

WIB BOARD MEMBERS

LARRY BOOTH
Frank M. Booth, Inc.

BRIAN BROADWAY
Sacramento Job Corps

BILL CAMP – Second Vice Chair
Sacramento Central Labor Council

PAUL CASTRO
California Human Development Corporation

LYNN R. CONNER – Vice Chair
Parasec

MICHAEL DOURGARIAN
MDDV, Inc.

DIANE FERRARI
Employment Development Department

TROY GIVANS
County of Sacramento, Economic
Development

DAVID W. GORDON
Sacramento County Office of Education

JASON HANSON
Sierra Pacific Home and Comfort, Inc.

LISA HARR
Vision Service Plan

BARBARA HAYES
Sacramento Area Commerce & Trade
Organization

THOMAS P. KANDRIS
Package One

MATTHEW KELLY
Northern California Construction Training

GARY R. KING – Secretary/Treasurer
SMUD

DANIEL KOEN
California Teachers Association

KATHY KOSSICK
Sacramento Employment & Training Agency

STEVEN M. LADD, Ed.D
Elk Grove Unified School District

PAUL LAKE
County Department of Human Assistance

FRANK A. LOUIE
Xerox Corporation

JOANNE MAHANEY-BUEHLER
Area 4 Agency on Aging

SUSAN MANSFIELD
A. Teichert & Son, Inc.

ELIZABETH MCCLATCHY
The Safety Center, Inc.

DENNIS MORIN
Sacramento Area Electrical Training Center

ROGER NIELLO
Sacramento Metropolitan Chamber of
Commerce

JAY ONASCH
California Department of Rehabilitation

KIM PARKER - Chair
California Employers Association

MARTHA PENRY
California School Employees Association

DEBORAH PORTELA
Casa Coloma Health Care Center

MAURICE READ
Sacramento Sierra Building & Construction
Trades Council

LORENDIA T. SANCHEZ
California Indian Manpower Consortium

ANETTE SMITH-DOHRING
Sutter Health – Sacramento Sierra Region

MICHAEL R. TESTA
Sacramento Convention & Visitors Bureau

DR. DAN THROGMORTON
Los Rios Community College District

DR. DEBORAH J. TRAVIS
Cosumnes River College

DALE WALDSCHMITT
Pacific Coast Companies, Inc.

TERRY A. WILLS, ESQ.
Cook Brown, LLP

RICK WYLIE
Beutler Corporation

DAVID P. YOUNGER
Lionakis Beaumont Design Group



SACRAMENTOWORKS

SACRAMENTO WORKS, INC. Executive Committee

Date: Monday, April 21, 2014

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 March 24, 2014 Meeting
3. Ratification of the Submission of the Business Outreach and Layoff Aversion Pilot Project Application to the California Employment Development Department
4. Approval of Private Sector WIB Application
5. Discussion and Further Direction on the Slingshot initiative
6. Adjournment

COMMITTEE MEMBERS: Larry Booth, Bill Camp, Lynn Conner, Diane Ferrari, Matt Kelly, Gary King, Kathy Kossick, Elizabeth McClatchy, Kim Parker, Terry Wills

DISTRIBUTION DATE: TUESDAY, APRIL 15, 2014

SACRAMENTO WORKS 925 Del Paso Boulevard, Suite 100 • Sacramento, CA 95815

www.sacramentoworks.org • PHONE (916) 263-3800

SACRAMENTO WORKS, INC.

Executive Committee

Minutes

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

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

Monday, March 24, 2014
4:00 p.m.

1. **Call to Order/Roll Call:** Ms. Parker called the meeting to order at 4:15 p.m.

Members Present: Bill Camp, Diane Ferrari, Gary King, Kathy Kossick, Matt Kelly
Kim Parker

Members Absent: Larry Booth, Lynn Conner, Elizabeth McClatchy, Terry Wills

Others Present: Phil Cunningham, Christine Welsch, Robin Purdy

2. **Approval of Minutes of the January 21, 2014 Meeting**

Minutes were reviewed; no questions or comments.

Moved/Kossick, second/Camp, to approve the January 21 minutes as distributed.

Voice Vote:

Aye: 6 (Camp, Ferrari, Kelly, King, Kossick, Parker)

Nay: 0

Abstentions: 0

3. **Review of the March 26 Sacramento Works Agenda Packet**

Discussion of Valley Vision's presentation.

Ms. Purdy spoke of the Yolo County WIB and how they do business. There is a new WIB coordinator taking Tanya Provencher's place.

4. **Discussion on Election of Officers**

Ms. Kossick stated that under the bylaws, officers should be elected on an annual basis. The next annual meeting is September 24. The current chair has a four year term maximum so between now and July, there is a need to come up with a new private sector chair.

Mr. Cunningham reminded the committee that a nominating committee can be utilized to locate a potential chair; ask the board members who wants to be on the nominating committee.

5. **Approval of Private Sector WIB Application**

The application was reviewed; no questions or comments.

Moved/Camp, second/Kelly, recommend the appointment of Dale Waldschmidt,
Pacific Coast Companies, Inc.

Voice Vote:

Aye: 6 (Camp, Ferrari, Kelly, King, Kossick, Parker)

Nay: 0

Abstentions: 0

6. **Adjournment**: The meeting was adjourned at 5:00 p.m.

ITEM 3 - ACTION

RATIFICATION OF THE SUBMISSION OF THE BUSINESS OUTREACH AND LAYOFF AVERSION PILOT PROJECT APPLICATION TO THE CALIFORNIA EMPLOYMENT DEVELOPMENT DEPARTMENT

BACKGROUND:

At the beginning of the federal fiscal year 2013-2014, the California Workforce Investment Board (CWIB) and Employment Development Department set aside Workforce Investment Act 25% Governor's Discretionary funds for Additional Assistance services to dislocated workers. Local Workforce Investment Boards may request these Additional Assistance funds when other resources to serve unemployed individuals are exhausted. Additional Assistance funds may be used flexibly to serve dislocated workers, including activities that are designed to prevent or avert layoffs. This funding must be obligated by EDD to local areas by June 30, 2014.

SETA and the Sacramento Area Commerce and Trade Organization (SACTO) are proposing a proactive Business Outreach and Layoff Aversion Pilot Project that will develop a region-wide program to enhance collaboration between economic and workforce development entities and develop strategies and services to avoid business closures, layoffs, cutbacks and relocations. Since research has demonstrated that between 65 and 80 percent of all new jobs in the region are created by existing companies, the ability to keep companies healthy and growing not only has the potential to avert closure and layoff, but will generate additional employment opportunities for Sacramento residents through business expansion.

The objective of the three-year pilot project is to develop an early warning and effective response system based on proactive professional outreach to 600 targeted companies in the six-county region. The intelligence gathered in the outreach process will be used to facilitate responsive solutions to relevant company challenges in order to avoid business closures, cutbacks, or relocations that can lead to layoffs and dislocated workers in the Region and the State. The targeted customers for this grant are major and fast-growing employers within the high-demand sectors listed in the Sacramento Strategic Workforce Development Plan, clusters identified in the Next Economy Capital Region Prosperity Plan, and companies within areas of focus noted in SACTO's Opportunity Realized strategic plan. Targeted sectors include: Advanced Manufacturing, Health Services & Life Sciences, Administrative & Support Services, Architecture & Engineering Services, Agriculture & Food and Information Technology. The following actions will be completed as part of the program:

- Communication between local, regional, and state partners will occur on a regular basis (i.e., economic development departments, local and regional organizations, and Workforce Investment Boards)

ITEM 3 – ACTION (continued)
Page 2

- Establish and align early warning indicators and sources (e.g. WARN notices, expiring leases, and hiring trends)
- Identify and publicize public and private sector service providers for referral (e.g. SBDC, CITD, ETP, CEA, and training providers)
- Create service provider referral protocols
- Schedule company visits and create follow-up timeframes
- Develop Outreach results tracking system
- Create marketing materials for the menu of services available to companies

After the outreach has been conducted with the targeted companies and all follow-up has been completed, an evaluation of the project will be conducted. The evaluation will note accomplishments and report data for relevant metrics such as:

- ✓ Number of companies reached
- ✓ Employment at companies reached
- ✓ Number and type of service provider referrals
- ✓ Employment at companies with service provider referrals
- ✓ Number and type of issues resolved
- ✓ Jobs created or retained because of services provided

SACTO is the only organization in the region that provides business attraction and expansion services to the six-county Sacramento Region, which includes established single points of contact in each of the twenty-three cities and six counties, four WIBS, three electric utilities, all community colleges, Sacramento State, and UC Davis. The same set of technical skills, knowledge of and connections to resources (federal, state, and local), and regional network of partners that is used in SACTO's comprehensive business attraction activities will be brought to use in the proposed pilot program for business outreach. SACTO is the only organization in the region that has the technical expertise and experience, relationships, and network to provide this type of comprehensive assessment and identification/application of resources.

RECOMMENDATION:

Ratify the submission of the Business Outreach and Layoff Aversion grant application requesting \$441,650 per year for three years to the California Employment Development Department.

STAFF PRESENTER: Robin Purdy

ITEM 4 - ACTION

APPROVAL OF PRIVATE SECTOR WIB APPLICATION

BACKGROUND:

The Sacramento Works Workforce Investment Board is a 41-member board charged with providing policy, planning and oversight for local workforce development initiatives. The SETA Governing Board makes member appointments to this board.

The Sacramento Works Board currently has one private sector vacancy due to the recent resignation of Leslie Botos. Board members and staff have been making efforts to recruit applicants that represent the critical occupational groups identified by the board.

An application has been received for the Private Sector vacancy and has been reviewed by legal counsel. A copy of the application will be sent under separate cover.

Staff is recommending that the Executive Committee nominate one applicant to be forwarded to the SETA Governing Board for appointment.

RECOMMENDATION:

Review the Private Sector application and make a nomination to the SETA Governing Board for appointment.