

STATE OF CALIFORNIA



ETP

EMPLOYMENT
TRAINING PANEL

2011 – 12 ANNUAL REPORT



THE EMPLOYMENT TRAINING PANEL

Barry Broad, Chairperson

Janice Roberts, Acting Vice-Chair

Michael Hart, Member

Edward Rendon, Member

Janine Montoya, Member

Carol Farris, Member

Sam Rodriguez, Member

Sonia Fernandez, Member

Jill McAloon, Acting Executive Director

Edmund G. Brown, Jr., Governor

TABLE OF CONTENTS

VISION AND MISSION STATEMENTS	1
-------------------------------------	---

PREFACE

The Employment Training Panel	2
A Brief History	2
Core Program Funding	2
Alternative Funding	3
Why ETP Works	3
Report Summary	4

THE YEAR IN REVIEW

Job Creation, Collaboration, and Revitalization	5
Contract Activity	6
Key Actions and Accomplishments	9
Pilot and Special Training Programs	11
Administrative Improvements	13
Planning for the Future	14

APPENDICES

<i>APPROPRIATIONS AND EXPENDITURES</i>	<i>A-1</i>
<i>CORE CONTRACTS APPROVED IN HUA</i>	<i>A-2</i>
COMPLETED CONTRACTS:	
<i>COMPLETED CONTRACT DATA</i>	<i>B-1</i>
<i>CHARACTERISTICS OF TRAINEES</i>	<i>B-2</i>
<i>COMPLETED CORE CONTRACT LISTING</i>	<i>B-3</i>
<i>COMPLETED ALTERNATIVE FUNDING CONTRACT LISTING</i> ...	<i>B-4</i>
<i>TERMINATED CONTRACTS</i>	<i>C-1</i>

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 economic incentive for job creation and business attraction, expansion, and retention in California. In ETP's 16th year the performance-based program had become 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 well over \$1 billion for the successful training and employment retention of hundreds of thousands of workers for more than 80,000 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 Funds to fund its core program.

Alternative Funding – ETP maintained vital partnerships which provided ETP with alternative sources of funding. In Fiscal Year (FY) 2011-12, ETP received alternative

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.

funding from the California Energy Commission (CEC) as well as funding from the Labor and Workforce Development Agency (LWDA), and the Employment Development Department (EDD) to implement the following:

In partnership with the LWDA and EDD –

- Healthcare Initiative – Job Creation Initiative targeting newly-hired nurses and allied health professionals employed by non-profit entities.

In partnership with the CEC -

- The Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) created under AB 118 to provide workforce training in alternative fuels and vehicle technologies. (ETP implemented workforce training in FY 2009-10)

See previous Annual Reports for other Alternative Funding Sources and Programs. Note: Some alternative funding contracts completed in FY 2011-12 included High-Wage, High-Skill Training (HWST) in support of green/clean technology and healthcare 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 promote wage increases and require employers to retain trained workers for specific periods in order to earn ETP funds.
- *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, is retained for a minimum time period (normally 90 days) and earns a required wage.
- *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 2011-12 (July 1, 2011 through June 30, 2012). Because contracts cover a span of twenty-four months, this report includes:

- The report year’s activities and contracts approved;

- Contracts approved in prior years and completing during FY 2011-12;
- Contracts approved prior to the report year and 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

In recent years, the Employment Training Panel (ETP) has been faced with revenue shortfalls, resulting in limited availability of core funding. Fiscal Year 2011-12 was no exception. Faced with another year of funding limitations, ETP continued to support job creation and workforce development throughout California by supporting projects with the greatest impact on the economy. Through the establishment of funding priorities, the Panel was able to maximize its limited funds throughout the year.

In FY 2011-12 the Panel prioritized:

- 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 96 percent of employers in California have fewer than 50 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 2011-12 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.

Driven by its mission to support economic development in California, ETP maintained its focus on job creation and retention, targeting high unemployment areas, reaching out to small business and veterans, and addressing emerging workforce needs.

Vital partnerships to utilize alternative sources of funding proved to be a key component in responding to continued demand for workforce training. The availability of Workforce Investment Act Discretionary funds, as well as critical partnerships with the LWDA, EDD, and CEC continued to strengthen the Panel's ability to aptly respond to developing workforce needs.

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.

CONTRACT ACTIVITY

In FY 2011-12, the Panel approved nearly \$70 million (core and alternative-funded programs) to provide training to more than 71,000 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 732 core training contracts. These included: a) 345 new agreements approved in the report year; b) 225 contracts approved in prior years, which were completed in FY 2011-12; and c) 162 contracts approved prior to FY 2011-12, which were still active and ongoing 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	345	225	162	732
Trainees	68,398	14,167	27,644	110,209

a) New Approved Core Contracts

A total of 345 core contracts were approved in FY 2011-12 to train more than 68,000 trainees. This increased over 100 contracts from last year. Subsequently, after deducting administrative costs, pro rata, and prior year liabilities, ETP was left with nearly \$27 million, (compared to \$14.2 million in the prior year) to fund new training contracts.

b) Completed Core Contracts

A total of 225 contracts approved in the prior year, were completed, providing assistance to 810 employers for the training and employment retention of more than 14,000 workers, at an average cost of \$962 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:

- Businesses in all major industries in California received assistance, with 74 percent of funds going to the manufacturing, healthcare, and high-technology sectors.
- The breakdown for Small Business served by the Panel indicates:
 - 69 percent of all businesses employed 250 or fewer workers;
 - 55 percent of all businesses employed 100 or fewer workers;
 - 38 percent of all businesses employed 50 or fewer workers; and,

- 24 percent of all businesses employed 20 or fewer workers.

The average post-training and employment retention wage for workers who were unemployed at the beginning of training (new hires) was \$27.25 an hour. The average post-retention wage for incumbent workers (retrainees) averaged \$31.94 an hour. The severity of this increase is accounted for by one contract which had an unusually high proportion of New Hire trainees placed with uncommonly high wages. The average retrainee wage increased by 8.1 percent over the previous fiscal year.

- 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.

For further information:

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 2011-12” appendix may identify industries served in those contracts, many of those contracts also supported green/clean technology across various industry sectors.)

c) Ongoing Core Contracts A total of 162 contracts approved prior to FY 2011-12 were still active and ongoing at the end of the fiscal year, targeting training for 27,644 workers.

2. Alternative Funding Contract Activity

During the report year, ETP staff administered 117 alternative-funded training contracts. These included: a) 41 new agreements approved in the report year; b) 32 contracts approved in prior years, which were completed in FY 2011-12; and c) 44 contracts approved prior to FY 2011-12, 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	41	32	44	117
Trainees	3,283	5,877	11,169	20,329

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 such as the Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) continued to be a priority for ETP. To extend its outreach in the healthcare industry in FY 2011-12, the Panel approved the implementation of a new Healthcare – Job Creation Initiative targeting newly-hired nurses and allied healthcare professionals employed by non-profit entities.

The following is a breakdown of alternatively-funded FY 2011-12 project totals:

Alternatively-Funded Training Programs		
	ARFVTP (AB 118)	Healthcare Job Creation Initiative (WIA)
Approved Funding	\$1,773,360	\$1,699,500
Approved Contracts	7	34
Workers to Train	2,275	1,008
See Appendix A-1 for training program descriptions		

b) Completed Alternative Funding Contracts

A total of 32 contracts approved in the prior year, were completed, resulting in the training of 5,877 workers.

For further information:

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 44 contracts approved prior to FY 2011-12 were still active at the end of the fiscal year, targeting training for 11,169 workers.

KEY ACTIONS AND ACCOMPLISHMENTS

In FY 2011-12, 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:** 89 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 Go-Biz in a comprehensive effort to attract, expand, and retain California businesses. In ETP's core program, ETP considered critical proposals, new hire contracts, and job creation as economic development. In total funding for these three items, 5,328 new jobs were approved in FY 2011-12:
 - **Critical Proposals:** More than \$1.5 Million was approved for 3 critical proposals to provide training to 921 workers. (2 of these contracts are also included in the Retrainee-Job Creation component training 100 new workers – included in the count below)
 - **New Hire:** 15 New Hire projects were approved, planning to create 668 new jobs.
 - **Retrainee - Job Creation Initiative:** Under this initiative 62 contracts, totaling just under \$15 million, were approved to create 3,839 new jobs for \$6,166,446 in Job Creation jobs only.
- **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 within 111 contracts, serving all or a portion of the Central Valley with an overall total of \$25 million in core funds for more than 27,000 trainees (Specifically, ETP served over 13,000 trainees in 57 contracts in which all or a portion of the trainees were located in the San Joaquin Valley with over \$10 million in contract value).
- **Direct Contracts with Small Business:** The Panel approved 115 new direct contracts with small businesses of 100 or fewer employees (one contract was alternative-funding).
- **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 15 core funding agreements of \$3,186,664 for the training of 2,919 workers in "green-clean" related projects.

- Alternative Funding: Under our alternative funding contracts the Panel approved 7 agreements totaling \$1,773,360, training a total of 2,275 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 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 \$18 million for CTE related projects to support 17,500 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: The Panel approved over \$4.3 million in core program funds for the training of 2,957 nurses and 1,105 workers for positions in healthcare-related fields, such as medical office administrators, medical billing technicians, lab technicians and medical assistants.
 - Alternative Funding: The Panel approved \$1.7 million in alternative funds for 34 contracts to train 1,008 nurses under ETP's Healthcare – Job Creation Initiative.
- **High Unemployment Area (HUA)**: The Panel targets HUAs⁴ 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, over \$26 million in training funds was approved for 189 contracts that served HUAs, providing training for over 28,000 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.

⁴ 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 2011-12, the Panel's highest priority was 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. The Panel also prioritized projects developed under the "Retrainee – Job Creation" guidelines, which demonstrated a strong 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 - Job Creation Initiative:** The 2011-12, ETP Healthcare-Job Creation Initiative was made possible through a \$1.7 million allocation of the Governor's Workforce Investment Act Discretionary Funds from the LWDA. The Healthcare-Job Creation Initiative exclusively targets newly hired nurses and allied healthcare professionals at non-profit hospitals and medical centers, reaching a segment of the healthcare industry ineligible for funding under ETP's core program dollars.
- **Apprenticeship Training Pilot Program:** In response to the steady decline in state funds dedicated to the related and supplemental instruction (RSI) portion of an apprentice curriculum, ETP, with input from key stakeholders, including the labor and apprenticeship community, developed a model for apprenticeship training which supplements the cost of classroom training or RSI. Approved in March, 2012, the Apprenticeship Training Pilot Program is helping fill the funding gap between state reimbursement and the actual cost of delivering the RSI portion of apprenticeship training. Rather than displacing funds available through government sources (typically state RSI funding under the Montoya Act), ETP's Apprenticeship Training Program helps to offset the hourly cost of classroom training. ETP recognizes apprenticeship training as a unique and valuable component to the development of a strong workforce.
- **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 continues 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 prioritize training for veterans. ETP's existing veteran training program has been designed to help unemployed veterans and members of the National Guard obtain high-skilled, high-wage jobs in secure industries. ETP continues to

partner with other state agencies to develop initiatives for the training and employment of this target population. In August 2011, the Governor issued an Executive Order creating the Interagency Council on Veterans, a coordinated statewide effort to “identify and prioritize the needs of California’s veterans, and to coordinate the activities at all levels of government in addressing those needs.”⁵ The Council has a mandate to examine and address four areas that are impacting Veterans, including employment. ETP participates on the Interagency Council on Veterans. ETP continues to prioritize training for veterans, increasing outreach to veteran’s organizations, and ensuring the development of relevant training projects aimed at meeting the training needs of veterans.

- **Cal/OSHA 10/30 Training:** Historically, the Panel has not funded general safety training. However, this prohibition does not extend to OSHA 10/30 courses approved by Cal/OSHA and resulting in trainee certification. In October 2012, in response to contractor’s demand for OSHA 10/30 training in order to remain competitive, the Panel implemented a Pilot to fund OSHA 10/30 training.
- **Alternative and Renewable Fuel and Vehicle Technology Program (AB 118):** In FY 2011-12, the Panel continued its partnership with the CEC through funding of the workforce training program in support of the ARFVTP. Administered by the CEC, the Alternative and Renewable Fuel and Vehicle Technology Program is a workforce development and training program consistent with the goals of AB 118 and supports the development and employment of renewable alternative fuels and clean vehicle technologies in the marketplace. 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.

⁵ Executive Order B-9-11, <http://gov.ca.gov/news.php?id=17178>

ADMINISTRATIVE IMPROVEMENTS

Multiple outdated application systems are currently used by ETP 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 facilitate a more efficient delivery of ETP's services by allowing dependable and efficient means of data entry. It will provide for improved use and navigation for staff and the public and enhanced security of sensitive information.

ETP has documented their new procedures and will continue cooperating with the selected vendor, Geographic Solutions Inc., in the next FY 2012-13, to complete the design and go on with construction and testing the new system which is expected to be complete sometime in the FY 2013-14.

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. Partners include the LWDA, Go-Biz, CWIB, EDD, the California Community Colleges Chancellors Office (CCCCO), and CEC, among others. ETP is an integral part of the CWIB 2012-17 Strategic Plan to coordinate workforce funding and resources for optimal leverage.

ETP's 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.

APPENDICES

APPROPRIATIONS AND EXPENDITURES	A-1
A. <u>APPROPRIATIONS AND EXPENDITURES REPORT</u>	
B. <u>NEW CORE TRAINING CONTRACT APPROVALS</u>	
C. <u>ALTERNATIVE FUNDING SOURCES</u>	
 <u>CORE CONTRACTS APPROVED IN HUA</u>	A-2
 COMPLETED CONTRACTS:	
 COMPLETED CONTRACT DATA	B-1
A. <u>SUMMARY OF COMPLETED CONTRACTS</u>	
B. <u>TRAINEES SERVED BY SIZE OF BUSINESS</u>	
C. <u>BUSINESSES SERVED BY SIZE</u>	
D. <u>TRAINING BY INDUSTRY</u>	
E. <u>TRAINEE WAGES</u>	
F. <u>LITERACY TRAINING</u>	
G. <u>TRAINEE DEMOGRAPHICS</u>	
H. <u>DISENCUMBERANCES/REINVESTMENT OF FUNDS</u>	
 <u>CHARACTERISTICS OF TRAINEES</u>.....	B-2
 <u>COMPLETED CORE CONTRACT LISTING</u>	B-3
 <u>COMPLETED ALTERNATIVE FUNDING CONTRACT LISTING</u>	B-4
 <u>TERMINATED CONTRACTS</u>	C-1

A. APPROPRIATIONS AND EXPENDITURES

In FY 2011-12, ETP received a Budget Act appropriation of \$45.4 million. Given the prior-year reduced ETT collection, the conservative ETF revenue collection projection for FY 2011-12 was set at \$45.7 million. The actual ETF revenue collection of \$45.6 million tracked closely to the Budget Act appropriated amount as well as the ETF revenue projection. After deducting for administrative costs, pro rata, and prior-year contract liabilities, this resulted in close to \$27 million to fund new core training contracts in FY 2011-12. The Panel expended all of these available new training funds by its June 2012 Panel meeting.

CORE FUNDING - Appropriation and Expenditure Report FY 2011-12

<u>Employment Training Fund (ETF)</u>	\$45,613,775
--	---------------------

ETF Appropriations to Other Programs:

EDD Tax Branch (ETT Collection)	-\$5,352,000
State Controllers Office	-\$1,240,000
Automated Collection Enhancement System (ACES)	-\$39,000
Total	\$38,982,775

ETP:

Appropriation to ETP	\$38,982,775
EDD Administrative Budget Adjustment for ETT Collection	\$3,284,674
Reinvested Funds	\$4,462,228
Total Amount Available Fiscal Year 2011-12	\$46,729,677

ETP Expenditures:

Program Administration	-\$7,960,779
EDD Support	-\$363,741
Other Pro Rata	-\$504,695
Marketing and Research	\$0
Program Funds:	
Prior Year Contract Liabilities	-\$11,359,279
New Training Contracts	-\$26,541,183
Total	\$46,729,677

Note: In this report year, we omitted reference to the Department of Social Services/CalWORKS and Dept of Industrial Relations/Div Apprenticeship Standards. in the Appropriation and Expenditure Report since there were no recent appropriations made to their programs from the ETF.

The resulting total of \$46.7 million available for core funding in FY 2011-12 was allocated by the Panel as follows:

- **Program Funds:** The Panel encumbered all \$46.7 million of available program funds for training. Of this amount, about \$11.4 million was for prior-year contract liabilities, due as a result of incremental funding, and nearly \$27 million was for new training contracts. (In order to maximize its limited funds, ETP incrementally encumbers training funds, initially encumbering about 35 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 \$8.3 million was spent for program administration costs, including EDD support.
- **Marketing and Research:** ETP did not contract with any outside firms for marketing and research services in FY 2011-12 in an effort to conserve the declining ETF revenues. ETP utilized in-house staff to maintain existing marketing activities.
- **Pro Rata:** \$504,695 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 2011-12, nearly \$27 million was encumbered for new core training contracts. Since the Panel incrementally encumbers about 35 percent of the total approved amount of contracts in their first year, this enabled the Panel to approve \$66 million in total contract amount in FY 2011-12 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 95 percent of funds were targeted for retraining, with 5 percent going for the training of unemployed workers. (Retrainees represented 99 percent of the trainee population, and new hires 1 percent.)

FY 2011-12 CORE FUNDING COMMITMENTS	Total
Approved Training Projects	345
Total Approved Funding*	\$66 million
Workers Targeted for Training	68,398
Average Cost per Trainee**	\$965

*\$27 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 \$4,539; for retrainees it was \$929. The severity of this increase is accounted for by one contract which had an unusually high proportion of New Hire trainees placed with uncommonly high wages. The average retrainee wage increased by 8.1 percent over the previous fiscal year.

Core training was targeted to the state's key industries, including:

- Manufacturing
- Services
- Healthcare
- High-Technology

Manufacturing represented 52 percent. 39 percent went to services including the healthcare industry. 10 percent went for training of Registered Nurses (RN), Licensed Vocational Nurses (LVN), and Technicians. 9 percent for high technology sectors, such as software development, computer programming, and multimedia/entertainment. There was an increase in funding for manufacturing from the prior fiscal year, when 29 percent of funds went to manufacturing businesses.

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's 2009-10, 2010-11, and 2011-12, ETP has continued to receive alternative funding aimed at training workers for jobs emerging in the recovering economy. The [FY 2011-12](#) alternative funding *was* provided through the Governor's Workforce Investment Act Discretionary Funds (WIA) and AB 118, which established the ARFVTP in 2007.

Following are programs and initiatives that were implemented with alternative funding sources:

Healthcare – Job Creation Initiative	Allocation: \$1.7 million
---	--------------------------------------

The Healthcare - Job Creation Initiative became effective in FY 2011-12. ETP received a \$1.7 million allocation of WIA Discretionary funds from the LWDA. Funds were used for the Healthcare-Job Creation Initiative targeting newly-hired nurses and allied health professionals employed by non-profit entities. Training focused on Medical Skills (Didactic and/or Clinical Preceptor). By the end of FY 2011-12, ETP approved \$1.7 million to train 1,008 workers in 34 contracts.

Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP)	Allocation: \$4.3 million
---	--------------------------------------

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.

See [Annual Reports](#) for prior year statistics.

In 2011-12, the CEC committed an additional \$4.3 million in new funding. The original IA was amended from \$6 million to \$10.3 million, and the term was extended through 2016 to fund new training contracts. In FY 2011-12, the Panel approved \$1,773,360 to train 2,275 workers in seven contracts.

By the end of FY 2011-12, ETP approved a total of \$7.2 million to train 6,630 workers under 22 approved contracts. A total of \$172,469 has been expended in total administrative costs. Of the initial 22 approved contracts, 5 contracts have been terminated at the contractor's request: 3 terminated from FY 2009-10, and 2 terminated from FY 2010-11. Lastly, 2 contracts were closed as their term ended within FY 2011-12. They earned a total of \$495,134 with 166 placed trainees. There are now 15 active ARFVTP contracts.

Clean Energy Workforce Training Program	Allocation: N/A
--	----------------------------

There were no new contracts approved for this program in FY 2011-12; however, contracts completed in this fiscal year for the CEWTP. The goal of the CETWP program was to advance workers' job skills in energy and water efficiency, and renewable energy. Training 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)

See [Annual Reports](#) for prior year statistics.

Over the course of the Interagency Agreement, due to continuing economic challenges and uncertainties, several under-performing contractors voluntarily agreed to reduce their contract amounts thereby disencumbering funds. Funds were also re-encumbered into well-established, well-performing CEWTP contracts. As a result, the training funds were ultimately reduced to \$2,972,548 to fund a total of 14 contracts.

The CEWTP successfully concluded in FY 2011-12. Of \$2,972,548 in total contract value, \$2,578,937 was earned in 14 contracts with 3,166 trainees placed and \$424,720.82 was expended in total administrative costs.

High-Wage, High-Skill Training	Allocation: N/A
---------------------------------------	----------------------------

No new contracts were approved for this program in FY 2011/12; however, contracts completed in this fiscal year for High-Wage, High-Skill Training (HWST) program. HWST focuses on green/clean technology job skills.

See [Annual Reports](#) for prior year statistics.

The WIA funded HWST ended in FY 2011-12, \$1,075,797 training funds were earned (67 percent) in 16 contracts with 1,081 placed trainees meeting the minimum completion of training hours for reimbursement.

HWST successfully concluded in FY 2011-12. A total of \$2,221,242 was earned, and a total of 2,545 trainees were placed.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
AAA PLATING & INSPECTION, INC.	LOS ANGELES	Manufacturing	\$49,400	50
ABBOTT VASCULAR, INC.	RIVERSIDE, SAN MATEO, SANTA CLARA	Biotechnology/ Life Sciences, Manufacturing	\$245,024	608
ACCENTURE LLP	LOS ANGELES, SACRAMENTO, SAN DIEGO, SAN FRANCISCO, SANTA CLARA	Services, Technology/IT High Tech	\$159,840	444
ADCO MANUFACTURING, INC.	FRESNO	Manufacturing	\$196,560	140
AIDP, INC.	LOS ANGELES	Services, Wholesale Trade	\$8,778	19
AIRCRAFT XRAY LABORATORIES, INCORPORATED	LOS ANGELES	Manufacturing	\$20,020	22
ALTMAN SPECIALTY PLANTS, INC.	MONTEREY, RIVERSIDE, SAN DIEGO	Agriculture	\$105,840	98
AMCOR PACKAGING DISTRIBUTION	ALAMEDA, LOS ANGELES, ORANGE, SAN DIEGO, VENTURA, FRESNO, NAPA, PLACER, SAN BERNARDINO, SAN JOAQUIN, SAN LUIS OBISPO	Manufacturing	\$92,340	135
ANGELES COLLEGE OF NURSING	LOS ANGELES, ORANGE	Healthcare, Services	\$62,802	18
ANIMAL SUPPLY COMPANY, LLC	SAN JOAQUIN	Wholesale Trade	\$21,168	42
ARLON GRAPHICS LLC	ORANGE	Manufacturing	\$269,830	185
ARMSTRONG WORLD INDUSTRIES, INC.	LOS ANGELES	Manufacturing	\$168,912	92
AVIATION & DEFENSE, INC.	SAN BERNARDINO	Aerospace & Defense, Services	\$99,840	66
AWETA-AUTOLINE, INC.	FRESNO	Manufacturing	\$49,972	62
BALL METAL FOOD CONTAINER, LLC	STANISLAUS	Manufacturing	\$420,800	320
BARTON BRANDS OF CALIFORNIA, INC.	LOS ANGELES	Manufacturing	\$77,220	30
BAY ALARM COMPANY	ALAMEDA, SACRAMENTO, SAN JOAQUIN, CONTRA COSTA, ORANGE, SAN MATEO, SHASTA, SAN BERNARDINO, LOS ANGELES, SANTA CLARA, SONOMA, VENTURA	Construction	\$123,750	125

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
BAY AREA ROOFING & WATERPROOFING JOINT APPRENTICESHIP TRAINING COMMITTEE	ALAMEDA, CONTRA COSTA, LAKE, MARIN, MENDOCINO, MONTEREY, NAPA, SAN BENITO, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, SOLANO, SONOMA	Construction, Green Technology, Other	\$241,060	205
BAYCORR PACKAGING, INC. dba HERITAGE PAPER	ALAMEDA, FRESNO, NAPA, SACRAMENTO, SAN JOAQUIN	Manufacturing	\$139,104	92
BERGELECTRIC CORP.	LOS ANGELES, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA	Construction, Services	\$212,155	305
BETTS SPRING COMPANY	ALAMEDA, FRESNO, LOS ANGELES, SACRAMENTO, SAN BERNARDINO, SAN JOAQUIN	Manufacturing	\$169,560	157
BOTTLING GROUP LLC DBA PEPSI BEVERAGES COMPANY	FRESNO, SACRAMENTO	Manufacturing	\$224,460	145
BOTTLING GROUP LLC DBA PEPSI BEVERAGES COMPANY	ORANGE, RIVERSIDE	Manufacturing	\$249,390	163
BP LUBRICANTS USA, INC.	CONTRA COSTA	Manufacturing	\$99,180	38
C&H SUGAR COMPANY, INC.	CONTRA COSTA	Manufacturing	\$223,200	248
C. W. DRIVER, INCORPORATED	LOS ANGELES, ORANGE, SAN BERNARDINO, SAN DIEGO	Construction	\$138,942	93
CADMASTER TECHNOLOGIES, LLC	MADERA	Services	\$7,920	9
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION	STANISLAUS, TULARE, MERCED, SACRAMENTO, ORANGE, ALAMEDA, CONTRA COSTA, SANTA CLARA	Manufacturing	\$261,570	220
CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHER	Manufacturing, Aerospace and Defense, Biotechnology/Life Sciences, Engineering, Technology/Other	\$374,682	442

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
CALIFORNIA NEWSPAPERS PARTNERSHIP	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, MONTEREY, SAN BERNARDINO, SANTA CLARA, SANTA CRUZ, SAN MATEO, SOLANO, YOLO	Manufacturing, Multimedia Entertainment	\$249,840	347
CAL-VALLEY INSURANCE SERVICES, INC.	FRESNO, KERN, SANTA CLARA	Insurance	\$19,360	22
CAMPBELL SOUP COMPANY	SACRAMENTO	Manufacturing	\$71,712	166
CARGILL MEAT SOLUTIONS CORPORATION, DBA BEEF PACKERS, INC.	FRESNO	Manufacturing	\$461,808	1069
CARLISLE TRANSPORTATION PRODUCTS, INC.	LOS ANGELES, SAN BERNARDINO	Manufacturing	\$48,600	100
CAROLLO ENGINEERS, INC.	CONTRA COSTA, FRESNO, LOS ANGELES, RIVERSIDE, SACRAMENTO, SAN DIEGO, ORANGE	Engineering, High Tech - Services	\$59,472	56
CARPENTERS TRAINING COMMITTEE OF NORTHERN CALIFORNIA	ALAMEDA, FRESNO, SANTA CLARA, SOLANO	Construction	\$361,890	145
CENTRAL CALIFORNIA TRANSPORTATION, INC.	FRESNO	Transportation Logistics/Goods Movement	\$16,120	20
CENTRAL COATING COMPANY, INC.	MADERA	Construction	\$19,604	26
CHAMBERS GROUP, INC.	ORANGE, RIVERSIDE, SAN DIEGO	Services, Environmental Consulting Services	\$51,584	62
CHARTER COMMUNICATIONS, LLC	LOS ANGELES, SANTA CLARA, SANTA CRUZ, VENTURA, KERN, RIVERSIDE, SAN BERNARDINO, SAN LUIS OBISPO, SHASTA, STANISLAUS, TULARE	Services, NAICS:02: Cable and Other Program Distribution	\$253,260	603
CLAUDE LAVAL CORPORATION DBA LAKOS SEPARATORS AND FILTRATION SYSTEMS	FRESNO	Manufacturing	\$198,680	115
CLOUGHERTY PACKING, LLC DBA FARMER JOHN MEATS	LOS ANGELES, FRESNO	Manufacturing	\$37,800	75
COAST COMMUNITY COLLEGE DISTRICT	LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO, SAN DIEGO	Aerospace and Defense, Engineering, Manufacturing, Technology/Other	\$59,694	53

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
COMPREHENSIVE TRAINING SYSTEMS, INC.	SAN DIEGO	Manufacturing, Healthcare, Insurance, Services	\$51,070	10
COMPUTER TUTOR BUSINESS AND TECHNICAL INSTITUTE	STANISLAUS, SAN JOAQUIN, MERCED, MADERA, CALAVERAS, FRESNO	Healthcare, Services	\$268,300	50
CONOCOPHILLIPS COMPANY	CONTRA COSTA, FRESNO, KERN, LOS ANGELES, SACRAMENTO, SAN BERNARDINO, SAN JOAQUIN, SAN LUIS OBISPO, SANTA BARBARA	Manufacturing	\$349,758	381
CONSOL	SAN JOAQUIN	Services, Green Technology	\$48,620	34
COVENTRY MANAGEMENT SERVICES, INC.	ORANGE, SAN DIEGO, YOLO	Insurance, Services	\$130,560	256
CUMMING CONSTRUCTION MANAGEMENT, INC. DBA CUMMING	SAN DIEGO, RIVERSIDE, ORANGE, LOS ANGELES, SAN FRANCISCO, SACRAMENTO	Construction, Engineering, High-Tech Services	\$39,900	60
CUMMINS CAL PACIFIC, LLC	ORANGE, LOS ANGELES, VENTURA, SAN DIEGO, SAN BERNARDINO	Wholesale Trade, Services	\$25,650	45
DAVID BERGER ENTERPRISES LLC, DBA GLOBAL INDUSTRIES	SAN JOAQUIN	Wholesale Trade	\$18,200	14
DEL MONTE CORPORATION	SAN FRANCISCO, CONTRA COSTA, FRESNO, SAN JOAQUIN, STANISLAUS	Manufacturing, Green Technology	\$86,400	160
DENHAM CORPORATION	FRESNO, TULARE	Services	\$9,768	12
DUPLO U.S.A. CORPORATION	ORANGE, SAN BERNARDINO	Services	\$35,156	47
E & B BULK TRANSPORTATION, INC.	KINGS	Transportation Logistics Goods Movement	\$48,672	52
EAST BAY SPANISH SPEAKING CITIZENS' FOUNDATION	ALAMEDA	Construction, Training Agency	\$85,485	15
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, ORANGE, SAN MATEO, SANTA CLARA, SANTA CRUZ, SACRAMENTO, SAN DIEGO, SOLANO, VENTURA	Manufacturing	\$402,150	350

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
EMPLOYERS GROUP	LOS ANGELES, ALAMEDA, CONTRA COSTA, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHER	Manufacturing, Engineering, Transportation Logistics Services, Technology/Other	\$374,818	433
EMULEX CORPORATE SERVICES CORPORATION	ORANGE, PLACER, SANTA CLARA	Services, Manufacturing, Technology/IT	\$87,575	255/2
ENVIRONMENTAL & OCCUPATIONAL RISK MANAGEMENT, INC.	ALAMEDA, LOS ANGELES, ORANGE, SANTA CLARA, VENTURA	Services, High-Tech	\$35,112	28
EUROMARKET DESIGNS, INC. DBA CRATE AND BARREL	SAN JOAQUIN	Retail, Warehousing	\$69,300	140
FIRST CLASS PACKAGING INCORPORATED	SAN DIEGO	Manufacturing	\$47,190	33
FOSTER POULTRY FARMS	MERCED, FRESNO, LOS ANGELES, STANISLAUS, TULARE	Manufacturing, Agriculture, Goods Movement	\$78,750	175
FRESH EXPRESS INC.	MONTEREY	Manufacturing	\$252,720	260
FRESNO SPORTS MANAGEMENT, LLC	FRESNO	Services	\$16,588	26
GENERAL MILLS OPERATIONS, LLC	SAN JOAQUIN	Manufacturing	\$142,500	260
GIVE SOMETHING BACK, INC.	ALAMEDA, SACRAMENTO, SAN DIEGO, SAN JOAQUIN	Manufacturing	\$113,100	58
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CENTER	LOS ANGELES, ORANGE, SAN DIEGO, VENTURA, RIVERSIDE, SAN BERNARDINO	Manufacturing, Aerospace & Defense, Services	\$448,553	300
GOGLANIAN BAKERIES, INC.	ORANGE (Santa Ana)	Manufacturing	\$329,300	245
GOLDEN STATE FOODS CORP.	LOS ANGELES	Manufacturing	\$195,570	265
GREEN PLUMBERS TRAINING & ACCREDITATION, A DIVISION OF IAPMO	STATEWIDE	Construction, Green Technology	\$17,604	18
GUITTARD CHOCOLATE COMPANY	SAN MATEO, SOLANO	Aerospace & Defense. Manufacturing	\$40,698	17
HAYDEN PRODUCTS, LLC	RIVERSIDE, SAN BERNARDINO	Manufacturing	\$45,500	50

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
INGRAM MICRO INC.	ORANGE, RIVERSIDE	Services, Warehousing, Technology/IT Transportation Logistics Wholesale Trade	\$154,836	285
INNOVATION COMMERCIAL FLOORING INC.	FRESNO	Services Construction, Flooring Contractors	\$8,190	7
INTEGRATED HEALTHCARE HOLDINGS, INC. OF CALIFORNIA DBA WESTERN MEDICAL CENTER SANTA ANA	ORANGE	Services, Healthcare	\$325,752	425
INTERGRO RESOURCES, INC. DBA INTERGRO REHAB SERVICES	BUTTE, KERN, LOS ANGELES, ORANGE, RIVERSIDE, SAN DIEGO	Services	\$7,920	11
INTERNATIONAL BUSINESS MACHINES CORPORATION	CONTRA COSTA, SACRAMENTO, SAN MATEO, SANTA CLARA, SAN FRANCISCO, LOS ANGELES, ORANGE, SAN DIEGO	Technology/IT, Manufacturing	\$250,020	463
INTERNATIONAL PAPER COMPANY	TULARE, STANISLAUS	Manufacturing	\$421,200	360
INTERNATIONAL RECTIFIER CORPORATION	LOS ANGELES, SANTA CLARA, RIVERSIDE	Manufacturing	\$115,920	140
J. P. LAMBORN CO.	FRESNO	Manufacturing	\$45,240	58
J.R. SIMPLOT COMPANY	SAN JOAQUIN, FRESNO	Manufacturing	\$157,140	194
K-1 PACKAGING GROUP	LOS ANGELES	Manufacturing	\$49,010	65
KND DEVELOPMENT 52 LLC DBA KINDRED HOSPITAL BALDWIN PARK	LOS ANGELES	Healthcare, Services	\$382,806	153
LABORATORY DATA CONSULTANTS, INC.	SAN DIEGO, SACRAMENTO	Services, Biotechnology/Life Sciences	\$48,880	47
LA-Z-BOY INCORPORATED-WEST DIVISION	SAN BERNARDINO	Manufacturing	\$438,930	385
LEPRINO FOODS COMPANY	KINGS, SAN JOAQUIN	Manufacturing	\$349,112	1156
LILI MIRTORABI DDS.MS. ORTHODONTICS	LOS ANGELES	Services, Healthcare	\$45,738	27
LOS ANGELES COMMUNITY COLLEGE DISTRICT	LOS ANGELES, ORANGE, VENTURA, SAN BERNARDINO	Manufacturing, Transportation/ Logistics, Aerospace & Defense	\$374,990	487
LOS ANGELES LIGHTING MANUFACTURING COMPANY INCORPORATED	LOS ANGELES	Manufacturing	\$48,412	49
MANAGED MOBILE, INC.	ORANGE, SAN BERNARDINO	Services	\$10,560	12

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
MANCO ABBOTT, INC.	FRESNO, KINGS, MADERA, MERCED, TULARE	Services	\$38,400	64
MATHER AVIATION LLC	SACRAMENTO, ALAMEDA, LOS ANGELES	Transportation Logistics	\$11,440	11
MCLANE FOODSERVICE, INC.	RIVERSIDE	Warehousing, Transportation Logistics	\$41,400	115
MCLELLAN EQUIPMENT, INC.	FRESNO	Manufacturing	\$43,680	56
METRIC MACHINING	SAN BERNARDINO	Manufacturing	\$49,062	51
MONARCH NUT COMPANY, LLC	KERN	Manufacturing	\$49,920	48
MSA CONSULTING, INC.	RIVERSIDE	Services, Engineering, Services	\$40,560	39
NALA SALES INC. DBA ZOTAC USA, INC.	LOS ANGELES	Manufacturing, Services	\$29,250	25
NATIONAL COMMUNITY RENAISSANCE (CORE)	SAN BERNARDINO, RIVERSIDE, SAN DIEGO, LOS ANGELES	Services, Construction	\$132,000	160
NESTLE DREYER'S ICE CREAM	KERN	Manufacturing	\$424,452	868
NOR-CAL BEVERAGE COMPANY, INC.	ORANGE, PLACER, SACRAMENTO, YOLO	Manufacturing	\$441,520	606
NORTHERN CALIFORNIA CONSTRUCTION & TRAINING INC.	SACRAMENTO	Construction	\$249,600	48
NORTHROP GRUMMAN CORPORATION	LOS ANGELES, SAN DIEGO	Aerospace and Defense. Manufacturing	\$161,475	150
NTMA TRAINING CENTERS OF SOUTHERN CALIFORNIA	LOS ANGELES, ORANGE, VENTURA, RIVERSIDE, SAN BERNARDINO	Manufacturing	\$449,773	127
P2S ENGINEERING, INC.	LOS ANGELES	Construction, Engineering Services	\$99,840	80
PACIFIC COAST COMPANIES, INC.	SACRAMENTO, ALAMEDA, LOS ANGELES, MARIN, SAN MATEO, SANTA CLARA, SOLANO, BUTTE, EL DORADO, FRESNO, NAPA, NEVADA, PLACER, RIVERSIDE, SAN JOAQUIN, SAN LUIS OBISPO, SHASTA, SONOMA, STANISLAUS, TULARE	Manufacturing	\$198,000	250

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
PACIFIC DENTAL SERVICES, INC.	ORANGE, LOS ANGELES, RIVERSIDE, SAN BERNARDINO, SACRAMENTO, KERN, PLACER, SAN JOAQUIN, SOLANO	Services	\$25,650	57
PARAMOUNT CITRUS PACKING COMPANY, LLC	KERN	Agriculture, Manufacturing	\$447,700	200
PARAMOUNT WINDOWS & DOORS MILLWORK CO., INC.	SAN BERNARDINO	Manufacturing	\$26,208	24
PENSKE TRUCK LEASING COMPANY, LP	STATEWIDE	Transportation Services Communication	\$168,300	330
PERFORMANCE COMPOSITES, INC.	LOS ANGELES	Manufacturing	\$49,504	56
PERRIN BERNARD SUPOWITZ INC. DBA INDIVIDUAL FOODSERVICE	LOS ANGELES	Services, Green Technology	\$202,500	250
PGP INTERNATIONAL, INC.	YOLO, COLUSA	Manufacturing	\$131,672	109
PHENIX TECHNOLOGY CORPORATION	RIVERSIDE	Manufacturing	\$7,280	7
PLATINUM ENGINEERING SOLUTION INC.	MADERA	Engineering, Services	\$8,320	8
PROMISE HOSPITAL OF EAST LOS ANGELES, LP	LOS ANGELES	Healthcare, Services	\$248,976	436
QLOGIC CORPORATION	ORANGE, PLACER, SANTA CLARA	Technology/IT, Technology/Other, Manufacturing	\$77,616	98
QUAD KNOPF, INC.	TULARE	Engineering, High-Tech Services	\$49,400	95
R E RICH FAMILY HOLDING CORPORATION	FRESNO, SAN MATEO, LOS ANGELES	Manufacturing	\$88,200	140
RABOBANK, NATIONAL ASSOCIATION	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHER	Financial Services	\$120,000	200
RADIOLOGICAL ASSOCIATES OF SACRAMENTO MEDICAL GROUP, INC.	SACRAMENTO, SOLANO, PLACER	Services, Healthcare	\$52,000	13
RAILEX, LLC	KERN	Transportation Logistics	\$162,000	90

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
RBF CONSULTING	CONTRA COSTA, MONTEREY, ORANGE, RIVERSIDE, SACRAMENTO, SANTA CLARA, SAN BERNARDINO, SAN DIEGO, VENTURA	Construction	\$33,480	78
RED MOUNTAIN GROUP, INC.	ORANGE	Services, Construction	\$25,740	22
REFRIGERATING ENGINEERS AND TECHNICIANS ASSOCIATION (RETA)	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHER	Manufacturing	\$123,693	105
RENOVO SOLUTIONS, LLC	ORANGE	Biotechnology/Life Sciences, Services	\$36,168	30
RICKEY & WONG, D.D.S., INC.	ALAMEDA, STANISLAUS	Services	\$38,280	29
RICOH AMERICAS CORPORATION	ALAMEDA, CONTRA COSTA, FRESNO, KERN, LOS ANGELES, ORANGE, SACRAMENTO, SAN BERNARDINO, SAN DIEGO, SAN FRANCISCO, SAN JOAQUIN, SAN MATEO, SANTA CLARA, SONOMA, YOLO	Services, Warehousing, Technology/IT	\$72,150	130
RISING SUN ENERGY CENTER	ALAMEDA, SAN FRANCISCO, SONOMA, CONTRA COSTA	Green Technology, Construction,	\$69,126	22
RUBIO'S RESTAURANTS, INC.	SAN DIEGO, ORANGE, LOS ANGELES, RIVERSIDE, SOLANO, SACRAMENTO, ALAMEDA	Services	\$18,900	45
SANMINA - SCI CORPORATION	SANTA CLARA, LOS ANGELES, ORANGE	Manufacturing	\$37,800	50

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
SANTA ANA CHAMBER OF COMMERCE	SAN DIEGO, ALAMEDA, SAN FRANCISCO, ORANGE, LOS ANGELES, CONTRA COSTA, MARIN, SAN MATEO, SANTA CLARA, SANTA CRUZ, SAN BERNARDINO, RIVERSIDE, YOLO, MADERA, SACRAMENTO, SOLANO, VENTURA	Manufacturing, Technology/IT, Technology/Other, Biotechnology/Life Sciences, Aerospace & Defense, Services	\$374,311	182
SANTA MONICA COMMUNITY COLLEGE DISTRICT	LOS ANGELES, SAN BERNARDINO	Manufacturing, Transportation Logistics, Construction, Services, Wholesale Trade	\$76,980	60
SAPUTO CHEESE USA, INC.	TULARE	Manufacturing	\$243,000	300
SCALED COMPOSITES, LLC	KERN	Manufacturing, Aerospace and Defense	\$145,800	137
SENGA ENGINEERING, INC.	ORANGE	Manufacturing	\$24,960	24
SHASTA-TEHAMA-TRINITY JOINT COMMUNITY COLLEGE DISTRICT	SHASTA, TEHAMA, TRINITY	Construction, Green Technology	\$180,000	60
SIEGFRIED ENGINEERING, INC.	SAN JOAQUIN	High Tech Services, Engineering	\$6,500	10
SIMPSON STRONG-TIE COMPANY INC.	ALAMEDA, SAN JOAQUIN, RIVERSIDE	Manufacturing	\$64,728	116
SOLARCITY CORPORATION	MULTI COUNTIES	Green Technology, Services, Construction, Engineering	\$202,560	210
SOUTH ORANGE COUNTY REGIONAL CHAMBERS OF COMMERCE, INC.	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, ALL OTHER	Technology/IT, Technology/Other, Manufacturing, Services, Biotechnology/Life Sciences	\$749,900	346
SOUTHERN CALIFORNIA PAINTING & DRYWALL INDUSTRIES APPRENTICESHIP TRUST	LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO, IMPERIAL, KERN, MONO, INYO, SAN DIEGO, SAN LUIS OBISPO, SANTA BARBARA, VENTURA	Construction	\$47,050	50

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
SOUTHERN CALIFORNIA ROOFERS AND WATERPROOFERS JOINT APPRENTICESHIP AND TRAINING FUND	LOS ANGELES, ORANGE, RIVERSIDE, VENTURA, SAN BERNARDINO, SANTA BARBARA, SAN LUIS OBISPO	Construction, Engineering	\$200,994	241
SPACE EXPLORATION TECHNOLOGIES CORP.	LOS ANGELES, SANTA BARBARA	Manufacturing	\$499,824	1157
SPECIALTY MINERALS INC.	SAN BERNARDINO	Mining/Forestry	\$74,250	75
SPILO WORLDWIDE, INC.	LOS ANGELES	Wholesale Trade	\$49,972	62
STURGEON & SON GRADING & PAVING, INC.	KERN, SANTA BARBARA, VENTURA	Construction	\$407,456	544
SUNSET MOULDING CO.	BUTTE, SUTTER	Manufacturing	\$60,450	55
SYSCO CENTRAL CALIFORNIA, INC.	STANISLAUS	Services	\$249,060	186
SYSCO VENTURA, INC.	VENTURA	Services	\$167,400	155
TE CONNECTIVITY LTD.	SAN BERNARDINO, SAN MATEO, SANTA BARBARA, SANTA CRUZ	Manufacturing, Green Technology	\$37,638	51
TECHNOLOGY ASSOCIATION OF AMERICA, INC. DBA TECHAMERICA	SANTA CLARA, ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, ORANGE, SAN FRANCISCO, SAN MATEO, SANTA CRUZ, SACRAMENTO, SAN DIEGO, SOLANO, VENTURA, OTHER	Technology/IT, Technology/Other, Manufacturing	\$374,957	176
TECHNOLOGY COUNCIL OF SOUTHERN CALIFORNIA	LOS ANGELES, ALAMEDA, MARIN, SAN FRANCISCO, SANTA CLARA, SANTA CRUZ, SAN MATEO, CONTRA COSTA, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHER	Manufacturing, Technology/IT, Technology/Other	\$99,653	46
TECHSERVE ALLIANCE - SO CAL CHAPTER, INC.	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHERS	Technology/IT, Technology/Other, Manufacturing, Services	\$99,653	46

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
THE CORPORATION FOR MANUFACTURING EXCELLENCE DBA MANEX	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHERS	Manufacturing	\$749,943	396
THE GLENDALE CHAMBER OF COMMERCE	LOS ANGELES, ORANGE, SAN DIEGO, VENTURA, RIVERSIDE, SAN BERNARDINO	Manufacturing, Services	\$374,191	348
THE PARENTS OF WATTS WORKING WITH YOUTHS AND ADULTS INC.	LOS ANGELES	Services	\$246,600	90
THE TORO COMPANY	SAN DIEGO	Manufacturing	\$91,800	100
THE WARDEN'S OFFICE, INC.	STANISLAUS	Retail	\$23,100	35
THE WELLPOINT COMPANIES, INC.	LOS ANGELES, SAN DIEGO, SACRAMENTO, VENTURA	Insurance	\$30,000	50
TK SERVICES, INC.	ALAMEDA, LOS ANGELES, SAN DIEGO, SAN BERNARDINO, SAN JOAQUIN, YOLO	Services	\$46,920	46
TRANSHUMANCE HOLDING COMPANY, INC. DBA SUPERIOR FARMS	YOLO, SOLANO, LOS ANGELES	Manufacturing	\$70,308	93
TRIAGE PARTNERS CA, LLC	RIVERSIDE, LOS ANGELES	Services, Communication	\$49,920	64
TROPICANA MANUFACTURING COMPANY, INC.	LOS ANGELES	Manufacturing	\$136,080	120
TRUCK ACCESSORIES GROUP, LLC	YOLO	Manufacturing	\$469,440	163
TST, INC.	SAN BERNARDINO, LOS ANGELES	Manufacturing	\$99,648	173
TTM PRINTED CIRCUITS GROUP, INC.	SANTA CLARA	Manufacturing	\$250,470	253
TULARE JOINT UNION HIGH SCHOOL DISTRICT AKA TULARE ADULT SCHOOL	TULARE	Healthcare, Services	\$125,138	13
TURF DOCTOR, INC. DBA WEED MAN	FRESNO	Services	\$10,208	16
U.S. FOODSERVICE, INC.	LOS ANGELES, ORANGE, SAN DIEGO, RIVERSIDE	Goods Movement, Transportation/ Logistics	\$178,200	198
U.S. PRECISION SHEET METAL, INC.	RIVERSIDE	Manufacturing	\$44,928	48

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
UHS-CORONA, INC. DBA CORONA REGIONAL MEDICAL CENTER	RIVERSIDE	Services, Healthcare	\$298,000	150
ULTIMATE FORMULATIONS, INC. DBA BEST FORMULATIONS	LOS ANGELES	Manufacturing	\$97,308	159
UNITED FACILITIES, INC.	RIVERSIDE, SAN BERNARDINO, SAN JOAQUIN	Goods Movement, Transportation/Logistics, Warehousing	\$205,320	130
VALLEYCREST COMPANIES, LLC	LOS ANGELES, ORANGE, VENTURA	Services, Construction	\$27,540	54
VAN BEURDEN INSURANCE SERVICES, INC.	FRESNO, SAN LUIS OBISPO, YOLO	Insurance	\$11,000	10
VFC, INC.	FRESNO	Retail	\$46,200	42
VIDEO SYMPHONY ENTERTAINING, INC.	LOS ANGELES, ALAMEDA, CONTRA COSTA, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, ALL OTHER	Multimedia Entertainment	\$133,996	121
VITAS HEALTHCARE CORPORATION OF CALIFORNIA	CONTRA COSTA, LOS ANGELES, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SAN BERNARDINO, ORANGE, SACRAMENTO, SAN DIEGO, VENTURA, RIVERSIDE, SOLANO	Healthcare, Services	\$208,656	138
WESTERN DIGITAL CORPORATION	ALAMEDA, ORANGE, SANTA CLARA	Manufacturing, Technology/IT	\$212,265	267
WESTERN HYDROSTATICS, INC.	RIVERSIDE, SACRAMENTO	Manufacturing	\$32,240	31
WESTERN MILLING, LLC	TULARE, KERN, KINGS, COLUSA, SAN BERNARDINO	Manufacturing, Services	\$174,600	194
WHITEWAVE FOODS COMPANY	LOS ANGELES	Manufacturing, Services	\$117,720	109
WIEBE HINTON HAMBALEK LLP	FRESNO	Financial Services	\$18,480	21

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 priority industries.

**Core Contracts Approved
in High Unemployment Areas
for FY 2011-2012**

Contractor Name	County(ies) Served	Industry	Portion of Contract Approved in HUA	# of Trainees Placed
WORKFORCE DEVELOPMENT CORPORATION DBA SOUTHEAST LOS ANGELES WORKFORCE INVESTMENT BOARD	ALAMEDA, CONTRA COSTA, LOS ANGELES, MARIN, ORANGE, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, SACRAMENTO, SAN DIEGO, SOLANO, VENTURA	Manufacturing, Goods Movement, Transportation/ Logistics	\$383,205	295
TOTAL - 186 Contracts			\$27,733,519	29,086
Central Valley			\$16,523,432	1,854
Inland Empire			\$7,677,845	8,247

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 priority industries.

COMPLETED CONTRACT DATA

Of contracts approved in prior fiscal years, 225 completed during the report year for Core funding and 32 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 2011-12 completed core contracts. The Panel funded training for 14,167 workers at an average cost of \$962 per trainee.

	<u>Total</u>
Number of Core Contracts	225
Amount Earned (in millions)	\$13.6
Retained in Employment	14,167
Cost per Trainee	\$962

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 61 percent (37 percent for new hires, and 62 percent for retrainees). The placement rates for retrainees increased by 5 percent; and the rate for new hires increased by 8 percent from the previous fiscal year. The average cost per trainee decreased in the report year from the prior fiscal year, from \$1,194 to \$962 per trainee. The average cost per trainee was \$4,449 for new hires, and \$914 for retrainees. As in the prior fiscal year, 94 percent of funds earned were for retraining and 6 percent were for unemployed workers.

Alternative funding Contracts: In FY 2011-12, there were 32 total alternative funded training contracts that completed in the report year. This included; 14 contracts for [Clean Energy Workforce Training Program](#), 16 contracts for [High-Wage, High-Skill Training](#) and 2 contracts for [AB118/Alternative and Renewable Fuel and Vehicle Technology Program](#). These contracts successfully trained 5,877 workers and earned a total of \$5.3 Million.

	<u>Total</u>
Number of Alternative Funding Contracts	32
Amount Earned (in millions)	\$5.3
Retained in Employment	5,877
Cost per Trainee	\$901

B. TRAINEES SERVED BY SIZE OF BUSINESS

The following table provides numbers of trainees by size of business served. A total of 34 percent of all retrainees and 76 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.

Core					
Bus. Size	Retrainees	New Hires	Retrainees \$ Earned	NH \$ Earned	\$ Earned Amount
1-20	377	55	\$378,827	\$268,744	\$647,571
21-50	1,051	21	\$1,178,640	\$94,719	\$1,273,359
51-100	1,908	33	\$1,676,243	\$141,000	\$1,817,243
101-250	1,425	39	\$1,317,201	\$187,038	\$1,504,239
251+	9,211	47	\$8,215,169	\$176,065	\$8,391,234
Totals	13,972	195	\$12,766,080	\$867,566	\$13,633,646

Alternative-Funding					
Bus. Size	Retrainees	New Hires	Retrainees \$ Earned	NH \$ Earned	\$ Earned Amount
1-20	1,118	393	\$1,345,042	\$630,283	\$1,975,325
21-50	381	56	\$442,804	\$63,886	\$506,690
51-100	429	144	\$625,546	\$156,227	\$781,773
101-250	378	1,583	\$354,398	\$498,440	\$852,838
251+	1,294	101	\$1,077,703	\$100,984	\$1,178,687
Totals	3,600	2,277	\$3,845,493	\$1,449,820	\$5,295,313

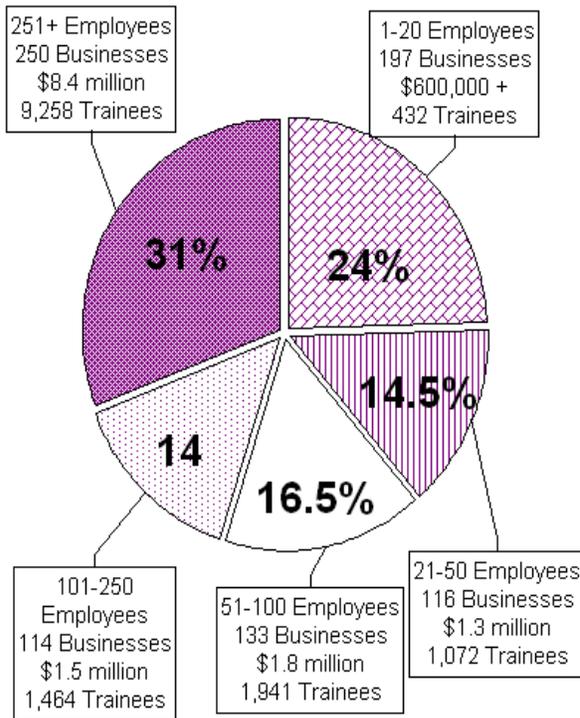
C. BUSINESSES SERVED BY SIZE

810 businesses were served in last year's core completed contracts. 69 percent of all firms served were small (i.e., employed 250 or fewer workers), which was a decrease of 6 percent over last fiscal year. Further, 55 percent employed 100 or fewer workers, 38 percent employed 50 or fewer workers, and those with 20 or fewer employees represented 24 percent of all businesses served. (See chart below.)

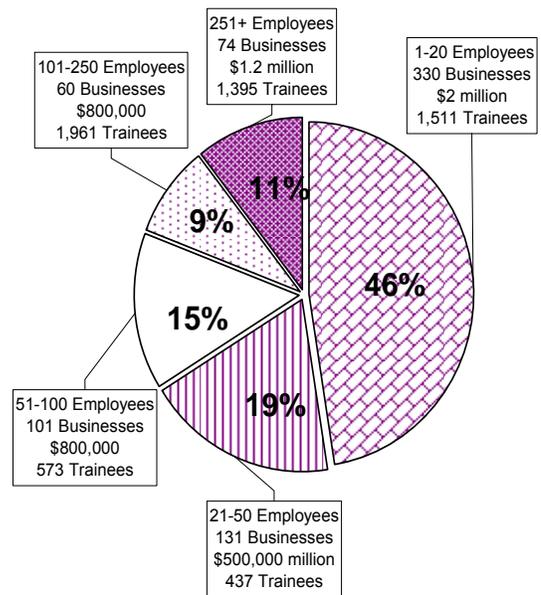
The Panel funds training for small business through both direct contracts with single employers, and multiple-employer contractors (MECs), such as employer consortia, or training agencies that train workers of multiple employers. The Panel served 127 small businesses through direct contracts to provide training for 3,552 workers. Another 433 small businesses were served through 27 MECs, which provided training for 1,357 workers.

NUMBER & SIZE OF BUSINESSES SERVED

CORE CONTRACTS



ALTERNATIVE FUNDED 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, high-technology sectors, healthcare, and other services. The majority of Alternative-funded contracts went toward Service, Construction, and Manufacturing.

The following table identifies (by Industry):

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

<u>CORE Industries</u>	
<p><u>Manufacturing</u> <u>7,925 trainees</u> \$7.3 million (54% earned) 29% businesses served</p>	<p><u>High Technology*</u> <u>1,436 trainees</u> \$1.3 million (9% earned) 18% businesses served</p> <p><small>*includes software development, multimedia/entertainment, computer programming and systems design, engineering and telecommunications.</small></p>
<p><u>Healthcare</u> <u>1,208 trainees</u> \$1.5 million (11% earned) 6% businesses served</p>	<p><u>Construction</u> <u>941 trainees</u> \$950,000 (7% earned) 18% businesses served</p>
<p><u>Service</u> <u>846 trainees</u> \$940,000 (7% earned) 11% businesses served</p>	<p><u>Other**</u> <u>1,811 trainees</u> \$1.7 million (12% earned) 18% businesses served</p> <p><small>**Includes agriculture, transportation, finance and trade.</small></p>

Compared to FY 10-11, this core industry data shows that the percentage of funds earned by manufacturing and high technology relatively the same, however Healthcare was included as its own Industry, moving Finance to the Other section.

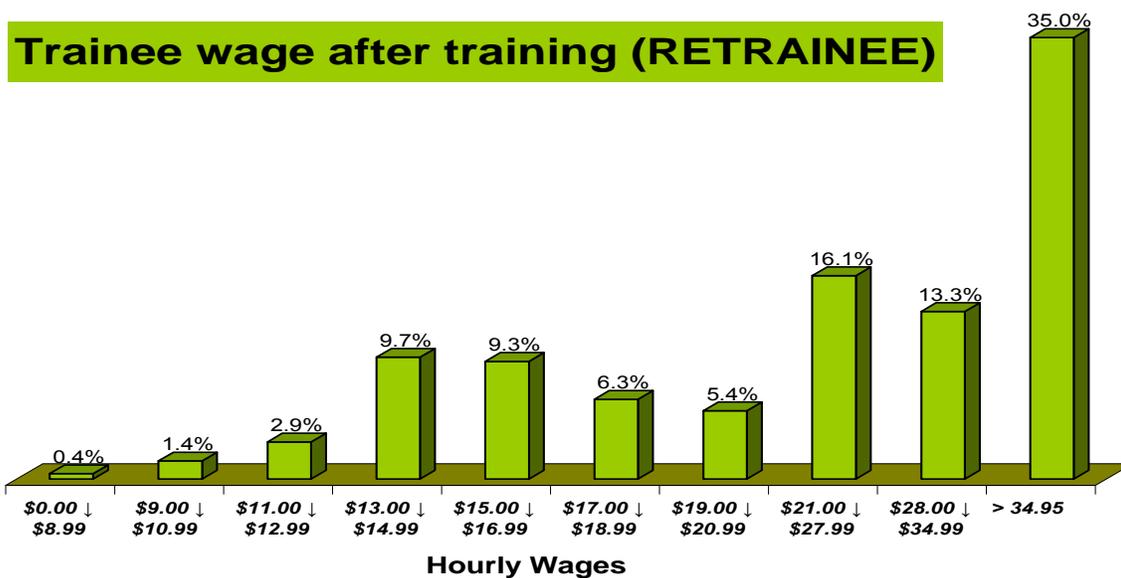
<u>ALTERNATIVE FUNDING Industries</u>	
<p><u>Service</u> <u>2,055 trainees</u> \$1.4 million (26% earned) 11% businesses served</p>	<p><u>Construction</u> <u>1,990 trainees</u> \$2 million (39% earned) 72% businesses served</p>
<p><u>Manufacturing</u> <u>1,425 trainees</u> \$1.4 million (27% earned) 5% businesses served</p>	<p><u>Other**</u> <u>407 trainees</u> \$400,000 (8% earned) 12% businesses served</p> <p><small>**Includes agriculture, transportation, finance, health, high-tech, and trade.</small></p>

E. TRAINEE WAGES

In ETP Core and Alternative funding, the average post-training and retention wages for workers who were unemployed at the start of training (New Hires) was \$27.25 per hour. The average new hire wage **increased** by 90.4 percent over the previous FY. The severity of this increase is accounted for by one contract which had an unusually high proportion of New Hires placed with uncommonly high wages.

For retrainees the average post-training and retention wage was \$31.94 per hour. The average retrainee wage **increased** by 8.1 percent over 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.



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. 24 of the completed core and alternative-funded contracts included literacy components for approximately 2,255 participants.

G. TRAINEE DEMOGRAPHICS

Retrainee Characteristics: In the report year, 68 percent of the retrainee population in both Core and Alternately-funded completed contracts was male and 32 percent was female.

New Hire Characteristics: In the report, 81.7 percent of the new hire population in both Core and Alternately-funded completed contracts was male and 18.3 percent was female. The female population decreased 15 percent from FY 10-11.

[See appendix B-2](#) for Characteristics of Panel Trainees

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, and a specified minimum wage. Any funds encumbered in a training contract but not earned, are subsequently disencumbered and reinvested in new training projects. *Note: Unearned Alternative Funding for AB118 can be reinvested into new training contracts within the term of the IA, but unearned WIA funds cannot be 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 to insure company support for training; 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 40 percent annually. However, by taking the administrative actions described above, the Panel has significantly reduced its disencumberances, as evidenced by the low rate of 11 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	
	New Hire	Retrainee	Unemployed	Employed
SEX:			2011	2011
Female	18%	32%	11.4%	88.6%
Male	82%	68%	11.9%	88.1%
AGE:				
<25	11%	7%	21.6%	78.4%
25-34	23%	26%	11.4%	88.6%
35-44	23%	29%	9.3%	90.7%
45-54	27%	25%	10.0%	90.0%
55-64	14%	12%	9.5%	90.5%
65+	2%	2%	9.3%	90.7%
EDUCATION:				
Less than H.S. Grad.	31%	29%	18.6%	81.4%
H.S. Graduate	38%	25%	14.5%	85.5%
Some College	19%	35%	12.6%	87.4%
College Graduate	6%	8%	8.0%	92.0%
Post Graduate	7%	3%	4.2%	95.8%
ETHNICITY:				
White	28%	40%	11.3%	88.7%
African-American	10%	4%	19.6%	80.4%
Hispanic	26%	27%	13.8%	86.2%
Asian	6%	20%	8.9%	91.1%
Native American	11%	1%		
Other	18%	7%		
VETERAN:				
Yes	3%	2%	9.0%	91.0%
No	74%	50%	10.3%	89.7%
Unspecified	23.2%	47.5%		

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 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retraitees	New Hire	Earned Amount	Percent Earned
A BETTER AFFECT, INC. DBA ABACORP CNC MACHINED PARTS	LOS ANGELES	1	Manufacturing	0		\$0	0%
A.B. BOYD CO. DBA BOYD CORPORATION	STANISLAUS	4	Manufacturing	34		\$21,600	29%
ABBOTT VASCULAR, INC.	RIVERSIDE	5	Manufacturing	632		\$249,570	100%
ABS GLOBAL, INC.	TULARE	5	Agriculture	2		\$2,403	1%
ACCURAY INCORPORATED	SANTA CLARA	4	Manufacturing	60		\$82,095	65%
ADVANCE DATA COMMUNICATIONS, INC.	SAN JOAQUIN	1	Construction	7		\$7,878	27%
ADVANCED POLYMER TECHNOLOGIES, LLC	SAN JOAQUIN	1	Manufacturing	12		\$6,317	17%
AERONAUTICAL TECHNOLOGY, INC.	LOS ANGELES	1	Services	0		\$0	0%
AFFILIATED COMPUTER SERVICES, INC. DBA ACS EDUCATION SOLUTIONS, LLC	KERN	5	Services	81		\$121,550	100%
AFFYMETRIX, INC.	MULTI COUNTIES	5	Manufacturing	107		\$93,796	38%
AHMC HEALTHCARE, INC. DBA WHITTIER HOSPITAL MEDICAL CENTER, INC.	LOS ANGELES	5	Health	178		\$244,136	100%
AHMC, INC. DBA ALHAMBRA HOSPITAL MEDICAL CENTER	LOS ANGELES	4	Health	81		\$106,371	100%
ALLIANCE FOODS HOLDINGS, LLC	LOS ANGELES	1	Services	8		\$13,518	87%
AMERICAN PORTWELL TECHNOLOGY, INC.	ALAMEDA	3	Manufacturing	71		\$34,528	59%
AMERICAN TECHNICAL MOLDING, INC. DBA ACCELLENT, INC.	SAN BERNARDINO	5	Manufacturing	59		\$37,126	50%
AMYRIS, INC.	ALAMEDA	3	High Tech	103		\$99,927	100%
APEX BULK COMMODITIES, LLC	SAN BERNARDINO	3	Transportation	0		\$0	0%
APPLIED PROCESS COOLING INTERNATIONAL DBA APPLIED PROCESS COOLING CORP.	STANISLAUS	2	Services	58		\$38,690	19%
ARCHITECTURAL WOOD DESIGN, INC.	FRESNO	1	Manufacturing	9		\$6,552	7%
ARROWPOINT CORPORATION	MULTI COUNTIES	3	High Tech	0		\$0	0%
ATK SPACE SYSTEMS INC.	SAN DIEGO	5	Manufacturing	10		\$6,139	52%
ATLAS PERFORMANCE INDUSTRIES, INC.	SANTA BARBARA	1	Manufacturing	24		\$19,795	26%
AVID TECHNOLOGY, INC.	MULTI COUNTIES	5	High Tech	117		\$88,433	100%
AXNER EXCAVATING, INC.	SHASTA	2	Construction	24		\$13,351	20%
BARKSDALE, INC.	LOS ANGELES	5	Manufacturing	40		\$34,704	72%
BARTON BRANDS OF CALIFORNIA, INC.	LOS ANGELES	5	Manufacturing	22		\$69,543	33%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
BAYER HEALTHCARE LLC	ALAMEDA	5	Manufacturing	371		\$497,040	100%
BEMA ELECTRONIC MANUFACTURING, INC.	ALAMEDA	2	Manufacturing	26		\$74,464	39%
BEST INTERIORS, INC.	MULTI COUNTIES	4	Construction	18		\$25,308	34%
BEUTLER CORPORATION	SACRAMENTO	4	Manufacturing	17		\$13,230	9%
BOLIDE TECHNOLOGY GROUP, INC.	LOS ANGELES	1	Manufacturing	21		\$36,400	15%
BOSTON SCIENTIFIC CORPORATION	MULTI COUNTIES	5	Manufacturing	211		\$247,500	100%
BUSINESS ADVANTAGE CONSULTING, INC.	SACRAMENTO	1	Services	4		\$1,068	0%
C & H MACHINE, INC.	SAN DIEGO	2	Manufacturing	29		\$49,920	100%
C&D ZODIAC, INC.	MULTI COUNTIES	5	Manufacturing	250		\$246,960	100%
CADMASTER TECHNOLOGIES, LLC	MADERA	1	High Tech	8		\$10,712	86%
CALIFORNIA CHAMBER OF COMMERCE	SACRAMENTO	6	Construction	86		\$123,083	100%
CALIFORNIA COMMUNITY COLLEGE CHANCELLOR'S OFFICE	MULTI COUNTIES	6	Various	109		\$109,233	100%
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION (CMTA)	MULTI COUNTIES	6	Various	259		\$365,903	100%
CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING	MULTI COUNTIES	6	Manufacturing	445		\$374,913	100%
CAREER DEVELOPMENT INSTITUTE, INC.	LOS ANGELES	6	Various	0	6	\$34,088	100%
CAREMARK, L.L.C.	SAN BERNARDINO	5	Trade	6		\$2,845	9%
CARLILE COATSWORTH ARCHITECTS, INC.	ORANGE	1	Services	10		\$18,252	25%
CARLISLE TIRE & WHEEL COMPANY	MULTI COUNTIES	5	Manufacturing	57		\$74,250	99%
CARPENTERS TRAINING COMMITTEE FOR NORTHERN CALIFORNIA	MULTI COUNTIES	6	Construction	24	79	\$343,830	100%
CFHS HOLDINGS, INC. DBA MARINA DEL REY HOSPITAL	LOS ANGELES	5	Health	47		\$84,499	100%
CHA HOLLYWOOD MEDICAL CENTER, LP DBA HOLLYWOOD PRESBYTERIAN MEDICAL CENTER	LOS ANGELES	5	Health	144		\$72,939	48%
CHAFFEY COMMUNITY COLLEGE DISTRICT	SAN BERNARDINO	6	Various	434		\$344,357	100%
CHEVRON PRODUCTS COMPANY	CONTRA COSTA	5	Manufacturing	264		\$248,400	100%
CHICANA SERVICE ACTION CENTER, INC.	LOS ANGELES	6	Various	0	0	\$0	0%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retraitees	New Hire	Earned Amount	Percent Earned
CIBOLA SYSTEMS CORPORATION	ORANGE	1	Services	8		\$9,456	8%
CITRIX SYSTEMS, INC.	MULTI COUNTIES	5	High Tech	0		\$0	0%
COMMERCIAL AND INDUSTRIAL DESIGN CO., INC.	ORANGE	1	Manufacturing	4		\$1,974	4%
COMPASS COMPONENTS, INC.	ALAMEDA	3	Manufacturing	57		\$36,828	24%
COMPREHENSIVE TRAINING SYSTEMS, INCORPORATED	SAN DIEGO	6	Various	0	32	\$164,256	100%
COMPUTER INSTITUTE OF TECHNOLOGY DBA CIT NURSING COLLEGE	LOS ANGELES	6	Various	0	29	\$88,320	100%
COMPUTER TUTOR BUSINESS AND TECHNICAL INSTITUTE	MULTI COUNTIES	6	Various	0	27	\$140,400	100%
CONSTELLATION WINES U.S., A DIVISION OF CONSTELLATION BRANDS INC., DBA MISSION BELL WINERY	MADERA	5	Manufacturing	86		\$85,771	100%
CONSUMER RESOURCE NETWORK LLC	LOS ANGELES	3	Services	64		\$36,480	78%
CRAIG MUNDY, DDS	FRESNO	1	Health	6		\$3,443	22%
CUSTOM HOUSE HOTEL LP DBA PORTOLA HOTEL AND SPA AT MONTEREY BAY	MONTEREY	4	Services	98		\$48,720	20%
CUSTOM LABEL & DECAL, LLC	ALAMEDA	1	Manufacturing	23		\$23,712	32%
CVC CONSTRUCTION CORP.	SACRAMENTO	5	Construction	0		\$0	0%
DAUNTLESS INDUSTRIES, INC. DBA DAUNTLESS MOLDS	LOS ANGELES	1	Manufacturing	12		\$39,205	24%
DOCUSOURCE LLC	MULTI COUNTIES	1	Services	53		\$63,999	100%
DOLE FRESH VEGETABLES, INC.	MONTEREY	5	Manufacturing	122		\$89,428	100%
DOWNEY CHAMBER OF COMMERCE	LOS ANGELES	6	Various	7		\$3,508	7%
E & B BULK TRANSPORTATION, INC.	KINGS	2	Transportation	39		\$47,392	64%
E.M. NORTON ENTERPRISES, INC. DBA EMN DEFENSE SERVICES	SAN DIEGO	1	Services	20		\$6,188	12%
ECOLA SERVICES INC.	MULTI COUNTIES	2	Services	23		\$15,246	12%
ECONOMIC DEVELOPMENT COLLABORATIVE - VENTURA COUNTY	VENTURA	6	Various	51		\$50,770	100%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
ELECTRONIC MANUFACTURING TECHNOLOGY, LLC	ORANGE	2	Manufacturing	25		\$18,668	100%
ELEMENTIS SPECIALTIES, INC.	SAN BERNARDINO	1	Manufacturing	21		\$18,900	26%
EMINENCE HEALTHCARE, INC.	FRESNO	1	Health	36		\$27,150	12%
EVENSTAR INC.	SANTA CLARA	1	Manufacturing	0		\$0	0%
FIRST CIRCUIT, INC. DBA PRECISION CIRCUITS OF SAN DIEGO	SAN DIEGO	1	Manufacturing	6		\$5,174	3%
FLEXTRONICS INTERNATIONAL USA INC.	SANTA CLARA	5	Manufacturing	232		\$203,452	41%
FLIR SYSTEMS INC. DBA FLIR COMMERCIAL VISION SYSTEMS	SANTA BARBARA	5	Manufacturing	81		\$78,642	100%
FOUR C'S SERVICE, INC.	FRESNO	2	Manufacturing	19		\$13,585	19%
FRESH EXPRESS INC.	MONTEREY	5	Manufacturing	110		\$177,326	100%
FUJI FOOD PRODUCTS, INC.	LOS ANGELES	3	Manufacturing	48		\$42,777	12%
FUTUREHOME SYSTEMS & DESIGN INC.	FRESNO	1	Construction	11		\$0	0%
GENERAL MILLS OPERATIONS, LLC	LOS ANGELES	5	Manufacturing	104		\$117,576	24%
GNW-EVERGREEN INSURANCE SERVICES, LLC	LOS ANGELES	2	Finance	59		\$49,104	30%
GOODWILL INDUSTRIES OF SOUTHERN CALIFORNIA	LOS ANGELES	6	Various	0	0	\$0	0%
GOODWILL INDUSTRIES OF VENTURA AND SANTA BARBARA COUNTIES	MULTI COUNTIES	6	Manufacturing	0	3	\$18,065	37%
GOORIN BROS., INC.	MULTI COUNTIES	1	Manufacturing	25		\$49,400	100%
GREATER SANTA ANA BUSINESS ALLIANCE	MULTI COUNTIES	6	Various	255		\$376,047	100%
GUNTERT & ZIMMERMAN, CONSTRUCTION DIVISION, INC.	SAN JOAQUIN	3	Manufacturing	24		\$30,657	13%
HARRIS RANCH BEEF COMPANY	FRESNO	5	Manufacturing	19		\$14,648	33%
HAYWARD INDUSTRIES, INC. DBA HAYWARD MANUFACTURING CO., INC.	LOS ANGELES	5	Manufacturing	25		\$79,056	21%
HD SUPPLY FACILITIES MAINTENANCE, LTD.	MULTI COUNTIES	5	Trade	300		\$189,390	76%
HEADWAY TECHNOLOGIES, INC.	SANTA CLARA	5	Manufacturing	48		\$57,660	100%
HINES GROWERS LLC	MULTI COUNTIES	5	Agriculture	99		\$152,587	100%
HITACHI DATA SYSTEMS CORPORATION	MULTI COUNTIES	5	High Tech	97		\$75,012	100%
HI-TEMP INSULATION INC.	VENTURA	4	Manufacturing	68		\$74,736	81%
HIXSON METAL FINISHING	ORANGE	3	Manufacturing	34		\$50,838	68%
HUGHES CIRCUITS INC.	SAN DIEGO	3	Manufacturing	26		\$23,152	7%
IMPROVEMENT DIRECT	BUTTE	5	Trade	85		\$47,036	95%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
INTEGRATED HEALTHCARE HOLDINGS, INC. OF CALIFORNIA DBA WESTERN MEDICAL CENTER - SANTA ANA	ORANGE	5	Health	146		\$202,374	100%
INTERNATIONAL BUSINESS MACHINES CORPORATION	MULTI COUNTIES	5	Manufacturing	381		\$235,125	100%
IWAMOTO FARMS	MONTEREY	1	Agriculture	12		\$6,291	9%
J.L.S. ENVIRONMENTAL SERVICES, INC.	PLACER	2	Services	23		\$35,828	49%
JACO ENGINEERING	ORANGE	1	Manufacturing	11		\$4,160	10%
JAZZ SEMICONDUCTOR, INC.	ORANGE	5	Manufacturing	33		\$19,026	11%
JOHN BOYD ENTERPRISES, INC. DBA JB RADIATOR SPECIALTIES, INC.	SACRAMENTO	3	Manufacturing	54		\$75,240	100%
JOHN LIST CORPORATION	LOS ANGELES	1	Manufacturing	0		\$0	0%
JPD FINANCIAL, INC.	SANTA CLARA	2	Finance	32		\$15,796	30%
K.F. HOWELL ELECTRIC, INC.	SANTA CLARA	2	Construction	82		\$50,726	43%
K-1 PACKAGING GROUP	LOS ANGELES	2	Manufacturing	32		\$93,241	100%
K-1 PACKAGING GROUP	LOS ANGELES	2	Manufacturing	49		\$46,453	34%
KERN COMMUNITY COLLEGE DISTRICT	KERN	6	Various	150		\$80,750	100%
KLASSEN CORPORATION	KERN	2	Construction	52		\$31,041	41%
LIMONEIRA COMPANY	MULTI COUNTIES	3	Agriculture	56		\$41,126	100%
LOCKHEED MARTIN AERONAUTICS COMPANY	LOS ANGELES	5	Manufacturing	390		\$175,142	100%
LOS ALAMITOS MEDICAL CENTER	LOS ANGELES	5	Health	119		\$74,564	100%
LOS ANGELES PACIFIC COLLEGE	LOS ANGELES	6	Various	42	13	\$127,166	100%
MANAGED CARE SYSTEMS, L.P.	KERN	3	Services	0		\$0	0%
MANAGED MOBILE, INC.	ORANGE	1	Services	22		\$16,500	17%
MARTEK POWER INCORPORATED	LOS ANGELES	5	Manufacturing	16		\$15,330	9%
MC ELECTRONICS, INC.	SAN BENITO	2	Manufacturing	47		\$17,797	15%
MCBAIN INSTRUMENTS, A LIMITED PARTNERSHIP	LOS ANGELES	1	Manufacturing	28		\$46,800	64%
MCLANE FOODSERVICE, INC.	RIVERSIDE	5	Transportation	39		\$27,132	54%
MEANS ENGINEERING, INC.	SAN DIEGO	1	Manufacturing	20		\$12,109	6%
MELLANO ENTERPRISES, INC.	MULTI COUNTIES	2	Agriculture	11		\$18,751	90%
MI RANCHO TORTILLA, INC.	FRESNO	2	Manufacturing	26		\$25,900	22%
MI RANCHO TORTILLA, INC.	FRESNO	2	Manufacturing	33		\$44,463	36%
MICRO DENTAL LABORATORIES	ALAMEDA	4	Manufacturing	109		\$92,610	37%
MIKE'S MICRO PARTS, INCORPORATED	LOS ANGELES	1	Manufacturing	14		\$28,104	31%
MILLERCOORS LLC	LOS ANGELES	5	Manufacturing	166		\$145,326	100%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
MISSION BELL MFG. CO., INC.	MULTI COUNTIES	3	Manufacturing	0		\$0	0%
MONARCH FORD	TULARE	1	Services	1		\$429	1%
MONOGRAM AEROSPACE FASTENERS	LOS ANGELES	5	Manufacturing	126		\$125,825	100%
MPC INDUSTRIAL PRODUCTS, INC. DBA MPC INDUSTRIES, INC.	ORANGE	2	Manufacturing	22		\$23,821	74%
MUIR-CHASE PLUMBING CO., INC.	LOS ANGELES	2	Construction	53		\$29,419	13%
MUSCO OLIVE PRODUCTS DBA MUSCO FAMILY OLIVE COMPANY	SAN JOAQUIN	3	Manufacturing	0		\$0	0%
NAPA VALLEY COLLEGE SMALL BUSINESS DEVELOPMENT CENTER	NAPA	6	Various	8		\$6,255	40%
NATIONAL OILWELL VARCO, L.P.	ORANGE	5	Manufacturing	92		\$96,226	100%
NATIVE TRAILS, INC.	SAN LUIS OBISPO	1	Manufacturing	16		\$7,995	5%
NEMAT MANAGEMENT GROUP	MADERA	1	Manufacturing	26		\$39,000	27%
NEXBIO, INCORPORATED	SAN DIEGO	1	High Tech	0		\$0	0%
NEXT INTENT, INC.	SAN LUIS OBISPO	1	Manufacturing	24		\$22,932	31%
NHK LABORATORIES, INC.	LOS ANGELES	2	Manufacturing	24		\$26,910	22%
NORTHERN CENTRAL DISTRIBUTING, INC.	FRESNO	1	Trade	31		\$33,923	17%
NUANCE COMMUNICATIONS, INC.	SANTA CLARA	5	High Tech	22		\$20,592	57%
NULAUD FOODS, INC.	SAN JOAQUIN	2	Manufacturing	54		\$46,644	100%
OUTSOURCE TESTING INC.	LOS ANGELES	1	High Tech	0		\$0	0%
OWENS DESIGN INCORPORATED	ALAMEDA	1	Manufacturing	42		\$47,840	64%
P2S ENGINEERING, INC.	LOS ANGELES	2	High Tech	66		\$44,525	60%
PARKER HANNIFIN CORPORATION DBA PARKER AEROSPACE	ORANGE	5	Manufacturing	24		\$33,984	11%
PEBBLE BEACH COMPANY	MONTEREY	5	Services	3		\$1,574	2%
PERFORMANCE COMPOSITES, INC.	LOS ANGELES	1	Manufacturing	41		\$31,741	42%
PERKINELMER HOLDINGS, INC. DBA PERKINELMER MEDICAL IMAGING	SANTA CLARA	5	Manufacturing	68		\$74,844	100%
PERRIN BERNARD SUPOWITZ, INC. DBA THE INDIVIDUAL GROUP	LOS ANGELES	3	Services	188		\$174,213	100%
PICOSYS INCORPORATED DBA INVENIOS, INC.	SANTA BARBARA	2	Manufacturing	3		\$2,015	1%
PLATINUM ENGINEERING SOLUTIONS INC.	MADERA	1	High Tech	7		\$7,735	5%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
PREFERRED MANUFACTURING SERVICES INC.	EL DORADO	2	Manufacturing	25		\$12,499	100%
PREMIER COATINGS INC. DBA PREMIER FINISHING	SAN JOAQUIN	2	Manufacturing	85		\$74,178	35%
PRIME HEALTHCARE SERVICES - SAN DIMAS, LLC DBA SAN DIMAS COMMUNITY HOSPITAL	LOS ANGELES	5	Health	109		\$126,670	100%
PROFORMANCE MANUFACTURING, INC.	RIVERSIDE	1	Manufacturing	7		\$5,963	9%
PROGRESSIVE CASUALTY INSURANCE COMPANY	SACRAMENTO	5	Finance	95		\$80,504	100%
QUANTUM HEALTH INC. DBA PROMISE HOSPITAL OF SAN DIEGO	SAN DIEGO	5	Health	28		\$95,008	100%
RAINTREE ADVANCED MANAGEMENT CORPORATION	LOS ANGELES	1	High Tech	0		\$0	0%
RAYTHEON COMPANY	MULTI COUNTIES	5	Manufacturing	425		\$245,535	100%
RBF CONSULTING	MULTI COUNTIES	5	High Tech Services	55		\$35,736	14%
REVOLUTION FOODS, INC.	MULTI COUNTIES	4	Manufacturing	0		\$0	0%
RINA ACCOUNTANCY CORPORATION	MULTI COUNTIES	2	Finance	33		\$20,041	8%
RIVIERA INC. DBA THE ENTERPRISE U	MULTI COUNTIES	6	Various	116		\$78,245	100%
ROCKET SCIENCE CONSULTING CORP.	MULTI COUNTIES	1	High Tech	29		\$18,844	27%
SACRAMENTO AREA ELECTRICAL WORKERS JATT	SACRAMENTO	6	Construction	31		\$26,041	76%
SAN FRANCISCO ELECTRICAL JOINT APPRENTICESHIP AND TRAINING COMMITTEE	SAN FRANCISCO	6	Construction	27		\$21,875	100%
SANTA MONICA CHAMBER OF COMMERCE	LOS ANGELES	6	Various	11		\$2,256	5%
SENIOR AEROSPACE SSP- A DIVISION OF SENIOR OPERATIONS LLC	LOS ANGELES	5	Manufacturing	164		\$162,000	100%
SHLEMMER+ALGAZE+ASSOCIATES INTERIORS & ARCHITECTURE, INC.	MULTI COUNTIES	2	High Tech	75		\$73,810	40%
SKY ONE, INC. DBA VERTEX CHINA	LOS ANGELES	1	Manufacturing	13		\$23,801	76%
SOCIAL IMPRINTS, LLC	SAN FRANCISCO	1	Manufacturing	6		\$9,360	8%
SOLYNDRA LLC	ALAMEDA	5	Manufacturing	0		\$0	0%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
SOUTHERN CALIFORNIA ROOFERS AND WATERPROOFERS JOINT APPRENTICESHIP AND TRAINING COMMITTEE	MULTI COUNTIES	6	Construction	283		\$142,153	100%
STAFFORD-KING-WIESE ARCHITECTS	MULTI COUNTIES	2	High Tech	23		\$14,136	19%
STANFORD MEDICAL BILLING SERVICES, INC	FRESNO	1	Services	19		\$25,078	35%
STEWART & JASPER ORCHARDS	STANISLAUS	3	Manufacturing	62		\$34,038	35%
STRATEGIC MECHANICAL, INC.	FRESNO	2	Construction	12		\$10,798	20%
SUCCESSFACTORS, INC.	SAN MATEO	5	High Tech	0		\$0	0%
SUPER STORAGE MANAGEMENT, LLC	MULTI COUNTIES	2	Services	14		\$9,460	13%
SURFACEINK CORPORATION	SANTA CLARA	2	High Tech	36		\$43,823	65%
SVM MACHINING, INC.	ALAMEDA	1	Manufacturing	25		\$19,348	39%
T & T SOLUTIONS, INC.	LOS ANGELES	2	High Tech	10		\$20,800	10%
T L MACHINE, INC.	ORANGE	2	Manufacturing	23		\$17,580	5%
T/Q SYSTEMS INC.	ORANGE	1	Manufacturing	17		\$49,400	44%
TAIT AND ASSOCIATES, INC.	ORANGE	3	High Tech	53		\$42,709	59%
TECHMER PM, LLC	LOS ANGELES	4	Manufacturing	57		\$61,463	82%
TECHNICAL METAL FINISHING CO., INC.	LOS ANGELES	1	Manufacturing	23		\$20,416	41%
TECHNOLOGY ASSOCIATION OF AMERICA, INC. DBA TECHAMERIICA	MULTI COUNTIES	6	Various	263		\$373,132	100%
TERMINAL FREEZERS, LLC	MULTI COUNTIES	3	Transportation	55		\$48,958	20%
THE BROWNIE BAKER, INC.	FRESNO	1	Manufacturing	30		\$6,240	21%
THE LYMAN GROUP INC.	SACRAMENTO	2	Manufacturing	43		\$23,908	100%
THE PRECISION COIL SPRING COMPANY	LOS ANGELES	2	Manufacturing	15		\$28,080	8%
THE WARDEN'S OFFICE, INC.	STANISLAUS	1	Trade - Retail	30		\$17,504	51%
THREE SONS, INC. DBA AMERICAN MEAT COMPANY	LOS ANGELES	3	Manufacturing	33		\$29,799	8%
TIMCO/CAL RF, INC.	LOS ANGELES	1	Manufacturing	17		\$11,339	15%
TLD DISTRIBUTION CO., LLC DBA TLD DISTRIBUTION COMPANY	MULTI COUNTIES	3	Trade	53		\$63,600	84%
TOROSIAN & WALTER, LLP	FRESNO	1	Finance	29		\$31,900	100%
TRIM-LOK INC.	ORANGE	3	Manufacturing	103		\$63,369	39%
TROY COMMUNICATIONS	SACRAMENTO	1	Communication	1		\$312	1%
TSD ENGINEERING, INC.	SACRAMENTO	1	High Tech	5		\$3,679	1%

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

Completed Core Contracts in FY 2011-12

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
TURNER CONSTRUCTION COMPANY	MULTI COUNTIES	5	Construction	36		\$20,371	100%
U.S. FOODSERVICE, INC.	ALAMEDA	5	Transportation	118		\$110,880	100%
ULTIMATE FORMULATIONS INC. DBA BEST FORMULATIONS	LOS ANGELES	3	Manufacturing	57		\$62,546	100%
VAN DORPE CHOU ASSOCIATES, INC.	ORANGE	1	High Tech	31		\$32,760	50%
VERSA PRODUCTS DBA VERSATABLES.COM	LOS ANGELES	1	Manufacturing	23		\$23,400	32%
VISTA HEALTHCARE, LLC DBA VISTA HOSPITAL OF SOUTH BAY	LOS ANGELES	5	Health	0		\$0	0%
VITAS HEALTHCARE CORPORATION OF CALIFORNIA	MULTI COUNTIES	5	Health	247		\$204,206	100%
VITEK INDUSTRIAL VIDEO PRODUCTS, INC.	LOS ANGELES	1	Manufacturing	14		\$7,800	19%
VOLUSION, INC.	VENTURA	2	Trans/Communication	0		\$0	0%
W MACHINE WORKS, INC.	LOS ANGELES	2	Manufacturing	29		\$32,695	100%
WALGREEN CO.	YOLO	5	Transportation	20		\$9,513	20%
WEST COVINA CHAMBER OF COMMERCE	MULTI COUNTIES	6	Various	0	6	\$32,963	66%
WESTSTAR TRANSPORTATION, INC.	KERN	2	Transportation	50		\$49,686	20%
WHITTIER CHAMBER OF COMMERCE	LOS ANGELES	6	Various	1		\$282	2%
WIGHTMAN ENGINEERING SERVICES, INCORPORATED	SANTA CLARA	1	Manufacturing	4		\$1,752	2%
WINSLOW AUTOMATION, INC.	SANTA CLARA	2	Manufacturing	47		\$22,751	100%
WOLFE VIDEO LLC	SANTA CLARA	1	Manufacturing	9		\$14,040	28%
XYZ GRAPHICS, INC.	MULTI COUNTIES	2	Manufacturing	13		\$15,730	8%
YAHOO! INC.	MULTI COUNTIES	5	High Tech	348		\$211,953	100%
YU STRANDBERG ENGINEERING, INC.	ALAMEDA	1	High Tech	12		\$8,667	5%
225 Contracts				13,972	195	\$13,633,646	

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

Completed Alternative Funding Contracts in FY 11/12

APPENDIX B-4

Contractor Name	County	Business Size**	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
ADEPT TECHNOLOGY INC.	ALAMEDA	3	Manufacturing	87		\$68,801	48%
AMERICA AT WORK, INC	MULTI COUNTIES	6	Construction	186		\$124,889	77%
APPLIED MATERIALS, INC.	SANTA CLARA	5	Manufacturing	705		\$411,642	100%
APPRENTICE & JOURNEYMEN TRAINING TRUST FUND OF THE SOUTHERN CA PLUMBING & PIPING INDUSTRY	MULTI COUNTIES	6	Construction		70	\$33,505	95%
ATLAS WASTE MANAGEMENT, INC. DBA API WASTE SERVICES	SAN LUIS OBISPO	1	Services	10		\$15,951	85%
CALIFORNIA AND NEVADA LABOR MANAGEMENT COOPERATION TRUST	MULTI COUNTIES	6	Construction	204	89	\$401,768	98%
CALIFORNIA BUILDING PERFORMANCE CONTRACTORS ASSOCIATION	MULTI COUNTIES	6	Construction	202		\$411,777	100%
CALIFORNIA LABOR FEDERATION, AFL-CIO	MULTI COUNTIES	6	Construction	161	1,604	\$674,503	99%
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION	MULTI COUNTIES	6	Various	141		\$367,006	66%
CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING	MULTI COUNTIES	6	Manufacturing	124		\$165,627	79%
CHABOT-LAS POSITAS COMMUNITY COLLEGE DISTRICT	ALAMEDA	6	Various	57		\$29,563	100%
CLIPPER WINDPOWER, INC.	SANTA BARBARA	5	Manufacturing	87		\$142,560	100%
CONSOL	SAN JOAQUIN	1	Services	40		\$40,316	97%
EFFICIENCY FIRST, INC.	MULTI COUNTIES	6	Various	105	0	\$137,403	53%
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)	MULTI COUNTIES	6	Manufacturing	352		\$388,271	95%
ELECTRIC VEHICLES INTERNATIONAL, L.L.C.	SAN JOAQUIN	2	Manufacturing	25		\$128,128	26%
FARMWORKER INSTITUTE OF EDUCATION AND LEADERSHIP DEVELOPMENT	MULTI COUNTIES	6	Construction		130	\$398,332	77%
GREEN PLUMBERS TRAINING & ACCREDITATION	MULTI COUNTIES	6	Construction	255	48	\$173,686	63%
GREEN PLUMBERS TRAINING & ACCREDITATION	MULTI COUNTIES	6	Construction	138	109	\$162,710	49%
GREEN STRUCTURES ASSOCIATION OF CALIFORNIA, L.L.C.	MULTI COUNTIES	6	Various	20		\$18,709	15%
HOME ENERGY SYSTEMS, INC.	SAN DIEGO	1	Services	6		\$12,472	47%
J.L.S. ENVIRONMENTAL SERVICES, INC.	PLACER	2	Services	31		\$74,477	99%
KS INDUSTRIES, L.P.	KERN	5	Construction	161		\$227,592	55%
MENDOCINO SOLAR SERVICE	MENDOCINO	1	Construction	5		\$11,841	65%
NORTHERN CALIFORNIA SOLAR ENERGY ASSOCIATION, INC.	MULTI COUNTIES	6	Various	30		\$36,696	71%
SANTA MONICA COMMUNITY COLLEGE DISTRICT	LOS ANGELES	6	Construction	151	0	\$176,810	100%
SCALED COMPOSITES, L.L.C.	KERN	4	Manufacturing	38		\$36,126	62%

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

Completed Alternative Funding Contracts in FY 11/12

APPENDIX B-4

Contractor Name	County	Business Size**	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
SHASTA TEHAMA TRINITY JOINT COMMUNITY COLLEGE DISTRICT	SHASTA	6	Construction	1	48	\$80,581	90%
SOLYNDRA LLC	ALAMEDA	5	Manufacturing	0		\$0	0%
SOUTHERN CALIFORNIA PAINTING AND DRYWALL APPRENTICESHIP TRAINING TRUST	MULTI COUNTIES	6	Construction	278	71	\$137,678	71%
THE PARENTS OF WATTS WORKING WITH YOUTHS AND ADULTS INC.	LOS ANGELES	6	Various		24	\$74,525	100%
WEST VALLEY-MISSION COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various		84	\$131,368	68%
32 Contracts				3,600	2,277	\$5,295,313	

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

TERMINATED CONTRACTS

In the report year, 19 contracts terminated prior to completion (15 in Core funding and 4 in Alternative funding) of the contract term. In the majority of these cases, training never began. The most often-cited reason for termination was the economic downturn. The Panel initially approved \$1,856,209 to fund these contracts, encumbering and subsequently disencumbering 68 percent of the approved amount in the report year.

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

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
DECORE-ATIVE SPECIALTIES, INC.	Economic Downturn	\$108,000	50	Manufacturing	Los Angeles
DELUXE DIGITAL STUDIOS	Needs to reevaluate its training priorities due to the acquisition of a new subsidiary	\$99,828	59	Other	Los Angeles
FIRST FINANCIAL PLANNING CORPORATION DBA WESTERN FINANCIAL PLANNING CORPORATION	Reason unknown	\$39,600	40	Finance	San Diego
INTEGRATED ADVANTAGE, INC.	Lack of training activity	\$7,800	5	Services	Fresno
INTERNATIONAL RECTIFIER CORP.	Unable to meet contract requirements	\$99,000	100	Manufacturing	Los Angeles
JERICO FIRE PROTECTION COMPANY, INC.	Economic Downturn	\$46,800	30	Services	Fresno
K&K OFFICE ACCOUNTS DBA KARAHADIAN DENTAL	Lost a manager; not enough time to train	\$8,800	10	Services	Fresno
ONCORE MANUFACTURING, LLC	Lack of training activity	\$15,300	17	Manufacturing	Multi Counties
PINNACLE TELECOMUNICATIONS , INC.	Difficulty enrolling trainees	\$48,880	47	Services	Placer
RECHIN, INC. DBA TOTAL CONCEPTS	Lack of training activity and company interest	\$22,440	17	Construction	Sonoma

APPENDIX C-1

Contractor Name	Reason for Termination	Funding Amount	No. of Trainees	Industry	County
REGIONAL HISPANIC CHAMBER OF COMMERCE	Economic Downturn	\$213,398	238	Manufacturing	Multi Counties
RICKARD SPECIALTY METALS & ENGINEERING	Increased business does not allow time for training	\$14,040	9	Manufacturing	San Bernardino
TERRA UNIVERSAL, INC.	Reason unknown	\$63,504	49	Manufacturing	Orange
TRUE POSITION TECHNOLOGIES, INC.	Lack of training activity	\$140,760	92	Manufacturing	Los Angeles
Vision Quest Industries Inc. dba VQ OrthoCare	Economic Downturn	\$133,650	135	Manufacturing	Orange

Total:	\$1,061,800	898			
---------------	--------------------	------------	--	--	--

Terminated Alternative Funding Contracts					
Contractor Name	Reason for Termination	Funding Amount	No. of Trainees	Industry	County
BLUWAYS USA, INC.	Economic Downturn	\$453,600	126	Manufacturing	San Diego
INTERMOTIVE INC.	Change in business plan; unable to meet Alternative Funding requirements	\$33,280	16	Manufacturing	Placer
SANTA MONICA CHAMBER OF COMMERCE	Participating employers aren't providing training paperwork	\$149,129	197	Manufacturing	Los Angeles
TEREX UTILITIES, INC.	Lost contractor rep.; time constraints	\$158,400	44	Other	Multi Counties

Total:	\$794,409	383			
---------------	------------------	------------	--	--	--

The Annual Report was prepared by the Planning and Research Unit staff:
Tara Armstrong, John Bohart, Mario Maslac, Renee Pierce, Alana Sanchez, John
Saunders, Sandra Trujillo-Graham 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.

<http://www.etp.ca.gov>