



SACRAMENTOWORKS

REGULAR MEETING OF THE SACRAMENTO WORKS, INC. BOARD

DATE: Wednesday, March 28, 2012

TIME: 8:00 a.m.

LOCATION: SETA Board Room
925 Del Paso Blvd.
Sacramento, California 95815

While the Sacramento Works, Inc. Board welcomes and encourages participation in the Sacramento Works, Inc. meetings, it would be appreciated if you would limit your comments to five minutes so that everyone may be heard. Matters under the jurisdiction of the Sacramento Works, Inc. Board and not on the posted agenda may be addressed by the general public following completion of the regular agenda. The Sacramento Works, Inc. Board limits testimony on matters not on the agenda to five minutes per person and not more than fifteen minutes for a particular subject. Meeting facilities are accessible to persons with disabilities. Requests for Assisted Listening Devices or other considerations should be made through the Clerk's office at (916) 263-3827. This document and other Board meeting information may be accessed through the Internet by accessing the SETA home page: www.seta.net.

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DISTRIBUTION DATE: WEDNESDAY, MARCH 21, 2012

Sacramento Works, Inc., Local Workforce Investment Board Strategic Plan

Sacramento Works, Inc., the local Workforce Investment Board for Sacramento County is a 41-member board charged with providing policy, planning and oversight for local workforce development initiatives.

Vision:

Building a dynamic workforce for the Sacramento Region.

Mission:

Sacramento Works partners with the workforce community to serve regional employment needs.

Goals:

Goal 1 (Planning/Oversight Committee):

Prepare customers for viable employment opportunities and career pathways in the region by improving the one stop career center system.

Goal 2 (Employer Outreach Committee):

Support regional employers' efforts to hire, train, and transition employees by enhancing and communicating the availability and value of Sacramento Works' employer and business services.

Goal 3 (Youth Council):

Prepare youth to thrive and succeed in the regional workforce by providing relevant work readiness and employment programs and engaging regional employers and academia.

(Adopted 5/25/11)

ITEM II-A – CONSENT

APPROVAL OF MINUTES OF THE JANUARY 25, 2012 MEETING

BACKGROUND:

Attached are the minutes of the January 25, 2012 meeting for review.

RECOMMENDATION:

That your Board review, modify if necessary, and approve the attached minutes.

REGULAR MEETING OF THE SACRAMENTO WORKS, INC. BOARD

Minutes/Synopsis

SETA Board Room
925 Del Paso Blvd.
Sacramento, California

Wednesday, January 25, 2012
8:00 a.m.

I. Call to Order/Roll Call: Ms. Kim Parker called the meeting to order at 8:01 a.m.

Members Present: Leslie Botos, Brian Broadway, Bill Camp, Lynn Conner, Paul Castro, Coreena Conley, Mike Dourgarian, Mark Erlichman, Diane Ferrari, Troy Givans, Bernadette Halbrook, Jason Hanson, Matt Kelly, Gary King, Kathy Kossick, Steven Ladd, Paul Lake, Elizabeth McClatchy, Dennis Morin, Kim Parker, Deborah Portela, Maurice Read, Anette Smith-Dohring, Mike Testa, Dan Throgmorton, Kingman Tsang, Rick Wylie, David Younger.

Members Absent: Larry Booth, David Gordon, Lisa Harr, Barbara Hayes, Daniel Koen, James Lambert, Frank Louie, JoAnne Mahaney-Buehler, Martha Penry, Lorenda Sanchez, Terry Wills.

→ **Member Spotlight:** Leslie Botos, Vice President, Public Affairs, provided an overview of BloodSource. BloodSource collects more than 225,000 units of blood each year and serves 25 counties from the Oregon border to Merced County. BloodSource also provides services during emergencies such as the Loma Prieta earthquake, hurricane Katrina and weather catastrophes. BloodSource is the first blood center in the nation to establish minority recruitment programs. Education is a large part of the community outreach and involvement.

→ **Presentation on Higher Education Industry:**

Mr. Ryan Sharp provided an oral report on the Higher Education Industry:

- 1) identify what is here in terms of higher education assets.
- 2) identify what we want, focusing on growth of higher education institutions.
- 3) talent attraction strategy to bring faculty to institutes of higher education.
- 4) develop a robust regional capacity; working with the metro chamber.

A question was raised as to why apprenticeships are not part of the industry; Mr. Sharp will review publically available information to see how apprenticeships are included. Mr. Sharp replied that he would investigate sources of data on apprenticeship program completion rates.

Mr. Sharp informed the board that one of the surprising finding of the research was the sheer number of students in the region; there are 192,000 enrolled in a wide variety of areas. Step 2 is already underway which is developing marketing materials.

- **Outcomes from CareerGPS Event:** Mr. Dave Butler stated that the purpose of the Career GPS event is to actively engage students throughout the community. A video of Career GPS which is a trade show for high school students was shown of the event held in November with over 150 employers from 11 industry sectors.

The next CareerGPS event is scheduled for October 10-11; the planning committee begins meeting in February. He is not sure what improvements will be made and is encouraging community input.

II. Consent Item

- A. Approval of Minutes of the November 30, 2011 Meeting

There were no corrections or questions.

Moved/Camp, second/McClatchy, to approve the November 30, 2011 minutes.
Voice Vote: Unanimous approval.

III. Discussion/Action Items

- A. Approval of Local Eligible Training Provider List Policy

Mr. John Harden reviewed this item which requests approval for revisions to the LTPL; staff is asking for the ability to restrict new education and training programs included on the LTPL to reflect occupations that represent 40 or more jobs based on growth. Also, staff is requesting approval to require that the current schools submit monthly customer status reports.

Ms. Purdy stated that this is consistent with focusing scholarship dollars in occupations that are in demand. The Agency needs to report back to the federal government and the board regarding the status of programs and placement of customers. This lets us know from completion of training to placement how to improve things.

Ms. Smith-Dohring wanted to make sure that the schools provide confirmation that their students can complete whatever academic program their students are enrolled in. In addition, staff have to be sure the licensing agency or accrediting board will actually hire the graduates.

The board inquired about consequences for programs not meeting their goals; Ms. Purdy stated that staff will take a look at the outcomes before deciding how to deal with it. Staff will be collecting the data and reporting it to the Planning/Oversight Committee. Ultimately, the process will either be redesigned or the providers will be deleted.

Staff will be bringing this to the Planning/Oversight Committee on a quarterly basis. Schools that consistently fail for whatever reason will be eliminated from the LTPL.

Moved/Camp, second/Read, to approve that all programs added to the local training provider list conform to the following policy:

All new education/training program(s) submitted for inclusion on the LTPL must prepare program completers for employment in a "demand" occupation.

"Demand" is defined as those occupations that are forecast to grow by 40 jobs or more (based on absolute growth only) over the 5 year forecast period as reflected in the current Occupational Forecast (Employment Change –

Numerical) included in CareerGPS.com

([http://www.careergps.com/occupation_forecast_data.asp?seta_check=&w=1250&h=800&t=Occupation Forecast Data](http://www.careergps.com/occupation_forecast_data.asp?seta_check=&w=1250&h=800&t=Occupation_Forecast_Data)).

In addition, Schools/institutions who submit an LTPL packet and meet SETA/Sacramento Works current LTPL contract qualifications must also agree to the following guidelines:

1. Schools/institutions must maintain and submit, as requested, necessary insurance documentation and endorsements as outlined in the LTPL Packet contract requirements. Failure to maintain and submit all necessary contractual documentation will result in the school/institution being placed on an LTPL Hold Status (schools/institutions will not be able to receive any additional training referrals from any of the One-Stop Career Centers) until the necessary documentation is submitted;
2. Schools/institutions must submit Customer/Student Progress Reports on a monthly basis;
3. Schools/institutions must submit Customer/Student Placement Form(s), as they occur, for training program completers who enter into unsubsidized employment;
4. Schools/institutions must demonstrate that they provide customer/student placement services. In addition, schools/institutions must maintain an overall Program Completion Rate of 80% and an Entered Employment (Placement) Rate of 60%. The completion and placement rates will be calculated and evaluated on an annual basis.

Voice Vote: Unanimous approval.

IV. Information Items

A. Update on Regional Strategic Plan

Ms. Purdy reported that all of the action teams are meeting; most have completed their work and developed their action plan. The Workforce Intelligence Committee is conducting a survey. The Futures Committee is meeting on Friday to do their action plans.

B. Sacramento Works Career Center Quarterly Reports

Ms. Purdy reported that the report provided was the quickest ever. The data is coming out of the Sacramento Works system. The data is all in one area which is why the reports are available quicker and they are more accurate.

Mr. Proctor stated that the rolling report shows how many people each career center sees on a quarterly basis. The career centers are able to look at the data every day to see how their performance is tracking. This is a platform called Bamboo and a brief demonstration will be done at the next meeting. Mr. Proctor has been asked if the information could be made available to California Workforce Services Network which goes live in July.

C. Workforce Innovation Fund Solicitation for Proposal

Ms. Purdy stated that the Agency is putting together a proposal of all of northern California WIBs requesting \$12 million. The proposal will be developed to test the theory that stronger cooperation and braided funding across funding streams (the workforce system, community colleges, welfare departments, and economic development entities) will result in:

- *Better results for job seekers and employers -- higher job placement rates, increased wages and better retention.*
- *Improved methods of identifying and promoting transferable skills and providing short-term work ready services to return unemployment insurance recipients to the labor force.*
- *Increased efficiency in the delivery of quality services*

The proposal deadline is March 22.

D. Dislocated Worker Report

Mr. Walker reported that Bel Air was added to the list. The state compensation fund went through layoffs. Some staff were offered compensation packages to leave, so it was not a layoff by definition.

E. Employer Recruitment Activity Report

Mr. William Walker reported on the most recent employer recruitments.

F. Unemployment Update from the Employment Development Department

Ms. Purdy reviewed the most recent LMI report; the unemployment numbers are slowly going down.

G. Committee Updates

Youth Council: Mr. Kelly reported that the Youth Council met at the Hillsdale Career Center; there were some youth specialists there who had been through the program and are now working for SETA.

Planning/Oversight Committee: Ms. Conner had no additional report.

Employer Outreach Committee: Ms. Terri Carpenter reported that the last committee meeting was in October; the committee will be meeting in February in 2012. All board members received a short survey of what boards they sit on. Ms. Carpenter urged board members to please take the survey. A Facebook campaign is being launched. The next EOC meeting is February 15 at 4 p.m.; all members are encouraged to attend the meetings.

Board Development Committee: Mr. Tsang reported that there are two Private Business vacancies.

V. Other Reports

1. Chair: No report.
2. Members of the Board: Dr. Throgmorton distributed a sheet regarding ICalifornia regarding digital literacy.
3. Counsel: No report.
4. Public Participation: No comments.

VI. Adjournment: The meeting was adjourned at 9:48 a.m.

ITEM III-A - ACTION

APPROVAL OF RESOLUTION ON DIGITAL LITERACY POLICY

BACKGROUND:

Ms. Darby Patterson, on behalf of the Stride Center, a social venture non-profit and occupational skills training provider focusing on the information technology sector, and the California Emerging Technology Fund (CETF), an organization providing statewide leadership to close the "Digital Divide" by accelerating the deployment and adoption of broadband, is seeking an endorsement from Sacramento Works, Inc. of the California Digital Literacy Initiative.

The Digital Literacy Initiative was launched by the California Emerging Technology Fund and includes many nonprofits, such as the Stride Center, as active partners working toward digital literacy that creates equal opportunity and makes California a global leader in the information and knowledge economy.

The goal of the Digital Literacy Initiative and the Information and Communication Technologies statewide movement is to prepare 21st century workers for 21st century jobs - based across the spectrum on the use of technology. There is overwhelming evidence of demand for employees who are skilled in Information and Communication Technology (ICT), not just in the conventional "tech sector" but throughout the world of business and commerce. Technology is the engine of today's - and tomorrow's - business, from health care to retail, education and beyond. To create opportunity for underserved people to compete in the job market they must learn the skills needed to be literate in ICT. This requires broad agreement and support for ICT training and access for all Californians. CETF believes that active adoption and support of the Digital Literacy Initiative by Workforce Investment Boards is critical to preparing Californians for the future.

The California Emerging Technology Fund seeks to provide leadership statewide to close the "Digital Divide" by accelerating the deployment and adoption of broadband to unserved and underserved communities and populations. This will be accomplished by making investments in programs and projects to improve access, affordability, applications, accessibility and assistance to broadband.

The initial Priority Focus of CETF is:

1. Rural communities that lack the broadband infrastructure.
2. Urban poor and disadvantaged communities that lack the computers and affordable connections to the Internet with relevant applications.
3. Disabled populations that lack technology accessibility (which will be addressed in part by promoting universal design of all technology to be accessible and integrating accessibility into all efforts).

ITEM III-A – ACTION (continued)
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Sacramento Works, Inc. has identified Information and Communication Technologies as a critical occupational cluster and has supported research conducted by the Los Rios Center of Excellence on the Information and Communications Technologies sector (http://www.coeccc.net/Environmental_Scans/ict_scan_gsac_11.pdf) that indicates there will be growth in this sector. Endorsement of this initiative is consistent with current policies of the board. No financial support is being requested.

The Planning/Oversight Committee heard this item and endorsed it at their January 18, 2012 meeting.

RECOMMENDATION

Approve the resolution endorsing the Digital Literacy Initiative launched by the California Emerging Technology Fund.

RESOLUTION: 2012-02

WHEREAS, Information and Communications Technology (ICT) Digital Literacy is defined as using digital technology, communications tools and/or networks to access, manage, integrate, evaluate, create and communicate information in order to function in a knowledgeable society;

WHEREAS, a California ICT Digital Literacy Policy will ensure that our State will maintain global leadership in information and communications technology innovation and workforce competitiveness;

WHEREAS, California's students and employees must be ready for the workforce of the 21st century, where digital literacy skills are critical to California's ability to compete successfully in a global information and knowledge economy;

WHEREAS, the workforce of the 21st Century is increasingly required to be digitally literate;

WHEREAS, a collective mindset favoring digital literacy together with an understanding that information and communication technologies may improve the quality of life in the 21st century is critical to California's ability to compete successfully in a global information and knowledge economy;

WHEREAS, the State of California should bring digital literacy strategies to government, education, health care, business and other areas in order to enhance opportunities for people, firms, institutions and government entities to be world leaders in technological innovation;

WHEREAS, a digital literacy policy and framework should support a continuum of digital literacy skills, benchmarking and metrics that are consistent with globally accepted standards, and should ensure accountability for assessing progress and success;

THEREFORE, BE IT RESOLVED that the Sacramento Works Workforce Investment Board does by this resolution adopt and establish a policy which (1) promotes and encourages access to information and communications technology for all customers regardless of income or advantage; (2) promotes and encourages opportunities for all customers to acquire ICT Digital Literacy skills in order to benefit academically, economically and socially; (3) encourages local training providers to incorporate ICT Digital Literacy training in all approved training programs.

On a motion made by Member _____, seconded by Member _____, the foregoing resolution is passed and adopted by the Sacramento Works, Inc. Board, County of Sacramento, State of California, this twenty-eighth day of March, 2012, by the following vote, to wit:

Ayes:

Noes:

Absent:

Attest _____
Clerk of the Boards

Chair of Sacramento Works, Inc.

Date: _____

ITEM III- B - ACTION

RATIFICATION OF SUBMISSION OF NORTHERN CALIFORNIA INNOVATION STRATEGIES WORKFORCE INNOVATION FUND PROPOSAL TO THE U.S. DEPARTMENT OF LABOR

BACKGROUND:

The U.S. Department of Labor announced a Solicitation for Grant Applications (SGA) for approximately \$98.5 million available through the Workforce Innovation Fund to support innovative employment and training service approaches. The fund invests in programs that support, evaluate and enhance workforce investment strategies, particularly for vulnerable populations. The grants will be administered by the Department of Labor, working closely with the Departments of Education and Health and Human Services.

SETA/Sacramento Works, Inc., Golden Sierra Job Training Agency, Yolo County Workforce Investment Board, North Central Counties Consortium, Humboldt County Workforce Investment Board, Mendocino County Workforce Investment Board, and Northern Rural Training and Employment Consortium are seeking to form a Northern California Consortium to respond to this funding opportunity. Collaborators in the consortium will include Community College Districts, welfare and social service agencies, employers and industry associations, community-based organizations and economic development entities. SETA will be the lead and fiscal agent for the consortium. SETA will be requesting \$12,000,000 on behalf of the consortium to be spent over a 40 month timeframe.

The proposal will test the theory that ***stronger cooperation and braided funding across funding streams (the workforce system, community colleges, welfare departments, and economic development entities) will result in***

- **Better outcomes for job seekers and employers -- higher job placement rates, increased wages and better retention.**
- **Improved methods of identifying and promoting transferable skills and providing short-term work ready services to return unemployment insurance recipients to the labor force.**
- **Increased efficiency in the delivery of quality services, reduced duplication, decrease in the cost of services and the time customers spend on public assistance and unemployment insurance.**

The proposed initiatives and services will test

1. The impact of skills certification and hands-on training on placement rates, wages and job retention of low-income youth and adults.
2. The impact that wage subsidies and tax incentives to employers have on long-term job retention.

ITEM III-B – ACTION (continued)

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3. Whether wage subsidies and tax incentives spur job creation by decreasing the risk small businesses take when hiring new workers.
4. Whether wage subsidies increase job creation by increasing the customers served by, and the products produced by, small business.
5. The impact of identifying transferable skills at the point of unemployment on the average length of unemployment.

The Northern California/Sacramento region proposes to invest in strategies that deliver services more efficiently and achieve better outcomes, particularly for vulnerable populations (e.g. low-wage and less-skilled workers, youth, welfare recipients and veterans) and dislocated workers, especially those who have been unemployed for many months. The proposed initiative will support both system reform and innovation that facilitate cooperation across programs and funding streams in the delivery of client-centered services.

1. One Stop Career Centers, Apprenticeships, and Community Colleges by addressing administrative barriers to adding community college certificate programs and apprenticeship programs to the State Eligible Training Provider list and using Individual Training Accounts to partially fund training in community colleges and apprenticeship training programs.
2. One Stop Career Centers and Human Assistance agencies to leverage WIA and TANF/AB98 funds to expand subsidized employment/on-the-job training programs providing wage subsidies to employers who agree to hire, train and retain workers.
3. Workforce Investment Boards, EDD, industry associations, and economic development partners in business development, expansion and job creation activities and in matching dislocated workers who have been on UI longer than 10 weeks to jobs open in the region by using technology and work readiness services.
4. Workforce Investment Boards, employer/industry associations, small business assistance programs, and economic development entities to develop policies and programs that create new small businesses and support entrepreneurs.

The proposal was finalized and submitted to the United States Department of Labor on March 21, 2012. The Proposal Abstract is attached.

RECOMMENDATION:

Ratify the submission of the proposal by SETA on behalf of the Northern California Innovation Strategies Consortium in response to the U. S. Department of Labor Solicitation for Grant Applications for Workforce Innovation Fund Grants.

Abstract

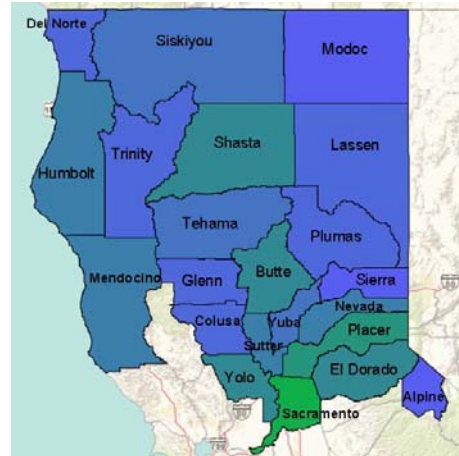
Northern California Innovation Strategies (NCIS) Workforce Innovation Fund Application

Applicant Name: Sacramento Employment and Training Agency

Applicant Category: Consortia of local Workforce Investment Boards. Members include: Sacramento Works, Golden Sierra Workforce Investment Board, NORTEC Workforce Investment Board, North Central Counties Workforce Investment Board, Yolo County Department of Employment and Social Services, Humboldt County Workforce Investment Board and Mendocino County Workforce Investment Board.

Lead Applicant City/State: Sacramento Employment and Training Agency, Sacramento, CA.

Areas Served: The areas served will be twenty-two Northern California counties, including Sacramento, Yolo, Placer, El Dorado, Alpine, Sierra, Nevada, Glenn, Colusa, Sutter, Yuba, Butte, Lassen, Shasta, Tehama, Trinity, Modoc, Mendocino, Humboldt, Del Norte, Plumas, and Siskiyou Counties. The area consists of 38% of California's counties (22 out of 58), 31% of California's square mileage (48,354 square miles) and has a population of 3,351,588.



Project Name: Northern California Innovation Strategies (NCIS)

Funding Level Requested: \$ 12,200,000 technical costs
\$ 800,000 evaluation costs

Project Type: C

Description of Proposed Projects:

The Northern California Innovation Strategies Consortium proposes to invest in four strategies that will provide better results for jobseekers and employers, increase efficiency in the delivery of quality services, encourage stronger cooperation across programs and funding streams, deliver services more efficiently and achieve better outcomes, particularly for vulnerable populations (e.g. low-wage workers, welfare recipients, and veterans) and dislocated workers.

The Consortium will focus on aligning systems, braiding funding, and fostering collaboration between the Workforce System, Community Colleges, approved apprenticeship programs, and the Human Services/Welfare system.

The NCIS Consortium will ensure that education, employment, and training services are developed in partnership with specific employers and industry sectors and reflect current and future skill needs by using a sector approach to planning which is data driven, inclusive of and responsive to employers and targets the sectors identified by the both the Northern Regional Economic Development Sector Planning Consortium and the Next Economy Regional Cluster Analysis Findings developed in December 2011 by the Center for Strategic Economic Research (CSER) as industries creating new pathways into targeted industries, good jobs and careers: **Life Science and Health, Clean Energy Technology, Information and Communications Technology, Agriculture and Food, and Advanced Manufacturing.**

The members of the Consortium will build upon successful system reforms and innovations being tested at the local level that increase cooperation across program and funding streams, and integrate successful strategies into existing programs and funding streams. System reforms will be continued beyond the grant. Proposed system reforms and innovations include:

1. Facilitating cooperation between Workforce Investment Boards, One Stop Career Centers, Apprenticeships, and Community Colleges to
 - ◆ train in apprenticeship and certificate programs with career pathways to demand occupations resulting in high wages and long-term retention
 - ◆ address administrative barriers faced by community colleges and apprenticeship programs seeking to qualify for the State's Eligible Training Provider list,
 - ◆ develop procurement models for negotiating cohort training contracts using the state Eligible Training Provider list,
 - ◆ use technology to share success and outcome data on certificates/degrees completed, employment, and employment retention with all partners.
2. Facilitating cooperation across programs and funding streams to leverage Workforce Investment Act (WIA) and Temporary Assistance to Needy Families (TANF) funds to create

and promote to employers, a subsidized employment program providing wage subsidies to employers who agree to hire, train and retain workers. This system innovation will include testing and evaluating the success of new procurement strategies, including

- Adjusting procurement and cost allocation strategies to allow the use of multiple funding streams for a common procurement of OJT providers;
 - Driving down the costs of achieving successful outcomes through ‘pay for performance’ contracting
3. Facilitating cooperation between WIBs, EDD/UI and economic development partners in business development, expansion and job creation activities and in matching dislocated workers who have been on UI longer than 10 weeks to jobs open in the region by using technology and work ready training and services.
 4. Facilitating cooperation between entrepreneurship development programs, small business assistance programs, economic development organizations, community colleges, and regional industry alliances to eliminate barriers to starting small businesses.

Description of Proposed Evaluation Strategy:

The NCIS Consortium seeks to further develop ideas that are already supported by promising evidence and provide more rigorous evidence to determine the impacts of these ideas when they are implemented on a larger scale. The NCIS is proposing a multi-faceted approach that entails four major strategies. Two of the strategies involve direct services to job seekers and will be evaluated using a random assignment methodology. The evaluation will compare those customers who obtain services from the programs operated with innovative braided funding streams to those customers served from consortium partner traditional silo funding streams. The remaining two strategies are structural innovations regarding regulatory and policy issues and will be evaluated using a Process Evaluation to determine if the systems innovation provided the expected changes of better coordination between systems resulting in better outcomes for job seekers.

Public Contact Information: Robin@delpaso.seta.net or www.sacramentoworks.org

ITEM III-C - ACTION

REVIEW AND APPROVAL OF THE REGIONAL WORKFORCE INVESTMENT BOARD STRATEGIC PLAN

BACKGROUND:

With the formation of the Capital Area Investment Zone in July, 1996, the Sacramento Employment and Training Agency, Golden Sierra Job Training Agency and Yolo County's Department of Employment and Social Services have conducted regional planning, capacity building and outreach to employers to fully implement the Workforce Investment Act and One-Stop Career Center system services in the region. In 2001 the Regional WIB's collaborated to develop a Healthcare Industry Sector with local Community Colleges, Sacramento State University, and the 5 major hospitals in the region. In 2009, in collaboration with the Green Capital Alliance and local energy employers, and joined by North Central Counties Consortium, the WIBs supported the development of a sector initiative focusing on clean energy technology.

Since 2009, the Executive Committees of the four Workforce Investment Boards (Sacramento, Yolo, Golden Sierra and North Central Counties Consortium) have been meeting on an annual basis to align the policies and plans of the four Workforce Investment Boards in the region. At their meeting on August 2, 2011 the Executive Committees and staff of the four Workforce Investment Boards in the region (Sacramento Works, Inc., Golden Sierra Workforce Investment Board, Yolo County Workforce Investment Board, and North Central Counties Workforce Investment Board) identified five common goals and have worked over the past six months to develop a Regional WIB Strategic Plan that includes actions plans to implement each of the following goals:

1. Conducting regional outreach to employers
2. Providing high quality services through the One Stop Career Center system
3. Preparing youth to thrive and succeed
4. Gathering and using workforce intelligence to improve outcomes
5. Getting ready for future changes in workforce development policy

Attached is the draft Regional Workforce Investment Board Strategic Plan for review and approval. The Planning/Oversight Committee reviewed the plan, made several changes, and approved the Strategic Plan for presentation to the full board.

RECOMMENDATION:

Review and approve the Regional Workforce Investment Board Strategic Plan.

**Regional Workforce Investment Board Strategic Plan Template
Draft—March 28, 2012**

Vision

Five Regional Goals

In order to achieve greater collaboration and consistent services to the region’s employers and job seekers there are five goals that will need the attention and commitment from the region’s Workforce Investment Boards. In this plan each of these goals are linked to strategies, action steps, performance metrics, responsible parties, implementation timeframes and resources.

Goal Statement #1: Conduct Regional Outreach to Employers

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
<p>Create a “Regional Brand” Create one simple tagline to create regional identity Present a clear message to employers on value of services</p>	<ol style="list-style-type: none"> 1. Conduct brainstorming to develop tag line ideas 2. Finalize a statement representing what the regional workforce development system can provide to employers 3. Conduct brainstorming session to develop list of core employer benefits/services provided by all WIBs 4. <i>Incorporate state and national taglines.</i> 	<p>Conduct employer focus groups to obtain feedback on tagline and core benefits/services</p>	<p>Regional name and tagline developed 12/11. Core services finalized 12/11. Employer Focus groups completed 4/12</p>	<p>Regional Employer Outreach Committee, local area Employer Outreach Groups/Committees</p>	<p>WIB and staff support</p>
<p>Collect, track and publicize workforce system successes Showcase employers who have hired great workers in high wage jobs</p>	<ol style="list-style-type: none"> 1. Develop and promote employer success stories 2. Utilize success stories in employer outreach campaign 3. Develop employer satisfaction survey 	<p>Conduct on-going employer surveys after completion of service</p> <p>Track employer hires and wages</p>	<p>May 2012</p>	<p>Regional WIB Employer Services and One Stop Staff</p>	<p>WIB and staff support</p>
<p>Employer outreach Develop a tiered outreach strategy (regional, county, one-stop career center and staff strategies to reach employers) Develop a common message and promote specific programs and services</p>	<ol style="list-style-type: none"> 1. Develop Regional Workforce System Web Splash Page promoting regional brand and core employer services 2. Link Splash page to individual WIB websites 	<p>Use Google Analytics to track website traffic and unique visitors driven to WIB websites</p>	<p>Splash page launch June 2012</p>	<p>Regional Employer Outreach Committee in partnership with local WIB staff</p>	<p>\$5,000 - Splash page development and linkage to regional WIB websites</p> <p>Establish a regional marketing budget supported</p>

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
	<ul style="list-style-type: none"> 3. Develop a regional system advertisement for placement in business/employer focused publications 4. Development of on-going Regional WIB Employer Outreach Committee to maintain consistent regional branding 5. Regional WIB Employer Outreach Committee representatives provide updates and work with local employer services and One Stop staff to ensure that region core benefits are delivered to employers 6. Develop WIB specific employer outreach marketing efforts building on core regional services and maximizing local area services and programs 	<p>Use employer login page to capture and track employer visitors to splash page</p>			<p>by local WIB fiscal support of \$5,000 annually</p>

Goal Statement #2: Provide high-quality services through the One-Stop System

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources	
<p>Improve and market the value of the One-stop system Focus on capacity building and training for staff and partners, including how to: Regionally promote the One Stop Career Center system Promote specific services (Tax Credits, OJT, Employer recruitment)</p>	1. How to best determine the capacity building needs of the region.	1. Reviewed prior tools from all regions.	1. Completed on 11/29/2011	Action Steps #1 through #5 were discussed and unanimously decided on by Regional WIB Team.	Action steps 1 though 4 are the Regional WIB Training Team (CAIZ) staff.	
	2. Create a needs assessment tool to determine top training needs. Also, to discover staff knowledge of how to promote One Stop System and the services they provide.	2. Developed needs assessment tool.	2. Completed on 12/20/2011			
	3. Determine the most efficient way to encourage staff in all regions to participate	3. Designed email verbiage to promote survey.	3. Completed on 1/06/2012			
	4. Send out an email requesting completion of needs assessment survey to all staff and partners of Regional WIB One Stop System.	4. Email and survey delivered to staff in all regions.	4. Completed on 1/9/2012			5. Budget of \$2000 for Splash Page enhancements to CAIZ Regional Training website
	5. Develop Goal Statement for Regional (CAIZ) Training Website and design a portal for each local area.	5. Goal Statement Developed	5. Completed on 1/10/2012		7 .Regional budget of \$12,000 to be established for consultants when free training is not available	
	6. Determine top 10 areas of needs assessment to focus new training on.	6. To determine goals once survey completed.	6. To complete by 2/14/2012			6. Regional CAIZ Training Team will meet and determine goals.
	7. Set timeline to meet ongoing goals of developing training from results of survey.	7. Timelines set.	7. Team will meet monthly and begin coordinating training. Goals to be completed by 1/ 10/2013			7. Each Member of the Regional CAIZ Training Team will take on an area of the top 10 Training Needs to coordinate.

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
Design, improve and market the virtual one-stop system website and technology Develop a Regional Virtual One Stop (VOS) User Group to focus on conversion to the CWSN platform	1. Form RWIB VOS Users Group	1. Formation of Group	1. Completed 11/30/2011	Ralph Giddings (SETA) Cindy Newton (NCCC) Tanya Provencher (Yolo) Larry Yanni (Golden Sierra) Robert Myers (EDD) Ed Proctor (Convener)	
	2. Understand State's functional set-up and operational features of CWSN.	2. Identify questions needing answers from State and Geographic Solutions	2. In Process. initial list developed. Meeting with GeoSol and State planned for mid March.	2. Team	Need availability of GeoSol and State staff to meet and discuss. State needs answers to questions.
	3. Determine the impact of #2 for each LWIA	3. Service and activity mapping for each LWIA to CWSN Set-up	3. Early April	3. LWIA Staff	
Maintain quality Customer Service for Job Seekers, Employers and Service Providers through the implementation/conversion to CWSN - by minimizing negative impacts of internal and external customers.	1. Identify LWIA Data to be converted.	1. Data identification.	1. April 2012	1. LWIA Staff	
	2. Identify "bug" fixes and enhancements for effective implementation	2. List of bugs and enhancements	2. March 2012		
	3. Create plans to make required functional and operational changes in advance of CWSN Conversion. Map LWIA activities to CWSN implementation	3. List of operational changes		3. LWIA Staff	
Train staff and partners on Virtual One Stop customer modules	1. Create LWIA training teams.	1. Team created	1. Complete 2/9/2012 with "Boot Camp"	1. LWIA Staff	Note: Training Plans address VOS/CWSN functionality and are not tailored to internal LWIA changes required.
	2. Create LWIA Training Plan	2. Plans Created	2. Complete 2/24/2012	2. LWIA Staff	
	3. Execute the training plan	3. Staff Training			

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
Implement LWIA on CWSN (each WIA)	<ol style="list-style-type: none"> 1. Implement LWIA changes (One Stop changes required after conversion to CWSN) 2. Verify and Validate LWIA Set-up Conversion successful 3. Verify and validate LWIA Data Conversion successful 				
Create Reports to use in improving the system	<ol style="list-style-type: none"> 1. JTA Reports 2. Use of Bamboo reporting system by CWSN 3. Availability of additional data (Wage and Employment Data) 	1. JTA Reports identified	1. Completed 2/24/2012		Need to review with State and GeoSol. If reports are not available in CWSN can they be created?
Recommend Technology and Functional Improvements (Future Tasks)	<ol style="list-style-type: none"> 1. High Tech and High Touch Virtual Services/Infrastructure 				

Goal Statement #3: Prepare Youth to Thrive and Succeed

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
<p>Engage regional employers and academia Strengthen Youth Councils in the region Share information on regional strategies to develop career pathways and promote attainment of diplomas and degrees</p>	<ol style="list-style-type: none"> 1. Regional meeting of four Youth Councils 2. Identify and share best practices strategies for youth council engagement – develop wider support to individual youth councils 3. Potential for regional marketing for youth council member engagement 4. Create and pursue opportunities for regional youth funding and career pathways 5. <i>Research available school to career and youth internship programs and resources</i> 	<ol style="list-style-type: none"> 1. Feedback and approval from 4 individual Youth Councils 2. Schedule Y.C. regional meeting 3. <i>Parent Student Resource Guide</i> 	<ol style="list-style-type: none"> 1. 4/30/2012 for Feedback 2. NLT June 30, 2012 	<p>Lettie Seaver (NCCC) Judy Needham & Janis Holt (Yolo) Christine Welsch (SETA) Sharon Williams (GSJTA)</p>	<ol style="list-style-type: none"> 1. Venue for meeting 2. Light Refreshments 3. Staff Time
<p>Create a regional platform for youth services providers Share youth services best practices within the region including practitioners, partners, and Youth Councils</p>	<ol style="list-style-type: none"> 1. Regional Best Practices Conference to be held annually (or semi-annually) 2. <i>Identify Best Practices focused on keeping youth 16-18 engaged in school.</i> 3. <i>Identify Best Practices focused on engaging high school drop-outs in training and work.</i> 	<ol style="list-style-type: none"> 1. Enhance individual workforce area’s delivery of youth services and develop common strategies for regional efforts 	<ol style="list-style-type: none"> 1. Conference TBA in 2012. 	<p>Christine Welsch (SETA) - Host/Lead Assigned representatives from NCCC, Golden Sierra, and Yolo</p>	<ol style="list-style-type: none"> 1. SETA as venue. 2. WIA Director’s Support 3. Staff Time

*Goal Statement #4: Gather and Utilize Workforce Intelligence
 Recommendation to blend this goal statement with the Futures Goal Statement*

Goal Statement #4: Get Ready for the Future

Achieve better results for job seekers and employers by working regionally to support innovation and foster cooperation and system alignment between education, human services, apprenticeship programs, economic development and the workforce system.

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
Policy Analysis and Planning Research and educate stakeholders regarding policy changes affecting workforce development	1. Research legislative actions at federal, state and local level impacting workforce services. 2. Summarize impacts of approved legislation and pending legislation	Workforce Legislative Summary Proposed Policy changes for compliance with new laws.	7/1/2012 9/19/2012	SETA Staff Planning/Oversight Committee	SETA Staff and California Workforce Association legislative committee
Participation in Next Economy, Capital Area Prosperity Planning process	1. Participate in NEXT Economy regional planning process and align Strategic Plan with outcomes. 2. Focus on sectors identified by Regional Cluster Analysis providing career pathways	Alignment of goals	9/19/2012	Board Members	Sponsorship funding for the NEXT Economy planning process
	<ul style="list-style-type: none"> ◆ Healthcare/Life Science ◆ Information Communication Technology ◆ Agriculture and Food ◆ Advanced Manufacturing 	Support and funding for sector initiatives	6/30/2012	Regional Workforce Investment Boards	\$10,000 to support research by Center for Strategic Economic Research
Regional grant writing Develop and submit a Workforce Innovation Grant to the U.S. Department of Labor	1. Develop a consortium of Northern California WIBs to submit grants. 2. Develop regional grant management strategy	Consortium Agreement	2/28/2012		Staff from 6 WIBs, Community College grant writers
Partner with WIBs, community colleges, apprenticeship Training programs, human Service providers and economic development agencies to implement system reforms and	3. Recruit partners collect letters		March 2, 2012		
	4. Develop logic model with strategies focusing on clusters and partners	WIF Technical Proposal	March 2, 2012		
	5. Develop budget and leveraged funds	Cost Proposal	February		
	6. Select Evaluator and Develop	WIF Evaluation			

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
innovation that increase cooperation and improve results	Evaluation Plan 7. Submit Workforce Innovation Grant 8. Use Workforce Innovation Grant logic model as model for other grants 9. Research new funding opportunities, fundraising assets and resources.	Plan WIF Proposal	March 22, 2012		
Supporting Innovation Focus on identifying and supportive promising practices in Workforce Innovation	1. Integrate and align education, apprenticeship, human services, workforce development and economic development systems 2. Identify promising innovation practices: <ul style="list-style-type: none"> ◆ Career pathways integrating basic skills and academics for low-skills, vulnerable populations ◆ Career exploration for high school students ◆ Re-employment programs for dislocated workers and professionals ◆ Bridge programs for youth ◆ Small business development ◆ Entrepreneurship support ◆ High Tech and High Touch Virtual Services/Infrastructure 	Consortium Meetings to discuss system alignment, service sharing, sector strategy planning, cross training staff, and innovative practices	November 2012 March 2013 November 2013	Contracted facilitator working with Workforce Investment Board staff	\$12,000
Identify critical economic development and workforce issues and trends	1. <i>Identify key employers and economic development partners in the region</i> 2. <i>Share policies and directives on financial assistance awards and training activities</i> 3. <i>Present options for regional policies for training and financial assistance</i>		6/20/2012	ETPL Coordinators at Regional WIBS Next Economy	
Update critical occupational cluster report Focus on career pathways Focus training funds on critical	1. <i>Participation in Next Economy, Capital Area Prosperity Planning process/</i> 2. <i>Use a sector/cluster approach to</i>	95% of WIA funded training in critical occupational	6/30/2013	Regional WIBS	

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
<i>occupational clusters</i>	<i>training</i>	<i>career clusters</i>			
Identify employer and job seeker training and career path needs and gaps	<ol style="list-style-type: none"> 1. Conduct research on job loss and emerging jobs 2. Identify transferable skills of workers and market to employers 	Short term training to quickly return workers to labor force	12/31/2012	Regional WIBS	

ITEM III-D - ACTION

APPOINTMENT OF SACRAMENTO WORKS YOUTH COUNCIL MEMBER

BACKGROUND:

The Sacramento Works Youth Council is responsible for the planning and procurement of the Workforce Investment Act youth services. The Sacramento Works Youth Council seeks to develop a continuum of services to engage youth in the workforce system; works with community partners to coordinate youth initiatives; and is responsible for the oversight of youth providers. The Workforce Investment Act (WIA) requires no minimum or maximum number of representatives on the Youth Council. The WIA states that there are six categories of membership on the Youth Council:

- Members of the local board with special interest or expertise in youth policy;
- Representatives of Youth Service Agencies, including juvenile justice and local law enforcement agencies;
- Representatives of local Public Housing Authorities;
- Parents of local youth seeking assistance under WIA;
- Youth, including former participants and representatives of organizations that have experience relating to youth activities; and
- Representatives of the Job Corps.

Mr. Zak Ford submitted an application to represent the education sector. His application will be sent under separate cover.

Staff will provide an oral report on this item.

RECOMMENDATION:

Review and appoint the above individual to the Sacramento Works Youth Council.

ITEM IV-A - INFORMATION

SUMMARY OF MEDIA COVERAGE RECEIVED FOR SETA AND SACRAMENTO
WORKS FROM JULY 1, 2011 THROUGH DECEMBER 31, 2011

BACKGROUND:

The following chart provides details of the media coverage the Agency received for last six months of 2011.

Media Entity	Title	Date
The Sacramento Business Journal	SETA Gets \$1.8M Grant to Train 300 Displaced Workers	Friday, July 1, 2011
The Sacramento Bee Local Biz	Grant to Help Train Displaced Workers	Saturday, July 2, 2011
The Sacramento Bee Handheld Edition: Business	Grant to Help Train Displaced Workers	Sunday, July 3, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, July 4, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, July 11, 2011
Family Radio KEAR 88.1 FM	Head Start – Elk Horn Open House	Thursday, July 14, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, July 18, 2011
The Sacramento Bee Business-Economy	Internships Open Door to Work	Sunday, July 24, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, July 25, 2011
The Sacramento Bee Ask The Experts	Contact Firms, Offices to Seek Out Internships	Monday, August 1, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, August 8, 2011
Family Radio KEAR 88.1 FM	Sacramento Employment and Training Agency	Thursday, August 11, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, August 15, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, August 22, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, August 29, 2011
The Sacramento Bee Job Front	Job-Hunting Questions? Ask the Expert	Monday, September 5, 2011
The Sacramento Bee Business- Job Front	Helping Teens for a Living is Goal	Monday, September 12, 2011
The Sacramento Bee Business- Job Front	What's Off Limits in Interview?	Monday, September 19, 2011

ITEM IV-A – INFORMATION (continued)

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Media Entity	Title	Date
Family Radio KEAR 88.1 FM	Sacramento Works	Tuesday, September 20, 2011
The Sacramento Bee Front Page	High School Only? Jobs Even Scarcer	Thursday, September 22, 2011
CBS 13	Some jobs out there but who wants them?	Monday, September 26, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, September 26, 2011
Carmichael Times	Sacramento Works Unveils a New Identity	Wednesday, September 28, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, October 3, 2011
American River Messenger	Sacramento Works Unveils a New Identity	First edition for October 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, October 10, 2011
KCRA 3	Seasonal Hiring	Monday, October 10, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Thursday, October 17, 2011
Sacramento Press	Matsui Announces \$300,00 in Fed Training Program	Thursday, October 20, 2011
Capital Public Radio	Local Air Conditioning Company Thanks TARP Funds for Cool New Jobs	Thursday, October 20, 2011
KCRA 3	Green Jobs Grant	Thursday, October 20, 2011
The Sacramento Business Journal - News	SETA Gets Federal Money for Clean-Tech Job Training	Friday, October 21, 2011
The Sacramento Business Journal – Blog Morning Roundup	SETA Gets Federal Money for Clean-Tech Job Training	Friday, October 21, 2011
The Sacramento Bee Business	Grant Helps Capital Firms Offer Clean-Energy Training	Friday, October 21, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, October 24, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Thursday, October 31, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, November 7, 2011
News 10	5 Tips for Successful On-Line Job Hunting	Monday, November 7, 2011

ITEM IV-A – INFORMATION (continued)

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Media Entity	Title	Date
News 10	Career Transition Advice	Thursday, November 10, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, November 14, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, November 21, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, November 28, 2011
News 10	Social Media and Job Search	Thursday, December 1, 2011
Inside East Sacramento	Lee Farrand – She Gives Hope and Help to the Unemployed	December, 2011
The Sacramento Bee Business- Job Front	Job-Hunting Questions? Ask the Expert	Monday, December 5, 2011
The Sacramento Bee Business – Ask The Experts	In Online Resumes, Tailor Key Words to Job Sought, Be Concise	Wednesday, December 7, 2011
The Sacramento Bee Business	Holidays Often Best Time to Land a Job	Sunday, December 11, 2011
The Sacramento Bee Business- Job Front	Alternative-Car Tech Training on Tap	Monday, December 12, 2011
The Sacramento Bee Business- Job Front	Job Hunting Questions? Ask the Expert	Monday, December 12, 2011
The Sacramento Bee Business- Job Front	Job Hunting Questions? Ask the Expert	Monday, December 19, 2011
The Sacramento Bee Business- Job Front	Job Hunting Questions? Ask the Expert	Monday, December 26, 2011

ITEM IV-B – INFORMATION

CALIFORNIA STATE IMPLEMENTATION OF CWSN AND ITS IMPACT ON JOB-SEEKERS, EMPLOYERS AND LOCAL WORKFORCE AREAS

BACKGROUND

On August 26, 2010 the State of California Employment Development Department issued a Request for Quote (RFQ) for a Workforce Services Network Project (CWSN). The purpose of this RFQ was to replace the State's aging Job Training Automation (JTA) system and CalJOBS. As noted in the RFQ:

“This new solution will be a Web-based system that can support the state and local business processes under the Workforce Investment Act (WIA), Wagner-Peyser Act (WPA) and Trade Adjustment Assistance (TAA) program and will afford sufficient security to protect client confidentiality. It will be vendor hosted and efficiently facilitate collection, processing, and retrieval of Federal and state required management information. This new solution is critical because the existing legacy systems are at risk of failure and are unable to meet the needs of the employer and job seeker customers.”

In early 2011 the contract was awarded to Geographic Solutions for their Virtual One Stop (VOS) system. EDD is in the process of preparing all Local Workforce Investment Areas (LWIAs) and partner agencies to train their staff (train the trainers) on the new system. SETA has the advantage of having converted to the Virtual One Stop system in 2011. SETA's challenges include learning the new features of the State's VOS system and, more importantly, understanding how the system will be set-up and used. It is expected that this will include functional and operational changes within our One-Stops for staff. In addition, an additional level of “interface” (i.e. the State) will be introduced into the day-to-day problem resolution flow.

In conjunction with Yolo, Golden Sierra and North Central Counties Consortium, SETA has undertaken an initiative to determine what we need to do to ensure the highest level of success in converting to CWSN, minimizing impacts to our job seekers, employers and staff. This group is in the process of compiling a comprehensive list of questions we need answers to in order to assess LWIA impact. Tasks include: conversion of all existing data, creation of relied upon reports from the existing JTA system, changing of all user (job seeker, employer and staff) passwords, help desk procedures, service provider “normalization”, and restrictions to each LWIA's ability to control internal data (client exits).

ITEM IV-B – INFORMATION (continued)

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Since the State's implementation of VOS is designed to replace JTA and CalJOBS it does not address some of the features currently used by LWIAs such as document scanning. Geographic Solutions has offered LWIAs the ability to independently contract for features not purchased by the State, which is another topic for resolution. The State has indicated that LWIAs can continue to use their existing systems and "upload" to CWSN monthly but has not provided any information as to how this process would work.

The State's plan of record is to implement and convert all LWIAs to the CWSN system on July 2, 2012. Since this date coincides with the fiscal year end, it is likely the date will be pushed out (for LWIA conversion).

ITEM IV-C - INFORMATION

UPDATE ON NATIONAL ASSOCIATION OF WORKFORCE BOARDS CONFERENCE

BACKGROUND:

This item provides an opportunity for the Sacramento Works Board members who attended the annual conference of National Association of Workforce Boards to provide the full board information that is relevant to Sacramento Works.

ITEM IV-D – INFORMATION
DISLOCATED WORKER REPORT

BACKGROUND:

The most current dislocated worker update is attached; staff will be available to answer questions.

Dislocated Worker Information PY 2011/2012

The following is an update of information as of March 19, 2012 on the Worker Adjustment and Training Notification (WARN) notices and Non WARN notifications in Sacramento County

	MONTH RECEIVE NOTICE	COMPANY AND ADDRESS	WARN STATUS	# OF AFFECTED WORKERS	SETA'S INTERVENTION
Unofficial	5/9/2011	First Data	8/31/2011	145	6/9/11 6/16/11
Unofficial	5/23/2011	County of Sacramento	7/1/2011	275	6/22-23/11 6/29-30/11
Official	6/2/2011	First Banks, Inc. 110 Woodmere Rd, Ste. 150 Folsom, CA 95630	9/30/2011	20	9/15/2011
Unofficial	6/11/2011	CSAA	7/30/2011	25	7/14/2011
Unofficial	7/19/2011	Borders Books 2765 East Bidwell Folsom, CA		75	6/19/11 8/29-31/11
Official	8/1/2011	Valley Aggregate Transport, Inc. 5121 Hedge Avenue Sacramento, CA	9/27/2011	0	Postponed
Official	8/2/2011	Cisco 2868 Prospect Rd Rancho Cordova, CA	8/19/2011	78	Packets Delivered
Official	8/26/2011	BLT Enterprises of Sacramento, LLC 8491 Fruitridge Rd Sacramento, CA 95826	11/2/2011	0	Rescinded
Official	10/3/2011	Hewlett-Packard Company Rancho Cordova, CA	12/2/2011	76	Declined Services
Official	10/4/2011	Foster Farms Dairy 1221 66th Street Sacramento, CA 95819	12/2/2011	96	12/8/2011
Official	11/7/2011	Hewlett-Packard Company Rancho Cordova, CA	12/2/2011	39	Declined Services
Official	11/1/2011	A1 Door and Building Solutions 4300 Jetway Ct. North Highlands, CA 95660	12/31/2011	97	Declined Services
Official	11/10/2011	PG&E Sacramento, CA	1/9/2012	8	Declined Services
Unofficial	12/2/2011	SCIF 2450 Venture Oaks Drive Sacramento, CA 95833	1/9/2011	200	12/8/11 12/14/11
Official	12/8/2011	BLT Enterprises of Sacramento, LLC 8491 Fruitridge Rd Sacramento, CA 95826	12/30/2011	106	Pending
Official	1/3/2012	Valley Aggregate Transport, Inc. 5121 Hedge Avenue Sacramento, CA	1/17/2012	111	Pending
Official	1/10/2012	Raley's Bel Air Markets 8787 Elk Grove Blvd Elk Grove, CA	3/31/2012	63	Pending
Official	1/31/2012	AMR 1041 Fee Dr. Sacramento, CA 95815	4/1/2012	10	Pending
Unofficial	1/31/2012	San Juan Unified School District 3738 Walnut Ave Carmichael, CA	6/30/2012	350	3/22/2012 3/30/12 4/18/12 4/25/12
Unofficial	2/23/2012	Federal Technology Center 4600 Roseville Rd North Highlands, CA	3/12/2012	15	3/8/2012
Unofficial	2/15/2012	Sacramento City Unified School District	6/30/2012	350	5/12/2012
Unofficial	2/24/2012	Sacramento Area Emergency Housing 2411 Alhambra Blvd Sacramento, CA	3/31/2012	10	3/19/2012
			Total # of Affected Workers	2,149	

ITEM IV-E- INFORMATION

EMPLOYER RECRUITMENT ACTIVITY REPORT

BACKGROUND:

Staff at Sacramento Works Career Centers and internal Employer Services staff work with local employers to recruit qualified employees. The most current update is attached.

Mr. William Walker will be available to answer questions.

**Employer Recruitment Activity Report
February 24 -March 16, 2012**

	Jobs	No of Positions
Aamcom	Customer Service Representative	7
Accentcare	CAN/Caregiver	55
ACS Roofing	Bookkeeper/Accountant	1
	Window Cleaner - Gutter Cleaner	1
Adecco Employment Services	Process Support	10
Aerotek	General Laborer	1
ALSCO, Inc.	Accounts Receivable	1
Ahern Rentals	Class A CDL Driver	1
	Field Mechanic	1
	Outside Sales Representative	1
American River Parkway Foundation	Chemical Plant Mechanic	1
	Marketing Fundraising Coordinator	1
	Plant Supervisor	1
AppleOne	Bilingual Customer Service Representative	18
Apria Healthcare	Billing Representative	1
Area 4 Agency on Aging	Snr. Employment Program Manager	1
AXA Advisors	Financial Services Professional	9
Baygell Properties	Commercial Property Manager	1
Besam Entrance Solutions	Installation Coordinator	1
Berkeley Farms	Truck Driver Class A	1
Bissell Brothers	Cleaner	1
Bread of Life	Office Manager	1
Brookside Restaurant and Bar	Bartender/Server Position	2
CA Society of Association Execut	Membership & Events Assistant	1
California Assisted Living Associa	Administrative Assistant	1
California Green Clean	Housekeeper/Cleaner	1
California Redevelopment Association	Member Services Associate PT	1
Campbell Soup Company	Certified Forklift Driver	14
Capitol Autism Services	Behavior Tutor	10
Carmellia Network	Accounting and Executive Assistant	1
Carmichael Oaks Assisted Living	Caregiver	1
	Concierge/Receptionist	1
	Medication Aide	1
Centerplate	Barista	2
	On-Call Cook	1
	On-Call Steward	20
Child Care Careers	Infant/Preschool/School-Age Teachers	10
Circle K Stores	Store Manager	5
Citrus Heights Career Center	Shop Foreman	1
City of Sacramento	Health Access Specialist	1
CLAS Information Services	Online UCC Search Specialist	1
Coast-to Coast Career Fairs	Customer Service Representative	100
Cosmic Kids Consulting	Adaptive Skills Trainer/Behavior Consultant	4
Crocker Art Museum	Marketing and Communication Coordinator	1
	Museum Store Manager	1
Crossroads Diversified Services	Community Support Coordinator	1
	Community Support Specialists	1
CVL Inc. dba Folsom Lake RV	Parts Manager	1
Downtown Sacramento Partnership, Inc.	Administrative Assistant to the DSPI	1

**Employer Recruitment Activity Report
February 24 -March 16, 2012**

Dr. Pepper Snapple Group	Forklift Operator	2
	Full Service Driver	1
	Loader-Warehouse	5
	Merchandiser	10
	Production Supervisor	1
	Quality Control Technician	1
	Quality Supervisor	1
	Relief Account Manager	1
El Hogar Community Services, Inc.	Administrative Assistant	1
	Service Coordinator	1
Fairytale Town	Guest Services Representative Program	1
Folsom Cordova Community Partnership	Employment Services Case Manager	1
Foltz Ophthalmology	Optician	1
	Optician Manager	1
Fresh & Easy Neighborhood Market	Team Leader	4
	Customer Assistant	10
	Kitchen Table/Bakery Coordinator	3
Frontline Marketing, Inc.	Entry Level Management Trainee	15
	Entry Level Marketing	15
	Entry Level Sales	15
FRSTeam	Restoration Technician	1
G & K Services	General Laborer	1
	Route Manager	1
General Produce Company	Inside Sales Representative	1
	Receptionist	1
	Repacker	1
Geolog Inc	Driver/Shop Technician	1
	Data Digitizer/Marketing	1
Global Blue DVBE, Inc.	Claims Service Representative	25
Goodwill Industries	Assistant Manager	1
	Key Holder/Supervisor	1
	Manager in Training	1
	Program Manager	1
	Receptionist/Office Clerk	1
Green Haven Capital, Inc.	Loan Officer	3
	Real Estate Agent	50
Greener Solutions	Construction Office Manager	1
	Executive Assistant	1
	Production Manager	1
	Sales Associate	1
Grindco, Inc.	Concrete Grinding Specialist	1
H & R Block	Client Services Professional	15
	Office Manager	20
	Tax Professional	20
HR to Go	Administrative Support	1
Hand Biomechanics Lab, Inc	Manufacturing Operations/FDA Regulatory Compliance	1
Indecare Home Care & Living Assistance	Caregiver	10
J & L Staffing	Legal Assistant	1
Jack Frost Design	Administrative Assistant	1

**Employer Recruitment Activity Report
February 24 -March 16, 2012**

Kelley Amerit Fleet Services	Fleet Maintenance Manager	1
KVIE	Leadership Giving Officer	1
KlickNation	3D Animator/Rigger	1
	Controller	1
	Data Analytics Specialist	1
	Producer	1
Knorr Systems, Inc.	Field Service Technician, Aquatic	1
L-3 Narda Microwave-West	Engineering Technician	1
	Inspection Specialist	1
	New Product Introduction+B202 Manager	1
	Quality Assurance Administrative Assistant	1
	RF Technician	1
La Tapatia Tortilleria, INC.	Delivery Driver/Vendor	1
Labor Ready	Construction Laborers	10
LexisNexis		
LexisNexis	General Clerk I	15
Los Rios Community College District	Account Clerk II	2
	Accountant	1
	Accountant Clerk I	1
	Administrative Service Analyst	1
	Admissions/Records Clerk	1
	Admissions/Records Evaluator I	1
	Anthropology Assistant Professor	1
	Associate Vice President of Enrollment and	1
	Athletic Trainer	1
	Audio/Visual Production Technician	1
	Business Assistant Professor	1
	Business/Business Law Assistant Professor	1
	Campus Patrol On Call	1
	Chief of Police	1
	Chemist Assistant Professor	1
	Clerk III	2
	Clerk III PT	1
	College Safety Officer	1
	College Safety Officer (Temporary)	1
	Confidential Chancellor's Executive Assistant	1
	Confidential Administrative Assistant I	2
	Confidential Deputy Chancellor's Executive Assistant	1
	Cooperative Work Experience and Internship Coordinator	1
	Counselor	1
	Custodian	1
	Dean, Behavioral and Social Science	1
	Dean, Business Division	1
	Dean, Communication, Visual and Performing Arts	1
	Dean, Counseling and Student Services	1
	Dental Hygiene Assistant Professor	1
	Diagnostic Medical Sonography Program Coordinator	1
	Director of College Advancement	1
	Director of Human Resources	1

**Employer Recruitment Activity Report
February 24 -March 16, 2012**

Los Rios Community College District	Director of Technical Services Information Technology	1
	Early Childhood Education Assistant Professor	1
	Economics Assistant Professor	1
	Electronic Calibration & Repair Technician	1
	English Assistant Professor	2
	Environmental Technician	1
	Environmental Technician-Water Management	1
	Financial Aid Clerk	1
	Financial Aid Officer	1
	Fiscal Services Accounting Specialist	1
	Graphic Designer	1
	Groundskeeper	1
	Healthcare Interpreting Adjunct Professor	1
	HVAC Mechanic	1
	Information Technology Assistant III	1
	Instructional Assistant - Learning Resources	1
	Instructional Asst. - Foreign Language	1
	Instructional Asst. - Sign Language Studies	1
	Instructional Asst.-Microcomputer Laboratory for Assistive Technology	1
	Instructional Development Coordinator	1
	Interim Director, Diagnostic Medical Sonography	1
	Laboratory Technician - Science (Biology)	1
	Learning Resources Center Coordinator	1
	Librarian Adjunct Pool	
	Library Media Technical Asst.	1
	Mathematics Assistant Professor	2
	Mechanical Electrical Technology Assistant Professor	1
	Nursing (RVN/LVN) Assistant Professor	1
	Operations Technician	1
	Outreach Clerk	1
	Philosophy Assistant Professor	1
	Physical Education/Athletic Attendant	1
	Physics/Astronomy Assistant Professor	1
	Police Communication Dispatcher	1
	President, Folsom Lake College	1
	Project Assistant	1
	Psychology Assistant Professor	1
	Purchasing Supervisor	1
	Recruitment Training Officer	1

**Employer Recruitment Activity Report
February 24 -March 16, 2012**

Los Rios Community College District	Sociology Assistant Professor	1
	Special Project Assistant to Exec. Director	1
	Srn. Information Technology Technician	3
	Student Personnel Asst. - Davis Outreach Program	1
	Snr.Information Technology Technician	1
	Student Personnel Asst. - Disables	1
	Student Programs & Services Center	
	Student Personnel Asst. -Student Affairs	1
	Theater Arts Assistant Professor	1
	Vice Chancellor, Resource and Economic I	1
	Welding Adjunct Asst. Professor	1
Loving Companions Senior Services	Caregiver	20
Magnetic Consulting Group, Inc.	Entry Level Sales & Customer Service	1
Mallicoat Electric, Inc	Electrical Apprentice	1
Manpower	Production Packager	5
	General Laborer	2
Mathnasium of Elk Grove	Instructor	2
Mettler-Toledo, inc.	Retail Field Service Technician	1
Mori Seiki Manufacturing USA Inc	Receptionist	1
Mountain West Financial	Document Technician	2
	Loan Officer	2
Nestlé Waters North America	Production Technician	24
Northern Sheets, LLC.	Industrial Electro Mechanic	1
On My Own	Direct Service Provider	10
Opening Doors, Inc.	Survivors of Human Trafficking Program Associates	1
Paramount Equity	Financial Specialist	1
	Legacy Accountant Manager	1
Paramount Solar	Solar Sales Canvasser	1
	Solar Sales Specialist	1
PMSR Technologies	Line Operator	5
Progressive Insurance	Customer Service Representative	10
Prometic Testing	Test Center Administrator	2
Public Relations Specialists	Communications Manager	1
Quality First Home Improvement Inc.	Sales, Solar-Coating-Telemarketing	20
REC Solar, Inc.	Events Coordinator	1
Red Dog Shred	Document Shredder	1
Relationship Skills Center	Case Manager	2
	Operations Coordinator	1
Rezolve Group, Inc.	Communications Manager	1
	Sales Specialists	14
	Environmental Geologist-Professional Geologist Registration Required	1
Risk-Based Decisions, Inc.	Geologist Registration Required	1
Rite Aid	Shift Supervisor	3
S-N-T Company	Window Installer	1
	Receptionist/Bookkeeper	1
Sacramento CASA	Case Manager	1
	Family Finding Social Worker	1
Sacramento Children's Home	Maintenance Supervisor	1
Sacramento Container Corporation	Corrugate Experience Machine Operators & Asst. Operators	3
	Forklift Operator	1

**Employer Recruitment Activity Report
February 24 -March 16, 2012**

Sacramento Housing Alliance	Regional Equity Coordinator	1
Sacramento Metro Chamber	Sr. Event Manager	1
Sacramento Region Community Foundation	Accountant	1
Salvation Army Sac Metro	Employment Specialist	1
	Kitchen Aide	1
	Monitor	1
	Office Assistant	1
	Program Aide	1
Samarrah Independent Living Services	Independent Living Specialist	1
Self Storage	Part-time Manager	1
	Accountant I	1
SETA	Children and Family Services Quality Assurance Analyst	1
	Family Services Worker Range II & III	3
	Head Start Coordinator-Education Supervisory	1
	Head Start Courier/Maintenance	1
	Teacher, Head Start	1
	Workforce System Administrator	1
	Workforce System Analyst	1
SFN Group	Customer Service - Call Center	25
Sierra Pacific	Sale Representative	10
Solar Depot	Sales/Order Administrator	1
St. John's Shelter Program for Women and Children	Accounting and Executive Assistant	1
Sullivan Learning Systems	Tutor	25
Sumrall Solutions LLC	Fund Accountant - Associate I	15
Support For Home	Caregiver	10
	Personal Care Aides	10
Surety Solutions Insurance Services, Inc	Customer Service Representative	1
Therapeutic Pathways	Instructional Assistant	1
Tony's Fine Food	Class A Feeder Driver	1
	IT Software Support	1
	Pricing Analyst	1
	Router	1
Tri Tool Inc.	Senior Mechanical Engineer	1
Twining, Inc.	Construction Field Technicians	3
United Way California Capital Region	Front Desk Coordinator	1
	Administrative Manager	1
US Fish and Wildlife Services	Support Assistant	2
Vision Service Plan	Vice President Sales and Marketing	1
Volt Staffing Services	Warehouse Person	20
	Warehouse Specialist	20
Wild Hawk Grille	Cart Attendant/Cashier	1
Women's Empowerment	Program Assistant	1
Xerox Corporation	Print Operator and Driver	1
TOTAL		1,005

ITEM IV-F– INFORMATION

UNEMPLOYMENT UPDATE/PRESS RELEASE FROM THE EMPLOYMENT
DEVELOPMENT DEPARTMENT

BACKGROUND:

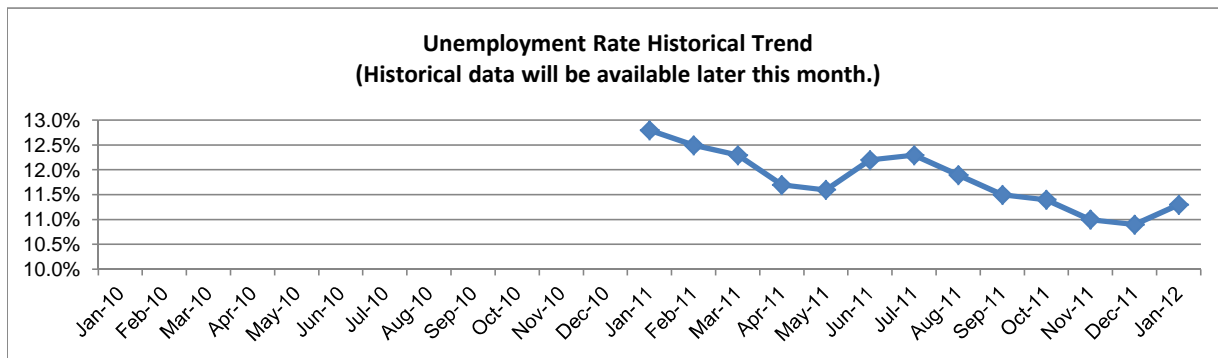
The unemployment rate for Sacramento County for the month January was 11.3%.

Attached is a copy of a press release from the Employment Development Department breaking down the job losses and job creations for the regional area.

Staff will be available to answer questions.

IMMEDIATE RELEASE
SACRAMENTO-ARDEN ARCADE-ROSEVILLE METROPOLITAN STATISTICAL AREA (MSA)
(El Dorado, Placer, Sacramento, and Yolo Counties)

The unemployment rate in the Sacramento-Arden Arcade-Roseville MSA was 11.3 percent in January 2012, up from a revised 10.9 percent in December 2011, and below the year-ago estimate of 12.8 percent. This compares with an unadjusted unemployment rate of 11.3 percent for California and 8.8 percent for the nation during the same period. The unemployment rate was 11.5 percent in El Dorado County, 10.1 percent in Placer County, 11.2 percent in Sacramento County, and 14.1 percent in Yolo County.



Industry	Dec-2011	Jan-2012	Change		Jan-2011	Jan-2012	Change
	Revised	Prelim				Prelim	
Total, All Industries	811,400	800,500	(10,900)		805,200	800,500	(4,700)
Total Farm	7,200	6,600	(600)		6,200	6,600	400
Total Nonfarm	804,200	793,900	(10,300)		799,000	793,900	(5,100)
Mining and Logging	400	400	0		400	400	0
Construction	34,800	32,000	(2,800)		34,400	32,000	(2,400)
Manufacturing	32,700	32,500	(200)		32,300	32,500	200
Trade, Transportation & Utilities	138,300	133,500	(4,800)		132,500	133,500	1,000
Information	16,800	16,700	(100)		16,800	16,700	(100)
Financial Activities	47,100	47,000	(100)		46,300	47,000	700
Professional & Business Services	101,800	99,300	(2,500)		100,300	99,300	(1,000)
Educational & Health Services	105,200	104,500	(700)		100,900	104,500	3,600
Leisure & Hospitality	77,300	76,300	(1,000)		80,400	76,300	(4,100)
Other Services	27,700	27,200	(500)		27,500	27,200	(300)
Government	222,100	224,500	2,400		227,200	224,500	(2,700)

Notes: Data not adjusted for seasonality. Data may not add due to rounding
 Labor force data are revised month to month
 Additional data are available on line at www.labormarketinfo.edd.ca.gov

**Monthly Labor Force Data for Cities and Census Designated Places (CDP)
 January 2012 - Preliminary
 Data Not Seasonally Adjusted**

Area Name	Labor Force	Employment	Unemployment Number	Unemployment Rate	Census Ratios Emp	Census Ratios Unemp
Sacramento County	669,600	594,500	75,200	11.2%	1.000000	1.000000
Arden Arcade CDP	55,700	49,500	6,200	11.2%	0.083249	0.082638
Carmichael CDP	28,800	26,300	2,500	8.7%	0.044196	0.033389
Citrus Heights city	49,600	45,700	3,900	7.9%	0.076838	0.052031
Elk Grove CDP	34,700	31,500	3,200	9.1%	0.052995	0.042014
Fair Oaks CDP	16,900	15,900	1,000	6.1%	0.026690	0.013634
Florin CDP	12,500	10,400	2,200	17.5%	0.017414	0.029215
Folsom city	26,600	25,300	1,400	5.1%	0.042525	0.018086
Foothill Farms CDP	9,600	8,100	1,500	15.3%	0.013648	0.019477
Galt city	10,700	8,800	1,900	18.1%	0.014787	0.025876
Gold River CDP	4,700	4,600	100	2.2%	0.007807	0.001391
Isleton city	400	400	100	14.9%	0.000606	0.000835
La Riviera CDP	6,900	6,400	500	6.7%	0.010764	0.006121
Laguna CDP	20,200	18,900	1,200	6.1%	0.031834	0.016416
Laguna West Lakeside CDP	5,200	4,800	400	8.0%	0.008082	0.005565
North Highlands CDP	22,300	18,400	3,900	17.4%	0.030952	0.051475
Orangevale CDP	15,600	14,400	1,200	7.6%	0.024229	0.015860
Parkway South Sacramento CD	15,800	12,700	3,100	19.6%	0.021400	0.041180
Rancho Cordova City	30,400	26,500	3,900	12.9%	0.044619	0.052031
Rancho Murieta CDP	2,200	2,200	100	3.8%	0.003619	0.001113
Rio Linda CDP	5,700	4,700	1,000	17.6%	0.007917	0.013356
Rosemont CDP	13,700	12,400	1,300	9.5%	0.020867	0.017251
Sacramento city	212,600	184,700	27,900	13.1%	0.310678	0.371731
Vineyard CDP	5,800	5,500	300	5.8%	0.009185	0.004452
Walnut Grove CDP	500	300	100	26.9%	0.000569	0.001669
Wilton CDP	2,700	2,500	200	7.7%	0.004225	0.002782

CDP is "Census Designated Place" - a recognized community that was unincorporated at the time of the 2000 Census.

Notes:

- 1) Data may not add due to rounding. All unemployment rates shown are calculated on unrounded data.
- 2) These data are not seasonally adjusted.

Methodology:

Monthly city and CDP labor force data are derived by multiplying current estimates of county employment and unemployment by the employment and unemployment shares (ratios) of

Data Not Seasonally Adjusted

Area Name	Labor Force	Employment	Unemployment Number	Unemployment Rate	Census Ratios	
					Emp	Unemp

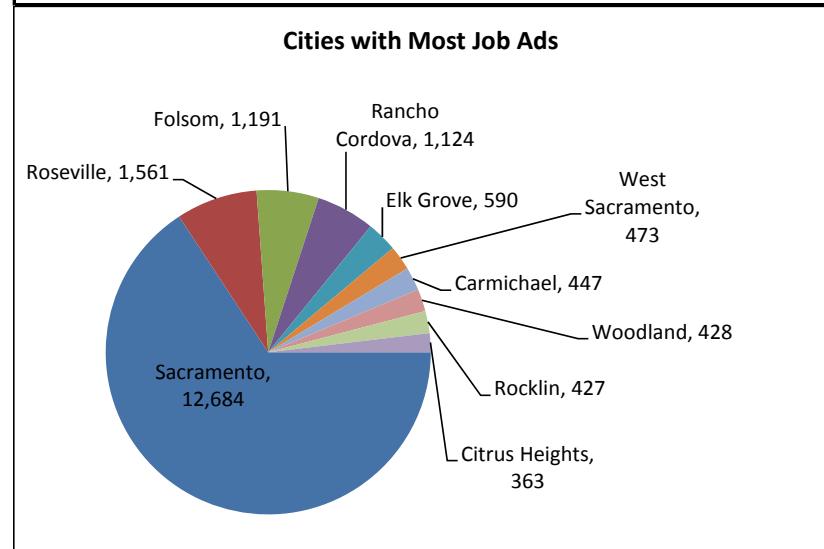
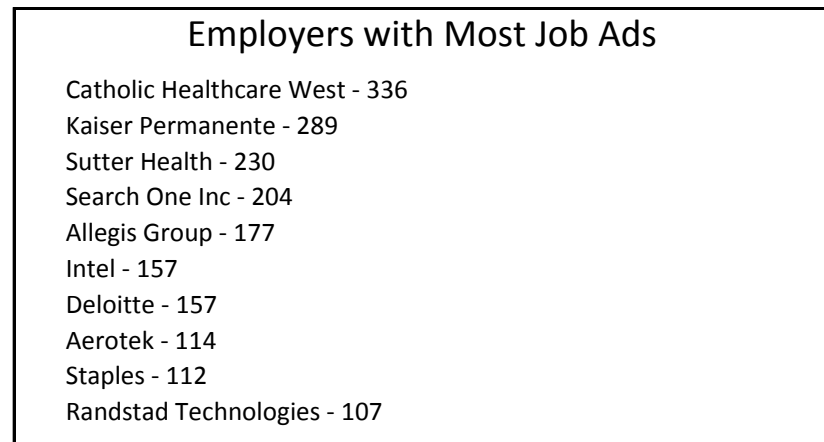
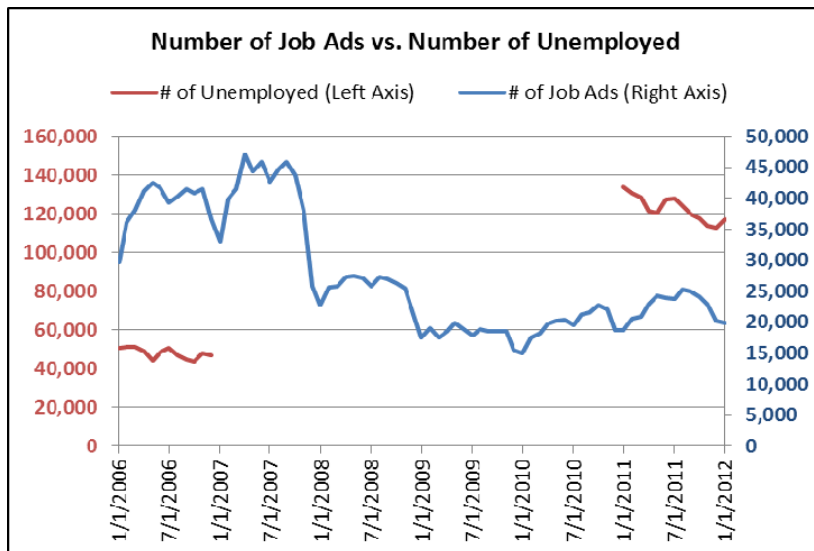
each city and CDP at the time of the 2000 Census. Ratios for cities of 25,000 or more persons were developed from special tabulations based on household population only from the Bureau of Labor Statistics. For smaller cities and CDP, ratios were calculated from published census data.

City and CDP unrounded employment and unemployment are summed to get the labor force. The unemployment rate is calculated by dividing unemployment by the labor force. Then the labor force, employment, and unemployment are rounded.

This method assumes that the rates of change in employment and unemployment, since 2000, are exactly the same in each city and CDP as at the county level (i.e., that the shares are still accurate). If this assumption is not true for a specific city or CDP, then the estimates for that area may not represent the current economic conditions. Since this assumption is untested, caution should be employed when using these data.

	A	B	C	D	E	F	G
1	State of California					Employment Development Department	
2	March 9, 2012					Labor Market Information Division	
3	March 2011 Benchmark					http://www.labormarketinfo.edd.ca.gov	
4						(916) 262-2162	
5	REPORT 400 C						
7	Monthly Labor Force Data for Counties						
8	January 2012 - Preliminary						
9	Data Not Seasonally Adjusted						
10							
11	COUNTY		RANK BY RATE	LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT	RATE
12	STATE TOTAL		---	18,365,900	16,283,500	2,082,400	11.3%
13	ALAMEDA		12	762,900	690,100	72,800	9.5%
14	ALPINE		33	540	460	80	14.1%
15	AMADOR		26	16,540	14,350	2,190	13.2%
16	BUTTE		30	100,500	86,800	13,800	13.7%
17	CALAVERAS		36	19,600	16,770	2,820	14.4%
18	COLUSA		58	11,420	8,340	3,080	27.0%
19	CONTRA COSTA		13	525,800	475,200	50,700	9.6%
20	DEL NORTE		31	11,330	9,760	1,570	13.9%
21	EL DORADO		22	90,800	80,300	10,500	11.5%
22	FRESNO		46	442,200	367,400	74,800	16.9%
23	GLENN		45	12,670	10,530	2,130	16.8%
24	HUMBOLDT		20	60,500	53,700	6,800	11.2%
25	IMPERIAL		57	76,800	56,500	20,200	26.4%
26	INYO		16	9,420	8,480	940	10.0%
27	KERN		39	384,000	326,400	57,600	15.0%
28	KINGS		46	61,800	51,300	10,500	16.9%
29	LAKE		43	25,680	21,430	4,250	16.5%
30	LASSEN		31	13,640	11,740	1,900	13.9%
31	LOS ANGELES		23	4,891,700	4,302,000	589,700	12.1%
32	MADERA		40	67,200	57,100	10,200	15.1%
33	MARIN		1	136,000	127,100	8,900	6.6%
34	MARIPOSA		28	9,470	8,190	1,280	13.5%
35	MENDOCINO		18	42,510	37,950	4,550	10.7%
36	MERCED		56	110,200	88,700	21,500	19.5%
37	MODOC		42	3,790	3,190	610	16.0%
38	MONO		7	8,910	8,110	800	9.0%
39	MONTEREY		41	217,200	183,700	33,500	15.4%
40	NAPA		9	75,100	68,300	6,900	9.2%
41	NEVADA		15	51,710	46,620	5,090	9.8%
42	ORANGE		3	1,602,600	1,475,100	127,500	8.0%
43	PLACER		17	173,800	156,300	17,500	10.1%
44	PLUMAS		52	9,530	7,810	1,730	18.1%
45	RIVERSIDE		25	944,200	826,100	118,100	12.5%
46	SACRAMENTO		20	669,600	594,500	75,200	11.2%
47	SAN BENITO		50	27,500	22,600	4,800	17.6%
48	SAN BERNARDINO		24	868,300	761,400	106,800	12.3%
49	SAN DIEGO		11	1,586,200	1,438,700	147,500	9.3%
50	SAN FRANCISCO		4	466,100	428,500	37,600	8.1%
51	SAN JOAQUIN		44	299,600	249,800	49,800	16.6%
52	SAN LUIS OBISPO		5	135,200	123,300	11,900	8.8%
53	SAN MATEO		2	382,700	355,000	27,700	7.2%
54	SANTA BARBARA		7	223,000	203,000	20,000	9.0%
55	SANTA CLARA		5	902,200	822,700	79,500	8.8%
56	SANTA CRUZ		28	149,600	129,400	20,100	13.5%
57	SHASTA		35	83,700	71,700	12,000	14.3%
58	SIERRA		37	1,670	1,420	250	14.9%
59	SISKIYOU		53	19,600	15,940	3,650	18.6%
60	SOLANO		19	218,100	194,500	23,600	10.8%
61	SONOMA		9	255,200	231,600	23,600	9.2%
62	STANISLAUS		46	234,200	194,700	39,500	16.9%
63	SUTTER		55	43,900	35,400	8,500	19.4%
64	TEHAMA		37	25,450	21,650	3,800	14.9%
65	TRINITY		54	5,010	4,050	970	19.3%
66	TULARE		49	210,300	174,000	36,400	17.3%
67	TUOLUMNE		26	26,040	22,590	3,450	13.2%
68	VENTURA		14	434,600	392,300	42,300	9.7%
69	YOLO		33	99,800	85,700	14,100	14.1%
70	YUBA		51	28,100	23,100	5,000	17.9%
71							
72							
73	Notes						
74	1) Data may not add due to rounding. The unemployment rate is calculated using unrounded data.						
75	2) Labor force data for all geographic areas now reflect the March 2011 benchmark and Census 2000 population controls at the state level.						

Recent Job Ads for Sacramento Arden Arcade Roseville MSA January 2012



Sacramento Arden Arcade Roseville MSA
(El Dorado, Placer, Sacramento, and Yolo Counties)
Industry Employment & Labor Force
March 2011 Benchmark

Data Not Seasonally Adjusted

	Jan 11	Nov 11	Dec 11 Revised	Jan 12 Prelim	Percent Change	
					Month	Year
Civilian Labor Force (1)	1,044,200	1,036,900	1,033,400	1,033,900	0.0%	-1.0%
Civilian Employment	910,100	923,200	920,500	916,700	-0.4%	0.7%
Civilian Unemployment	134,100	113,700	112,900	117,200	3.8%	-12.6%
Civilian Unemployment Rate	12.8%	11.0%	10.9%	11.3%		
(CA Unemployment Rate)	12.7%	10.9%	10.9%	11.3%		
(U.S. Unemployment Rate)	9.8%	8.2%	8.3%	8.8%		

Total, All Industries (2)	805,200	815,300	811,400	800,500	-1.3%	-0.6%
Total Farm	6,200	7,400	7,200	6,600	-8.3%	6.5%
Total Nonfarm	799,000	807,900	804,200	793,900	-1.3%	-0.6%
Total Private	571,800	582,200	582,100	569,400	-2.2%	-0.4%
Goods Producing	67,100	70,700	67,900	64,900	-4.4%	-3.3%
Mining and Logging	400	400	400	400	0.0%	0.0%
Construction	34,400	37,700	34,800	32,000	-8.0%	-7.0%
Construction of Buildings	8,300	9,900	9,600	9,300	-3.1%	12.0%
Specialty Trade Contractors	22,400	25,000	22,700	20,900	-7.9%	-6.7%
Building Foundation & Exterior Contractors	4,800	5,700	5,000	4,600	-8.0%	-4.2%
Building Equipment Contractors	9,800	9,400	9,200	9,000	-2.2%	-8.2%
Building Finishing Contractors	4,800	5,800	5,400	5,100	-5.6%	6.3%
Manufacturing	32,300	32,600	32,700	32,500	-0.6%	0.6%
Durable Goods	21,900	21,900	22,000	22,000	0.0%	0.5%
Computer & Electronic Product Manufacturing	7,300	7,400	7,400	7,400	0.0%	1.4%
Nondurable Goods	10,400	10,700	10,700	10,500	-1.9%	1.0%
Food Manufacturing	4,200	4,300	4,300	4,200	-2.3%	0.0%
Service Providing	731,900	737,200	736,300	729,000	-1.0%	-0.4%
Private Service Producing	504,700	511,500	514,200	504,500	-1.9%	0.0%
Trade, Transportation & Utilities	132,500	137,500	138,300	133,500	-3.5%	0.8%
Wholesale Trade	22,800	23,000	23,000	22,800	-0.9%	0.0%
Merchant Wholesalers, Durable Goods	11,900	11,900	12,000	11,900	-0.8%	0.0%
Merchant Wholesalers, Nondurable Goods	8,600	8,800	8,800	8,700	-1.1%	1.2%
Retail Trade	89,000	93,000	93,900	90,000	-4.2%	1.1%
Motor Vehicle & Parts Dealer	10,500	10,900	10,800	10,800	0.0%	2.9%
Building Material & Garden Equipment Stores	6,800	7,000	7,000	6,900	-1.4%	1.5%
Grocery Stores	17,000	16,800	16,900	16,800	-0.6%	-1.2%
Health & Personal Care Stores	5,400	5,500	5,400	5,400	0.0%	0.0%
Clothing & Clothing Accessories Stores	6,900	7,800	8,100	7,300	-9.9%	5.8%
Sporting Goods, Hobby, Book & Music Stores	4,600	4,400	4,600	4,300	-6.5%	-6.5%
General Merchandise Stores	19,500	21,300	21,800	20,300	-6.9%	4.1%
Transportation, Warehousing & Utilities	20,700	21,500	21,400	20,700	-3.3%	0.0%
Information	16,800	16,800	16,800	16,700	-0.6%	-0.6%
Publishing Industries (except Internet)	2,900	2,800	2,800	2,800	0.0%	-3.4%
Telecommunications	9,200	9,000	9,000	9,000	0.0%	-2.2%
Financial Activities	46,300	47,200	47,100	47,000	-0.2%	1.5%
Finance & Insurance	34,500	35,500	35,400	35,500	0.3%	2.9%
Credit Intermediation & Related Activities	12,700	12,500	12,500	12,400	-0.8%	-2.4%
Depository Credit Intermediation	8,100	7,800	7,700	7,700	0.0%	-4.9%
Nondepository Credit Intermediation	2,400	2,600	2,600	2,500	-3.8%	4.2%
Insurance Carriers & Related	18,200	18,500	18,500	18,300	-1.1%	0.5%
Real Estate & Rental & Leasing	11,800	11,700	11,700	11,500	-1.7%	-2.5%
Real Estate	8,900	9,000	9,000	8,900	-1.1%	0.0%
Professional & Business Services	100,300	101,200	101,800	99,300	-2.5%	-1.0%
Professional, Scientific & Technical Services	50,500	50,100	50,900	50,200	-1.4%	-0.6%
Architectural, Engineering & Related Services	8,500	8,600	8,600	8,400	-2.3%	-1.2%
Management of Companies & Enterprises	9,800	9,900	9,900	9,800	-1.0%	0.0%
Administrative & Support & Waste Services	40,000	41,200	41,000	39,300	-4.1%	-1.8%
Administrative & Support Services	37,900	39,000	38,900	37,200	-4.4%	-1.8%
Employment Services	13,800	15,100	15,100	14,200	-6.0%	2.9%

Sacramento Arden Arcade Roseville MSA
(El Dorado, Placer, Sacramento, and Yolo Counties)
 Industry Employment & Labor Force
 March 2011 Benchmark

Data Not Seasonally Adjusted

	Jan 11	Nov 11	Dec 11	Jan 12	Percent Change	
			Revised	Prelim	Month	Year
Services to Buildings & Dwellings	9,600	10,200	10,100	9,900	-2.0%	3.1%
Educational & Health Services	100,900	104,800	105,200	104,500	-0.7%	3.6%
Health Care & Social Assistance	87,900	91,400	92,000	91,600	-0.4%	4.2%
Ambulatory Health Care Services	37,600	38,800	38,900	38,700	-0.5%	2.9%
Hospitals	22,700	23,000	23,100	23,000	-0.4%	1.3%
Nursing & Residential Care Facilities	14,300	14,500	14,600	14,500	-0.7%	1.4%
Leisure & Hospitality	80,400	76,300	77,300	76,300	-1.3%	-5.1%
Arts, Entertainment & Recreation	14,500	11,200	11,600	11,600	0.0%	-20.0%
Accommodation & Food Services	65,900	65,100	65,700	64,700	-1.5%	-1.8%
Accommodation	8,900	7,400	7,500	7,400	-1.3%	-16.9%
Food Services & Drinking Places	57,000	57,700	58,200	57,300	-1.5%	0.5%
Full-Service Restaurants	26,600	26,200	26,200	25,900	-1.1%	-2.6%
Limited-Service Eating Places	28,100	28,400	28,100	27,600	-1.8%	-1.8%
Other Services	27,500	27,700	27,700	27,200	-1.8%	-1.1%
Repair & Maintenance	7,600	7,500	7,400	7,400	0.0%	-2.6%
Government	227,200	225,700	222,100	224,500	1.1%	-1.2%
Federal Government	13,900	13,700	13,500	13,400	-0.7%	-3.6%
Department of Defense	1,700	1,700	1,700	1,700	0.0%	0.0%
State & Local Government	213,300	212,000	208,600	211,100	1.2%	-1.0%
State Government	111,200	108,800	107,800	107,900	0.1%	-3.0%
State Government Education	27,300	27,800	27,300	27,100	-0.7%	-0.7%
State Government Excluding Education	84,000	81,000	80,500	80,800	0.4%	-3.8%
Local Government	102,100	103,200	100,800	103,200	2.4%	1.1%
Local Government Education	59,500	61,100	58,800	61,400	4.4%	3.2%
County	18,500	18,100	18,100	18,100	0.0%	-2.2%
City	9,700	9,600	9,600	9,400	-2.1%	-3.1%
Special Districts plus Indian Tribes	14,400	14,400	14,300	14,300	0.0%	-0.7%

Notes:

(1) Civilian labor force data are by place of residence; include self-employed individuals, unpaid family workers, household domestic workers, & workers on strike. Data may not add due to rounding. The unemployment rate is calculated using unrounded data.

(2) Industry employment is by place of work; excludes self-employed individuals, unpaid family workers, household domestic workers, & workers on strike. Data may not add due to rounding.

These data are produced by the Labor Market Information Division of the California Employment Development Department (EDD). Questions should be directed to: Justin Wehner 916/227-0298 or Diane Patterson 916/262-2286

These data, as well as other labor market data, are available via the Internet at <http://www.labormarketinfo.edd.ca.gov>. If you need assistance, please call (916) 262-2162.

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ITEM IV-G– INFORMATION

COMMITTEE UPDATES

BACKGROUND:

This item provides an opportunity for a report from the following committees:

- Youth Council – Matt Kelly
- Planning/Oversight Committee – Lynn Conner
- Employer Outreach Committee – Terry Wills
- Board Development Committee – Kingman Tsang

ITEM V - OTHER REPORTS

1. CHAIR'S REPORT

The Chair of the Sacramento Works, Inc. Board, on a regular basis, receives numerous items of information concerning employment and training legislation, current programs, agency activities, and miscellaneous articles.

The important information from the material received and meetings attended will be shared with the entire Board and the method proposed by the Chair is to give a verbal report at each regular meeting. It will also allow time for the Board to provide input on items that may require future action.

2. MEMBERS OF THE BOARD

This item provides the opportunity for Workforce Investment Board members to raise any items for consideration not covered under the formal agenda. It also provides the opportunity for Board members to request staff to research or follow up on specific requests or to ask that certain items be placed on the next agenda.

3. COUNSEL REPORT:

The Sacramento Works, Inc. Legal Counsel is the firm of Phillip M. Cunningham, Attorney at Law. This item provides the opportunity for Legal Counsel to provide the Sacramento Works, Inc. Board with an oral or written report on legal activities

4. PUBLIC PARTICIPATION:

Participation of the general public at Sacramento Works, Inc. Board meetings is encouraged. The Sacramento Works, Inc. Board has decided to incorporate participants of the audience as part of its agenda for all meetings. Members of the audience are asked to address their requests to the Chair, if they wish to speak.