

**WORKFORCE DEVELOPMENT  
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Sacramento Metro Chamber of Commerce

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Trades Council

**KRISTIN GIBBONS**  
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Sacramento County Office of Education

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Sacramento Employment & Training Agency

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Associated General Contractors of California

**RICK WYLIE – Vice Chair**  
Villara Building Systems



**SACRAMENTOWORKS**

**SACRAMENTO WORKS, INC.  
Executive Committee**

**Date:** Friday, January 18, 2019

**Time:** 3:00 p.m.

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

**AGENDA**

1. Call to Order/Roll Call
2. Approval of Minutes of the December 17, 2018 Meeting
3. Approve Recommendation to the SETA Governing Board to Fill Vacant Private Sector Seat(s)
4. Update on Discussion of Board Strategic Plan
5. Discussion on Use of Board Initiative Funds
6. Review of January 23, 2019 Board Packet
7. Adjournment

**COMMITTEE MEMBERS:** Lisa Clawson, Diane Ferrari, David Gordon, Gary King, Kathy Kossick, Dr. Jamey Nye, Rick Wylie

**DISTRIBUTION DATE: FRIDAY, JANUARY 11, 2019**

**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, December 17, 2018  
9:00 a.m.

**1. Call to Order/Roll Call**

The meeting was called to order at 9:00 a.m.

Members Present: Diane Ferrari, David Gordon, Kathy Kossick, Rick Wylie, Gary King, Lisa Clawson, Dr. Jamey Nye

Member Absent: None.

Others Present: Roy Kim, Terri Carpenter, Julie Davis-Jaffe, William Walker

**2. Approval of Minutes of the July 23, 2018 Meeting**

The minutes were reviewed; no questions or corrections.

Moved/Clawson, second/Ferrari, to approve the July 23, 2018 minutes.

Roll call vote:

Aye: 5 (Clawson, Ferrari, King, Kossick, Wylie)

Nay:

Abstentions: 2 (Gordon & Nye)

**3. Continuing Discussion of Board Development and Strategic Direction**

Mr. King provided an overview of the last few board meetings which included looking at critical industries, taking a regional approach, and using data to leverage information. The Board looked at expectations of board members and over the past several meetings presenters came to present data relative to the Workforce Development Board. Given all of this information, what do we want to do with it all? What is the next step? It is great to have all of this information but in the final analysis, the board must come up with a course of action. What is our role as a workforce board?

Mr. King asked to hear from others first; he is looking at the Executive Committee to guide the board.

Dr. Nye stated that the state Workforce Development Board does not have a comprehensive strategic plan so we have to have one. It is a good goal.

Ms. Carpenter stated that there is a lot of education to learn of our legislative mandate but there are regulations saying that we have to budget funds in a certain way. Ms. Carpenter, Ms. Kossick, and Mr. Kim will be meeting with Barry Broome to expand on this issue.

Mr. Kim stated that there are things that have to happen; having measurable goals is one recommendation from Bill Mueller. The Prosperity Plan Group seems like a group that can address some disparities.

Mr. King asked how do we identify our path and focus in consideration of the relative topics and come up with a strategy. We have to forge ahead, taking the data and focus on what is most important and most relative. The role of the board is to shape the focus of this organization. The last strategic plan was updated in 2013. It is important to consider all of the information and come together to discuss and decide on a plan.

Ms. Ferrari stated that California will have a new governor in January so the new governor may have a different focus than Governor Brown.

Mr. Gordon asked if there was some thought on what populations we want to focus on and Ms. Kossick replied that staff already has good information on at-risk populations.

Ms. Carpenter stated that it would be helpful to consider reprogramming the youth program taking some of the factors into consideration like age groups and how the funds should be distributed. In addition, look at industry partnerships connecting to career pathways.

Mr. Gordon provided key issues for the youth program:

- 1) what industries/areas are we focused?
- 2) what populations (ages) are we focused on?
- 3) the issue of the providers serving youth. Some providers have been funded for many years; some successful, some not.

One issue is that there are one year contracts for the providers. Maybe the one-year contract is not enough of a cycle to do business. Mr. Gordon asked staff to present around the logistics of providing services in the system. There currently are some good performers and some not so good; maybe it is time to not fund the not so good providers.

Ms. Kossick stated that staff will prepare a summary of the presentations at the January meeting. Mr. Wylie foresees a long meeting with a report from staff on the focuses. His thought is not to have 'magical thinking'.

Mr. King said the board will work and update our strategic plan with pertinent information using our current board schedule and invite other members to participate. In January, the agenda will include a summary of information given at the last three meetings. Staff will give a presentation on the core things they are working on. Mr. Wylie inquired what are we strategically doing, not just planning; it is frustrating when you are just planning and not doing.

Mr. Kim stated that for the January board meeting, the following will be provided to the board:

- 1) Summary version of the presentations.
- 2) A one-page summary of who we serve, areas of concentration, and status of the system. This will include what is mandated by the state.
- 3) Update on the strategic plan.

The next Executive Committee meeting will be January 18, 2019. Staff will contact members to determine a time.

4. **Adjournment:** The meeting was adjourned at 10:23 a.m.

### ITEM 3 – ACTION

#### APPROVE RECOMMENDATION TO THE SETA GOVERNING BOARD TO FILL VACANT PRIVATE SECTOR SEAT(S)

##### BACKGROUND:

The local Sacramento Works Workforce Development Board was newly formed in early 2016 to comply with the 2014 Workforce Innovation and Opportunity Act. As part of its action on February 4, 2016, the SETA Governing Board satisfied the desire for a smaller Workforce Development Board by setting the size of the Board at twenty-five members and allocated the twenty-five membership positions to the five membership categories in the following manner: Thirteen members were allocated to business (a majority of the membership); four members were allocated to Labor and Apprenticeship (at least 15% of the membership); six members were allocated to specific programs in the workforce system (community based organizations, Adult Education, Higher Education, Economic Development, Wagner-Peyser (EDD) and Vocational Rehabilitation); and two members were allocated to the “Other” category permitted by WIOA to provide the Governing Board with flexibility in appointing members in this catch-all category.

On March 3, 2016 the Governing Board appointed twenty-five members to the newly formed Sacramento Works Workforce Development Board. Recently, a resignation has been received from Ms. Kim Gusman.

During the recruitment process for the new board, SETA received applications in early 2016 for seats representing Private Business. Staff is confirming their continued interest in sitting on the Sacramento Works Board. Once confirmation has been determined, application(s) will be provided to Executive Committee members and will be available at the meeting.

Historically, the Executive Committee of Sacramento Works has recommended the name(s) of individual applicants for appointment to the private sector seats by the SETA Governing Board.

##### RECOMMENDATION:

Provide the SETA Governing Board the name(s) of applicants recommended to fill the seat vacated by Ms. Gusman.

## ITEM 4 – DISCUSSION

### UPDATE ON DISCUSSION OF BOARD STRATEGIC PLAN

#### BACKGROUND:

At the December 17, 2018, Executive Committee Meeting, the Committee discussed the Sacramento Works, Inc., Strategic Plan, and requested that staff return with the following information:

- Summary of Recent Strategic Board Presentations
- Summary of the AJCC System with WIOA Requirements
- Summary Update of the Strategic Plan with Current Actions

Attached is the summary of recent strategic board presentations. Additional materials will be distributed at the meeting.

## SUMMARY OF 2018 STRATEGIC PRESENTATIONS TO SACRAMENTO WORKS, INC.

September 26, 2018

- Bill Mueller/Elena Ruiz, Valley Vision and Greater Sacramento Economic Council

Focused on the Brookings Report – findings reflect a subpar regional economy, underperformance in tradable industries, educational and economic disparities by race, and high levels of government fragmentation and regulation.

Recommendation for a regional Prosperity Plan that includes targeting tradable industries, improving access to education and economic opportunities for communities of color, and regional alignment/coordination of government.

- Aaron Wilcher, Los Rios Center of Excellence

Focused on in-depth labor market cluster reports conducted by Los Rios and its ability to support the efforts of the Board. Recent cluster reports include:

Construction, Advanced Manufacturing, and Healthcare, and include detailed occupational supply-demand analyses.

November 28, 2018

- Barry Broome, Greater Sacramento Economic Council

Repeated Brookings Report findings and recommendations; shared GSEC's target industry clusters: Next Gen Automotive, Agricultural Technology and Health & Life Sciences; plans to conduct an in-depth assessment of regional workforce funding to increase efficiency/coordination of investments.

- Steven Mills, DCA Capital Partners

Focused on Private Equity investment targeting high-growth, well-managed companies in underserved geographic areas with limited access to capital.

- Jack Crawford, Impact Venture Capital

Focused on Venture Capital funding, entrepreneurship and innovation; recommended target industries include Technology with overlays in Food and Agriculture, Robotics, Clean Economy, and Healthcare.