

CAREER CENTERS

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Sacramento, CA 95818
(916) 324-6202

CITRUS HEIGHTS

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(916) 676-2540

FRANKLIN

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GALT

1000 C Street, Suite 100
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GREATER SACRAMENTO URBAN LEAGUE

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LA FAMILIA

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MATHER

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Mather, CA 95655
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SOUTH COUNTY

8401 - A Gerber Road
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Sacramento, CA 95815
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Website: <http://www.seta.net>



SACRAMENTO WORKS, INC. Executive Committee

Date: Monday, September 21, 2009

Time: 4:00 p.m.

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

A G E N D A

1. Call to Order/Roll Call
2. Approval of Minutes of the August 24, 2009 meeting
3. Review of September 23, 2009 Sacramento Works Board Packet
4. Adjournment

COMMITTEE MEMBERS: Bill Camp, Lynn Conner, Mark Ingram, Matt Kelly, Gary King, Kathy Kossick, Elizabeth McClatchy, Kim Parker, Kingman Tsang

DISTRIBUTION DATE: TUESDAY, SEPTEMBER 15, 2009

SACRAMENTO WORKS, INC.

Executive Committee

Minutes/Synopsis

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

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

Monday, August 24, 2009
4:00 p.m.

1. **Call to Order/Roll Call:** Mr. Ingram called the meeting to order at 4:05 p.m.

Members Present: Bill Camp, Mark Ingram, Lynn Conner, Gary King, Kathy Kossick, Elizabeth McClatchy, Kim Parker, Kingman Tsang.

Member Absent: Matt Kelly

Others Present: Terri Carpenter, Phil Cunningham, Dave Butler.

2. **Approval of Minutes of the July 20, 2009 meeting**

No questions or comments.

Moved/Tsang, second/McClatchy, to approve the July 20 minutes.

Voice Vote: Unanimous approval.

3. **Approval of Green Energy Applications**

Staff is asking for approval to submit applications for clean energy funds available through the California Energy Commission; a total of \$23 million is available statewide. This is a collaborative effort that will have a regional approach.

There is a dollar-for-dollar match required. In order to be a lead applicant, the applicant has to be a WIB or a community college. SETA will be the lead agency in conjunction with Los Rios and the Capital Green Alliance.

One of the proposal categories is pre-apprenticeship programs for individuals with no experience in the field needing training and soft skills training. SETA's application will be targeting retraining for clean green sector jobs.

This is a very quick turn around; applications are due September 9. If awarded, this would be a new source of funds through the California Energy Commission.

A committee member asked how the matching funding works. Ms. Purdy stated that the Recovery Act funding and the Clean Green Corps funds can be used as match. In addition, employer money can be utilized. Mr. Tsang wants to make sure we focus on something more dynamic and not conventional programs.

Moved/Camp, second/McClatchy, to approve the submission of an application for Green Energy Funds through the California Energy Commission.

Voice vote: Unanimous approval with one abstention (King)

5. **WIB Member Reappointment Recommendations to be Forwarded to the SETA Governing Board**

Ms. Kossick reported that everyone she spoke with agreed to stay on the board for an additional three years. The three new labor members are not up for reappointment. Ms. Kossick has not contacted Mr. Ferguson since she wanted to know if the Executive Committee wished for him to continue on the board. He came back on the board in March of 2008 and he has attended only one board meeting. There are one or two potential people for the Private Business slots.

The Committee discussed the importance of attending meetings. Mr. Tsang will contact Mr. Ferguson to discuss options for the future.

Moved/Conner, second/Camp, to submit all names with the exception of Mr. Ferguson; board members will reach out to Mr. Ferguson to discuss options.

Voice Vote: Unanimous approval.

Mr. Camp will reach out to Teichert to see if someone is interested in participating at the Board level.

4. **Discussion and Action on Career GPS/LEED**

Mr. Camp stated that he has a conflict on this item and left the room.

Ms. Kossick stated that she has asked WIB legal counsel to get together with SETA's legal counsel to discuss options regarding the Career GPS/LEED issue.

Mr. Cunningham stated that he has looked at different options that would satisfy LEED's needs to use this web site for the purposes of fund development. After looking at every option he can find, and researching procurement rules, public private partnership rules, we cannot do it. The only way we can generate funds with Career GPS is if it is program income payable to SETA. We cannot enter into a partnership with LEED to allow them to independently raise funds using the web site. It is complicated by the fact that LEED and Sacramento Works own the domain name.

Only option Mr. Cunningham sees is to continue the partnership with the understanding that any income generated from the web site would be program income that comes to SETA that defrays costs of the web site. Sub options allows: 1) Pay a nominal fee to LEED for the domain name license but it would not raise a great deal of money for LEED; maybe \$500/year. 2) Pay a commission to LEED if they generate sponsorships for the web site; it is

permissible but it does not generate a lot of money. The only other option is that SETA could provide some funding to LEED. SETA can design an RFP and LEED could respond; perhaps youth funding would be appropriate. LEED is good at reaching out to schools and counselors. Staff could identify some youth funding and figure out a way that LEED could get the money, if they meet procurement stipulations. All of this is assuming that the Youth Council and the Sacramento Works board is interested in pursuing that.

The bottom line is that the only legal option is any income from Career GPS has to be paid back to SETA and reported as program income.

Mr. Butler stated that LEED has invested a lot of time in the past two years to develop the web site into a community asset. All LEED board members view this product as a distinct advantage for the community. What has held them up is the uncertainty of legal opinion/relationship between LEED and SETA on how to manage the relationship to the benefit of both. This is not just a revenue generator but it is core to their business. Career GPS allows students to align their education and get information to navigate their own futures. They have a vested interest in the quality of the site to ensure it is valuable to students and job seekers.

Mr. Butler stated that the financial sustainability of LEED is a primary concern with LEED. They have to find some source of revenue to pay for staffing, updating of the site, improve the site, market it, etc. They have a vested interest in the brand. They also secured Career GPS.net which could be an offshoot where they could raise revenue.

Mr. Cunningham stated that there may ways where we can support the web site and use the program income to pay for direct services that LEED provides. We could do those types of things but we cannot develop a partnership where it would be 50/50.

Mr. Butler requested an opportunity to share this information with his leadership so they can make an informed decision.

Mr. Cunningham thinks he and Mr. Butler should talk to see if they can figure out what their needs are and what could work. He would like the ability to explore with Mr. Butler the guidelines he is suggesting to see if anything can be pursued. Mr. Cunningham and Mr. Butler will meet. This item will not go beyond this committee for the time being.

Ms. McClatchy reported that the Safety Center have two summer youth and they are just wonderful!

6. Adjournment: Meeting adjourned at 5:13 p.m.