

2010-11 Annual Report



THE EMPLOYMENT TRAINING PANEL

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Vision Statement

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

Mission Statement

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

- *Attract and retain businesses that contribute to a healthy California economy;*
- *Provide workers with secure jobs that pay good wages and have opportunities for advancement;*
- *Assist employers to successfully compete in the global economy; and*
- *Promote the benefits and ongoing investment in employee training among employers.*

PREFACE

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.

The Panel¹ is one of the nation’s premier state-funded programs for retraining incumbent workers. ETP is also an important discretionary economic incentive for job creation and business attraction, expansion, and retention in California. A National Governor’s Association study found ETP’s emphasis on performance-based accountability to be a national model.²

The Panel is an eight-member, bi-partisan board consisting of three gubernatorial appointees, two Speaker of the Assembly appointees, two Senate pro Tempore appointees, and an ex-officio member representing the Secretary of the Business, Transportation, and Housing Agency. Panel members represent the interests of both labor and employers. The Panel meets monthly to review and approve training contracts in accordance with statutory standards for eligibility and performance. Training contract terms are twenty-four months, and ETP monitors performance throughout the contract period.

A Brief History – ETP was created in 1982 with the mandate of addressing the large displacement of workers resulting from plant closures – by moving the unemployed quickly into jobs, or by 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 legislative mandate to promote a healthy labor market, with emphasis on helping businesses overcome the challenge of out-of-state and international competition. The program adjusts to changes in economic conditions and workforce needs. For nearly three decades, the Panel has supported California’s workers and employers, having provided over \$1.29 billion for the successful training and employment retention of 839,407 workers for approximately 81,768 California businesses.

Core Program Funding – ETP’s core program is funded by the Employment Training Tax (ETT), which California companies participating in the Unemployment Insurance system pay to promote the development of California workers. ETT revenues are deposited in the Employment Training Fund (ETF), which was established to support ETP and its training programs. As a result, ETP does not use State General Fund tax dollars to fund its core program.

¹ Throughout this report, the terms ETP and Panel are used interchangeably.

² National Governors’ Association Center for Best Practices, [A Comprehensive Look At State-Funded Employer-Focused Job Training Programs](#), 1999.

Alternative Funding – ETP maintained vital partnerships which provided ETP with alternative sources of funding. In Fiscal Year 2010-11 (FY), ETP received alternative funding in partnership with the Labor and Workforce Development Agency (LWDA) and the Employment Development Department (EDD) to provide training for incumbent nurses and other allied medical professionals under the newly implemented Healthcare Initiative.

ETP also continued to carry out the following alternative funded training which was implemented in the prior year:

In partnership with the LWDA and EDD -

- Non-Profit Nursing Skills Training (NPN) aimed at providing medical skills training for incumbent RNs and LVNs; and
- High-Wage, High-Skill Training (HWST) in support of green/clean technology and healthcare.

In partnership with the California Energy Commission (CEC) -

- The Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) that was created under AB 118 to provide workforce training in alternative fuels and vehicle technologies; and
- The Clean Energy Workforce Training Program (CEWTP) to provide green workforce training skills.

See [Section A-1 C. Alternative Funding Sources](#) for more information.

Why ETP Works – ETP funding works because it is predicated on simple and effective principles:

- *Employers make decisions about their training program.* Employers are involved in every aspect of training. Companies assess their training needs, customize curricula to address the specific needs of their businesses, and implement and administer the training plan.
- *Training investments help companies become more profitable.* ETP contracts also promote trainee wage increases, and career progression.
- *Employers are encouraged to assume greater responsibility for training.* ETP reimburses contractors based on flat rates. Companies must pay the difference between ETP reimbursement and their actual training costs. As training costs increase, companies pay a larger percentage of the costs.
- *Performance-based contracting helps to ensure success.* A business may earn ETP funds only after a trainee completes all training and is retained for a minimum time period (normally ninety days) at a required wage, in a job using the skills learned in training. Other performance requirements ensure that each stakeholder – the company, the worker, and ETP – shares responsibility for expanding the numbers of high-wage, high-skill jobs in California.
- *ETP funding is a catalyst for future workforce training.* Employers who participate in ETP-funded training are more likely to invest in future workforce training. The ETP experience provides them with the practical knowledge and tools to successfully implement a training plan.

Report Summary – This annual report describes the Panel’s actions and accomplishments during FY 2010-11 (July 1, 2010 through June 30, 2011). Because contracts cover a span of twenty-four months, this report includes:

- The report year’s activities and funding approvals;
- Contracts approved in prior years which completed during FY 2010-11;
- Contracts approved prior to the report year that were still ongoing at the end of the report year, and;
- Appendices, which include appropriation and expenditure information; funding in high unemployment areas (HUA); completed contract data; participant demographic data and information on contracts terminated during the report year.

THE YEAR IN REVIEW

JOB CREATION, COLLABORATION, AND REVITALIZATION

Despite limited availability of core funding in FY 2010-11, the Employment Training Panel (ETP) continued to support job creation and workforce development in California. Although there was a reduction in Employment Training Tax (ETT) revenue collections, the Panel maximized its limited funds by supporting projects with the greatest impact on the economy.

In FY 2010-11 the Panel prioritized:

- A backlog of 2009 applications that had been submitted, but not developed, due to lack of funding;
- Job creation projects;
- Projects with a demonstrated investment in California's economy;
- Critical Proposals (projects referred to ETP by the Governor's Office of Business and Economic Development (GO-Biz)³; and,
- Small business projects (given that ninety-six percent of employers in California have fewer than fifty employees, and most new job creation over the next few years will be in the small business sector).

The Panel also prioritized key industries critical to the State's economy. In FY 2010-11 those industries remained unchanged from the previous fiscal year and included:

- Manufacturing;
- Green Technology;
- Nursing and Allied Healthcare;
- Construction;
- Goods Movement and Transportation Logistics;
- Information Technology Services;
- Biotechnology and Life Sciences;
- Multimedia/Entertainment; and
- Agriculture.

Despite the challenging economic climate, ETP was driven by its mission of supporting economic development in California, focusing on job creation and retention, targeting

³ Assembly Bill 29 established the Governor's Office of Business and Economic Development (GO-Biz), formerly known as the Governor's Office of Economic Development (GO-Ed), which was established by Executive Order S-05-10.

high unemployment areas, reaching out to small business and veterans, and addressing emerging workforce needs.

ETP also continued vital partnerships to utilize alternative sources of funding. The Panel partnered with the CEC to implement a workforce training program in support of the Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) that was created under AB118. ETP also partnered with the LWDA and EDD in a Non-Profit Nursing Skills Training Program, and a Healthcare Initiative funded by the Workforce Investment Act Governor's 15% Discretionary Fund (WIA).

CONTRACT ACTIVITY

In FY 2010-11, the Panel approved nearly \$47 million (core and alternative-funded programs) to provide training to more than 43,000 new-hire and incumbent workers. ETP-funded training has helped California’s economic recovery through jobs sustainability and creation, and also enabled businesses big and small to maintain a competitive edge. See: *Core and Alternative Funded Contract Activity* below.

1. Core Contract Activity

During the report year, ETP staff administered 742 core training contracts. These included: a) 231 new agreements approved in the report year; b) 398 contracts approved in prior years, which were completed in FY 2010-11; and c) 113 contracts approved prior to FY 2010-11, which were still active at the end of the fiscal year. The following table illustrates this activity.

Core Funded Contracts				
	a)	b)	c)	TOTAL
	New Approved	Completed	Ongoing	
Contracts	231	398	113	742
Trainees	31,774	39,407	14,841	86,022

a) New Approved Core Contracts

FY 2010-11 proved to be challenging for both stakeholders and staff. As the economy weakened and job loss continued, more and more employers were pushed into negative reserve status,⁴ resulting in a sharp decline in the ETT revenue that funds the ETP core program. Making matters more complicated was the State Budget impasse which ended on October 8, 2010, with the budget being 100 days overdue. As a result of this delay, new projects were delayed until the State Budget was signed and ETP received confirmation of the final appropriation amount. Subsequently, after deducting administrative costs and prior year liabilities, ETP was left with \$14.2 million, (compared to \$8.7 million in the prior year) to fund new training contracts.

b) Completed Core Contracts

A total of 398 contracts approved in the prior year, were completed, providing assistance to 2,852 employers for the training and employment retention of 39,407 workers, at an average cost of \$1,194 per trainee. Data from these completed contracts reflect the Panel’s continuing emphasis on funding training for high-wage, high-skilled workers in industries that positively impact California’s economy:

⁴ When unemployment insurance claims against an employer exceed that employer’s unemployment insurance reserve account balance, the employer is considered in negative reserve status. Employers in this status do not pay the ETT. See California Unemployment Insurance Code, Division 1, Chapter 4.

- Businesses in all major industries in California received assistance, with sixty-seven percent of funds going to the manufacturing and high-technology sectors.
- Seventy-five percent of all businesses served by the Panel were small:
 - Seventy-five percent of all businesses employed 250 or fewer workers;
 - Sixty percent of all businesses employed 100 or fewer workers;
 - Forty-five percent of all businesses employed fifty or fewer workers; and,
 - Twenty-seven percent of all businesses employed twenty or fewer workers.
- The average post-training and employment retention wage for workers who were unemployed at the beginning of training (new hires) was \$14.31 an hour. The average post-retention wage for incumbent workers (retrainees) averaged \$29.54 an hour.
- Training focused on frontline workers in occupations in technical support, nursing, construction, design work, production, delivery and warehousing, mechanics, clerical and office support, accounting, sales, machining, and assembly.

See [Appendix B-1](#): “Completed Contract Data”;

See [Appendix B-2](#): “Characteristics of Completed Panel Trainees”;

See [Appendix B-3](#): “Completed Core Contracts”.

(Note: While the Completed Contracts in FY 2010-11” list may identify industries served in those contracts, per NAICs Code designation, many of those contracts also supported green/clean technology across various industry sectors.)

c) Ongoing Core Contracts

A total of 113 contracts approved prior to FY 2010-11 were still active at the end of the fiscal year, targeting training for 14,841 workers.

2. Alternative Funding Contact Activity

During the report year, ETP staff administered 106 alternative-funded training contracts. These included: a) fifty-five new agreements approved in the report year; b) eighteen contracts approved in prior years, which were completed in FY 2010-11; and c) thirty-three contracts approved prior to FY 2010-11, which were still active at the end of the fiscal year. The following table illustrates this activity.

Alternative Funded Contracts				
	a)	b)	c)	TOTAL
	New Approved	Completed	Ongoing	
Contracts	55	18	33	106
Trainees	11,917	2,715	6,175	20,807

a) New Approved Alternative Funding Contracts

ETP continued to support California's economy and jobs by expanding partnerships and leveraging its resources. Additional funding for alternative programs continued to be a priority for ETP. Thus, to extend its outreach in the healthcare industry in FY 2010-11, the Panel approved the implementation of a new [Healthcare Initiative](#) targeting both non-profit and for-profit entities.

The following is a breakdown of alternatively-funded FY 2010-11 project totals:

Alternatively-Funded Training Programs		
	ARFVTP (AB 118)	Healthcare Initiative (WIA 15%)
Approved Funding	\$3,662,129	\$8,700,000
Approved Contracts	10	45
Workers to Train	3,752	8,165
See Appendix A-1 for training program descriptions		

b) Completed Alternative Funding Contracts

A total of eighteen contracts approved in the prior year, were completed, resulting in the training of 2,715 workers.

See [Appendix B-1](#): "Completed Contract Data";

See [Appendix B-2](#): "Characteristics of Completed Panel Trainees";

See [Appendix B-4](#): "Completed Alternative Funding Contracts"

c) Ongoing Alternative Funding Contracts

A total of thirty-three contracts approved prior to FY 2010-11 were still active at the end of the fiscal year, targeting training for 6,175 workers.

KEY ACTIONS AND ACCOMPLISHMENTS

In FY 2010-11, ETP successfully met most of its program goals and objectives for the report year. Given the lower amount of funding available, ETP was still able to assist in improving California's workforce. Following are highlights from ETP's core program:

- **Priority Industries:** Eighty-nine percent of all approved core program funds were targeted to priority industries including green technology, manufacturing, high technology, biotechnology, multimedia entertainment, construction, goods movement and transportation, logistics, research and development, and healthcare.
- **Economic Development/Job Creation:** ETP continued its work with state, local, and regional economic development organizations, and expanded its scope to collaborate with GO-Biz⁵ in a comprehensive effort to attract, expand, and retain California businesses. In ETP's core program, ETP considered critical proposals, new hire contracts, job creation, and hiring projection as economic development. In total funding for 3,570 new jobs were approved in FY 2010-11:
 - **Critical Proposals:** Almost \$900,000 was approved for five critical proposals to provide training to 578 workers.
 - **New Hire:** Fourteen New Hire projects were approved, planning to create 625 new jobs.
 - **Retrainee - Job Creation Initiative:** Under this initiative nineteen contracts, totaling \$3,065,808, were approved to create 1,873 new jobs.
 - **Hiring Projection:** Seven projects included plans to expand and hire 494 new workers. (Employer based hiring projection, not part of the contract.)
- **Marketing The Central Valley:** Unemployment rates in the Central Valley and Rural Northern California have been persistently high for nearly three decades. In the report year, ETP continued its work with the California Partnership for the San Joaquin Valley, coordinating with business leaders, state and local public agencies, and educational institutions to streamline efforts in job creation. ETP prioritized this particularly hard-hit area and awarded \$7.7 million in core funds for more than 8,000 trainees in the Central Valley, and within the Central Valley, specifically the San Joaquin Valley \$4.5 million was for over 4,500 trainees.
- **Direct Contracts with Small Business:** The Panel approved eighty-six new direct contracts with small businesses of 100 or fewer employees.

⁵ Assembly Bill 29 established the Governor's Office of Business and Economic Development (GO-Biz), formerly known as the Governor's Office of Economic Development (GO-Ed), which was established by Executive Order S-05-10.

- **Green Technology:** Continuing its support for the environment, the Panel targeted training for companies employing “green technology” methods including environmental protection; energy generation and efficiency; distributed renewable energy; and other green business practices, processes, and products. In total, the Panel approved twenty-two core funding agreements of \$4,410,937 for the training of 4,685 workers in “green-clean” related projects.
 - Alternative Funding: Under our alternative funding contracts the Panel approved ten agreements totaling \$3,662,129, training a total of 3,752 trainees, under the ARFVTP (AB118).

- **Career Technical Education (CTE):** CTE prepares youth and adults for successful careers and increases public awareness and appreciation for career and technical programs. The Panel supports the statewide emphasis on CTE and related programs, such as pre-apprenticeship training, to meet the growing demand for employment in occupations requiring vocational education such as Certified Nurse Assistants, Medical Assistants, Radiology and Lab Technicians, Material Handlers, Carpenters, Electricians, Plumbers, Estimators, Pipefitters, etc. In the report year, the Panel approved over \$6.1 million for CTE related projects to support 4,684 workers.

- **Healthcare:** The Panel continued its support for healthcare training, totaling over \$11.7 million in funds for healthcare projects. Following is the breakdown of this total within Core and Alternative funds.
 - Core Funding: approved over \$3 million in core program funds for the training of 2,546 nurses and 779 workers for positions in healthcare-related fields, such as medical office administrators, medical billing technicians, lab technicians and medical assistants.
 - Alternative Funding: approved \$8.7 million for forty-five contracts in alternative funds for the training of 8,165 nurses under ETP’s Healthcare Initiative.

- **High Unemployment Area (HUA):** The Panel targets HUAs⁶ of the State to foster training support for workers in regions with lagging economies and unemployment rates higher than the state average. ETP recognizes the need for wage requirement flexibility. During the report year, almost \$11 million in training funds was approved for 115 contracts that served HUAs, providing training for 9,589 workers.

([See Appendix A-2](#): “Core Contracts Approved in HUA”. Note that while the HUA Contracts List identifies industries (per NAICs Code designation) served in those contracts, many of those contracts also support green/clean technology.

⁶ HUAs are defined as counties or sub-county areas with unemployment rates at least twenty-five percent higher than the State average, based on data from EDD’s Labor Market Information Division.

PILOTS AND SPECIAL TRAINING PROGRAMS (Core and Alternative Funding)

In support of changing workforce needs and in response to Administration and Legislative priorities, the Panel continued to test new training models through the implementation of pilot programs. In the report year, special training programs were initiated and pilot programs continued to be incorporated into the Panel's regular program:

- **Job Creation:** In FY 2010-11, the Panel's highest priority went to projects having the greatest impact on job creation, including those which demonstrated investment in California's economy. These high priority projects include critical proposals developed in conjunction with GO-Biz (State's primary economic development entity) to help attract and retain businesses in California. Also included are projects developed under the "Retrainee – Job Creation" guidelines with a demonstrated link to job creation and job/business expansion. Trainees must be hired within three months before the date of project approval, or within the term of the contract. The Panel gave consideration to the 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.
- **Healthcare Initiative:** The 2010-11, ETP Healthcare Initiative was an alternatively-funded initiative focused on training incumbent nurses and other allied medical professionals. Funded with WIA funds, in partnership with the EDD, the Healthcare Initiative was implemented in two phases. Phase I was only for the for-profit entities, and was funded with an initial WIA allocation of \$1 million, which funded a backlog of single-employer healthcare applications which had been on hold since ETP exhausted its core program funding in FY 2009-10. Phase II was funded with an additional WIA allocation of \$7.7 million, which provided funding to for-profit and non-profit entities alike, in both single and multiple-employer training contracts.
- **Welfare-to-Work (W2W):** At the December 8, 2010, Panel Meeting the Panel rescinded its moratorium on Welfare-to-Work training projects established in December 2006, due to higher funding levels; and no transfer of ETP funds to the Department of Social Services. The Panel will allow these types of projects under W2W to be funded under existing program categories, allowing a proposal to have a W2W component.
- **Veterans Training:** Due to the number of active and reservist personnel who have performed military service in recent years, the need for employment training assistance for veterans continued to increase. ETP's support of veterans returning to California's civilian workforce is unwavering. The Panel currently serves veterans and members of the National Guard among its training populations, and through its strategic planning process continues to increase services each year. With specialized marketing efforts and guidelines in place, ETP has designed a veteran training program to help unemployed veterans and members of the National Guard obtain high-skilled, high-wage jobs in secure industries. ETP is partnering with other State agencies to develop initiatives for the training and employment of this target population. ETP is also

⁷ ETP has continued to make veteran training programs a priority, increasing outreach to veteran's organizations, and ensuring the development of relevant training projects aimed at meeting the training needs of veterans.

- **Alternative and Renewable Fuel and Vehicle Technology Program (AB 118):** Administered by the CEC , the Alternative and Renewable Fuel and Vehicle Technology Program (AB 118) was developed to support the development and employment of renewable alternative fuels and clean vehicle technologies in the marketplace. In FY 2010-11, the Panel continued to partner with the CEC, in delivering a workforce development and training program consistent with the goals of AB 118. The partnership, which began in FY 2009-10, is focused on alternative and renewable fuel technologies and low emission renewable fuel vehicles. The program guidelines define alternative fuels as fuels other than traditional gasoline and diesel petroleum sources. Examples of alternative fuels are bio-diesel, ethanol, methanol, electricity, propane, compressed or natural gas, and hydrogen.

⁷ Executive Order B-9-11, <http://gov.ca.gov/news.php?id=17178>

REGULATORY ACTIONS

The Panel continues to systematically review its regulations in order to simplify, update, and eliminate unnecessary requirements.

In the report year, the Panel followed through with the second phase of its Economic Stimulus Initiative. In the first phase, the Panel raised the reimbursement rate and increased the maximum allowable training hours for new hires to support job creation.

In the second phase, the Panel took regulatory actions to reach unemployed workers in need of new skills, and assist incumbent workers in need of new skills or cross-training to maintain their jobs or prepare for layoff. The initiative was incorporated into ETP's FY [2009-10 Strategic Plan](#).

Key regulatory actions included:

- Providing increased flexibility for incidental placements with employers who do not pay the ETT;
- Amending employer turnover rate requirements to allow more flexibility in the current economic downturn;
- Providing an alternate method for designating regions of the state as High Unemployment Areas (HUAs) when the state average unemployment rate is higher than ten percent;
- Allowing for Productive Laboratory training in a productive work environment;
- Refining parameters for electronic methods of training delivery.

ADMINISTRATIVE IMPROVEMENTS

ETP currently uses multiple antiquated application systems to administer its program. ETP is in the process of building a new system to meet the needs of staff and the public by combining multiple functions of the internet, intranet, and Management Information System database into a single, centralized web-based system. The new system will enable ETP to more efficiently provide its services by allowing reliable and efficient means of data entry, better use and navigation for staff and the public and better security of sensitive information.

In the previous fiscal year, ETP worked with EDD's Workforce Services Branch to look at opportunities to consolidate processes and to procure a vendor to create the new system. ETP has defined their new processes and will work with the selected vendor, Geographic Solutions Inc., in the 2012-13 calendar year to finalize the design and begin building and testing the replacement system.

PLANNING FOR THE FUTURE

In response to California's slow economic recovery and persistently high unemployment, ETP has increased its efforts to maximize its training dollars through the implementation of special training programs, pilots, and guidelines. These emphasize areas of business and industry that are instrumental in helping revitalize the State's economy. A key aspect of ETP's economic development strategy includes seeking out new partners with whom to collaborate and securing new resources.

ETP annually reviews the state of the economy and identifies industries that are essential to California's economic growth and stability. These priority industries have not changed from the previous year, although ETP has considered the general economic climate, alternative funding and investment, and the growing green technology sector. Green/Clean Technology, Manufacturing, Construction, Transportation, Information Technology Services, Biotechnology and Life Sciences, Multimedia/Entertainment, and Agriculture remain priority industries in California's economy.

The Panel has also furthered its efforts to collaborate more effectively with other workforce agencies, allowing ETP to broaden the scope and depth of its involvement in local communities statewide. Regular partners now include the LWDA, GoBiz, CWIB, EDD, the California Community Colleges Chancellors Office (CCCCO), and CEC, among others.

ETP's Alternative and Renewable Fuel and Vehicle Technology Program, ARFVTP (AB 118) pilot represents one such partnership. The ARFVTP program is operating through an interagency agreement with the CEC with the goal of training individuals in new transportation technologies to meet the workforce needs of companies engaging in the development and/or deployment of alternative fuels and vehicle technologies. See Appendix A1-C, [Alternative Funding Sources](#), under ARFVTP for more information.

These strategies are aimed at enhancing ETP's role as an effective, relevant, resource in supporting the economic development goals of the Governor, Legislature and Panel. ETP will continue to allocate its resources in support of projects that lead to the creation of new jobs and the retention of high quality jobs in all areas of the state. ETP is committed to supporting California's role as the nation's leader in green sector job growth, and will continue an aggressive effort in the revitalization of the state's other key industry sectors. ETP further recognizes the need to ensure optimal leveraging and coordination of resources dedicated to economic and workforce development and will maintain a strong emphasis on partnerships with other public programs and agencies, labor and the business community.

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A. APPROPRIATIONS AND EXPENDITURES

In FY 2010-11, ETP received a Budget Act appropriation of \$52.5 million. Given the prior-year reduced ETT collection, the conservative ETF revenue collection projection for FY 2010-11 was set at \$42.3 million. However, the actual ETF revenue collection of \$50.6 million realized closer to the Budget Act appropriated amount. After deducting for administrative costs and prior-year contract liabilities, this resulted in a net of \$14.2 million to fund new core training contracts in FY 2010-11. The Panel expended all of these available new training funds by its June 2011 Panel meeting.

CORE FUNDING - Appropriation and Expenditure Report		FY 2010-11
<u>Employment Training Fund (ETF)</u>		\$50,616,723
<u>ETF Appropriations to Other Programs:</u>		
Department of Social Services/CalWORKS		0
Dept of Industrial Relations/Div Apprenticeship Stds		0
EDD Tax Branch (ETT Collection)		-5,354,000
State Controllers Office		-409,000
	Total	\$44,853,723
<u>ETP:</u>		
Appropriation to ETP		\$44,853,723
EDD Administrative Budget Adjustment for ETT Collection		3,483,365
Reinvested Funds		4,350,372
	Total Amount Available Fiscal Year 2010-11	\$52,687,460
<u>ETP Expenditures:</u>		
Program Administration		-8,630,336
Other ProRata		-1,068,394
Marketing and Research		-320,713
EDD Support		-330,534
Program Funds:		
Prior Year Contract Liabilities		-28,155,279
New Training Contracts		-14,182,204
	Total	\$52,687,460

The resulting total of \$52.7 million available for core funding in FY 2010-11 was allocated by the Panel as follows:

- **Program Funds:** The Panel encumbered all \$52.7 million of available program funds for training. Of this amount, \$28.2 million was for prior-year contract liabilities, due as a result of incremental funding, and \$14.2 million was for new training contracts. (In order to maximize its limited funds, ETP incrementally encumbers training funds, initially encumbering about thirty-five 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:** Close to \$8.9 million was spent for program administration costs, including EDD support.
- **Marketing and Research:** \$320,713 was spent on strategic marketing conducted by outside consultants under contract to the Panel. Expenditure of marketing funds included marketing agreements with the California Manufacturers and Technology Association, California Workforce Association, and the California Labor Federation, which were awarded through a request for proposal process.
- **Pro Rata:** \$1,068,394 was spent for ETP's share of Pro Rata costs for services provided by departments and agencies such as the Controllers Office and the Department of Finance.

B. NEW CORE TRAINING CONTRACT APPROVALS

In FY 2010-11, \$14.2 million was encumbered for new core training contracts. Since the Panel incrementally encumbers about thirty-five percent of the total approved amount of contracts in their first year, this enabled the Panel to approve \$34.1 million in total contract amount in FY 2010-11 for new projects. These training funds were approved under (a) the regular Economic Development category, primarily for the retraining of incumbent workers in businesses threatened by out-of-state competition, as well as training for unemployed workers; and (b) the Special Employment Training (SET) category for businesses and workers not eligible under regular program criteria. Approximately ninety-three percent of funds were targeted for retraining, with seven percent going for the training of unemployed workers. (Retraitees represented ninety-eight percent of the trainee population, and new hires two percent.)

FY 2010-11 CORE FUNDING COMMITMENTS	Total
Approved Training Projects	231
Total Approved Funding*	\$34.1 million
Workers Targeted for Training	31,760
Average Cost per Trainee**	1,073

*\$14.2 million was encumbered for new training, with the remaining liability to be covered in future fiscal years' funds, based on project performance.

**Overall average cost per trainee for new hires was \$3,879; for retrainees it was \$1,014.

Core training was targeted to the State's key industries, including the manufacturing, services, healthcare, and high-technology sectors. Twenty-nine percent went to manufacturing and eighteen percent went to services including in the healthcare industry such as for the training of Registered Nurses (RN), Licensed Vocational Nurses (LVN), and Technicians. Fifteen percent was approved for high technology sectors, such as software development, computer programming, and multimedia/ entertainment. There was a decrease in funding for manufacturing from the prior fiscal year, when forty-eight percent of funds went to manufacturing businesses. The decrease in funding for manufacturing businesses was accompanied by an increase in trade and high-tech. Additionally, thirteen percent of total approved funds went to clean technology (some of which is included in the manufacturing and high technology funding percentages) to assist contractors in protecting the environment and reducing energy consumption.

C. ALTERNATIVE FUNDING SOURCES

ETP has historically accomplished its mission without appropriations from the State General Fund or alternative sources of funding to ETP's ETT core program funding. However, in FY 2009-10 and again FY 2010-11, ETP received alternative funding aimed at training workers for jobs emerging in the recovering economy. The alternative funding is principally through the American Recovery and Reinvestment Act (ARRA), Governor's Workforce Investment Act Discretionary Funds (WIA), and AB 118, which established the Alternative and Renewable Fuel and Vehicle Technology Program in 2007.

Healthcare Initiative	Allocation: \$8.7 million
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To extend its outreach in the healthcare industry in FY 2010-11, the Panel approved the implementation of a new Healthcare Initiative at its October 29, 2010 meeting. This Initiative is funded with WIA 15% funds in partnership with the EDD. The Healthcare Initiative focuses on training for incumbent nurses and allied medical professionals. Funds were disbursed through performance-based contracts. By June 2011, the Panel approved \$8.7 million in Healthcare Initiative funds to train 8,165 in forty-five contracts.

Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP)	Allocation: \$6 million
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In 2007, ARFVTP was created under AB 118 – with the goal of transforming California's fuel and vehicle types to meet the state's climate change policies. The AB 118 Program is administered by CEC. ETP is partnering with CEC, Fuels and Transportation Division to deliver a workforce development and training component consistent with the goals of AB 118. An Interagency Agreement (IA) with the CEC was approved June 8, 2010, with the goal of training individuals in new transportation technologies to help attain the workforce needs of companies engaged in the development and/or deployment of alternative fuels and vehicle technologies. Thus, via the IA approved in FY 2009-10, CEC committed \$6 million in funding to ETP to implement this program (\$600,000 was used to offset administrative costs). By the end of FY 2009-10, the Panel approved \$1,814,300 to train 603 workers in five contracts.

Then, in FY 2010-11, the Panel approved \$3,662,129 to train 3,752 workers in ten additional contracts. Thus, by the end of June 2011, the Panel approved a total of \$5,476,203 to train 4,355 trainees in fifteen contracts (five contracts in FY 2009-10 and ten contracts in FY 2010-11) under the ARFVTP. Consequently, all training funds under the ARFVTP have been encumbered consistent within the terms of the IA.

Ongoing Alternative-Funded Sources:

Clean Energy Workforce Training Program	Allocation: \$5 million
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In August of 2009, the State announced the nation's largest state-sponsored green jobs training strategy, the "Clean Energy Workforce Training Program" (CEWTP). As a partner in CEWTP, ETP received \$5 Million in ARRA federal funds through an IA with the CEC to advance workers' job skills in energy and water efficiency, and renewable energy. (ETP retained \$500,000 to offset administrative costs.)

Training projects targeted placement for unemployed workers, or upgrading the skills of incumbent workers, in jobs that reduce energy or water use in the building trades (e.g., retrofitting, green plumbing, efficient lighting manufacturing) or that produce or transmit renewable energy (e.g., solar panel manufacturing, smart grid installation). In FY 2009-10, the Panel approved \$4,479,514 to train 3,443 workers in fourteen contracts – encumbering all of its available federal funding in the current fiscal year for CEWTP.

However, in FY 2010-11, due to continuing economic challenges and uncertainties, several underperforming contractors voluntarily agreed to reduce their contract amounts thereby disencumbering funds. Funds were re-encumbered into well-established, well-performing CEWTP contracts. Thus, by June 28, 2011, the total CEWTP contract funding amount was reduced to \$3,549,881 to train 2,936 workers in these contracts. The CEWTP program is scheduled to end in FY 2011-12.

High Wage High Skill Training	Allocation: \$3 million
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In May 2010, ETP implemented a second training funded with both WIA and ARRA monies, High-Wage, High-Skill Training (HWST). ETP was allocated \$3 million in federal funds: \$1.6 million in WIA base funds (Base), and \$1.4 million as augmented by ARRA. HWST focuses on green/clean technology job skills.

Projects targeted industry sectors and occupations in alignment with LWDA goals for disbursement of WIA funds such as green/clean technology and healthcare. The Panel approved \$2,999,552 to train 2,340 workers in green/clean job skills training in sixteen contracts.

The ARRA-funded HWST ended in FY 2010-11 with \$1,145,445 of total training funds earned (eighty-two percent) in ten projects with 1,676 trainees successfully meeting the minimum completion of training hours for reimbursement.

However, the WIA, Base-funded HWST is still ongoing and is scheduled to end in FY 2011-12.

Non-Profit Nursing Skills Training	Allocation: \$5.4 million
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In 2010, ETP was allocated \$5.4 million from the LWDA as a result of the substantial augmentation to the Governor's 15% WIA Discretionary Funds that occurred through ARRA augmentation to the state's WIA formula funding, as well as WIA Base Funds. The monies were proposed for a program to target incumbent nurse training in the non-profit healthcare sector, with an emphasis on rural hospitals in high unemployment areas of the state. (Non-profit hospitals typically do not pay the ETT, and for that reason are precluded from participation in the ETP program.) Unlike ETP's core program, there is no employer eligibility requirement for out-of-state competition in this program. The Panel funded medical skills training for the career advancement and job security of incumbent RNs and LVNs. In FY 2009-10, the Panel approved \$5,396,307 to train 3,338 nurses in eighteen projects - encumbering all of its available federal funding for the Non-profit Nurse Training Program (NPN).

The NPN Training Program successfully concluded in FY 2010-11 with \$4,181,087 of total training funds earned (seventy-seven percent) in eighteen projects, and 2,547 trainees fulfilled the employment retention requirements.

**Core Contracts Approved
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Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
ABS GLOBAL, INC.	Tulare	Agriculture	\$26,226	31
ADVANCE DATA COMMUNICATIONS, INC.	San Joaquin	Construction, Technology/Other	\$15,600	10
AG PRODUCTION COMPANY	Stanislaus	Manufacturing, Agriculture	\$21,840	21
APEX BULK COMMODITIES, LLC	San Bernardino	Transportation/Logistics	\$48,750	125
APPLIED PROCESS COOLING INTERNATIONAL DBA APPLIED PROCESS COOLING CORP.	Stanislaus; Fresno; Sonoma; San Mateo	Service	\$35,427	49
APPRENTICE & JOURNEYMEN TRAINING TRUST FUND OF THE SOUTHERN CALIFORNIA PLUMBING & PIPING INDUSTRY	Los Angeles, Orange, Riverside, San Bernardino, San Diego, Kern, Inyo, Imperial, San Luis Obispo, Santa Barbara, Ventura	Construction	\$159,836	124
AUTOMOBILE CLUB OF SOUTHERN CALIFORNIA	Multi Counties	Insurance, Services	\$49,590	58
BRAND CONSULTING GROUP LLC DBA BRAND COLLEGE	Los Angeles, Orange, Alameda, San Diego, Santa Barbara, San Leandro	Technology /IT Services (High-Tech)	\$107,953	41
BUILDING SKILLS PARTNERSHIP	Statewide	Services, Green Technology	\$44,920	40
C&D ZODIAC, INC.	Orange, San Bernardino, San Diego, Santa Barbara	Manufacturing (& Aerospace and Defense)	\$75,978	67
CALIFORNIA CHAMBER OF COMMERCE	Los Angeles, Orange, San Diego, Ventura, San Joaquin	Manufacturing	\$169,871	179
CALIFORNIA CONTROLLED ATMOSPHERE	Tulare	Construction	\$44,460	38
CALIFORNIA COUNCIL FOR EXCELLENCE	Alameda, Los Angeles, Orange, Sacramento, San Bernardino, San Diego, San Francisco, Santa Clara, Riverside, Fresno	Manufacturing, Aerospace & Defense, Services	\$13,248	18
CALIFORNIA LABOR FEDERATION, AFL-CIO	Santa Clara, San Joaquin	Construction, Green Technology	\$299,720	295
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION (CMTA)	Multi Counties	Manufacturing	\$159,840	216
CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING	Multi Counties	Manufacturing, Aerospace & defense, Technology/Other, Engineering	\$159,980	190
CALIFORNIA WORKFORCE ASSOCIATION	Santa Barbara, Ventura, Los Angeles, Orange	Manufacturing	\$69,615	65
CENCAL CNC, INC.	Fresno	Manufacturing	\$42,120	27
CHAFFEY COMMUNITY COLLEGE DISTRICT	Los Angeles, Orange, San Bernardino, Riverside	Manufacturing, Transportation/Logistics, Goods Movement, Services	\$138,537	189
CHHP MANAGEMENT, LLC DBA COMMUNITY HOSPITAL OF HUNTINGTON PARK	Los Angeles	Healthcare	\$79,650	75
COTTAGE BAKERY, INC.	San Joaquin	Manufacturing	\$170,100	540

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Note: Many of these contracts support green/clean technology.

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COUNTRY VILLA SERVICE CORP. DBA COUNTRY VILLA HEALTH SERVICE	Los Angeles, San Bernardino, Marin, Orange, Santa Cruz, San Diego, Lassen, Fresno, Merced, Plumas, Riverside, Stanislaus, Ventura	Healthcare	\$105,120	146
COXCOM, INC.	Orange, Los Angeles, Santa Barbara	High Tech, (Communication)	\$52,050	30
CRAIG MUNDY, DDS	Fresno	Services	\$3,740	5
CVC CONSTRUCTION CORP.	Sacramento, Fresno	Construction	\$1,008	2
DENMAC INDUSTRIES, INC.	Los Angeles	Manufacturing	\$35,100	30
DERIVI CONSTRUCTION & ARCHITECTURE, INC.	San Joaquin, Stanislaus	Services	\$12,168	9
DIAMOND PET FOOD PROCESSORS OF CALIFORNIA, LLC	San Joaquin	Manufacturing	\$204,930	99
DOLE PACKAGED FOODS, LLC	Merced, San Joaquin	Manufacturing	\$270,000	75
DREYER'S GRAND ICE CREAM, INC.	Tulare	Manufacturing	\$174,447	213
ECOLA SERVICES INC.	Los Angeles, Ventura, Riverside, Santa Barbara, San Diego, Orange	Services	\$22,000	20
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)	Multi Counties	Manufacturing	\$159,960	172
EMPLOYERS GROUP	Los Angeles	Manufacturing/Engineering/Logistics & Transportation/Services	\$199,789	241
ENVIRON INTERNATIONAL CORPORATION	San Francisco, Santa Clara, Los Angeles, Orange, Alameda, Marin	Services / Consulting, Green Technology	\$94,990	70
FOUR C'S SERVICE, INC.	Fresno	Manufacturing	\$11,960	20
FRESNO TRUCK CENTER DBA SACRAMENTO TRUCK CENTER	Sacramento	Services	\$60,605	23
FUTUREHOME SYSTEMS & DESIGN INC.	Fresno	Construction	\$34,320	22
GATE GOURMET, INC.	Los Angeles, San Diego, San Francisco	Manufacturing/ Food Processing	\$74,942	106
GLENDALE CHAMBER OF COMMERCE	Los Angeles, Orange, San Diego, Ventura, Riverside, San Bernardino	Manufacturing, Services	\$159,895	113
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CENTER	Los Angeles, Orange, San Diego, Ventura, Riverside, San Bernardino	Manufacturing, Aerospace & Defense, Services	\$199,752	203
GNOMON, INC. DBA GNOMON SCHOOL OF VISUAL EFFECTS	Los Angeles, Orange, San Diego, Ventura, Riverside, San Bernardino	Multimedia/Entertainment	\$144,420	60
GOOD SAMARITAN HOSPITAL, A CALIFORNIA LIMITED PARTNERSHIP	Kern	Healthcare	\$151,686	159
GOORIN BROS., INC.	Los Angeles, San Diego, San Francisco	Manufacturing & Retail	\$14,817	11
GULFSTREAM-CALIFORNIA, INC., A DELAWARE CORPORATION	Placer	Services	\$31,050	46

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Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
HEALTHSOUTH CORPORATION DBA HEALTHSOUTH BAKERSFIELD REHABILITATION HOSPITAL	Kern, Orange	Healthcare	\$157,248	91
HITCHCOCK & HOLCOMBE INC. DBA CONTINENTAL TRAINING CENTER	Multi Counties	Manufacturing, Engineering, Insurance, Services	\$239,454	318
INTEGRATED ADVANTAGE INC.	Fresno	Technology /IT, Services, (High Tech)	\$7,800	5
INTEGRATED HEALTHCARE HOLDINGS, INC.	Orange	Healthcare	\$249,498	167
INTERNATIONAL RECTIFIER CORPORATION	Los Angeles, Riverside, Santa Clara	Services, Manufacturing	\$49,500	50
IRON MOUNTAIN INFORMATION MANAGEMENT, INC.	Statewide	Other - Warehousing/Records Storage	\$31,500	75
IRONMAN RENEWAL LLC	Alameda, Los Angeles, Riverside, San Bernardino	Services	\$24,853	29
JEWISH VOCATIONAL SERVICE OF Los Angeles	Los Angeles, Orange, San Diego, Ventura, San Bernardino, Riverside	Services	\$119,484	36
JOINT APPRENTICESHIP TRUST HEAT & FROST INSULATORS	Los Angeles, Orange, Riverside, San Bernardino, San Diego, Kern, Inyo, Imperial, San Luis Obispo, Santa Barbara, Ventura	Construction	\$79,806	47
K&K OFFICE ACCOUNT DBA KARAHADIAN DENTAL	Fresno	Services	\$8,800	10
K-1 PACKAGING GROUP	Los Angeles	Manufacturing	\$49,920	64
KERN COMMUNITY COLLEGE DISTRICT	Multi Counties	Manufacturing, Transportation/Logistics, Energy Production/Construction	\$52,327	67
LOS ANGELES COMMUNITY COLLEGE DISTRICT	Los Angeles, Orange, San Bernardino	Manufacturing/ Transportation & Logistics/ Aerospace & Defense/ Green Industries	\$119,922	158
MEDAMERICA BILLING SERVICES, INC.	Stanislaus	Services	\$135,810	270
MI RANCHO TORTILLA, INC.	Fresno	Manufacturing	\$49,920	40
MONARCH FORD	Tulare	Services	\$19,712	28
MONARCH NUT COMPANY, LLC	Kern	Manufacturing	\$49,920	48
MOUNTING SYSTEMS, INC.	Yolo	Manufacturing	\$61,200	34
MURRAY PLUMBING AND HEATING CORPORATION	Los Angeles, Ventura, Riverside, Santa Barbara, San Diego, Orange	Services	\$46,800	50
NEMAT MANAGEMENT GROUP	Madera	Manufacturing	\$39,000	25
NEXUS IS, INC.	Los Angeles, Orange, Riverside, San Diego, Sacramento, Alameda	Communication	\$83,600	40

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NORTHERN CALIFORNIA TEAMSTERS APPRENTICE TRAINING & EDUCATION TRUST	Alameda, Contra Costa, Los Angeles, Marin, Orange, San Francisco, San Mateo, Santa Clara, Santa Cruz, Sacramento, San Diego, Solano, Ventura	Construction	\$54,464	16
NTMA TRAINING CENTERS OF SOUTHERN CALIFORNIA	Los Angeles, Orange, Ventura, Riverside, San Bernardino	Manufacturing	\$158,763	51
NUCAL FOODS, INC.	San Joaquin	Agriculture	\$36,894	33
NULAIID FOODS, INC.	San Joaquin	Manufacturing	\$49,504	56
ORANGE COUNTY HISPANIC CHAMBER OF COMMERCE	Orange, Los Angeles, Riverside, San Bernardino, San Diego	Manufacturing, Technology /IT, Technology/Other, Services	\$3,796	4
PACIFIC BELL DIRECTORY	Multi Counties	Services, Communication	\$13,293	14
PACTIV CORPORATION	Kern, Fresno, Los Angeles	Manufacturing	\$73,990	245
PALMDALE REGIONAL MEDICAL CENTER	Los Angeles	Healthcare	\$199,260	123
PETERSON HOLDING COMPANY	Alameda, Butte, Glenn, Humboldt, Mendocino, Santa Clara, Shasta, Solano, Sonoma	Transportation/Logistics, Construction	\$60,743	23
PINNACLE TELECOMMUNICATIONS, INC.	Placer, Fresno, Shasta, Santa Clara	Construction	\$37,440	36
PIPE TRADES JATC	Santa Clara, San Benito	Construction, Green Technology,	\$295,930	293
PLATINUM ENGINEERING SOLUTIONS INC.	Madera	Engineering, (High Tech)	\$8,320	8
QPE TECHNICAL INSTITUTE, INC.	Orange, Los Angeles, Riverside, San Bernardino	Manufacturing	\$62,528	32
QUINN GROUP, INC.	Statewide	Manufacturing, Services	\$31,500	30
RANCHO CORDOVA AREA CHAMBER OF COMMERCE	Sacramento, Placer, El Dorado, Sutter	Various	\$8,400	12
REGIONAL HISPANIC CHAMBER OF COMMERCE	Los Angeles, Orange, San Diego, Ventura	Manufacturing	\$85,344	96
REGIONAL TECHNICAL TRAINING CENTER	Alameda	Biotechnology/Life Sciences, Green Technology, Services	\$275,000	65
RIVERSIDE COUNTY ECONOMIC DEVELOPMENT AGENCY	Riverside, San Bernardino	Manufacturing, Services, Technology/Other	\$34,650	90
RIVERSIDE HEALTHCARE SYSTEMS, LP DBA RIVERSIDE COMMUNITY HOSPITAL	Riverside	Healthcare	\$212,316	156
RWM FIBER OPTICS, INC.	Los Angeles, Orange, San Diego, Ventura, San Bernardino, Riverside	Communication	\$159,960	30
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT PROF DEV CENTER	San Bernardino, Riverside	Manufacturing, Warehousing, Services	\$399,384	516

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Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
SANTA ANA CHAMBER OF COMMERCE	Multi Counties	Manufacturing, Technology /IT, Technology/Other, Biotechnology/Life Sciences, Aerospace & Defense, Services	\$199,785	95
SANTA CLARITA COMMUNITY COLLEGE DISTRICT	Los Angeles, Orange, San Diego, Ventura	Manufacturing, Aerospace & Defense, Services	\$139,770	90
SF PARKING INC. DBA SFO SHUTTLE BUS COMPANY	San Francisco, San Mateo, Santa Clara, Alameda	Transportation / Logistics	\$57,000	30
SIERRA BUSINESS COUNCIL	Multi Counties	Services, Manufacturing, Construction	\$31,650	30
SOUTH ORANGE COUNTY REGIONAL CHAMBER OF COMMERCE, INC.	Orange, San Diego, Riverside, San Bernardino, Los Angeles	Manufacturing, Technology /IT, Technology/Other, Services	\$91,848	43
SOUTHERN CALIFORNIA AVIATION, LLC	San Bernardino	Transportation -Aerospace & Defense Services	\$219,420	106
SOUTHERN CALIFORNIA PERMANENTE MEDICAL GROUP	Los Angeles, Orange, San Diego, San Bernardino, Riverside	Healthcare	\$119,952	48
STANFORD MEDICAL BILLING SERVICES INC	Fresno	Services	\$34,320	26
SUPER STORAGE MANAGEMENT, LLC	Alameda, El Dorado, Fresno, Los Angeles, Placer, Sacramento, San Joaquin, San Mateo, Tulare	Services, Warehousing	\$21,248	16
SVC MANUFACTURING, INC.	Alameda	Manufacturing	\$97,200	45
TEMPLE HOSPITAL CORPORATION DBA TEMPLE COMMUNITY HOSPITAL	Los Angeles	Healthcare	\$248,400	120
TERMINAL FREEZERS, LLC	Santa Cruz, Ventura	Goods Movement (Transportation)	\$49,920	60
THE BROWNIE BAKER INC.	Fresno	Manufacturing	\$48,100	37
THE CORPORATION FOR MANUFACTURING EXCELLENCE DBA MANEX	Alameda, Contra Costa, Los Angeles, Marin, Orange, San Francisco, San Mateo, Santa Clara, Santa Cruz, Sacramento, San Diego, Solano, Ventura	Manufacturing	\$159,286	73
THE EXCELLENT ADVENTURE, LLC DBA MEZA BARRELS AND QUALITY WINE BARRELS COMPANY	San Luis Obispo	Services	\$7,920	6
THE LYMAN GROUP INC.	Sacramento, Colusa, Lake, Mendocino, Yolo	Manufacturing	\$8,840	17
THE WARDEN'S OFFICE, INC.	Stanislaus	Retail	\$32,560	37
THE WINE GROUP, INC.	San Joaquin, Madera, Kern	Manufacturing	\$213,462	177
TOROSIAN & WALTER, LLP	Fresno	Financial Services	\$47,520	36
TROPICANA MANUFACTURING COMPANY, INC.	Los Angeles	Manufacturing	\$182,250	45

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**Core Contracts Approved
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Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
UNIVERSAL HEALTHCARE SYSTEMS, INC. (UHSI)	San Bernardino, Riverside, Los Angeles	Healthcare	\$64,688	16
VIBRA HEALTHCARE LLC	Fresno, Madera, Marin, Riverside, San Bernardino, San Diego	Healthcare	\$266,337	303
VISION QUEST INDUSTRIES INC. DBA VQ ORTHOCARE	San Diego, Orange, Los Angeles	Manufacturing	\$40,000	40
WASTE MANAGEMENT OF CALIFORNIA, INC.	Statewide	Services, Green Business Operations	\$67,068	138
WEST COAST LOCKWASHER CO., INC.	Los Angeles	Wholesale Trade	\$38,720	22
WESTECH COLLEGE	San Bernardino, Los Angeles, Orange, Riverside	Construction, Engineering, Technology/Other	\$139,656	66
WESTRUX INTERNATIONAL, INC.	San Bernardino	Services	\$45,000	15
WORKFORCE DEVELOPMENT CORPORATION DBA SE LOS ANGELES COUNTY WORKFORCE INVESTMENT BOARD	Multi Counties	Manufacturing, Goods Movement, Transportation/Logistics	\$159,720	120
WORKFORCE INVESTMENT BOARD OF TULARE COUNTY	Tulare	Manufacturing	\$115,078	163
TOTAL - 115 Contracts			\$11,036,281	9,874

Central Valley	\$4,476,643	\$4,847
Inland Empire	\$3,562,142	2,927

HUAs are defined as counties or sub-county areas with unemployment rates at least 25 percent higher than the State average, based on data from EDD's LMID.

Note: Many of these contracts support green/clean technology.

COMPLETED CONTRACT DATA

Of contracts approved in prior fiscal years, 398 completed during the report year for Core funding and eighteen through Alternative funding. These contracts focused on training skills to assist employers in implementing technological innovations, diversifying goods and services, and transitioning to high-performance workplaces.

A. SUMMARY OF COMPLETED CONTRACTS

Core Contracts: The following table illustrates FY 2010-11 completed core contracts. The Panel funded training for 39,407 trainees at an average cost of \$1,194 per trainee.

	<u>Total</u>
Number of Core Contracts	398
Amount Earned (in millions)	\$47
Retained in Employment	39,407
Cost per Trainee	\$1,194

See [Appendix B-3](#), "Completed Core Contracts" for a listing of the year's completed contracts.

The overall percentage of actual-to-planned placements for all trainees was fifty-seven percent (twenty-nine percent for new hires, and fifty-seven percent for retrainees). The placement rates for retrainees decreased by four percent; and the rate for new hires decreased by eight percent from the previous fiscal year. The average cost per trainee increased in the report year from the prior fiscal year, from \$1,174 to \$1,194 per trainee. The average cost per trainee was \$4,224 for new hires, and \$1,171 for retrainees. As in the prior fiscal year, ninety-seven percent of funds earned were for retraining and three percent were for unemployed workers.

Alternative funding Contracts: In FY 2010-11, there were eighteen Non-Profit Nursing Skills training contracts that completed in the report year. These contracts successfully trained 2,715 nurses in Medical skills training and earned a total of \$4,181,087 of ETP WIA funds.

	<u>Total</u>
Number of Alternative Funding Contracts	18
Amount Earned (in millions)	\$4.2
Retained in Employment	2,715
Cost per Trainee	1,540

B. TRAINEES SERVED BY SIZE OF BUSINESS

The following table provides numbers of trainees by size of business served. A total of thirty percent of all retrainees and seventy-two percent of new hires were employed by small businesses (250 or fewer employees) in ETP's Core Funding. The table also identifies the amount of training funds earned in ETP contracts for successful completion of training and retention of retrainees and new-hire trainees, by business size.

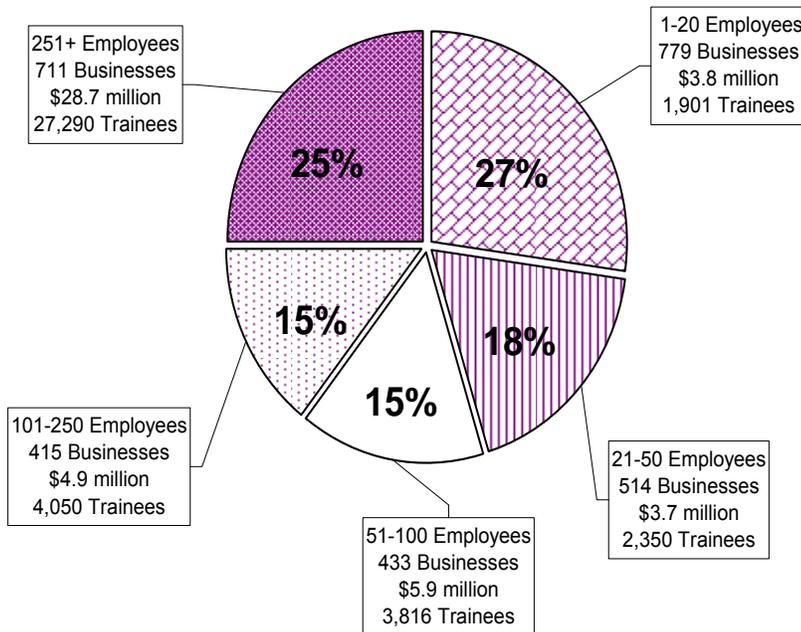
<i>Bus. Size</i>	<i>Retrainees</i>	<i>New Hires</i>	<i>Retrainees \$ Earned</i>	<i>NH \$ Earned</i>	<i>\$ Earned Amount</i>
1-20	1,738	163	\$3,026,240	\$796,581	\$3,822,821
21-50	2,289	61	\$3,424,809	\$288,518	\$3,713,327
51-100	3,757	59	\$5,618,643	\$275,472	\$5,894,115
101-250	3,981	69	\$4,639,804	\$305,326	\$4,945,130
251+	27,156	134	\$28,179,504	\$484,869	\$28,664,373
Totals	38,921	486	\$44,889,000	\$2,150,766	\$47,039,766

C. BUSINESSES SERVED BY SIZE

2,852 businesses were served in last year's core completed contracts. Seventy-five percent of all firms served were small (i.e., employed two hundred fifty or fewer workers), which was an increase of seven percent over last fiscal year. Further, sixty percent employed one hundred or fewer workers forty-five percent employed fifty or fewer workers, and those with twenty or fewer employees represented twenty-seven percent of all businesses served. (See chart below.)

The Panel funds training for small business through both direct contracts with single employers, and multiple-employer contractors (MECs), such as employer consortia, or training agencies that train workers of multiple employers. The Panel served 180 small businesses through direct contracts to provide training for 4,194 workers. This was an eight percent increase from the prior fiscal year, due principally to the Panel's implementation of the Small Business Program several years ago. Another 1,961 small businesses were served through sixty-four MECs, which provided training for 7,923 workers.

**NUMBER & SIZE OF BUSINESSES SERVED
IN 2010-11 CORE COMPLETED CONTRACTS**



D. TRAINING BY INDUSTRY

The Panel funded training in all major industries in California, with a majority of core contracts and funds going towards the manufacturing and high-technology sectors (e.g.: software development, biotechnology, telecommunications, engineering, multi-media/entertainment, etc.). Organized by industry, the following table identifies:

- The numbers of individuals trained;
- Dollar amounts earned;
- Percent of dollars earned *across all industries*; and,
- Percent of businesses served *across all industries*.

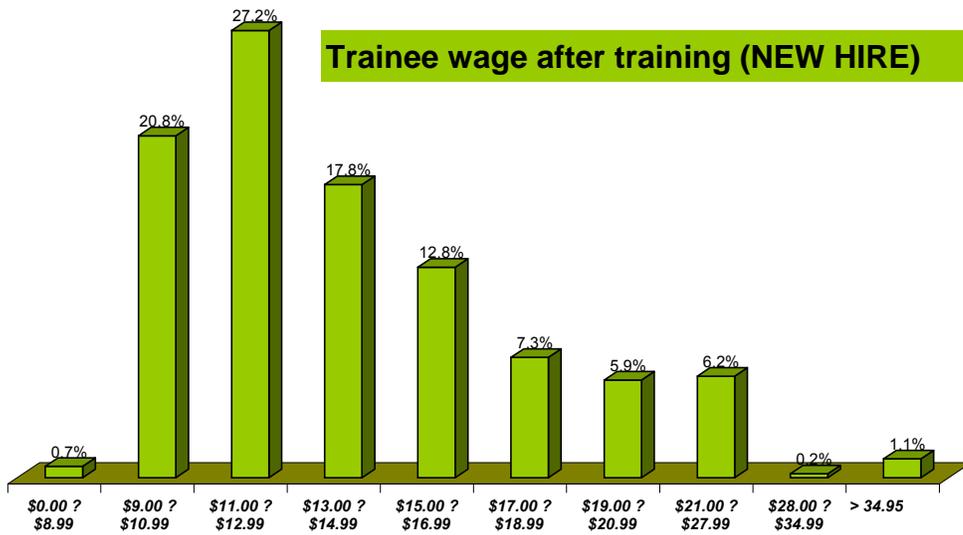
<p style="text-align: center;"><u>Manufacturing</u> <u>23,041 trainees</u> \$27.6 million earned (59% dollars earned) 39% businesses served</p>	<p style="text-align: center;"><u>Services</u> <u>7,124 trainees</u> \$6.5 million (14% dollars earned) 15% businesses served</p>
<p style="text-align: center;"><u>High Technology*</u> <u>4,259 trainees</u> \$3.9 million (8% dollars earned) 14% businesses served</p> <p><small>*includes software development, multimedia/entertainment, computer programming and systems design, engineering and telecommunications.</small></p>	<p style="text-align: center;"><u>Finance</u> <u>3,493 trainees</u> \$1.9 million (4% dollars earned) 2% businesses served</p>
<p style="text-align: center;"><u>Construction</u> <u>1517 trainees</u> \$3.8 million (8% dollars earned) 20% businesses served</p>	<p style="text-align: center;"><u>Other**</u> <u>2,8785 trainees</u> \$3.4 million (7% dollars earned) 10% businesses served</p> <p><small>**Includes agriculture, transportation, and trade.</small></p>

This core industry data shows that the percentage of funds earned by manufacturing firms in completed contracts increased from the previous fiscal year, from fifty-four percent to fifty-nine percent. The percentage of manufacturing businesses served was thirty-nine percent, compared to thirty-four percent in FY 2009-10. The businesses served in high-technology contracts decreased slightly from sixteen percent in FY 2009-10 to fourteen percent, while funds earned by businesses in high technology services stayed the same as the previous year.

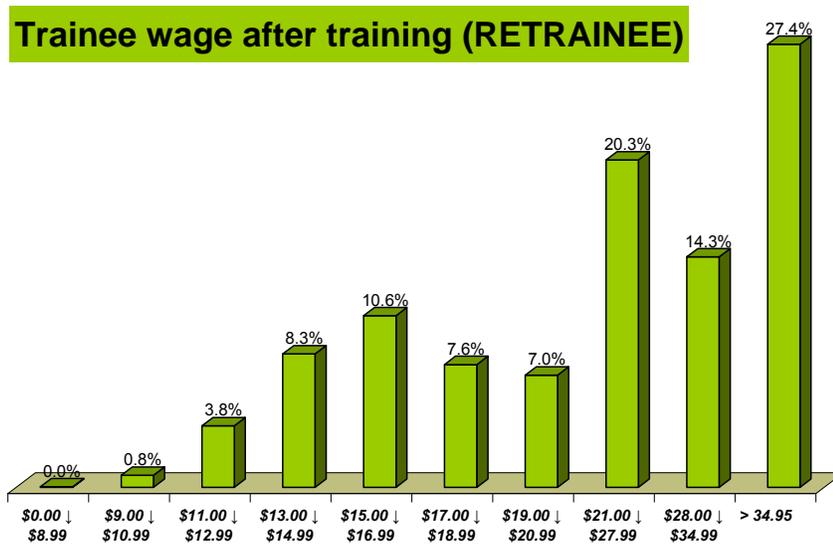
E. TRAINEE WAGES

In ETP Core funding, the average post-training and retention wages for workers who were unemployed at the start of training (New Hires) was \$14.31 per hour; for retrainees, it was \$29.54 per hour. The average new hire wage **increased** by seven percent over the previous fiscal year. The average retrainee wage **decreased** by 3.2 percent from the previous fiscal year.

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 tables below illustrate the distribution of trainee wages after training and retention in the report year. Data is consistent with prior fiscal years' data, and reflects ETP's ability to assist workers at both ends of the wage spectrum.



Hourly Wages



Hourly Wages

F. LITERACY TRAINING

The Panel supports literacy training (reading, writing, language comprehension, math, and Vocational English as a Second Language) where training has a demonstrated link to job skills training. The majority of literacy training was for frontline workers in manufacturing, many of whom were in high unemployment areas. Forty-nine of the core completed contracts included literacy components for approximately 7,746 participants.

G. TRAINEE DEMOGRAPHICS

Retrainee Characteristics: In the report year, 67.4 percent of the retrainee population in completed contracts was male and 32.6 percent was female.

New Hire Characteristics: In the report, 71.2 percent of the new hire population in completed contracts was male and 28.8 percent was female. The female population decreased fifteen percent over the last report year.

[See appendix B-2](#) for Characteristics of Panel Trainees (Completed Core and Alternative Funding Contracts)

H. DISENCUMBERANCES/REINVESTMENT OF FUNDS

Since ETP contracts are “performance based”, a contractor does not earn funds until a trainee has completed training and a subsequent employment retention period, at a specified minimum wage. Any funds encumbered in a training contract that are not earned, are subsequently disencumbered and reinvested in new training projects. *Note: Excluding AB118 resources, Alternative Funding sources (WIA and CEWTP) are not reinvested.*

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

Panel actions in recent years to reduce disencumberances have included: limiting the number of training hours in projects; requiring top management involvement in the contract process; and, early intervention in poorly performing projects through increased technical assistance to help contractors be successful. If intervention is unsuccessful, the project is terminated, and funds are disencumbered and reinvested in new training projects.

In its earlier years, ETP incurred disencumberance rates at levels averaging forty percent annually. However, by taking the administrative actions described above, the Panel has significantly reduced its disencumberances, as evidenced by the low rate of twenty-one percent in contracts completing and terminating in the previous and current report year.

Characteristics of Panel Trainees
(Completed Core and Alternative Funding Contracts)
Compared to the California Labor Force

Characteristic	Employment Training Panel		California Labor Force	
	<u>New Hire</u>	<u>Retrainee</u>	<u>Unemployed</u>	<u>Employed</u>
<u>SEX:</u>			<u>2010</u>	<u>2010</u>
Female	29%	33%	11.3%	88.7%
Male	71%	67%	12.9%	87.1%
<u>AGE:</u>			<u>2010</u>	<u>2010</u>
<25	30%	7%	21.4%	78.6%
25-34	24%	28%	11.8%	88.2%
35-44	26%	29%	10.6%	89.4%
45-54	15%	24%	9.8%	90.2%
55-64	5%	10%	9.6%	90.4%
65+	0%	1%	9.0%	91.0%
<u>EDUCATION:</u>			<u>2010</u>	<u>2010</u>
Less than H.S. Grad.	45%	36%	19.1%	80.9%
H.S. Graduate	34%	22%	15.3%	84.7%
Some College	10%	28%	13.7%	86.3%
College Graduate	1%	9%	9.6%	90.4%
Post Graduate	10%	4%	6.7%	93.3%
<u>ETHNICITY:</u>			<u>2010</u>	<u>2010</u>
White	22%	37%	11.9%	88.0%
African-American	21%	5%	19.6%	80.4%
Hispanic	43%	30%	14.8%	85.2%
Asian	8%	15%	9.5%	90.5%
Native American	1%	2%		
Other	5%	11%	16.5%	83.5%
<u>VETERAN:</u>			<u>2010</u>	<u>2010</u>
Yes	23%	3%	9.7%	90.3%
No	77%	97%	12.2%	87.8%

Note: This data is for Core and Alternative Funding Sources

Sources: Current Population Survey, U.S. Census Bureau, California Employment Development Department, Labor Market Information Division.

Compiled By: California Employment Development Department, Labor Market Information Division

Note: The data from the Current Population Survey (CPS) includes persons 16 years of age and older who reside in the 50 United States, and are not institutionalized or on active duty in the armed forces.

Figures may not add up to 100% due to rounding.

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
ABC IMAGING OF WASHINGTON, INC.	MULTI COUNTIES	5	Manufacturing	34		\$45,589	98%
ABCO TECHNOLOGY, INC.	LOS ANGELES	6	Various	9		\$22,267	11%
ABLE INDUSTRIAL PRODUCTS, INC.	SAN BERNARDINO	1	Manufacturing	16		\$13,520	51%
ACCESSORIES MARKETING, INC.	SAN LUIS OBISPO	2	Manufacturing	12		\$4,648	16%
A-CCORD, INC.*	LOS ANGELES	6	Various		29	\$70,272	56%
ACME VIAL & GLASS CO.	SAN LUIS OBISPO	1	Manufacturing	12		\$17,472	93%
ACTION SPORTS DIVISION, INC.	LOS ANGELES	2	Manufacturing	40		\$28,238	69%
ADEM, LLC	SANTA CLARA	1	Manufacturing	27		\$23,959	49%
ADVANCE DATA COMMUNICATIONS, INCORPORATED*	SAN JOAQUIN	1	Construction	2		\$1,760	22%
AERO TURBINE, INC.	SAN JOAQUIN	1	Manufacturing	21		\$11,159	35%
AERO UNION CORPORATION	BUTTE	3	Manufacturing	19		\$11,625	9%
AEROMECH ENGINEERING, INC.	SAN LUIS OBISPO	2	Manufacturing	35		\$12,480	100%
AHMC HEALTHCARE, INC. DBA GARFIELD MEDICAL CENTER*	LOS ANGELES	5	Services- Health	337		\$445,757	90%
AHMC HEALTHCARE, INC. DBA GREATER EL MONTE COMMUNITY HOSPITAL*	LOS ANGELES	5	Services- Health	166		\$276,768	75%
AIR CONDITIONING TRADE ASSOCIATION*	MULTI COUNTIES	6	Construction	12		\$18,672	45%
AIRBORNE TECHNOLOGIES, INC.	VENTURA	2	Manufacturing	56		\$19,162	34%
ALLIANT INSURANCE SERVICES, INC.*	MULTI COUNTIES	5	Finance	106		\$86,128	32%
ALLMOTION INC.	ALAMEDA	1	Manufacturing	0		\$0	0%
ALPHA RESEARCH & TECHNOLOGY, INC.	EL DORADO	2	Manufacturing	0		\$0	0%
AMERICAN AIRFRAME, INC. DBA PACIFIC AIRFRAME AND ENGINEERING	VENTURA	1	Manufacturing	20		\$12,280	49%
AMERICAN ELECTRONIC RESOURCE, INC.	ORANGE	1	Trade	17		\$14,555	65%
AMERICAN LICORICE COMPANY	ALAMEDA	4	Manufacturing	140		\$63,162	100%
AMERON INTERNATIONAL CORPORATION	SAN BERNARDINO	5	Manufacturing	43		\$33,450	46%
AMMUNITION ACCESSORIES, INC., DBA RCBS	BUTTE	5	Manufacturing	12		\$8,442	12%
AMPRO ADLINK TECHNOLOGY, INC.	SANTA CLARA	5	Manufacturing	22		\$18,378	45%
ANCJ, L.L.C. DBA DIRECT BUY EAST BAY*	MULTI COUNTIES	1	Trade	14		\$23,760	100%
APPRENTICE & JOURNEYMEN TRAINING TRUST FUND OF THE SOUTHERN CA PLUMBING & PIPING INDUSTRY*	MULTI COUNTIES	6	Construction	414	4	\$535,495	100%
ARIBA, INC.	SANTA CLARA	5	Services	0		\$0	0%
ARLON, INC.	ORANGE	5	Manufacturing	83		\$251,484	97%
ASSOCIATED MICROBREWERIES, INC.	SAN DIEGO	3	Manufacturing	15		\$14,891	20%
AUBURN PRINTERS, INC.	PLACER	1	Manufacturing	11		\$7,699	16%
B&B MANUFACTURING CO.	LOS ANGELES	3	Manufacturing	88		\$122,688	100%
BAL, A DIVISION OF ILLINOIS TOOL WORKS, INC.	SANTA CLARA	5	Manufacturing	92		\$74,772	100%
BANNERCASWELL PRODUCTIONS, INC.	LOS ANGELES	1	High Tech	0		\$0	0%
BAY ALARM COMPANY*	MULTI COUNTIES	5	Construction	150		\$155,844	100%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
BAY AREA VIDEO COALITION	MULTI COUNTIES	6	Various	973		\$1,146,934	82%
BCI COCA-COLA BOTTLING COMPANY OF LOS ANGELES	MULTI COUNTIES	5	Manufacturing	195		\$146,289	75%
BERBERIAN EUROPEAN MOTORS*	SAN JOAQUIN	2	Trade	34		\$55,000	100%
BIO-MED SERVICES, INC.*	MULTI COUNTIES	5	Services	23		\$29,090	54%
BISHOP-WISECARVER CORPORATION	CONTRA COSTA	2	Manufacturing	14		\$9,441	13%
BLAIR, CHURCH & FLYNN CONSULTING ENGINEERS	FRESNO	2	High Tech	23		\$15,135	20%
BLOOM ENERGY CORPORATION	SANTA CLARA	4	High Tech	24		\$15,461	2%
BMS MEDICAL MANAGEMENT INC., DBA BMS REIMBURSEMENT MANAGEMENT	SAN BERNARDINO	2	Services	20		\$11,813	26%
BOB-LEON PLASTICS, INC.	SACRAMENTO	1	Manufacturing	11		\$9,724	57%
BOBOLI INTERNATIONAL, INC.	SAN JOAQUIN	2	Manufacturing	0		\$0	0%
BORGES ARCHITECTURAL GROUP, INC.	PLACER	1	Services	9		\$7,854	33%
BRAND CONSULTING GROUP, LLC*	LOS ANGELES	6	Various	47		\$191,193	100%
BROCADE COMMUNICATION SYSTEMS, INC.	SANTA CLARA	5	Manufacturing	184		\$163,297	19%
BUILDING MATERIAL DISTRIBUTORS, INC.	SACRAMENTO	4	Trade	33		\$15,825	44%
CALIFORNIA AMERICAN WATER*	MULTI COUNTIES	5	Communications	57		\$34,592	16%
CALIFORNIA BUILDING PERFORMANCE CONTRACTORS ASSOCIATION*	MULTI COUNTIES	6	Construction	80		\$152,799	61%
CALIFORNIA CAREER SCHOOL	MULTI COUNTIES	6	Various	5		\$24,235	7%
CALIFORNIA DISABLED VETERANS BUSINESS ENTERPRISE ALLIANCE*	SACRAMENTO	6	Various	6		\$2,256	3%
CALIFORNIA LABOR FEDERATION, AFL-CIO*	MULTI COUNTIES	6	Various	627		\$573,186	48%
CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING	MULTI COUNTIES	6	Manufacturing	327		\$350,209	100%
CALIFORNIA STATE UNIVERSITY, FRESNO FOUNDATION*	FRESNO	6	Various	64		\$60,861	81%
CAMPBELL SOUP COMPANY	SACRAMENTO	5	Manufacturing	71		\$53,997	100%
CAPIRE, L.L.C. DBA DIRECT BUY SACRAMENTO*	PLACER	1	Trade	13		\$23,757	60%
CARLTON ENGINEERING, INC.	EL DORADO	1	Construction	11		\$3,536	9%
CARTEL ELECTRONICS, INC.	ORANGE	2	Manufacturing	34		\$22,974	31%
CASEWORX, INC.	SAN BERNARDINO	2	Manufacturing	12		\$20,193	47%
CELPROGEN INC.	LOS ANGELES	1	Manufacturing	6		\$5,200	100%
CENCAL CNC, INC.	FRESNO	1	Manufacturing	34		\$64,670	89%
CENTRAL CONVALESCENT HOSPITAL OF GLENDALE, INC.*	LOS ANGELES	3	Services- Health	0		\$0	0%
CENTRAL NURSING COLLEGE, LLC	LOS ANGELES	6	Various	5		\$58,342	18%
CENTURY HOUSING CORPORATION*	LOS ANGELES	6	Construction		32	\$161,914	33%
CERTIFIED STAINLESS SERVICE, INC.	MULTI COUNTIES	3	Manufacturing	119		\$223,217	81%
CHATSWORTH DATA CORPORATION	LOS ANGELES	1	Manufacturing	25		\$41,098	75%
CHRISTOPHER A. JOSEPH & ASSOCIATES	MULTI COUNTIES	2	Services	58		\$52,518	70%
CITIBANK N.A.*	MULTI COUNTIES	5	Finance	163		\$122,850	27%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
CITY OF RICHMOND WORKFORCE INVESTMENT BOARD*	CONTRA COSTA	6	Various		15	\$65,184	33%
CLASS 8 TRUCK REPAIR L.L.C.*	MULTI COUNTIES	4	Services	19		\$16,074	22%
CLINICA MSR. OSCAR A. ROMERO*	LOS ANGELES	3	Services-Health	63		\$35,316	60%
CNSSLO, INC. DBA CLEVER DUCKS - COMPUTER NETWORK SERVICES	SAN LUIS OBISPO	1	Services	9		\$13,811	98%
COATED FABRICS COMPANY	MULTI COUNTIES	2	Manufacturing	8		\$8,062	11%
COHR INC. DBA MASTERPLAN	LOS ANGELES	5	Services	6		\$2,800	1%
COMBUSTION ASSOCIATES, INC.*	RIVERSIDE	2	Manufacturing	13		\$5,806	11%
COMCAST SPORTSNET BAY AREA HOLDINGS, INC.	SAN FRANCISCO	5	High Tech	70		\$208,069	59%
COMPUTER TUTOR BUSINESS AND TECHNICAL INSTITUTE*	STANISLAUS	6	Various		15	\$74,730	100%
CONAGRA FOODS, INC.*	MULTI COUNTIES	5	Manufacturing	719		\$895,549	76%
CONOCOPHILLIPS COMPANY	MULTI COUNTIES	5	Manufacturing	358		\$309,694	91%
CONQUIP, INC.	SACRAMENTO	2	Manufacturing	37		\$69,563	93%
CONTRACTORS' ALLIANCE OF RICHMOND*	CONTRA COSTA	6	Various	0		\$0	0%
COXCOM, INC.*	ORANGE	5	Communications	514		\$530,106	87%
CTSI LOGISTICS, INC.	LOS ANGELES	3	Services	13		\$24,723	33%
CYTEC ENGINEERED MATERIALS INC.	ORANGE	5	Manufacturing	15		\$12,768	17%
D. H. SCOTT & COMPANY LLP*	SHASTA	1	Services	0		\$0	0%
DALE BRISCO, INC.	FRESNO	1	Manufacturing	11		\$10,729	37%
DECORE-ATIVE SPECIALTIES, INC.	MULTI COUNTIES	5	Manufacturing	101		\$3,600	0%
DEERE & COMPANY	MULTI COUNTIES	5	Manufacturing	107		\$140,041	39%
DELPHON INDUSTRIES, L.L.C.	MULTI COUNTIES	3	Manufacturing	78		\$94,478	96%
DENSO SALES CALIFORNIA, INC.	LOS ANGELES	5	Trade	110		\$78,772	81%
DENSO WIRELESS SYSTEMS AMERICA, INC.	SAN DIEGO	5	Manufacturing	78		\$74,736	100%
DENTAL TECHNOLOGY INSTITUTE OF SOUTHERN CALIFORNIA INC. DBA NATIONAL CAREER COLLEGE*	LOS ANGELES	6	Manufacturing		2	\$10,019	10%
DESIGNED METAL CONNECTIONS, INC.	LOS ANGELES	5	Manufacturing	29		\$18,160	34%
DIAGEO NORTH AMERICA, INC.	MULTI COUNTIES	5	Manufacturing	15		\$12,492	4%
DIAMOND PERFORATED METALS, INC.	TULARE	5	Manufacturing	66		\$48,528	74%
DIEBOLD, INC.	MULTI COUNTIES	5	Manufacturing	181		\$228,096	100%
DIGITAL TELECOMMUNICATIONS CORPORATION	LOS ANGELES	1	Communications	0		\$0	0%
DISTINCTIVE SIGNS, INC. DBA SIGNS PACIFIC	VENTURA	1	Manufacturing	9		\$14,040	56%
DUNN-EDWARDS CORPORATION*	LOS ANGELES	5	Manufacturing	138		\$69,383	93%
E3 FINANCIAL, INC.	ORANGE	1	Services	17		\$16,500	100%
EAST BAY SPANISH SPEAKING CITIZENS' FOUNDATION*	ALAMEDA	6	Various		6	\$16,680	23%
EBTA ARCHITECTS, INC.*	ORANGE	1	Services	11		\$5,736	19%
EDWARDS LIFESCIENCES LLC	ORANGE	5	Manufacturing	115		\$489,048	100%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)*	MULTI COUNTIES	6	Manufacturing	1,109		\$846,942	100%
EL CLASIFICADO	LOS ANGELES	2	Manufacturing	73		\$38,594	100%
EL DORADO RESTORATION, INC.*	EL DORADO	1	Services	8		\$7,524	62%
EL MONTE-SOUTH EL MONTE CHAMBER OF COMMERCE*	LOS ANGELES	6	Various	0		\$0	0%
ELECTRONIC INTERFACE, INC. DBA APPLIED ENGINEERING, INC.	SANTA CLARA	2	Manufacturing	46		\$158,827	80%
ELECTROSONIC, INC.	LOS ANGELES	4	Manufacturing	0		\$0	0%
EMPIRE CONTAINER CORPORATION	LOS ANGELES	2	Manufacturing	47		\$24,289	33%
EMPLOYERS GROUP*	MULTI COUNTIES	6	Various	1,115		\$694,867	99%
ERIN L.L.C., DBA DIRECTBUY OF SOUTH BAY*	LOS ANGELES	1	Trade	0		\$0	0%
ESPARZA'S WELDING AND MACHINE SHOP, INC. DBA EW CORPORATION	IMPERIAL	2	Manufacturing	20		\$38,792	93%
EXACT STAFF, INC.*	MULTI COUNTIES	2	Services	17		\$7,937	19%
EXCALIBUR ENGINEERING, INC.	ORANGE	1	Services	29		\$46,345	93%
F. RODGERS CORPORATION	MULTI COUNTIES	5	Construction	58		\$45,745	12%
FAMILY-LIFE MAGAZINE	MULTI COUNTIES	1	Manufacturing	8		\$11,570	93%
FIREMAN'S FUND INSURANCE COMPANY	MULTI COUNTIES	5	Services	188		\$91,509	18%
FLIGHT LIGHT, INC.	SACRAMENTO	1	Manufacturing	14		\$16,199	69%
FONG BROTHERS PRINTING, INC.	MULTI COUNTIES	3	Manufacturing	94		\$74,033	99%
FOUR C'S SERVICE, INC.*	FRESNO	2	Construction	48		\$38,982	33%
FRANKLIN CAREER COLLEGE	SAN BERNARDINO	6	Various	48		\$228,949	65%
FRESNO CITY COLLEGE TRAINING INSTITUTE /STATE CENTER COMMUNITY COLLEGE DISTRICT	FRESNO	6	Manufacturing	82		\$39,981	68%
FRESNO COUNTY WORKFORCE INVESTMENT BOARD (WIB)*	FRESNO	6	Various		14	\$9,374	13%
FRESNO TRUCK CENTER*	MULTI COUNTIES	4	Trade	63		\$56,685	17%
FULLBLOOM BAKING COMPANY, INC.	ALAMEDA	3	Manufacturing	88		\$50,685	99%
FUTUREHOME SYSTEMS AND DESIGN, INC.*	FRESNO	1	Trade	20		\$21,961	48%
GENERAL DYNAMICS NASSCO	SAN DIEGO	5	Manufacturing	545		\$612,000	100%
GENESIS ENGINEERING SERVICES, INC.	SANTA CLARA	2	Services	7		\$4,989	8%
GEORGIA-PACIFIC GYPSUM LLC	MULTI COUNTIES	5	Manufacturing	30		\$21,600	86%
GILEAD SCIENCES, INC.	MULTI COUNTIES	5	Manufacturing	158		\$190,995	44%
GILSTRAP'S CLEANING AND RESTORATION SERVICES, INC.*	TULARE	1	Services	7		\$4,922	16%
GIVE SOMETHING BACK BUSINESS PRODUCTS	MULTI COUNTIES	2	Manufacturing	66		\$187,200	100%
GLENDALE COMMUNITY COLLEGE DISTRICT PDC*	MULTI COUNTIES	6	Manufacturing	1,486		\$2,026,685	100%
GNB CORPORATION	SACRAMENTO	2	Manufacturing	39		\$24,148	41%
GNI WATERMAN L.L.C. DBA WATERMAN INDUSTRIES	TULARE	3	Manufacturing	43		\$49,332	35%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
GNOMON SCHOOL OF VISUAL EFFECTS	LOS ANGELES	6	Various	135		\$196,154	94%
GOLD CROWN ELECTRONICS, INC.	LOS ANGELES	1	Manufacturing	8		\$20,280	100%
GOORIN BROS., INC.	MULTI COUNTIES	1	Manufacturing	26		\$74,646	100%
GRANITE CONSTRUCTION COMPANY	MULTI COUNTIES	5	Construction	175		\$154,559	54%
GREATER SANTA ANA BUSINESS ALLIANCE*	MULTI COUNTIES	6	Various	793		\$1,303,675	100%
GREENPLUMBERSUSA*	MULTI COUNTIES	6	Construction	88		\$37,517	19%
GRESEAN INDUSTRIES, INC.	ORANGE	2	Manufacturing	1		\$1,560	3%
GROSSMONT-CUYAMACA COMMUNITY COLLEGE DISTRICT*	SAN DIEGO	6	Various		8	\$38,344	30%
GROUP 4 ARCHITECTURE RESEARCH + PLANNING, INC.	SAN MATEO	1	Services	16		\$8,360	99%
GUITTARD CHOCOLATE COMPANY	SAN MATEO	3	Manufacturing	24		\$70,920	72%
H. L. MOE CO., INC.*	LOS ANGELES	3	Services	18		\$16,632	11%
HAI ADVANCED MATERIAL SPECIALISTS, INC.	ORANGE	1	Manufacturing	4		\$12,272	37%
HALLMARK METALS, INC.	LOS ANGELES	1	Manufacturing	12		\$28,379	74%
HARBOR PACKAGING, INC.	SAN DIEGO	3	Manufacturing	56		\$73,800	100%
HAYASHI & WAYLAND ACCOUNTING & CONSULTING, LLP	MONTEREY	2	Finance	9		\$3,916	66%
HAYDEN PRODUCTS, LLC	RIVERSIDE	2	Manufacturing	53		\$143,509	98%
HEALTHSOUTH CORPORATION DBA HEALTHSOUTH BAKERSFIELD REHABILITATION HOSPITAL*	KERN	5	Services-Health	42		\$72,673	68%
HEDGPETH AUTOMOTIVE CORPORATION*	SACRAMENTO	1	Services	7		\$2,498	31%
HIGHERGROUND, INC.	LOS ANGELES	1	Trans	24		\$54,600	100%
HITCHCOCK & HOLCOMBE, INC. DBA CONTINENTAL TRAINING CENTER	MULTI COUNTIES	6	Various	738		\$588,411	75%
HYDRO-AIRE, INC. DBA CRANE AEROSPACE & ELECTRONICS	LOS ANGELES	5	Manufacturing	0		\$0	0%
ICON IDENTITY SOLUTIONS, INC.	SAN BERNARDINO	4	Manufacturing	17		\$7,344	64%
IMPAX LABORATORIES, INC.	ALAMEDA	5	Manufacturing	208		\$195,440	31%
INGRAM MICRO INC.	SACRAMENTO	5	Trade	0		\$0	0%
INITIATING CHANGE IN OUR NEIGHBORHOODS COMMUNITY DEVELOPMENT CORPORATION*	LOS ANGELES	6	Various	0		\$0	0%
INTEGRATED ADVANTAGE, INC.	FRESNO	1	Services	5		\$4,681	28%
INTEGRATED DIGITAL TECHNOLOGIES CORPORATION	LOS ANGELES	6	Various	33		\$43,937	22%
INTEL CORPORATION	MULTI COUNTIES	5	Manufacturing	517		\$226,500	100%
INTERMOTIVE, INC.	PLACER	1	Manufacturing	9		\$13,668	45%
INTERNATIONAL PAPER COMPANY	TULARE	5	Manufacturing	127		\$149,678	42%
INTERNATIONAL PAPER COMPANY DBA KIRK PAPER	MULTI COUNTIES	5	Manufacturing	104		\$72,900	100%
INTERNATIONAL RECTIFIER CORPORATION	LOS ANGELES	5	Manufacturing	118		\$74,736	100%
INTUIT, INC.	MULTI COUNTIES	5	Manufacturing	596		\$469,859	93%
IRIS INTERNATIONAL, INC.	LOS ANGELES	4	Manufacturing	30		\$18,656	25%
ITW RIPPEY CORPORATION, A DIVISION OF ILLINOIS TOOL WORKS, INC.	EL DORADO	5	Manufacturing	26		\$17,358	23%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
IXIA	MULTI COUNTIES	5	Manufacturing	53		\$32,588	8%
J & R FILM CO., INC. DBA MOVIOLA EDUCATION CENTER	MULTI COUNTIES	6	Various	529		\$695,742	80%
J.R. SIMPLOT COMPANY	MULTI COUNTIES	5	Manufacturing	93		\$73,710	100%
J.T. INTIMATES, INC.	LOS ANGELES	1	Manufacturing	4		\$3,204	34%
JACOB MOSS, INC. DBA MOSS ELECTRICAL CONTRACTING*	SACRAMENTO	1	Services	0		\$0	0%
JACUZZI BRANDS CORP. DBA JACUZZI GROUP WORLDWIDE	SAN BERNARDINO	5	Manufacturing	26		\$21,212	6%
JADE RANGE, L.L.C.	ORANGE	5	Manufacturing	42		\$43,398	59%
JELD-WEN, INC.	MULTI COUNTIES	5	Manufacturing	16		\$12,863	4%
JEWSH VOCATIONAL SERVICE, LOS ANGELES*	LOS ANGELES	6	Various		61	\$198,935	100%
JOHN LOPEZ WELDING SCHOOL*	KERN	6	Construction		18	\$59,948	30%
JOHNS MANVILLE	GLENN	5	Manufacturing	46		\$59,418	99%
JSR MICRO, INC.	SANTA CLARA	5	Manufacturing	102		\$130,580	82%
KAISER ALUMINUM FABRICATED PRODUCTS, LLC	LOS ANGELES	5	Manufacturing	0		\$0	0%
KEELEY AEROSPACE, LTD.	RIVERSIDE	1	Manufacturing	8		\$3,861	7%
KELSEY NATIONAL CORPORATION	LOS ANGELES	1	Finance	0		\$0	0%
KEMAC TECHNOLOGY, INC.	LOS ANGELES	1	Manufacturing	13		\$14,365	62%
KHUU'S INC.	SANTA CLARA	2	Manufacturing	9		\$1,950	8%
KIMBERLY MACHINE, INC.	ORANGE	1	Manufacturing	25		\$72,800	100%
KIMBERLY-CLARK WORLDWIDE, INC.	ORANGE	5	Manufacturing	231		\$357,120	100%
KIRK HILL AIRCRAFT PARTS COMPANY DBA KAPCO VALTEC	ORANGE	4	Manufacturing	66		\$65,592	24%
KLEINFELDER WEST, INC.	MULTI COUNTIES	5	High Tech	14		\$7,356	8%
KOKATAT INC.	HUMBOLDT	3	Manufacturing	11		\$9,964	23%
KOREAN AIR LINES CO., LTD., DBA KOREAN AIR	LOS ANGELES	5	Trans	27		\$8,608	14%
KRM RISK MANAGEMENT SERVICES, INC.*	FRESNO	2	Finance	40		\$41,425	67%
KS INDUSTRIES LP	KERN	5	Construction	367		\$474,412	94%
KUNDE ENTERPRISES, INC.	SONOMA	2	Manufacturing	0		\$0	0%
LABEL IMPRESSIONS, INC.	ORANGE	1	Manufacturing	18		\$16,224	100%
LANCASTER COMMUNITY HOSPITAL*	LOS ANGELES	5	Services-Health	241		\$391,352	81%
LAWRENCE LIVERMORE NATIONAL LABORATORY OPERATED BY LAWRENCE LIVERMORE NATIONAL SECURITY, LLC	ALAMEDA	5	Manufacturing	20		\$14,300	21%
LA-Z-BOY WEST	SAN BERNARDINO	4	Manufacturing	295		\$414,630	98%
LEPRINO FOODS COMPANY	MULTI COUNTIES	5	Manufacturing	622		\$620,200	100%
LIFELONG MEDICAL CARE*	ALAMEDA	3	Services- Health	72		\$47,875	36%
LIGHTWORKS OPTICS, INC.	MULTI COUNTIES	2	Manufacturing	54		\$60,632	100%
LINDAMAR INDUSTRIES, INC.	SAN LUIS OBISPO	2	Manufacturing	10		\$29,588	71%
LINK_A_MEDIA DEVICES CORPORATION	SANTA CLARA	2	Services	73		\$54,236	49%
LIQUID CONTAINER LP	SAN BERNARDINO	5	Manufacturing	43		\$29,319	42%
LIVING FOREST, INC.	LOS ANGELES	1	Services	0		\$0	0%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
LOCKHEED MARTIN SPACE SYSTEMS COMPANY	MULTI COUNTIES	5	Manufacturing	907		\$621,998	100%
LOGICVISION, INC.	SANTA CLARA	2	Services	0		\$0	0%
LORTZ & SON MFG CO.	KERN	3	Manufacturing	62		\$110,576	28%
LOS ANGELES COMMUNITY COLLEGE DISTRICT*	MULTI COUNTIES	6	Manufacturing	703	8	\$680,861	56%
LOS ANGELES COUNTY ELECTRICAL TRAINING INSTITUTE*	LOS ANGELES	6	Construction	109		\$81,806	82%
LPA, INC.*	ORANGE	4	Services	97		\$51,294	20%
LUNDBERG FAMILY FARMS	BUTTE	3	Manufacturing	23		\$18,872	20%
LYONS MAGNUS INC.*	FRESNO	5	Manufacturing	117		\$105,871	34%
MACHINE PRECISION COMPONENTS, INC.	LOS ANGELES	1	Manufacturing	7		\$28,860	100%
MAF INDUSTRIES INC.	TULARE	5	Manufacturing	34		\$31,308	31%
MANAGED CAREER SOLUTIONS, INC.*	LOS ANGELES	6	Various		18	\$93,201	47%
MAR ENGINEERING COMPANY	LOS ANGELES	1	Manufacturing	22		\$15,503	24%
MARICH CONFECTIONERY COMPANY, INC.	SAN BENITO	2	Manufacturing	40		\$48,762	71%
MBC AMERICA	LOS ANGELES	5	Communications	11		\$12,432	27%
MCCARTHY BUILDING COMPANIES, INC.*	MULTI COUNTIES	5	Construction	158		\$85,065	79%
MCLANE/SUNEAST, INC.*	MERCED	5	Trade	17		\$16,043	77%
MEAN MACHINE INC.	ALAMEDA	1	Manufacturing	12		\$30,420	100%
MEDICALERT FOUNDATION	STANISLAUS	3	Services	9		\$27,000	55%
MEDTRONIC VASCULAR, INC.	SONOMA	5	Manufacturing	127		\$109,317	29%
MEDWAY PLASTICS CORPORATION	LOS ANGELES	2	Manufacturing	32		\$74,100	100%
MICRODYNE PLASTICS, INC.	SAN BERNARDINO	2	Manufacturing	26		\$50,310	100%
MILLIPORE CORPORATION	RIVERSIDE	5	Manufacturing	58		\$59,646	53%
MIRO TECHNOLOGIES, INC.	SAN DIEGO	2	Manufacturing	33		\$35,087	47%
MJ AVILA COMPANY, INC.*	FRESNO	1	Construction	13		\$6,968	49%
MONTECITO FINANCIAL SERVICES*	LOS ANGELES	1	Services	0		\$0	0%
NAC INC.	LOS ANGELES	3	Services	0		\$0	0%
NAPA VALLEY GRAPE GROWERS ASSOCIATION	NAPA	6	Manufacturing	24		\$9,054	65%
NATIONAL SEMICONDUCTOR CORPORATION	MULTI COUNTIES	5	Manufacturing	751		\$780,000	100%
NATURAL SELECTION FOODS L.L.C. DBA EARTHBOUND FARM	MULTI COUNTIES	4	Agriculture	72		\$73,170	42%
NBC UNIVERSAL, INC.	MULTI COUNTIES	5	Other	314		\$177,306	73%
NEMAT MANAGEMENT GROUP	MADERA	1	Manufacturing	27		\$35,880	100%
NEW HAMPSHIRE BALL BEARINGS, INC.	LOS ANGELES	5	Manufacturing	34		\$16,929	23%
NEW TECHNOLOGY TRAINING INSTITUTE	MULTI COUNTIES	6	Various	4		\$14,681	11%
NEXBIO, INCORPORATED	SAN DIEGO	1	High Tech	31		\$44,535	60%
NEXUS IS, INC.	MULTI COUNTIES	4	Communications	77		\$74,260	30%
NORDSTROM, INC.	MULTI COUNTIES	5	Trade	122		\$113,792	35%
NORTH AMERICAN SCIENTIFIC, INC.	MULTI COUNTIES	2	Manufacturing	0		\$0	0%
NORTHROP GRUMMAN SPACE TECHNOLOGY, A DIVISION OF NORTHROP GRUMMAN SPACE & MISSION SYSTEMS	LOS ANGELES	5	Manufacturing	9		\$22,680	45%
NTMA TRAINING CENTERS OF SOUTHERN CALIFORNIA	MULTI COUNTIES	6	Manufacturing	710	64	\$2,616,194	76%

* Special Employment Training (SET) Category

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Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
NYPRO SAN DIEGO, A DIVISION OF NYPRO, INC.	SAN DIEGO	5	Manufacturing	0		\$0	0%
OLYMPIA HEALTH CARE LLC DBA OLYMPIA MEDICAL CENTER*	LOS ANGELES	5	Services-Health	85		\$121,736	96%
OMNI LOS ANGELES HOTEL AT CALIFORNIA PLAZA	LOS ANGELES	5	Services	137		\$124,800	100%
OPERATING ENGINEERS LOCAL 3 JOINT APPRENTICESHIP TRAINING COMMITTEE*	MULTI COUNTIES	6	Construction	67		\$98,557	100%
ORANGE COUNTY CONTAINER GROUP LLC	LOS ANGELES	5	Manufacturing	180		\$126,272	28%
OWENS CORNING SALES LLC	SANTA CLARA	5	Manufacturing	60		\$52,704	27%
OWENS DESIGN INCORPORATED	ALAMEDA	2	Manufacturing	41		\$150,072	100%
PACIFIC AERO COMPONENTS	LOS ANGELES	1	Manufacturing	0		\$0	0%
PACIFIC DENTAL SERVICES, INC.*	MULTI COUNTIES	5	Services- Health	43		\$20,367	4%
PACIFIC ETHANOL, INC.*	SAN JOAQUIN	3	Manufacturing	22		\$13,417	6%
PACIFIC STEEL CASTING COMPANY	ALAMEDA	5	Manufacturing	0		\$0	0%
PC SPECIALIST, INC., DBA TECHNOLOGY INTEGRATION GROUP	MULTI COUNTIES	4	Services	118		\$183,448	91%
PCL, LLC DBA PRECISION COMPONENTS	VENTURA	1	Manufacturing	0		\$0	0%
PELCO, INC.	FRESNO	5	Manufacturing	26		\$27,415	11%
PENSKE TRUCK LEASING COMPANY, LP*	MULTI COUNTIES	5	Finance	433		\$361,565	74%
PETERSON BROTHERS CONSTRUCTION, INC.*	ORANGE	5	Construction	86		\$113,032	87%
PHARMAVITE LLC	LOS ANGELES	5	Manufacturing	293		\$209,316	41%
PHENOMENEX, INC.	LOS ANGELES	5	Manufacturing	184		\$258,886	87%
PHI AIR MEDICAL GROUP, A DIVISION OF PHI, INC.*	MULTI COUNTIES	5	Trans	33		\$45,645	61%
POLYCOMP ADMINISTRATIVE SERVICES, INC.	MULTI COUNTIES	3	Services	80		\$55,334	75%
POSTCARD PRESS	LOS ANGELES	2	Manufacturing	85		\$158,522	100%
PRECISION MOLDED PRODUCTS, INC.	RIVERSIDE	1	Manufacturing	8		\$25,012	96%
PRECISION SWISS PRODUCTS, INC	SANTA CLARA	1	Manufacturing	25		\$59,116	79%
PREFERRED MANUFACTURING SERVICES INC. DBA SNOWLINE ENGINEERING	EL DORADO	2	Manufacturing	38		\$29,056	47%
PREMIER ENCLOSURE SYSTEMS, INC.	SAN BERNARDINO	2	Manufacturing	45		\$140,140	100%
PROFIL INSTITUTE FOR CLINICAL RESEARCH, INC.	SAN DIEGO	2	Manufacturing	52		\$26,898	36%
PS PRINT, LLC	ALAMEDA	3	Manufacturing	67		\$77,148	78%
PSM INDUSTRIES, INC.	LOS ANGELES	3	Manufacturing	25		\$14,382	19%
PT SYSTEMS, INC.	CONTRA COSTA	1	Manufacturing	21		\$41,338	95%
PURE ENERGY SYSTEMS, INC.*	KERN	1	Services	2		\$910	5%
QUALITY MAGNETICS CORPORATION DBA DELAWARE QUALITY MANGETIC CORP.	LOS ANGELES	1	Manufacturing	8		\$6,760	22%
RAMAR INTERNATIONAL CORPORATION	CONTRA COSTA	3	Manufacturing	21		\$16,024	42%
RANCJ, L.L.C. DBA DIRECT BUY NORTH BAY*	SOLANO	1	Trade	7		\$15,840	100%
RAY PRODUCTS COMPANY, INC. DBA RAY PLASTICS	SAN BERNARDINO	1	Manufacturing	31		\$17,008	39%
RAYMAR INFORMATION TECHNOLOGY, INC.	SACRAMENTO	1	Manufacturing	38		\$25,412	35%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
RECYCLING INDUSTRIES, INC.*	SUTTER	1	Services	0		\$0	0%
REDWOOD EMPIRE ELECTRICAL TRAINING TRUST*	MULTI COUNTIES	6	Manufacturing	13		\$4,308	6%
REFRIGERATING ENGINEERS AND TECHNICIANS ASSOCIATION (RETA)	MULTI COUNTIES	6	Manufacturing	63		\$71,302	100%
REGIONAL TECHNICAL TRAINING CENTER	ALAMEDA	6	Various	61		\$320,285	70%
REHRIG PACIFIC COMPANY	LOS ANGELES	5	Manufacturing	201		\$494,856	100%
REINHOLD INDUSTRIES, INC.	LOS ANGELES	3	Manufacturing	8		\$6,660	6%
RICKARD METALS, INC.	SAN BERNARDINO	1	Manufacturing	9		\$14,740	79%
RICOH AMERICAS CORPORATION*	MULTI COUNTIES	5	Services	164		\$139,042	28%
RING CONTAINER TECHNOLOGIES, INC.	MULTI COUNTIES	4	Manufacturing	0		\$0	0%
RIVERBED TECHNOLOGY, INC.	SAN FRANCISCO	5	High Tech	270		\$286,810	74%
RIVERSIDE COUNTY ECONOMIC DEVELOPMENT AGENCY	MULTI COUNTIES	6	Various	77		\$61,891	33%
RIVERSIDE HEALTHCARE SYSTEMS, LP DBA RIVERSIDE COMMUNITY HOSPITAL	RIVERSIDE	5	Services- Health	72		\$284,086	95%
RODNEY MUSSON DBA MUSSON GENERAL CONTRACTING*	FRESNO	1	Construction	12		\$9,152	50%
ROSS ENGINEERING CORPORATION	SANTA CLARA	1	Manufacturing	0		\$0	0%
RWM FIBER OPTICS, INC.*	LOS ANGELES	6	Various		41	\$252,718	91%
SACRAMENTO TELEVISION STATIONS INC.	YOLO	5	Services	11		\$5,985	11%
SALESFORCE.COM	MULTI COUNTIES	5	High Tech	319		\$229,401	62%
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT PROFESSIONAL DEVELOPMENT CENTER*	SAN BERNARDINO	6	Various	228		\$186,322	93%
SANTA CLARITA COMMUNITY COLLEGE DISTRICT	LOS ANGELES	6	Various	525		\$397,224	84%
SCHOOLS FINANCIAL CREDIT UNION*	SACRAMENTO	3	Services	14		\$8,891	12%
SCHRILLO COMPANY L.L.C.	LOS ANGELES	1	Manufacturing	23		\$35,776	82%
SCOTT N. AMARANT CONSTRUCTION SERVICES CO.	ALAMEDA	1	Services	6		\$8,242	82%
SEARS LOGISTICS SERVICES, INC.*	SAN JOAQUIN	5	Communications	14		\$29,240	15%
SEBASTIAN ENTERPRISES, INC., DBA FORESTHILL TELEPHONE COMPANY*	FRESNO	3	Communications	9		\$7,460	19%
SEVERN TRENT SERVICES, INC.	LOS ANGELES	5	Manufacturing	68		\$143,118	91%
SHAW DIVERSIFIED SERVICES, INC.	LOS ANGELES	5	Manufacturing	66		\$48,470	35%
SHEET METAL & AIR CONDITIONING APPRENTICESHIP & JOURNEYMAN JOINT TRAINING FUND OF SAN DIEGO*	SAN DIEGO	6	Various	67		\$53,860	19%
SHIELDS ENTERPRISES, INC. DBA D&D TOOL & SUPPLY*	SAN DIEGO	3	Services	8		\$9,080	22%
SHORELINE GOODWILL*	MULTI COUNTIES	6	Various	0		\$0	0%
SIEMENS TRANSPORTATION SYSTEMS, INC.	SACRAMENTO	5	Manufacturing	29		\$23,413	31%
SIERRA ALUMINUM COMPANY	MULTI COUNTIES	4	Manufacturing	39		\$26,100	35%
SIERRA BUSINESS COUNCIL*	MULTI COUNTIES	6	Various	9		\$8,076	35%

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Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
SIERRA NEVADA CORPORATION	MULTI COUNTIES	5	High Tech	0		\$0	0%
SILICON VALLEY DREAM HOMES DBA DIRECTBUY OF SILICON VALLEY*	MULTI COUNTIES	1	Trade	0		\$0	0%
SIMPSON STRONG-TIE COMPANY, INC.	MULTI COUNTIES	5	Manufacturing	77		\$59,893	15%
SINECERA INC. DBA CROWN VALLEY PRECISION MACHINING	LOS ANGELES	1	Manufacturing	38		\$48,152	83%
SMW INTERNATIONAL ASSOCIATION LOCAL 104 AND BAY AREA INDUSTRY FUND*	ALAMEDA	6	Construction	147		\$198,789	41%
SOLAR LINK TECHNOLOGIES, INC.	SAN BERNARDINO	5	Manufacturing	11		\$16,830	23%
SONOMA JUNIOR COLLEGE DISTRICT SANTA ROSA JUNIOR COLLEGE	MULTI COUNTIES	6	Manufacturing	225		\$185,408	93%
SONY PICTURES ENTERTAINMENT	LOS ANGELES	5	High Tech	262		\$228,165	90%
SOTA PRECISION OPTICS, INC.	ORANGE	1	Manufacturing	8		\$10,478	34%
SOUTHEAST LOS ANGELES COUNTY WIB (SELACO)	MULTI COUNTIES	6	Various	1,190		\$1,564,385	89%
SOUTHERN CA PAINTING & DRYWALL INDUSTRIES APPRENTICESHIP TRUST*	MULTI COUNTIES	6	Construction	103		\$79,050	63%
SOUTHERN CALIFORNIA GRAPHICS CORPORATION	LOS ANGELES	2	Manufacturing	15		\$7,768	25%
STANDARD FILTER CORPORATION	SAN DIEGO	1	Manufacturing	20		\$18,634	48%
STANG INDUSTRIES, INC.	RIVERSIDE	1	Manufacturing	19		\$8,008	21%
STEPSTONE, INC.	LOS ANGELES	2	Manufacturing	15		\$26,312	35%
STRUCTURAL COMPOSITES INDUSTRIES, L.L.C.	LOS ANGELES	5	Manufacturing	102		\$73,031	26%
STRYKER CORPORATION, ENDOSCOPY DIVISION	SANTA CLARA	5	Manufacturing	559		\$441,270	97%
STURGEON AND SON, INC.	MULTI COUNTIES	4	Construction	369		\$448,663	83%
SUCCESS HEALTHCARE 1, LLC DBA SILVER LAKE MEDICAL CENTER*	LOS ANGELES	5	Services- Health	24		\$31,419	7%
SUFFOLK CONSTRUCTION COMPANY, INC.	ORANGE	5	Construction	26		\$17,307	23%
SUNTREE, LLC	TULARE	2	Manufacturing	7		\$17,420	35%
SWEET PEOPLE APPAREL, INC.	LOS ANGELES	2	Services	1		\$583	1%
SYMYX TECHNOLOGIES, INC.	MULTI COUNTIES	5	Services	17		\$23,014	5%
SYNECTIC SOLUTIONS, INC.	VENTURA	2	Services	15		\$7,423	12%
SYNTERACT, INC.	SAN DIEGO	3	Services	70		\$36,734	18%
T/Q SYSTEMS, INC.	ORANGE	1	Manufacturing	12		\$62,400	100%
TAYDEN ENTERPRISES LP DBA DIRECT BUY SAN DIEGO NORTH*	SAN DIEGO	1	Trade	13		\$20,051	47%
TECHNICAL SCHOOL INC., DBA TECHNICAL COLLEGE*	LOS ANGELES	6	Various		17	\$57,800	56%
TELEDYNE RD INSTRUMENTS, INC.	SAN DIEGO	5	Manufacturing	93		\$63,004	79%
TELEVISION KOREA 24, INC.	LOS ANGELES	1	Communications	31		\$42,874	92%
TELIRITE TECHNICAL SERVICES, INC.	ALAMEDA	1	Manufacturing	27		\$41,704	100%
TEMPEST TECHNOLOGY CORPORATION	FRESNO	1	Manufacturing	15		\$19,503	51%
TEMPLE HOSPITAL CORPORATION DBA TEMPLE COMMUNITY HOSPITAL*	LOS ANGELES	4	Services-Health	60		\$121,680	91%
TENACORE HOLDING, INC.	ORANGE	2	Manufacturing	36		\$150,696	100%
THE ATTIVO GROUP, INC.	ORANGE	1	Services	7		\$11,973	96%

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Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
THE CORPORATION FOR MANUFACTURING EXCELLENCE DBA MANEX	MULTI COUNTIES	6	Manufacturing	474		\$1,486,763	99%
THE DOW CHEMICAL COMPANY	CONTRA COSTA	5	Manufacturing	89		\$79,910	63%
THE NEIL JONES FOOD COMPANY DBA TOMATEK, INC.*	FRESNO	5	Manufacturing	254		\$325,821	77%
THE PENSION GROUP, INC.	ORANGE	1	Finance	34		\$29,273	85%
THE PEP BOYS MANNY, MOE & JACK OF CALIFORNIA	SAN BERNARDINO	5	Trade	18		\$16,134	8%
THE WORD & BROWN COMPANIES	ORANGE	5	Finance	191		\$121,707	17%
THERMAL-VAC TECHNOLOGY, INC.	ORANGE	2	Manufacturing	44		\$43,265	58%
TOROSIAN & WALTER, LLP*	FRESNO	1	Services	40		\$71,485	81%
TOSHIBA AMERICA ELECTRONIC COMPONENTS, INC.	MULTI COUNTIES	5	Manufacturing	0		\$0	0%
TRANSHUMANCE, INC., DBA SUPERIOR FARMS	MULTI COUNTIES	4	Manufacturing	61		\$73,800	100%
TROPICANA MANUFACTURING COMPANY, INC.	LOS ANGELES	5	Manufacturing	155		\$248,005	63%
TULARE JOINT UNION HIGH SCHOOL DISTRICT AKA TULARE ADULT SCHOOL	TULARE	6	Various	9		\$107,823	80%
TURBINE COMPONENTS, INC.	SAN DIEGO	1	Manufacturing	16		\$19,028	68%
TYCO ELECTRONICS CORPORATION	MULTI COUNTIES	5	Manufacturing	130		\$91,530	31%
UHS-CORONA, INC. DBA CORONA REGIONAL MEDICAL CENTER*	RIVERSIDE	5	Services- Health	78		\$223,517	84%
ULTRATECH INC.	ALAMEDA	4	Manufacturing	0		\$0	0%
UNITED PARCEL SERVICE, INC.*	MULTI COUNTIES	5	Trans	328		\$165,784	12%
UNIVERSAL FOREST PRODUCTS WESTERN DIVISON INC.	SAN JOAQUIN	5	Manufacturing	44		\$44,559	42%
UNIVERSAL HEALTH SERVICES OF RANCHO SPRINGS, INC. DBA SOUTHWEST HEALTHCARE SYSTEM*	RIVERSIDE	5	Services- Health	401		\$437,797	96%
US FARM SYSTEMS, INC.	TULARE	2	Manufacturing	35		\$62,478	39%
VAN DORPE CHOU ASSOCIATES, INC.	ORANGE	1	Services	29		\$53,267	92%
VEKTREX ELECTRONIC SYSTEMS, INC.	SAN DIEGO	1	High Tech	7		\$12,480	100%
VEOLIA TRANSPORTATION SERVICES, INC.*	YOLO	5	Trans	20		\$21,182	13%
VESCIO THREADING COMPANY	LOS ANGELES	2	Manufacturing	44		\$61,538	63%
VIBRA HEALTHCARE, LLC*	MULTI COUNTIES	5	Services	190		\$333,586	67%
VILLAGE NURSERIES WHOLESALE L.L.C.	ORANGE	5	Agriculture	148		\$225,720	100%
VISALIA MEDICAL CLINIC, INC.*	TULARE	4	Services- Health	4		\$3,111	4%
VISTA HEALTHCARE, LLC DBA VISTA HOSPITAL OF SAN GABRIEL VALLEY*	LOS ANGELES	5	Services - Healthcare	40		\$31,410	13%
W MACHINE WORKS, INC.	LOS ANGELES	1	Manufacturing	45		\$96,463	65%
WAWONA FROZEN FOODS	FRESNO	3	Manufacturing	29		\$38,937	36%
WEBER MOTORS FRESNO INC, DBA WEBER BMW*	FRESNO	2	Services	13		\$9,295	14%
WELLPOINT, INC. DBA BLUE CROSS OF CALIFORNIA*	MULTI COUNTIES	5	Finance	305		\$380,775	94%
WEST SAN GABRIEL VALLEY CONSORTIUM DBA CAREER PARTNERS	MULTI COUNTIES	6	Various	182		\$118,061	61%
WESTECH COLLEGE*	SAN BERNARDINO	6	Various	360		\$796,601	97%

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Core Contracts in FY 10/11

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
WESTERN DIGITAL CORPORATION*	MULTI COUNTIES	5	Manufacturing	635		\$486,000	100%
WESTERN GROWERS*	ORANGE	5	Services	77		\$39,778	54%
WIEBE AND ASSOCIATES, CPA, LLP*	FRESNO	1	Services	30		\$27,500	60%
WILLIAMS FURNACE COMPANY	SAN BERNARDINO	5	Manufacturing	52		\$130,472	25%
WINGMAN MEDIA, INC.	LOS ANGELES	1	Services	13		\$13,288	76%
WINTEC INDUSTRIES, INC.	SANTA CLARA	3	Manufacturing	28		\$27,419	16%
WOLFE VIDEO, L.L.C.	SANTA CLARA	1	Manufacturing	10		\$49,728	93%
WOMEN'S ECONOMIC VENTURES OF SANTA BARBARA*	MULTI COUNTIES	6	Various	0		\$0	0%
WOONGJIN COWAY USA INC.	LOS ANGELES	5	Services	28		\$28,701	66%
WTAS LLC	MULTI COUNTIES	4	Finance	55		\$40,296	54%
XEROX CORPORATION	LOS ANGELES	5	Manufacturing	165		\$209,384	63%
XIA LLC	ALAMEDA	1	Services	6		\$3,594	12%
YOUTH EMPLOYMENT SYSTEMS, INC.*	LOS ANGELES	6	Construction	0		\$0	0%
				39,055	352	47,039,766	

* Special Employment Training (SET) Category

** (1) 1-50; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

Completed Alternative Funding Contracts in FY 10/11
(All contracts listed below are WIA Non-Profit Nursing)

APPENDIX B-4

Contractor Name	County	Business Size*	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
BAKERSFIELD MEMORIAL HOSPITAL	KERN	5	Service-Health	29	0	\$190,836	100%
BARTON HEALTHCARE SYSTEM	EL DORADO	3	Service-Health	157	0	\$95,873	22%
CATHOLIC HEALTHCARE WEST, DBA MERCY HOSPITALS OF BAKERSFIELD	KERN	5	Service-Health	34	0	\$190,800	100%
CENTRAL CALIFORNIA FOUNDATION FOR HEALTH, DBA DELANO REGIONAL MEDICAL CENTER	KERN	5	Service-Health	142	0	\$241,933	67%
COMMUNITY HOSPITAL OF THE MONTEREY PENINSULA	MONTEREY	5	Service-Health	552	0	\$266,654	70%
DAMERON HOSPITAL ASSOCIATION	SAN JOAQUIN	5	Service-Health	96	0	\$372,096	100%
HOAG MEMORIAL HOSPITAL PRESBYTERIAN	ORANGE	5	Service-Health	85	0	\$379,620	100%
KAISER FOUNDATION HOSPITALS INC. SOUTHERN CALIFORNIA REGION	MULTI COUNTIES	5	Service-Health	167	0	\$190,080	100%
KAISER FOUNDATION HOSPITALS, INC. NORTHERN CALIFORNIA REGION	ALAMEDA	5	Service-Health	196	0	\$189,900	100%
LODI MEMORIAL HOSPITAL ASSOCIATION INC. DBA LODI MEMORIAL HOSPITAL	SAN JOAQUIN	5	Service-Health	296	0	\$264,798	70%
MARSHALL MEDICAL CENTER	EL DORADO	3	Service-Health	39	0	\$77,832	100%
NORTH CENTRAL COUNTIES CONSORTIUM	MULTI COUNTIES	6	Service-Health	41	0	\$49,680	100%
PRIVATE INDUSTRY COUNCIL OF BUTTE COUNTY INC.	BUTTE	6	Service-Health	35	0	\$60,631	22%
SADDLEBACK MEMORIAL MEDICAL CENTER	ORANGE	5	Service-Health	147	0	\$361,800	100%
SHARP HEALTHCARE	SAN DIEGO	5	Service-Health	65	0	\$375,804	100%
SJCH FOUNDATION DBA SAN JOAQUIN COMMUNITY HOSPITAL	KERN	5	Service-Health	216	0	\$359,702	95%
ST. JOSEPH HEALTH SYSTEM DBA ST. JOSEPH HOSPITAL OF EUREKA AND DBA REDWOOD MEMORIAL HOSP OF FORTUNA	HUMBOLDT	5	Service-Health	89	0	\$264,319	62%
SUTTER MEDICAL CENTER OF SANTA ROSA	SONOMA	5	Service-Health	329	0	\$248,729	65%
18 Contracts				2,715	0	\$4,181,087	

* (1) 1-5; (2) 51-100; (3) 101-250; (4) 251-500; (5) 501+; (6) Multiple Employers

TERMINATED CONTRACTS

In the report year, nineteen contracts terminated prior to completion (eighteen in Core funding and one in Alternative funding) of the contract term. In the majority of these cases, training never began. The most often-cited reasons for termination were the economic downturn and subsequent unexpected layoffs and shortages of staff and production demands. While the Panel initially approved \$1,036,992 to fund these contracts, less than a quarter of the approved amount was actually encumbered and subsequently disencumbered in the report year.

ETP continues to prevent contract terminations and subsequent disencumbrances through proactive intervention and guidance in projects where problems arise, as well as implementing increased flexibility for contractors implementing training.

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

Terminated Core Contracts					
Contractor Name	Reason for Termination	Funding Amount	No. of Trainees	Industry	County
Angeles Welding & MFG., Inc. dba Angeles Steel Service	Change in business ownership	\$74,844.00	99	Manufacturing	Los Angeles
Arika Metals, Inc. dba Universal Metals Co.	Unable to marshal resources	\$26,400	20	Services	Orange
Astro Pak -- Retraining	Unable to perform as promised	\$65,280.00	32	Services	Orange
College Painting Works, Inc. dba National Services Group	Economic downturn	\$39,180	37	Services	Orange
Golden Sierra Workforce Investment Board	Economic downturn; unable to find enough employees to train	\$74,354	113	Services	Placer
Knight & Carver YachtCenter, Inc.	Economic downturn; staff reductions and layoffs	\$49,842	71	Manufacturing	San Diego
Majack Services, Inc. dba Stanley Steemer	Economic downturn; unable to train employees	\$8,448	16	Services	Sonoma
Michrom Bioresources, Inc.	Training vendor agreement left contractor ineligible for ETP reimbursement	\$14,040	9	Manufacturing	Placer
Mike Morgan dba MD Engineering	Increased business demand led to workforce redistribution	\$28,080.00	18	Manufacturing	Riverside
Organic Mattresses, Inc.	Economic downturn; loss of HR Director; unexpected lay-offs	\$21,060	27	Manufacturing	Sutter

APPENDIX C-1

Contractor Name	Reason for Termination	Funding Amount	No. of Trainees	Industry	County
Orion ICS, LLC dba Gemini Energy Services	Lack of activity	\$74,100	19	Other	San Diego
Ossur Americas, Inc.	Company moved to Mexico	\$74,520	90	Manufacturing	Orange
Pac-West Telecomm, Inc.	No contract activity	\$37,800	56	Communication	Multi Counties
SL&K, Inc. dba Mattson's Radiator	Economic downturn; unexpected lay-offs	\$9,464	7	Manufacturing	Orange
Snyder Langston	No contract activity	\$207,000	115	Construction	Orange
The Wentworth Company, Inc.	Economic downturn; significant employee changes	\$26,400	20	Services	Los Angeles
T-Rex Truck Products, Inc.	Economic downturn; no time to deliver training; unable to meet retention requirements	\$29,900	23	Manufacturing	Riverside
YG Laboratories, Inc.	No contract activity	\$27,040	26	Manufacturing	Orange

Total:	\$887,752	798
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Terminated Alternative Funding Contracts					
Contractor Name	Reason for Termination	Funding Amount	No. of Trainees	Industry	County
Fillner Construction, Inc.	Economic downturn; unable to meet number of trainees and retention requirements	\$149,240	28	Construction	Placer

Total:	\$149,240	28		
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The Annual Report was prepared by the Planning and Research Unit staff: Tara Armstrong, John Bohart, Mario Maslac, Renee Pierce, Alana Sanchez, Sandra Trujillo-Graham, John Saunders and Elizabeth Slape.

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

The Employment Training Panel (ETP), as a recipient of state funds, is an Equal Opportunity Employer/program; and is also subject to Section 504 of the Rehabilitation Act, and the Americans with Disabilities Act (ADA).

Individuals with disabilities who would like to receive the information contained in this publication in an alternate format may contact ETP at (916) 327-5640.

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