

**Funding Recommendations**  
**American Recovery and Reinvestment Act/Workforce Investment Act**  
**Adult/Dislocated Worker Program (Phase 1)**

The Sacramento region is facing challenging economic times. The unemployment rate is over 11% in Sacramento County, the highest rate since 1976. State and local governments are facing growing deficits, and the residential construction and finance sectors are declining. The American Recovery and Reinvestment Act of 2009 is an attempt to preserve and create jobs and promote economic recovery. The Sacramento Employment and Training Agency received \$7,682,334 in Recovery Act funding from the U.S. Department of Labor. Ninety percent (90%) of these funds, or \$6,914,101 have been allocated by Sacramento Works, Inc. and the SETA Governing Board. In phase I staff is recommending an allocation of \$ 4,929,276. The goals of these programs are to:

- assist dislocated workers and adults who are most impacted by the recession
- provide investments needed to increase economic efficiency by spurring technological advances in green jobs and healthcare
- prepare workers for high wage, high demand, critical occupational clusters that provide self-sufficiency wages, employer paid benefits, and career advancement
- engage and support regional employers through workplace training and business development and retention services
- coordinate workforce development activities with other Recovery Act investments and activities

On April 3, 2009, the SETA Governing Board released a Request for Proposal to solicit proposals for occupational skills training, workplace learning/job creation, and business development and innovation. The RFP process is in two phases, with the deadline for Phase 1 occurring on May 21, 2009. Forty-one (41) proposals were received in response to the Phase 1 solicitation requesting \$26,999,083. Each proposal was reviewed and ranked by an evaluation team made up of members of the Workforce Investment Board, representatives of partner agencies, subject matter experts and SETA staff. The evaluation criteria included:

- Effectiveness of the applicant in delivering comparable services
- Demonstrated need for the proposed service
- Number of jobs created and timeliness of job creation
- Number of jobs in critical occupational clusters that are long term, pay benefits and have career ladders
- Reasonable cost per job
- Applicant has the organizational and financial capacity for a quick start up and implementation of proposed activities
- Applicant is able to identify and reach out to low income population and dislocated workers
- The project produces results (jobs with good wages and/or career ladders) within the 18 month funding cycle

- Applicant works with and coordinates through the Sacramento Works Career Center System
- Other funds are leveraged for this project
- Insure that applicants have targeted areas of high unemployment
- The project partners with other ARRA funded projects within the region

The reading teams made an effort to balance out the service levels to ensure diversity in the recommendation in terms of target populations, geography, types of providers, represented and unrepresented workers. An analysis of the proposed service levels by gender and ethnicity indicates that all demographic groups will be served at levels consistent with their percentage of the population.

Based on the results of the evaluation, proposals were ranked into three categories:

Rank 1: Proposals exceeded all of the RFP criteria, proposed services in critical occupational clusters to targeted populations, included partnerships and leveraged funding, and had jobs as an outcome and were sustainable at the end of the Recovery Act funding.

Rank 2: Proposal met all of the RFP criteria and qualified for funding through Recovery Act dollars.

Rank 3: Proposal included some design issues, included equipment costs, included long term 100% wage subsidies, or were not evaluated as fundable with the Recovery Act funds. Where possible, staff has provided recommendations to the proposer on how to fix these problems so they can resubmit in phase 2.

The Recovery Act and this RFP targeted Clean Energy Technology and Green Jobs. To prepare for making recommendations on viable green training programs, SETA recently commissioned Valley Vision, managing partner of the Green Capital Alliance, to assess the existing inventory of training available in the region, identify the needs of employers, and complete a gap analysis. Early results indicate high demand for a number of occupations that were proposed in response to this Request for Proposal, including Energy Efficiency Training and Solar Training programs. Energy efficiency includes HVAC Technicians/Installers, Energy Auditor/Home Energy Raters Building Performance/Retrofitting Specialist Building Controls Systems Technicians, and Sustainable Building/Facility Operators/Managers. Solar Training includes PV Installer, Solar Thermal Installer, Sales Representative, Solar Designer/ Engineer, and Installation Manager/ Project Foreman. Many of the proposers are in the process of upgrading their curriculum and purchasing equipment to begin training in these green jobs. SETA is recommending a stipulation that all of the programs funded to provide green jobs training or green jobs business development and innovation take part in a “Green Jobs Training Curriculum workgroup”, facilitated by the Green Capital Alliance to ensure communication, collaboration and consistent student outcomes.

The Occupational Skills Training activity in this RFP allows contracts for group training in critical occupational clusters. These classroom training programs will be offered in addition to individual scholarships offered through the Sacramento Works One Stop Career Center system. Currently, almost \$2,000,000 in WIA funds is allocated to pay tuition and support service costs for job seekers who are seeking training in critical occupations. Job Seekers access these funds by researching schools listed on the Eligible Training Provider List. Staff is assisting all of the agencies that proposed for the occupational skills training activity in getting their courses listed on the Eligible Training Provider list so that they will all be eligible to receive referrals and tuition payments for job seekers referred through the career center system.

A number of applicants proposing Occupational Skills Training activities proposed either additional staff or equipment costs above the actual cost of tuition. While equipment is an allowable expense under the Recovery Act, it also requires that fixed assets remain the property of the federal government and that these assets be returned to SETA at the end of the contract. Because of this policy, staff has recommended that applicants recalculate tuition costs to include all of the costs of operating the program, thereby paying tuition for training students without SETA having to purchase fixed assets and equipment for training. As with equipment costs, staff recommends that staff costs should be included in tuition based price and will be negotiating those costs with the applicants.

The Workplace Learning/Job Creation activity provides wage subsidies for unemployed workers in order for them to gain the work readiness or occupational skills that are needed to compete in the labor force. Two types of wage subsidies have been proposed. Recent guidance on the Recovery Act states that a 100% wage subsidy, called work experience, should be used only for work readiness and should be short term (160-240 hours). Programs that are proposing 100% wage subsidies for longer term programs have not been recommended for funding in this activity. The guidance further states that long term vocational training should be done with partial wage subsidies, called on-the-job-training. Past performance was an issue with some of the applicants in this activity who have been funded by SETA in the past. Staff is recommending that all funded applicants take part in a Workplace Learning Workgroup, facilitated by SETA and the County Department of Human Assistance which will provide technical assistance, ensure that programs receive referrals of CalWORKs eligible job seekers, and monitor performance.

Staff funding recommendations are listed on the attached pages.

## Sacramento Employment and Training Agency

Recovery Act/Workforce Investment Act (WIA), Title I, Adult/Dislocated Worker Program (Phase I)

Occupational Skills Training Rankings

| Prop. Num. | Rank | Agency Name   | Funding Request | Funding Requests, FY2009 - 2010 |                      |             |  | Recommendation for 2009-2010 : Number Served | Funding Recommendation for 2009-2010 |
|------------|------|---|-----------------|---------------------------------|----------------------|-------------|--|--|--------------------------------------|
|            |      |   |                 | Number Served                   | Cost per Participant | SWCC Target | Critical Occupation Clusters   |  |                                      |
| 12         | 1    | Center for Employment Training (Occ)                          | \$323,770       | 64                              | \$5,059              | *           | Maint/Repair, Construction, Clean Energy Tech                                | 64   | \$323,770                            |
| 24         | 1    | MTI College (Occ)   | \$400,000       | 50                              | \$8,000              | All Centers | Healthcare-Sup Svcs, Admin-Sup Svcs, Installation, Maint/Repair              | 44   | \$351,615                            |
| 32         | 1    | Univ. Enterprises/Sac State College of Continuing Educ. (Occ) | \$316,394       | 75                              | \$4,219              | **          | Clean Energy Technology  | 50   | \$210,950                            |
| 26         | 1    | Los Rios Community College District (Occ)                     | \$3,686,442     | 850                             | \$4,337              | All Centers | Healthcare-SSvcs, Admin-SSvcs, Installation, Maint/Repair, Clean Energy Tech | 290  | \$852,181                            |
| 28         | 2    | No. Calif. Teamsters Training & Education Trust Fund (Occ)    | \$300,780       | 35                              | \$8,594              | All Centers | Transportation, Construction, Production                                     | 17   | \$146,093                            |
| 3          | 2    | MDDV, Inc., dba Tech Skills of Sacramento (Occ)               | \$855,000       | 150                             | \$5,700              | All Centers | Admin-Sup Svcs, Healthcare-Sup Svcs, Information Tech                        | 25   | \$255,783                            |
| 21         | 2    | Modoc Railroad Academy (Occ)                                  | \$249,920       | 10                              | \$24,992             | All Centers | Transportation   | 0  | \$0                                  |
| 1          | 2    | Sac City USD Skills and Business Educ. Center (Occ)           | \$1,261,228     | 350                             | \$3,604              | Lemon Hill  | All Critical Occupation Clusters   | 100  | \$357,100                            |
| 35         | 2    | Galt Joint Union High School District (Occ)                   | \$263,724       | 60                              | \$4,395              | Galt        | Healthcare-Support Services, Maintenance/Repair                              | 40   | \$175,263                            |
| 13         | 2    | Western Electrical Contractors Assn. (Occ)                    | \$343,750       | 240                             | \$1,432              | All Centers | Construction   | 0  | \$0                                  |
| 2          | 2    | Western Truck School (Occ)                                    | \$297,000       | 66                              | \$4,500              | All Centers | Transportation   | 0  | \$0                                  |
| 34         | 2    | Greater Sacramento Urban League (Occ)                         | \$771,688       | 200                             | \$3,858              | GSUL        | Administrative-Sup Svcs, Healthcare-Sup Svcs                                 | 78   | \$300,958                            |

**Sacramento Employment and Training Agency**

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Occupational Skills Training Rankings

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|---|------|---|---------------------|---------------------------------|----------------------|---------------|---|--|--------------------------------------|
|   |      |   |                     | Number Served                   | Cost per Participant | SWCC Target   | Critical Occupation Clusters                        |  |                                      |
| 31  | 3    | City of Sacramento/ Dept. of Parks and Recreation (Occ) | \$329,177           | 12                              | \$27,431             | Open          | Maintenance and Repair                              | 0  | \$0                                  |
| 14  | 3    | Contractors State License Services, Inc. (Occ)          | \$99,000            | 60                              | \$1,650              | All Centers   | Construction  | 0  | \$0                                  |
| 41  | 3    | SATI of Sacramento (Occ)                                | \$258,776           | 56                              | \$4,621              | ***           | Administrative-Sup Svcs, Heathcare-Sup Svcs         | 0  | \$0                                  |
| 30  | 3    | Kaplan College (Occ)                                    | \$3,110,582         | 480                             | \$6,480              | All Centers   | Healthcare-Support Services, Information Technology | 0  | \$0                                  |
| <b>PROPOSED BOTH OCCUPATIONAL SKILLS TRAINING AND WORKPLACE TRAINING/JOB CREATION</b> |      |   |                     |                                 |                      |               |   |  |                                      |
| 19  | 3    | Sac Area Electrical Apprenticeship (Occ)                | \$166,793           | 56                              | \$2,978              | Open          | Green Energy Technology, Construction               | 0  | \$0                                  |
| 36  | 3    | InfoSYS Information Technology Staffing (Occ)           | \$234,668           | 33                              | \$7,111              | North / South | Healthcare-Support Services, Information Technology | 0  | \$0                                  |
| <b>Phase I Totals</b>   |      |   | <b>\$13,268,692</b> | <b>2,847</b>                    |                      |               |   | <b>708</b>                                   | <b>\$2,973,713</b>                   |

\* - Mark Sanders, Galt, South County, Rancho

\*\* - Mather, Rancho, Citrus Heights,

\*\*\* - Hillsdale, Rancho, Citrus Heights

**Sacramento Employment and Training Agency**

Recovery Act/Workforce Investment Act (WIA), Title I, Adult/Dislocated Worker Program (Phase I)

Workplace Training/Job Creation Rankings

| Prop. Num.  | Rank | Agency Name                                   | Funding Request    | Funding Requests, FY2009 - 2010 |                      |                    |  | Recommendation for 2009-2010 : Number Served | Funding Recommendation for 2009-2010 |
|---|------|---|--------------------|---------------------------------|----------------------|--------------------|--|--|--------------------------------------|
|   |      |   |                    | Number Served                   | Cost per Participant | SWCC Target        | Critical Occupation Clusters   |  |                                      |
| 25  | 1    | La Familia Counseling Center, Inc. (Job)      | \$238,327          | 40                              | \$5,958              | La Familia         | Hospitality, Heathcare-Sup Svcs, Admin-Sup Svcs, Installation, Maint/Repair    | 40   | \$238,327                            |
| 22  | 2    | Asian Resources, Inc. (OJT) (Job)             | \$194,984          | 50                              | \$3,900              | B'way, Citrus Hgts | Hospitality, Heathcare-Sup Svcs, Admin-Sup Svcs, Installation, Maint/Repair    | 25   | \$97,500                             |
| 29  | 2    | Sac Chinese Comm. Service Center, Inc. (Job)  | \$299,363          | 50                              | \$5,987              | Franklin, Rancho   | Transpo, Tour/Hospitality, Admin-SSvcs, Healthcare-SSvcs, Install., Maint/Rep. | 25   | \$149,682                            |
| 27  | 2    | Lao Family Community Development (Job)        | \$299,500          | 50                              | \$5,990              | Lemon Hill         | Healthcare-SSvcs, Admin-Svcs, Tourism/Hospitality, Construction                | 25   | \$149,750                            |
| 40  | 2    | Beutler Corporation (Job)                     | \$400,860          | 45                              | \$8,908              | Franklin           | Clean Energy Technology, Construction  | 25   | \$222,700                            |
| 23  | 2    | Asian Resources, Inc. (WEX) (Job)             | \$283,611          | 50                              | \$5,672              | B'way, Citrus Hgts | Clean Energy Technology, Weatherization  | 25   | \$97,492                             |
| 18  | 2    | Bach Viet Association, Inc. (Job)             | \$213,000          | 40                              | \$5,325              | Lemon Hill         | Tran/Prod, Install/Maint-Rep, Heath-SSvcs, Tour/Hospitality, Admin-SSvcs       | 25   | \$133,125                            |
| 39  | 3    | Sac Area Emergency Housing Center (Job)       | \$303,808          | 18                              | \$16,878             | Mather             | Human Services   | 0  | \$0                                  |
| <b>PROPOSED BOTH OCCUPATIONAL SKILLS TRAINING AND WORKPLACE TRAINING/JOB CREATION</b> |      |   |                    |                                 |                      |                    |  |  |                                      |
| 20  | 3    | Sac Area Electrical Apprenticeship (Job)      | \$772,486          | 14                              | \$55,178             | All Centers        | Clean Energy Technology, Construction  | 0  | \$0                                  |
| 37  | 3    | InfoSYS Information Technology Staffing (Job) | \$579,732          | 8                               | \$72,467             | South Count        | Information Technology   | 0  | \$0                                  |
| <b>Phase I Totals</b>   |      |   | <b>\$3,585,671</b> | <b>365</b>                      |                      |                    |  | <b>190</b>                                   | <b>\$1,088,576</b>                   |

### Sacramento Employment and Training Agency

Recovery Act/Workforce Investment Act (WIA), Title I, Adult/Dislocated Worker Program (Phase I)

Business Development and Retention Rankings

| Prop. Num.            | Rank | Agency Name   | Funding Request    | Funding Requests, FY2009 - 2010 |                      |                |   | Recommendation for 2009-2010 : Number Served | Funding Recommendation for 2009-2010 |
|-----------------------|------|---|--------------------|---------------------------------|----------------------|----------------|---|--|--------------------------------------|
|                       |      |   |                    | Number Served                   | Cost per Participant | SWCC Target    | Critical Occupation Clusters                                    |  |                                      |
| 33                    | 1    | Bestco, a Division of Beutler Corporation (Bus)           | \$351,987          | 40                              | \$8,800              | Open           | Clean Energy Technology, Installation                           | 40   | \$351,987                            |
| 38                    | 1    | Sacramento Area Regional Technical Alliance (SARTA) (Bus) | \$308,483          | 150                             | \$2,057              | Open           | Clean Energy Tech, Technology, Healthcare-Sup Svcs, Admin-SSvcs | 122  | \$250,000                            |
| 17                    | 2    | Tree of Hope Funding, Inc. (Bus)                          | \$1,038,200        | 120                             | \$8,652              | Open           | Small Business Develop., Micro Enterprising                     | 10 Businesses and 30 Jobs                    | \$65,000                             |
| 15                    | 2    | Sacramento Regional Conservation Corps (Bus)              | \$299,074          | 5                               | \$59,815             | Open           | Clean Energy Technology, Construction                           | 25   | \$200,000                            |
| 4                     | 3    | MAXIMUS Human Services, Inc. (La Familia) (Bus)           | \$733,208          | 72                              | \$10,183             | La Familia     | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 7                     | 3    | MAXIMUS Human Services, Inc. (South County) (Bus)         | \$733,208          | 72                              | \$10,183             | South County   | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 8                     | 3    | MAXIMUS Human Services, Inc. (Broadway) (Bus)             | \$733,208          | 72                              | \$10,183             | Broadway       | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 9                     | 3    | MAXIMUS Human Services, Inc. (Citrus Heights) (Bus)       | \$733,208          | 72                              | \$10,183             | Citrus Heights | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 10                    | 3    | MAXIMUS Human Services, Inc. (Rancho Cordova) (Bus)       | \$733,208          | 72                              | \$10,183             | Rancho Cordova | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 11                    | 3    | MAXIMUS Human Services, Inc. (Mark Sanders) (Bus)         | \$733,208          | 72                              | \$10,183             | Mark Sanders   | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 5                     | 3    | MAXIMUS Human Services, Inc. (Mather) (Bus)               | \$733,208          | 72                              | \$10,183             | Mather         | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 6                     | 3    | MAXIMUS Human Services, Inc. (Urban League) (Bus)         | \$733,208          | 72                              | \$10,183             | GSUL           | Employer ID/Engagement, Tech Assist, Leverage One Stop System   | 0  | \$0                                  |
| 16                    | 3    | ESQ Transportation Specialist (Bus)                       | \$0                | 0                               | \$0                  | Open           | Transportation  | 0  | \$0                                  |
| <b>Phase I Totals</b> |      |   | <b>\$7,863,408</b> | <b>891</b>                      |                      |                |   | <b>187</b>                                   | <b>\$866,987</b>                     |