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SACRAMENTOWORKS

**SACRAMENTO WORKS, INC.
Executive Committee**

Date: Monday, March 25, 2019

Time: 4:00 p.m.

Place: Sacramento Employment & Training Agency
Board Room
925 Del Paso Blvd.
Sacramento, CA 95815

AGENDA

1. Call to Order/Roll Call
2. Approval of Minutes of the February 27, 2019 Meeting
3. Review of March 27, 2019 Board Packet
4. Adjournment

COMMITTEE MEMBERS: Lisa Clawson, Diane Ferrari, David Gordon, Gary King, Kathy Kossick, Dr. Jamey Nye, Rick Wylie

DISTRIBUTION DATE: MONDAY, MARCH 18, 2019

SACRAMENTO WORKS, INC.

Executive Committee

Minutes

(The minutes reflect the actual progression of the meeting.)

SETA Board Room
925 Del Paso Blvd.
Sacramento, CA 95815

Wednesday, February 27, 2019
8:30 a.m.

1. Call to Order/Roll Call

The meeting was called to order at 8:55 a.m.

Members Present: Lisa Clawson, Kathy Kossick, Dr. Jamey Nye, Gary King

Member Absent: Diane Ferrari, David Gordon, Rick Wylie

Others Present: Roy Kim, Terri Carpenter, Julie Davis-Jaffe, William Walker

2. Approval of Minutes of the January 18, 2019 Meeting

The minutes were reviewed; no questions or corrections.

Moved/Kossick, second/Clawson, to approve the January 18 minutes.

Roll call vote:

Aye: 4 (Clawson, King, Kossick, Nye)

Nay: 0

Abstentions: 0

Absent: 3 (Ferrari, Gordon & Wylie)

3. Update on Discussion of Board Strategic Plan

Mr. King expressed appreciation for the summary of the outside speakers and the overview of what was presented. He then reviewed the three Board goals outlined in the January 23 minutes. How do we want to distill this into something that can be used for guidance and assess progress? Is the goal to take areas and figure out what is it that we want to focus on?

Dr. Nye asked about the timeline to determine the specifics. One approach is to bring topics up individually but that may take too long. Ms. Kossick stated that it is more meaningful if you know the material/data a little better; the presented goals are too broad. Dr. Nye asked that staff bring more information to the board to assist in making decisions. Based on feedback and general direction of the board, here is where we can be specific. It is hard for the board to direct specifics.

Ms. Clawson suggested the board look at 2-3 key initiatives that are already in the plan so we can meet the goals.

Ms. Carpenter asked do we look at the number of individuals coming through the job center as the base? In order to increase the number of unemployed in training? Ms. Carpenter stated that there are some special initiatives that do not get counted.

Ms. Kossick suggested working on showing the big picture per each goal, maybe in a pie chart.

Dr. Nye suggested sharing information and come up with ways for people to support instead of telling people 'this is what we should do'. He continued that the board seeks specific definitions for success.

The Executive Committee decided to discuss the first goal in detail at the March Workforce Development Board meeting – Reduce the number of hard to employ, underemployed, and unemployed individuals. The Committee requested staff to have the following information prepared for board discussion:

1. Summary of the special initiatives including those served and the outcomes of each program
2. An overview of the resources allocated to current programs and initiatives
3. Include an update of future programs

4. Review Proposals and Discussion on Use of Board Initiative Funds

Mr. Kim stated that Jack Crawford from Impact Global came to the board for a presentation. A copy of the presentation was distributed with the agenda. This is an opportunity to get outreach or name recognition to small businesses/entrepreneurs. There are multiple sponsorship opportunities toward the end of the power point. This is recommended by Mr. Kandris. Mr. Kim reviewed the various ways where the board could participate.

The available balance in the Board Initiative Funds is \$55,338. Mr. Kim recommended sponsorship at the \$7,500 level. This would be a good way to reach small businesses and get in front of businesses with high growth opportunities.

Moved/Clawson, second/Nye, to approve the sponsorship of the Impact '19 Global Venture Summit at the \$7,500 level.

Roll call vote:

Aye: 4 (Clawson, King, Kossick, Nye)

Nay: 0

Abstentions: 0

Absent: 3 (Ferrari, Gordon & Wylie)

Mr. Kim distributed a second presentation from Allegiant Battle for Veterans, also recommended by Mr. Kandris. They have submitted a grant application to the State of California and are waiting to hear if they were funded. This group is also in the process of moving into a physical space at McClellan Park. They are requesting \$25,000 to serve one cohort of 15 veterans through a cybersecurity program. The training would include some entrepreneurial activities and occupational skills training. Mr. Kim has met with Allegiant's leadership team and shared the local training provider list and the on-going Vendor Services list. He also said that he would share information about the Employment Training Panel. Mr. Kim stated that staff can work with this group through the two areas already mentioned along with future funding opportunities. Dr. Nye stated that the community colleges may be the better option. The cost would be free for veterans in most cases. Los Rios is looking at developing two cybersecurity programs. The state chancellor's office is offering grants for curriculum development. Los Rios will submit an application for \$500,000 which will include some good options for cybersecurity. The total cost of providing cybersecurity training is substantially higher than \$1,650 per person.

Mr. Kim stated that board initiative funds are typically not used to fund programs. Ms. Clawson agreed and stated that she is not comfortable with funding this program.

5. **Review of February 27, 2019 Board Packet:** No discussion
6. **Adjournment:** The meeting was adjourned at 9:27 a.m.