



**STATE OF CALIFORNIA
EMPLOYMENT TRAINING PANEL**

Zoom Virtual Meeting
Friday, December 17, 2021

Panel Members

Janice Roberts
Acting Chairperson

Gloria Bell
Member

Chris Dombrowski
Ex-Officio Member

Ernesto Morales
Member

Gretchen Newsom
Member

Rick Smiles
Member

Douglas Tracy
Member

Madison Hull
Member

Executive Staff

Reg Javier
Executive Director

Peter Cooper
Assistant Director

Michael Cable
Staff Attorney

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I. PUBLIC PANEL MEETING CALL TO ORDER

Acting Chairperson Janice Roberts called the meeting to order at 9:31 a.m.

II. ROLL CALL

Present

Janice Roberts
Gloria Bell
Chris Dombrowski
Gretchen Newsom
Madison Hull
Rick Smiles
Douglas Tracy
Ernesto Morales

Executive Staff

Reg Javier, Executive Director
Peter Cooper, Assistant Director
Michael Cable, Staff Attorney

III. AGENDA

Acting Chairperson Roberts asked if the Panel Members reviewed the Agenda.

ACTION: Ms. Newsom moved and Ms. Bell seconded approval of the Agenda. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative for approval of the Meeting Agenda.

Motion carried, 8 to 0.

IV. MINUTES

Acting Chairperson Roberts asked if the Panel Members reviewed the Meeting Minutes from the last Panel Meeting.

ACTION: Mr. Smiles moved and Ms. Bell seconded the approval of the Meeting Minutes. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative for approval of the Meeting Minutes from the last panel meeting.

Motion carried, 8 to 0.

V. REPORT OF THE EXECUTIVE DIRECTOR

Mr. Javier welcomed the Panel Members, Applicants, and Stakeholders and recognized the following persons in attendance: Robert Meyer, Economic Development Unit; Mario Maslac, Research and Analytics Division Manager; Ryan Swier, North Hollywood Regional Office Manager; and Chris Hoover, Foster City Manager, San Francisco Bay Area Regional Office Manager.

Mr. Javier reported that at today's Panel Meeting there will be close to \$23.3M in proposals, which is represented by 45 projects, including 4 Delegation Orders. There are 12 Community College fund proposals, and one more coming to the next panel meeting. All of today's proposals will be funded through the general fund dollars and all alternative funding guidelines will apply to these projects.

Mr. Javier shared that ETP intends to spend the general fund dollars very quickly and wants to get those funds out in contracts as soon as possible. Because there is a sunset date on the general fund dollars, Staff wants to make sure that contractors have enough time and leeway to be able to perform with the dollars, so that we don't have to give any dollars back.

Mr. Javier stated that at the next Panel Meeting, nearly all the remaining balance of general fund dollars will be contracted out, and then it will be back to spending core funds next month, with the possibility of holding over some of the general fund dollars for projects already in the pipeline.

VI. REPORT OF THE ASSISTANT DIRECTOR

Peter Cooper shared that almost all of the \$13M in proposals today will be funded with the Community College funds. By the January Panel, almost all the Expansion Funds of \$50M and the Community College Funds of \$15M from the State's General Funds will be used up. However, \$2M from the Expansion Fund will be set aside to fund proposals that are in the queue but are not able to be funded by core dollars, such as from the healthcare sector and the public sector.

Mr. Cooper reported that over the past year there has been many transitions and changes. From tightening our belts' when ETP only had \$45M, to ramping up and creating the mechanisms for getting an additional \$86M in General Fund dollars out the door. Mr. Cooper thanked ETP staff for putting in a huge amount of staff time and going the extra mile to make it happen. Mr. Cooper also shared Staff has been putting efficiencies in place and now those efficiencies are bearing fruit; now one of the big challenges will be getting staffed up to process more funding. Additionally, there are two grants that are of great interest to the Governor's Office and really represent ETP broadening its participation in workforce development, including engaging with new organizations and populations.

Mr. Cooper then shared that later today, Chris Hoover will ask for action to adjust the Paid Family Leave Small Business (PFL) Guidelines to make the program more successful. Regarding the SEED grant -- Social Entrepreneurs for Economic Development-- the Governor's office continues to show interest and Staff is working on expanding the program with \$20M for Round 2. This is on top of the initial \$10M. We are just getting the second quarter reports back from the participating organizations and will share their stories with you at a future Panel meeting

VII. UPDATE ON CAL-E-FORCE

Tara Armstrong reported that recently her team has migrated a large set of closed contracts, so now Stakeholders are able to see their past contracts. That will be finished up in the next couple months, and then we'll start to be able to see automated efficiencies like Repeat Contractor automation, etc. Staff is also working on having print forms come out of the system, a couple of forms that we've developed which creates a lot of efficiencies for staff.

Ms. Armstrong provided an update on Cal-E-Force Grants, which is part of Cal-E-Force in Paid Family Leave and SEED Grants. Those are being developed and will be opening up in early January for the application process.

Ms. Armstrong shared that staff is working with the State Board CWDB, and have launched their first grant called WAF, the Workforce Accelerator Fund, and are working on Part Two, which is reviewing the applications within the system.

VIII. REPORT OF STAFF ATTORNEY

Staff Attorney Michael Cable reported that the Legislature is in recess until January 3, so there is nothing to report on currently.

IX. REPORT OF THE CHIEF DEUPTY DIRECTOR

Mr. Gutierrez welcomed Panel Members and Stakeholders and provided a summary of the Employment Training Panel's funding.

Regarding Funding:

Today's Panel Meeting is for \$23.3M, which includes \$192,245 in Delegation Orders. If all the proposals scheduled for this Panel Meeting are funded today, the Panel will be approving 45 projects. After today's Panel Meeting, the Employment Training Panel will have approximately \$41.5M left in contracting capacity for the 21/22 fiscal year. We have 291 Pre-applications in process, with an estimated value of just over \$60.3M. There are 99 applications in the Regional Offices and 192 applications in the Application and Assessment Unit (AAU).

Regarding Demand and Allocations:

Mr. Gutierrez shared that ETP is currently within its allocations- \$35.2M in demand for Single Employer Contracts, \$13.1M in demand for Multiple Employer Contractors (MEC) requests, \$4.3M in demand for Small Business, \$399,350 in demand for Critical Proposals, and \$7.4M in demand for Apprenticeships.

Mr. Gutierrez shared that in an effort to be more efficient and streamline Panel Meetings, ETP has expanded which projects are included in the Consent Calendar. In addition to proposals which normally appear on the Consent Calendar, Staff is also including other proposals that are presumably likely uncontested or non-controversial, such as repeat contracts with high priority performance and wages. Of course, as always, Panel Members retain the ability to pull any proposal from Consent in order to hear them.

Mr. Gutierrez requested that at this time, the Panel Members identify which proposals they would like to pull from today's Consent Calendar, if any, and then for a motion to approve the Consent Calendar.

Acting Chairperson Roberts asked if the Panel had any more questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Hull seconded the approval of the Consent Calendar. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative for approval of the Consent Calendar.

Motion carried, 8 to 0.

X. POLICY COMMITTEE MEETING REPORT TO PANEL

Ms. Newsom reported the ETP's Policy Committee met on Thursday, December 2 at 1:00pm via Zoom. First, there was a discussion on apprenticeship funding, specifically looking at different ways to handle the application process for apprenticeship projects. This item will be coming back to Committee in January as an action item.

Ms. Newsom reported the Committee approved an action item to bring to Panel today - the suspension of the Net New Job requirement for the Retrainee Job Creation Program. The Committee also approved an action item to bring to Panel today - the collection of wages at enrollment for all ETP projects. We then declined to move forward a request to institute a 90-day tracking deadline to all ETP projects.

Ms. Newsom suggested if anyone has a potential agenda topic for future Committee meetings, please email your suggestions, ideas, or comments to Elisabeth.testa@etp.ca.gov.

The next Policy Committee meeting will be held in mid-January 2022.

XI. DISCUSSION OF WAGES AT ENROLLMENT AND NET NEW JOBS REQUIREMENTS

Elisabeth Testa stated at the Policy Committee Meeting this month, the Committee did pass forward to Panel two items for approval: the collection of wages at enrollment and the suspension of the Net New Jobs requirement.

Wages at Enrollment

Ms. Testa explained that ETP collects wage information on participating trainees in order to make sure that they have successfully completed their retention period. Historically, this information is collected only once during a contract term, and that is at the final invoice for each trainee. This year, ETP did receive additional general funds which started the Expansion Fund and the California Community College Fund programs. These programs have a mandated legislative report that is due next November 2022 and as a part of that legislative report ETP is required to provide wage progression information on the participating trainees. Ms. Testa stated for those projects we are

collecting wages twice during the contract term - once trainees enroll at the very start of their training and then as normal, at the end when they finish their retention period. Collecting it twice allows Staff to gauge wage progression over the course of the contract, which is what is required to be in that legislative report on those programs. Ms. Testa stated they would like to collect wages at enrollment as well as at the final invoice for *all* of projects, and this was the topic that was heard at the December Policy Committee Meeting, which was approved to move forward today for Panel approval.

Ms. Testa shared that, historically, even though Staff had only been collecting wages at the end of the contract, ETP's Legislation and Regulations require wage progression information, which would require Staff to collect wages twice. For example, our legislation section 10201.5 allows wage progression information for HUA trainees. Section 10205(g) requires comparing wages from before and after training for all trainees, so that Staff can perform independent project evaluations.

Ms. Testa stated that section 10214.5(d)(2)(A) allows a similar comparing of wages for seasonal workers and ETP Regulation for 4429(e) requires wage progression for HUA trainees. A few of these codes do only apply to certain populations, such as HUA trainees, which is High Unemployment Area trainees, or seasonal workers. But 10205(g) of ETP's Legislation does require wage progression information on all trainees. If a second data collection point is added for wages at enrollment when the trainees are first beginning training and also keep the wage data collection point at their final invoice, that will bring ETP into compliance with our Legislation and Regulations. Also, having this information about wage progression will help better highlight the larger and far-reaching benefits that ETP programs have and will also give Panel an additional tool when they are looking at the strengths of repeat contractors when they come for their second or additional contracts before Panel.

Ms. Bell thanked Ms. Testa for the presentation and agreed that it is an excellent idea to be able to see where people are at and where they are at the end and she fully support this suggestion.

Eldon Davidson noted that the Community Colleges did look at wage progressions, but they didn't occur in the first two years, it really occurred probably in the second contract, year three or year four. Mr. Davidson then added in regard to wage progressions, longitudinal studies to show them would be useful, but maybe not in the first contract.

Ms. Testa requested approval to collect wages at enrollment, in addition to at the final invoice, for all projects.

Acting Chairperson Roberts asked if the Panel had any more questions.

Hearing none, Acting Chairperson Roberts asked for a motion,

ACTION: Mr. Smiles moved and Ms. Bell seconded the approval to collect wages at enrollment in addition to at the final invoice for all projects. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative for approval to collect wages at enrollment in addition to at the final invoice for all projects.

Motion carried, 8 to 0.

The Suspension of the Net New Jobs Requirement

Ms. Testa presented on the suspension of the Net New Jobs requirement in ETP's Retraining Job Creation program. The Retraining Job Creation Guidelines stipulate that trainees who are newly hired into a job must be hired into a net new job, meaning that they cannot simply backfill individuals who have left a current position, but they have to be hired into a newly created position. The new funds that we have for the California Community College Fund and Expansion Funds have removed this net new job requirement from the retraining job creation trainees, which are identified by separate job numbers on those contracts. Staff would like to put this net new job requirement of the retraining job creation program on hold indefinitely, for all of our projects, and would like to reserve the right to review that requirement occasionally to determine if it needs to be reactivated. The Committee did hear this topic at the December 2nd meeting and they moved it to Panel today for approval so again, to give you a little bit more background, the Retraining Job Creation Guidelines were implemented in 2011 in order to incentivize single employers to start hiring people as a result of the high unemployment levels caused by the previous recession. The multiple employer contractors have been consistently encouraged to hire new people through the New Hire Program. In the New Hire Program, trainees are unemployed, when they begin training, which means that single employers cannot participate in the New Hire Program because they all have their trainees already hired when they start training. So that's why we created the Retraining Job Creation Program, for single employers.

In the Retraining Job Creation Program, a single employer can hire a new employee anywhere from 90 days before the contract term starts through anytime during the contract, as long as that trainee can complete their training and retention requirements. Since the overall goal of the Retraining Job Creation Program was actually to help the entire unemployment rate go down, rather than just to incentivize hiring, the net new jobs requirement was added to those guidelines at that time. Staff wanted to make sure that people weren't getting fired and then just replaced and also wanted to make sure that new jobs were being created to help the larger unemployment rate go down. In the new funds from the general fund that we got this year, those projects have suspended this net new job requirement. Staff would like to expand the suspension of that requirement to all of our projects on a temporary basis with the requirement that this be reviewed occasionally.

Ms. Testa requested a motion to approve the suspension of the net new jobs requirement for all projects on a temporary basis until a review of the requirement shows a necessity to reinstate it.

Acting Chairperson Roberts asked if the Panel had any more questions.

Hearing none, Acting Chairperson Roberts asked for a motion,

ACTION: Ms. Newsom moved and Mr. Smiles seconded the approval of the suspension of the net new jobs requirement for all projects on a temporary basis until a review of the requirement shows a necessity to reinstate it. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative for approval to the suspension of the net new jobs requirement for all projects on a temporary basis until a review of the requirement shows a necessity to reinstate it.

Motion carried, 8 to 0.

Paid Family Leave and Small Business Grant

Mr. Hoover presented on an action item for changes to the PFL Small Business Grant Guidelines. The Employment Training Panel administers, the PFL Small Business Grant which provides \$1M in California state general fund dollars annually for MEC Multiple Employer Contractor organizations to outreach to California small businesses impacted by the PFL program. The PFL Small Business Grant provides California small businesses that have less than 10 employees currently, \$500 for each employee who utilizes the PFL program to help offset the costs involved with training other employees to cover the duties of this individual on leave. Challenges have arisen with the current program, however. ETP has found the small business eligible business size and small micro grant amount to be too limiting, and this was impacting the success of the PFL Small Business Grant. The eligibility limitation of 10 employees or less, along with the \$500 cap per employee poses a significant risk that the current grant awardees will be unable to satisfactorily perform their grant contracts, therefore, the intended effect of incentivizing the use of the program may not be accomplished and therefore Staff is proposing changes before the Panel to address these limitations.

ETP staff recommends the following changes to the PFL Small Business Grant guidelines. One - Change the eligible size of small business from less than 10 to 100 or less. Two - Raise the micro grant amount payable to each small business per employee utilizing PFL to a minimum of \$1,000 for small businesses between 100 and 51 employees and \$2,000 for small business that have less than or equal to 50 employees in size. These proposed changes will enable the grant awardees to reach more companies and to simultaneously increase the incentive for individual companies to participate. This will help the entire grant to be more successful. Additionally, these proposed changes have been agreed upon by GoBIZ and Labor Agency. Therefore, Staff recommends and requests approval to make these changes to the PFL small business grant guidelines.

Acting Chairperson Roberts asked how businesses that are already in the existing Program will be affected.

Mr. Hoover stated he believes that Staff can amend the existing awardees' contracts and that it can open up their efforts to get the money out easier. A lot of this came from the first quarter report, where there was only five grants awarded. There were two awardees last fiscal year, and Staff should be able to amend their contracts. Mr. Hoover expressed that he has been in communication with them and their subcontractor to keep them abreast of the potential changes and thinks it will help them significantly.

Acting Chairperson Roberts thanked staff for moving all of this \$12.5M to the Community Colleges and also thanked the Community Colleges for their due diligence on preparing these applications to use these funds. This is unbelievable in the amount of time that they had to do this. Acting Chairperson Roberts thanked both the staff and the Community Colleges to utilize these funds that were granted to ETP by the general fund.

Mr. Hoover requested approval of the changes to the Paid Family Leave Small Business Grant.

Acting Chairperson Roberts asked if the Panel had any more questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Bell seconded approval of the changes to the Paid Family Leave Small Business Grant. Acting Chairperson

Roberts called for a vote, and all Panel Members present voted in the affirmative for approval of the changes to the Paid Family Leave Small Business Grant.

Motion carried, 8 to 0.

Community College System

Sheneui Weber, Vice Chancellor, Workforce and Economic Development at the California Community Colleges Chancellor's Office, shared that the California Community Colleges (CCC) has a very long history of providing ETP training to many of their businesses and many of them are small businesses. The CCC really enjoyed a great working relationship with the ETP team both under Stewart Knox when he was Executive Director and now under Reg Javier. The CCC is very excited to enter into this new phase of collaboration expanding this very long standing partnership that we have to serve more Californians and more businesses. Our teams at our colleges are very nimble and responsive to the business community and very responsive in general in how quickly they provided the very detailed applications that the Panel receives and this year's general fund dollars for Community Colleges that our agencies worked really hard together on will help support more businesses recover with equity, particularly small businesses. Ms. Weber shared that this is a very exciting opportunity because it will allow us to better connect our regional strong workforce programs to more employers. Ms. Weber stated that the ETP staff has been very collaborative working with us on this funding and our colleges as well, and we really appreciate ETP's efforts to work to provide the contracts to colleges and thanked Reg for his leadership and continued partnership and support. It's really great to work with someone who sees the bigger picture and not be afraid to innovate, to better serve our state, and so I thank you for your support of this program I look forward to your approval of our colleges proposal and happy holidays everyone.

Acting Chairperson Roberts thanked Ms. Weber for speaking on the Community College's behalf and stated she was very excited to have them collaborating with ETP. They've done an excellent job, they're always very close to 100% performance on almost all their contracts, so the Panel is very proud to have them as part of our program.

XII. REVIEW AND ACTION ON PROPOSALS

Tab No. 20: Global Power Group, Inc.

Ms. Torres presented a proposal on behalf of Global Power Group, Inc., a first-time contractor, requesting \$138,000 to train approximately 85 incumbent worker retrainees, as well as 15 newly hired job creation. Their occupations vary from managers and supervisors, and the bulk of which will be maintenance staff and repair staff. The company encourages and actively recruits veterans but will not separate them out in this contract under a separate job number.

Ms. Torres stated there are representatives joining virtually to respond to questions the Panel Members may have and introduced Salvador Ceballos, CFO, Global Power Group and Bill Sacks, Subcontractor, NTCCAL.

Ms. Newsom stated she was looking at their proposal and noticed that part of what Global Power Group does is connected to providing a reliable source of emergency power through generators, but the occupation titles listed in the proposal are maintenance staff and repair staff. Ms. Newsom asked

if those are electricians, because Global Power Group has a C10 license and is supposed to be employing California state-certified electricians to provide this emergency power. Ms. Newsom also asked if they are using apprenticeships to train their electricians on staff.

Mr. Ceballos shared that they do not use state funds that are aimed for electrical apprentices for the general technician group. Mr. Ceballos stated that they do have apprentices that they contract for certified appraisal apprenticeship programs, and the electricians do not in any way participate in the maintenance of generator related equipment. The skill sets required to work in that area involve diesel mechanics, diesel engine mechanics, mechanical skill sets, as well as knowledge of electrical theory. The systems are prepackaged by the manufacturers so it's much like a vehicle where, after it's been put in place, maintenance needs to be provided to them from repairing engines, tuning up engines, and whatnot; so unfortunately there's not any programs out there that can assist us in developing new employees or folks that might have a skill sets in engine mechanics and teach them the control side of the electrical theory. We do not use any apprenticeship programs, we have a whole construction group that actually does the installation of these new applications when construction is needed, and they're the license electricians and are the ones that deal with the installation of the new electrical systems.

Ms. Newsom stated she was glad to hear that and that they are using apprenticeship for those electricians on their staff.

Ms. Torres clarified that on page 2 of 4 the weighted average is showing as 660, obviously that's incorrect and the weighted average is actually 60 hours per trainee.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Newsom seconded approval of the proposal submitted by Global Power Group, Inc. in the amount of \$138,000. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 21: Sundt Construction, Inc.

Ms. Torres presented a proposal on behalf of Sundt Construction, Inc., to be funded under the Expansion Funds. They are a priority industry and a repeat contractor requesting \$93,150 to train approximately 90 retrainee incumbent workers. The occupations range from estimation build construction staff, engineering staff, support staff and superintendent and frontline managers. While the company doesn't have a formal targeted veteran program, Sundt does encourage veterans to apply for jobs. Further, veterans are given special consideration when they do apply.

Ms. Torres stated there are representatives joining virtually to respond to questions the Panel Members may have and introduced Jessica Beyer, Sundt Construction and Michelle Rychener, Training Funding Partners.

Ms. Newsom shared that she did have some questions last month when Sundt appeared under Consent, but Staff has since met with her to address her concerns and she has a lot more

clarification now.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Newsom moved and Ms. Bell seconded approval of the proposal submitted by Sundt Construction, Inc. in the amount of \$93,150 . Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 22: On-Time Air Conditioning & Heating, LLC

Mr. Hoover presented a proposal on behalf of On-Time Air Conditioning & Heating, LLC, a priority industry, repeat contractor requesting \$400,200 for an estimated number of 200 retrainees under Job Number 1 and 32 trainees under Job Number 2, Job Creation. ETP training will be delivered across OTA's five locations in Pleasanton, Martinez, Rocklin, San Jose, and Livermore. This is OTA's third ETP project and third in the last five years. While the company doesn't have a formal targeted Veteran program, it encourages veterans to apply. Further, Veterans are given special consideration when they do apply. In this proposal OTA plans to hire 32 new employees under Job Number 2, due to business capacity of growth. OTA reports it's moving from its old Concord location into a new and larger facility in Martinez.

Mr. Hoover stated there are representatives joining virtually to respond to questions the Panel Members may have and introduced Ed Kramer, Training Director and Michelle Rychener, V.P. Training Reimbursement Services, Training Funding Partners Subcontractor.

Ms. Newsom noted that OTA is a residential contractor doing residential construction and asked if they have looked into the opportunity of partnering with a nearby training institute that provides apprenticeship programs, because they do exist in the residential industry.

Mr. Kramer explained that the residential market they're in varies very differently than the commercial application. If they were to hire anybody from the commercial market or bring on, they'd have to train them totally differently. Voltages are different, equipment is different, controls are different, and it's a totally different training we'd have to do.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Hull seconded approval of the proposal submitted by On-Time Air Conditioning & Heating, LLC in the amount of \$400,200. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 23: Premier Medical Transport, Inc.

Mr. Hoover presented a proposal on behalf of Premier Medical Transport, Inc., a repeat contractor and priority industry, requesting \$497,904 for an estimated number of 60 trainees under Job 1, Job Creation and 204 trainees under Job 2, retrainees. ETP training will mostly occur at the headquarters location, however, some training will occur in the field and ambulances, such as the preceptor training, and in some of the other offices across Los Angeles and Orange Counties. This will be Premier Medical's second ETP contract and second in the last five years. Although this proposal doesn't include a veteran's component, Premier Medical does hire veterans. The company's recruitment efforts include using local workforce agencies like CalJobs to recruit veterans for all open positions. The company plans to hire 60 new emergency medical technicians under Job Number 1 due to business capacity growth.

Mr. Hoover stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Paul Scarborough, President and Jennifer Wang, Senior Vice President- National Training Systems, Inc., Subcontractor.

Ms. Newsom shared that this is one of those proposals that makes her a little bit uncomfortable because of the lower wages for EMTs starting off at \$16.50 and working themselves up to \$19.23. Ms. Newsom noted that this is their second time coming to ETP and asked if they could elaborate on how quickly these EMTs are moving along in their wage progression while they are receiving this training.

Mr. Scarborough explained that their pay scale is above the average, within the higher end for the region. A lot of their competitors use alternate workweek arrangements, where they don't pay overtime until after 10 hours, whereas Premier Medical pays overtime after eight. Mr. Scarborough shared that their employees get a higher wage based on experience, as well. They are paying \$3.10 more than what they were last approved during the last round of funding and they have specialty pay as well for folks that might work neo-natal intensive care unit, ambulances, have a bariatric assignment, and field training officers. Mr. Scarborough explained that they have enhanced their pay quite a bit over the last several years and will continue to do so. And the other levels of service that they provide, whether it's paramedics or nurses or RT's, were much higher with that pay and probably the highest in the industry. Mr. Scarborough shared that they are aggressive in how they pay people and are definitely on the top end for their area.

Acting Chairperson Roberts noted that they have a 19% turnover rate at this point and asked if they increased their wages a bit, if they think they would retain more employees. because 19% is close to ETP's threshold. Acting Chairperson Roberts asked if they are losing a lot of employees because of wages or because of other concerns regarding the pandemic.

Mr. Scarborough stated he doesn't believe they are losing people because of wages, Premier Transport employees work 12 hour shifts or 24 hour shifts and work fewer days in the week so there's a lot of scheduled over time, so their paycheck at the end of the week is much larger than others. The pandemic is causing people to get out of health care, hospitals are struggling to hire nurses across the board, But, as a company, they have paramedic sponsorship programs and are doing things that nobody else is doing. So they are attracting people that want to work for them. And since

last approved, Premier Medical has had 400% growth as a company and that growth is because they are doing something right, so people are attracted to them, and people do want to work for them. There is a lot of scheduled over time so again the paycheck at the end of the day is larger than they would see outside of our industry.

Acting Chairperson Roberts thanked Mr. Scarborough for his comments and stated that the schedules mean a lot to people, the benefits mean a lot to people, so she appreciates that.

Ms. Bell noted that under Job Number 2, wages start for an EMT at \$16.62 and goes up to \$19.23 with an estimated 140 trainees and asked how many of those 140 are really at the higher end of that wage scale as opposed to the lower end of that wage scale.

Mr. Scarborough explained that it's more middle of the road, and that higher pay rate doesn't max out that pay rate. The proposal is just listing what people get paid when they walk in the door, so folks with 10 year experience obviously get more. Additionally, they do have assignment pay, so if people have an assignment on a specialty ambulance or they promote to be in the field training officer, there is enhanced pay as well.

Ms. Bell asked what their qualifying period is for health insurance.

Paul Scarborough replied that it is 60 days.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Hull moved and Ms. Bell seconded approval of the proposal submitted by Premier Medical Transport, Inc. in the amount of \$497,904. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 24: ELS Investments

Ms. Lazarewicz presented a proposal on behalf of ELS Investments requesting \$203,274. They are a first-time contractor requesting to train a total of 243 workers, including 59 new employees. Training will take place at their location in Rancho Cordova.

Ms. Lazarewicz stated there are representatives joining virtually to respond to questions the Panel Members may have and introduced Kelly Braccio, Controller; Darrell Thompson, CEO; and Keith Brama, Subcontractor, Propel Consulting Group.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Smiles seconded approval of the proposal submitted by ELS Investments in the amount of \$203,274. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 25: Gilmore Services, Inc.

Ms. Lazarewicz presented a proposal on behalf of Gilmore Services, Inc. requesting \$303,600. They are a repeat contractor requesting to train a total of 165 workers, including 86 new employees. Training will take place at their three facilities in Placerville, Cameron Park, and Antelope.

Ms. Lazarewicz stated that representatives are joining virtually to respond to questions the Panel Members may have and introduced Mike Olsen, Technical Manager; Nanette Davis, HR Manager; and Keith Brama, Subcontractor, Propel Consulting Group.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion

ACTION: Ms. Bell moved and Ms. Hull seconded approval of the proposal submitted by Gilmore Services, Inc. in the amount of \$303,600. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 26: Sierra Pacific Home and Comfort, Inc.

Ms. Lazarewicz presented a proposal on behalf of Sierra Pacific Home and Comfort, Inc., requesting \$244,260 to train a total of 177 workers, including 52 new employees. Training will take place at their location in Rancho Cordova.

Ms. Lazarewicz stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Jason Hanson, CEO; Amy Chakmakchyan, Payroll Administrator; and Keith Brama, Subcontractor, Propel Consulting Group.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Smiles seconded approval of the proposal submitted by Sierra Pacific Home and Comfort, Inc. in the amount of \$244,260. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 27: TimberWorks Construction, Inc.

Ms. Lazarewicz presented a proposal on behalf of TimberWorks Construction, Inc., a repeat contractor requesting \$451,950 to train a total of 575 trainees, including 80 new employees. Training will take place at their Sacramento location.

Ms. Lazarewicz stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Manny Mercado, Safety Manager; Collin Brown, CEO; Brenda Chard, Manager; Thuy Tran, Office Manager; and Keith Brama, Subcontractor, Propel Consulting Group.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Bell seconded approval of the proposal submitted by TimberWorks Construction, Inc. in the amount of \$451,950. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 28: Vino Farms, LLC

Ms. Lazarewicz presented a proposal on behalf of Vino Farms, LLC, a repeat contractor requesting \$313,260 to train a total of 297 trainees, including 17 new employees. Training will take place at their five facilities in Napa, San Joaquin, San Luis Obispo, Santa Barbara, and Sonoma Counties.

Ms. Lazarewicz stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Veronica Natera, Director of HR and Keith Brama, Subcontractor, Propel Consulting Group.

Acting Chairperson Roberts pointed out that the proposal states they are going to get 100% of their earnings, but they are coming in for another project and are not yet at 70%. Acting Chairperson Roberts expressed concern that they are coming in for another project when they don't have all the hours in for their second project and asked them to explain.

Keith Brama explained he thought the system currently was over 100% and said that specifically on this project, he literally has hundreds of extra rosters so that they are over 100% hours. Mr. Brama stated that he looked recently in the system, so maybe the info provided in the proposal is a little outdated. But regardless, there are stacks and stacks of rosters and can almost guarantee they are over 100% on that project. Mr. Brama shared that on their COVID pilot project, he believes they're at 50% and about halfway through the contract term, so he is comfortable they will get there.

Acting Chairperson Roberts expressed further concern that they are almost tripling the funds requested and still don't have the hours projected for the current project – they haven't met the \$90,000 and now are asking for \$313,000.

Mr. Brama explained that their original core fund project was for \$175,00 and the \$90,000 project was the Covid Pilot for Job Creation. But yes, they are increasing the requested amount due to the massive amount of training they're doing and that they're going to be well over the original project hours.

Furthermore, Ronnie is new to the firm and she's really put together a great, even more detailed and comprehensive training program, so that's kind of where the numbers fell and they didn't feel they were being overly aggressive, but at the same time, with the new 90 day requirement of putting the hours in, they'll definitely have high visibility into that and should they feel they will not get there, they can and will come forward to reexamine the project.

Acting Chairperson Roberts said she was glad to hear that they're going to reevaluate if something goes wrong because we do want to spend these Expansion Funds.

Ms. Bell noted the wages listed under Job Number 2 are \$15 and asked if, with the new minimum wage going up, that is going to increase at their Company and to what amount.

Ms. Natera stated that yes, it will and they are probably going to increase to at least \$16.

Ms. Bell asked if it would then be \$16 to \$20 or \$16 to \$21.

Ms. Natera confirmed it would be \$16 to \$21.

Ms. Bell shared that she understands that they have submitted their rosters, but the rosters are not in yet. Ms. Bell stated that until the rosters are confirmed, she feels uncomfortable approving \$313,000. Ms. Bell said that unless there are any other questions, she would like to make a motion upon verification of those rosters to approve this request for application.

Acting Chairperson Roberts stated that even though they have all those rosters, the Panel is not seeing the hours and asked if there is a chance they can get those hours in so the Panel can get a better feel for this, even if they need to come back next month. Acting Chairperson Robert reminded them that the 130 is the only thing that the Panel Members see and they don't see the bigger picture that ETP staff sees.

Mr. Brama stated he was almost 100% certain they had 100% in already but can commit to getting them in starting now and being done in a few days with the other stacks. Mr. Brama apologized for not having the real time data in front of him but thought they had heard it was well over 100 and agreed with Acting Chairperson Roberts who proposed to come back next month.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Bell seconded approval of the proposal to table this project and return next panel meeting. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the postponement of this project.

Motion carried, 8 to 0.

Tab No. 29: El Camino Community College District (CCCF)

Mr. Swier presented a proposal on behalf of the El Camino Community College District, a repeat contractor requesting \$1,511,016 in funding for 1,186 retrainees and 150 job creation trainees all located throughout California.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Eldon Davidson, Director, Center for Customized Training.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Ms. Hull seconded approval of the proposal submitted by the El Camino Community College District in the amount of \$1,511,016. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 30: Glendale Community College District Professional Development Center (CCCF)

Mr. Swier presented a proposal on behalf of Glendale Community College District Professional Development Center, a repeat contractor requesting \$1,510,970 in funding to train 588 retrainees, 105 veteran retrainees, and 360 job creation trainees, all located in Southern California.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Ani Keshishian and Kim Edelman.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Smiles seconded approval of the proposal submitted by Glendale Community College District Professional

Development Center in the amount of \$1,510,970. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 31: Kern Community College District (CCCF)

Mr. Swier presented a proposal on behalf of Kern Community College District, a repeat contractor requesting \$838,360 to train 809 retrainees, 60 job creation trainees, and 14 new hires with multiple barriers. These folks are going to be located statewide and the contractor is requesting a wage modification for the New Hire Job Number 4.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Dave Teasdale, Executive Director.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Tracy seconded approval of the proposal submitted by Kern Community College District in the amount of \$838,360. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 32: Los Angeles Trade Technical College (CCCF)

Mr. Swier presented a proposal on behalf of Los Angeles Trade Technical College, a repeat contractor requesting \$1,007,132 in funding to train 1,023 retrainees, 145 job creation trainees, and 138 multiple barrier new hires. All trainees will be located within Southern California and the Union support letter has been included for Service Employees International Union Local 721 within the packet.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Felicito Cajayon, Dean and Steve Moch, Program Manager.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Tracy seconded approval of the proposal submitted by Los Angeles Trade Technical College in the amount of

\$1,007,132. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

XIII. REVIEW AND ACTION ON PROPOSALS MULTIPLE EMPLOYER CONTRACTS

Tab No. 33: Merritt College (CCCF)

Mr. Swier presented a proposal on behalf of Merritt College, a first-time contractor requesting \$114,626 in funding for 60 retrainees and 14 job creation trainees, all located within the Bay Area.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Courtney Brown, Department Chair.

Acting Chairperson Roberts thanked them for coming forward for the first time and also being very modest about their request. Acting Chairperson Roberts also stated that she looks forward to seeing many new Community Colleges come through the system, as well.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Hull seconded approval of the proposal submitted by Merritt College in the amount of \$114,626. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 34: Mt. San Antonio College (CCCF)

Mr. Swier presented a proposal on behalf of Mt. San Antonio College, a repeat contractor requesting \$583,950 in funding for 525 retrainees and 75 job creation trainees, all located within Southern California.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Debbie Wong, Assistant Director, Community & Contract Education.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Bell seconded approval of the proposal submitted by Mt. San Antonio College in the amount of \$583,950. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 35: Santa Clarita Community College District (CCCF)

Mr. Swier presented a proposal on behalf of Santa Clarita Community College District (SCCCD), a repeat contractor requesting \$1,509,840 in funding for 878 retrainees, 122 HUA retrainees, and 120 job creation trainees, all located within Southern and Central California. The contractor is requesting a HUA wage modification for retrainees in Job Number 3 only.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced John Milburn, VP, Economic & Workforce Development and Jocey Hogan, Administration, SCCCDCD.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Hull seconded approval of the proposal submitted by Santa Clarita Community College District in the amount of \$1,509,840. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 36: Butte-Glenn Community College District (CCCF)

Mr. Swier presented a proposal on behalf of Butte-Glenn Community College District, a repeat contractor requesting \$1,511,053 in funding for 524 retrainees, 259 job creation trainees, and 142 new hire trainees, located within a Central California. The contractor is requesting a partial HUA wage modification within all job numbers.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Annie Rafferty, Director, Contract Education Training and Development BGCC and Alastair Roughton, BGCC.

Acting Chairperson Roberts asked what a partial HUA is.

Mr. Swier explained that the new system is a little different regarding job numbers. One thing that's different is they used to have different categories for small business and large business, now that's determined by the size of the employer when they enter in that participating employer information.

And in the wage breakdown, you can see that there's different wages for the folks that are in HUA and the folks that aren't in HUA, so it will depend on the employers' location if they fall into a HUA wage or not.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Smiles seconded approval of the proposal submitted by Butte-Glenn Community College District in the amount of \$1,511,053 . Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 37: Chaffey Community College District (CCCF)

Mr. Swier presented a proposal on behalf of Chaffey Community College District, a repeat contractor requesting \$881,412 in funding for 523 retrainees and 24 new hire trainees located state-wide.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Jon Fox, Employee Training Liaison and Natalie Weaver, Apprenticeship and Grants and Acting Deputy Director.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Smiles seconded approval of the proposal submitted by Chaffey Community College District in the amount of \$881,412. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No 38: College of the Sequoias (CCCF)

Mr. Swier presented a proposal on behalf of the College of the Sequoias, a repeat contractor requesting \$1,508,630 in funding for 1,493 retrainees and 40 new hire trainees and is located statewide. The contractor is requesting a partial wage modification on all job numbers.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Jorge Zegarra, Director.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Smiles seconded approval of the proposal submitted by College of the Sequoias in the amount of \$1,508,630. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 39: San Bernardino Community College District (CCCF)

Mr. Swier presented a proposal on behalf of San Bernardino Community College District, a repeat contractor requesting \$1,510,820 in funding to train 1,300 retrainees, 70 new hire retrainees, 190 new hires, and 40 pre-apprenticeship trainees located statewide. The contractor is requesting a partial HUA wage modification for a Job Number 1.

Mr. Swier stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Deanna Krehbiel and Wendy Lester, San Bernardino Community College.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Ms. Bell moved and Mr. Smiles seconded approval of the proposal submitted by San Bernardino Community College in the amount of \$1,510,820. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 40: SOMA AEC, Inc. dba Oxman College

Mr. Hoover presented a proposal on behalf of SOMA AEC, Inc. dba Oxman College, a priority industry and repeat contractor requesting \$596,304 in Expansion Funds for an estimated number of 20 small business retrainees under Job Number 1, 20 HUA retrainees under Job Number 2, 100 retrainees under Job Number 3, and 19 job creation trainees under Job Number 4. ETP funded training will be delivered at its approved Bureau of Private Postsecondary Education (BPPE) offices statewide. This project will be Oxman College's sixteenth ETP Contract and its sixth in the last five years. Although this project does not include a Veteran's Job Number, Oxman College offers priority enrollment to veterans into programs, as well as priority hiring for the college's faculty and staff. In this proposal, Oxman College will train 19 net new employees (Job

Number 4). It was carried over from a previous Panel, where we had the net new job requirement in there, so they would like to strike that part of the job creation. The contractor is requesting a wage modification for Job Number 2, the 20 trainees that will be working in an HUA (high unemployment area) with unemployment exceeding the state average by 25% for trainees in an HUA. Panel may reduce the wage to the ETP reduced standard wage by county. They also request a wage modification for these trainees in Job Number 2 from \$20.86 per hour to \$15.65 per hour.

Mr. Hoover stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Michale Dvorkin, President.

Acting Chairperson Roberts thanked Mr. Dvorkin for coming back and noted that six months can make a big difference from when they originally started. ETP had very limited funds, but now there are more funds, with the Expansion Funds.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Bell seconded approval of the proposal submitted by SOMA AEC, Inc. dba Oxman College in the amount of \$596,304. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

Tab No. 41: The Shirley Ware Education Center, SEIU-United Healthcare Workers-West

Ms. Miguel presented a proposal on behalf of The Shirley Ware Education Center, SEIU-United Healthcare Workers-West, a repeat contractor requesting \$584,400 in funding to serve 120 retrainees. This is a statewide contractor to serve trainees advancing in the healthcare career ladder into positions such as surgical technician, radiology technician, and licensed vocational nurse. There is an update to the contractor performance on their ET 21-0142 contract. Currently, there are 4,634 reimbursable hours tracked for potential earnings of \$113,998 which is approximately 66% of the approved amount in their prior contract.

Ms. Miguel stated that there are representatives joining virtually to respond to questions the Panel Members may have and introduced Tarik Scott, Director of External Relations and Kelly Greer, Strategy Workplace Communications.

Acting Chairperson Roberts noticed that their funds increased quite a bit from their last proposal, which was a struggle, and now they are asking for \$584,000 versus the \$173,000 they asked for before. The Panel really likes to see these healthcare contracts come through and asked if they could explain what the increase of funding is for.

Mr. Tarik Scott explained that their initial contract was for a fairly modest number of trainees, 45 vision service associate trainees at Kaiser Permanente. And for the second proposal, they have pretty significantly increased the number of individuals that are training into job titles which are very critical to the COVID-19 pandemic, so the total number of trainees for the current proposal is 120: 16 license vocational nurses, 30 radiology technicians, and 30 surgical technicians. All critical roles with regard to the pandemic, which would explain the increase in requested funding.

Acting Chairperson Roberts asked if the Panel had any questions.

Hearing none, Acting Chairperson Roberts asked for a motion.

ACTION: Mr. Smiles moved and Ms. Bell seconded approval of the proposal submitted by The Shirley Ware Education Center, SEIU-United Healthcare Workers-West in the amount of \$584,400. Acting Chairperson Roberts called for a vote, and all Panel Members present voted in the affirmative to approve the proposal as moved.

Motion carried, 8 to 0.

XIV. OPPORTUNITY FOR PANEL MEMBERS TO REQUEST AGENDAITEMS FOR FUTURE PANEL MEETINGS

Acting Chairperson Roberts provided an opportunity for Panel Members to request Agenda Items for consideration at a future Panel Meeting.

Ms. Bell noted that of the eight single employer contracts today, all were represented by a subcontractor. Ms. Bell stated that she continues to advocate for simplicity in process for the single employer so that businesses can come directly in for the application process without a subcontractor. Further, of those projects, 50% of those contracts that were approved today had one specific contractor. and she would like to get to the point where companies can come to ETP and be able to apply for grants and training contracts so they can train their people and not make it so difficult.

XV. PUBLIC COMMENT ON MATTERS NOT ON THE AGENDA

Acting Chairperson Roberts asked for public comment on matters not on the Agenda.

Acting Chairperson Roberts shared that she talked to Robert Meyer about going out and marketing to these companies. The support ETP staff has is unbelievable and ETP staff is a real advocate for the employer. Acting Chairperson Roberts shared she thinks that there is a need for going out and looking for those small businesses and ones that can't do it on their own, and hopefully over the next couple months, there will be some more funds for some of those contracts that are without a subcontractor.

Robert Meyer shared that his team has been working a lot more closely with the GOBIZ staff and looking at ways they can engage employers earlier, bringing them into the system. Also, ETP's brand new system requires a lot more education of the contractor ahead of time. There are a lot of companies that are coming in, without consultants, but they're in the process of doing their applications. Additionally, Staff is working a lot with multiple employer contractors for direct handoffs and they've already got some familiarity with ETP, but they are coming in, without consultants. Mr. Meyer noted that the consultants do provide a really valuable service and provide some of the networking that we, as a collective agency, don't really have the bandwidth to provide and so we work closely with them to make sure that the projects are more and more aligned with the current goals regarding small businesses. Staff is doing a lot in terms of engagement of the MEC providers to bring in new businesses and to bring those companies in, so hopefully with some work with Peter Cooper, we will have some expanded support services, as well as an expedited path for these small businesses to come in on their own. And there will be some projects coming in the next few months and Staff is hoping to have them point out what they're doing to reach small businesses and companies coming in ETP.

Phil Herrera noted that with Cal-E-Force streamlining, making the system easier, and good decisions like getting rid of net new hires that we are on the path to making it simple. Mr. Herrera explained that the applications he brings forward are all advanced manufacturers and they look at the other GoBIZ incentives too and it's a real complicated thing with corporations.

Acting Chairperson Roberts thanked Mr. Herrera for getting all his hours in. She explained that Phil is one of the contractors that doesn't take the full 10% of the developmental fee and he's been a really good advocate, very supportive, and very solid contracts.

Willie Atkinson, ETP's AAU Manager, stated regarding the Expansion Funds going into the core funding in AAU, that Staff will still prioritize what applications Panel is looking for, so there will be first timers and, high job creation. AAU will also be working in conjunction with Robert Meyer to make sure that they identify and look at those projects that do not have a subcontractor to make sure that Staff hears Panel's concerns and make sure AAU meets those within ETP's priorities.

Robert Meyer shared that ETP really stepped up the engagement with both GOBiz (Governor's Office of Business and Economic Development) and the California Energy Commission. KLA was one of the originating companies of the new platforms and they're looking at a real onboard computing system that will require so much more processing, so companies like that are going to be really helpful. ETP plays an important part, because it can not only train the technology training, which is something promoted by the Energies Commission, but also the Fundamental Workforce Transition Trainings, helping these workers find training in new technology. It's a good project for ETP. Mr. Meyer acknowledged the opening of the IBEW Training Center in Woodland and shared how he was fortunate enough to take part in the ribbon cutting there last week and lots of support for both the California State Workforce Development Board, but also for ETP. Companies that were there that have utilized the funds, the Training Center, and the Apprenticeship Program, all of the program personnel were very, very appreciative of the support of the Panel. Staff did get a lot of material for the strategic plan and annual report in terms of collateral, photos, stories and so it was just a very exciting afternoon.

XVI. MEETING ADJOURNMENT

Acting Chairperson Roberts adjourned the meeting at 11:03 a.m.