solano	504	Manufacturing	521	0	\$495,425	100%
Professionals in Human Resources Association	Multi Counties	MEC	Finance	607	0	\$899,010	95%
Profit Recovery Partners, LLC	Orange County	95	Technical Services	53	0	\$17,518	18%
Puritan Bakery, Inc.	Los Angeles	274	Manufacturing	0	0	\$0	0%
Pyramid LA Management L.P.	Los Angeles	10,460	Services	335	0	\$221,550	100%
Pyramid San Francisco Management L.P.	San Francisco	10,460	Services	189	0	\$123,023	94%
Pyramid San Gabriel Management L.P.	Los Angeles	5,370	Services	180	0	\$265,348	97%
Qpe Technical Institute Inc	Orange County	MEC	Manufacturing	91	2	\$144,576	56%
Quad Knopf, Inc.	Fresno, Kern, Merced, Placer, Tulare	98	Technical Services	83	0	\$73,892	100%
Quality Refrigeration Company, Inc.	Los Angeles, San Diego	35	Services	24	0	\$38,720	100%
Quick Crete Products Corp.	Riverside	159	Manufacturing	48	0	\$68,953	83%
Quinn Group, Inc.	Multi Counties	1,474	Manufacturing	534	0	\$353,077	90%
RDC-S111, Inc.	Los Angeles	183	Technical Services	110	0	\$72,715	62%
Rebas, Inc.	Los Angeles, Orange County	135	Transportation	74	0	\$32,948	68%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Reborn Cabinets	Orange County	312	Manufacturing	374	0	\$534,793	98%
Reliance Home Services Inc	Los Angeles	115	Construction	129	0	\$210,000	100%
Renew Health Consulting Services LLC	Multi Counties	2,479	Healthcare	436	0	\$211,131	75%
Renovo Solutions, LLC	Orange County	245	Services	82	0	\$92,372	93%
Rich Products Corporation	Fresno	7,500	Manufacturing	100	0	\$39,250	22%
Richmond Wholesale Meat Co	Contra Costa	48	Wholesale/ Distribution	40	0	\$45,156	91%
Riverside Healthcare System, LP	Riverside	241,000	Healthcare	195	0	\$715,170	100%
Rockstar Recruiting LLC dba Staff Rehab	Orange County	20	Technical Services	29	0	\$20,730	89%
Rudolph and Sletten, Inc.	Multi Counties	10,000	Construction	423	0	\$181,890	93%
Sacramento Area Electrical Workers JATC	Sacramento	MEC	Construction	321	0	\$624,448	83%
Safran Seats Santa Maria LLC	Santa Barbara	1,050	Manufacturing	213	0	\$99,136	100%
San Diego Electrical Training Trust Fund	Multi Counties	MEC	Construction	479	0	\$677,650	100%
San Francisco Electrical Industry Apprenticeship and Training Trust	San Francisco	MEC	Construction	426	0	\$613,773	100%
Santa Ana Chamber of Commerce	Multi Counties	MEC	Construction	448	0	\$441,999	60%
Santa Clara County Electrical JATC	Santa Clara	MEC	Construction	365	0	\$501,200	100%
Santa Clarita Community College District	Los Angeles	MEC	Finance	636	0	\$699,573	108%
Santa Monica Community College District	Los Angeles	MEC	Manufacturing	524	0	\$828,233	87%
SchoolsFirst Federal Credit Union	Multi Counties	1,662	Finance	160	0	\$39,166	12%
SCRAM of California, Inc.	Multi Counties	34	Healthcare	41	0	\$67,696	90%
Sempra Energy dba Southern California Gas Co	Los Angeles	8,500	High Tech	49	0	\$191,464	100%
Senga Engineering Inc	Orange County	54	Manufacturing	33	0	\$29,822	100%
Sensiba San Filippo, LLP	Multi Counties	174	Technical Services	81	0	\$44,828	41%
ServiceTitan, Inc.	Los Angeles	324	Technical Services	388	0	\$209,790	100%
Setton Pistachio of Terra Bella, Inc.	Tulare	888	Manufacturing	31	0	\$77,066	95%
SGS Us West Coast, LLC	Los Angeles	147	Manufacturing	40	0	\$38,779	79%
Shaw Diversified Services, Inc	Los Angeles	30,000	Manufacturing	82	0	\$66,781	35%
Sheet Metal & Air Conditioning Apprenticeship & Journeyman Training Fund	San Diego	MEC	Construction	140	0	\$275,971	91%
Sheet Metal Workers' Local No 104 and Bay Area Industry Apprentice and Journeyman Training Fund	Multi Counties	MEC	Construction	510	0	\$949,932	100%
Sierra Pacific Home & Comfort Inc	Sacramento	113	Construction	97	0	\$196,378	100%
Sila Nanotechnologies, Inc.	Alameda	58	Technical Services	0	0	\$0	0%
Skyworks Solutions, Inc.	Orange County, Santa Clara, Ventura	8,410	Manufacturing	214	0	\$88,640	100%
Smart & Final Stores, Inc.	Los Angeles, Riverside	12,045	Transportation	179	0	\$100,809	27%
SOMA AEC Inc dba Oxman College	Sacramento	MEC	Construction	426	0	\$943,140	100%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Southern CA Roofers & Waterproofers Joint Apprenticeship and Training Fund	Multi Counties	MEC	Construction	583	0	\$449,801	100%
Southern California Permanente Medical Group	Multi Counties	148,356	Healthcare	1,996	0	\$749,520	100%
Space Exploration Technologies Corp	Multi Counties	5,000	Manufacturing	425	0	\$158,505	89%
Springer Collision Centers	Santa Clara	50	Services	29	0	\$35,371	71%
SST Construction, LLC	Multi Counties	180	Construction	53	0	\$166,347	99%
State Building & Construction Trades Council	Multi Counties	MEC	Construction	456	0	\$851,000	100%
Stremicks Heritage Foods LLC	Multi Counties	287	Manufacturing	71	0	\$136,560	100%
Stryker Corporation, Stryker Neurovascular Division	Alameda	32,000	Manufacturing	300	0	\$200,585	62%
Studio Arts Ltd	Multi Counties	MEC	Agriculture	1,158	0	\$1,034,837	172%
Sturgeon Services International Inc	Multi Counties	350	Transportation	277	0	\$193,960	100%
Sun Valley Specialty Healthcare Inc	Los Angeles	212	Healthcare	38	0	\$74,044	74%
Sunrise Medical(Us) LLC	Fresno	1,650	Manufacturing	191	0	\$237,181	100%
Sunrun Installation Services Inc.	Orange County	2,987	Construction	59	0	\$67,500	100%
Sysco Los Angeles, Inc.	Los Angeles	51,900	Wholesale/ Distribution	167	0	\$308,740	100%
Systems and Software Enterprises LLC dba Zodiac Aerospace Inflight Innovations	Orange County	330	Technical Services	226	0	\$99,840	100%
T L Machine, Inc.	Orange County	98	Manufacturing	20	0	\$17,697	12%
Taylor-Listug, Inc.	San Diego	892	Manufacturing	371	0	\$406,282	100%
Tech Serve Alliance So Cal Chapter Inc.	Multi Counties	MEC	Agriculture	339	0	\$532,579	82%
Telaeris, Inc.	San Diego	8	Technical Services	3	0	\$1,088	10%
Terrakotta Inc dba Laguna Clay	Los Angeles	80	Manufacturing	56	0	\$52,893	64%
Terralink Communications, Inc.	El Dorado	14	Construction	16	0	\$21,003	96%
The Cheesecake Factory Bakery Incorporated	Los Angeles	37,249	Manufacturing	139	0	\$438,216	97%
The Coca-Cola Company	Napa	123,200	Manufacturing	49	0	\$14,359	22%
The Neil Jones Food Companies	Fresno	2,295	Manufacturing	335	0	\$165,626	60%
The Nevell Group, Inc.	Contra Costa, Orange County, San Diego	400	Construction	80	0	\$66,266	85%
The Spaceship Co LLC	Kern	455	Manufacturing	538	0	\$552,231	85%
The Technical School Inc dba Technical College	Los Angeles	MEC	Healthcare	0	26	\$116,475	70%
Tiger Lines, LLC	Fresno, San Joaquin, Stanislaus, Yolo	180	Transportation	196	0	\$85,285	100%
Timberworks Construction Inc	Sacramento	650	Construction	428	0	\$199,550	100%
Timberworks Construction Inc	Sacramento	75	Construction	63	0	\$48,438	100%
Timothy K Gaspar Insurance Services Inc	Los Angeles	40	Finance	25	0	\$24,981	63%
Treehouse Private Brands, Inc	Tulare	16,000	Manufacturing	121	0	\$34,736	20%
Trench Plate Rental Co.	Multi Counties	397	Manufacturing	83	0	\$55,939	29%

Contractor Name	County(ies) Served	Business Size	Industry	Re-trainees	New Hires	Earned Amount	% Earned
Triage Consulting Group	San Francisco	575	Technical Services	419	0	\$338,604	86%
Triumph Aerostructures, LLC	Los Angeles, San Diego	14,602	Manufacturing	30	0	\$10,407	4%
Trofholtz Technologies Inc	Placer	40	Technical Services	36	0	\$29,640	100%
Tuo Sogno Inc.	San Diego	90	Manufacturing	0	0	\$0	0%
U.S. Farm Systems	Stanislaus, Tulare	79	Manufacturing	58	0	\$44,131	60%
Ultra Pro International LLC	Los Angeles	115	Manufacturing	104	0	\$91,279	74%
Unique Vintage, Inc.	Los Angeles	55	Retail	19	0	\$13,195	49%
Valley Roofers & Waterproofers JATC	Multi Counties	MEC	Construction	45	0	\$57,020	51%
Vander-Bend Manufacturing, Inc.	Santa Clara	402	Manufacturing	134	0	\$200,952	100%
VCI Construction LLC	Multi Counties	249	Construction	254	0	\$166,800	100%
Villara Corporation	Multi Counties	800	Construction	517	0	\$343,500	100%
Virgin Galactic	Multi Counties	145	Technical Services	56	0	\$54,291	33%
Virgin Orbit LLC	Multi Counties	430	Manufacturing	550	0	\$407,864	69%
Vital Research LLC	Los Angeles	30	Technical Services	24	0	\$12,168	100%
W. Banks Moore, Inc.	Fresno	36	Construction	28	0	\$36,946	95%
W.E. O'Neil Construction Co of California	Los Angeles, San Bernardino, San Diego	363	Construction	201	0	\$110,225	99%
Waldorf Astoria Management LLC	Riverside	157,000	Services	581	0	\$223,510	56%
Walter Wolfe Leach and Nii LLC	Fresno	33	Technical Services	24	0	\$30,382	85%
Werner Systems	Orange County	181	Manufacturing	53	0	\$71,593	98%
Western Digital Corporation	Multi Counties	68,000	Manufacturing	586	0	\$157,300	100%
WET	Los Angeles	230	Manufacturing	177	0	\$172,530	100%
Wilson Ivanova Certified Public Accountants, Inc.,	San Bernardino	15	Technical Services	11	0	\$9,108	100%
Windes, Inc.	Los Angeles, Orange County	127	Technical Services	74	0	\$34,650	100%
Wisoman Foods Inc	Alameda	18	Manufacturing	3	0	\$1,056	22%
Workforce Development Corp of Southeast Los Angeles County Inc	Multi Counties	MEC	Construction	461	0	\$611,507	100%
Wright Ford Young & Co., Certified Public Accountants and Consultants, Inc.	Orange County	80	Technical Services	16	0	\$5,187	19%
Zobrist Consulting Group, Inc.	Los Angeles, Orange County	40	Manufacturing	32	0	\$49,920	100%
ZOLL Circulation, Inc.	Santa Clara	295	Manufacturing	19	0	\$62,160	100%
Zuckerman Family Farms, Inc.	San Joaquin	115	Agriculture	103	0	\$112,906	100%
414 contracts				84,366	357	\$75,654,231*	71%**

*Earned amount rounded to nearest whole number

** Average percent earned of all contracts listed

APPENDIX B-3

COMPLETED ALTERNATIVE FUNDING CONTRACTS

Contractor Name	County(ies) Served	Business Size	Industry	Re- trainees	New Hires	Earned Amount	% Earned
El Camino Community College District	Multi Counties	MEC	Services	408	0	\$439,078	82%
KLA-Tencor Corporation	Santa Clara	5,900	Manufacturing	511	0	\$432,000	100%
2 contracts				919	0	\$871,078	91%*

*Earned amount rounded to nearest whole number

**Average percent earned of all contracts listed

APPENDIX C-1

TERMINATED CONTRACTS

Sixteen 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 \$1,382,124 to fund these contracts, encumbering and subsequently disencumbering 17% 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	County(ies) Served	Industry(ies)	Reason for Termination	Total Trainees	Funding Amount
Aemerge Redpak Services Southern California LLC	San Bernardino	Manufacturing, Green Technology	Lack of performance	25	\$68,250
Altura Associates Inc	Orange	Professional, Scientific, And Technical	Lack of performance	20	\$29,224
Always Home Nursing Services Inc	Sacramento	Healthcare	Lack of performance	40	\$48,000
Ancon Marine Inc	Los Angeles, Kern, Solano, Imperial	Transportation/ Logistics, Services	Training incomplete	224	\$161,280
Barracuda Networks Inc	Santa Clara	Manufacturing	Business Restructure	182	\$162,280
CPS Printing	San Diego	Manufacturing	Business Restructure	51	\$49,556
Dalta Inc	Los Angeles, Orange	Services (Other)	Lack of performance	26	\$33,374
Earth Tek Engineering Corp	San Bernardino	Services, Professional, Scientific & Technology	Training incomplete	46	\$41,860
Georgia-Pacific Corrugated LLC	Madera	Manufacturing	Lack of performance	156	\$129,480
Hope By The Sea Inc	Orange	Healthcare	Unknown	24	\$24,336
Mark Scheurer Architect Inc	Orange	Professional, Scientific, And Technical	Training incomplete	21	\$23,712
Monarch Nut Co	Kern	Agriculture	Training incomplete	188	\$91,480
Nuvasive Inc	San Diego, Orange	Services, Biotechnology And Life Sciences	Training incomplete	375	\$195,000
Promise Hospital Of East Los Angeles LP	Los Angeles	Healthcare	Business Restructure	140	\$84,700
Walashek Industrial & Marine Inc	San Diego	Services, Manufacturing	Lack of performance	26	\$46,800
Waterman Industries LLC	Tulare	Manufacturing	Failure to respond	133	\$117,860
Woodmack Products Inc	Sacramento	Manufacturing	Training incomplete	62	\$74,932
17 contracts				1,739	\$1,382,124



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
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