

CAREER CENTERS

BROADWAY

915 Broadway
Sacramento, CA 95818
(916) 324-6202

CITRUS HEIGHTS

7640 Greenback Lane
Citrus Heights, CA 95610
(916) 676-2540

FRANKLIN

7000 Franklin Blvd., Suite 540
Sacramento, CA 95823
(916) 262-3200

GALT

1000 C Street, Suite 100
Galt, CA 95632
(209) 744-7702

GREATER SACRAMENTO URBAN LEAGUE

3725 Marysville Blvd.
Sacramento, CA 95838
(916) 286-8600

HILLSDALE

5655 Hillsdale Blvd., Suite 8
Sacramento, CA 95842
(916) 263-4100

LA FAMILIA COUNSELING CENTER

5523 34th Street
Sacramento, CA 95820
(916) 452-3601

LEMON HILL

5451 Lemon Hill Avenue
Sacramento, CA 95824
(916) 433-2620

MARK SANDERS COMPLEX

2901 50th Street
Sacramento, CA 95817
(916) 227-1395

MATHER

10638 Schirra Avenue
Mather, CA 95655
(916) 228-3127

RANCHO CORDOVA

10665 Coloma Rd., Suite 200
Rancho Cordova, CA 95670
(916) 852-3608

SOUTH COUNTY

8401 - A Gerber Road
Sacramento, CA 95828
(916) 525-4717

Administrative Offices & Employer Services

925 Del Paso Blvd.
Sacramento, CA 95815
(916) 263-3800

Website: <http://www.seta.net>



SACRAMENTO WORKS, INC. PLANNING/OVERSIGHT COMMITTEE

Date: Monday, March 19, 2007

Time: 1:30 p.m.

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

AGENDA

1. Call to Order/Roll Call
2. **ACTION ITEM:** Approval of Minutes of the February 26, 2007 Meeting
3. **ACTION ITEM:** Approval to Submit Application for the Workforce Innovation in Regional Economic Development (WIRED) Initiative
4. **ACTION ITEM:** Approval of the Workforce Investment Act Sacramento Works One Stop Career Center Resource Allocation Plan for 2007-2008
5. **INFORMATION ITEM:** WIA Adult/Dislocated Worker Performance Incentive Awards
6. Input from the public
7. Adjournment

Committee Members: Mike Dourgarian (Chair), Dr. Jim Hernandez, Matt Kelly, Kathy Kossick, Jim Lambert, James Pardun, Joan Polster, Tim Ray.

DISTRIBUTION DATE: WEDNESDAY, MARCH 14, 2007

Sacramento Works, Inc.
Planning/Oversight Committee
Minutes/Synopsis

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

Monday, February 26, 2007
2:30 p.m.

1. **Call to Order/Roll Call:** Mr. Dourgarian called the meeting to order at 2:40 p.m.

Members Present: Mike Dourgarian, Dr. Jim Hernandez, Kathy Kossick, Tim Ray.

Members Absent: Matt Kelly, Jim Lambert, James Pardun, Joan Polster.

Others Present: Christine Welsch, Ginger Brunson, Marty Araiza, Bill Walker

2. **ACTION ITEM:** Approval of Minutes of the August 14, 2006 Meeting

Moved/Kossick, second/Hernandez, to approve the minutes as distributed.
Voice Vote: Unanimous approval.

3. **DISCUSSION ITEM:** Resource Allocation Plan: 2007-2008

Career Center site supervisors Juanita Sendejas Lopez (South County), Liz Friend (Citrus Heights), and Greg Fischer (La Familia) were introduced.

Ms. Ginger Brunson reviewed the reallocation plan for the coming year. Over the past five years there has been a decrease in funding. After a review of trend allocations, staff is recommending increasing the core and intensive services available at career centers. Staff will come back in March with the actual amounts recommended for the resource allocations. The purpose of today's meeting is to discuss which of the services to be increased and which to be decreased. There was discussion of using CAIWORKS funding provide by DHA to decrease the WIA investment in the OJT program, while increasing the OJT allocation overall.

Ms. Purdy stated that SMARTware licensing fees from CIMC, Mendocino and maybe Amador will be utilized to offset some reductions to the One Stop Support activity.

Mr. Tim Ray asked for a breakdown in the one-stop career center administration and central office administration.

Site supervisors were asked about issues at their centers. Ms. Friend stated that there will be raises at San Juan, and there may be staff layoffs due to budget cuts. She stated that there are many customers utilizing core services.

Ms. Sendejas Lopez stated that the average age is between 24 and 54 and clientele is 'rougher' due to a high ex-offender influx. They have a program that serves this population. These customers' skills are not as good as a dislocated worker and they need more one-on-one assistance from career center staff.

Mr. Fischer stated that many customers at La Familia have an 11th grade and under education. These customers need a lot of assistance with basic employment issues.

Ms. Purdy stated that the Department of Human Assistance has been paying share of cost to support our career centers and they have been referring their clientele to receive services.

Mr. Ray inquired about personnel commitments from partners at the career centers. Are there commitments to provide a certain amount of bodies to ensure services will be provided to customers? If we do increase support services, a good place would be to maintain the staff that provide services to customers utilizing the career centers. He said it would be helpful to see the one stops and the number of hours available, the number of people going to centers, in order to compare and contrast.

Mr. Ray inquired whether there was any scholarship money left. Ms. Purdy stated that we are currently over allocated on this. There is always a need for more scholarship money.

4. **DISCUSSION ITEM:** Evaluation of Sacramento Works One-Stop Career Center System

Ms. Purdy reviewed the various reports available on the career centers. Mr. Dourgarian would like to know which centers are the most productive, which are the least productive, how they utilize staff, and what is the cost per service, and the cost per case on intensive services.

5. **DISCUSSION ITEM:** Workforce Innovation in Regional Economic Development (WIRED) Initiative

Ms. Purdy reviewed this item which provides federal funds to the state. This is the third generation RFP looking at funding 13 regions. SETA has a good chance of being selected by the Governor to apply for these federal funds.

6. **INFORMATION ITEM:** Review of One Stop Performance Reports: No comments.

7. Input from the public: None.
8. **Adjournment**: Meeting adjourned at 3:54 p.m.

ITEM 3 – ACTION

APPROVAL TO SUBMIT AN APPLICATION FOR THE WORKFORCE INNOVATION IN REGIONAL ECONOMIC DEVELOPMENT (WIRED) INITIATIVE

BACKGROUND:

The WIRED Initiative, launched by the U.S. Department of Labor in November 2005, stresses the critical role talent development plays in creating effective regional economic development strategies.

WIRED goes beyond traditional strategies for worker preparation by bringing together state, local and federal entities; academic institutions (including K-12, community colleges and universities); investment groups; foundations; and business and industry to address the challenges associated with building a globally competitive and prepared workforce.

In February 2006, following a Solicitation for Grant Applications, the U.S. Department of Labor announced 13 regions that comprise the [WIRED 1st Generation](#). First Generation WIRED Regions were awarded \$15 million over three years to revitalize their local economy. In California, **13 Counties** (Alameda, Santa Cruz, Santa Clara, Monterey, San Luis Obispo, Kern, Santa Barbara, Ventura, Los Angeles, San Bernardino, Orange, Riverside, San Diego) received WIRED funding to target industries involved in Advanced Aerospace (Space exploration); Advanced R&D; and Advanced Manufacturing Supply Chain.

In April, 2006, the Department of Labor added 13 additional regions (2nd Generation WIRED regions) that received planning grants. Upon completion and acceptance of their plan, each region will receive an additional \$4.5 million investment over a three year period. In California, **18 counties:** Alpine, Butte, Colusa, Sierra, Siskiyou, Sutter, Tehama, Trinity, Yuba, Del Norte, Lake, Lassen, Modoc, Plumas, and Shasta received WIRED funding to create a private-sector network of local investors to provide capital for local entrepreneurs to expand to a larger market.

To further support regions that are seeking to transform their economies and enhance their global competitiveness through talent development, ETA announced a new round of grants for the third generation of regions under the WIRED Initiative. The 3rd Generation is designed to fully engage local workforce investment boards in collaborative partnerships and transformational leadership within regional economies nationwide. The Department of Labor has made \$65 million available for this new round of grants. Only Governors may apply on behalf of regions within their states or across state lines. Each Governor may submit up to two applications.

Building on the Business Plan for the Sacramento Region developed by the Partnership for Prosperity over the last two years, a WIRED Concept Paper has been developed

and submitted to the California Labor and Workforce Development Agency requesting that the Governor select the Sacramento Region (Sacramento, Yolo, El Dorado, Placer, and Alpine Counties) to submit a WIRED grant to advance the clean energy technology industry in the region. The goals of the grant are:

1. Strengthen the Sacramento region business development pipeline to include growth in investment capital, business recruitment and maturation assistance, and the clean energy sector business incubator and business plan competition programs.
2. Develop an educational talent development pipeline that will support the growth of jobs at a variety of levels including entry-level technicians, advanced technologists, baccalaureate-level engineers, and graduate-level scientists and engineers.
3. Develop the infrastructure of leadership, communication, technology transfer and public policy development that will support a growing clean energy sector.

The Governor is scheduled to make his selection of the regions that will be approved to submit a WIRED grant by March 15, 2007. If the Sacramento Region is selected to compete nationally, staff is requesting board approval for SETA/Sacramento Works to act as co-lead and fiscal agent for the Sacramento Region Clean Energy Technology Alliance requesting \$5,000,000 over a three year period to support the growth of the clean technology and green energy industry in the region.

A copy of the concept paper submitted to the Governor is attached for your review.

RECOMMENDATION:

If selected by the Governor as one of the regions to apply, staff is requesting approval to submit an application to the Department of Labor on behalf of the region.

WIB BOARD MEMBERS

DR. LARRY BUCHANAN
Grant Joint Union High School District

BILL CAMP
Sacramento Central Labor Council

LYNN R. CONNER
Parasec

WALTER Di MANTOVA
Los Rios Community College District

MICHAEL DOURGARIAN
Manpower Staffing Services

MARK ERLICHMAN
California Department of Rehabilitation

DIANE FERRARI
Employment Development Department

DAVID W. GORDON
Sacramento Co. Office of Education

DR. BRICE W. HARRIS
Los Rios Community College District

BARBARA HAYES
Sacramento Area Commerce & Trade Org.

MARK R. INGRAM
Pacific Coast Building Products, Inc.

MATTHEW KELLY
Sacramento Sierra Bldg. & Const. Trades Council

GARY R. KING
Sacramento Municipal Utility District (SMUD)

JOHN H. KOOGLE
Interior Partitions, Inc.

KATHY KOSSICK
Sacramento Employment & Training Agency

JAMES E. LAMBERT
Sacramento Builder's Exchange

GERRY LAWRENCE
DST Output

MATTHEW MAHOOD
Sacramento Metro Chamber of Commerce

ELIZABETH McCLATCHY
The Safety Center, Inc.

MICHAEL MICCICHE
California Human Development Corporation

ANNE M. MOORE
Sacramento Housing & Redevelopment Agency

JAMES R. PARDUN
Sacramento Co. Dept. of Economic Development

GLORIA PARKER
Area 4 Agency on Aging

KIM PARKER
California Association of Employers

BRUCE PARKS
Tarts & Truffles/Meals at Work

JOAN POLSTER
Sacramento City Unified School District

DEBORAH PORTELA
Casa Coloma Health Care Center

TIM RAY
AT&T

MAURICE READ
Sacramento Sierra Bldg. & Const. Trades Council

ALAN ROBERTS
Sacramento Job Corps

LORENDA T. SANCHEZ
California Indian Manpower Consortium

ANETTE SMITH-DOHRING
Sutter Health – Sacramento Sierra Region

KINGMAN TSANG
First Bank

BRUCE WAGSTAFF
Sacramento Co. Dept. of Human Assistance

TERRY A. WILLS, Esq.
Cook Brown, LLP



TO: Jaime Fall
Deputy Secretary for Employment and Workforce Development
Labor and Workforce Development Agency
801 K Street, Suite 2101
Sacramento, CA 95814

SUBJECT: Workforce Innovation in Regional Economic Development
Concept Paper

DATE: March 9, 2007

The enclosed concept paper is submitted for the Governor's consideration of a clean energy technology project from the Sacramento region for the WIRED grant competition. We are pleased to present this proposal, which we have titled, the "Sacramento Region Clean Energy Technology Alliance" to Governor Schwarzenegger. It represents the thinking and collaborative efforts of our business, education, public utility, economic development, and professional association communities. Our interests in clean energy are fueled by a number of factors, including our future regional prosperity and economic development as well as our interest in contributing to the national interests of reducing our reliance on foreign oil in an energy-hungry economy. We are aware of the Governor's interests in clean energy – below are some photos of Governor Schwarzenegger opening the Energy Efficiency Center at UC Davis this year.

We thank the Governor and the Labor and Workforce Development Agency for this opportunity to compete for representation from California in the WIRED grant competition from the US Department of Labor.

Contact: Robin Purdy, Deputy Director
Sacramento Employment and Training Agency
925 Del Paso Boulevard
Sacramento, CA 95815
(916) 263-3860



Congress of the United States
House of Representatives
Washington, DC 20515-0505

WASHINGTON OFFICE:
222 CANNON HOUSE OFFICE BUILDING
WASHINGTON, DC 20515-0505
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DISTRICT OFFICE:
ROBERT T. MATSUI FEDERAL COURTHOUSE
ROOM 12600
501 I STREET
SACRAMENTO, CA 95814
(916) 498-5600
www.house.gov/matsui

March 9, 2007

The Honorable Arnold Schwarzenegger
Governor, State of California
State Capitol Building
Sacramento, CA 95814

RE: Sacramento Region's WIRED Grant

Dear Governor Schwarzenegger,

I am writing to urge you to support the Sacramento region's development as a hub of clean energy technology and innovation by submitting the region's application for WIRED Program funding to the U.S. Department of Labor (DOL).

As you may know, the DOL will be awarding thirteen \$5 million dollar federal grants to regions that are working together across the public and private sectors to create opportunities for individuals to obtain the skills needed to compete for high-skill and high-wage jobs. The Sacramento region's collaboration will advance the clean energy technology industry that can help fight global warming.

The proposal, lead by the Sacramento Area Regional Technology Alliance and the Sacramento Employment and Training Agency, is comprised of three main activities. First, it will ensure that students and adults alike have access to advanced educational opportunities that will expand their career options. Second, Sacramento's regional partners will aggressively seek business investments that will create an entrepreneurial environment which rewards risk and advancement in clean energy technologies. Finally, the region's economic development strategy will be shaped to attract clean energy businesses and researchers. The goal of our effort is to ensure that the Sacramento region has the workforce and business environment that will allow it to be a leader in the clean energy field. Within three years we hope to add 1,000 clean energy jobs and twenty-five companies, putting the Sacramento region and the state on the path toward become an international leader in clean energy.

Your support of the WIRED proposal is critical to our region's becoming a clean energy leader. I have great confidence in their efforts and thank you for your thoughtful consideration of the region's application.

Sincerely,



DORIS O. MATSUI
Member of Congress

DOM:nd

**Labor and Workforce Development Agency
Workforce Innovation in Regional Economic Development Concept Paper**

Organization (applicant) Name:		Sacramento Employment and Training Agency			
Address:		925 Del Paso Boulevard			
City & Zip Code:		Sacramento, CA 95815			
Designated Contact Person and Title:		Robin Purdy			
Telephone:	(916) 263-3860	Cell Phone:	(916) 276-6031	Fax:	(916) 263-5427
E-mail:	robin@delpaso.seta.net			Amount Requested:	\$5 million

NOTE: Concept paper is limited to five pages with font size no less than 10 points.

Section I. Identification of Region (15 points)

- A. Define the region of focus and demonstrate why the selection comprises a regional economy. Include factors that contribute to the formation of the region such as economic interdependence (e.g., common industry or economic sectors), assets (e.g., human or financial capital, research and development institutions, educational institutions, and infrastructure), and networks (e.g., leadership and investor networks).

The region is comprised of the six-county area of Sacramento, Yolo, El Dorado, Placer, Nevada, and Alpine counties. These counties are woven together by geography and road infrastructure, transportation hubs, educational institutions, financial institutions, business organizations, economic development consortia, the center of California State government, and an interdependent economy. The work of Valley Vision through the "Partnership for Prosperity" is a testament to our single-minded planning for economic interdependence. Its report, published in 2006, was the culmination of two years of planning and discussion by thirty-four partner organizations, including professional associations, educational institutions, businesses, local governmental agencies, labor, and others, all led by primary work done by the Sacramento Area Commerce and Trade Organization and the Sacramento Metropolitan Chamber of Commerce. The Partnership for Prosperity report identified clean energy technology as the primary focus for economic development in the region. The region is served by the Los Rios Community College District, Sierra Community College District, Sacramento State University, and the University of California, Davis, and three Workforce Investment Boards, all with a solid track record of inter-dependence and collaboration. The region is also served by the Sacramento Area Regional Technology Alliance (SARTA) and its business incubator and investment development activities, the Sacramento Area Council of Governments (SACOG), and Linking Education and Economic Development (LEED).

- B. If your region includes a geographic area that is part of a current WIRED grant, justify why the overlap is critical for this application.

Not applicable.

- C. Provide a map of the region and a list of the counties and major cities in the region.

See Attachment 1

Section II. Regional Labor Market and Economic Landscape (10 points)

- A. Using the criteria below provide an overview of the labor market and economic landscape of the region that describes the conditions that are driving the need for transformation in the region.

- Describe the industries or economic sectors that are declining in the region as well as those that are emerging or growing.
- Describe characteristics of the regional labor force such as skill and education levels, income levels, and commuting patterns.

- Describe key indicators of impacted economic elements in the region such as high unemployment rate, low average wages, and low levels of new job creation.
- Describe the major events such as mass layoffs, natural disasters, and foreign trade that have impacted the regional economy.
- Describe entrepreneurial activity and small business development, investment capital, patent data and other innovative approaches.

The emerging industry cluster in Sacramento is the clean energy sector. The Sacramento region has a solid base of at least 60 known clean energy companies already established in the area. The largest solar-power community in the nation is in Roseville (Lennar Homes Wayfarer at Westpark). In January of 2007, the Sacramento Area Commerce and Trade Organization reported success in the location of three new national headquarters companies in clean energy to Sacramento – EcoStream, a Dutch-based sustainable energy systems company, SunTechnics, a solar energy firm already employing 45 people, and Pacific Ethanol, Inc., a publicly traded ethanol production, sales, and marketing company. SACTO reports that clean energy companies are attracted to Sacramento because of our long tradition of clean energy work, our center of state government and access to the policy community, and our developing clean energy industry cluster. Many of SACTO's manufacturing and distribution prospects are clean energy-related companies. SACTO says it has never seen one industry so dominate its prospect list as has clean energy in the last two years. Other economic sectors that are growing in the Sacramento region include the government sector (center of California state government), professional and business services, hospitality and lodging/leisure, and health services. Declining and stagnant sectors include the construction industry and the financial networks that service construction, information technologies and the manufacturing companies that serve the electronics and information companies. In the last several years, large high tech firms, (NEC, HP) have shed several thousand jobs. Manufacturing as a whole, however, has begun to rebound in the Sacramento region.

The population comprising the Sacramento regional labor force is often referred to as the most diverse in the nation. In a report written by TIME Magazine in 2002, Sacramento was called "the Nation's most diverse and integrated city. . . a place where everyone's a minority." Sacramento leaders believe this is one of the region's greatest strengths, contributing to the economic prosperity of every industry. In their "Prosperity Index", the Sacramento Area Commerce and Trade Organization reveals that the region's people are Sacramento's greatest asset, providing a competitive advantage with good education and skill levels. This Prosperity Index uses defined criteria and measurable variables about people, place, and business to develop benchmarks of regional prosperity and potential.

The labor force exceeds one million people in the Sacramento region. Twenty-six and a half percent of the labor force hold bachelor's degrees. This exceeds the national average of 24.4%. According to the 2000 Census, more than 17, 300 workers or 23.1% of Yolo county residents commute to work in Sacramento County. In Placer County 30.5% of the population commutes and 26.8% of El Dorado County commutes. In contrast, 85% of workers in Sacramento County live within the county. Sacramento County clearly serves as the economic powerhouse of the region, accounting for approximately 70% of all regional jobs. According to data collected by start-up semi-conductor firms in the region, over 9,000 local engineers commute to the Bay Area every day -- engineers who could be working in Sacramento.

Key indicators: (a) a rapid population growth rate, (b) steady unemployment rates and below average median wages, and (c) decreasing enrollment rates in engineering and engineering technology educational pathways, and (d) rising expectations for critical labor shortages fueled by increasing retirements of the "baby boomer" generation. The Sacramento region is projected to be one of the fastest growing areas in the United States; by 2030 it is projected that our regional population will rise from approximately 2 million people to over 4 million. In the years between 2000 and 2004, Sacramento County alone was the seventh fastest growing county in California.

With the exception of the recession years between 1993-1995, the unemployment rate in the region ranges from approximately 4.1-4.8%. Many local companies and organizations – and especially those involved in engineering technology-related businesses – presently find it difficult to recruit technicians and technical professionals to their companies and anticipate a worsening of this problem as the baby boomer generation approaches retirement age in the next 5-10 years. Median household incomes in the region stands at \$46,106, slightly below the state median of \$47,493. Our institutions of higher education report that the number of students seeking entry into regional engineering and engineering technology programs has been declining for the past 5-7 years. These data demonstrate that business development and talent development will be needed to maintain regional prosperity in the rapid growth expected for the region's population.

About a decade ago, three major military bases were closed in Sacramento County and re-opened for civilian use (Sacramento Army Depot, Mather Air Force Base and McClellan Air force Base). Defense remains an important part of our industrial base with companies such as Northrop Grumman (employing over 900 people at McClellan Park) and Aerojet of the Gencorp group, and the Federal Technology Center anchoring important Department of Defense work.

Primary support for entrepreneurship activity in technological enterprises comes from the Sacramento Area Regional Technology Alliance, SARTA. SARTA's nurturance of the investment community, along with the "Clean Start" business plan contest program have established the Sacramento region as a growing base of clean energy technology entrepreneurs. SARTA has helped to organize regional angel investors resulting in a group of 35 prospective investors who have invested \$4 million to date. SARTA has also been instrumental in supporting and partnering with the Golden Capital Network (GCN), a non-profit networking, training and consulting group that fosters growth, entrepreneurship, and early stage investing as an engine for economic growth. GCN has a focus on clean energy technologies.

The California Fuel Cell Partnership is a collaboration of 31 member companies who are working together to promote the commercialization of hydrogen fuel cell vehicles.

The City of Roseville is investing in the Renewable Energy Institute, a research and education facility designed to test and develop new technologies to turn biomass from water treatment into useful synthetic gas.

In addition, there is renewed interest from the Los Rios Colleges, Sierra College, Sacramento State, and UC Davis in recruiting and retaining increased numbers of students in Science, Technology Engineering and Mathematics (STEM) disciplines. SARTA is hosting a regional clean technologies conference in the Fall of 2007. Sacramento State University is hosting a STEM summit in April of 2007. Sacramento City College in the Los Rios Community College District has applied for grant funding to increase its curricular offerings in renewable and sustainable energy technologies. UC Davis has numerous clean technology programs including research funded by the California Energy Commission on wind, solar and biomass technologies, and a \$25 million project in biofuels funded by Chevron. UC Davis is currently developing an energy-efficiency center to fuel technology transfer and has established an environmental justice center. UC Davis Innovation Access is committed to entrepreneurship by providing services to commercialize discoveries, the support of new businesses spun off from the campus, and the promotion of research collaborations in the private sector.

In 2001, California produced an impressive average of 14.3 patents per 10,000 employees based on Harvard Business School's Institute for Strategy and Competitiveness. According to the same study, the Sacramento region trailed far behind with only 8.3 patents per 10,000 employees. In the year 2004-2005, UC Davis had 841 disclosed inventions, 405 filed patents and another 399 plant variety patents in its intellectual property portfolio.

Section III. Strength of Partnership (30 points)

- A. Complete the attached WIRED Partner Roles and Responsibilities Chart describing the partners that have firmly committed to participating in the proposal. Include a description of the partner roles and responsibilities. (The chart will not be counted toward the five page limit.)
- B. Demonstrate that integration or a high level of coordination already exists between partners.

Extremely high levels of coordination exist between the project partners. The following are examples of their dedicated commitment to cooperation:

- Cap to Cap: A delegation of over 400 Sacramento regional leaders (including project partners) who advocate annually in Washington DC for issues of national significance to the region.
 - Partnership for Prosperity: An alliance of more than thirty of Sacramento's leading business, academic, governmental, infrastructure, community development, labor and technology organizations working together since 2004 to create a shared economic strategy. The Partnership's Action Teams are facilitated by Valley Vision. SARTA co-chairs the Partnership Clean Energy Action Team and SETA is a member of the Education Action Team.
 - The Capital Area Investment Zone (CAIZ): A regional collaborative of local Workforce Investment Boards resulting in coordinated labor market research, coordinated outreach to employers, and training in industries critical to the economic growth of the region.
 - STEM Alliance: A collaboration of the Los Rios colleges, Sacramento State, and UC Davis to increase the size and effectiveness of the educational pipeline dedicated to science, technology, engineering and math.
 - LEED: A partner of the Metro Chamber that is dedicated to developing and supporting partnerships among business, education, community and government to strengthen the Sacramento regional economy.
 - The Blueprint project: A collaborative long-range land use and transportation plan for the six-county area was coordinated by Valley Vision.
 - Stem Cell Research: The entire greater Sacramento community came together to compete with San Francisco and San Diego in 2005 to bid for locating stem cell research in the city following passage of an initiative in the state to promote research in this area.
 - Valley Vision: A collaboration facilitator dedicated to securing the social, environmental, and economic health of the Sacramento region.
- C. Demonstrate that the administrative entity has the capacity to lead the regional partnership in implementing the WIRED Initiative.

The Sacramento Employment and Training Agency, a Joint-Powers agency of the City and County of Sacramento, will be the fiscal agent for the project. SETA has successfully administered federal funds from the U.S. Department of Labor and the U.S. Department of Health and Human Services for twenty-eight years with no questioned or disallowed costs. SETA is the current recipient for Workforce Investment Act funds for Sacramento County and is the local Workforce Investment Board. SETA receives about \$65,000,000 annually in federal funding, and has the infrastructure in place to provide contracting, monitoring, fiscal, and reporting systems for this grant.

The Sacramento Area Regional Technology Alliance, (SARTA) will co-lead this WIRED Initiative. SARTA is the hub of the technology economy in the Sacramento region, connecting emerging technology companies with information, assistance and support. SARTA is uniquely qualified to bring together venture capitalists, economic developers, entrepreneurs, educators and workforce developers to grow the regional clean technology economy.

Section IV. Strategies for Transformation (35 points) Assessment of this section will be based on three areas: 1) strength of strategies, 2) identification of targeted industries and economic sectors and 3) discussion of goals.

- A. Provide a brief description of the strategies that will be used and how they will transform the workforce development, economic development and education systems in the region and result in more effective ways of collaboration and networking of assets and resources.

Strategy 1: Strengthen the Sacramento region business development pipeline to include growth in investment capital, business recruitment and maturation assistance, and the clean energy sector business incubator and business plan competition programs.

Strategy 2: Develop an educational talent development pipeline that will support the growth of jobs at a variety of levels, including entry-level technicians, advanced technologists, baccalaureate-level engineers, and graduate-level scientists and engineers.

Strategy 3: Develop the infrastructure of leadership, communication, technology transfer and public policy development that will support a growing clean energy sector.

B. Identify the high growth industries and economic sectors that will be the focus of the strategies.

Clean and renewable energy technologies will be our focus. Businesses in this sector will include those involved in energy efficiency, wind energy, fuel cell and electric storage technologies, solar energy, biomass and waste energy conversion, biofuels, hydrogen fuels, recycling, and others.

C. Describe the goals for each strategy and describe how WIRED grant resources will enable the partnership to accomplish its goals.

Strategy One Goals: (1) Recruit and establish 25 new clean energy businesses to the Sacramento region by 2010.
(2) Add 1000 new jobs in clean energy technologies to the region by 2010.

Strategy One Objectives: (1) Strengthen and support the clean energy business incubator program. (2) Enlarge the regional clean energy business plan competition initiated by SARTA's "Clean Start" program. (3) Encourage growth and development of the investor community to fund clean technology start-ups and to catalyze their maturation.

Strategy Two Goals: (1) Double the number of graduates from associate degree and baccalaureate degree level engineering and engineering technology programs in the region. (2) Establish a re-entry educational program to update incumbent engineers in specific clean and renewable energy technologies.

Strategy Two Objectives: (1) Develop multiple curricular pathways to train students in clean energy technologies at the community colleges, including contract education, Certificate, Associate Degree, and transfer programs.

(2) Establish transfer incentives for engineering technology students to move seamlessly from regional high schools to the community college, and from the community college level to the university.

Strategy Three Goal: Transform the Sacramento region into a clean energy powerhouse that leads the nation in research and development, policy leadership, technology transfer, and business development in clean energy technologies.

Strategy Three Objectives: (1) Build a technology transfer pipeline that doubles the number of patents received in the Sacramento region. (2) Develop and sustain communication to and with the policy community in California's capital city, Sacramento, to strengthen clean energy technologies. (3) Provide leadership to sustain the vision of clean energy economic growth begun by the Partnership for Prosperity.

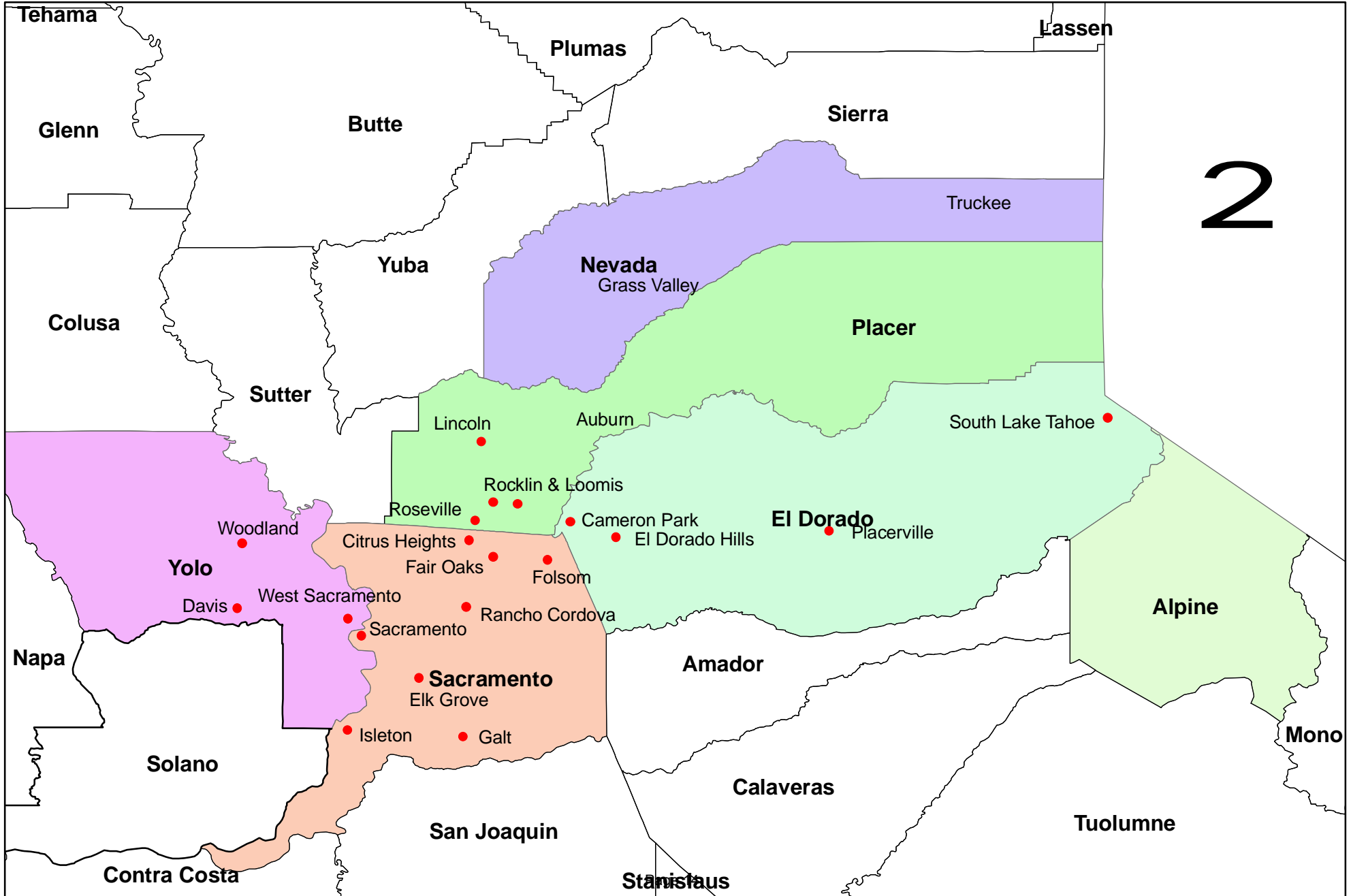
Section V. Leveraged Resources (10 points)

Describe how existing resources under federal, state and local programs will be used to advance this proposal. Complete the chart below with any funds and resources leveraged in support of the proposed strategies.

Investments in clean energy already abound in the region. Participating partners will leverage their resources from the following projects to build the project infrastructure activities of leadership and communication. The resources will also be used to provide professional development for faculty at all of the educational levels in internships and project development opportunities.

Name of Provider	Program	Description of Resource	Amount
UC Davis	Energy Efficiency Center	Development of energy solutions and tech transfer	\$3 million annually
UC Davis	Institute of Transportation Studies	Research on alternative fuel vehicles	\$4 million annually
City of Roseville	Renewable Energy Institute	Research and education on biomass conversation	
Auto technology, energy and government	CA Fuel Cell Partnershiup	Commercialize fuel cell technologies	\$2 million annually
Sac. Municipal Utility District	Energy efficiency prgms	Direct energy programs	\$33,504,000 in year 1
Sac Area Regional Tech. Alliance	Venture Capital Infusion	Business start ups	\$4 million
UC Davis and Chevron	Bio Fuel Research	Biofuels applied research.	\$5 million annually

Sacramento Region Clean Energy Technology Alliance



2

WIRED Partner Roles and Responsibilities Chart

Mandatory Partners	Name of Partner/Title/ Position	Entity Name	Partner Role and Responsibilities
Co-Lead Senior Representative	Kathy Kossick, Executive Director	Sacramento Employment & Training Agency (WIB)	Workforce Investment Board/ Fiscal Agent
Co-lead Regional Partner	Oleg Kaganovich, CEO	Sacramento Area Regional Technology Alliance*	Entrepreneurship/ Project Coordinator
Education, Community College, four year institution	Sandy Kirschenmann Vice Chancellor	Los Rios Community College District	Workforce Development, Education and Training
	David McGee, Executive Director Technology Business Development	UC Davis Innovation Access	Technology Transfer & Entrepreneurship
	Emir Macari Dean of Engineering	Sacramento State College	School of Engineering, CSUS/ Increasing Engineering Graduates
	Dave Gordon Superintendent	Sacramento Office of Education	K-12 County Office/ Increasing STEM opportunities in K-12
	Steven Ladd, Superintendent	Elk Grove Unified School District	K-12 District, Elk Grove/ Increasing STEM opportunities in K-12
Regional Business Leadership	Matt Mahood, CEO	Sacramento Metropolitan Chamber of Commerce	Business retention and regional prosperity
	Dave Butler, Executive Director	Linking Education and Economic Development	Economic development, Educational development, student development
	J. D. Stack, Economic Development Program Manager	Sacramento Municipal Utility District*	Regional utility and leader in clean energy/employer
	Linda Cutler, Real Estate, Environmental and Investor Relations	Aerojet/ GenCorp	Regional propulsion company involved in fuel innovation/ employer
	John Orr, Executive Vice President	Building Industry Association	Regional building industry representative/ employer
Economic Development at the Regional/local level	Barbara Hays , Executive Director and Bob Burris, Deputy Director	Sacramento Area Commerce and Trade Organization	Regional economic development and business attraction
	Jim Pardun, Economic Development Manager	Sacramento County Economic Development	Local economic development department
	Susan Frazier, Executive Director	Valley Vision/ Partnership for Prosperity	Regional economic, environmental, and social development entity
Other Recommended Partners	Bill Camp, Executive Secretary	Central Labor Council	Organized labor/ apprenticeship programs
	Jon Gregory, President and CEO	Golden Capital Network	Venture Capitalists
	Julia Burroughs, Deputy City Administrator	City of Roseville*	City Government and the Renewable Energy Institute for biomass conversion
	George Hempe, Executive Director	Golden Sierra Job Training Agency	Workforce Investment Board/ outreach and recruitment
	Terri Ruggiero, Executive Director	Yolo County Workforce Investment Board	Workforce Investment Board/ outreach and recruitment

*Clean Energy “Champions” from the Partnership for Prosperity Report

ITEM – 4 - ACTION

APPROVAL OF THE WORKFORCE INVESTMENT ACT SACRAMENTO WORKS ONE STOP CAREER CENTER RESOURCE ALLOCATION PLAN FOR 2007-2008

BACKGROUND:

The Resource Allocation Plan determines what activities and services are offered through the Sacramento Works One Stop Career Center system. The Planning/Oversight Committee of Sacramento Works is responsible for reviewing the plan on an annual basis and determining the percentage of funds that will be allocated to each activity in the next fiscal year.

The final allocation for Fiscal Year 2007-2008 has not yet been released by the California Employment Development Department. Staff is estimating that funds will be the same as last year's allocation, which was \$6,370,298.

The activities that are included in the resource allocation plan for the Sacramento Works One Stop Career Center system are:

- ✓ **One-Stop Services**
- ✓ **On-the-Job Training**
- ✓ **Scholarships/Workforce Skills Preparation**
- ✓ **Board Initiatives**
- ✓ **One-Stop Support**
- ✓ **Administration**

Over the past five years (2002-2007), the Sacramento Workforce Investment area has experience a 19% decrease in Workforce Investment Act funding. However, for this same period, there has been an 83% increase in customers, 73% increase in customer visits and 74% increase in customer services system-wide.

In order to focus resources on One-stop Services, staff is requesting approval of the following recommendations regarding the allocation of resources. These recommendations are illustrated in Attachment 1--Recommendation for One Stop Resource Allocation which includes activity definitions, recommended percentages for Fiscal Year 2007-2008 and estimated funding amount.

- Increase the One Stop Services activity by 5%. Sacramento Works currently operates 12 One-Stop Career Centers. Funding for the one-stop services activity has remained unchanged in the past two years; even though staffing and facility costs have increased at least 5% per year (some school districts have increased 12-15% in salaries alone) and career centers are experiencing an increase in customers who need additional assistance in accessing core services. In addition, federal budget reductions have resulted in a loss of staff and leveraged funds

provided by partner agencies, and expenditure rates are above plan in the current year (83% of the funds set aside for One Stop Services being spent in the first 2/3 of the fiscal year) . For staffing and cost per service information, see Attachment 2 and 3.

- Decrease the WIA funds allocated to On-the-Job Training Services by 3%. SETA has received a commitment of \$400,000 from the County Department of Human Assistance (DHA) to provide employer reimbursements for OJT positions for CalWorks clients. Staff is recommending allocating \$400,000 in DHA funding to serve CalWorks clients with On-the-Job Training Services and to reduce the OJT WIA allocation. Expenditure rates for this activity are at 53% of plan for the first 8 months of the fiscal year.
- Decrease the Board Initiative activity by the amount of anticipated unspent funds from last year's allocation (currently projected to be \$65,500). Over the past two Fiscal years (2005 - 2007), allocations for Board Initiatives have not been fully spent. Sacramento Works approved reserving 3% of the Workforce Investment Act funds, or \$191,109 for Board Initiatives for Fiscal Year 2006-2007 and \$120,418 of unspent Board Initiative funds were carried-in from Fiscal Year 2005-2006. Attachment 4 shows the budget and expenditures for the Board Initiative for the current fiscal year.
- Continue allocating 26% of the allocation to Scholarships and Workforce Skills Preparation activity. Through the second quarter of Fiscal Year 2006-2007, statistics indicate that the average training cost per participant has decreased by 14% (from \$3,663 to \$3,136) while the average supportive service amount per participant has increased by 204% (\$373 to \$761) In addition, there is a slight increase in the numbers of customers who are choosing no or low cost training providers (community colleges and adult education), who are receiving financial aid, or who are paying for a portion of their tuition. The current obligation and expenditure rate for this activity (see Attachment 5) indicates that in the first 8 months of the fiscal year, 93% of the Scholarship funds has been obligated and 62% have been expended.
- Decrease One Stop Support activity by 1%. This activity is provided by SETA and includes program monitoring, technical assistance and training; SMARTware automated case management system support, client tracking, client follow-up, and developing performance reports. In the last year, staff has successfully marketed the SMARTware program for use in other counties. The license fees projected as income from SMARTware will be used to pay for one staff next year. For the current budget detail for the One Stop Support Activity, see Attachment 6.
- Continue allocating 7.7% of the resources to Administration of the program. For the current budget detail for the Administration activity, see Attachment 6.

Attachment 7 is a chart indicating demographics for the population by ZIP code. Staff will be analyzing the information and using it to develop funding amounts for each region and career center.

RECOMMENDATION:

Approve the WIA Resource Allocation Plan for 2007-2008

Attachment 1
Recommended Resource Allocation Plan for FY 2007-2008

Resource Allocation Plan for 2006-2007

Activity	% of Total Allocation Current Year (2006)	\$ Based on FY2006 Allocation	Proposed Allocation % for Next Year (2007)	\$ Based on FY2006	Proposed Change in Allocation %	Discretionary Funding Anticipated	Total Funding Anticipated (WIA and Discretionary)	Increase/decrease from current year	Total % to each activity
One Stop Services: Infrastructure, operation and staff costs for 12 Sacramento Works One Stop Career Centers	39.60%	\$2,522,638	44.50%	\$2,834,783	4.90%	\$0	\$2,834,783	\$312,145	41%
On-the-Job Training: 50% Wage subsidy to employer willing to train workers on-the-job.	11.90%	758,066	9.00%	\$573,327	-2.90%	400,000	\$973,327	\$215,261	14%
Scholarships/Workforce Skills Preparation: Tuition assistance and supportive services in critical industries	26.30%	1,675,388	26.30%	\$1,675,388	0.00%	0	\$1,675,388	\$0	24%
One Stop Support: Program Monitoring, SMARTware support, Client tracking, reporting and follow-up	11.50%	732,584	10.50%	\$668,881	-1.00%	70,000	\$738,881	\$6,297	11%
Administration: General Administration, Personnel, Payroll, Information Systems, Fiscal and Contracts staff	7.70%	490,513	7.70%	\$490,513	0.00%	0	\$490,513	(\$0)	7%
Board Initiatives: Funds Sacramento Works Board initiatives, including employer outreach, labor market research, participating in regional workforce plans and initiatives	3%	191,109	2%	\$127,406	-1.00%	65,527	\$192,933	\$1,824	3%
Total	100.00%	\$6,370,298	100.00%	\$6,370,298	0.00%	\$535,527	\$6,905,825	\$535,527	100%

**Attachment 2
Cost Information
SWCC One Stop Career Centers**

Sacramento Works One Stop Career Center Performance Summary

Career Centers	2 Year Contract Amount 7/1/04 - 6/30/06	# Core Customers 7/1/04 - 6/30/06	Cost Per Core	Intensive Services
Region: North City/County				
Citrus Heights	\$ 445,000	6,266	\$ 71.02	240
GSUL	\$ 100,000	1,889	\$ 52.94	N/A
Hillsdale	510,000	9,968	\$ 51.16	264
Region: South/East County				
Galt	\$ 210,000	2,217	\$ 94.72	80
La Familia	\$ 376,000	4,552	\$ 82.60	204
Lemon Hill	\$ 587,487	8,289	\$ 70.88	235
Mather	\$ 225,000	3,425	\$ 65.69	105
Rancho Cordova	\$ 430,000	5,854	\$ 73.45	233
Region: South City				
Broadway	\$ 514,000	11,142	\$ 46.13	290
Franklin	\$ 510,000	8,476	\$ 60.17	242
Mark Sanders	\$ 512,000	20,038	\$ 25.55	277
South County	\$ 510,493	8,497	\$ 60.08	179
Total	4,929,980	90,613	\$ 54.41	2,349

**Attachment 2
Cost Information
SWCC One Stop Career Centers**

Cost Per Intensive	# Core Customers 7/1/06-12/31/06	**Cost Per Core 7/1/06 - 12/31/06
\$1,854	2,041	\$ 66.14
N/A	1,502	\$ 58.26
\$1,932	3,484	\$ 25.11
\$2,625	738	\$ 74.53
\$1,843	1,122	\$ 86.90
\$2,500	3,123	\$ 50.91
\$2,143	1,126	\$ 46.63
\$1,845	1,724	\$ 56.55
\$1,772	3,374	\$ 40.01
\$2,107	3,173	\$ 42.55
\$1,848	5,669	\$ 24.70
\$2,852	2,712	\$ 34.11
\$2,099	29,788	\$ 45.04

**Based on 1/2 year allocated amounts.

**Attachment 3
Staffing Patterns by Career Center**

SWCC	Broadway	Citrus Heights	Franklin	Galt	Greater Sac Urban League	Hillsdale	La Familia	Lemon Hill
Staff assigned from Required Partners	1.2	8.7	20.15	6.8	1.5	30.8	1.6	6.7
Staff assigned from Voluntary Partners	11.05	12.2	5.55	-	3	2.05	9.13	1.5
Total	12.25	20.9	25.7	6.8	4.5	32.85	10.73	8.2

**Attachment 3
Staffing Patterns by Career Center**

Mark Sanders	Mather	Rancho Cordova	South County	Total FTE	Total
					Hours x40
34	6.9	8.1	7.8	134.25	5,370
2	-	1.2	0.1	47.78	1911.2
36	6.9	9.3	7.9	182.03	7281.2

**Attachment 3
Staffing Patterns by Career Center**

South County	Total FTE	Total
		Hours x40
7.8	134.25	5,370
0.1	47.78	1911.2
7.9	182.03	7281.2
38		448

Attachment 4
Board Initiatives Budget and Expenditures FY 2006-2007

Total Board Initiative Allocation 2006-07	\$191,109		
Total Unspent Board Initiative from 2005-2006	120,418		
Total Amount Available for 2006-2007	\$311,527		
Approved Board Initiatives	Budget	Spent to date	Remaining funds
Employer Outreach/Public Relations	\$165,000	\$ 88,947	\$76,053
Success Skills Institute	50,000	50,000	\$0
LEED - Youth Service Provider Network	15,000	15,000	\$0
Partnership for Prosperity - Phase 2	10,000	7,500	\$2,500
Co-sponsor Region-wide Convergence on Mathematics/LEED/CREW	6,000	6,000	0
Subtotal (Approved Board Initiatives)	\$246,000	\$ 161,447	\$84,553
Total Available	\$311,527		\$
Unallocated Funds	\$65,527		

Employer Outreach/Public Relations Budget FY2006-2007			
Activity	Budget	Spent	Remaining
SACTO Economic Profile 2006-2007	\$ 12,000	\$ 8,246	\$3,754
Agency Outreach Brochure Printing	\$9,000	2,992	\$6,008
SACTO Event Sponsorships	4,500	1,000	\$3,500
Give-away items for employer/job fair events	5,000	4,970	\$30
5th Annual Employment & Training Expo	8,000		\$8,000
Job Fair/Business Events	12,000	8,288	\$3,712
Mailing Lists/employer outreach	1,000		\$1,000
Sponsorships/Chamber Alliance	10,000	7,500	\$2,500

Attachment 4
Board Initiatives Budget and Expenditures FY 2006-2007

Metro Chamber Perspectives Event	5,500	5,498	\$2
Print Advertising	20,000	8,453	\$11,547
Radio Advertising	20,000		\$20,000
Website Development	16,000	10,000	\$6,000
Public Relations 2006-2007	32,000	32,000	\$0
Business Retention & Expansion Program (BizPulse)	5,000		\$5,000
Direct Mail	\$ 5,000		\$5,000
TOTAL BUDGET	\$ 165,000	\$ 88,947	\$ 76,053

Attachment 5
Expenditure Report

ONE STOP AUTHORIZED AMOUNTS 2006-2007 Scholarship/Workforce Skills Preparation Activity							
Report Date 3/14/07							
One Stop	Grant	Amount Authorized	Amount Obligated	Amount Remaining		Paid	Unpaid
Broadway	201	\$95,000.00	\$81,603.18	\$13,396.82		\$62,366.08	\$19,237.10
Broadway	501	90,000.00	77,281.45	12,718.55		68,591.33	8,690.12
Citrus Heights	201	75,000.00	59,820.00	15,180.00		31,262.88	28,557.12
Citrus Heights	501	80,000.00	79,090.73	909.27		41,753.74	37,336.99
Franklin	201	62,000.00	59,916.79	2,083.21		40,742.39	19,174.40
Franklin	501	83,000.00	74,798.53	8,201.47		52,068.37	22,730.16
Galt	201	50,000.00	42,942.00	7,058.00		24,820.29	18,121.71
Galt	501	50,000.00	47,762.00	2,238.00		29,965.00	17,797.00
Hillsdale	201	100,000.00	69,661.54	30,338.46		52,275.78	17,385.76
Hillsdale	501	120,000.00	113,415.56	6,584.44		66,805.73	46,609.83
La Familia	201	50,000.00	33,076.00	16,924.00		18,009.08	15,066.92
La Familia	501	21,000.00	14,774.00	6,226.00		12,910.48	1,863.52
Lemon Hill	201	75,737.00	75,607.18	129.82		44,608.77	30,998.41
Lemon Hill	501	70,000.00	60,545.02	9,454.98		29,381.25	31,163.77
Mark Sanders	201	100,000.00	99,999.52	0.48		68,814.12	31,185.40
Mark Sanders	501	160,000.00	163,674.79	(3,674.79)		120,119.90	43,554.89
Mather	201	65,000.00	62,244.49	2,755.51		34,654.45	27,590.04
Mather	501	25,000.00	18,311.49	6,688.51		16,111.49	2,200.00
Rancho Cordova	201	55,000.00	51,903.00	3,097.00		33,069.79	18,833.21
Rancho Cordova	501	115,000.00	98,098.17	16,901.83		77,643.75	20,454.42
South County	201	89,250.00	86,596.48	2,653.52		57,557.89	29,038.59
South County	501	75,000.00	74,388.57	611.43		54,525.78	19,862.79
Urban League	201	50,000.00	8,294.00	41,706.00		400.00	7,894.00
Urban League	501	30,000.00	-	30,000.00		-	-
		\$1,785,987.00	\$1,553,804.49	\$232,182.51		\$1,038,458.34	\$515,346.15
			87.00%	13.00%		66.83%	33.17%
Adult		\$866,987.00	\$731,664.18	\$135,322.82		\$468,581.52	\$263,082.66
D/W		919,000.00	822,140.31	96,859.69		569,876.82	252,263.49
		\$1,785,987.00	\$1,553,804.49	\$232,182.51		\$1,038,458.34	\$515,346.15

Attachment 6
Budget Detail for Administration and One Stop Support Activities

One Stop Support Cost Budget				
Position Title	# Positions	# FTE	Annual Cost	Total
Program Officer	4	1.57	\$ 58,427.20	\$ 91,473.62
Supervisor	5	1.23	52,353.60	64,332.10
Employment Analyst III	5	0.76	49,878.40	38,107.10
Information Analyst III	1	0.77	49,878.40	38,306.61
Network Engineer	1	0.52	68,450.00	35,776.51
Community Coordinator	3	2.30	49,878.40	114,919.83
Database Developer	1	0.15	53,622.40	8,193.50
Staff Support Officer	1	0.04	44,116.80	1,685.26
Recruitment Specialist	1	0.50	35,089.60	17,544.80
Typist Clerk III	1	0.15	35,089.60	5,361.69
Other	3	0.35	72,800.00	25,480.00
Subtotal	26	8.35	\$ 569,584.40	\$ 441,181.03
Fringe @ 38%				167,648.79
Services & Supplies @ 28%				123,530.69
Total One-Stop Support				\$ 732,360.52

Administrative Cost Budget				
Position Title	# Positions	% Allocated	Annual Cost	Total
Executive	6	0.21	\$ 304,271.00	\$ 65,357.41
Personnel/ Payroll	12	0.08	166,308.00	13,388.96
Facilities	3	0.17	57,692.00	9,913.79
Information Systems	8	0.28	203,736.00	57,652.71
Contracts	4	0.14	234,822.00	31,894.44
Fiscal	12	0.08	251,114.00	20,343.25
Other	3	0.43	153,766.00	66,057.87
Subtotal	48	1.40	\$ 1,371,709.00	\$ 264,608.44
Fringe @ 38%				100,551.21
Services & Supplies @ 28%				74,090.36
Total Admin				\$ 439,250.01
Remaining \$50,000 budgeted for equipment/fixed assets				

**Attachment 7
Demographics by Zip Code**

Neighborhood	Population Estimate: 2003	Percent of County Total: 2003	Household Income less than \$15,000, 2003	Percent of County Total: 2003	Household Income \$15,000-24,999, 2003	Percent of County Total: 2003	Median Household Income, 2003	Total Score Household Income, 2003	Per Capita Income, 2003	Total # of mothers with highest educational attainment grades 01-08, 2003	Percent of County Total 2003	Percent of total mothers in zip code with highest educational attainment grades 01-08, 2003	Total # of mothers with highest educational attainment grades 9-11, 2003	Percent of County Total 2003	Percent of total mothers in zip code with highest educational attainment grades 9-11, 2003	Total score mothers in zip code with highest educational attainment, 2003	CalWORKS Cases, July 2003	Percent County Total 2003	Total score CalWORKS County Total 2003	Rate per 1,000 Households, 2003	Adult Probation Cases January 2003	Percent County Total 2003	Percent County Total 2003	Rate per 1,000 Adults, January 2003	Total Score
	1,355,479	100.00%	73,118	100.00%	60,921	100.00%	\$49,877	\$21,647	1,115	100.0%	6.0%	2,578	100.0%	14.0%	24,733	100.00%	48,261	14,290	100.00%	14,513					
Alder Creek	166	0.01%	7	0.01%	1	0.00%	\$47,115	0	\$24,057	1	0.1%	10.0%	0	0.0%	0.0%	10	1	0.00%	0	12,048	7	0.05%	0	51,471	10
Antelope	43,870	3.24%	1,987	2.72%	2,086	3.42%	\$44,036	6	\$21,081	14	1.3%	3.3%	35	1.4%	8.3%	12	419	1.69%	2	23,442	325	2.27%	2	9,838	22
Arden/ Arcade	33,294	2.46%	3,304	4.52%	2,499	4.10%	\$35,409	9	\$25,055	38	3.4%	8.7%	71	2.8%	16.2%	25	528	2.13%	2	30,939	354	2.48%	2	12,798	38
Arden/ Arden Oaks/ Arden Park	23,750	1.75%	795	1.09%	906	1.49%	\$62,327	3	\$39,450	8	0.7%	3.3%	20	0.8%	8.3%	12	153	0.62%	1	14,823	124	0.87%	1	6,711	16
Bruceville	59,313	4.38%	984	1.35%	962	1.58%	\$68,293	3	\$25,937	25	2.2%	2.5%	31	1.2%	3.0%	6	396	1.60%	2	19,757	153	1.07%	1	3,769	11
Carmichael	63,490	4.68%	3,458	4.73%	3,196	5.25%	\$47,191	10	\$28,301	9	0.8%	1.6%	69	2.7%	12.0%	14	618	2.50%	2	22,542	485	3.39%	3	9,820	29
Citrus Heights	48,350	3.57%	2,101	2.87%	2,272	3.73%	\$46,437	7	\$21,963	34	3.0%	6.6%	74	2.9%	14.5%	21	576	2.33%	2	29,831	417	2.92%	3	11,536	33
Clay/ Herald	2,039	0.15%	35	0.05%	57	0.09%	\$68,048	0	\$23,500	1	0.1%	5.9%	1	0.0%	5.9%	12	12	0.05%	0	17,366	21	0.15%	0	14,237	12
Coffing	15,405	1.14%	183	0.25%	182	0.30%	\$65,589	1	\$24,801	4	0.4%	1.3%	12	0.5%	3.9%	5	160	0.65%	1	31,366	66	0.46%	0	6,221	7
Courtland	821	0.06%	29	0.04%	59	0.10%	\$36,154	0	\$15,696	5	0.4%	29.4%	4	0.2%	23.5%	53	7	0.03%	0	25,735	2	0.01%	0	3,221	53
Del Paso Heights/ Hagginwood	38,949	2.87%	2,537	3.47%	1,961	3.22%	\$31,739	7	\$12,133	68	6.1%	9.2%	179	6.9%	24.2%	33	1,773	7.17%	7	152,595	839	5.87%	6	34,377	53
Downtown Sacramento	17,747	1.31%	3,705	5.07%	1,774	2.91%	\$20,812	8	\$15,919	7	0.6%	5.3%	22	0.9%	16.5%	22	264	1.07%	1	27,872	1033	7.23%	7	64,365	38
Elverta	5,605	0.41%	183	0.25%	146	0.24%	\$49,404	0	\$18,656	1	0.1%	1.5%	12	0.5%	17.9%	19	113	0.46%	0	64,168	59	0.41%	0	15,183	21
Fair Oaks	44,760	3.30%	1,352	1.85%	1,477	2.42%	\$61,929	4	\$31,391	2	0.2%	0.6%	27	1.0%	7.6%	8	317	1.28%	1	17,639	225	1.57%	2	6,533	15
Florin	61,129	4.51%	2,256	3.09%	2,418	3.97%	\$44,794	7	\$16,368	49	4.4%	5.7%	131	5.1%	15.2%	21	1,523	6.16%	6	80,493	627	4.39%	4	15,286	39
Folsom/ Clarksville/ El Dorado Hills	61,259	4.52%	1,277	1.75%	1,341	2.20%	\$73,661	4	\$30,299	8	0.7%	0.9%	13	0.5%	1.5%	2	101	0.41%	0	4,813	258	1.81%	2	5,570	9
Foothill Farms	22,140	1.63%	1,848	2.53%	1,285	2.11%	\$34,489	5	\$18,687	13	1.2%	4.6%	42	1.6%	14.8%	19	545	2.20%	2	57,819	279	1.95%	2	16,908	28
Freepoint	11,052	0.82%	638	0.87%	563	0.92%	\$28,125	2	\$8,817	24	2.2%	12.9%	46	1.8%	24.7%	38	524	2.12%	2	197,960	177	1.24%	1	26,741	43
Fruitridge	33,135	2.44%	2,846	3.89%	1,825	3.00%	\$26,554	7	\$10,232	108	9.7%	16.6%	161	6.2%	24.8%	41	1,524	6.16%	6	155,241	615	4.30%	4	28,724	59
Fruitridge	40,013	2.95%	3,263	4.46%	2,562	4.21%	\$30,902	9	\$13,468	75	6.7%	11.3%	170	6.6%	25.6%	37	1,400	5.66%	6	100,000	803	5.62%	6	29,081	57
Gardenland	34,300	2.53%	1,798	2.46%	1,462	2.40%	\$44,251	5	\$20,637	37	3.3%	6.6%	66	2.6%	11.7%	18	647	2.62%	3	46,945	318	2.23%	2	12,843	28
Greenhaven	46,745	3.45%	1,669	2.28%	1,461	2.40%	\$58,660	5	\$30,349	5	0.4%	1.2%	23	0.9%	5.4%	7	269	1.09%	1	13,389	178	1.25%	1	4,860	14
Hood	0	0.00%	0	0.00%	0	0.00%	\$0	0	\$0	1	0.1%	100.0%	0	0.0%	0.0%	100	4	0.02%	0	0.000	3	0.02%	0	0.000	100.04
Isleton	1,436	0.11%	130	0.18%	84	0.14%	\$35,918	0	\$22,870	0	0.0%	0.0%	1	0.0%	25.0%	25	25	0.10%	0	38,580	12	0.08%	0	10,336	26
Locke/ Vorden/ Walnut Grove	2,498	0.18%	121	0.17%	147	0.24%	\$39,577	0	\$18,174	6	0.5%	31.6%	3	0.1%	15.8%	47	22	0.09%	0	23,758	12	0.08%	0	6,376	48
McClellan Afb	1,017	0.08%	321	0.44%	54	0.09%	\$9,836	1	\$4,662	3	0.3%	3.7%	4	0.2%	4.9%	9	39	0.16%	0	92,637	19	0.13%	0	26,950	9
McClellan Afb	405	0.03%	9	0.01%	16	0.03%	\$31,351	0	\$8,799	0	0.0%	0.0%	0	0.0%	0.0%	0	31	0.13%	0	319,588	5	0.03%	0	15,974	0
Metro-Airport	391	0.03%	8	0.01%	24	0.04%	\$65,000	0	\$32,393	0	0.0%	0.0%	0	0.0%	0.0%	0	0	0.00%	0	0.000	0	0.00%	0	0.000	0
Michigan Bar/ Rancho Murietta/ Sloughouse/ Bridgehouse/ Consumnes	5,850	0.43%	114	0.16%	121	0.20%	\$82,709	0	\$43,140	1	0.1%	5.9%	0	0.0%	0.0%	6	10	0.04%	0	4,160	4		0	0.863	6
Mills/ Walsh Station	21,185	1.56%	955	1.31%	988	1.62%	\$44,494	3	\$19,305	8	0.7%	3.1%	29	1.1%	11.2%	14	402	1.63%	2	51,538	219	1.53%	2	14,236	20
North Highlands	33,019	2.44%	2,050	2.80%	1,930	3.17%	\$33,237	6	\$13,835	34	3.0%	7.3%	101	3.9%	21.6%	29	1,060	4.29%	4	95,452	533	3.73%	4	23,807	43
North Sacramento	27,097	2.00%	3,044	4.16%	1,890	3.10%	\$25,631	7	\$13,027	96	8.6%	18.3%	168	6.5%	31.9%	50	1,071	4.33%	4	106,588	641	4.49%	4	33,815	66
Orangevale	33,642	2.48%	935	1.28%	964	1.58%	\$56,729	3	\$25,274	5	0.4%	1.8%	21	0.8%	7.6%	9	192	0.78%	1	15,371	200	1.40%	1	8,095	14
Perkins/ Rosemont	41,669	3.07%	2,279	3.12%	2,063	3.39%	\$43,757	7	\$21,560	15	1.3%	2.9%	42	1.6%	8.0%	11	493	1.99%	2	28,400	311	2.18%	2	9,435	22
Rancho Cordova/ Gold River	55,601	4.10%	2,641	3.61%	2,583	4.24%	\$46,935	8	\$23,239	50	4.5%	6.7%	119	4.6%	16.0%	23	1,180	4.77%	5	54,761	492	3.44%	3	12,190	39
Rio Linda/ Robl	15,635	1.15%	639	0.87%	660	1.08%	\$44,154	2	\$17,819	11	1.0%	7.0%	29	1.1%	18.5%	25	278	1.12%	1	52,842	444	3.11%	3	40,452	32
Ryde	0	0.00%	0	0.00%	0	0.00%	\$0	0	\$0	0	0.0%	0.0%	0	0.0%	0.0%	0	3	0.01%	0	0.000	0	0.00%	0	0.000	0.01
Sacramento	80,637	5.95%	5,151	7.04%	3,740	6.14%	\$35,606	13	\$13,658	138	12.4%	10.5%	307	11.9%	23.3%	34	2,519	10.18%	10	98,360	1101	7.70%	8	20,694	65
Sacramento	47,445	3.50%	3,395	4.64%	2,625	4.31%	\$35,339	9	\$16,637	71	6.4%	10.5%	126	4.9%	18.7%	29	1,292	5.22%	5	74,769	636	4.45%	4	18,681	48
Sacramento	14,783	1.09%	1,872	2.56%	1,021	1.68%	\$25,936	4	\$15,831	17	1.5%	6.3%	80	3.1%	29.7%	36	633	2.56%	3	106,422	488	3.41%	3	46,243	46
Sacramento	34,499	2.55%	1,524	2.08%	1,764	2.90%	\$40,296	5	\$17,504	24	2.2%	5.1%	75	2.9%	16.0%	21	738	2.98%	3	56,826	329	2.30%	2	13,575	31
Sacramento	22,286	1.64%	2,382	3.26%	1,364	2.24%	\$41,284	5	\$28,085	6	0.5%	2.3%	43	1.7%	16.2%	18	483	1.95%	2	45,472	230	1.61%	2	12,977	28
Sacramento	9,145	0.67%	418	0.57%	380	0.62%	\$43,926	1	\$20,150	21	1.9%	6.6%	25	1.0%	7.9%	15	284	1.15%	1	79,596	103	0.72%	1	15,824	18
Sacramento	17,151	1.27%	1,986	2.72%	1,548	2.54%	\$36,502	5	\$31,207	0	0.0%	0.0%	13	0.5%	9.1%	9	121	0.49%	0	11,858	158	1.11%	1	10,323	16
Sacramento	16,565	1.22%	792	1.08%	736	1.21%	\$56,262	2	\$33,591	1	0.1%	0.5%	6	0.2%	2.9%	3	47	0.19%	0	5,668	43	0.30%	0	3,055	6
Sacramento	1,149	0.08%	15	0.02%	41	0.07%	\$64,899	0	\$25,181	0	0.0%	0.0%	4	0.2%	1.3%	1	38	0.15%	0	94,527	13	0.09%	0	15,4	

ITEM 5 - INFORMATION

INCENTIVE AWARDS FOR
EXEMPLARY PERFORMANCE FOR PY 2005-06

BACKGROUND:

Each year, the California Workforce Investment Board authorizes a portion of the Workforce Investment Act Discretionary funds to be used for incentive awards to reward and recognize each Local Workforce Investment Area that met or exceeded their performance measures.

For fiscal year 2005-2006, the board authorized \$490,000 to 49 local workforce investment areas. SETA/Sacramento Works will receive \$25,000 in incentive awards (the sixth highest award statewide). These funds may be used for any allowable cost under the WIA.

We want to recognize and thank the staff and partners who work in the Sacramento Works One Stop Career Center system and the administrative and one-stop support staff for their hard work to exceed performance measures.

SETA/Sacramento Works performance report for Fiscal Year 2005-2006 is attached.

Measure	Goal	Actual	* Success Rate	Exit Cohorts
Adult Emp & Credential Rate	56.00%	75.45%	134.73%	391
Adult Entered Employment Rate	72.00%	81.63%	113.37%	430
Adult Earnings Change	\$3700	\$5111	138.14%	397
Adult Retention Rate	77.20%	84.58%	109.56%	415
Disl. Worker Emp & Credential Rate	66.00%	73.97%	112.08%	146
Disl. Wkr Entered Employment Rate	79.00%	81.67%	103.38%	251
Disl. Worker Earnings Change	-\$3000	\$79	203.00%	162
Disl. Worker Retention Rate	84.60%	90.53%	107.01%	169
Youth Diploma/Equiv. Attainment Rate	66.00%	78.76%	119.33%	113
Younger Youth Retention Rate	61.30%	76.74%	125.19%	129
Youth Skill Attainment Rate	81.20%	87.97%	108.34%	474
Older Youth Credential Rate	38.00%	70.34%	185.12%	145
Older Yth Entered Employment Rate	70.10%	80.31%	114.57%	127
Older Youth Earnings Change	\$3200	\$3728	116.52%	101
Older Youth Retention Rate	78.00%	83.17%	106.63%	101

* Success Rate of 80% - 100% = MEETS PERFORMANCE

* Success Rate > 100% = EXCEEDS PERFORMANCE