

**EMPLOYMENT
TRAINING
PANEL**



THE EMPLOYMENT TRAINING PANEL

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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

Overview 5
Contract Activity 6
Key Actions and Accomplishments 9
Pilot and Special Training Programs 11
Information Technology Modernization 13
Planning for the Future 14

APPENDICES

APPROPRIATIONS AND EXPENDITURES A-1

CORE CONTRACTS APPROVED IN HUA A-2

COMPLETED CONTRACTS:

COMPLETED CONTRACT DATA..... B-1

CHARACTERISTICS OF TRAINEES..... B-2

COMPLETED CORE CONTRACT LISTING B-3

COMPLETED ALTERNATIVE FUNDING CONTRACT LISTING.... B-4

TERMINATED CONTRACTS C-1

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. By 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, and meet monthly to review and approve training contracts in accordance with statutory standards for eligibility and performance. (Standard training contract terms are twenty-four months, during which ETP monitors performance.)

A Brief History – ETP was created in 1982 with the mandate of addressing the large displacement of workers resulting from a series of plant closures – by moving the unemployed quickly into jobs, and saving jobs of workers threatened with displacement. Though the program has expanded to benefit the overall California economy, the Panel continues to operate under its initial legislative mandate to promote a healthy labor market, with an emphasis on helping businesses overcome the challenge of out-of-state and international competition. The Panel is successful because its program responds to changes in economic conditions and workforce needs. For three decades, the Panel has supported California's workers and employers, providing over \$1.2 billion for the successful training and employment retention 881,621 workers employed by over 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 fund ETP and its training programs. Thus, ETP does not use State General Funds to fund its core program.

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

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

Alternative Funding – ETP maintains vital partnerships which provide ETP with alternative sources of funding. In Fiscal Year (FY) 2012-13, ETP received alternative funding from the California Energy Commission (CEC) and 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 –

- The Critical Proposal Healthcare – Job Creation Initiative allowed ETP to extend its outreach in the healthcare industry in FY 2012-13, targeting newly-hired nurses and allied healthcare 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 ARFVTP workforce training in FY 2009-10)

See previous Annual Reports for other Alternative Funding Sources and Programs. 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 2012-13 (July 1, 2012 through June 30, 2013). Because most ETP contracts cover a span of twenty-four months (small business contracts may be 12 months), this report includes:

- The report year’s activities and contracts approved;
- Contracts approved in prior years and completed during FY 2012-13;
- 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 (HUAs); completed contract data; participant demographic data, and; information on contracts terminated during the report year.

THE YEAR IN REVIEW

OVERVIEW

In Fiscal Year (FY) 2012-13, 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 maximized its limited funds.

In FY 2012-13 the Panel prioritized:

- Job creation projects;
- Projects with a demonstrated investment in California's economy;
- Critical Proposals; and,
- Small business projects

The Panel also prioritized key industries critical to the state's economy. In FY 2012-13 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, supporting apprenticeship programs, 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.

CONTRACT ACTIVITY

In FY 2012-13, the Panel approved nearly \$67 million (core and alternative-funded programs) to provide training to more than 69,000 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 852 core training contracts. These included: a) 346 new agreements approved in the report year; b) 220 contracts approved in prior years, which were completed in FY 2012-13; and c) 286 contracts approved prior to FY 2012-13, 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	346	220	286	852
Trainees	62,390	22,059	65,930	150,379

a) New Approved Core Contracts

A total of 346 core contracts were approved in FY 2012-13 to train more than 62,000 trainees. This increased by one contract from last year. Subsequently, after deducting administrative costs, pro rata, and prior year liabilities, ETP was left with nearly \$29 million, (compared to \$27 million in the prior year) to fund new training contracts.

b) Completed Core Contracts

A total of 220 contracts approved in the prior year, were completed, providing assistance to 2,009 employers for the training and employment retention of more than 22,000 workers, at an average cost of \$1,125 per trainee.

- 66 percent of ETP funds went to manufacturing, healthcare service, and high-technology service sectors.
- The breakdown for Small Business served by the Panel indicates:
 - 72 percent of all businesses employed 250 or fewer workers;
 - 55 percent of all businesses employed 100 or fewer workers;
 - 39 percent of all businesses employed 50 or fewer workers; and,
 - 20 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 \$16.35 an hour. (The average New Hire wage decreased by 40% due to the comparison of last year

which had one contact which had an unusually high proportion of New Hire trainees placed with uncommonly high wages that skewed the comparison, this year is back on the average over the last 5 years). The average post-retention wage for incumbent workers (retrainees) averaged \$31.32 an hour. The average retrainee wage decreased by 1.94 percent from 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 2012-13 appendix may identify industries served in those contracts, many of those contracts also supported green/clean technology across various industry sectors.)

b) Ongoing Core Contracts

A total of 286 contracts approved prior to FY 2012-13 were still active and ongoing at the end of the fiscal year, including training for 65,930 workers.

2. Alternative Funding Contract Activity

During the report year, ETP staff administered 100 alternative-funded training contracts. These included: a) 6 new agreements approved in the report year; b) 53 contracts approved in prior years, which were completed in FY 2012-13; and c) 41 contracts approved prior to FY 2012-13, 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	6	53	41	100
Trainees	6,586	9,304	3,309	19,199

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 2012-13, the Panel approved the implementation of a new Critical Proposal 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 2012-13 project totals:

Alternatively-Funded Training Programs		
	ARFVTP (AB 118)	Critical Proposal Healthcare Job Creation Initiative (WIA)
Approved Funding	\$3,090,298	\$560,000
Approved Contracts	4	2
Workers to Train	5,931	655
<i>See Appendix A-1 for training program descriptions</i>		

b) *Completed Alternative Funding Contracts*

A total of 53 contracts approved in the prior year, were completed, resulting in the training of 9,304 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 41 contracts approved prior to FY 2012-13 were still active at the end of the fiscal year, targeting training for 3,309 workers.

KEY ACTIONS AND ACCOMPLISHMENTS

In FY 2012-13, ETP successfully met key program goals and objectives for the report year. Following are highlights from ETP's core program:

- **Priority Industries:** Ninety 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-Biz³ in a comprehensive effort to attract, expand, and retain California businesses. In ETP's core and alternative-funded programs, ETP considered critical proposals, new hire contracts, and job creation as economic development. In total funding for these items, 7,828 new jobs were approved in FY 2012-13:
 - Critical Proposals
 - Core: \$439,500 was approved for 1 critical proposal to provide training to 158 workers. (this contracts is also included the Retrainee-Job Creation component - included in the count below).
 - Alternative Funding: under the 'Critical Proposal - Healthcare -Retrainee Job Creation Initiative' \$560,000 was approved for 2 critical proposals to provide training to 655 workers.
 - New Hire
 - Core: Nine New Hire projects were approved, planning to create 1,227 new jobs.
 - Job Creation
 - Retrainee Job Creation Initiative Core: Under this initiative 128 contracts, totaling over \$25 million, were approved to create 5,946 new jobs for \$9,235,962 in Job Creation jobs only.
 - Critical Proposal – Healthcare -Retrainee Job Creation Initiative: See - Critical Proposal Alternative Funding section above
- **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 \$17 million in core funds for more than 17,000 trainees (Specifically, the San Joaquin Valley, which is within the Central Valley, ETP served 71 contracts in which all or a portion of the trainees were located in the San Joaquin Valley training over 11,000 trainees with over \$10 million in contract value).

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.

- **Direct Contracts with Small Business:** The Panel approved 119 new Core direct contracts with small businesses of 100 or fewer employees and 250 or fewer employees worldwide.
- **Green Technology/Industries:** 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.
 - Core Funding: the Panel *approved* 26 core funding agreements in the amount of \$7,058,818 to train 5,578 workers in “green-clean” related projects. (Note: 10 contracts were Apprenticeship projects.)
 - Alternative Funding: Under our alternative funding programs the Panel *approved* 4 agreements in the amount of \$3,090,298 to train 5,931 trainees under the ARFVTP (AB 118).
- **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 \$27 million for CTE related projects to train 23,800 workers.
- **Healthcare:** The Panel continued its support for healthcare training, approving over \$6.3 million in core program funds for the training of 3,320 nurses and 1,409 workers for positions in healthcare-related fields, such as medical office administrators, medical billing technicians, lab technicians and medical assistants. There were 2 Alternative Funding contracts under the Critical Proposal –Healthcare Retrainee Job Creation program, approved for \$560,000 to train 655 workers.
- **High Unemployment Area (HUA):** The Panel targets HUAs⁴ of the state to support training for workers in regions with lagging economies and unemployment rates higher than the state average. During the report year, over \$20 million in training funds was approved for 170 contracts that served HUAs, providing training for over 21,000 workers.
([See Appendix A-2](#): “Core Contracts Approved in HUA”.)

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 response to Administrative and Legislative priorities, the Panel implements Pilot Programs to test new training models that support California's changing workforce needs:

- **Job Creation:** In FY 2012-13, ETP continued to support job creation. Projects demonstrating investment in California's economy, including critical proposals developed in conjunction with the Governor's Office of Business and Economic Development (GO-Biz) were the Panel's highest priority. The Panel also prioritized projects developed under the "Retrainee – Job Creation" guidelines, which demonstrated a strong link to job creation and business expansion. 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:** In FY 2012-13, ETP continued to support its Healthcare-Job Creation Initiative through an allocation of Workforce Investment Act Discretionary Funds made available from California's Labor and Workforce Development Agency. The Healthcare-Job Creation Initiative exclusively targets newly hired nurses and allied healthcare professionals at non-profit hospitals and medical centers in need of workforce training due to business expansion. This Initiative is helping to fill a skills gap by serving a segment of the healthcare industry which is ineligible for funding under ETP's core program dollars.
- **Apprenticeship Training Pilot Program:** Approved in FY 2011-12, ETP's Apprenticeship Training Pilot Program was developed in response to the steady decline of state funds dedicated to the related and supplemental instruction (RSI) portion of an apprenticeship curriculum. With input from key stakeholders, including the labor and apprenticeship community, ETP developed a model for apprenticeship training which supplements the cost of classroom training (RSI). ETP recognizes apprenticeship training as a unique and valuable component to the development of a strong workforce. The pilot program is helping to fill the funding gap between state reimbursement and the actual cost of delivering the RSI portion of apprenticeship training by offsetting the hourly cost of classroom training.
- **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 continues to support of veterans returning to California's civilian workforce. The Panel serves veterans and members of the National Guard among its training populations, and prioritizes training for veterans. ETP's veteran training program helps 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. 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 has a mandate to examine and address areas impacting Veterans, including employment. ETP participates on the Interagency Council on Veterans. ETP continues to prioritize training for veterans and increase outreach to veteran’s organizations.

- **Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP):**
In FY 2012-13, 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 supporting 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 fostering the development of alternative and renewable fuel technologies and low emission renewable fuel vehicles.

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

INFORMATION TECHNOLOGY MODERNIZATION

ETP is in the process of purchasing and building a new system to better meet the needs of the agency and its customers, combining multiple functions of the current internet, intranet, and ETP's Management Information Systems. The new system, California Workforce Services Network (CWSN), will enable ETP to more efficiently provide its services, improve ETP's overall fiscal and accounting processes, improve data collection and reporting, provide greater flexibility within the application and contracting processes, improve ETP's online processes, and automate more of the contracting process. CWSN's projected implementation date is early 2014.

ETP will also continue to plan and implement the modernization of its IT infrastructure in accordance with the state mandated consolidation effort (server consolidation, internal network infrastructure refresh, application consolidation).

PLANNING FOR THE FUTURE

In response to California's slow economic recovery, 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 2012-13, ETP received a Budget Act appropriation of \$44.4 million. Given the prior-year reduced ETT collection, the conservative ETF revenue collection projection for FY 2012-13 was set at \$48.1 million. The actual ETF revenue collection of \$52.5 million tracked higher than the budget authorization 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 \$29 million to fund new core training contracts in FY 2012-13. The Panel expended all of these available new training funds by its June 2013 Panel meeting.

CORE FUNDING - Appropriation and Expenditure Report FY 2012-13

Employment Training Fund (ETF)	\$49,699,817
EDD Tax Branch (ETT Collection)	-\$5,304,824
Total Appropriation to ETP:	\$44,394,993

ETP:

Appropriation to ETP	\$44,394,993
Reinvested Funds	\$4,833,589
Total Amount Available Fiscal Year 2012-13:	\$49,228,582

ETP Expenditures:

Program Administration	-\$8,128,247
EDD Support	-\$375,233
Other Pro Rata	\$0
State Controller's Office (SCO)	-\$275,000
Automated Collection Enhancement System (ACES)	-\$76,000
Marketing and Research	\$0
Program Funds:	
Prior Year Contract Liabilities	-\$11,375,540
New Training Contracts	-\$28,998,562
Total Expenditures:	\$49,228,582

The resulting total of \$49.2 million available for core funding in FY 2012-13 was allocated by the Panel as follows:

- **Program Funds:** The Panel encumbered all \$49.2 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 \$29 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 \$8.9 million was spent for program administration costs, including EDD support, SCO, and ACES.
- **Marketing and Research:** ETP did not contract with any outside firms for marketing and research services in FY 2012-13 in an effort to conserve the ETF revenues. ETP utilized in-house staff to maintain existing marketing activities.
- **Pro Rata:** ETP did not incur any Pro Rata costs. Pro Rata costs are for services provided by departments and agencies such as the State Controller's Office and the Department of Finance.

B. NEW CORE TRAINING CONTRACT APPROVALS

In FY 2012-13, nearly \$29 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, the Panel approved close to \$63 million in total contract amount in FY 2012-13 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 97 percent of funds were targeted for retraining, with 3 percent going for the training of unemployed workers. (Retrainees represented 99 percent of the trainee population, and new hires 1 percent.)

FY 2012-13 CORE FUNDING COMMITMENTS	Total
Approved Training Projects	346
Total Approved Funding*	\$63 million
Workers Targeted for Training	62,390
Average Cost per Trainee**	\$1,005

*\$29 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 \$4,137; for retrainees it was \$984.

Core training was targeted to the state's key industries and the percentage of ETP approved funding to those industries:

- Manufacturing (45%)
- Construction (13%)
- Services (27%)
 - i. Healthcare
 - ii. High-Technology
 - iii. Other Services
- Other (Agriculture, Finance, Trade, Transportation) (15%)

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, beginning in FY 2009-10 and each year thereafter, ETP has continued to receive alternative funding aimed at training workers for jobs emerging in the recovering economy. The [FY 2012-13](#) 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:

Critical Proposal Healthcare – Job Creation Initiative	Allocation: \$560,000
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The Critical Proposal Healthcare - Job Creation Initiative became effective in FY 2012-13. ETP received a \$560,000 allocation of WIA Discretionary funds from the LWDA. Funds were used for Critical Proposals developed in conjunction with Go-Biz for a Healthcare-Job Creation Initiative targeting newly-hired nurses, allied health professionals, and other occupations associated with a business expansion or new location and employed by non-profit entities that would normally be ineligible for ETP funding. Training will focus on Medical Skills (MS) training (Didactic and/or Clinical Preceptor), or other types of training such as Computer Skills, Continuous Improvement, Business or Commercial Skills, consistent with the training needs of the occupation. By the end of FY 2012-13, ETP approved \$560,000 to train 655 workers in 2 contracts.

Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP)	Allocation: \$0
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In 2007, ARFVTP was created under AB 118 – with the goal of transforming California's fuel and vehicle types to meet the state's climate change policies. The ARFVTP is administered by the CEC. ETP partnered 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 objective 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. This IA has provided ETP close to \$10.3 million to provide services and support related to the ARFVTP. (See the funding table below.)

	Training	Admin	Total
FY 2009-10	\$4,500,000	\$500,000	\$5,000,000
FY 2010-11	\$900,000	\$100,000	\$1,000,000
FY 2011-12	\$3,852,000	\$428,000	\$4,280,000
FY 2012-13	\$0	\$0	\$0
Totals	\$9,252,000	\$1,028,000	\$10,280,000

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

In FY 2012-13, ETP did not receive new funding from the CEC since \$4.2 million was still available in unspent funds from prior years. Instead, ETP received \$3.0 million in reimbursable authority via Section 28.50. Although \$4.2 million was available, the \$3.0 million total funding, was based on ETP's average expenditures of ARFVTP funds over the past three fiscal years.

Also, to support the ARFVTP on an ongoing basis, ETP submitted and received BCP approval for \$3.0 million in on-going reimbursable budget authority to begin in FY 2013-14.

In FY 2012-13, the Panel approved \$3,090,298 to train 5,931 workers in 4 contracts. ETP also closed 8 contracts as their terms naturally ended which earned a total of \$3,029,139 with 3,388 trainees meeting the job retention requirements. By the end of FY 2012-13, there were 11 active ARFVTP contracts. (See the table below for a breakdown of approved, active, closed, and terminated contracts.)

	Approved	Active	Closed	Terminated
FY 2009-10	5	0	2	3
FY 2010-11	10	0	8	2
FY 2011-12	7	7	0	0
FY 2012-13	4	4	0	0
Totals	26	11	10	5*

**contracts were terminated at the contractor's request*

Since the ARFVTP began in FY 2009-10 through the end of FY 2012-13, ETP has approved a total of \$10.3 million to train 12,572 workers under 26 approved contracts. A total of \$374,521.17 has been expended in total administrative costs.

**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ABLE PEST CONTROL INC.	Los Angeles	Services	\$13,024	14
ACADEMYX, INC.	Multi Counties	Multimedia/ Entertainment, Communication, Services, Technology/IT, Manufacturing	\$38,056	62
ACM TECHNOLOGIES, INC.	Riverside	Wholesale Trade/Distribution, Services, Warehousing	\$58,300	64
ADVANCE DATA COMMUNICATIONS, INCORPORATED	San Joaquin	Construction	\$6,240	6
ADVANCED HOME ENERGY, INC.	Contra Costa	Services Construction, Engineering,	\$49,920	40
AFC TRIDENT INC.	San Bernardino	Manufacturing, Wholesale Trade/Distribution	\$70,200	50
AG PRODUCTION CO.	Stanislaus	Manufacturing, Agriculture, Wholesale Trade	\$21,528	18
AHMC GREATER EL MONTE COMMUNITY HOSPITAL LP, DBA GREATER EL MONTE COMMUNITY HOSPITAL	Los Angeles	Healthcare Services	\$324,640	258
ALL GREEN ELECTRONICS RECYCLING, LLC	Orange, Sacramento	Wholesale Trade, Manufacturing	\$14,352	16
AMERICAN TECHNICAL MOLDING, INC. DBA ACCELLENT	San Bernardino	Manufacturing	\$57,600	80
ANCO INTERNATIONAL, INC.	San Bernardino	Manufacturing	\$32,240	31
APRIA HEALTHCARE GROUP INC.	Orange, Alameda, Contra Costa, Los Angeles, San Diego, San Francisco, San Mateo, Solano, Sonoma, Riverside, Sacramento, San Joaquin, Shasta, Stanislaus, Ventura, Yolo	Services	\$41,580	66
ARROW SIGN COMPANY	Alameda, San Joaquin	Manufacturing	\$45,760	44
ARVINYL LAMINATES, LP	Riverside	Manufacturing	\$39,780	30
BAKERSFIELD HEART HOSPITAL	Kern	Healthcare, Services	\$149,700	159
BAY AREA VIDEO COALITION	Alameda, Contra Costa, Los Angeles, Marin, San Francisco, San Mateo, Santa Clara, Santa Cruz, Orange, Sacramento, San Diego	Training Agency: Multimedia/ Entertainment, Communication, Manufacturing, Services, Technology/ IT	\$69,981	57

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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BIOCOM INSTITUTE	Multi Counties	Biotechnology/Life Sciences	\$134,600	200
BLUE BOTTLE COFFEE, LLC DBA BLUE BOTTLE COFFEE COMPANY	Alameda, San Francisco	Manufacturing, Retail	\$74,100	38
BLUE DIAMOND GROWERS	Stanislaus	Manufacturing	\$235,720	83
BRAND CONSULTING GROUP LLC DBA BRAND COLLEGE	Los Angeles, San Bernardino, Santa Clara, Orange, San Diego	Services, High Tech, Technology	\$179,832	59
BUILDING SKILLS PARTNERSHIP	Multi Counties	Services, Green Technology	\$39,305	35
BURR PILGER MAYER, INC.	San Francisco, Contra Costa, Santa Clara, San Mateo, Sonoma	Services, Financial Services	\$321,200	290
BUTTE-GLENN COMMUNITY COLLEGE DISTRICT	Butte, Glenn	Manufacturing, Goods Movement, Warehousing, Services	\$288,515	223
C&D ZODIAC, INC.	Orange, San Bernardino, San Diego, Santa Barbara	Manufacturing	\$28,470	30
CADMASTER TECHNOLOGIES, LLC	Madera	Services	\$13,200	10
CALIFORNIA FIELD IRONWORKERS APPRENTICESHIP TRAINING AND JOURNEYMAN RETRAINING FUND - SOUTHERN CALIF	San Diego, Imperial, Orange, Riverside, San Bernardino, Los Angeles, Ventura, Santa Barbara, Kern (Partial), Inyo (Partial)	Construction	\$165,007	104
CALIFORNIA HUMAN DEVELOPMENT CORPORATION	San Joaquin	Manufacturing, Construction, Engineering	\$68,370	30
CALIFORNIA NUGGETS, INC.	San Joaquin	Manufacturing	\$26,520	17
CALIFORNIA QUALITY PLASTICS, INC.	San Bernardino	Manufacturing	\$36,400	35
CALIFORNIA WORKFORCE ASSOCIATION	Multi Counties	Manufacturing	\$200,820	160
CAMFIL FARR, INC.	Kings	Manufacturing	\$66,240	46
CENTER FOR AUTISM AND RELATED DISORDERS, INC.	Alameda, Fresno, Kern, Los Angeles, Orange, Riverside, San Diego, Santa Clara, Yolo	Services, Healthcare	\$12,000	25
CENTRAL COAST FAMILY CARE MEDICAL ASSOCIATES, INC.	Santa Barbara	Healthcare, Services	\$44,460	45
CENTRAL GARDEN & PET COMPANY	Contra Costa, Imperial, Los Angeles, Sacramento, San Bernardino, San Diego	Goods Movement, Manufacturing, Warehousing, Wholesale Trade	\$185,148	139
CENTRAL VALLEY - MOTHERLODE PLUMBERS, PIPE AND REFRIGERATION FITTERS JATC (LU 442-DC 36)	Stanislaus, San Joaquin	Construction	\$236,927	147

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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CERTAINT EED CORPORATION A SUBSIDIARY OF COMPAGNIE DE SAINT-GOBAIN	Madera	Manufacturing	\$93,600	130
CHAFFEY COMMUNITY COLLEGE DISTRICT	Riverside, San Bernardino, Los Angeles, Orange	Training Agency: Aerospace & Defense, Goods Movement, Manufacturing, Transportation/ Logistics, Warehousing	\$640,260	810
CHARLES DIAZ TRUCKING, INC.	Fresno, Madera	Transportation/ Logistics, Goods Movement	\$16,224	24
CHARLES MCMURRAY COMPANY	Fresno, Sacramento	Goods Movement, Transportation/ Logistics Wholesaler	\$49,088	59
CHHP MANAGEMENT, LLC DBA COMMUNITY HOSPITAL OF HUNTINGTON PARK	Los Angeles	Healthcare Services	\$248,554	216
CHICO PRODUCE, INC. DBA PROPACIFIC FRESH	Butte, Sacramento, Shasta	Agriculture, Goods Movement, Transportation/ Logistics	\$233,280	150
CITY OF RICHMOND WORKFORCE INVESTMENT BOARD	Contra Costa	Construction, Green Technology	\$183,000	40
COHEN VENTURES, INC. DBA ENERGY SOLUTIONS	Alameda, Los Angeles	Services, Engineering, Green Technology	\$84,864	68
COVENANT CARE, LLC	Los Angeles, Ventura, Orange, Sacramento, San Diego, San Joaquin, Santa Clara, Santa Cruz, Stanislaus, Yolo	Healthcare	\$390,000	450
CVS PHARMACY, INC. DBA CVS CAREMARK	San Joaquin	Warehousing, Goods Movement, Distribution	\$120,000	200
D.L. HORTON ENTERPRISES, INC. DBA WARMELIN PRECISION PRODUCTS	Los Angeles	Manufacturing	\$99,840	40
DERIVI CONSTRUCTION & ARCHITECTURE, INC.	San Joaquin, Stanislaus	Services [Architectural], Construction	\$4,004	7
DISTRICT COUNCIL 16 NORTHERN CALIFORNIA JOURNEYMAN AND APPRENTICE TRAINING TRUST FUND	Multi Counties	Construction, Green Technology	\$176,349	125
DOLE PACKAGED FOODS, LLC, A SUBSIDIARY OF DOLE FOOD COMPANY, INC.	Merced, San Joaquin, Ventura	Manufacturing	\$519,984	628
DONAGHY SALES, LLC	Fresno	Wholesale Trade/ Services	\$70,650	157

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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DORFMAN-PACIFIC CO.	San Joaquin	Wholesale Trade/Distribution Services	\$36,300	40
DOUGLAS STEEL SUPPLY, INC.	Los Angeles, Imperial	Manufacturing, Services, Wholesale Trade	\$3,588	2
DRY CREEK CORPORATION DBA E. & J. GALLO WINERY	Stanislaus, Fresno, Merced, Sonoma	Manufacturing	\$601,600	648
EAST LOS ANGELES DOCTORS HOSPITAL L.P.	Los Angeles	Healthcare, Services	\$149,792	390
ECONOMIC DEVELOPMENT COLLABORATIVE-VENTURA COUNTY	Ventura, Santa Barbara	Manufacturing, Retail, Wholesale Trade, Services	\$16,025	25
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)	Alameda, Contra Costa, Los Angeles, Marin, San Francisco, San Mateo, Santa Clara, Santa Cruz, Orange, Sacramento, San Diego, Ventura	Manufacturing, Services	\$308,000	400
FARMERS GROUP, INC.	Alameda, Contra Costa, Los Angeles, Orange, Sacramento, San Diego, San Mateo, Santa Clara, Sonoma, Fresno, Kern, San Bernardino	Insurance, Services	\$60,000	100
FIREMAN'S FUND INSURANCE COMPANY	Multi Counties	Services, Insurance	\$26,000	45
FLIGHT LIGHT, INC	Sacramento	Manufacturing	\$14,560	14
FOUR WHEEL CAMPERS, INC.	Yolo	Manufacturing	\$68,900	65
FRESNO SURGERY CENTER, L.P. DBA FRESNO SURGICAL HOSPITAL	Fresno	Healthcare, Services	\$135,000	150
FRITO-LAY, INC	Stanislaus	Manufacturing	\$249,750	555
FRITO-LAY, INC	Kern	Manufacturing	\$249,696	578
FRITO-LAY, INC.	Alameda, Contra Costa, Fresno, Kern, Los Angeles, Orange, Riverside, San Bernardino, San Diego, San Joaquin, San Luis Obispo, San Mateo, Santa Clara, Solano, Sonoma, Stanislaus, Tulare, Ventura, Yolo	Manufacturing	\$124,992	224
FUTUREHOME SYSTEMS AND DESIGN, INC.	Fresno	Construction	\$15,600	10
GAR TOOTELIAN, INC.	Fresno	Wholesale Trade/Distribution, Services	\$49,456	72

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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GATX CORPORATION	San Bernardino	Services	\$46,200	35
GEI CONSULTANTS, INC.	Sacramento, Alameda, Kern, Los Angeles, San Diego	Engineering, Technology/Other, {Services}	\$202,200	130
GERAWAN FARMING INC.	Fresno	Agriculture	\$254,880	150
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CENTER	Los Angeles, Orange, San Diego, Ventura, Riverside, San Bernardino	Manufacturing, Aerospace and Defense, Services	\$85,650	75
GOLDEN STATE FOODS CORP.	Los Angeles	Manufacturing	\$243,000	270
GOOD SHEPHERD AMBULANCE LLC	Los Angeles	Services, Healthcare	\$202,488	84
HARVEYS INDUSTRIES	Orange	Manufacturing	\$49,764	63
HAYWARD POOL PRODUCTS, INC., A DIVISION OF HAYWARD INDUSTRIES, INC.	Los Angeles	Manufacturing	\$198,080	250
HITCHCOCK & HOLCOMBE, INC. DBA CONTINENTAL TRAINING CENTER	Alameda, Colusa, Contra Costa, Imperial, Lake, Los Angeles, Marin, Monterey, Napa, Nevada, Placer, Riverside, San Francisco, Sacramento, Solano, San Joaquin, Santa Barbara, Sonoma, Sutter, Tulare, Yolo, Yuba	Engineering, Insurance, Manufacturing, Services	\$93,230	100
HOLLYWOOD BED & SPRING MFG. CO., INC.	Los Angeles	Manufacturing	\$90,558	27
HOPE BUILDERS, INC.	Orange	Construction	\$20,800	20
IMS HEALTH INCORPORATED	Los Angeles, Sacramento, San Francisco, San Mateo	Services	\$18,000	30
INNOVATION COMMERCIAL FLOORING INC.	Fresno	Construction	\$3,640	5
INNOVATIVE CONSTRUCTION SOLUTIONS, INC.	Orange	Services [Construction], Engineering	\$36,660	47
INSPEC TESTING, INC.	San Diego	Services [High Tech], Engineering	\$78,312	36
INTEGRATED ENERGY TECHNOLOGIES, INC. DBA DONCASTERS GCE	Los Angeles, San Diego	Manufacturing, Aerospace and Defense	\$439,200	300
INTERNATIONAL RECTIFIER CORPORATION	Los Angeles, Santa Clara, Orange, Riverside	Manufacturing, Technology/IT	\$14,850	30
JADRA, INC. DBA PLASTICS PACKAGING, INC.	Sacramento	Manufacturing	\$28,860	37
JEWISH VOCATIONAL SERVICE LOS ANGELES	Los Angeles, Orange, San Diego, Ventura, Kern, San Bernardino, Riverside	Services	\$34,190	10

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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JOHN BOYD ENTERPRISES, INC. DBA JB RADIATOR SPECIALTIES, INC.	Sacramento	Manufacturing	\$149,600	120
JOHNS MANVILLE CORPORATION	Glenn	Manufacturing	\$249,876	203
JTS MODULAR, INC.	Kern	Manufacturing	\$66,300	85
JWC ENVIRONMENTAL, LLC	Orange	Manufacturing	\$76,824	97
K-1 PACKAGING GROUP, INC.	Los Angeles	Manufacturing	\$99,710	65
KERN COMMUNITY COLLEGE DISTRICT	Multi Counties	Agriculture, Construction, Green Technology, Manufacturing, Transportation/ Logistics	\$136,817	47
KOBELCO COMPRESSORS AMERICA, INC.	Riverside	Manufacturing, Engineering	\$99,750	140
LAIRD MFG., LLC	Merced	Manufacturing	\$75,036	92
LIONAKIS	Sacramento, Orange, San Francisco, Stanislaus	Services, Construction	\$82,800	92
LODI IRON WORKS, INC.	Sacramento, San Joaquin	Manufacturing	\$69,368	46
LOS ANGELES LIGHTING MANUFACTURING COMPANY, INC.	Los Angeles	Manufacturing	\$49,686	49
LQR PROPERTY LLC DBA LA QUINTA RESORT & CLUB AND PGA WEST	Riverside	Services	\$563,000	880
LYONS MAGNUS, INC.	Fresno	Manufacturing	\$99,584	162
MANAGED CAREER SOLUTIONS, INC.	Los Angeles	Healthcare, {Services}	\$231,899	52
MARIETTA HOLDING CORPORATION	Los Angeles	Manufacturing	\$98,792	107
MARY ANN'S BAKING CO., INC.	Sacramento	Manufacturing	\$367,360	145
MEDWAY PLASTICS CORPORATION	Los Angeles	Manufacturing	\$81,430	52
MONOGRAM AEROSPACE FASTENERS, INC.	Los Angeles	Manufacturing	\$99,980	85
NESTLE DREYER'S ICE CREAM COMPANY	Tulare	Manufacturing	\$288,000	80
NEW TECHNOLOGY TRAINING INSTITUTE	Los Angeles, Orange, Ventura, San Diego	Services [Educational Services], Green Technology	\$48,550	25
NICHOLS FARMS	Kings	Agriculture, Manufacturing	\$294,300	220
NL & A COLLECTIONS, INC.	Los Angeles, Orange	Manufacturing, Wholesale Trade	\$42,120	27
NONGSHIM AMERICA, INC.	San Bernardino	Manufacturing	\$99,900	222
NOUSHIG, INC. DBA AMORETTI	Ventura	Manufacturing	\$37,440	60
PACIFIC SINTERED METALS, A DIVISION OF PSM INDUSTRIES, INC.	Los Angeles	Manufacturing	\$43,680	84
PACKAGEONE, INC. DBA AMERICAN RIVER PACKAGING	Madera, Sacramento	Manufacturing	\$99,990	101
PARAMOUNT CITRUS PACKING COMPANY LLC	Kern	Agriculture, Manufacturing	\$482,400	150

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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PAREX USA, INC.	Orange, Riverside, San Joaquin	Manufacturing	\$63,612	62
PERFECTION PET FOODS, LLC	Tulare	Manufacturing	\$27,600	25
PERFORMANCE COMPOSITES, INC.	Los Angeles	Manufacturing	\$49,920	60
PHYSICIANS FOR HEALTHY HOSPITALS, INC.	Riverside	Healthcare, Services	\$398,000	420
POM WONDERFUL LLC	Fresno	Manufacturing	\$99,720	135
POWER ENGINEERS, INC.	Orange, Sacramento, San Diego	Services (High Tech), Engineering	\$28,890	32
PREMIER ENCLOSURE SYSTEMS, INC.	San Bernardino	Manufacturing	\$99,840	64
PRN AMBULANCE, INC.	Los Angeles	Healthcare, {Services}	\$249,240	134
PROCESS COOLING INTERNATIONAL DBA APPLIED PROCESS COOLING CORPORATION	Fresno, San Mateo, Sonoma, Stanislaus	Services	\$42,250	65
QUAD KNOFF, INC.	Fresno, Kern, Placer, Tulare	Services [High Tech], Engineering	\$18,200	28
QUINN GROUP, INC.	Multi Counties	Manufacturing, Services	\$26,100	30
RESOURCE COMPLIANCE, INC	Tulare	Services (IT)	\$3,520	4
RING OF FIRE, LLC	Los Angeles	Manufacturing, Wholesale Trade, Manufacturing	\$47,268	18
RIVERSIDE COMMUNITY COLLEGE DISTRICT, OFFICE OF ECONOMIC DEVT	Riverside, San Bernardino, Orange, Imperial	Manufacturing, Goods Movement, Warehousing, Transportation/ Logistics, Technology/IT,	\$163,054	182
RIVERSIDE HEALTHCARE SYSTEMS, LP DBA RIVERSIDE COMMUNITY HOSPITAL	Riverside	Healthcare, {Services}	\$424,488	269
RSI PROFESSIONAL CABINET SOLUTIONS, INC.	Riverside	Manufacturing, Wholesale Trade	\$99,812	98
SALTER'S DISTRIBUTING, INC.	Madera	Wholesale Trade	\$3,366	9
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	San Bernardino, Riverside	Manufacturing, Aerospace and Defense, Biotechnology/ Life Sciences, Warehousing, Transportation/ Logistics, {Training Agency},	\$699,896	931
SMUCKER NATURAL FOODS, INC.	Butte	Manufacturing	\$92,880	86
SNOWFLAKE DESIGNS, INC.	Fresno	Manufacturing	\$19,656	18

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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SORENSEN ENGINEERING, INC.	San Bernardino	Manufacturing	\$228,960	202
SORMA USA LLC	Tulare	Manufacturing	\$29,120	32
SOUTHERN CALIFORNIA AVIATION, LLC	San Bernardino	Transportation, Aerospace and Defense, Services	\$99,900	75
STANFORD MEDICAL BILLING SERVICES, INC.	Fresno	Services	\$14,960	20
STAPLES CONTRACT & COMMERCIAL, INC.	San Joaquin	Retail, Goods Movement, Warehousing	\$186,900	178
STEARNS LENDING, INC.	Orange, Santa Clara, Sonoma, Stanislaus	Financial Services	\$8,400	14
SUCCESS HEALTHCARE 1, LLC DBA SILVER LAKE MEDICAL	Los Angeles	Healthcare	\$396,660	415
SUKUT CONSTRUCTION, INC.	Orange	Construction, Engineering	\$27,000	50
SUNRISE MEDICAL LLC	Fresno	Manufacturing	\$235,440	327
SUPER STORAGE MANAGEMENT, LLC	Alameda, Los Angeles, Riverside, El Dorado, Sacramento, Madera, San Joaquin, San Mateo, Santa Cruz, Yolo	Services, Warehousing	\$6,600	10
SURTEC, INC.	San Joaquin	Manufacturing	\$49,920	32
SVC MANUFACTURING, INC.	Alameda	Manufacturing	\$67,640	119
SYSTEMS SERVICES OF AMERICA, INC.	San Bernardino, Santa Clara	Wholesale Trade, Goods Movement, Services, Warehousing	\$57,088	48
SYSTEMS TECHNOLOGY INC. DBA DELAWARE SYSTEMS TECHNOLOGY, INC.	San Bernardino	Manufacturing	\$21,840	21
THE BROWNIE BAKER, INC.	Fresno	Manufacturing	\$15,314	43
THE DOW CHEMICAL COMPANY	Contra Costa	Manufacturing	\$37,680	115
THE LYMAN GROUP, INC.	Sacramento, Yolo, Mendocino, Lake, Colusa	Wholesale Trade, Retail	\$31,900	58
THE TREMONT GROUP, INC.	Yolo, Sonoma, Solano, Sutter	Wholesale Trade	\$17,400	29
THE ULTIMATE SOFTWARE GROUP, INC.	Orange	Services, Technology/Other	\$95,200	129
THE WARDEN'S OFFICE, INC.	Stanislaus	Retail	\$30,492	33
TRANSFER FLOW, INC.	Butte	Manufacturing	\$49,062	51
TRIMBLE NAVIGATION LIMITED	Santa Clara, Shasta	Manufacturing	\$50,400	40
TURF DOCTOR, INC. DBA WEED MAN	Fresno	Services	\$8,250	15
UFP THORNTON LLC	San Joaquin	Manufacturing	\$38,640	52
ULTRA PRO INTERNATIONAL LLC	Los Angeles	Manufacturing	\$99,320	69
UNITED PARCEL SERVICE, INC.	Multi Counties	Transportation/ Logistics, Services	\$299,808	1,388

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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UNIVERSAL HEALTH SERVICES OF RANCHO SPRINGS INC. DBA SOUTHWEST HEALTHCARE SYSTEM	Riverside	Healthcare, Services	\$390,296	166
VERENGO, INC.	Los Angeles, Orange, Fresno, Contra Costa	Construction, Green Technology	\$24,895	65
VFC, INC.	Fresno	Retail	\$7,590	35
W. BANKS MOORE, INC.	Fresno	Services [High Tech], Construction	\$23,232	32
WALGREEN CO. DBA WALGREENS	Yolo	Retail Goods Movement Transportation/ Logistics	\$18,000	25
WATHEN CASTANOS HYBRID HOMES, INC.	Fresno	Construction	\$30,914	41
WEATHER TEC CORP.	Fresno	Manufacturing	\$19,136	23
WESTECH COLLEGE	Los Angeles, Orange, Riverside, San Bernardino	Construction, Engineering, Technology/Other, Manufacturing	\$250,166	114
WING HING FOODS, LLC	Los Angeles, San Bernardino	Manufacturing	\$31,200	75
WOODMACK PRODUCTS, INC.	Sacramento	Manufacturing	\$49,504	68
WWF OPERATING COMPANY (WHITE WAVE FOOD)	Los Angeles	Manufacturing, Services	\$543,440	232
YOUNG'S RETRACTABLE SCREENS INC. DBA E3 NORCAL	Sacramento	Services	\$7,920	6
170 Contracts			\$20,960,944	21,436
		Central Valley	\$9,370,769	9,502
		Inland Empire	\$5,803,331	6,075

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**Core Contracts Approved
in High Unemployment Areas
for FY 2012-2013**

APPENDIX A-2

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SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	RIVERSIDE	Healthcare, {Services}	\$424,488	269
SMUCKER NATURAL FOODS, INC.	BUTTE	Manufacturing	\$92,880	86
SNOWFLAKE DESIGNS, INC.	FRESNO	Manufacturing	\$19,656	18
SORENSEN ENGINEERING, INC.	FRESNO	Construction	\$30,914	41
SORMA USA LLC	ALAMEDA, LOS ANGELES	Services, Engineering, Green Technology	\$84,864	68
SOUTHERN CALIFORNIA AVIATION, LLC	SAN BERNARDINO	Transportation, Aerospace and Defense, Services,	\$99,900	75
STANFORD MEDICAL BILLING SERVICES, INC.	FRESNO	Services	\$14,960	20
STAPLES CONTRACT & COMMERCIAL, INC.	SAN JOAQUIN	Retail, Goods Movement, Warehousing	\$186,900	178
STEARNS LENDING, INC.	LOS ANGELES	Healthcare, {Services}	\$249,240	134
SUCCESS HEALTHCARE 1, LLC DBA SILVER LAKE MEDICAL	LOS ANGELES	Healthcare	\$396,660	415
SUKUT CONSTRUCTION, INC.	ORANGE	Construction, Engineering	\$27,000	50
SUNRISE MEDICAL LLC	FRESNO	Manufacturing	\$235,440	327
SUPER STORAGE MANAGEMENT, LLC	ALAMEDA, LOS ANGELES, RIVERSIDE, EL DORADO, SACRAMENTO, MADERA, SAN JOAQUIN, SAN MATEO, SANTA CRUZ, YOLO	Services, Warehousing	\$6,600	10
SURTEC, INC.	SAN JOAQUIN	Manufacturing	\$49,920	32
SVC MANUFACTURING, INC.	ALAMEDA	Manufacturing	\$67,640	119
SYSTEMS SERVICES OF AMERICA, INC.	SAN BERNARDINO, SANTA CLARA	Wholesale Trade, Goods Movement, Services, Warehousing	\$57,088	48
THE BROWNIE BAKER, INC.	FRESNO	Manufacturing	\$15,314	43

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 2012-2013**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
THE DOW CHEMICAL COMPANY	CONTRA COSTA	Manufacturing	\$37,680	115
THE LYMAN GROUP, INC.	SACRAMENTO, YOLO, MENDOCINO, LAKE, COLUSA	Wholesale Trade, Retail	\$31,900	58
THE TREMONT GROUP, INC.	YOLO, SONOMA, SOLANO, SUTTER	Wholesale Trade	\$17,400	29
THE ULTIMATE SOFTWARE GROUP, INC.	FRESNO, SAN MATEO, SONOMA, STANISLAUS	Services	\$42,250	65
THE WARDEN'S OFFICE, INC.	STANISLAUS	Retail	\$30,492	33
TRANSFER FLOW, INC.	LOS ANGELES	Healthcare, {Services}	\$231,899	52
TRIMBLE NAVIGATION LIMITED	CONTRA COSTA	Services Construction, Engineering,	\$49,920	40
TURF DOCTOR, INC. DBA WEED MAN	FRESNO	Services	\$8,250	15
UFP THORNTON LLC	SAN JOAQUIN	Manufacturing	\$38,640	52
ULTRA PRO INTERNATIONAL LLC	LOS ANGELES	Manufacturing	\$99,320	69
UNITED PARCEL SERVICE, INC.	MULTI COUNTIES	Transportation/Logistics, Services,	\$299,808	1,388
UNIVERSAL HEALTH SERVICES OF RANCHO SPRINGS INC. DBA SOUTHWEST HEALTHCARE SYSTEM	RIVERSIDE	Healthcare, Services	\$390,296	166
VERENGO, INC. Not Approved; Come back to it next month	LOS ANGELES, ORANGE, FRESNO, CONTRA COSTA	Construction, Green Technology	\$24,895	65
VFC, INC.	FRESNO	Retail	\$7,590	35
W. BANKS MOORE, INC.	FRESNO	Services [High Tech], Construction	\$23,232	32
WALGREEN CO. DBA WALGREENS	BUTTE, SACRAMENTO, SHASTA	Agriculture, Goods Movement, Transportation/Logistics	\$233,280	150
WATHEN CASTANOS HYBRID HOMES, INC.	SACRAMENTO	Manufacturing	\$367,360	145
WEATHER TEC CORP.	FRESNO	Manufacturing	\$19,136	23

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 2012-2013**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
WESTECH COLLEGE	LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO	Construction, Engineering, Technology/Other, Manufacturing	\$250,166	114
WING HING FOODS, LLC	LOS ANGELES, SAN BERNARDINO	Manufacturing	\$31,200	75
WOODMACK PRODUCTS, INC.	LOS ANGELES, ORANGE	Manufacturing, Wholesale Trade	\$42,120	27
WORKFORCE DEVELOPMENT CORPORATION DBA SOUTHEAST LOS ANGELES COUNTY WORKFORCE INVESTMENT BOARD	ALAMEDA, SAN FRANCISCO	Manufacturing, Retail	\$74,100	38
WWF OPERATING COMPANY (White Wave Food)	LOS ANGELES	Manufacturing, Services	\$543,440	232
YOUNG'S RETRACTABLE SCREENS INC. DBA E3 NORCAL	SACRAMENTO	Services	\$7,920	6
170 Contracts			\$20,960,944	21,436
			Central Valley	9,502
			Inland Empire	6,075

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, 220 were core funding and 56 through Alternative funding. These contracts included training 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 2012-13 completed core contracts. The Panel funded training for 22,059 workers at an average cost of \$1,125 per trainee.

	<u>Total</u>
Number of Core Contracts	220
Amount Earned (in millions)	\$24.8
Retained in Employment	22,059
Cost per Trainee	\$1,125

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

The overall percentage of planned-to-actual placements for all trainees was 73 percent (47 percent for new hires, and 73 percent for retrainees), meaning the number of trainees planned/estimated at the beginning of the contract were actually trained at an overall of 73 percent. The placement rates for retrainees increased by 11 percent, and the rate for new hires increased by 10 percent, from the previous fiscal year. The average cost per trainee increased in the report year from the prior fiscal year, from \$962 to \$1,125 per trainee. The average cost per trainee was \$4,982 for new hires, and \$1,074 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: Fifty-three alternative funded training contracts completed in the report year, including: 45 [Workforce Investment Act](#)-funded Healthcare projects, and 8 [AB 118/Alternative and Renewable Fuel and Vehicle Technology Program](#) contracts. These contracts successfully trained 9,304 workers and earned a total of \$10.1 million.

	<u>Total</u>
Number of Alternative Funding Contracts	53
Amount Earned (in millions)	\$10.1
Retained in Employment	9,304
Cost per Trainee	\$1,082

B. TRAINEES SERVED BY SIZE OF BUSINESS

The following tables provide numbers of trainees by size of business served. Under Core Funding, 36 percent of all retrainees and 58 percent of new hires were employed by small businesses (250 or fewer employees). Under the Alternative Funding, 3 percent of all retrainees and 0 percent of new hires were employed by small business (250 or fewer employees) 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	1,232	30	\$1,680,628	\$153,266	\$1,833,894
21-50	1,719	39	\$2,302,717	\$192,116	\$2,494,833
51-100	2,594	35	\$2,869,796	\$158,190	\$3,027,986
101-250	2,243	65	\$2,435,610	\$331,180	\$2,766,790
251+	13,980	122	\$14,082,037	\$615,154	\$14,697,191
Totals	21,768	291	\$23,370,788	\$1,449,906	\$24,820,694

Alternative-Funding					
Bus. Size	Retrainees	New Hires	Retrainees \$ Earned	NH \$ Earned	\$ Earned Amount
1-20	21	0	\$61,640	\$0	\$61,640
21-50	73	0	\$47,047	\$0	\$47,047
51-100	40	0	\$6,040	\$0	\$6,040
101-250	187	0	\$254,605	\$0	\$254,605
251+	8,981	2	\$9,700,568	\$1,020	\$9,701,588
Totals	9,302	2	\$10,069,900	\$1,020	\$10,070,920

C. BUSINESSES SERVED BY SIZE

Core Funding: 2,009 businesses were served in this year's Core completed contracts. Seventy-two percent of core firms served were small (250 or fewer employees). Further, 55 percent employed 100 or fewer workers, 38 percent employed 50 or fewer workers, 20 percent employed 20 or less workers. (See following chart).

Alternative Funding: 121 businesses were served in this year Alternative Funded completed contracts. Twenty-one percent of alternative firms served were small (250 or fewer employees). Further, 12 percent employed 100 or fewer workers, 11 percent employed 50 or fewer workers, and 4 percent employees 20 or less workers. (See following chart).

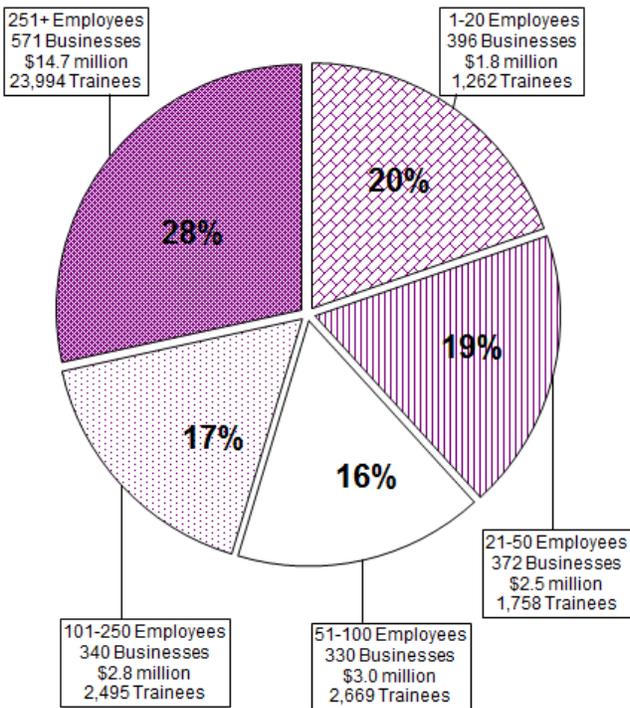
The Panel funds training for small business through both direct contracts with single employers and multiple-employer contracts (MECs), such as employer consortia or training agencies that train workers of multiple employers. In the report year, the Panel served 104 small businesses through direct contracts to provide training for 2,191 workers. Another 1,360 small businesses were served through 61 MECs, providing training for 6,087 workers.

Core: The Panel served 101 small businesses through direct contracts to provide training for 2,059 workers. Another 1,337 small businesses were served through 56 MECs, providing training for 5,729 workers.

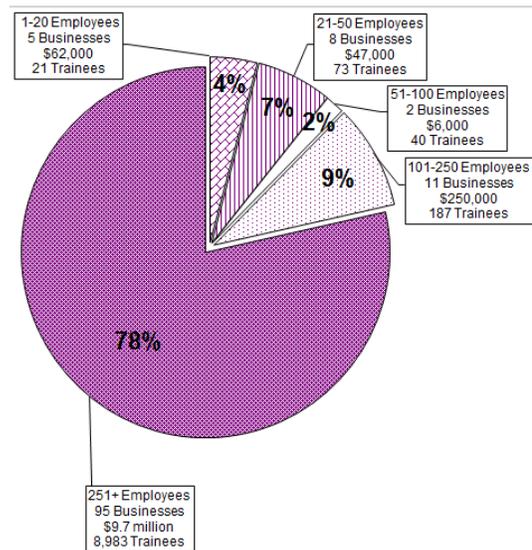
Alt: The Panel served 3 small businesses through direct contracts providing training for 132 workers. Another 23 small businesses were served through 5 MECs, providing training for 189 workers.

NUMBER & SIZE OF BUSINESSES SERVED

CORE CONTRACTS



ALTERNATIVE FUNDED CONTRACTS



D. TRAINING BY INDUSTRY

The Panel funded training in industries in California, with a majority of core contracts and funds going towards the manufacturing, high-technology, healthcare, construction, and service. The majority of Alternative-funded contracts were in healthcare, service, and manufacturing industries.

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>8,089 trainees placed</u> \$8.5 million earned 34% of total earned 32% of all businesses served</p>	<p><u>High Technology*</u> <u>3,307 trainees placed</u> \$4.2 million earned 17% of total earned 22% of all 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>3,434 trainees placed</u> \$3.8 million earned 15% of total earned 2% of all businesses served</p>	<p><u>Construction</u> <u>2,260 trainees placed</u> \$2.7 million earned 11% of total earned 21% of all businesses served</p>
<p><u>Service</u> <u>1,936 trainees placed</u> \$2.0 million earned 8% of total earned 10% of all businesses served</p>	<p><u>Other**</u> <u>3,033 trainees placed</u> \$3.6 million earned 15% of total earned 13% of all businesses served</p> <p><small>**Includes agriculture, finance, trade, and transportation.</small></p>

*Compared to FY 11-12, this core industry data shows higher industry totals than previously earned across the board.

<u>ALTERNATIVE FUNDING Industries</u>	
<p><u>Healthcare</u> <u>6,085 trainees placed</u> \$7.5 million earned 75% of total earned 43% of all businesses served</p>	<p><u>Service</u> <u>2,011 trainees placed</u> \$1.2 million earned 12% of total earned 38% of all businesses served</p>
<p><u>Manufacturing</u> <u>1,054 trainees placed</u> \$1.2 million earned 12% of total earned 7% of all businesses served</p>	<p><u>Other**</u> <u>154 trainees placed</u> \$140,500 earned 1% of total earned 12% of all businesses served</p> <p><small>**Includes high-tech, trade, and transportation.</small></p>

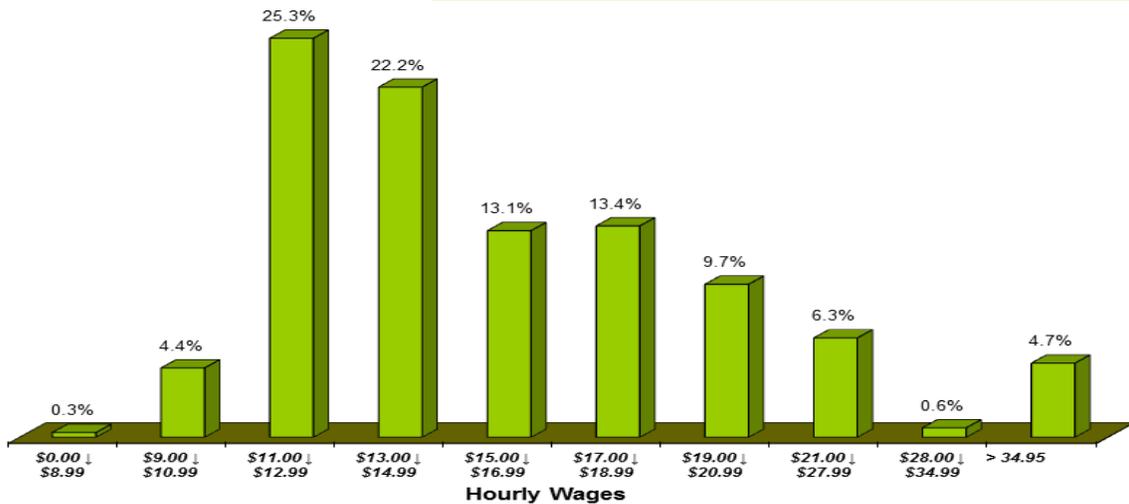
E. TRAINEE WAGES

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 \$16.35 per hour. The average new hire wage decreased by 40 percent from the previous FY. This substantial decrease is the result of one contract with an unusually high proportion of New Hires placed with very high wages in the previous report year.

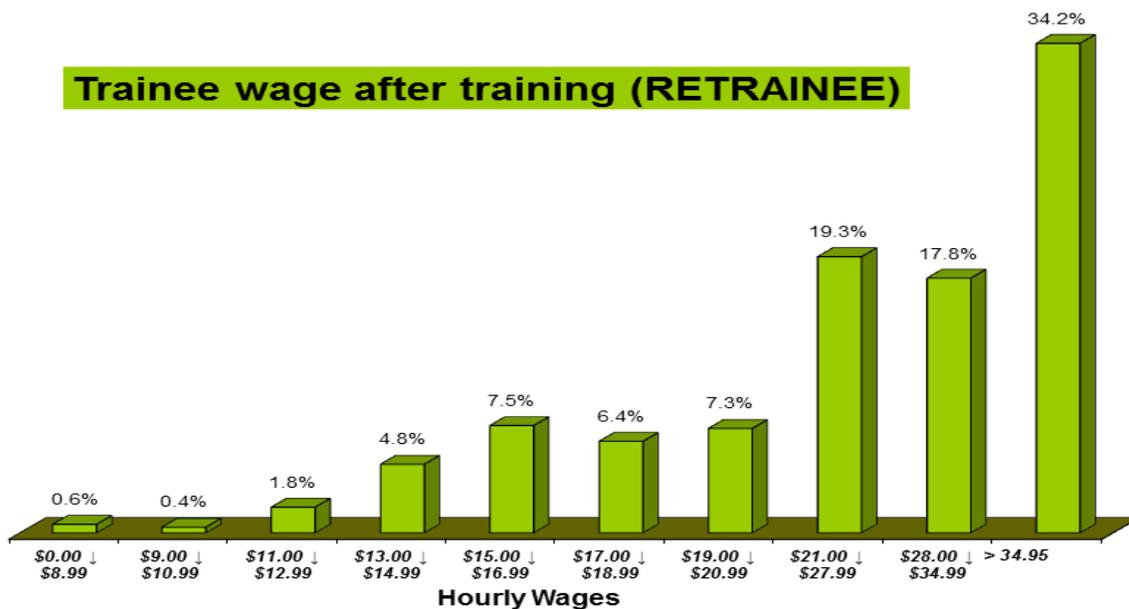
Retrainees average post-training and retention wage was \$31.32 per hour, decreasing 1.94 percent from last year.

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.

Trainee wage after training (NEW HIRE)



Trainee wage after training (RETRAINEE)



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. Twenty-seven of the completed core contracts included literacy components for approximately 5,883 participants.

G. TRAINEE DEMOGRAPHICS

Retrainee Characteristics (Core and Alt. funding): 56.1 percent of the population male and 43.9 percent was female.

New Hire Characteristics (Core and Alt. funding): 31.3 percent of the population was male and 68.7 percent was female.

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

H. DISCUMBERANCES/REINVESTMENT OF FUNDS

Since ETP contracts are “performance based”, a contractor does not earn funds until a trainee completes training and a subsequent employment retention period, earning a specified minimum wage. Any funds encumbered in a training contract but not earned, are subsequently disencumbered and reinvested in new training projects. *Note: Unearned Alternative Funding for AB 118 can be reinvested into new training contracts within the term of the IA (5/14/2010 through 3/30/2017), 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 9 percent in contracts completing and terminating.

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

Characteristic	Employment Training Panel		California Labor Force	
	<u>New Hire</u>	<u>Retrainee</u>	<u>Unemployed</u>	<u>Employed</u>
<u>SEX:</u>			<u>FY12-13</u>	<u>FY 12-13</u>
Female	31%	44%	9.5%	90.5%
Male	69%	56%	9.5%	90.5%
<u>AGE:</u>				
<25	29%	7%	19.0%	81.0%
25-34	32%	28%	9.1%	90.9%
35-44	19%	28%	7.8%	92.2%
45-54	14%	23%	7.2%	92.8%
55-64	5%	12%	8.0%	92.0%
65+	0%	1%	7.1%	92.9%
<u>EDUCATION:</u>				
Less than H.S. Grad.	40%	30%	14.8%	85.2%
H.S. Graduate	43%	24%	12.5%	87.5%
Some College	12%	37%	9.8%	90.2%
College Graduate	1%	6%	5.9%	94.1%
Post Graduate	4%	3%	4.3%	95.7%
<u>ETHNICITY:</u>				
White	24%	38%	9.2%	90.8%
African-American	27%	5%	17.0%	83.0%
Hispanic	31%	27%	11.1%	88.9%
Asian	13%	16%	6.6%	93.4%
Native American	1%	2%		
Other	4%	12%		
<u>VETERAN:</u>				
Yes	8%	2%	8.1%	91.9%
No	33%	51%	9.5%	90.5%
Unspecified	59.0%	47.0%		

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 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
ABBOTT MEDICAL OPTICS INC.	MULTI COUNTIES	5	Manufacturing	89	0	\$73,582	30%
ACADEMYX, INC.	SAN FRANCISCO	6	Various	249	0	\$192,721	48%
ACME BIOSCIENCE INC.	SAN MATEO	1	High Tech	8	0	\$7,007	75%
ADVAN INT'L CORP.	ALAMEDA	1	High Tech	0	0	\$0	0%
AHMC ANAHEIM REGIONAL MEDICAL CENTER LP	ORANGE	5	Healthcare	240	0	\$199,440	100%
AHMC GREATER EL MONTE COMMUNITY HOSPITAL LP	LOS ANGELES	5	Healthcare	248	0	\$169,060	100%
AIRCRAFT XRAY LABORATORIES, INCORPORATED	LOS ANGELES	2	High Tech	17	0	\$20,020	100%
ALPHA RESEARCH & TECHNOLOGY, INC.	EL DORADO	2	Manufacturing	47	0	\$35,016	70%
ALUMINUM DIE CASTING COMPANY, INC.	RIVERSIDE	1	Manufacturing	13	0	\$24,203	77%
AMERICAN PACIFIC COLLEGE, INC	LOS ANGELES	6	Various	0	1	\$5,107	7%
APPRENTICE & JOURNEYMEN TRAINING TRUST FUND OF THE SOUTHERN CALIFORNIA PLUMBING & PIPING INDUSTR	MULTI COUNTIES	6	Various	270	4	\$398,680	100%
ASSET MARKETING SYSTEMS INSURANCE SERVICES, LLC	SAN DIEGO	2	Finance	17	0	\$9,724	20%
ASTEELFLASH CALIFORNIA, INC.	ALAMEDA	5	Manufacturing	55	0	\$51,045	34%
AUTODESK, INC.	MULTI COUNTIES	5	High Tech	161	0	\$112,237	50%
AUTOMOBILE CLUB OF SOUTHERN CALIFORNIA	MULTI COUNTIES	5	Finance	148	0	\$167,115	100%
AWETA-AUTOLINE, INC.	FRESNO	2	Manufacturing	14	0	\$8,599	17%
BAE SYSTEMS, SAN DIEGO SHIP REPAIR, INC.	SAN DIEGO	5	Manufacturing	115	0	\$87,660	35%
BAY AREA VIDEO COALITION	MULTI COUNTIES	6	Various	322	0	\$345,814	87%
BENEFIT PLANNING, INC. A UNITED RETIREMENT COMPANY	LOS ANGELES	1	Finance	40	0	\$37,692	76%
BOLIDE TECHNOLOGY GROUP, INC.	LOS ANGELES	1	Manufacturing	16	0	\$21,190	70%
BRAND CONSULTING GROUP LLC DBA BRAND COLLEGE	MULTI COUNTIES	6	Various	83	0	\$359,877	100%
BUILDING SKILLS PARTNERSHIP	MULTI COUNTIES	6	Various	364	0	\$333,985	84%
C&D ZODIAC, INC.	MULTI COUNTIES	5	Manufacturing	130	0	\$86,776	34%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
CADMASTER TECHNOLOGIES, LLC	MADERA	1	High Tech	7	0	\$7,920	100%
CALIFORNIA CHAMBER OF COMMERCE	MULTI COUNTIES	6	Various	231	0	\$272,040	80%
CALIFORNIA CONTROLLED ATMOSPHERE	TULARE	1	Construction	23	0	\$17,952	40%
CALIFORNIA LABOR FEDERATION, AFL-CIO	MULTI COUNTIES	6	Various	523	11	\$487,225	98%
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION	MULTI COUNTIES	6	Various	375	0	\$399,285	100%
CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING	MULTI COUNTIES	6	Various	422	0	\$399,687	100%
CALIFORNIA WORKFORCE ASSOCIATION	SANTA BARBARA	6	Various	375	0	\$217,813	84%
CAL-VALLEY INSURANCE SERVICES, INC.	FRESNO	1	Finance	18	0	\$13,782	60%
CARLILE COATSWORTH ARCHITECTS, INC.	ORANGE	1	High Tech	21	0	\$24,649	99%
CENCAL CNC, INC.	FRESNO	1	Manufacturing	26	0	\$35,811	85%
CENTRAL CALIFORNIA TRANSPORTATION, INC.	FRESNO	2	Transportation	3	0	\$2,067	13%
CENTRAL COATING COMPANY, INC.	MADERA	1	Construction	2	0	\$2,444	12%
CHAFFEY COMMUNITY COLLEGE DISTRICT	SAN BERNARDINO	6	Various	494	0	\$394,269	100%
CHHP MANAGEMENT, LLC DBA COMMUNITY HOSPITAL OF HUNTINGTON PARK	LOS ANGELES	5	Healthcare	0	0	\$0	0%
CITY AND COUNTY OF SAN FRANCISCO	SAN FRANCISCO	6	Various	0	73	\$387,240	100%
COTTAGE BAKERY, INC.	SAN JOAQUIN	5	Manufacturing	135	0	\$58,129	34%
COUNTRY VILLA SERVICE CORP. DBA COUNTRY VILLA HEALTH SERVICE	MULTI COUNTIES	5	Healthcare	282	0	\$249,840	100%
COXCOM, INC.	SAN DIEGO	5	High Tech	292	0	\$199,800	100%
COXCOM, INC.	MULTI COUNTIES	5	High Tech	61	0	\$167,504	97%
DAVID BERGER ENTERPRISES LLC, DBA GLOBAL INDUSTRIES	SAN JOAQUIN	1	Trade	7	0	\$5,980	33%
DEL AMO CONSTRUCTION, INC.	LOS ANGELES	2	Construction	52	0	\$30,428	99%
DENHAM CORPORATION	FRESNO	1	Services	11	0	\$8,046	82%
DENMAC INDUSTRIES, INC.	LOS ANGELES	1	Manufacturing	12	0	\$25,005	71%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
DERIVI CONSTRUCTION & ARCHITECTURE, INC.	SAN JOAQUIN	1	High Tech	9	0	\$6,009	49%
DESIGNED METAL CONNECTIONS, INC.	LOS ANGELES	5	Manufacturing	3	0	\$1,440	4%
DIAMOND PET FOOD PROCESSORS OF CALIFORNIA, LLC	SAN JOAQUIN	4	Manufacturing	68	0	\$202,353	99%
DOLE PACKAGED FOODS, LLC	MERCED	5	Manufacturing	75	0	\$270,000	100%
DREAMTIME, INC.	SANTA CRUZ	1	Manufacturing	4	0	\$6,240	75%
DREAMWORKS ANIMATION SKG, INC.	MULTI COUNTIES	5	High Tech	246	0	\$156,240	100%
DREAMWORKS ANIMATION SKG, INC.	LOS ANGELES	5	High Tech	178	0	\$251,581	84%
DREYER'S GRAND ICE CREAM, INC.	TULARE	5	Manufacturing	152	0	\$162,808	95%
E & B BULK TRANSPORTATION, INC.	KINGS	2	Transportation	48	0	\$48,672	100%
E. & D. NCHEKWUBE, M.D., INC.	SANTA CLARA	1	Healthcare	3	0	\$4,246	91%
EDWARDS LIFESCIENCES LLC	ORANGE	5	High Tech	19	0	\$82,017	27%
EGGE MACHINE COMPANY, INC.	LOS ANGELES	1	Manufacturing	10	0	\$8,304	20%
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)	MULTI COUNTIES	6	Various	384	0	\$374,756	94%
EMPIRE CONTAINER CORPORATION	LOS ANGELES	2	Manufacturing	49	0	\$28,302	99%
EMPLOYERS GROUP	MULTI COUNTIES	6	Various	633	0	\$370,064	93%
ENVIRON INTERNATIONAL CORPORATION	MULTI COUNTIES	5	High Tech	75	0	\$57,530	24%
ESURANCE INSURANCE COMPANY, INC.	MULTI COUNTIES	5	Finance	148	0	\$199,500	100%
EXAR CORPORATION	ALAMEDA	5	Manufacturing	38	0	\$28,354	13%
EXCALIBUR ENGINEERING, INC.	ORANGE	1	High Tech	32	0	\$46,800	100%
FASHION BUSINESS INCORPORATED	LOS ANGELES	6	Various	9	0	\$7,870	12%
FIRST SOFTWARE USA, INC. DBA OXFORD INSTITUTE OF TECHNOLOGY	MULTI COUNTIES	6	Various	156	12	\$58,294	15%
FORMFACTOR, INC.	ALAMEDA	5	Manufacturing	0	0	\$0	0%
FRESNO SPORTS MANAGEMENT, LLC	FRESNO	1	Services	25	0	\$15,251	92%
FRESNO TRUCK CENTER DBA SACRAMENTO TRUCK CENTER	SACRAMENTO	4	Services	13	0	\$32,432	54%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
GATE GOURMET, INC.	MULTI COUNTIES	5	Services	362	0	\$249,870	100%
GENERAL DYNAMICS NASSCO	SAN DIEGO	5	Manufacturing	331	0	\$299,700	100%
GHIRARDELLI CHOCOLATE COMPANY	ALAMEDA	5	Manufacturing	78	0	\$227,664	100%
GIMBAL BROTHERS, INC.	SAN MATEO	2	Manufacturing	61	0	\$46,573	98%
GLENDALE CHAMBER OF COMMERCE	LOS ANGELES	6	Various	270	0	\$396,019	99%
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CENTER	MULTI COUNTIES	6	Various	257	0	\$397,912	100%
GNOMON, INC. DBA GNOMON SCHOOL OF VISUAL EFFECTS	MULTI COUNTIES	6	Various	34	0	\$70,922	20%
GOOD SAMARITAN HOSPITAL, A CALIFORNIA LIMITED PARTNERSHIP	KERN	4	Healthcare	61	0	\$55,276	36%
GROSSMONT-CUYAMACA COMMUNITY COLLEGE DISTRICT	SAN DIEGO	6	Various	0	15	\$51,395	77%
GULFSTREAM-CALIFORNIA, INC., A DELAWARE CORPORATION	PLACER	5	High Tech	22	0	\$16,222	52%
HARKNESS ENTERPRISES, INC. DBA PACIFIC PLASTICS & ENGINEERING	SANTA CRUZ	2	Manufacturing	10	0	\$8,303	17%
HARRIS & BRUNO MACHINE CO., INC.	SACRAMENTO	2	Manufacturing	31	0	\$24,236	86%
HEALTHSOUTH BAKERSFIELD REHABILITATION HOSPITAL LIMITED PARTNERSHIP	MULTI COUNTIES	5	Healthcare	228	0	\$237,702	96%
HIGHERGROUND, INC.	LOS ANGELES	1	High Tech	29	0	\$49,400	100%
HITCHCOCK & HOLCOMBE, INC. DBA CONTINENTAL TRAINING CENTER	SACRAMENTO	6	Various	465	0	\$397,715	100%
HOLLANDIA PRODUCE, L.L.C.	SANTA BARBARA	2	Agriculture	36	0	\$32,229	65%
IBEW LOCAL 40-NECA TRAINING TRUST FUND	MULTI COUNTIES	6	Various	23	14	\$26,576	23%
ILLUMINA, INC.	SAN DIEGO	5	High Tech	266	0	\$222,820	90%
INNOVATION COMMERCIAL FLOORING INC.	FRESNO	1	Construction	3	0	\$3,458	42%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
INTEGRATED HEALTHCARE HOLDINGS, INC.	ORANGE	5	Healthcare	114	0	\$176,794	71%
INTEGRATED MEDIA TECHNOLOGIES, INC.	LOS ANGELES	1	High Tech	21	0	\$26,000	100%
IRIS TECHNOLOGY CORPORATION	ORANGE	1	Manufacturing	29	0	\$28,378	73%
IRON MOUNTAIN INFORMATION MANAGEMENT, INC.	MULTI COUNTIES	5	Transportation	0	0	\$0	0%
IRONMAN RENEWAL LLC	MULTI COUNTIES	2	Services	27	0	\$12,777	26%
IRVINE VALLEY COLLEGE	ORANGE	6	Various	117	0	\$130,882	66%
J & R FILM CO., INC. DBA MOVIOLA DIGITAL ARTS INSTITUTE	LOS ANGELES	6	Various	173	0	\$271,743	68%
J. P. LAMBORN CO.	FRESNO	3	Manufacturing	7	0	\$7,828	17%
JEWISH VOCATIONAL SERVICE OF LOS ANGELES	MULTI COUNTIES	6	Various	0	50	\$318,325	80%
JOINT APPRENTICESHIP TRUST HEAT & FROST INSULATORS	LOS ANGELES	6	Various	123	0	\$161,962	82%
K-1 PACKAGING GROUP	LOS ANGELES	2	Manufacturing	37	0	\$49,010	100%
KERN COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	63	0	\$99,767	96%
KIMBERLY MACHINE INC.	ORANGE	1	Manufacturing	18	0	\$20,899	56%
LA PROPOINT, INC.	LOS ANGELES	1	Manufacturing	8	0	\$2,912	25%
LA VOCATIONAL INSTITUTE, INC.	LOS ANGELES	6	Various	0	0	\$0	0%
LABEL IMPRESSIONS, INC.	ORANGE	1	Manufacturing	0	0	\$0	0%
LAM RESEARCH CORPORATION	ALAMEDA	5	Manufacturing	94	0	\$123,966	50%
LCS CONSTRUCTORS, INC.	ORANGE	2	Construction	10	0	\$3,513	7%
LIBERTY SYNERGISTICS, INC. D.B.A. LIBERTY PHOTO PRODUCTS	ORANGE	1	Manufacturing	28	0	\$12,400	38%
LILI MIRTORABI D.D.S., A PROFESSIONAL CORPORATION	LOS ANGELES	2	Healthcare	46	0	\$39,754	87%
LOS ANGELES COMMUNITY COLLEGE DISTRICT	LOS ANGELES	6	Various	767	0	\$330,173	83%
LOS ANGELES LIGHTING MANUFACTURING COMPANY INCORPORATED	LOS ANGELES	2	Manufacturing	46	0	\$44,627	92%
MATHER AVIATION LLC	SACRAMENTO	2	Transportation	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 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
MCBAIN SYSTEMS, LP	VENTURA	1	Manufacturing	27	0	\$32,994	100%
MCLELLAN EQUIPMENT, INC.	KINGS	2	Manufacturing	49	0	\$35,094	80%
MEDAMERICA BILLING SERVICES, INC.	STANISLAUS	5	Services	219	0	\$135,810	100%
MIRO TECHNOLOGIES, INC.	SAN DIEGO	2	High Tech	17	0	\$25,051	51%
MONARCH NUT COMPANY, LLC	KERN	2	Manufacturing	36	0	\$49,920	100%
MONARCH NUT COMPANY, LLC	KERN	2	Manufacturing	44	0	\$49,920	100%
MORRIS & GARRITANO INSURANCE AGENCY, INC.	SAN LUIS OBISPO	2	Finance	36	0	\$8,506	18%
MOUNTING SYSTEMS, INC.	YOLO	5	Manufacturing	3	0	\$2,448	4%
MURRAY PLUMBING AND HEATING CORPORATION	LOS ANGELES	4	Construction	93	0	\$75,087	31%
NALA SALES INC. DBA ZOTAC USA, INC.	LOS ANGELES	1	Manufacturing	0	0	\$0	0%
NEXUS IS, INC.	MULTI COUNTIES	4	High Tech	75	0	\$93,355	45%
NORTHERN CALIFORNIA TEAMSTERS APPRENTICE TRAINING & EDUCATION TRUST	MULTI COUNTIES	6	Various	0	0	\$0	0%
NTMA TRAINING CENTERS OF SOUTHERN CALIFORNIA	MULTI COUNTIES	6	Various	95	16	\$397,023	100%
NUCAL FOODS, INC.	SAN JOAQUIN	1	Agriculture	28	0	\$36,894	100%
OLYMPIA HEALTH CARE, LLC DBA OLYMPIA MEDICAL CENTER	LOS ANGELES	5	Healthcare	154	0	\$212,040	100%
OMB ELECTRICAL ENGINEERS, INC.	ORANGE	1	High Tech	29	0	\$34,681	97%
OPERATING ENGINEERS AND NORTHERN CALIFORNIA SURVEYORS PRE-APPRENTICE, APPRENTICE AND JOURNEYMAN	MULTI COUNTIES	6	Various	65	0	\$60,781	36%
ORANGE COUNTY HISPANIC CHAMBER OF COMMERCE	MULTI COUNTIES	6	Various	89	0	\$98,669	99%
PACIFIC AERO COMPONENTS DBA AERO COMPONENT ENGINEERING	LOS ANGELES	1	Manufacturing	0	0	\$0	0%
PACIFIC BELL DIRECTORY	MULTI COUNTIES	5	Manufacturing	31	0	\$73,080	32%
PACTIV CORPORATION	KERN	5	Manufacturing	231	0	\$167,448	96%
PALMDALE REGIONAL MEDICAL CENTER	LOS ANGELES	5	Healthcare	293	0	\$498,960	100%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
PAYDAY PAYROLL SERVICE, INC.	ORANGE	1	Services	21	0	\$16,187	33%
PEREGRINE SEMICONDUCTOR CORPORATION	SAN DIEGO	3	Manufacturing	0	0	\$0	0%
PERFORMANCE COMPOSITES, INC.	LOS ANGELES	2	Manufacturing	38	0	\$49,504	100%
PETERSON HOLDING COMPANY	MULTI COUNTIES	5	Transportation	43	0	\$84,403	42%
PIPE TRADES JATC	SANTA CLARA	6	Various	222	0	\$249,254	63%
PLATINUM ENGINEERING SOLUTION INC.	MADERA	1	High Tech	4	0	\$5,987	72%
POSTCARDPRESS INC. DBA NEXTDAYFLYERS.COM	LOS ANGELES	3	Manufacturing	41	0	\$59,198	69%
PRAGER AND FENTON LLP	LOS ANGELES	2	Services	15	0	\$8,525	52%
PRE/PLASTICS, INC.	PLACER	1	Manufacturing	0	0	\$0	0%
PRECISION MOLDED PRODUCTS, INC.	RIVERSIDE	1	Manufacturing	22	0	\$43,121	92%
PSM INDUSTRIES, INC.	LOS ANGELES	3	Manufacturing	59	0	\$35,880	100%
PUNCH TELEVISION NETWORK, INC.	LOS ANGELES	1	High Tech	0	0	\$0	0%
QPE TECHNICAL INSTITUTE, INC.	MULTI COUNTIES	6	Various	165	0	\$165,755	93%
QUAD KNOFF, INC.	TULARE	2	High Tech	33	0	\$18,938	38%
QUALITY DISCOUNT ICE CREAM DISTRIBUTORS, INC.	SAN DIEGO	3	Transportation	51	0	\$105,840	100%
QUINN GROUP, INC.	MULTI COUNTIES	5	Services	225	0	\$215,291	98%
QUINTILES, INC.	SAN DIEGO	5	High Tech	76	0	\$45,705	20%
R2A ARCHITECTURE	ORANGE	1	High Tech	4	0	\$4,316	42%
RAGINGWIRE ENTERPRISE SOLUTIONS, INC.	SACRAMENTO	3	High Tech	13	0	\$7,875	4%
RANCHO CORDOVA AREA CHAMBER OF COMMERCE	SACRAMENTO	6	Various	0	0	\$0	0%
RBF LIFESTYLE HOLDINGS, LLC	LOS ANGELES	1	Manufacturing	0	0	\$0	0%
REGIONAL TECHNICAL TRAINING CENTER	ALAMEDA	6	Various	0	45	\$275,000	100%
RENASAS ELECTRONICS AMERICA INC.	SANTA CLARA	5	Manufacturing	21	0	\$9,825	6%
REVISION OPTICS, INC.	ORANGE	1	Manufacturing	8	0	\$4,513	26%
RICKEY & WONG, D.D.S., INC.	STANISLAUS	1	Healthcare	35	0	\$32,131	68%
RIVERSIDE COUNTY ECONOMIC DEVELOPMENT AGENCY	MULTI COUNTIES	6	Various	53	0	\$69,185	57%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
RIVERSIDE HEALTHCARE SYSTEMS, LP DBA RIVERSIDE COMMUNITY HOSPITAL	RIVERSIDE	5	Healthcare	76	0	\$212,316	100%
RIVIERA, INC. DBA THE ENTERPRISE U	MULTI COUNTIES	6	Various	452	0	\$388,541	98%
RWM FIBER OPTICS, INC.	MULTI COUNTIES	6	Various	0	40	\$213,470	53%
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT PROF DEV CENTER	SAN BERNARDINO	6	Various	527	0	\$370,356	93%
SAN DIEGO JAEC INC.	SAN DIEGO	2	Finance	18	0	\$18,395	100%
SANTA ANA CHAMBER OF COMMERCE	MULTI COUNTIES	6	Various	206	0	\$399,210	100%
SANTA CLARITA COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	332	0	\$396,384	99%
SELLERS OPTICAL, INC. DBA PRECISION OPTICAL	ORANGE	2	Manufacturing	0	0	\$0	0%
SF PARKING INC. DBA SFO SHUTTLE BUS COMPANY	MULTI COUNTIES	5	Transportation	28	0	\$15,169	11%
SHEET METAL & AIR CONDITIONING APPRENTICESHIP & JOURNEYMEN JOINT TRAINING FUND OF SAN DIEGO	SAN DIEGO	6	Various	55	0	\$62,144	94%
SHEET METAL WORKERS' LOCAL 104 AND BAY AREA INDUSTRY TRAINING FUND	MULTI COUNTIES	6	Various	331	0	\$356,524	90%
SIEGFRIED ENGINEERING, INC.	SAN JOAQUIN	1	High Tech	0	0	\$0	0%
SIERRA BUSINESS COUNCIL	MULTI COUNTIES	6	Various	4	0	\$4,106	10%
SIERRA COMMERCIAL PLUMBING, INC.	VENTURA	1	Construction	14	0	\$15,899	33%
SIERRA NEVADA BREWING CO.	BUTTE	4	Manufacturing	205	0	\$120,883	78%
SOLEXEL INC.	SANTA CLARA	1	Manufacturing	0	0	\$0	0%
SONOMA COUNTY JUNIOR COLLEGE DISTRICT FOR SANTA ROSA JUNIOR COLLEGE	SONOMA	6	Various	132	0	\$80,111	29%
SOTA PRECISION OPTICS, INC.	ORANGE	1	Manufacturing	8	0	\$9,360	100%
SOUTH ORANGE COUNTY REGIONAL CHAMBER OF COMMERCE, INC.	MULTI COUNTIES	6	Various	139	0	\$229,018	100%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
SOUTHERN CALIFORNIA AVIATION, LLC	SAN BERNARDINO	3	Services	59	0	\$116,352	53%
SOUTHERN CALIFORNIA PERMANENTE MEDICAL GROUP, INC.	MULTI COUNTIES	5	Healthcare	481	0	\$299,880	100%
SOUTHERN CALIFORNIA PERMANENTE MEDICAL GROUP, INC.	MULTI COUNTIES	5	Healthcare	339	0	\$249,480	100%
STUDIO ARTS, LTD.	LOS ANGELES	6	Various	179	0	\$249,302	100%
SUCCESS HEALTHCARE 1 LLC, DBA SILVER LAKE MEDICAL CENTER	LOS ANGELES	5	Healthcare	214	0	\$249,480	100%
SVC MANUFACTURING, INC.	ALAMEDA	5	Manufacturing	20	0	\$25,332	26%
SVM MACHINING, INC.	ALAMEDA	1	Manufacturing	21	0	\$33,554	100%
TC COSMOTRONIC, INC.	ORANGE	2	Manufacturing	0	0	\$0	0%
TECHNOLOGY ASSOCIATION OF AMERICA, INC. DBA TECHAMERICA	MULTI COUNTIES	6	Various	224	0	\$399,642	100%
TELIRITE TECHNICAL SERVICES, INC.	ALAMEDA	1	Manufacturing	14	0	\$8,012	57%
TEMPLE HOSPITAL CORPORATION DBA TEMPLE COMMUNITY HOSPITAL	LOS ANGELES	4	Healthcare	117	0	\$248,400	100%
TENACORE HOLDINGS, INC.	ORANGE	3	Manufacturing	6	0	\$4,958	13%
THE CORPORATION FOR MANUFACTURING EXCELLENCE DBA MANEX	MULTI COUNTIES	6	Various	218	0	\$394,812	100%
THE EXCELLENT ADVENTURE, LLC DBA MEZA BARRELS AND QUALITY WINE BARRELS COMPANY	SAN LUIS OBISPO	1	Trade	3	0	\$3,960	50%
THE HILL PARTNERSHIP, INC.	ORANGE	1	High Tech	18	0	\$13,078	42%
THE NETWORK COMPANY OF CALIFORNIA	SAN DIEGO	1	High Tech	3	0	\$1,066	3%
THE WARDEN'S OFFICE, INC.	STANISLAUS	1	Trade	28	0	\$23,100	100%
THE WINE GROUP, INC.	SAN JOAQUIN	5	Manufacturing	123	0	\$213,462	100%
THERM-X OF CALIFORNIA, INC.	ALAMEDA	2	Manufacturing	55	0	\$49,920	100%
TOOL COMPONENTS, INC. DBA TCI PRECISION METALS	LOS ANGELES	2	Manufacturing	0	0	\$0	0%
TOPPAN PHOTOMASKS, INC.	SANTA CLARA	5	Manufacturing	29	0	\$33,267	44%

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

Completed Core Contracts in FY 2012-13

APPENDIX B-3

Contractor Name	County	Business Size**	Industry	Retrainees	New Hire	Earned Amount	Percent Earned
TROPICANA MANUFACTURING COMPANY, INC.	LOS ANGELES	5	Manufacturing	49	0	\$179,754	99%
TURF DOCTOR, INC. DBA WEED MAN	FRESNO	1	Services	15	0	\$9,159	90%
UNIVERSAL HEALTH SERVICES OF RANCHO SPRINGS, INC. DBA SOUTHWEST HEALTHCARE SYSTEM	RIVERSIDE	5	Healthcare	87	0	\$170,550	100%
UNIVERSAL HEALTHCARE SYSTEMS, INC.	SAN BERNARDINO	6	Various	0	10	\$41,280	64%
VEKTREX ELECTRONIC SYSTEMS, INC.	SAN DIEGO	1	High Tech	6	0	\$4,085	38%
VERITABLE VEGETABLE, INC.	SAN FRANCISCO	3	Trade	70	0	\$50,389	60%
VERSA PRODUCTS	LOS ANGELES	2	Manufacturing	33	0	\$49,920	100%
VFC, INC.	FRESNO	1	Trade	22	0	\$15,424	56%
VIBRA HEALTHCARE LLC	MULTI COUNTIES	5	Healthcare	386	0	\$380,563	100%
VIRGIN AMERICA, INC.	SAN MATEO	5	Transportation	89	0	\$299,970	100%
WASTE MANAGEMENT OF CALIFORNIA, INC.	MULTI COUNTIES	5	Services	0	0	\$0	0%
WEST COAST LOCKWASHER CO., INC.	LOS ANGELES	1	Trade	16	0	\$25,393	66%
WESTECH COLLEGE	SAN BERNARDINO	6	Various	329	0	\$665,425	95%
WESTERN SHIELD AQUISITIONS, LLC	LOS ANGELES	1	Manufacturing	27	0	\$26,693	53%
WESTLAKE SERVICES, LLC DBA WESTLAKE FINANCIAL SERVICES	LOS ANGELES	5	Finance	82	0	\$58,366	50%
WIEBE HINTON HAMBALEK LLP	FRESNO	1	Finance	18	0	\$12,830	58%
WORKFORCE DEVELOPMENT CORPORATION DBA SE LOS ANGELES COUNTY WORKFORCE INVESTMENT BOARD	MULTI COUNTIES	6	Various	306	0	\$398,508	100%
WORKFORCE INVESTMENT BOARD OF TULARE COUNTY	TULARE	6	Various	88	0	\$61,023	55%
WORLDTRANS SERVICES, INC.	SAN DIEGO	1	Transportation	3	0	\$4,030	14%
YG LABORATORIES, INC.	ORANGE	1	Manufacturing	11	0	\$15,964	64%
220 Contracts				21,768	291	\$24,820,694	

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

Completed Alternative Funding Contracts in FY 2012-13

APPENDIX B-4

Contractor Name	County	Business Size**	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
BAKERSFIELD HEART HOSPITAL	KERN	5	Healthcare	90	0	\$194,580	88%
BAKERSFIELD MEMORIAL HOSPITAL	KERN	5	Healthcare	26	0	\$99,792	100%
BARTON HEALTHCARE SYSTEM	EL DORADO	5	Healthcare	143	0	\$99,828	66%
BLUE SKY BIO-FUELS, LLC	ALAMEDA	1	Manufacturing	14	0	\$57,551	34%
CALGREN RENEWABLE FUELS, LLC	TULARE	1	Manufacturing	28	0	\$27,254	14%
CALIFORNIA LABOR FEDERATION, AFL-CIO	MULTI COUNTIES	6	Various	1,340	0	\$999,460	100%
CASA COLINA CENTERS FOR REHABILITATION, INC.	LOS ANGELES	5	Healthcare	25	0	\$69,851	46%
CATHOLIC HEALTHCARE WEST DBA MERCY HOSPITALS OF BAKERSFIELD	KERN	5	Healthcare	22	0	\$98,568	55%
CENTRAL CALIFORNIA FOUNDATION FOR HEALTH DBA DELANO REGIONAL MEDICAL CENTER	KERN	5	Healthcare	98	0	\$183,600	100%
CHILDREN'S HOSPITAL & RESEARCH CENTER AT OAKLAND	MULTI COUNTIES	5	Healthcare	95	0	\$205,753	100%
CHILDREN'S HOSPITAL LOS ANGELES	LOS ANGELES	5	Healthcare	42	0	\$221,076	100%
CHILDRENS HOSPITAL OF ORANGE COUNTY	ORANGE	5	Healthcare	72	0	\$351,000	100%
CITRUS VALLEY HEALTH PARTNERS, INC.	LOS ANGELES	5	Healthcare	235	0	\$349,920	100%
COMMUNITY HOSPITAL OF THE MONTEREY PENINSULA	MONTEREY	5	Healthcare	459	0	\$186,912	53%
DAMERON HOSPITAL ASSOCIATION	SAN JOAQUIN	5	Healthcare	123	0	\$182,963	52%
DIGNITY HEALTH DBA GLENDALE MEMORIAL HOSPITAL AND HEALTH CTR	LOS ANGELES	5	Healthcare	303	0	\$117,216	12%
EAST LOS ANGELES DOCTORS HOSPITAL L.P.	LOS ANGELES	5	Healthcare	96	0	\$151,200	69%
EISENHOWER MEDICAL CENTER	RIVERSIDE	5	Healthcare	158	0	\$201,006	92%
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES	MULTI COUNTIES	6	Various	784	0	\$350,018	100%
FEATHER RIVER HOSPITAL	BUTTE	5	Healthcare	19	0	\$38,556	49%
GARDENA HOSPITAL, LP DBA MEMORIAL HOSPITAL OF GARDENA	LOS ANGELES	5	Healthcare	87	0	\$168,912	48%
GLENDALE ADVENTIST MEDICAL CENTER	LOS ANGELES	5	Healthcare	18	0	\$78,496	89%
HOAG MEMORIAL HOSPITAL PRESBYTERIAN	ORANGE	5	Healthcare	185	0	\$267,249	100%

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Completed Alternative Funding Contracts in FY 2012-13

APPENDIX B-4

Contractor Name	County	Business Size**	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
JEWISH VOCATIONAL AND CAREER COUNSELING SERVICE	SAN FRANCISCO	6	Various	598	0	\$170,453	34%
KINDRED HOSPITAL RANCHO	SAN BERNARDINO	5	Healthcare	35	0	\$127,175	69%
LODI MEMORIAL HOSPITAL ASSOCIATION, INC. DBA LODI MEMORIAL HOSPITAL	SAN JOAQUIN	5	Healthcare	89	0	\$143,690	100%
LUCILE SALTER PACKARD CHILDREN'S HOSPITAL AT STANFORD	SANTA CLARA	5	Healthcare	31	0	\$149,585	100%
MARIN GENERAL HOSPITAL	MARIN	5	Healthcare	477	0	\$219,960	100%
MARSHALL MEDICAL CENTER	MULTI COUNTIES	5	Healthcare	270	0	\$149,911	43%
MEMORIAL HEALTH SERVICES CORPORATION	ORANGE	5	Healthcare	173	0	\$298,368	88%
METHODIST HOSPITAL OF SOUTHERN CALIFORNIA	LOS ANGELES	5	Healthcare	355	0	\$218,592	100%
MISSION HOSPITAL REGIONAL MEDICAL CENTER	ORANGE	5	Healthcare	110	0	\$176,472	100%
MV PUBLIC TRANSPORTATION, INC.	SOLANO	5	Transportation	48	0	\$28,800	15%
NORTHBAY HEALTHCARE GROUP	SOLANO	5	Healthcare	187	0	\$127,848	100%
PAMC, LTD. DBA PACIFIC ALLIANCE MEDICAL CENTER	LOS ANGELES	3	Healthcare	90	0	\$185,220	100%
PARKVIEW COMMUNITY HOSPITAL MEDICAL CENTER	RIVERSIDE	5	Healthcare	74	0	\$197,597	100%
POMONA VALLEY HOSPITAL MEDICAL CENTER	LOS ANGELES	5	Healthcare	101	0	\$218,592	100%
PROVIDENCE HEALTH SYSTEM SOUTHERN CALIFORNIA DBA PROVIDENCE TARZANA MEDICAL CENTER	LOS ANGELES	5	Healthcare	282	0	\$218,700	100%
REDWOODS COMMUNITY COLLEGE DISTRICT	HUMBOLDT	6	Various	53	0	\$165,032	22%
SANTA ROSA MEMORIAL HOSPITAL	SONOMA	5	Healthcare	106	0	\$87,912	29%
SCRIPPS HEALTH	SAN DIEGO	5	Healthcare	68	0	\$349,398	100%
SHARP HEALTHCARE	SAN DIEGO	5	Healthcare	53	0	\$297,000	100%
SHASTA-TEHAMA-TRINITY COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	1	2	\$1,687	1%
SJCH FOUNDATION DBA SAN JOAQUIN COMMUNITY HOSPITAL	KERN	5	Healthcare	18	0	\$79,182	45%
SOUTHERN CALIFORNIA PRESBYTERIAN HOMES DBA BE.GROUP	MULTI COUNTIES	5	Healthcare	145	0	\$69,772	23%
ST. HELENA HOSPITAL	MULTI COUNTIES	5	Healthcare	10	0	\$37,802	97%

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Completed Alternative Funding Contracts in FY 2012-13

APPENDIX B-4

Contractor Name	County	Business Size**	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
ST. JOSEPH HEALTH SYSTEM DBA ST. JOSEPH HOSPITAL OF EUREKA	HUMBOLDT	5	Healthcare	16	0	\$74,844	34%
TESLA MOTORS, INC.	ALAMEDA	5	Manufacturing	467	0	\$647,626	100%
TEXAS INSTRUMENTS	SANTA CLARA	5	Manufacturing	536	0	\$421,609	100%
UKIAH ADVENTIST HOSPITAL DBA UKIAH VALLEY MEDICAL CENTER	MENDOCINO	5	Healthcare	13	0	\$37,548	17%
VALLEY PRESBYTERIAN HOSPITAL	LOS ANGELES	5	Healthcare	245	0	\$219,888	99%
VERDUGO HILLS HOSPITAL	LOS ANGELES	5	Healthcare	169	0	\$170,696	86%
WHITE MEMORIAL MEDICAL CENTER	LOS ANGELES	5	Healthcare	20	0	\$79,200	39%
53 Contracts				9,302	2	\$10,070,920	

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

TERMINATED CONTRACTS

Fourteen core-funded contracts terminated prior to completion of the contract term. In the majority of these cases, training never began, see table below for known reasons for termination. The Panel approved \$999,684 to fund these contracts, encumbering and subsequently disencumbering 43 percent of the approved amount in the report year.

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
APRIA HEALTHCARE GROUP INC.	Recent company reorganization and lack of resources	\$99,540	158	Services	Multi Counties
ARROWPOINT CORPORATION	Lost the need for training	\$19,760	19	Services	Solano
CALIFORNIA COUNCIL FOR EXCELLENCE	Lack of staff and participation	\$29,440	40	Services	Multi Counties
CENGAGE LEARNING, INC.	Recent company reorganization	\$81,000	100	Manufacturing	Multi Counties
ERAN ENGINEERING, INC	Reason unknown	\$26,208	28	Manufacturing	Orange
FUTUREHOME SYSTEMS AND DESIGN, INC.	No contract activity	\$15,600	10	Construction	Fresno
GENESYS TELECOMMUNICATIONS LABS, INC.	No contract activity	\$249,696	289	Services	San Mateo
HAYDEN PRODUCTS, LLC DBA HAYDEN INDUSTRIAL PRODUCTS	Recent company reorganization	\$45,500	50	Manufacturing	Multi Counties
LOGITECH, INC.	Loss of Project Developer	\$94,500	75	Manufacturing	Alameda
MANAGED CAREER SOLUTIONS, INC.	Training provider unable to perform contractual responsibilities	\$200,000	50	Other	Los Angeles
PERFECTION PET FOODS, LLC	No contract activity	\$27,600	25	Manufacturing	Tulare
RED MOUNTAIN GROUP, INC.	Unable to schedule training	\$25,740	22	Construction	Orange
TOPCON POSITIONING SYSTEMS, INC.	Reprioritization of resources	\$18,000	100	Manufacturing	Alameda
VAN BEURDEN INSURANCE SERVICES, INC.	No contract activity	\$67,100	61	Finance	Fresno

Total:	\$999,684	1,027
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The Annual Report was prepared by the Planning and Research Unit staff:
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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.

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