

**EMPLOYMENT TRAINING PANEL**

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# **ANNUAL REPORT**

## **2013-2014**

STATE OF CALIFORNIA



# THE EMPLOYMENT TRAINING PANEL

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# TABLE OF CONTENTS

<b><u>VISION AND MISSION STATEMENTS</u></b> .....	1
<b>PREFACE</b>	
<u>The Employment Training Panel</u> .....	2
<u>A Brief History</u> .....	2
<u>Core Program Funding</u> .....	2
<u>Alternative Funding</u> .....	2
<u>Why ETP Works</u> .....	3
<u>Report Summary</u> .....	3
<b>THE YEAR IN REVIEW</b>	
<u>Overview</u> .....	4
<u>Contract Activity</u> .....	5
<u>Key Actions and Accomplishments</u> .....	8
<u>Pilots and Special Training Programs</u> .....	10
<u>Information Technology Modernization</u> .....	12
<u>Planning for the Future</u> .....	13
<b><u>APPENDICES</u></b>	
<u>APPROPRIATIONS AND EXPENDITURES</u> .....	A-1
<u>CORE FUNDING CONTRACTS APPROVED IN HUAs</u> .....	A-2
<b>COMPLETED CONTRACTS:</b>	
<u>COMPLETED CONTRACT DATA</u> .....	B-1
<u>CHARACTERISTICS OF PANEL TRAINEES</u> .....	B-2
<u>COMPLETED CORE FUNDING CONTRACTS</u> .....	B-3
<u>COMPLETED ALTERNATIVE FUNDING CONTRACTS</u> .....	B-4
<u>TERMINATED CONTRACTS</u> .....	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 Panel<sup>1</sup> 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 16<sup>th</sup> year, the performance-based program had become a national model.<sup>2</sup>

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 \$1.3 billion for the successful training and employment retention 912,036 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.

***Alternative Funding*** – ETP maintains vital partnerships which provide ETP with alternative sources of funding. In Fiscal Year (FY) 2013-14, ETP received alternative funding from the California Energy Commission (CEC) to continue the following.

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<sup>1</sup> Throughout this report, the terms ETP and Panel are used interchangeably.

<sup>2</sup> National Governors' Association Center for Best Practices, *A Comprehensive Look At State-Funded Employer-Focused Job Training Programs*, 1999.

- 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)

Note: ETP received funding in FY 13-14, specifically on March 1, 2014 when Governor Brown signed omnibus drought legislation which appropriated \$2 million from the General Fund for ETP. These funds will be used in FY 2014-15 for Drought RESPOND projects and will be reflected on next year's annual report.

See previous [Annual Reports](#) for other Alternative Funding Sources and Programs. See [Appendix 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 2013-14 (July 1, 2013 through June 30, 2014). 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 2013-14;
- 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; trainee demographic data; and information on contracts terminated during the report year.

# **THE YEAR IN REVIEW**

## **OVERVIEW**

In Fiscal Year (FY) 2013-14, 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 2013-14 the Panel prioritized:

- Job creation projects
- Projects with a demonstrated investment in California's economy
- Projects serving drought-impacted regions of the state
- Critical Proposals
- Small business projects

The Panel also prioritized key industries critical to the state's economy. In FY 2013-14 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
- 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 workforce needs, including those emerging out of California's severe drought conditions.

Vital partnerships to utilize alternative sources of funding once again 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 Labor and Workforce Development Agency, the California Community Colleges Chancellor's Office, the Employment Development Department, the California Department of Industrial Relations' Division of Apprenticeship Standards, and the California Energy Commission continued to strengthen the Panel's ability to aptly respond to developing workforce needs.

## CONTRACT ACTIVITY

In FY 2013-14, the Panel approved nearly \$65.5 million (core and alternative-funded programs) to provide training to nearly 62,000 new-hire and incumbent workers. ETP-funded training has helped California's economic recovery through job 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 908 core training contracts. These included: a) 298 new agreements approved in the report year; b) 321 contracts approved in prior years, which were completed in FY 2013-14; and c) 289 contracts approved prior to FY 2013-14, 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
	<i>New Approved</i>	<i>Completed</i>	<i>Ongoing</i>	
<b>Contracts</b>	298	321	289	<b>908</b>
<b>Trainees</b>	62,003	39,437	60,179	<b>161,619</b>

#### a) *New Approved Core Contracts*

A total of 298 core contracts were approved in FY 2013-14 to train 62,000 trainees. This decreased by 48 contracts from last year. Subsequently, after deducting administrative costs, pro rata, and prior year liabilities, ETP was left with nearly \$26 million (compared to \$29 million in the prior year) to fund new training contracts.

#### b) *Completed Core Contracts*

A total of 321 contracts approved in the prior year, were completed, providing assistance to 2,199 employers for the training and employment retention of more than 39,437 workers, at an average cost of \$1,135 per trainee.

- In, FY 2013-14, manufacturing, construction, and the high-technology service industries, captured more than 70 percent of ETP funds.
- The breakdown for Small Business served by the Panel indicates:
  - 70 percent of all businesses employed 250 or fewer workers;
  - 54 percent of all businesses employed 100 or fewer workers;
  - 39 percent of all businesses employed 50 or fewer workers; and,
  - 21 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 \$15.31 an hour. The average New Hire wage decreased by 6 percent from the previous fiscal year. The average post-retention wage for incumbent workers (retrainees) was \$31.94 an hour. The average retrainee wage increased by 1.98 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 Panel Trainees](#);

See [Appendix B-3 – Completed Core Funding Contracts](#).

*(Note: While the Completed Contracts in FY 2013-14 appendices may identify industries served in those contracts, many of those contracts also supported green/clean technology across various industry sectors.)*

### **c) Ongoing Core Contracts**

A total of 289 contracts approved prior to FY 2013-14 were still active and ongoing at the end of the fiscal year, including training for 60,179 workers.

## 2. Alternative Funding Contract Activity

During the report year, ETP staff administered 49 alternative-funded training contracts, These included: a) 3 new agreements approved in the report year; b) 41 contracts which were completed in FY 2013-14, but approved in prior years, and c) 5 contracts approved prior to FY 2013-14, which were still active at the end of the fiscal year. The following table illustrates this activity.

Alternative Funded Contracts				
	a)	b)	c)	TOTAL
	<i>New Approved</i>	<i>Completed</i>	<i>Ongoing</i>	
<b>Contracts</b>	3	41	5	49
<b>Trainees</b>	604	1,254	6,556	8,414

### 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.

The following is a breakdown of alternatively-funded FY 2013-14 project totals:

Alternatively-Funded Training Programs	
	<b>ARFVTP</b> (AB 118)
<b>Approved Funding</b>	\$482,640
<b>Approved Contracts</b>	3
<b>Workers to Train</b>	604
<i>See <a href="#">Appendix A-1:C – Alternative Funding Sources</a> for training program descriptions.</i>	

### b) *Completed Alternative Funding Contracts*

A total of 41 (34 under the Critical Proposal Healthcare - Job Creation Initiative and 7 under the Alternative and Renewable Fuel and Vehicle Technology/AB118 Program) contracts approved in the prior year, were completed, resulting in the training of 1,254 workers.

For further information:

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

See [Appendix B-2 – Characteristics of Panel Trainees](#);

See [Appendix B-4 – Completed Alternative Funding Contracts](#).

### c) *Ongoing Alternative Funding Contracts*

A total of 5 contracts approved under the ARVFT/AB118 Funding Category prior to FY 2013-14 were still active at the end of the fiscal year, targeting training for 6,556 workers.

## KEY ACTIONS AND ACCOMPLISHMENTS

In FY 2013-14, ETP successfully met key program goals and objectives for the report year. Following are highlights from ETP's core program:

- **Priority Industries:** Eighty three percent of all approved core program funds were targeted to priority industries including green technology, manufacturing, high technology, biotechnology, multimedia entertainment, construction, goods movement and transportation, logistics, research and development, and healthcare.
- **Economic Development/Job Creation:** ETP continued its work with state, local, and regional economic development organizations, and Go-Biz<sup>3</sup> 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, 8,318 new jobs were approved in FY 2013-14:
  - Critical Proposals/Job Creation
    - Core: \$4,434,350 was approved for 4 critical proposals to provide training to 1,834 workers. (These contracts are also included the Retrainee-Job Creation component - included in the count below).
    - Alternative Funding: N/A
  - New Hire
    - Core: Nine New Hire projects were approved, planning to create 307 new jobs.
  - Job Creation
    - Retrainee Job Creation Initiative Core: Under this initiative 117 contracts, totaling over \$26 million, were approved to create 6,177 new jobs for \$8,255,368 in Job Creation jobs only (note: See Critical Proposals).
- **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 93 contracts, serving all or a portion of the Central Valley with an overall total of \$17.7 million in core funds for more than 16,000 trainees (Specifically, the San Joaquin Valley, which is within the Central Valley, ETP served 58 contracts in which all or a portion of the trainees were located in the

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<sup>3</sup> 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.

San Joaquin Valley training over 10,000 trainees with over \$11 million in contract value).

- **Direct Contracts with Small Business:** The Panel approved over \$5 million to train over 33,000 trainees in 108 new Core direct contracts with small businesses of 100 or fewer employees in California 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 17 core funding agreements in the amount of \$5,444,546 to train 3,902 workers in “green-clean” related projects (6 were Apprenticeship projects).
  - Alternative Funding: Under our alternative funding programs the Panel approved 3 agreements in the amount of \$482,640 to train 604 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 \$18 million for CTE related projects to train 16,657 workers.
- **Healthcare:** The Panel continued its support for healthcare training, approving over \$5.2 million in core contract program funds for the training of 4,392 nurses and 1,360 workers for positions in healthcare-related fields, such as medical office administrators, medical billing technicians, lab technicians and medical assistants.
- **High Unemployment Area (HUA):** The Panel targets HUAs<sup>4</sup> 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 \$19.6 million in training funds was approved for 127 contracts that served HUAs, providing training for over 17,000 workers.

See [Appendix A-2 – Core Funding Contracts Approved in HUAs](#) for more information.

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<sup>4</sup> 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:

- **Drought – RESPOND:** On January 17, 2014, Governor Brown declared a state of emergency in California due to extreme drought. Dry conditions and lack of precipitation could impact several key industry sectors and lead to loss of jobs within these areas. Hardest hit are the San Joaquin Valley and Central Coast areas. The Governor's Office has identified a total of 24 counties that are most severely impacted. ETP's **Rapid Employment Strategy Pilot on Natural Disasters** (RESPOND) pilot program will use \$2 million in General Funds to fund employment training in the designated drought-impacted regions of the state. The funds will be used to: (1) support displaced workers; (2) avert layoffs; and (3) help employers transition to more sustainable operations and practices. This \$2 million in General Funds will be applied through the Alternative Funding Category, and in addition, some Drought designated projects will also be approved under the Core Funding Category. Although the pilot program was approved in late FY 2013-14, contracts under the RESPOND pilot will be approved in the 2014-15 report year.
- **Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP):** In FY 2013-14, 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 market place. 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.
- **Job Creation:** In FY 2013-14, ETP continued to support job creation. Projects demonstrating investment in California's economy, including critical proposals developed in conjunction with 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

- **Apprenticeship Training Pilot Program:** In FY 2013-14, ETP continued to support its Apprenticeship Training Pilot Program. Developed with input from key stakeholders, including the labor and apprenticeship communities, the Apprenticeship Training Pilot Program was designed to help alleviate the steady decline in state funds dedicated to the related and supplemental instruction (RSI) portion of an apprenticeship curriculum. ETP recognizes apprenticeship training as a unique and valuable component to the development of a strong workforce, and ETP's Apprenticeship Training Pilot Program serves as a model for apprenticeship training. 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:** Throughout FY 2013-14, ETP continued to prioritize training for veterans and members of the National Guard who are reentering California's civilian workforce. Based on the number of active and reservist personnel who have performed military service in recent years, the need for employment training assistance for veterans is projected to increase. ETP's veteran training program helps unemployed veterans and members of the National Guard obtain high-skilled, high-wage jobs in secure industries. Through participation in the Governor's Interagency Council on Veterans, ETP continues to contribute to the coordination of statewide efforts to identify and prioritize the needs of veterans. Through collaboration, ETP seeks to strengthen and streamline workforce training and employment services to better suit the needs of California's veteran community.

## **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 the multiple functions of the current internet, intranet, and ETP's Management Information Systems. The new system, Employment Training Management System (ETMS) part of EDD's California Workforce Services Network (CWSN) Phase II, 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. ETMS's projected implementation date is mid-2015.

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 is also participating in the LWDA effort to implement the Workforce Innovation and Opportunity Act and the new CUIB Strategic Plan that is required.

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 A-1: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

<b>APPROPRIATIONS AND EXPENDITURES</b> .....	<b>A-1</b>
A. <u>APPROPRIATIONS AND EXPENDITURES REPORT</u>	
B. <u>NEW CORE TRAINING CONTRACT APPROVALS</u>	
C. <u>ALTERNATIVE FUNDING SOURCES</u>	
<b><u>CORE FUNDING CONTRACTS APPROVED IN HUAs</u></b> ...	<b>A-2</b>
<b>COMPLETED CONTRACTS:</b>	
<b>COMPLETED CONTRACT DATA</b> .....	<b>B-1</b>
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>	
<b><u>CHARACTERISTICS OF PANEL TRAINEES</u></b> .....	<b>B-2</b>
<b><u>COMPLETED CORE FUNDING CONTRACTS</u></b> .....	<b>B-3</b>
<b><u>COMPLETED ALTERNATIVE FUNDING CONTRACTS</u></b> ...	<b>B-4</b>
<b><u>TERMINATED CONTRACTS</u></b> .....	<b>C-1</b>

**A. APPROPRIATIONS AND EXPENDITURES**

In FY 2013-14, the ETF received a Budget Act appropriation of \$51.6 million. Although the ETF collection is forecast to increase steadily, a conservative projection for FY 2013-14 was set at \$57.5 million. However, the actual ETF revenue collection of \$63.2 million resulted 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 \$26.5 million to fund new core training contracts in FY 2013-14. The Panel expended all of these available new training funds by its April 2014 Panel meeting.

**CORE FUNDING - Appropriation and Expenditure Report      FY 2013-14**

Employment Training Fund (ETF)	\$51,589,000.00
EDD Tax Branch (ETT Collection)	<u>-\$5,548,928.00</u>
<b>Total Appropriation to ETP:</b>	<b>\$46,040,072.00</b>

**ETP:**

Appropriation to ETP	\$46,040,072.00
Reinvested Funds	<u>\$2,325,984.00</u>
Total Amount Available Fiscal Year 2013-14:	<b>\$48,366,056.00</b>

**ETP Expenditures:**

Program Administration	-\$8,680,338.00
EDD Support	-\$464,731.00
Other Pro Rata	-\$564,718.00
State Controller's Office (SCO)	-\$13,000.00
Automated Collection Enhancement Systems (ACES)	-\$48,000.00
Fi\$cal	-232,000.00
Marketing and Research	-\$212,500.00
Program Funds:	
Prior Year Contract Liabilities	-\$21,885,410.00
New Training Contracts	<u>-\$26,480,646.00</u>
<b>Total Expenditures:</b>	<b>\$48,366,056.00</b>

The resulting total of \$48.3 million available for core funding in 2013-14 was allocated by the Panel as follows:

- **Program Funds:** The Panel encumbered all \$48.3 million of available program funds for training. Of this amount, about \$21.8 million was for prior-year contract liabilities, due as a result of incremental funding, and nearly \$26 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 \$10.2 million was spent for program administration costs, including EDD support, ACES, and Fi\$cal.
- **Marketing and Research:** Marketing supports the development and maintenance of ETP's relationship with industry, labor, and other organizations in emerging sectors such as green/clean. California Labor Federation and California Manufacturing Technology Association are two marketing contracts for \$150K each with 2-year term. The actual spent for Marketing was \$212K.
- **Pro Rata:** ETP had \$564K for Pro Rata. 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 2013-14, \$26.5 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 \$65 million in total contract amount in FY 2013-14 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 99.5 percent of the trainee population, and new hires 0.5 percent.)

<b>FY 2013-14 CORE FUNDING COMMITMENTS</b>	<b>Total</b>
<b>Approved Training Projects</b>	<b>298</b>
Total Approved Funding*	\$65,145,441
Workers Targeted for Training	62,003
Average Cost per Trainee**	\$1,219

\*\$26 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 \$5,898; for retrainees it was \$1,121.

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

- Manufacturing (44 percent)
- Construction (10 percent)
- Services (29 percent)
  - i. Healthcare
  - ii. High-Technology
  - iii. Other Services
- Other (Agriculture, Finance, Trade, Transportation) (17 percent)

### 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 2013-14 alternative funding was provided through AB 118, which established the ARFVTP in 2007. ETP also received \$2 million in general fund monies late in FY 2013-14 for use in FY 2014-15 for Drought RESPOND projects.

Following is a summary of programs and initiatives that were implemented with alternative funding sources:

<b>Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP)</b>	<b>Allocation: \$1,238,124</b>
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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 over \$11.5 million to provide services and support related to the ARFVTP. (See the funding table below.)

	<b>Training</b>	<b>Admin</b>	<b>Total</b>
<b>FY 2009-10</b>	\$4,500,000	\$500,000	\$5,000,000
<b>FY 2010-11</b>	\$900,000	\$100,000	\$1,000,000
<b>FY 2011-12</b>	\$3,852,000	\$428,000	\$4,280,000
<b>FY 2012-13</b>	\$0	\$0	\$0
<b>FY 2013-14</b>	\$1,088,124	\$150,000	\$1,238,124
<b>Totals</b>	<b>\$10,340,124</b>	<b>\$1,178,000</b>	<b>\$11,518,124</b>

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

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

In FY 2013-14, the IA was amended with \$1.2 million in additional training funds for a new IA total of \$11.5 million. The term was also extended to March 30, 2017.

In FY 2013-14, the Panel approved \$482,640 to train 604 workers in 3 contracts. ETP also closed 7 contracts during the fiscal year, as their terms naturally ended, which earned a total of \$206,457 with 534 trainees meeting the job retention requirements.

By the end of FY 2013-14, there were 7 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	0	7	0
FY 2012-13	4	4	0	0
FY 2013-14	3	3	0	0
<b>Totals</b>	<b>29</b>	<b>7</b>	<b>17</b>	<b>5*</b>

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

Since the ARFVTP began in FY 2009-10 through the end of FY 2013-14, ETP has approved a total of \$10.8 million to train over 13,000 workers under 29 approved contracts. Over \$400 thousand has been expended in total administrative costs.

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
3D DATA COM	ALAMEDA, FRESNO, SACRAMENTO	Technology/IT, Construction	\$16,380	21
ADVANCE DATA COMMUNICATIONS, INCORPORATED	SAN JOAQUIN	Construction	\$5,200	5
AG PRODUCTION CO.	STANISLAUS	Manufacturing	\$23,920	20
ALPINE CORPORATION	LOS ANGELES	Manufacturing	\$40,248	26
ALTA HOSPITALS SYSTEM, LLC	LOS ANGELES	Healthcare	\$680,148	693
AMERICAN APPAREL USA, LLC	LOS ANGELES	Manufacturing	\$99,500	190
AMERICAN ETCHING & MANUFACTURING	LOS ANGELES	Manufacturing	\$33,540	30
ANIMAL SUPPLY COMPANY, LLC	LOS ANGELES, SAN JOAQUIN	Wholesale Trade/Distribution	\$24,804	53
APPRENTICE & JOURNEYMEN TRAINING TRUST FUND OF THE SOUTHERN CALIFORNIA PUMBING AND PIPING INDUSTRY	IMPERIAL, INYO, KERN, LOS ANGELES, ORANGE, SAN BERNARDINO, SAN DIEGO, SAN LUIS OBISPO, SANTA BARBARA, RIVERSIDE, VENTURA	Construction	\$601,070	318
ASSOCIATED BUILDERS AND CONTRACTORS NORTHERN CALIFORNIA CHAPTER TRAINING TRUST FUND	ALAMEDA, CONTRA COSTA, EL DORADO, FRESNO, KERN, MARIN, MENDOCINO, MERCED, MONTEREY, NAPA, PLACER, SACRAMENTO, SAN FRANCISCO, SAN JOAQUIN, SAN MATEO, SANTA CLARA, SANTA CRUZ, SOLANO, SONOMA, STANISLAUS, TUOLUMNE, YOLO	Construction	\$164,640	84
ASSOCIATED DESERT NEWSPAPERS, INC. DBA IMPERIAL VALLEY PRESS	IMPERIAL, RIVERSIDE, SAN BERNARDINO	Services Technical Services (High Tech)	\$10,800	20
AT&T SERVICES, INC.	MULTI COUNTIES	Communications, Services Technical Services (High Tech), IT/Other, Green/Clean	\$463,792	451
ATHERSTONE FOODS, INC. DBA GLASS ONION CATERING	CONTRA COSTA	Manufacturing Services	\$17,160	33
AVALON HEALTH CARE MANAGEMENT OF CALIFORNIA, LLC	CALAVERAS, MADERA, MERCED, STANISLAUS, TUOLUMNE	Healthcare	\$232,320	121

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
BARNEY & BARNEY, LLC	SAN DIEGO, ORANGE, ALAMEDA	Financial Services	\$87,750	150
BAY AREA ROOFING AND WATERPROOFING JOINT APPRENTICESHIP TRAINING TRUST FUND	ALAMEDA, CONTRA COSTA, LAKE, MARIN, MENDOCINO, MONTEREY, NAPA, SAN BENITO, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ, SOLANO, SONOMA	Construction, Green Technology	\$119,700	80
BAYCORR PACKAGING INC. DBA HERITAGE PAPER	ALAMEDA, FRESNO, SACRAMENTO, SAN JOAQUIN	Manufacturing	\$98,500	55
BEUTLER CORPORATION	SACRAMENTO, SAN JOAQUIN	Manufacturing	\$12,960	30
BOOTH RANCHES LLC	FRESNO	Agriculture	\$52,290	83
BRAND CONSULTING GROUP, LLC DBA BRAND COLLEGE	MULTI COUNTIES	Technology/IT, Technology/Other, Manufacturing, Services, Retail	\$481,239	192
BRICKLEY CONSTRUCTION COMPANY, INC. DBA BRICKLEY ENVIRONMENTAL	SAN BERNARDINO	Services, Construction	\$46,200	35
BRIGHTON COLLECTIBLES, LLC	LOS ANGELES	Manufacturing	\$428,880	711
BULRAD ENTERPRISES, INC. DBA CABINET CONNECTION	FRESNO	Manufacturing, Services	\$49,140	54
C.H.L. EMS, INC. DBA AMERICAN AMBULANCE OF VISALIA	TULARE	Healthcare	\$40,300	31
CALIFORNIA HEALTH SCIENCES UNIVERSITY, LLC	FRESNO	Healthcare, Services	\$22,000	25
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION	MULTI COUNTIES	Manufacturing, Aerospace and Defense, Technology.IT, Services Technical Services (High Tech)	\$72,180	90
CERTIFIED STAINLESS STEEL, INC.	KERN, MERCED, STANISLAUS	Manufacturing	\$191,240	143
CHA HOLLYWOOD MEDICAL CENTER, LP DBA HOLLYWOOD PRESBYTERIAN MEDICAL CENTER	LOS ANGELES	Healthcare	\$255,990	297

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
CHAFFEY COMMUNITY COLLEGE DISTRICT - WORKFORCE TRAINING INSTITUTE	RIVERSIDE, SAN BERNARDINO, LOS ANGELES, ORANGE	Aerospace and Defense, Goods Movement, Manufacturing, Transportation/Logistics, Warehousing	\$408,906	458
CHARLES DIAZ TRUCKING, INC.	FRESNO, MADERA	Transportation/Logistics, Goods Movement	\$15,600	25
CHARLES MCMURRAY CO.	FRESNO, SACRAMENTO	Wholesale Trade/Distribution, Goods Movement, Transportation/Logistics	\$63,830	57
CITY NATIONAL BANK	MULTI COUNTIES	Finance	\$124,485	193
CLARK-PACIFIC CORPORATION	LOS ANGELES, SAN BERNARDINO, YOLO	Manufacturing	\$48,384	112
COMPREHENSIVE TRAINING SYSTEMS INCORPORATED	SAN DIEGO	Healthcare, Construction, Manufacturing, Insurance, Services	\$35,749	7
COMPUTER TUTOR BUSINESS AND TECHNICAL INSTITUTE	MULTI COUNTIES	Healthcare, Services [Educational]	\$276,600	50
CONSOLIDATED CONTAINER COMPANY LP	SAN JOAQUIN	Manufacturing	\$55,327	61
CONSOLIDATED CONTAINER COMPANY LP	LOS ANGELES	Manufacturing	\$93,960	116
CONSOLIDATED DISPOSAL SERVICES, LLC DBA L.A. COUNTY LLC	LOS ANGELES	Services, Green Technology	\$414,658	305
CORE-MARK INTERNATIONAL, INC.	KERN, LOS ANGELES, RIVERSIDE, SACRAMENTO	Goods Movement, Transportation/Logistics	\$23,972	50
COTTAGE BAKERY, INC.	SAN JOAQUIN	Manufacturing	\$56,700	126
CUMMINS PACIFIC, LLC	ALAMEDA, LOS ANGELES, ORANGE, SAN DIEGO, VENTURA, HUMBOLDT, SAN BERNARDINO, KERN, FRESNO, SHASTA, YOLO	Wholesale Trade, Services	\$26,250	50
DENHAM CORPORATION	FRESNO	Services	\$5,082	7
DIBUDUO & DEFENDIS INSURANCE BROKERS LLC	FRESNO, KERN, TULARE, STANISLAUS, SAN JOAQUIN, SAN BENITO, SAN LUIS OBISPO	Insurance	\$105,120	146

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
ECO.LOGIC BRANDS INC.	SAN JOAQUIN, ALAMEDA	Manufacturing, Green Technology	\$62,400	40
EL CAMINO COMMUNITY COLLEGE DISTRICT CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)	MULTI COUNTIES	Manufacturing, Services	\$514,238	446
EL CLASIFICADO	LOS ANGELES, SAN BERNARDINO, KERN, FRESNO	Manufacturing	\$30,020	42
ELECTRO STAR INDUSTRIAL COATING, INC.	TEHAMA	Manufacturing	\$15,860	12
EMPLOYERS GROUP	MULTI COUNTIES	Manufacturing, Engineering, Services Technical Services (High Tech), Technology/Other, Transportation/ Logistics	\$195,240	220
FINISHING TRADES INSTITUTE OF DISTRICT COUNCIL 36 JATTF	LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO, IMPERIAL, KERN, MONO, INYO, SAN DIEGO, SAN LUIS OBISPO, SANTA BARBARA, VENTURA	Construction	\$332,657	177
FIVE STAR GOURMET FOODS, INC.	SAN BERNARDINO	Manufacturing, and Food Processing	\$49,504	34
FRESNO AREA PLUMBERS, PIPE & REFRIGERATION FITTERS JATC	FRESNO, MADERA, TULARE, KINGS	Construction	\$156,993	80
FRESNO SPORTS MANAGEMENT, LLC	FRESNO	Services [Entertainment]	\$19,008	32
GENERAL MILLS OPERATIONS, LLC	SAN JOAQUIN	Manufacturing	\$47,250	125
GEORGIA-PACIFIC CORRUGATED LLC	MADERA	Manufacturing	\$96,768	128
GIVE SOMETHING BACK, INC.	ALAMEDA, SACRAMENTO, SAN DIEGO	Manufacturing	\$66,300	30
GOLDEN STATE FC LLC A WHOLLY-OWNED SUBSIDIARY OF AMAZON.COM	SAN JOAQUIN, STANISLAUS	Warehousing, Goods Movement	\$2,000,000	1,210
GUCKENHEIMER ENTERPRISES, INC.	MULTI COUNTIES	Services	\$61,200	165
HARRY'S AUTO BODY, INC. DBA HARRY'S AUTO COLLISION CENTER	LOS ANGELES	Services	\$63,800	58
HERCA TELECOMM SERVICES INC.	RIVERSIDE	Construction, Communication	\$49,920	54

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
HERITAGE INTERESTS, LLC	BUTTE, SACRAMENTO	Manufacturing	\$141,184	151
HILLTOP RANCH, INC.	MERCED	Agriculture, Transportation/Logistics, Manufacturing	\$139,800	244
HOLTHOUSE CARLIN & VAN TRIGT LLP	LOS ANGELES, ORANGE, VENTURA	Services	\$18,375	35
HORIZON NUT LLC	TULARE, KERN	Manufacturing	\$49,504	68
J & R FILM CO. INC DBA MOVIOLA DIGITAL ARTS INSTITUTE	LOS ANGELES	Multimedia/Entertainment [High Tech Services], Technology/Other	\$210,168	189
J.R. SIMPLOT COMPANY	FRESNO, SAN JOAQUIN	Manufacturing	\$55,800	100
JOSE ARTHUR MIRELEZ, JR., D.D.S., INC.	FRESNO	Healthcare	\$11,880	9
KEISER CORPORATION	FRESNO	Manufacturing	\$76,320	106
KRACO ENTERPRISES, LLC	LOS ANGELES	Manufacturing	\$98,592	122
LA WORKS, EAST SAN GABRIEL VALLEY CONSORTIUM	LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO	Services, Healthcare, Green Technology	\$304,150	158
LOS ANGELES & ORANGE COUNTIES AIR CONDITIONING AND REFRIGERATION JJATC	LOS ANGELES, ORANGE, SAN BERNARDINO, RIVERSIDE, SAN DIEGO, VENTURA, SANTA BARBARA, SAN LUIS OBISPO	Construction, Services	\$195,224	114
LOS ANGELES COMMUNITY COLLEGE DISTRICT	LOS ANGELES, VENTURA, ORANGE, SAN BERNARDINO	Manufacturing, Aerospace & Defense, Biotechnology/Life Sciences, Engineering, Transportation/Logistics	\$30,127	47
LOS GATOS TOMATO PRODUCTS, LLC	FRESNO	Manufacturing [Food]	\$20,280	52
MERILIZ INCORPORATED DBA DOME PRINTING	SACRAMENTO	Manufacturing	\$123,000	140
MI RANCHO TORTILLA, INC.	FRESNO	Manufacturing [Food]	\$24,570	21
MOUNTAIN VIEW CHILD CARE, INC. DBA TOTALLY KIDS SPECIALTY HEALTHCARE	SAN BERNARDINO	Healthcare	\$293,506	202

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
MT. SAN ANTONIO COLLEGE	LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO	Manufacturing, Wholesale Trade, Goods Movement, Transportation/ Logistics	\$24,920	41
NAPA VALLEY COLLEGE SMALL BUSINESS DEVELOPMENT CENTER	NAPA, SOLANO, SONOMA	Services, Agriculture, Multimedia/ Entertainment	\$2,333	5
NEW FLYER OF AMERICA INC.	SAN BERNARDINO, FRESNO	Manufacturing, Green Technology, Transportation/ Logistics	\$184,200	67
NEWLINE TECHNOLOGIES, INCORPORATED	LOS ANGELES	Tech/IT, Services Technical Services (High Tech)	\$45,240	13
NIACC-AVITECH TECHNOLOGIES INC	FRESNO	Manufacturing, Aerospace and Defense, Services Technical Services (High Tech)	\$436,800	140
NIPPON SHOKKEN U.S.A. INC.	YOLO, SAN MATEO, LOS ANGELES	Manufacturing, Wholesale Trade	\$56,800	42
NL&A COLLECTIONS, INC.	LOS ANGELES, ORANGE	Manufacturing, Wholesale Trade	\$30,030	21
NORTH AMERICAN SPECIALTY PRODUCTS LLC	SAN JOAQUIN	Manufacturing	\$78,390	67
NUTIVA	CONTRA COSTA	Manufacturing and Food Processing	\$46,800	60
OAKLAND PALLET COMPANY, INC.	ALAMEDA, STANISLAUS	Manufacturing	\$3,400	5
OMNI HOTELS MANAGEMENT CORPORATION DBA OMNI LOS ANGELES HOTEL	LOS ANGELES	Services [Hospitality]	\$305,000	340
PACIFIC COAST COMPANIES, INC.	MULTI COUNTIES	Manufacturing	\$291,341	302
PACTIV LLC	FRESNO	Manufacturing	\$46,440	86
PALMDALE REGIONAL MEDICAL CENTER	LOS ANGELES	Healthcare	\$390,432	422
PAPA CANTELLA'S, INC.	LOS ANGELES	Manufacturing	\$29,106	33
PEABODY ENGINEERING & SUPPLY, INC.	RIVERSIDE	Manufacturing	\$49,868	49
PLATINUM ENGINEERING SOLUTION INC.	MADERA	Engineering [Services]	\$8,320	8
PROCESS COOLING INTERNATIONAL INC. DBA APPLIED PROCESS COOLING CORPORATION	FRESNO, SAN MATEO, SONOMA, STANISLAUS	Construction, Services	\$68,510	57

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
PROMPT DELIVERY, INC. DBA SOUTHERN CALIFORNIA MESSENGERS	LOS ANGELES, SAN DIEGO, SAN BERNARDINO	Services Goods Movement	\$113,500	70
REGIONAL TECHNICAL TRAINING CENTER	ALAMEDA	Biotech/Life Sciences, Green Tech, Services Technical Services (High Tech), Healthcare	\$490,074	85
RICK BERRY INC. DBA: CAL CUSTOM TILE	FRESNO	Services	\$58,245	97
RIVER PARTNERS	BUTTE, COLUSA, SAN DIEGO, SAN JOAQUIN	Services [Environmental]	\$16,896	16
RIVERSIDE COUNTY ECONOMIC DEVELOPMENT AGENCY	RIVERSIDE, SAN BERNARDINO, ORANGE, LOS ANGELES	Manufacturing, Services, Technology/Other	\$76,401	84
SALADINO'S, INC.	YOLO	Goods Movement, Warehousing	\$113,400	63
SCALED COMPOSITES, LLC	KERN	Manufacturing, Aerospace and Defense	\$54,000	50
SNAP-ON INC.	LOS ANGELES	Manufacturing	\$345,600	160
SOMA AEC INC. DBA OXMAN COLLEGE	ALAMEDA, CONTRA COSTA, MARIN, SAN FRANCISCO, SAN MATEO, SANTA CLARA, SANTA CRUZ	Healthcare, Engineering, Services [Various]	\$5,699	1
SOUTH ORANGE COUNTY REGIONAL CHAMBERS OF COMMERCE, INC.	LOS ANGELES, ORANGE, SAN DIEGO, VENTURA	Technology/IT, Technology/Other, Manufacturing, Services, Biotechnology/ Life Sciences	\$491,825	258
SOUTHERN CALIFORNIA HEAT AND FROST INSULATORS AND ALLIED WORKERS JOINT APPRENTICE COMMITTEE	LOS ANGELES, KERN, IMPERIAL, INYO, ORANGE, RIVERSIDE, SAN BERNARDINO, SAN DIEGO, SAN LUIS OBISPO, SANTA BARBARA, VENTURA	Construction, Services [Educational], Green/Clean	\$156,190	85
SOUTHERN CALIFORNIA PERMANENTE MEDICAL GROUP DBA KAISER PERMANENTE WFD	SOUTHERN CALIFORNIA	Healthcare [Services]	\$210,000	175

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

APPENDIX A-2

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
SOUTHERN CALIFORNIA ROOFERS AND WATERPROOFERS JOINT APPRENTICESHIP AND TRAINING FUND	LOS ANGELES, ORANGE, SAN BERNARDINO, RIVERSIDE, VENTURA, SANTA BARBARA, SAN LUIS OBISPO	Construction, Green Tech	\$230,910	258
SOUTHERN CALIFORNIA SHEET METAL JOINT APPRENTICESHIP AND TRAINING COMMITTEE	LOS ANGELES, ORANGE, SAN BERNARDINO, RIVERSIDE, INYO, MONO, KERN	Construction, Services	\$162,162	81
SPROUTS FARMERS MARKET, INCORPORATED	MULTI COUNTIES	Retail, Services	\$62,400	52
STAPLETON-SPENCE PACKING COMPANY	BUTTE	Manufacturing and Food Processing,	\$55,120	40
STURGEON SERVICES INTERNATIONAL, INC.	KERN, VENTURA	Construction	\$475,036	1,008
SUPPLY HARDWARE, INC.	SACRAMENTO, YOLO	Services, Construction	\$46,640	22
SYSCO CENTRAL CALIFORNIA, INC.	STANISLAUS	Wholesale Trade/ Distribution, Services	\$197,325	227
TEMPEST TECHNOLOGY CORPORATION	FRESNO	Manufacturing	\$34,320	22
TESCO CONTROLS, INC.	MONTEREY, RIVERSIDE, SACRAMENTO	Manufacturing	\$34,686	41
THE CORPORATION FOR MANUFACTURING EXCELLENCE (MANEX)	MULTI COUNTIES	Manufacturing	\$42,150	30
THE NUTRO COMPANY	SAN BERNARDINO	Manufacturing	\$99,630	135
THE WINE GROUP, INC.	FRESNO, KERN, MADERA, SAN JOAQUIN, TULARE	Manufacturing	\$604,098	297
TROPICANA MANUFACTURING COMPANY, INC.	LOS ANGELES	Manufacturing and Food Processing	\$274,200	115
TYCO ELECTRONICS CORPORATION	SAN MATEO, SANTA CLARA, SANTA CRUZ, SANTA BARBARA, SAN BERNARDINO, RIVERSIDE, SAN DIEGO	Manufacturing	\$6,870	12
USS-POSCO INDUSTRIES	CONTRA COSTA	Manufacturing	\$436,600	590
VIBRA HEALTHCARE, LLC	FRESNO, MARIN, SAN BERNARDINO, SAN DIEGO, SHASTA	Healthcare	\$291,969	399
WATHEN CASTANOS HYBRID HOME, INC.	FRESNO	Construction	\$9,724	22

**Core Funding Contracts Approved in HUAs  
FY 2013-14**

Contractor Name	County(ies) Served	Industry	Portion of Approved Contract Amount in HUA	# of Trainees Approved in HUA
WEATHERFORD ARTIFICIAL LIFT SYSTEMS, LLC	KERN, IMPERIAL, LOS ANGELES, SAN LUIS OBISPO, SOLANO, VENTURA	Manufacturing, Services Technical Services (High Tech)	\$185,500	195
WORKFORCE DEVELOPMENT CORPORATION OF SOUTHEAST LOS ANGELES COUNTY, INC.	MULTI COUNTIES	Manufacturing, Goods Movement, Transportation/Logistics	\$374,792	330
WORLDWIDE AEROS CORP.	LOS ANGELES	Manufacturing, Aerospace & Defense	\$33,800	25
WURTH LOUIS AND COMPANY	ORANGE, SAN DIEGO, ALAMEDA	Retail, Services, Wholesale Trade / Distribution	\$34,907	61
ZINC FINANCIAL INC.	FRESNO	Financial Services	\$7,920	12
<b>127 Contracts</b>			<b>\$19,610,670</b>	<b>17,290</b>

<b>Central Valley</b>	<b>\$9,349,058</b>	<b>8,092</b>
<b>Inland Empire</b>	<b>\$5,165,529</b>	<b>4,171</b>

## COMPLETED CONTRACT DATA

Of contracts closed within the report year, 321 were through core funding and 41 were 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 2013-14 completed core contracts. The Panel funded training for 39,437 workers at an average cost of \$1,135 per trainee.

	<u>Total</u>
<b>Number of Core Contracts</b>	321
<b>Amount Earned (in millions)</b>	\$44.7
<b>Retained in Employment</b>	39,437
<b>Average Cost per Trainee</b>	\$1,135

See [Appendix B-3 – Completed Core Funding Contracts](#) for a list of the year's completed contracts.

The overall percentage of planned-to-actual placements for all trainees was 59 percent (29 percent for new hires, and 60 percent for retrainees), meaning the number of trainees planned/estimated at the beginning of the contract were actually trained at an overall of 59 percent. The placement rates for retrainees decreased by 13 percent and the rate for new hires decreased by 18 percent from the previous fiscal year. The average cost per trainee increased in the report year from the prior fiscal year, from \$1,125 to \$1,135 per trainee. The average cost per trainee was \$4,421 for new hires (*\$561 lower than last year's \$4,982*), and \$1,105 for retrainees (*\$31 higher than last year's \$1,074*). Differing from prior fiscal years, 97 percent of funds earned were for retraining and 3 percent were for unemployed (new hire) workers.

**Alternative funding Contracts:** Forty one alternatively funded contracts completed in the report year, including: 34 Workforce Investment Act-funded Healthcare Job Creation projects, and 7 AB 118/Alternative and Renewable Fuel and Vehicle Technology Program contracts. These contracts successfully trained 1,254 incumbent workers and earned a total of \$1.8 million.

	<u>Total</u>
<b>Number of Alternative Funding Contracts</b>	41
<b>Amount Earned (in millions)</b>	<b>\$1.8</b>
<b>Retained in Employment</b>	1,254
<b>Average Cost per Trainee</b>	\$1,435

**B. TRAINEES SERVED BY SIZE OF BUSINESS**

The following tables provide numbers of trainees and dollars earned by size of business served for completed contracts in the report year. Small business is defined as employing 250 or fewer employees worldwide. Under Core Funding, 26 percent of all retrainees and 74 percent of new hires were employed by small businesses. Under the Alternative Funding, 7 percent of all retrainees and 0 percent of new hires were employed by small businesses.

Core Funding					
<i>Bus. Size</i>	Retrainees	New Hires	Retrainees \$ Earned	NH \$ Earned	\$ Earned Amount
1-20	1,007	81	\$1,442,115	\$400,169	\$1,842,284
21-50	1,947	48	\$2,766,158	\$209,889	\$2,976,047
51-100	3,825	67	\$3,927,957	\$297,494	\$4,225,451
101-250	3,682	63	\$4,043,835	\$313,695	\$4,357,530
251+	28,626	91	\$31,017,101	\$326,270	\$31,343,371
<b>Totals</b>	<b>39,087</b>	<b>350</b>	<b>\$43,197,166</b>	<b>\$1,547,517</b>	<b>\$44,744,683</b>

Alternative Funding					
<i>Bus. Size</i>	Retrainees	New Hires	Retrainees \$ Earned	NH \$ Earned	\$ Earned Amount
1-20	21	0	\$31,052	\$0	\$31,052
21-50	18	0	\$13,770	\$0	\$13,770
51-100	31	0	\$15,203	\$0	\$15,203
101-250	26	0	\$17,137	\$0	\$17,137
251+	1,158	0	\$1,722,140	\$0	\$1,722,140
<b>Totals</b>	<b>1,254</b>	<b>0</b>	<b>\$1,799,302</b>	<b>\$0</b>	<b>\$1,799,302</b>

**C. BUSINESSES SERVED BY SIZE**

Statistics for completed projects in the report year were as follows:

**All business sizes:**

Core Funding: 2,199 businesses were served in this year's Core completed contracts. 71 percent were small businesses. Further, 54 percent employed 100 or fewer workers, 39 percent employed 50 or fewer workers, and 21 percent employed 20 or fewer workers. (See following chart).

Alternative Funding: 95 businesses were served in this year's Alternative Funded completed contracts. 43 percent were small businesses. Further, 34 percent employed 100 or fewer workers, 24 percent employed 50 or fewer workers, and 15 percent employed 20 or fewer workers. (See following chart).

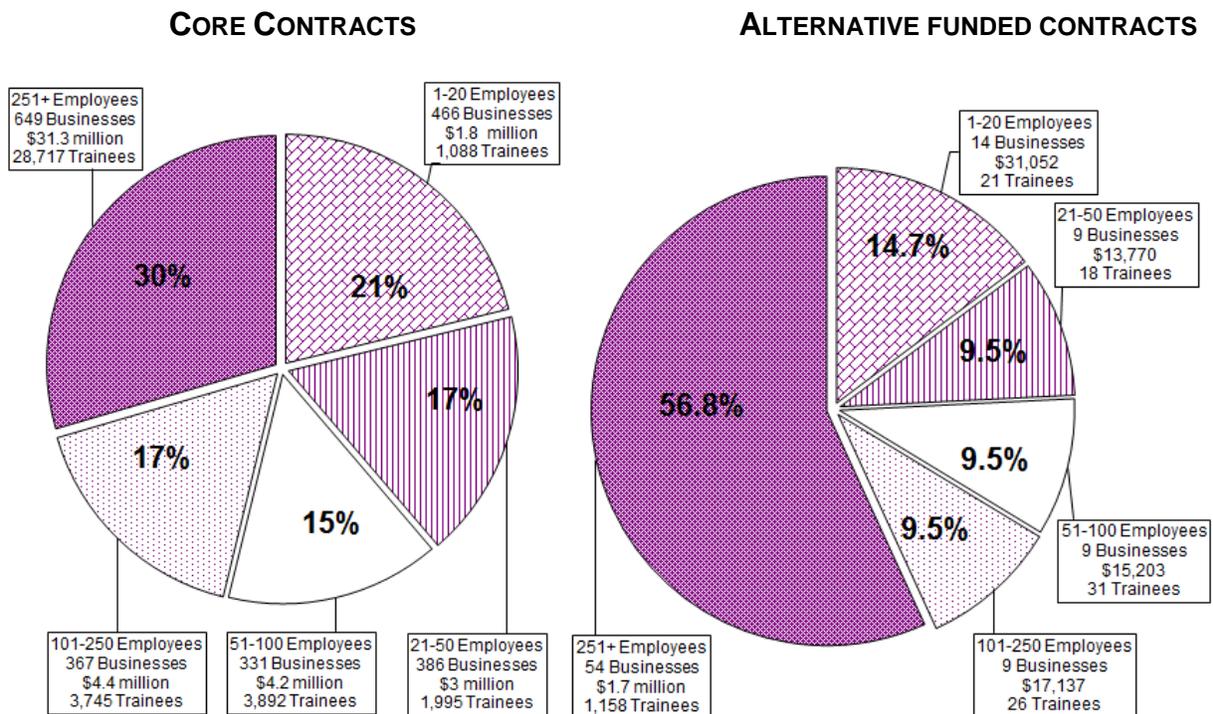
**Small Business size:**

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 124 small businesses through direct contracts to provide training for 4,232 workers. Another 1,467 small businesses were served through 45 MECs, providing training for 6,584 workers.

Core Funding: The Panel served 123 small businesses through direct contracts to provide training for 4,229 workers. Another 1,427 small businesses were served through 42 MECs, providing training for 6,491 workers.

Alternative Funding: The Panel served 1 small business through direct contract providing training for 3 workers. Another 40 small businesses were served through 3 MECs, providing training for 93 workers.

**NUMBER & SIZE OF BUSINESSES SERVED**



**D. TRAINING BY INDUSTRY**

The majority of core funding was earned (in descending order) by contractors in the manufacturing, high-technology, trade, healthcare, and construction industry sectors; the majority of alternative funding was earned (in descending order) by contractors in the healthcare, service, and manufacturing industry sectors.

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*.

<b>CORE Industries*</b>	
<p><b><u>Manufacturing</u></b></p> <p><u>24,256 trainees placed</u>                      \$26.2 million earned                      59% of total earned                      36% of businesses served</p>	<p><b><u>High Technology</u></b></p> <p><u>2,071 trainees placed</u>                      \$2.6 million earned                      6% of total earned                      18% of businesses served</p> <p><small>(Includes software development, multimedia/entertainment, computer programming and systems design, engineering, and telecommunications.)</small></p>
<p><b><u>Service</u></b></p> <p><u>3,406 trainees placed</u>                      \$3.8 million earned                      9% of total earned                      10% of businesses served</p>	<p><b><u>Healthcare</u></b></p> <p><u>2,557 trainees placed</u>                      \$3.6 million earned                      8% of total earned                      4% of businesses served</p>
<p><b><u>Construction</u></b></p> <p><u>2,773 trainees placed</u>                      \$3.2 million earned                      7% of total earned                      17% of businesses served</p>	<p><b><u>Other</u></b></p> <p><u>4,374 trainees placed</u>                      \$5.3 million earned                      12% of total earned                      16% of businesses served</p> <p><small>(Includes agriculture, finance, Trade, and transportation.)</small></p>

\*Compared to FY 12-13, this core industry data shows higher industry totals than previously earned across nearly all sectors.

<b>ALTERNATIVE FUNDING Industries**</b>		
<p><b><u>Healthcare</u></b></p> <p><u>720 trainees placed</u>                      \$1.6 million earned                      89% of total earned                      36% of businesses served</p>	<p><b><u>Service</u></b></p> <p><u>65 trainees placed</u>                      \$45,852 earned                      3% of total earned                      13% of businesses served</p>	<p><b><u>Other**</u></b></p> <p><u>55 trainees placed</u>                      \$48,447 earned                      7% of total earned                      7% of businesses served</p> <p><small>(Includes finance, high-tech, manufacturing, and trade.)</small></p>
<p><b><u>Construction</u></b></p> <p><u>77 trainees placed</u>                      \$53,746 earned                      3% of total earned                      38% of businesses served</p>	<p><b><u>Transportation</u></b></p> <p><u>337 trainees placed</u>                      \$58,412 earned                      3% of total earned                      6% of businesses served</p>	

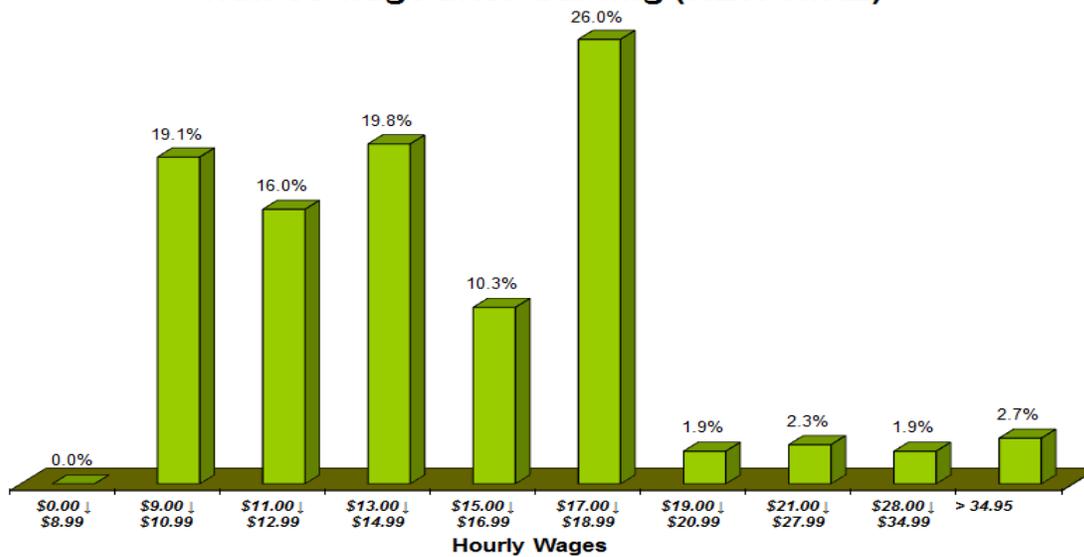
**E. TRAINEE WAGES**

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 \$15.31 per hour, a 6% decrease from previous FY.

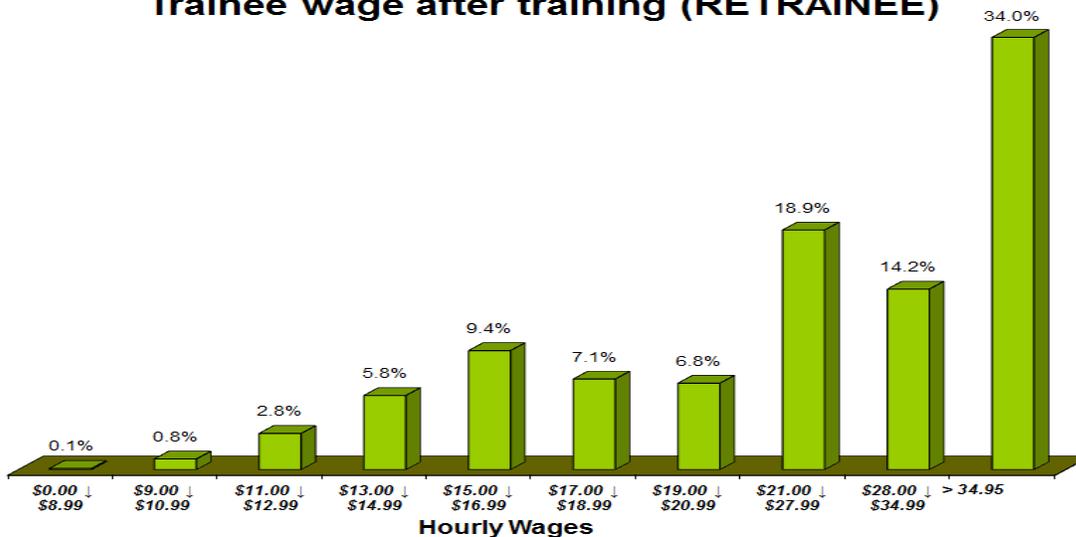
Retrainees average post-training and retention wage was \$31.94 per hour, an increase of 1.98 percent over the previous year.

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 (RETRAINED)**



## 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. Thirty-two of the completed core contracts included literacy components for 5,596 trainees.

## G. TRAINEE DEMOGRAPHICS

**Retrainee Characteristics (Core and Alt. funding):** 68.2 percent of the population was male and 31.8 percent was female.

**New Hire Characteristics (Core and Alt. funding):** 63.4 percent of the population was male and 36.6 percent was female.

See [Appendix B-2 – Characteristics of Panel Trainees](#) for more information.

## H. DISENCUMBERANCES/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 10 percent in all contracts completing and terminating.

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

<b>Characteristic</b>	<b>Employment Training Panel</b>		<b>California Labor Force</b>	
	<b>New Hire</b>	<b>Retrainee</b>	<b>Unemployed</b>	<b>Employed</b>
<b>SEX:</b>			<b>FY13-14</b>	<b>FY 13-14</b>
Female	37%	32%	8.0%	92.0%
Male	63%	68%	8.4%	91.6%
<b>AGE:</b>				
<25	26%	8%	16.8%	83.2%
25-34	34%	26%	8.2%	91.8%
35-44	17%	27%	6.8%	93.2%
45-54	17%	24%	6.7%	93.3%
55-64	6%	13%	5.8%	94.2%
65-90	0%	1%	5.3%	94.7%
<b>EDUCATION:</b>				
Less than H.S. Grad.	56%	40%	12.4%	87.6%
H.S. Graduate/GED	28%	20%	10.6%	89.4%
Some College	5%	31%	9.0%	91.0%
College Graduate	0%	6%	5.3%	94.7%
Post Graduate	10%	3%	3.4%	96.6%
<b>ETHNICITY:</b>				
White	28%	37%	7.9%	92.1%
African-American	13%	5%	13.1%	86.9%
Hispanic	38%	30%	9.6%	90.4%
Asian	14%	18%	6.8%	93.2%
Native American	0%	1%		
Other	7%	9%		
<b>VETERAN:</b>				
Yes	1%	1%	7.5%	92.5%
No	48%	50%	8.2%	91.8%
Unspecified	51.0%	49.0%		
<i>Note: This data is for Core and Alternative Funding Sources</i>				
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 Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
ZOLLNER ELECTRONICS INC.	SANTA CLARA	5	Manufacturing	57	0	\$69,476	89%
WORKFORCE DEVELOPMENT CORPORATION DBA SOUTHEAST LOS ANGELES WORKFORCE INVESTMENT BOARD	MULTI COUNTIES	6	Various	538	0	\$741,339	99%
WOODMACK PRODUCTS, INC.	SACRAMENTO	2	Manufacturing	50	0	\$40,053	81%
WINSLOW AUTOMATION, INC.	SANTA CLARA	2	Manufacturing	42	0	\$35,178	100%
WHITEWAVE FOODS COMPANY	LOS ANGELES	5	Manufacturing	43	0	\$117,720	100%
WESTERN MILLING, LLC	TULARE	4	Manufacturing	26	0	\$17,135	10%
WESTERN HYDROSTATICS, INC.	RIVERSIDE	1	Manufacturing	30	0	\$32,240	100%
WESTERN DIGITAL CORPORATION	MULTI COUNTIES	5	Manufacturing	686	0	\$424,530	100%
WENCON DEVELOPMENT, INC. DBA QUICK MOUNT PV	CONTRA COSTA	2	Manufacturing	29	0	\$11,452	23%
WEATHER TEC CORP.	FRESNO	1	Manufacturing	4	0	\$4,771	25%
WATHEN CASTANOS HYBRID HOMES, INC.	FRESNO	1	Construction	21	0	\$18,564	60%
W. BANKS MOORE, INC.	FRESNO	1	Construction	22	0	\$19,425	84%
VITAS HEALTHCARE CORPORATION OF CALIFORNIA	MULTI COUNTIES	5	Healthcare Services	266	0	\$418,824	100%
VIDEO SYMPHONY ENTERTRAINING, INC.	MULTI COUNTIES	6	Various	71	0	\$60,369	23%
VIASAT, INC.	SAN DIEGO	5	Manufacturing	255	0	\$185,751	95%
VFC, INC.	FRESNO	1	Trade	12	0	\$7,590	100%
UNIVERSAL PROPULSION COMPANY, INC.	SOLANO	5	Manufacturing	35	0	\$73,440	100%
UNITED FACILITIES, INC.	MULTI COUNTIES	4	Transportation	43	0	\$129,036	63%
ULTIMATE FORMULATIONS, INC. DBA BEST FORMULATIONS	LOS ANGELES	3	Manufacturing	104	0	\$96,845	100%
UHS-CORONA, INC. DBA CORONA REGIONAL MEDICAL CENTER	RIVERSIDE	5	Healthcare Services	160	0	\$253,489	85%
U.S. PRECISION SHEET METAL, INC.	RIVERSIDE	2	Manufacturing	74	0	\$41,697	93%
U.S. FOODSERVICE, INC.	LOS ANGELES	5	Transportation	232	0	\$297,000	100%
TURF DOCTOR, INC. DBA WEED MAN	FRESNO	1	Services	12	0	\$2,415	29%
TULARE JOINT UNION HIGH SCHOOL DISTRICT AKA TULARE ADULT SCHOOL	TULARE	6	Healthcare Services	12	0	\$103,182	82%
TTM PRINTED CIRCUITS GROUP, INC.	SANTA CLARA	5	Manufacturing	278	0	\$330,530	66%
TST, INC.	MULTI COUNTIES	4	Manufacturing	43	0	\$53,127	53%
TRUCK ACCESSORIES GROUP, LLC	YOLO	5	Manufacturing	157	0	\$469,440	100%
TROPICANA MANUFACTURING COMPANY, INC.	LOS ANGELES	5	Manufacturing	50	0	\$135,792	100%
TRIAGE PARTNERS CA, LLC	LOS ANGELES	3	Services	83	0	\$49,518	99%
TRANSHUMANCE HOLDING COMPANY, INC. DBA SUPERIOR FARMS	MULTI COUNTIES	4	Manufacturing	86	0	\$89,339	64%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
TONE SOFTWARE CORPORATION	ORANGE	1	Services	32	0	\$30,543	98%
TK SERVICES, INC.	MULTI COUNTIES	3	Services	13	0	\$9,824	10%
THE WELLPOINT COMPANIES, INC.	MULTI COUNTIES	5	Finance	278	0	\$381,000	100%
THE WARDEN'S OFFICE, INC.	STANISLAUS	1	Trade	34	0	\$24,541	80%
THE TORO COMPANY	SAN DIEGO	5	Manufacturing	83	0	\$60,577	66%
THE PENSION GROUP, INC. DBA UNITED RETIREMENT PLAN	ORANGE	4	Finance	24	0	\$27,098	86%
THE PARENTS OF WATTS WORKING WITH YOUTHS AND ADULTS INC.	LOS ANGELES	6	Services	0	10	\$40,327	16%
THE MORTGAGE CAPITAL DEVELOPMENT CORPORATION DBA TMC FINANCING	SAN FRANCISCO	1	Finance	32	0	\$17,890	56%
THE LYMAN GROUP, INC.	SACRAMENTO	2	Trade	34	0	\$14,153	44%
THE GLENDALE CHAMBER OF COMMERCE	MULTI COUNTIES	6	Various	419	0	\$547,223	73%
THE CORPORATION FOR MANUFACTURING EXCELLENCE DBA MANEX	MULTI COUNTIES	6	Manufacturing	252	0	\$537,037	72%
THE BROWNIE BAKER, INC.	FRESNO	2	Manufacturing	13	0	\$11,889	78%
TELEFUNKEN SEMICONDUCTORS AMERICA LLC	PLACER	5	Manufacturing	40	0	\$76,339	10%
TECHSERVE ALLIANCE - SO CAL CHAPTER, INC.	MULTI COUNTIES	6	High Technology	148	0	\$175,195	88%
TECHNOLOGY COUNCIL OF SOUTHERN CALIFORNIA	MULTI COUNTIES	6	High Technology	142	0	\$183,228	92%
TECHNOLOGY ASSOCIATION OF AMERICA, INC. DBA TECHAMERICA	SANTA CLARA	6	Various	429	0	\$746,531	100%
TECHMER PM, LLC	LOS ANGELES	4	Manufacturing	58	0	\$56,340	73%
TE CONNECTIVITY LTD.	SAN MATEO	5	Manufacturing	34	0	\$40,464	54%
T/Q SYSTEMS INC.	ORANGE	1	Manufacturing	20	0	\$98,020	100%
SYSCO VENTURA, INC.	VENTURA	5	Services	117	0	\$212,780	85%
SYSCO SAN DIEGO, INC.	SAN DIEGO	5	Services	142	0	\$215,026	72%
SYSCO LOS ANGELES, INC.	LOS ANGELES	5	Services	214	0	\$248,996	62%
SYSCO CENTRAL CALIFORNIA, INC.	STANISLAUS	5	Services	153	0	\$158,265	64%
SYNAPTICS INCORPORATED	SANTA CLARA	5	Manufacturing	36	0	\$20,696	17%
SURTEC, INC.	SAN JOAQUIN	1	Manufacturing	15	0	\$16,510	33%
SURFACE MOUNT DISTRIBUTION SALES INCORPORATED	ORANGE	1	Trade	18	0	\$22,000	100%
SUPER STORAGE MANAGEMENT, LLC	SAN JOAQUIN	2	Other	12	0	\$10,529	100%
SUNSHINE PLASTICS CORPORATION	LOS ANGELES	2	Manufacturing	16	0	\$25,059	60%
SUNSET MOULDING CO.	SACRAMENTO	2	Manufacturing	0	0	\$0	0%
STURGEON & SON GRADING & PAVING, INC.	MULTI COUNTIES	5	Construction	420	0	\$399,776	95%
STUDIO ARTS, LTD.	LOS ANGELES	6	Various	339	0	\$483,116	97%
SPILO WORLDWIDE, INC.	LOS ANGELES	2	Trade	37	0	\$28,418	57%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
SPARTECH POLYCOM, INC.	LOS ANGELES	5	Manufacturing	0	0	\$0	0%
SPACE EXPLORATION TECHNOLOGIES CORP.	LOS ANGELES	5	Manufacturing	570	0	\$499,824	100%
SOUTHERN CALIFORNIA ROOFERS AND WATERPROOFERS JOINT APPRENTICESHIP AND TRAINING FUND	MULTI COUNTIES	6	Construction	395	0	\$284,653	85%
SOUTHERN CALIFORNIA PAINTING & DRYWALL INDUSTRIES APPRENTICESHIP TRUST	MULTI COUNTIES	6	Various	122	0	\$93,846	100%
SOUTHERN CALIFORNIA GLAZIERS AND GLASS WORKERS IINDUSTRY JOINT APPRENTICESHIP TRUST	MULTI COUNTIES	6	Various	88	0	\$80,309	47%
SOUTHCOAST WELDING & MANUFACTURING LLC	SAN DIEGO	3	Manufacturing	5	0	\$29,248	36%
SOUTH ORANGE COUNTY REGIONAL CHAMBERS OF COMMERCE, INC.	MULTI COUNTIES	6	Various	463	0	\$749,900	100%
SORMA USA LLC	TULARE	3	Manufacturing	9	0	\$12,309	42%
SOLARIS PAPER, INC.	LOS ANGELES	5	Manufacturing	0	0	\$0	0%
SOLARCITY CORPORATION	MULTI COUNTIES	5	Services	0	0	\$0	0%
SOITEC SOLAR INDUSTRIES LLC	SAN DIEGO	5	Manufacturing	136	0	\$300,000	100%
SNOWFLAKE DESIGNS, INC.	FRESNO	1	Manufacturing	2	0	\$2,246	11%
SKY ONE, INC. DBA VERTEX CHINA	LOS ANGELES	1	Manufacturing	10	0	\$17,160	100%
SIMPSON STRONG-TIE COMPANY INC.	ALAMEDA	5	Manufacturing	90	0	\$51,923	64%
SILVER SPRING NETWORKS, INC.	SAN MATEO	5	Manufacturing	10	0	\$7,761	5%
SIGMATRON INTERNATIONAL, INC.	ALAMEDA	5	Manufacturing	41	0	\$41,472	100%
SHLEMMER+ALGAZE+ASSOCIATES INTERIORS & ARCHITECTURE, INC.	MULTI COUNTIES	2	Services	68	0	\$49,192	100%
SENIOR AEROSPACE SSP, A DIVISION OF SENIOR OPERATIONS LLC	LOS ANGELES	5	Manufacturing	119	0	\$132,038	46%
SENGA ENGINEERING, INC.	ORANGE	1	Manufacturing	16	0	\$14,001	56%
SEAGATE TECHNOLOGY HOLDINGS, INC.	SANTA CLARA	5	Manufacturing	334	0	\$141,217	33%
SCHILLING ROBOTICS, INC.	MULTI COUNTIES	4	Manufacturing	88	0	\$118,101	49%
SCALED COMPOSITES, LLC	KERN	4	Manufacturing	127	0	\$134,036	92%
SAPUTO CHEESE USA, INC.	TULARE	5	Manufacturing	197	0	\$151,200	100%
SANTA MONICA COMMUNITY COLLEGE DISTRICT	LOS ANGELES	6	Various	557	0	\$437,864	100%
SANTA ANA CHAMBER OF COMMERCE	MULTI COUNTIES	6	Various	508	0	\$744,418	99%
SANMINA - SCI CORPORATION	SANTA CLARA	5	Manufacturing	0	0	\$0	0%
SAN LEANDRO CHAMBER OF COMMERCE	ALAMEDA	6	Various	0	0	\$0	0%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
SAN JOSE CONSERVATION CORPS & CHARTER SCHOOL	SANTA CLARA	6	Various	0	0	\$0	0%
SALTER'S DISTRIBUTING, INC.	MADERA	1	Trade	0	0	\$0	0%
SACRAMENTO EMPLOYMENT & TRAINING AGENCY	SACRAMENTO	6	Various	0	20	\$99,941	16%
RUBIO'S RESTAURANTS, INC.	MULTI COUNTIES	5	Services	30	0	\$21,244	13%
RONCELLI PLASTICS, INC.	LOS ANGELES	2	Manufacturing	43	0	\$48,671	99%
RIVERBED TECHNOLOGY, INC.	MULTI COUNTIES	5	High Technology	157	0	\$133,340	38%
RISING SUN ENERGY CENTER	MULTI COUNTIES	6	Construction	23	5	\$41,849	45%
RICOH AMERICAS CORPORATION	MULTI COUNTIES	5	Services	165	0	\$138,592	73%
RICH PRODUCTS CORPORATION	FRESNO	5	Manufacturing	94	0	\$79,376	19%
RENOVO SOLUTIONS, LLC	ORANGE	2	Services	35	0	\$48,048	93%
REHRIG PACIFIC COMPANY	LOS ANGELES	5	Manufacturing	158	0	\$166,656	43%
REFRIGERATING ENGINEERS AND TECHNICIANS ASSOCIATION (RETA)	MULTI COUNTIES	6	Manufacturing	213	0	\$188,436	76%
REFLEXITE SOITEC OPTICAL TECHNOLOGY LLC	SAN DIEGO	1	Manufacturing	6	0	\$8,259	4%
RED DOOR INTERACTIVE, INC.	SAN DIEGO	2	High Technology	57	0	\$49,400	100%
RBF CONSULTING	MULTI COUNTIES	5	Construction	90	0	\$62,977	94%
RAILEX, LLC	KERN	4	Transportation	59	0	\$69,028	43%
RADIOLOGICAL ASSOCIATES OF SACRAMENTO MEDICAL GROUP, INC.	SACRAMENTO	5	Healthcare Services	18	0	\$93,600	90%
RADEUS LABS, INC.	SAN DIEGO	1	High Technology	15	0	\$10,872	70%
RABOBANK, NATIONAL ASSOCIATION	MULTI COUNTIES	5	Finance	190	0	\$113,278	47%
QUANTUM HEALTH, INC. DBA PROMISE HOSPITAL OF SAN DIEGO	SAN DIEGO	5	Healthcare Services	24	0	\$69,125	35%
QUAD KNOPF, INC.	MULTI COUNTIES	2	High Technology	33	0	\$18,063	99%
QLOGIC CORPORATION	MULTI COUNTIES	5	Manufacturing	44	0	\$39,936	17%
Q C M, INC. DBA VERIS MANUFACTURING	ORANGE	2	Manufacturing	22	0	\$30,285	66%
PROMISE HOSPITAL OF EAST LOS ANGELES, LP	LOS ANGELES	5	Healthcare Services	19	0	\$83,600	34%
PROGRESSIVE TECHNOLOGY DBA PROGRESSIVE TECHNOLOGY CERAMICS, INC.	PLACER	1	Manufacturing	17	0	\$11,167	24%
PROFESSIONAL CAREER COLLEGE DBA PCI COLLEGE	LOS ANGELES	6	Various	0	30	\$170,970	46%
PRODUCT SOLUTIONS RESEARCH, INC.	YOLO	1	Services	2	0	\$2,003	63%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
PROCESS COOLING INTERNATIONAL DBA APPLIED PROCESS COOLING CORPORATION	MULTI COUNTIES	2	Services	74	0	\$46,364	99%
PPD DEVELOPMENT, LP	SAN DIEGO	5	High Technology	27	0	\$16,539	17%
PINNACLE PRECISION SHEET METAL CORPORATION	ORANGE	3	Manufacturing	19	0	\$14,040	56%
PHILLIPS 66 COMPANY	MULTI COUNTIES	5	Manufacturing	149	0	\$141,417	28%
PHENOMENEX, INC.	LOS ANGELES	5	Manufacturing	126	30	\$201,824	46%
PHENIX TECHNOLOGY CORPORATION	RIVERSIDE	1	Manufacturing	5	0	\$6,409	88%
PHARMAVITE LLC	LOS ANGELES	5	Manufacturing	30	0	\$17,618	6%
PGP INTERNATIONAL, INC.	YOLO	5	Manufacturing	109	0	\$126,596	96%
PERRIN BERNARD SUPOWITZ INC. DBA INDIVIDUAL FOODSERVICE	LOS ANGELES	4	Services	193	0	\$156,014	77%
PERFORMANCE COMPOSITES, INC.	LOS ANGELES	2	Manufacturing	50	0	\$49,920	100%
PENSKE TRUCK LEASING COMPANY, LP	MULTI COUNTIES	5	Other	302	0	\$176,657	52%
PARKER HANNIFIN CORPORATION DBA PARKER AEROSPACE	ORANGE	5	Manufacturing	66	0	\$56,937	57%
PARKER DIVING SERVICE LLC	LOS ANGELES	1	Construction	30	0	\$36,335	86%
PARAMOUNT WINDOWS & DOORS MILLWORK CO., INC.	SAN BERNARDINO	1	Manufacturing	17	0	\$12,517	48%
PARAMOUNT CITRUS PACKING COMPANY, LLC	KERN	5	Agriculture	124	0	\$445,460	99%
PAMC, LTD. DBA PACIFIC ALLIANCE MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	104	0	\$292,000	100%
PACIFIC DENTAL SERVICES, INC.	ORANGE	5	Healthcare Services	20	0	\$10,078	13%
PACIFIC COAST COMPANIES, INC.	SACRAMENTO	5	Manufacturing	339	0	\$398,376	100%
P2S ENGINEERING, INC.	LOS ANGELES	2	Construction	79	0	\$99,840	100%
ON LINE GRAPHICS & FINISHING, INC.	ORANGE	1	Manufacturing	12	0	\$7,202	23%
OMNI HOTELS MANAGEMENT CORPORATION DBA OMNI LOS ANGELES HOTEL	LOS ANGELES	5	Services	300	0	\$313,154	92%
NTMA TRAINING CENTERS OF SOUTHERN CALIFORNIA	MULTI COUNTIES	6	Various	185	12	\$685,533	91%
NORTHROP GRUMMAN SPACE TECHNOLOGY, A DIVISION OF NORTHROP GRUMMAN INFORMATION TECHNOLOGY, INC.	LOS ANGELES	5	Manufacturing	26	0	\$64,485	86%
NORTHROP GRUMMAN CORPORATION	MULTI COUNTIES	5	Manufacturing	348	0	\$226,749	43%
NORTHERN CALIFORNIA CONSTRUCTION & TRAINING, INC.	SACRAMENTO	6	Construction	0	17	\$87,760	35%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
NOR-CAL BEVERAGE COMPANY, INC.	MULTI COUNTIES	5	Manufacturing	201	0	\$135,719	31%
NL & A COLLECTIONS, INC.	MULTI COUNTIES	2	Manufacturing	20	0	\$28,469	63%
NEW TECHNOLOGY TRAINING INSTITUTE	LOS ANGELES	6	Various	42	0	\$78,399	100%
NEW DREAM NETWORK, LLC DBA DREAMHOST.COM	MULTI COUNTIES	3	High Technology	89	0	\$96,066	33%
NESTLE DREYER'S ICE CREAM	KERN	5	Manufacturing	643	0	\$523,720	100%
NATIONAL COMMUNITY RENAISSANCE	MULTI COUNTIES	4	Services	150	0	\$112,255	85%
NANOPRECISION PRODUCTS, INC.	MULTI COUNTIES	1	Manufacturing	33	0	\$49,920	100%
MURRIETTA CIRCUITS	ORANGE	2	Manufacturing	66	0	\$99,008	100%
MSA CONSULTING, INC.	RIVERSIDE	1	High Technology	37	0	\$40,560	100%
MILLERCOORS LLC	LOS ANGELES	5	Manufacturing	178	0	\$141,390	41%
MICRO DENTAL LABORATORIES	ALAMEDA	4	Manufacturing	77	0	\$79,123	79%
METRIC MACHINING	SAN BERNARDINO	2	Manufacturing	39	0	\$35,125	72%
METLIFE INVESTORS DISTRIBUTION COMPANY	ORANGE	5	Finance	7	0	\$14,880	18%
MEGGITT (SAN JUAN CAPISTRANO), INC.	ORANGE	5	Manufacturing	124	0	\$307,858	86%
MEDWAY PLASTICS CORPORATION	LOS ANGELES	2	Manufacturing	34	0	\$49,400	100%
MCLANE FOODSERVICE, INC.	RIVERSIDE	5	Trade	32	0	\$35,934	87%
MASS PRECISION, INC.	SANTA CLARA	4	Manufacturing	273	0	\$321,657	86%
MANCO ABBOTT, INC.	FRESNO	3	Other	43	0	\$20,101	52%
MANAGED MOBILE, INC.	MULTI COUNTIES	1	Services	30	0	\$17,931	57%
LOUROE ELECTRONICS, INC.	LOS ANGELES	1	Manufacturing	23	0	\$24,960	100%
LOS ANGELES PACIFIC COLLEGE	MULTI COUNTIES	6	Various	31	5	\$56,891	38%
LOS ANGELES LIGHTING MANUFACTURING COMPANY, INC.	LOS ANGELES	2	Manufacturing	49	0	\$42,615	86%
LOS ANGELES COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Manufacturing	638	0	\$653,511	87%
LOS ALAMITOS MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	169	0	\$99,450	100%
LOCKHEED MARTIN SPACE SYSTEMS COMPANY, A DIVISION OF LOCKHEED MARTIN CORPORATION	SANTA CLARA	5	Manufacturing	547	0	\$174,421	97%
LIN ENGINEERING, INC.	SANTA CLARA	3	Manufacturing	48	0	\$25,053	35%
LEPRINO FOODS COMPANY	MULTI COUNTIES	5	Manufacturing	307	0	\$263,932	76%
LA-Z-BOY INCORPORATED-WEST DIVISION	SAN BERNARDINO	5	Manufacturing	365	0	\$438,930	100%
LABORATORY DATA CONSULTANTS, INC.	MULTI COUNTIES	1	Services	43	0	\$48,880	100%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
L-3 COMMUNICATIONS, NARDA MICROWAVE-WEST DIVISION	SACRAMENTO	5	Manufacturing	132	0	\$208,140	59%
KND DEVELOPMENT 52 LLC DBA KINDRED HOSPITAL BALDWIN PARK	LOS ANGELES	5	Healthcare Services	91	0	\$105,033	27%
KLA-TENCOR CORPORATION	ALAMEDA	5	Manufacturing	504	0	\$424,728	100%
KIMBERLY-CLARK WORLDWIDE, INC.	ORANGE	5	Manufacturing	236	0	\$337,362	80%
JTS MODULAR, INC.	KERN	2	Manufacturing	34	0	\$25,638	39%
JSR MICRO, INC.	SANTA CLARA	5	Manufacturing	104	0	\$124,600	85%
JONDO, LTD.	ORANGE	1	Manufacturing	12	0	\$8,112	17%
JADRA, INC. DBA PLASTICS PACKAGING, INC.	SACRAMENTO	2	Manufacturing	26	0	\$20,787	72%
JADE RANGE, LLC	ORANGE	5	Manufacturing	0	0	\$0	0%
J.T. INTIMATES, INC.	LOS ANGELES	1	Manufacturing	0	0	\$0	0%
J.R. SIMPLOT COMPANY	MULTI COUNTIES	5	Manufacturing	76	0	\$81,781	52%
ISOLA USA CORP.	SACRAMENTO	4	Manufacturing	62	0	\$62,927	78%
INTERNATIONAL RECTIFIER CORPORATION	LOS ANGELES	5	Manufacturing	211	0	\$165,600	100%
INTERNATIONAL PAPER COMPANY	TULARE	5	Manufacturing	160	0	\$134,412	32%
INTERNATIONAL BUSINESS MACHINES CORPORATION	MULTI COUNTIES	5	Manufacturing	258	0	\$142,900	34%
INTERGRO RESOURCES, INC. DBA INTERGRO REHAB SERVICES	MULTI COUNTIES	3	Healthcare Services	109	0	\$57,622	28%
INTEGRATED MEDIA TECHNOLOGIES, INC.	MULTI COUNTIES	1	High Technology	17	0	\$43,680	100%
INTEGRATED HEALTHCARE HOLDINGS, INC. OF CALIFORNIA DBA WESTERN MEDICAL CENTER SANTA ANA	ORANGE	5	Healthcare Services	202	0	\$285,666	88%
INTEGRATED DEVICE TECHNOLOGY, INC.	SANTA CLARA	5	Manufacturing	13	0	\$6,544	1%
INTA TECHNOLOGIES CORPORATION	SANTA CLARA	1	Manufacturing	37	0	\$75,873	97%
INSIGHT ENVIRONMENTAL ENGINEERING AND CONSTRUCTION, INC.	ORANGE	1	High Technology	0	0	\$0	0%
INNOVATIVE ENGINEERING GROUP, INC.	LOS ANGELES	1	High Technology	17	0	\$15,093	85%
INNOVATIVE CONSTRUCTION SOLUTIONS, INC.	ORANGE	1	Construction	9	0	\$2,418	7%
INGRAM MICRO INC.	MULTI COUNTIES	5	Trade	104	0	\$81,157	52%
INFOSERA, INC. DBA TECHMD	ORANGE	1	High Technology	2	0	\$5,200	20%
HUNTER TECHNOLOGY CORPORATION	SANTA CLARA	3	Manufacturing	79	0	\$59,706	100%
HI-TEMP INSULATION, INC.	VENTURA	4	Manufacturing	195	0	\$276,139	96%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
HEALTH NET, INC.	MULTI COUNTIES	5	Finance	169	0	\$545,560	91%
HAYWARD INDUSTRIES, INC. DBA HAYWARD MANUFACTURING CO., INC.	LOS ANGELES	5	Manufacturing	132	0	\$99,360	100%
HARBOR PACKAGING, INC.	SAN DIEGO	4	Manufacturing	17	0	\$21,481	10%
GUITTARD CHOCOLATE COMPANY	SAN MATEO	3	Manufacturing	19	0	\$68,400	77%
GTC SYSTEMS, INC.	MULTI COUNTIES	1	High Technology	18	0	\$17,186	34%
GREEN PLUMBERS TRAINING & ACCREDITATION, A DIVISION OF IAPMO	MULTI COUNTIES	6	Construction	0	0	\$0	0%
GOLDEN STATE FOODS CORP.	LOS ANGELES	5	Manufacturing	125	0	\$195,570	100%
GOGLANIAN BAKERIES, INC.	ORANGE	5	Manufacturing	58	0	\$75,820	23%
GNW-EVERGREEN INSURANCE SERVICES, LLC	LOS ANGELES	2	Finance	64	0	\$48,906	100%
GLENDALE COMMUNITY COLLEGE PROFESSIONAL DEVELOPMENT CENTER	MULTI COUNTIES	6	Manufacturing	552	0	\$742,679	99%
GIVE SOMETHING BACK, INC.	ALAMEDA	2	Manufacturing	86	0	\$187,200	100%
GENMARK AUTOMATION, INC.	MULTI COUNTIES	3	Manufacturing	115	0	\$99,360	100%
GENERAL MILLS OPERATIONS, LLC	SAN JOAQUIN	5	Manufacturing	97	0	\$88,282	62%
GENERAL MILLS OPERATIONS, LLC	LOS ANGELES	5	Manufacturing	143	0	\$163,317	55%
G. S. LEVINE INSURANCE SERVICES, INC	SAN DIEGO	1	Finance	34	0	\$18,235	41%
FRESH EXPRESS INC.	MONTEREY	5	Manufacturing	134	0	\$174,454	69%
FOSTER POULTRY FARMS	MERCED	5	Manufacturing	317	0	\$208,287	42%
FLIGHT LIGHT, INC	SACRAMENTO	1	Manufacturing	13	0	\$10,354	71%
FLEXTRONICS INTERNATIONAL USA, INC.	SANTA CLARA	5	Manufacturing	461	0	\$420,009	90%
FIRST CLASS PACKAGING INCORPORATED	SAN DIEGO	1	Manufacturing	3	0	\$1,045	2%
EXPO POWER SYSTEMS, INC. DBA ENVIROGUARD	SAN BERNARDINO	1	Manufacturing	14	0	\$14,820	100%
EUROMARKET DESIGNS, INC. DBA CRATE AND BARREL	SAN JOAQUIN	5	Trade	72	0	\$42,576	61%
ENVIRONMENTAL & OCCUPATIONAL RISK MANAGEMENT, INC.	MULTI COUNTIES	2	Services	39	0	\$33,639	48%
ENGEO INCORPORATED	ALAMEDA	2	High Technology	72	0	\$49,920	100%
EMULEX CORPORATE SERVICES CORPORATION	MULTI COUNTIES	5	Manufacturing	13	1	\$11,634	7%
EMPLOYERS GROUP	MULTI COUNTIES	6	Various	682	0	\$455,768	61%
EMBEE COMPUTER DESIGN GROUP, INC. DBA EMBEE TECHNOLOGIES	ORANGE	1	Services	16	0	\$10,125	43%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
ELROB, INC ., DBA EL-COM SYSTEMS SOLUTIONS	ORANGE	2	Manufacturing	0	0	\$0	0%
EL CAMINO COMMUNITY COLLEGE DISTRICT, CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES	MULTI COUNTIES	6	Manufacturing	842	0	\$715,868	95%
EDWARDS LIFESCIENCES INC.	ORANGE	5	Manufacturing	179	0	\$349,713	100%
EDGECAST NETWORKS, INC.	LOS ANGELES	3	High Technology	112	0	\$103,284	100%
EAST BAY SPANISH SPEAKING CITIZENS' FOUNDATION	ALAMEDA	6	Various	0	17	\$44,275	52%
E.A. MACHINING, INC.	SANTA CLARA	1	Manufacturing	9	0	\$4,611	42%
DUPLO U.S.A. CORPORATION	ORANGE	2	Services	43	0	\$25,005	71%
DOW-KEY MICROWAVE CORPORATION	VENTURA	5	Manufacturing	26	0	\$20,724	47%
DOCUSOURCE, LLC	LOS ANGELES	2	Services	57	0	\$58,608	100%
DESIGN VISIONARIES, INC.	SANTA CLARA	1	High Technology	0	0	\$0	0%
DELUXE DIGITAL STUDIOS, INC.	LOS ANGELES	5	High Technology	55	0	\$35,891	15%
DELPHON INDUSTRIES, LLC	ALAMEDA	3	Manufacturing	12	0	\$9,204	7%
DEL MONTE CORPORATION	SAN FRANCISCO	5	Manufacturing	298	0	\$243,000	100%
DECORE-ATIVE SPECIALTIES, INC.	MULTI COUNTIES	5	Manufacturing	153	0	\$256,031	100%
CUMMINS CAL PACIFIC, LLC	ORANGE	5	Trade	96	0	\$98,662	99%
CUMMING CONSTRUCTION MANAGEMENT, INC. DBA CUMMING	SAN DIEGO	3	Construction	39	0	\$33,345	43%
CPH HOSPITAL MANAGEMENT, LLC DBA COAST PLAZA HOSPITAL	LOS ANGELES	5	Healthcare Services	100	0	\$220,004	73%
COVENTRY MANAGEMENT SERVICES, INC.	MULTI COUNTIES	5	Finance	21	0	\$16,068	8%
CORWIL TECHNOLOGY CORPORATION	SANTA CLARA	3	Manufacturing	45	0	\$37,634	22%
CONTAINER MANAGEMENT SERVICES, LLC	ALAMEDA	3	Manufacturing	7	0	\$30,810	82%
CONSOL	SAN JOAQUIN	1	Services	18	0	\$10,074	21%
COMPUTER TUTOR BUSINESS AND TECHNICAL INSTITUTE	STANISLAUS	6	Various	0	31	\$166,346	62%
COMPUTER INSTITUTE OF TECHNOLOGY DBA CIT NURSING COLLEGE	LOS ANGELES	6	Various	0	6	\$29,364	18%
COMPREHENSIVE TRAINING SYSTEMS, INC.	SAN DIEGO	6	Various	0	35	\$183,631	82%
COLBRIT MANUFACTURING COMPANY, INC.	LOS ANGELES	1	Manufacturing	9	0	\$7,304	67%
COAST COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Manufacturing	90	0	\$89,133	90%
CLOUGHERTY PACKING, LLC DBA FARMER JOHN MEATS	MULTI COUNTIES	5	Manufacturing	90	0	\$54,416	72%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retrainees	New Hires	Earned Amount	Percent Earned
CLAUDE LAVAL CORPORATION DBA LAKOS SEPARATORS AND FILTRATION SYSTEMS	FRESNO	3	Manufacturing	63	0	\$95,007	48%
CINNABAR CALIFORNIA, INC.	LOS ANGELES	2	Manufacturing	25	0	\$10,856	30%
CHARTER COMMUNICATIONS, LLC	MULTI COUNTIES	5	Services	313	0	\$476,085	79%
CHARLES MCMURRAY COMPANY	MULTI COUNTIES	2	Trade	55	0	\$49,088	100%
CHARLES DIAZ TRUCKING, INC.	MULTI COUNTIES	1	Transportation	8	0	\$11,258	69%
CHAMBERS GROUP, INC.	ORANGE	2	Services	1	0	\$871	2%
CHA HOLLYWOOD MEDICAL CENTER, LP DBA HOLLYWOOD PRESBYTERIAN MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	113	0	\$99,844	100%
CARPENTERS TRAINING COMMITTEE OF NORTHERN CALIFORNIA	MULTI COUNTIES	6	Construction	334	117	\$722,224	100%
CAROLLO ENGINEERS, INC.	MULTI COUNTIES	5	High Technology	22	0	\$13,950	14%
CARLISLE TRANSPORTATION PRODUCTS, INC.	SAN BERNARDINO	5	Manufacturing	79	0	\$81,380	84%
CARGILL MEAT SOLUTIONS CORPORATION DBA BEEF PACKERS, INC.	FRESNO	5	Manufacturing	354	0	\$555,917	100%
CAR SOUND EXHAUST SYSTEM, INC.	ORANGE	4	Manufacturing	257	0	\$283,844	85%
CAMPBELL SOUP COMPANY	SACRAMENTO	5	Manufacturing	0	0	\$0	0%
CALIFORNIA NEWSPAPERS PARTNERSHIP	MULTI COUNTIES	5	Manufacturing	596	0	\$499,680	100%
CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING	MULTI COUNTIES	6	Manufacturing	626	0	\$748,748	100%
CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION	MULTI COUNTIES	6	Manufacturing	618	0	\$749,199	100%
CALIFORNIA AND NEVADA LABOR MANAGEMENT COOPERATION TRUST	MULTI COUNTIES	6	Construction	224	0	\$298,315	40%
CALCERTS, INC.	SACRAMENTO	1	Services	16	0	\$21,762	93%
C. W. DRIVER, INCORPORATED	MULTI COUNTIES	3	Construction	176	0	\$199,376	72%
C&H SUGAR COMPANY, INC.	CONTRA COSTA	5	Manufacturing	67	0	\$68,775	31%
BROTMAN MEDICAL CENTER, INC.	LOS ANGELES	5	Healthcare Services	357	0	\$497,344	100%
BROCADE COMMUNICATIONS SYSTEMS, INC.	SANTA CLARA	5	Manufacturing	56	0	\$49,386	30%
BRIDPORT INFLATABLES DBA AMSAFE AVIATION	ORANGE	5	Trade	31	0	\$53,460	100%
BP LUBRICANTS USA, INC.	CONTRA COSTA	5	Manufacturing	40	0	\$50,299	51%
BOTTLING GROUP LLC DBA PEPSI BEVERAGES COMPANY	ALAMEDA	5	Manufacturing	134	0	\$171,045	69%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
BOTTLING GROUP LLC DBA PEPSI BEVERAGES COMPANY	MULTI COUNTIES	5	Manufacturing	199	0	\$275,346	61%
BOTTLING GROUP LLC DBA PEPSI BEVERAGES COMPANY	MULTI COUNTIES	5	Manufacturing	139	0	\$205,000	41%
BOSTON SCIENTIFIC CORPORATION	MULTI COUNTIES	5	Manufacturing	411	0	\$499,680	100%
BOEHRINGER INGELHEIM FREMONT, INC.	ALAMEDA	5	Manufacturing	139	0	\$248,794	56%
BLOOM ENERGY CORPORATION	SANTA CLARA	5	Manufacturing	0	0	\$0	0%
BIOLASE TECHNOLOGY, INC.	ORANGE	3	Manufacturing	22	0	\$21,057	20%
BIOCHAIN INSTITUTE, INC.	ALAMEDA	1	Manufacturing	12	0	\$15,210	45%
BETTS SPRING COMPANY	MULTI COUNTIES	3	Manufacturing	92	0	\$107,968	64%
BCI COCA-COLA BOTTLING COMPANY OF LOS ANGELES	LOS ANGELES	5	Manufacturing	340	0	\$352,509	71%
BAYCORR PACKAGING INC. DBA HERITAGE PAPER	MULTI COUNTIES	3	Manufacturing	76	0	\$198,277	99%
BAY SHIP & YACHT COMPANY	ALAMEDA	4	Manufacturing	161	0	\$324,034	96%
BAY AREA ROOFING & WATERPROOFING JOINT APPRENTICESHIP TRAINING COMMITTEE	MULTI COUNTIES	6	Construction	227	0	\$232,809	48%
BAY ALARM COMPANY	CONTRA COSTA	5	Construction	144	0	\$208,773	94%
BARTON BRANDS OF CALIFORNIA, INC.	LOS ANGELES	5	Manufacturing	22	0	\$75,248	97%
BALL METAL FOOD CONTAINER, LLC	STANISLAUS	5	Manufacturing	213	0	\$309,232	73%
B&B MANUFACTURING CO. AVIATION & DEFENSE, INC.	LOS ANGELES	3	Manufacturing	111	0	\$110,781	46%
	SAN BERNARDINO	2	Services	90	0	\$79,768	80%
ATTIVO GROUP, INC.	ORANGE	1	High Technology	12	0	\$18,720	100%
ASSOCIATED THIRD PARTY ADMINISTRATORS	MULTI COUNTIES	4	Finance	31	0	\$18,940	8%
ASSOCIATED MICROBREWERIES, INC. DBA KARL STRAUSS BREWING COMPANY	SAN DIEGO	3	Manufacturing	46	0	\$38,367	78%
ARMSTRONG WORLD INDUSTRIES, INC.	LOS ANGELES	5	Manufacturing	87	0	\$163,676	97%
ARLON GRAPHICS LLC	ORANGE	5	Manufacturing	137	0	\$268,702	100%
APPLIED POWDERCOAT, INC.	VENTURA	1	Manufacturing	10	0	\$18,720	100%
ANRITSU COMPANY	SANTA CLARA	5	Manufacturing	429	0	\$322,031	99%
ANIMAL SUPPLY COMPANY, LLC	SAN JOAQUIN	4	Trade	38	0	\$18,414	87%
ANGELES COLLEGE OF NURSING	LOS ANGELES	6	Healthcare Services	0	14	\$58,623	60%
AMCOR PACKAGING DISTRIBUTION	MULTI COUNTIES	5	Manufacturing	155	0	\$122,178	79%
ALTMAN SPECIALTY PLANTS, INC.	MULTI COUNTIES	5	Agriculture	263	0	\$279,720	100%
ALTEC INDUSTRIES, INC.	SOLANO	5	Manufacturing	37	0	\$40,197	63%

**Completed Core Funding Contracts  
FY 2013-14**

**APPENDIX B-3**

Contractor Name	County(ies) Served	Business Size *	Industry	Retraitees	New Hires	Earned Amount	Percent Earned
ALPHA RESEARCH & TECHNOLOGY, INC.	EL DORADO	2	Manufacturing	84	0	\$36,858	75%
AIDP, INC.	LOS ANGELES	1	Trade	13	0	\$4,361	50%
AHMC SAN GABRIEL VALLEY MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	200	0	\$154,327	81%
AHMC MONTEREY PARK HOSPITAL LP DBA MONTEREY PARK HOSPITAL	LOS ANGELES	4	Healthcare Services	110	0	\$177,480	100%
AHMC HEALTHCARE, INC. DBA WHITTIER HOSPITAL MEDICAL CENTER	LOS ANGELES	4	Healthcare Services	155	0	\$177,385	90%
AHMC HEALTHCARE, INC. DBA GARFIELD MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	248	0	\$179,690	100%
AGILENT TECHNOLOGIES, INC.	MULTI COUNTIES	5	Manufacturing	422	0	\$483,045	100%
ADVANCE PAPER BOX COMPANY	LOS ANGELES	3	Manufacturing	45	0	\$38,754	47%
ADVANCE DATA COMMUNICATIONS, INCORPORATED	SAN JOAQUIN	1	Construction	6	0	\$3,848	62%
ADEPT TECHNOLOGY, INC.	ALAMEDA	3	Manufacturing	0	0	\$0	0%
ADCO MANUFACTURING, INC.	FRESNO	3	Manufacturing	55	0	\$69,955	36%
ACCU-SEMBLY, INC.	LOS ANGELES	2	Manufacturing	38	0	\$47,970	100%
ACCENTURE LLP	MULTI COUNTIES	5	Services	509	0	\$293,483	73%
ABLE PEST CONTROL INC.	LOS ANGELES	1	Services	0	0	\$0	0%
ABBOTT VASCULAR, INC.	MULTI COUNTIES	5	Manufacturing	824	0	\$344,534	98%
AAA PLATING & INSPECTION, INC.	LOS ANGELES	2	Manufacturing	48	0	\$48,323	98%
<b>321 Contracts</b>				<b>39,087</b>	<b>350</b>	<b>\$44,744,683</b>	

**Completed Alternative Funding Contracts  
FY 2013-14**

**APPENDIX B-4**

Contractor Name	County(ies) Served	Business Size*	Final Industry	Retraitees	New Hire	Earned Amount	Percent Earned
MISSION HOSPITAL REGIONAL MEDICAL CENTER	ORANGE	5	Healthcare Services	11	0	\$42,160	100%
MEMORIAL HEALTH SERVICES CORPORATION	ORANGE	5	Healthcare Services	17	0	\$67,320	100%
SCRIPPS HEALTH	SAN DIEGO	5	Healthcare Services	19	0	\$67,000	100%
SHARP HEALTHCARE	SAN DIEGO	5	Healthcare Services	19	0	\$61,500	100%
GLENDALE ADVENTIST MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	0	0	\$0	0%
CHILDRENS HOSPITAL OF ORANGE COUNTY	ORANGE	5	Healthcare Services	18	0	\$67,000	100%
DIGNITY HEALTH DBA BAKERSFIELD MEMORIAL HOSPITAL	KERN	5	Healthcare Services	11	0	\$34,500	100%
VERDUGO HILLS HOSPITAL	LOS ANGELES	5	Healthcare Services	14	0	\$45,320	94%
LODI MEMORIAL HOSPITAL ASSOCIATION, INC. DBA LODI MEMORIAL HOSPITAL	SAN JOAQUIN	5	Healthcare Services	24	0	\$49,701	91%
LUCILE SALTER PACKARD CHILDREN'S HOSPITAL AT STANFORD	SANTA CLARA	5	Healthcare Services	19	0	\$53,500	100%
POMONA VALLEY HOSPITAL MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	38	0	\$60,500	100%
PROVIDENCE HEALTH AND SERVICES CALIFORNIA REGION FIDUCIARY ENTITY	LOS ANGELES	5	Healthcare Services	17	0	\$68,000	100%
REDLANDS COMMUNITY HOSPITAL	SAN BERNARDINO	5	Healthcare Services	14	0	\$58,500	100%
DOWNEY REGIONAL MEDICAL CENTER-HOSPITAL INC.	LOS ANGELES	5	Healthcare Services	14	0	\$58,800	100%
ST. HELENA HOSPITAL & HEALTH CENTER	MULTI COUNTIES	5	Healthcare Services	0	0	\$0	0%
FEATHER RIVER HOSPITAL	BUTTE	5	Healthcare Services	2	0	\$8,520	100%

**Completed Alternative Funding Contracts  
FY 2013-14**

**APPENDIX B-4**

<b>Contractor Name</b>	<b>County(ies) Served</b>	<b>Business Size*</b>	<b>Final Industry</b>	<b>Retraitees</b>	<b>New Hire</b>	<b>Earned Amount</b>	<b>Percent Earned</b>
DIGNITY HEALTH DBA MERCY HOSPITALS OF BAKERSFIELD	KERN	5	Healthcare Services	11	0	\$34,500	100%
UKIAH ADVENTIST HOSPITAL DBA UKIAH VALLEY MEDICAL CENTER	MENDOCINO	5	Healthcare Services	0	0	\$0	0%
KAISER FOUNDATION HOSPITALS, INC. SOUTHERN CALIFORNIA REGION	MULTI COUNTIES	5	Healthcare Services	64	0	\$67,334	91%
EISENHOWER MEDICAL CENTER	RIVERSIDE	5	Healthcare Services	25	0	\$73,800	100%
SJCH FOUNDATION DBA SAN JOAQUIN COMMUNITY HOSPITAL	SAN JOAQUIN	5	Healthcare Services	12	0	\$14,200	100%
CENTRAL CALIFORNIA FOUNDATION FOR HEALTH DBA DELANO REGIONAL MEDICAL CENTER	KERN	5	Healthcare Services	15	0	\$56,160	100%
CHILDREN'S HOSPITAL LOS ANGELES	LOS ANGELES	5	Healthcare Services	22	0	\$54,000	100%
WHITE MEMORIAL MEDICAL CENTER	LOS ANGELES	5	Healthcare Services	5	0	\$14,200	100%
METHODIST HOSPITAL OF SOUTHERN CALIFORNIA	LOS ANGELES	5	Healthcare Services	57	0	\$51,170	96%
PASADENA HOSPITAL ASSOCIATION, LTD DBA HUNTINGTON MEMORIAL HOSPITAL	LOS ANGELES	5	Healthcare Services	19	0	\$59,200	100%
MARIN GENERAL HOSPITAL CORPORATION DBA MARIN GENERAL HOSPITAL	MARIN	5	Healthcare Services	48	0	\$54,120	100%
ST. JOSEPH HEALTH SYSTEM DBA ST. JOSEPH HOSPITAL OF EUREKA	HUMBOLDT	5	Healthcare Services	6	0	\$19,840	100%

**Completed Alternative Funding Contracts  
FY 2013-14**

**APPENDIX B-4**

<b>Contractor Name</b>	<b>County(ies) Served</b>	<b>Business Size*</b>	<b>Final Industry</b>	<b>Retrainees</b>	<b>New Hire</b>	<b>Earned Amount</b>	<b>Percent Earned</b>
FRESNO COMMUNITY HOSPITAL DBA COMMUNITY REGIONAL MEDICAL CENTER	FRESNO	5	Healthcare Services	115	0	\$79,200	100%
SUTTER MEDICAL FOUNDATION AND SUTTER HEALTH SACRAMENTO SIERRA REGION	MULTI COUNTIES	5	Healthcare Services	20	0	\$79,000	100%
MADERA COMMUNITY HOSPITAL, INC.	MADERA	5	Healthcare Services	28	0	\$79,000	100%
HOSPITAL COMMITTEE FOR THE LIVERMORE/PLEASANTON AREAS DBA VALLEYCARE HEALTH SYSTEM	ALAMEDA	5	Healthcare Services	0	0	\$0	0%
CHILDREN'S HOSPITAL & RESEARCH CENTER AT OAKLAND	ALAMEDA	5	Healthcare Services	20	0	\$60,200	100%
DAMERON HOSPITAL ASSOCIATION	SAN JOAQUIN	5	Healthcare Services	16	0	\$54,600	100%
KINGS CANYON UNIFIED SCHOOL DISTRICT	FRESNO	5	Transportation	8	0	\$3,456	8%
LOS ANGELES COMMUNITY COLLEGE DISTRICT	LOS ANGELES	6	Transportation	141	0	\$70,421	19%
CALIFORNIA AND NEVADA LABOR MANAGEMENT COOPERATION TRUST	MULTI COUNTIES	6	Construction	91	0	\$63,306	8%
DANA THOMAS DBA INDUSTRIAL MODIFICATION & REPAIR	LOS ANGELES	1	Manufacturing	3	0	\$18,213	24%
FOOTHILL-DEANZA COMMUNITY COLLEGE DISTRICT	MULTI COUNTIES	6	Various	19	0	\$11,550	3%
JOHN L. SULLIVAN CHEVROLET, INC.	PLACER	4	Trade	41	0	\$22,996	17%
UNITED PARCEL SERVICE, INC.	MULTI COUNTIES	5	Transportation	231	0	\$16,515	71%
<b>41 Contracts</b>				<b>1,254</b>	<b>0</b>	<b>\$1,799,302</b>	

## TERMINATED CONTRACTS

Thirteen core-funded contracts terminated prior to completion of the contract term. In the majority of these cases, no training occurred. See table below for reasons for termination. The Panel approved \$1,491,556 to fund these contracts, encumbering and subsequently disencumbering 42 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.

<b>Terminated Core Contracts</b>					
<b>Contractor Name</b>	<b>Reason for Termination</b>	<b>Funding Amount</b>	<b>No. of Trainees</b>	<b>Industry</b>	<b>County</b>
VALLEYCREST COMPANIES, LLC	Reprioritization of Resources	\$88,740	174	Services	Multi Counties
STANLEY BLACK & DECKER, INC.	Change of Company Ownership	\$280,584	433	Manufacturing	Orange
SPECIALTY MINERALS INC.	Reprioritization of Resources	\$74,250	75	Other	San Bernardino
BERGELECTRIC CORP.	Business Restructuring	\$424,310	610	Construction	Multi Counties
SHASTA-TEHAMA-TRINITY JOINT COMMUNITY COLLEGE DISTRICT	Lack of Demand for Training	\$180,000	60	Construction	Multi Counties
POLYCOMP ADMINISTRATIVE SERVICES, INC.	Lack of Performance	\$55,290	111	Services	Multi Counties
EMTRAIN	Reprioritization of Resources	\$4,840	11	Services	Sacramento
TRANSFER FLOW, INC.	Reprioritization of Resources	\$49,062	51	Manufacturing	Butte
CVS PHARMACY, INC. DBA CVS CAREMARK	Reprioritization of Resources	\$120,000	200	Distribution	San Joaquin
INNOVATION COMMERCIAL FLOORING INC.	Reprioritization of Resources	\$3,640	5	Construction	Fresno
APS WEST COAST, INC.	Unknown	\$30,000	25	Communication	Solano
POM WONDERFUL LLC	Lack of Performance	\$99,720	135	Manufacturing	Fresno
MEGAPATH CORPORATION	Unknown	\$81,120	180	Other	Multi Counties

<b>Total:</b>	<b>\$1,491,556</b>	<b>2,070</b>
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The Annual Report was prepared by the Planning and Research Unit staff:  
Tara Armstrong, John Bohart, Jeff Brooks, Elizabeth Jones, Mario Maslac,  
Alana Sanchez, John Saunders, Elisabeth Testa, and Tiffany Woodruff.

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

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