

## CAREER CENTERS

### **BROADWAY**

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

### **CITRUS HEIGHTS**

7011 Sylvan Rd, Suite A  
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 Hillside Blvd., Suite 8  
Sacramento, CA 95842  
(916) 263-4100

### **LA FAMILIA**

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

### **LEMON HILL**

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

### **MARK SANDERS**

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

### **MATHER**

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

### **RANCHO CORDOVA**

10381 Old Placerville Rd.,  
Suite 150  
Sacramento, CA 95827  
(916) 255-3255

### **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>



## SPECIAL MEETING OF THE SACRAMENTO WORKS, INC. BOARD

**DATE:** Wednesday, April 15, 2009

**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](http://www.seta.net).

## **A G E N D A**

- I. **Call to Order/Roll Call** (5 Minutes)
- II. **Consent Item** (5 minutes)
  - A. Approval of Minutes of the March 25, 2009 Meeting
- III. **Discussion/Action Items** (1 hour)
  - A. Approval of Funding Recommendations for the American Recovery and Reinvestment Act of 2009 (Recovery Act)/Workforce Investment Act (WIA) Youth Employment Services for Program Year 2009-2010 (Christine Welsch)
  - B. Approval of Funding Recommendations for the American Recovery and Reinvestment Act of 2009 (Recovery Act)/Workforce Investment Act (WIA) 2009-2010 – Youth Council Initiatives (Christine Welsch)

**IV. Information Items (20 Minutes)**

1. Updated Workforce Investment Board Goals and Strategies (Robin Purdy)
2. Sacramento Region Clean Energy Roundtables: Input and Ideas for Action (Robin Purdy)
3. Committee Updates
  - Youth Council
  - Planning/Oversight Committee
  - Employer Outreach Committee
  - Board Development Committee

**V. Other Reports (5 minutes)**

1. Chair
2. Members of the Board
3. Counsel
4. Public Participation

**VI. Adjournment**

**DISTRIBUTION DATE: THURSDAY, APRIL 9, 2009**

# Role of Sacramento Works, Inc., the Local Workforce Investment Board

Sacramento Works, Inc., the local Workforce Investment Board 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.

# Sacramento Works, Inc.

## Strategic Business Plan

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### **GOAL 1 - Train Workers for Critical Occupational Clusters**

- Sacramento Works, Inc. identified the following high wage, high growth occupational clusters that are critical to the economic growth of the region and invests public workforce dollars to train workers for these occupational clusters.

- |     |                                       |
|-----|---------------------------------------|
| (a) | ADMINISTRATIVE AND SUPPORT SERVICES   |
| (b) | ARCHITECTURE AND ENGINEERING          |
| (c) | CONSTRUCTION                          |
| (d) | HEALTHCARE AND SUPPORT SERVICES       |
| (e) | HUMAN SERVICES WORKER                 |
| (f) | INFORMATION TECHNOLOGY                |
| (g) | INSTALLATION, MAINTENANCE, AND REPAIR |
| (h) | TOURISM AND HOSPITALITY               |
| (i) | TRANSPORTATION AND PRODUCTION         |
| (j) | CLEAN/GREEN ENERGY TECHNOLOGY         |

### **GOAL 2 - Increase Employer Involvement and Satisfaction by:**

- Creating a public relations campaign focusing on regional employers
- Creating a standardized system to recruit, screen, and refer job candidates to employers
- Surveying employers to assess their employment needs and to identify levels of satisfaction with the system and the workforce

### **GOAL 3 - Develop a Workforce that Creates, Attracts, and Sustains Jobs that Pay a Livable Wage by:**

- Promoting talent development and upward mobility through life-long learning, employed-worker training and development of career ladders,
- Focusing on soft/success skills and basic reading, writing, math and computer skills.

#### **GOAL 4 - Prepare Youth to Compete in the Local Economy by:**

- Engaging employers to hire youth
- Focusing on skills development for youth at risk
- Training youth for jobs in critical occupational clusters
- Enhancing employability and academic retention by focusing on "soft" skills
- Focusing on high school completion or GED attainment.

#### **GOAL 5 - Evaluating and Improving the One-Stop System by:**

- Transforming the one-stop system to focus on talent engagement, development and marketing
  - Creating a variety of tools, both virtual and on-site to guide job seekers in accessing education, training and jobs.
  - Meeting the workforce and hiring needs of business by recruiting, preparing, screening and referring qualified job candidates.
- 



**Sacramento Employment & Training Agency**  
925 Del Paso Blvd., Sacramento, CA 95815 916.263.3800

ITEM II-A – CONSENT

APPROVAL OF MINUTES OF THE MARCH 25, 2009 MEETING

BACKGROUND:

Attached are the minutes of the March 25, 2009 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, March 25, 2009  
8:00 a.m.

#### **I. Call to Order/Roll Call:** Mr. Ingram called the meeting to order at 8:04 a.m.

Members Present: Larry Booth, Bill Camp, May Cha, Lynn Conner, Mike Egan, Patrick Godwin, David Gordon, Lisa Harr, Barbara Hayes, Mark Ingram, William Karns, Matt Kelly Gary King, Kathy Kossick, James Lambert, Matt Mahood, Elizabeth McClatchy, Michael Micciche, Dennis Morin, James Pardun, Kim Parker, Deborah Portela, Maurice Read, Lorenda Sanchez, Mike Testa, Dan Throgmorton, Kingman Tsang, Bruce Wagstaff, Terry Wills, David Younger, Thomas Zender.

Members Absent: Mike Dourgarian, Mark Erlichman, Chris Ferguson, Diane Ferrari, Frank Louie, Tim Ray, Anette Smith-Dohring.

- Introduction of New Board Members: May Cha, Mike Egan, William Karns, Mike Testa, and Dan Throgmorton: New Board members introduced themselves and shared a little of their backgrounds.

#### **II. Consent Item**

##### **A. Approval of Minutes of the January 28, 2009 Meeting**

Minutes were reviewed; Ms. Hayes indicated that she was present at the last meeting.

Moved/McClatchy, second/Tsang, to approve the corrected minutes.  
Voice Vote: Unanimous approval.

#### **III. Discussion/Action Items**

##### **A. Approval of Revised Strategic Business Plan/Planning Retreat Follow Up**

Mr. Ingram thanked attendees for their participation in the retreat. The Executive Committee unanimously thought the first and second vision statements were suitable for our purposes; the mission statement was reviewed. There is an expectation that there will be more involvement by the board at a strategic level. The Board will focus on the mission with attention to the goals of the stimulus, continue the alliance of jobs in green industry, all of which will be addressed at the committee levels as well. Ms. Kossick stated that the number of goals have been decreased from five to four goals.

Moved/Camp, second/Kelly, to approve the Vision statement: "Building a dynamic workforce for the Sacramento Region," and Mission statement: Sacramento Works partners with the workforce community to serve regional employment needs."  
Unanimous approval.

B. Approval to Release a Request for Proposals for 2009-2010 American Recovery and Reinvestment Act (ARRA) and Workforce Investment Act (WIA) Title 1

Ms. Purdy stated that staff is asking for policy guidance regarding stimulus programs. The Governing Board will be releasing the RFP and making the program decisions. This board is being asked for ideas for activities to be funded under this RFP. Mr. Alex Laiewski, former director of the Yolo County WIB, was introduced. Mr. Laiewski will be working to write the RFP.

Focus on three different areas soliciting proposals in:

- ◆ Occupational skills training in critical occupation clusters
- ◆ Workplace training/job creation
- ◆ Business Development, Innovation and Incubation

The RFP will target training programs to low income adults, welfare recipients and dislocated workers. Providers will be evaluated as to their ability to put people to work. The RFP will focus money on emerging clean energy technology, leverage existing funding through the Department of Energy and promote small business. The stimulus funding provides an opportunity to invest in programs that will have long-term impact.

Ms. Barbara Hayes spoke that the State Business, Transportation, Housing (BTH) Agency divided California into 12 regions according to CalTrans regions. Glenn, Colusa, Butte, Sierra, and Nevada have been included in the Sacramento region. A work plan will be written summarizing what the 11 county region will do with the stimulus funds. She has received a number of responses/information about programs related to the various 'bubbles'. A draft work plan must be submitted to the BTH by April 1. It is unclear as to what this will get the region but there is a possibility for funding in the future.

Ms. Christine Welsch reported that the Youth Council released a RFP to seek new Youth providers. The idea is to engage youth providers to find summer employment for young people. Staff is in the midst of reviewing proposals. Funding recommendations will go before the Youth Council on April 8 and this board on April 15. Employers cannot supplant employees with summer youth kids. If enough employers cannot be found, the providers will be given an option of doing community based projects to help in a community service project. We are asking employers and operators to focus on critical occupations so kids are given a career path. Staff is hoping to receive an allocation large enough to put 1,000 kids to work during the summer. The range of ages is 16-21 for young



people. If the provider is successful for the summer program, they have the option to 'roll over' to the year-round program.

This funding gives us an opportunity to try new and creative ways of providing services. This will also be a way for us to tell our story via articles.

The Agency is anticipating \$5.8 for summer and \$7 million for adult/dislocated worker programs. The summer program RFP was released and 23 proposals were received. The adult RFP will go to Governing Board in April for release. A calendar with two different proposal deadline dates was developed. One deadline is for July and a second set of programs will begin in September. Staff wants to use the Planning/Oversight Committee to review funding recommendations and forward to the SETA Governing Board comments from the Sacramento Works point of view as to which programs should be funded.

Ms. Purdy stated that staff have been working with LEED and Los Rios to create a broad summary page that will include the activities for which we are soliciting proposals.

An Offerors' Conference will be held in early May to provide policy direction and guidance to people interested in submitting a proposals.

Mr. Camp reminded board members that the government gave us money to kick start the economy. We have to put people to work. In the long term, the Department of Labor and federal government will provide funds to WIA in a reasonable way and will not provide money to programs that did not operate programs correctly. We need to allow for flexibility to see the quality of programs that come in. We also want to make sure we get as many people to work as possible. Ms. Purdy stated that there is some indication that workers receiving a layoff notice but still working will be eligible for our services with stimulus funding.

Mr. Micciche requested clarification regarding the funding for the RFP. Does this include the regular funding allocation and stimulus funding. Ms. Purdy stated that this particular RFP is only for stimulus funding.

Ms. Sanchez asked if we trying to find training for all of the clusters; Ms. Purdy stated that particular percentages are not being targeted. The proposers will have to make their case. The proposer has to tell us that there are jobs in the area they are targeting.

Ms. Hayes asked for clarification on 'incubators'; she suggested taking out the word 'incubator' which does not have an immediate result since it is a long and drawn out process. The word 'incubator' is misleading.

Mr. Larry Booth stated that if he were a responder, he would like to know a general amount; perhaps 5% or a minimum/maximum.

Mr. Matt Mahood stated that we need to look at industries not just in healthcare or green technology. He suggests there not be a minimum; some CBOs may not have the capacity for a lot of funds; they can only run small programs.

Board members will be sent the RFP and planning calendar when it is finalized.

#### **IV. Information Items**

1. Proposed Economic Stimulus Collaboration, Sacramento County Department of Human Assistance and Sacramento Works, Inc.

Mr. Bruce Wagstaff reviewed information on what is happening to the face of people on public assistance.

2. Presentation of Enterprise Zone Designation

Mr. William Walker reported that two Enterprise Zones have been honed into one and SETA will be the vouchering agent for this Enterprise Zone if approved. SETA and SHRA have worked for over a year to get this designation. Mr. Pardun stated that this application is very detailed and acknowledged Mr. Walker for his work. Mr. Pardun has been working with Enterprise Zones for years which have expanded at least twice over the years. The new Enterprise Zones will be expanded by 40,000 acres.

3. Dislocated Worker Update

Mr. Walker recently received an e-mail of people being laid off from IndyMac.

4. Committee Updates

- Youth Council: Mr. Kelly reported that the Youth Council is very excited about stimulus funding. Mr. Egan was appointed to the Youth Council. Mr. Jim Lambert reported that the Sacramento Builders Exchange will sponsor the 22<sup>nd</sup> Build/Design Competition. Mr. Lambert stated that this event will be held April 1-2 at Cosumnes River College. Approximately 250 students are expected to participate. Secondly, the ACE (Architect, Contractors and Engineers) program provides an opportunity to expose high school students to those fields. A show and tell project will be held April 26. This includes all of the jobs and careers that surround those positions.
- Planning/Oversight Committee: Ms. Conner reported that the committee will be meeting April 7 to work on the two retreat goals and how to go about meeting those goals. The Committee is developing a response to the LEED whitepaper that came out. There were concerns about the paper that there was too much emphasis on college. It is a big concern that students not on a four year college track get some sort of job training.

The Committee will also be helping to identify needed oversight and give direction to economic stimulus funds and projects.

- Employer Outreach Committee: Ms. Terri Carpenter reviewed the roundtables for the clean/green sector. These roundtables results will be released Friday, 9:30 – 11:30 a.m. at CSUS. Information can be distributed to board members if they are interested. The Employer Outreach will be stepping up ads directed toward employers through radio spots at KFBK during the month of May. There will also be ads on Comcast and print ads highlighting new employers we are working with.
- Board Development Committee: Mr. Tsang thanked board members participating in the Buddy System; he also thanked staff for the breakfast this morning.

## V. Other Reports

1. Chair: No comments.
2. Members of the Board: Mr. Lambert spoke of the Construction Workforce Safety Expo that introduces the workforce to safety practices. It will offer over 90 classes and be held April 7-9; currently 515 people have signed up. This is a great way for workers to maintain their employment by improving their skills.

Ms. Kossick reported that Secretary of Labor Hilda Solis toured the Hillsdale Career Center last week. She was very impressed with the services provided and had good questions for staff.

Mr. Camp inquired who would be going to Cap to Cap; Matt Mahood stated that he was. Mr. Camp wanted to make sure those going to Cap to Cap will be participating and would not be left out.

3. Counsel: Ms. Lorenda Sanchez announced the 30<sup>th</sup> National Indian California Indian Employment and Training Conference, May 17-21 at the DoubleTree Hotel. All of the Indian and Native American group will be in Sacramento highlighting our work in the labor force. She invited everyone to participate and distributed information packets.
4. Public Participation: Bill Grimaldi, a job developer with Sacramento County, spoke before the Board. Mr. Grimaldi asks that we keep our target audience in mind during the planning process for stimulus funds.

## VI. Adjournment: Meeting adjourned at 9:34 a.m.

## ITEM III-A - ACTION

### APPROVAL OF FUNDING RECOMMENDATIONS FOR THE AMERICAN RECOVERY AND REINVESTMENT ACT OF 2009 (RECOVERY ACT) / WORKFORCE INVESTMENT ACT (WIA) YOUTH EMPLOYMENT SERVICES FOR PROGRAM YEAR 2009-2010

#### BACKGROUND:

The American Recovery and Reinvestment Act of 2009 (Recovery Act) was signed by President Obama on February 17, 2009. The Recovery Act includes an allocation to provide youth employment services via the Workforce Investment Act. Allowable activities include work readiness, summer employment and year-round youth development services. The Recovery Act allocation stipulates that youth services include work readiness and summer employment activities. For many years SETA coordinated the Summer Youth Employment Training Program under previous employment and training programs (CETA & JTPA). The summer youth program was eliminated as a stand-alone program under the Workforce Investment Act.

On February 9, 2009 SETA released a Request for Proposals (RFP) seeking providers to help implement the 2009 Recovery Act/ WIA Summer Youth Employment Services. Performance outcomes for the 2009 Recovery Act/WIA summer activities include work readiness and employment.

The RFP Public Notice was posted in the Sacramento Bee and other written publications and was emailed and/or mailed to over 400 community organizations throughout Sacramento County. A Mandatory Bidders Conference was held on February 17<sup>th</sup> attended by over 60 organizations. In response to the RFP, SETA received twenty-three applications which were evaluated based on:

- Capacity to provide work readiness and summer employment services;
- Understanding and adhering to the Sacramento Works Youth Council's program design and performance requirements
- Ensuring that targeted challenged communities are served
- Commitment to youth development and a collaborative approach to service delivery
- Staffing infrastructure – ensuring that funded agencies have an adequate staff to participant ratio
- Current program performance review or performance of similar program services.

Staff is recommending allocating \$2,937,236 in Recovery Act/WIA Youth funds for services for the period May 1, 2009 to September 30, 2009. This recommendation is for the Summer 2009 period only. Based on successful outcomes, staff will bring the remaining recommendations back this board in September 2009 for year-round

services. A chart outlining the summer youth employment services funding recommendation is attached.

The Youth Council reviewed and took action on these funding recommendations at their April 8, 2009 meeting. Staff will be available to provide an oral report.

RECOMMENDATION:

Review and approve the attached funding recommendation for the Recover Act / WIA, Summer Youth Services 2009 in the amount of \$2,937,263.  
(Chart is attached).

## WIA YOUTH FUNDING PY 2009-2010

Rank	Provider	Requested		Funding Recommendations					WEX or Commy Service Project	Neighborhood or SWCC
		Funds	#youth	Youth Wages	Program Mgmt Costs +Support Services	Total	Cost per participant	# of Youth		
1	Sacramento Chinese Community Service Center	\$ 161,997	60	\$ 103,344	\$ 58,653	\$ 161,997	\$2,700	60	WEX	Franklin/ Hillsdale
1*	Folsom Cordova Community Partnership	\$ 294,447	60	207,360	87,087	294,447	\$4,907	60	WEX/CS	Rancho/Folsom Cordova USD
1	San Juan Unified School District	\$ 219,353	60	152,928	66,425	219,353	\$3,656	60	WEX/CS	Citrus Heights & Arden Arcade
1	Elk Grove Unified School District	\$ 123,901	50	82,674	41,226	123,900	\$2,478	50	CS	Elk Grove USD
1	SCUSD - Career Tech Prep	\$ 223,060	100	206,688	16,372	223,060	\$2,231	100	WEX	Sac City USD
2*	CA Human Development Corporation	\$ 193,863	25	102,400	91,463	193,863	\$4,847	40	WEX/CS	County, Galt & Delta
2	LaFamilia Counseling Center	\$ 246,750	60	155,046	91,704	246,750	\$4,113	60	WEX	South City/ LaFamilia
2*	Lao Family Community Development	\$ 216,150	100	68,896	39,204	108,100	\$2,162	50	WEX/CS	South Sac/North Sac
2*	Greater Sacramento Urban League	\$ 326,432	150	103,344	59,872	163,216	\$2,176	75	WEX	Del Paso Hgts & Natomas
2*	Soil Born Farms	\$ 51,500	15	24,469	27,031	51,500	\$3,433	15	CS	Rancho & County
2*	Crossroads Diversified	\$ 101,842	56	78,628	23,214	101,842	\$1,819	56	WEX	Rancho & Citrus Heights
3	Sacramento County Office of Education	\$ 77,172	30	31,003	46,169	77,172	\$2,572	30	CS	Arden Arcade & County
3	City of Sacramento	\$ 182,727	65	134,347	34,324	168,671	\$2,811	60	WEX/CS	City
3	Galt JUHSD	\$ 119,462	35	72,341	30,049	102,390	\$3,413	30	WEX/CS	Galt & Delta
3*	CA Indian Manpower	\$ 411,031	100	62,006	61,324	123,330	\$4,111	30	WEX	County
3	Twin Rivers USD	\$ 517,336	150	99,838	72,612	172,450	\$3,449	50	WEX	Twin Rivers USD
3*	Mutual Assistance Network	\$ 189,367	50	42,716	33,024	75,740	\$3,787	20	WEX/CS	Del Paso Hgts
4*	North State BIA	\$ 119,640	30	27,558	52,202	79,760	\$3,988	20	WEX	North Sac
4*	Roberts Family Development	\$ 127,341	30	20,669	43,006	63,675	\$4,245	15	WEX/CS	North, Central & South Sac
	Sacramento Works for Youth - Wages		145	186,020		186,020		145	WEX/CS	County
	<b>Total</b>	\$ 3,903,371		\$ 1,962,275	\$ 974,961	\$ 2,937,236	\$ 2,863	1,026		

## WIA YOUTH FUNDING PY 2009-2010

Rank	Provider	Requested Funds	# of youth						WEX or Commtly Service Project	Neighborhood or SWCC
				Youth Wages	Program Mgmt Costs +Support Services	Total	Cost per participant	# of Youth		
	<b>Not Recommended</b>									
5*	<b>Hmong Women's Center</b>	\$ 258,703	55	0	0	0	\$4,704	0	CS	South Sac/North Sac
5*	<b>Construction Industry Education Foundation</b>	\$ 358,800	80-100	0	0	0	\$4,485	0	CS	North & South Sacramento
5*	<b>Gateway/SAVA</b>	\$ 698,207	210	0	0	0	\$3,324	0	WEX/CS	County
5*	<b>Pinnacle Real Estate Services</b>	\$ 229,875	50	0	0	0	\$4,463	0	WEX	Rancho

**Total Requested**                      \$ 5,448,956

\* = New provider to SETA or summer youth services

**TOTAL RECOMMENDATION:**                      \$ 1,962,275    \$ 974,961    **\$ 2,937,236**

## ITEM III-B - ACTION

### APPROVAL OF FUNDING RECOMMENDATIONS FOR THE AMERICAN RECOVERY AND REINVESTMENT ACT OF 2009 (RECOVERY ACT) / WORKFORCE INVESTMENT ACT (WIA) 2009-2010 – YOUTH COUNCIL INITIATIVES

#### BACKGROUND:

In addition to providing the traditional summer youth employment opportunities, the Sacramento Works Youth Council has identified the following strategies to improve and enhance youth service delivery which include:

- Engage employers to increase youth development, cultural & diversity competencies
- Attract and prepare youth for jobs in critical occupations and career pathways.
- Transparency and accountability – Under the Recovery Act local areas must track and document the implementation and success of the stimulus funds.

To that end, the Youth Council is recommending the following Youth Council initiatives in addition to the traditional summer youth employment opportunities:

- **Youth Development Employer Guidebook and Training:** Develop and implement employer guidebook on youth development, develop and implement a “train-the trainer” model for employers on appropriate internships and youth development protocols, printing and dissemination. Staff is recommending a sole source contract with Youth Development Network. As the “youth development intermediary” for the Sacramento region, YDN is uniquely qualified to develop, implement and deliver the youth development technical assistance and training to the employer community on this topic.

**Recommended Provider: Youth Development Network - \$15,000.**

- **Youth Empowerment Studio (YES) Enterprise** (also known as Sacramento Works Youth programs – Telling Our Story): The Center for Multicultural Cooperation (CMC) has created the Youth Empowerment Studio (YES) Enterprises program to train young people from economically disadvantaged communities to become Youth Media Consultants. YES Enterprises consultants are trained to produce videos, provide technology trainings, and create social media that assist public sector organizations in becoming more efficient and effective at accomplishing their missions and communicating their message. SETA will identify six to ten youth to participate in this activity. CMC is also negotiating with the California Workforce Association to produce a statewide video with participation from the Sacramento youth. CMC provided a quote of \$25,000 which included video documentation of Sacramento summer youth



activities, post production, duplication, public outreach, youth training and supervision. Participant wages and case management will be provided to six to ten eligible youth (included in the Sacramento Works for Youth wages). (Staff received two bids for these services and determined that this organization's quote best fit the needs of the Sacramento Works, Inc. strategies and was the most cost efficient.)

**Recommended provider: Center for Multicultural Cooperation (CMC) - \$25,000**

### **Career Pathways**

**Human Services and Teaching Career Pathways Pilot Program:** This pilot program will enroll high school seniors (and possibly juniors) in a six week summer community college "camp" human services/teaching careers pathways program. The intent is to prepare youth for part-time employment in the local after-school programs while attending college pursuing human services and/or teaching degrees. Proposed partnership is between Los Rios Community College District, Sacramento City Unified School District Career and Technical programs (Burbank and Hiram Johnson High Schools), SETA and community partners:

Estimated cost: \$50,000 for program and curriculum development, classroom instruction and program supervision. Recovery Act/WIA funds would provide case management, support services and student stipends for the summer employment.

Staff is recommending a sole source contract with Los Rios Community College District. As the recognized community college district in this region, with an established education and human services degree programs, Los Rios is uniquely qualified to develop, implement and deliver the classroom instruction.

**Criminal Justice Career Pathways Pilot Program:** The Sacramento Police Department approached SETA staff to partner on a law enforcement or criminal justice career pathways pilot program. The Sacramento Police Department is interested in targeting the WIA youth population for employment as a method to increase the Sacramento Police Department's diversity and provide a positive alternative to Sacramento youth.

Youth enrolled in the 2009 Summer Youth Employment program will be invited to attend an orientation highlighting careers with the Sacramento Police Department. The Police Department will interview youth and select approximately twenty youth to participate in a year-long internship with the Sacramento Police Department. Staff is recommending that we pilot this concept with Recovery Act and WIA funds. Costs to be determined.

**ACE Mentor program** is a partnership of industry professionals with a mission to increase the awareness of high school students to career opportunities in architecture, construction and engineering. The partnership seeks industry volunteers to mentor youth as an introduction to the industry. Teams of students are guided through a year-

long mock design project with industry mentors. Working towards a final project, youth are introduced to the careers, industry vocabulary, and various roles companies play in the construction industry. The Sacramento Builders Exchange manages the Sacramento ACE program. Recovery Act/WIA funds would provide support services and student stipends for the summer employment.

The Youth Council reviewed and took action on these funding recommendations at their April 8, 2009 meeting. Staff will be available to provide an oral report.

**RECOMMENDATION:**

Approve recommendation funding for the above noted 2009 Youth Council Initiatives for Summer 2009 in the amount of \$90,000.

## ITEM IV – 1 – INFORMATION

### UPDATED WIB GOALS AND STRATEGIES

#### BACKGROUND:

Since the March 3 WIB retreat, the Employer Outreach Committee, Planning/Oversight Committee and Youth Council have had opportunities to review and modified goals and strategies specifically related to their mission. Below are the modifications for further discussion.

#### ***Sacramento Works, Inc. Strategic Planning Session***

#### **1.0 Vision Statement:**

*Building a dynamic workforce for the Sacramento Region*

#### **2.0 Mission Statement:**

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

#### **3.0 Expectations going forward in this year's plan**

- More involvement by the board at a strategic level
- Measured outcomes, follow-up, and quarterly review of goals and strategies
- Focus on the mission, with attention to the goals of the stimulus
- Continue efforts to align to green jobs and clean energy technology
- Programs targeting diverse population groups and people with multiple barriers to employment
- Integrate diversity and inclusion in outreach to employers and job seekers

#### **4.0 Goals and Strategies**

##### **Goal 1 (Planning/Oversight Committee)**

**Prepare workers for high wage, high demand, critical occupational clusters that provide:**

- self-sufficiency wages**
- employer paid benefits**
- career advancement/career ladders**

##### Strategies:

1. Utilize updated workforce intelligence and labor market information to identify critical occupational clusters
2. Identify impact of recession on region and plan economic stimulus investments

3. Encourage partnerships to implement initiatives that train workers for critical occupational clusters.
4. Provide oversight for economic stimulus investments

Metrics

- 75% of all training dollars go to critical occupational clusters (***example of metric***)
- 2. Develop Return on Investment policy (wages, benefits, official AID, official SSI) to measure and publicize success of recovery/stimulus investment. (***example of metric***)

**Goal 2 (Employer Outreach Committee)  
Engage and Support Regional Employers**

Strategies:

1. Continuously improve and enhance marketing efforts to regional employers
2. Create marketing strategies to promote economic recovery opportunities
3. Develop and deliver a menu of value added services to employers
4. Survey employers to assess their employment needs and to identify levels of satisfaction with the system and the workforce

**Goal #3 (Youth Council)**

**Prepare youth to succeed and thrive in the regional workforce**

Strategies:

1. Enhance employability and academic retention by focusing on soft skills and leadership skills.
2. Engage academia as a partner to make education relevant to youth and provide career prep as early as possible.
3. Engage employers to
  - Hire youth
  - Attain and increase youth development
  - Attain and increase cultural & diversity competencies
4. Increase awareness of high growth, high wage jobs in the regions and pathways available for these jobs.
5. Attract and prepare youth for jobs, including jobs in critical occupations.
6. Target services to youth with multiple barriers and/or disenfranchised youth to ensure their success.

Metrics:

1. Provide 1,000 youth with summer youth employment opportunities in 2009

**Goal #4 (Planning/Oversight Committee)**

**Continuously improve the One-Stop Career Center system.**

Strategies:

1. Regularly assess job seeker needs and satisfaction
2. Provide best practice tools for one-stop centers
3. Maximize leverage of partners

4. Conduct quarterly review of operating performance of the One-Stop System

Metrics:

Job Seeker Customer Satisfaction reports – quarterly  
Quarterly activity and demographic reports  
Quarterly reports on employment, retention and wage reports  
Annual One-Stop Share of Cost agreement updates

## ITEM IV-2- INFORMATION

### SACRAMENTO REGION CLEAN ENERGY ROUNDTABLES: INPUT AND IDEAS FOR ACTION

#### BACKGROUND:

Business, education and community leaders across the Sacramento region are pursuing strategies to enhance the local market, develop the necessary workforce, create supportive local policies and facilitate the grow of businesses in the Clean Energy Technology cluster. Our efforts are united through the Green Capital Alliance (GCA), formerly the Clean Energy Action Team of the Partnership for Prosperity.

During the month of February, 2009 the Green Capital Alliance hosted its second series of CEO roundtables. 45 leaders from 35 local clean energy companies attended one of four sessions. Each session was also attended by a small group of GCA partners from regional economic, business, workforce, and education organizations.

SETA/Sacramento Works, Golden Sierra Workforce Investment Board, Sacramento State University, Los Rios Community College, Downey Brand Attorneys and Bank of America sponsored the CEO Roundtables. Valley Vision, the project manager for the Green Capital Alliance coordinated and facilitated each of the roundtables.

On March 27, 2009 the Key Findings of the CEO Roundtables were presented to over 150 interested people at Sacramento State University. Attached is the report and call to action developed by Valley Vision as the product of the CEO Roundtable discussions.



# 2009

## Sacramento Region Clean Energy Roundtables: Input and Ideas for Action



Kristine Mazzei and Angela Shepard  
Valley Vision  
3/27/2009

## INTRODUCTION

Business, education, and community leaders across the Sacramento region are rapidly pursuing strategies to enhance the local market, develop the necessary workforce, create supportive local policies, and facilitate the growth of businesses in the Clean Energy Technology cluster. Our efforts are united through a project known as the Green Capital Alliance (GCA). In order to ensure we are focusing on the highest leverage opportunities to support local clean energy companies, the leadership of the GCA has planned for annual roundtable sessions with local company leaders. We know there are no better advisors than the entrepreneurs who are growing their businesses here right now.

During the month of February, 2009 the Green Capital Alliance hosted its second series of CEO roundtables (the first series was completed in September, 2007). Clean energy company leaders from the Greater Sacramento Region\* were invited to participate in one of four luncheons, and 45 leaders from 35 local clean energy companies decided to attend one of the sessions, including representatives from all three local utility companies. Each luncheon was also attended by a small group of representatives from GCA's partners from regional economic, business and education organizations.

Our goal is to respond to company needs by orienting our work plans around actionable input from these sessions. As a result of the first series of business roundtables in 2007 and the feedback we gathered from the 24 companies that participated, the GCA partners focused their attention on workforce development needs and investigating how to harmonize the region's permitting process for solar installations. As an example of our work, since those meetings significant grant investments were made into training the next generation of "green" employees in our region—Sierra College received \$500,000 to create and launch a solar installation training program, and the Los Rios Community College District just attracted \$2 Million in Department of Labor grant support for their training programs under the GreenForce initiative. Our work to create uniform solar permitting processes and fees continues, but much of the background research has been completed and reported to the Sacramento Area Council of Governments.

The world has changed a lot since we met with clean energy companies the last time around—the economy has taken a serious downturn, we have a new federal administration, and congress just passed a stimulus package that pumps impressive sums of money into the green sector. Meanwhile, the clean energy cluster has been growing in the Sacramento region. Last time around we had approximately 75 companies on our invitation list, and this time we reached out to approximately 110 companies. We were curious to learn about how all of these changes have been affecting local businesses, and to hear their insights on what they predict lies ahead.

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\* We considered the Greater Sacramento Region to include companies in Yolo, Sacramento, Yuba, Sutter, Placer, and El Dorado Counties.



## **PARTICIPANTS, SPONSORS, & STAFFING**

We would like to thank the 35 companies that participated for donating their time and energy to support our work. These companies span a variety of clean energy realms. Our attendee list included a strong concentration in solar companies that mimics the broader trend in the region, each with their own emphasis in research, development, and/or residential and commercial installation. We had several companies join us that focus on energy efficiency in homes and buildings, and HVAC and electrical systems. There were also two biomass and two biofuel companies that participated, adding to our understanding of how these technologies are growing in our region. We were pleased to hear from one wind energy company, Windensity (previously known as Marquiss Wind Power). All three utilities in the Sacramento Region took part in the sessions—Pacific Gas & Electric, Roseville Electric, and the Sacramento Municipal Utility District—and they each have an impressive level of commitment to providing greener sources of power to our communities.

Participating companies:

Advanced Air and Electric	PG&E
Altus Energy	Platt Electric
Beutler Corporation	Rayco Electric
Carbon Sequestration, LLC	Roseville Electric
Carnahan Electric	Sierra Energy
Clean Energy Systems, Inc	Sierra Pacific Home and Comfort
Community Resource Project	SMUD
Del Sol Power	Solar Development
Enfinity Corp.	Solar Power, Inc.
Ericson Solar	Solarecity
ES Electrical Construction	SolarRoofs.com
First Source Solar Systems	Soul-er, Inc.
Go Solar Cooperative, Inc	Sun Edison
Granite Bay Energy Group	Sun River Solar Power Systems
Healthy Homes	SVV Technology Innovations, Inc.
Henwood Associates, Inc	Treasure Homes
Novozymes, Inc.	Windensity
Pacific Ethanol	

These sessions are not possible without funding support and donated meeting space. The 2009 Roundtable luncheons were generously sponsored by the Sacramento Employment and Training Agency/Sacramento Works, the Golden Sierra Workforce Investment Board, Sacramento State University, Downey Brand, LLC, and the Los Rios Community College District. Our meeting hosts included the City of Rancho Cordova, the City of Roseville, the Sacramento Metro Chamber of Commerce, and the Sacramento Area Commerce and Trade Organization. Valley Vision, through its role as the project manager for the Green Capital Alliance, provided the staffing support to design and facilitate all four luncheons. A complete meeting-by-meeting record of attendance is detailed in Appendix A.

## **ROUNDTABLE QUESTIONS & FORMAT**

The emphasis of each luncheon was on gathering insights from the clean tech company representatives on a series of questions. In general, the conversations focused on the first and second questions, and we integrated the other discussion questions into those conversations as much as possible.

1. Recognizing the economic and political climate has changed recently, what are the biggest challenges and opportunities associated with being a clean technology business right now?
2. As you look forward to the next 2-5 years what do you expect your workforce needs will be?
  - Are you able to meet your workforce needs right now?
  - What are your needs for 4-year degree workers?
  - Do you train your employees in-house, or do you hire employees that are already trained?
  - Do you have certain training needs that are not being met by local/regional organizations?
3. What things can be done by local government to better support your growth and development?
4. How do you think we could support the expansion of the regional market for clean energy products and services?
5. Do you have certain advocacy recommendations for legislation at the state and federal level that our partners at the Metro Chamber could help you to support?

A small portion of each meeting was dedicated to sharing information about existing programs and projects being spearheaded by partnering organizations, in order to profile some of the available economic development resources in the region.

## **CONVERSATION OUTCOMES**

Each Clean Tech CEO Roundtable luncheon was characterized by an air of very open communication and represented genuine relationship-building between companies and our partner organizations. There was a tremendous amount of discussion around the financing challenges linked to the current recession—affecting business opportunities at all scales. Similar concerns were echoed in each meeting, yet there was also a note of optimism because of the passage of the American Recovery and Reinvestment Act and the large number of energy provisions in the bill.

To simplify the review of the outcomes, within each topic area the gathered information and recommendations are presented as bulleted lists. Over the next month regional leaders and our partners working on the Green Capital Alliance will review and evaluate this information in order to assess which items should be the focus of our work in 2009.

## **The biggest challenges facing local clean energy companies:**

### Financing-related issues

- There is no shortage of interested residential customers, but they are in a “wait-and-see” mode to see what happens with the economy before spending money, or they are waiting to see if the prices go down
- Many customers simply do not have access to credit to make larger purchases
- For businesses, using the incentive of a renewable energy tax credit only works when they have a tax liability (a problem in the current economy)
- Technology-oriented companies are hitting a financial “valley of death” between the time that they finish the research, development, and pilot testing of their product, and when they want to commercialize their technology
- Solar companies are being affected by the reduction of energy subsidies in PG&E territory (this is because the subsidies are a part of a phased incentive program, in which earlier investors received larger subsidies for their solar energy installations)
- Financing challenges are also affecting commercial-scaled projects. Recently some solar companies have had finance partners pull out of large-scale power projects at the last minute
- The banking industry has become more involved in serving as a “broker” for renewable energy installations—providing the financing and securing the contractor. The banks’ propensity to go with the lowest bidder might be impacting the quality of the work being done, and reduces the amount of profit going to the renewable energy company itself

### Barriers to business

- Lack of uniformity in renewable energy permitting costs and processes across the region

## **Opportunities to address the challenges:**

### Finance-related opportunities

- Pursue region-wide adoption of the Berkeley FIRST financing model for solar installations, leveraging the passage of AB 811<sup>†</sup>. Some proponents expressed that the region will need to make sure there is sufficient capital available at reasonable interest rates to make this program workable
- For renewable energy installations, investigate potential to use a robust feed-in tariff<sup>‡</sup> structure, rather than rebate programs to incentivize customers

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<sup>†</sup> According to the state’s Flex Your Power website, “Gov. Schwarzenegger recently signed Assembly Bill 811, giving all California cities and counties the ability to offer low-interest loans for energy-efficiency projects and solar panels to homeowners and small businesses. Residents would pay back the loans through assessments on property tax bills; if they move, the outstanding loan balance is taken over by the new owner. Without the law, some California cities might not have been able to offer the loans for solar panels and efficiency improvements such as insulation, double-paned windows and efficient HVAC systems.” <http://www.fypower.org/news/?p=3189>

<sup>‡</sup> Wikipedia’s definition of a feed-in tariff: “A Feed-in Tariff is an incentive structure to encourage the adoption of renewable energy through government legislation. The regional or national electricity utilities are obligated to buy renewable electricity (electricity generated from renewable sources, such as solar photovoltaics, wind power, biomass, hydropower and geothermal power) at above market rates set by the government.” [http://en.wikipedia.org/wiki/Feed-in\\_Tariff](http://en.wikipedia.org/wiki/Feed-in_Tariff)

- Recognize that energy and water use efficiency are the “low hanging fruit” of saving energy for the lowest levels of needed investment, and the region should look at existing programs that help engage the community in working on this (examples mentioned include: the Architect 2030 Plan, and the 1000 Home Challenge)
- Some financing incentive programs for renewable energies can provide cash grants rather than tax credits, and this could work better in the future. In an era of diminishing tax liabilities, pursuing a cash grant is a better financial deal for the customer. Some fact finding is necessary: do the cash grant options allow money to be applied to the business’ working capital or only the renewable technology itself? Are cash grants being used for residential installations in addition to commercial installations?
- Some banks are reducing their required “Loan to Value” ratio requirements for renewable energy installations to 50%, but in general too much time is being spent educating the banking community about the benefits of making renewable energy investments
- Create more energy “co-ops” where people can buy in to renewable energy installations, even if they can’t implement them on their own home/building. The SMUD Solar Shares program is an example of this idea. This concept could be broadened so that interested individuals could provide the funds that would serve as a financing pool for energy systems on private residences, and they would receive some form of carbon/energy credit in return.

#### Removal of business barriers

- Align local governments and simplify the approval process for renewable energy installations.
- Installation fees should be based on actual inspection and review costs, rather than a percentage of project value

#### **Workforce-related input:**

##### Big Picture Issues

- Job creation hinges on improving financing challenges
- The region’s ability to attract clean technology manufacturing facilities and jobs depends on our willingness to develop a strong local market for the products
- We need a more holistic approach to energy education and training:
  - The workforce needs to understand the new energy economy, distributed power generation, and the relationship between renewable energy companies and utilities
  - The focus should be on building an integrated approach to saving energy—to end the tendency to silo various technologies
- The anticipated wave of retirement at the utilities is something that needs to be planned for in the workforce training arena
- All of the STEM training is important (Science, Technology, Engineering and Math), but people also need to be introduced to the emerging energy paradigm—distributed power generation—as part of this training

### Engineers

- Wind companies: Need for electrical engineers, mechanical engineers, and people with an understanding of the conversion of wind and fluid dynamics. Also need power engineers, which is a more limited pool of available talent
- Biomass companies: Need process engineers (many come out of mechanical engineering with a background in mining technology). We have good resources for training people for biofuel technology in the region
- General company input: Product developers, electrical engineers, mechanical engineers

### Solar Company Needs

- Salespeople need to be energy literate, and educated about financing mechanisms. Solar companies are not paid for fielding inquiries from potential customers, but these information requests consume a lot of time (about 1 in 20 becomes a job).
  - Salespeople need to be trained to use estimation software (usually PVSYST or PVWatts).
  - Companies need people who can explain solar technology and how it translates into a payback for the customer (like Solar 101). The ingredients that affect pay back—rebates, solar KWh produced, and understanding dynamic effect of rate scheduling modification, time-of-use pricing, etc.
  - Right now companies need to teach sales people all of these things
- The Community Resource Project—a local nonprofit organization that will invest stimulus finding into making low income homes more energy efficient—is an important part of the training pipeline for solar companies. This organization can serve as the training grounds for future employment in private companies
- Having a field component to training is vitally important, because it can take a year to become familiar with working on different kinds of existing structures. Some solar companies said it will take ten installation jobs before a new employee is fully able to do the work on their own
- Many skilled people available for hire from the shrinking construction industry, which means there is a ready supply of people that can be re-trained. Solar companies explained that they tend to rely on shorter, in-house trainings to prepare new employees for the work. Companies are mainly looking for people with energy awareness. Diminishing construction sector also means that there could be some loss of construction-related talent in the region due to attrition.
- One company specifically mentioned wanting to attract students from the Sierra College solar training program, and there was general enthusiasm and support for the recently-launched Los Rios Community College District GreenForce programs

### Energy Analysts

- Energy Analysts represent a new and emerging group of workers that should be an important employment growth area for the region
- Workers need to have the ability to look at the whole energy system in a building—demanding engineering-type skills mixed with field experience
- They need to understand technologies and how they interact, and deal with the financing side as well

- They can analyze structures for energy efficiency opportunities, and serve as a 3<sup>rd</sup> party certifier of homes for energy performance
- According to one company representative this new career opportunity represents a “morph of the trades,” and many people in this field will “start with a tool belt”
- In addition to understanding buildings, these workers must be able to prescribe and sell a \$15-30K energy saving package as a solution

#### Electricians

- There are not enough electricians in the region, and the existing group will be impacted by the state certification requirement that goes into effect in June, 2009
- There is an opportunity to create a Solar Installer classification that would clarify a standardized set of skills needed to perform the job effectively

#### Internships with local companies

- There were a couple of suggestions that the region should develop a way to attract and screen applicants for internship positions at local clean energy companies. This would help keep talent within the region, and would give students the hands-on experience they need to really understand the energy systems.

#### **Build education and awareness to support the sector:**

- People within the region should become more aware about what is happening here already to advance energy sustainability
- There should be a shift in perception about renewable energy installations—they should not just been seen as part of the equity of a house, but instead be viewed as a revenue generator because the energy value keeps rising.
- There is an opportunity to market energy efficiency in the same way that recycling became a nation-wide campaign
- There is a need to change public perceptions of energy efficiency products, to build trust and broader use. Low income residents need to learn about how energy efficiency investments can save money in the long run
- Companies would like support in understanding the emerging business opportunities that are part of the stimulus bill
- There should be a regional effort to track data and publicize outcomes of the federal energy stimulus investment in key areas, like job creation, energy savings, etc. This will help to justify future spending in this area

### **Support growth of “newer” technologies within the region:**

- Biomass technology is ready for a “break out” and the region needs to support this industry with a local trade group.
- There is an expectation that smart grid technology<sup>§</sup> will change the region’s energy industry— helping to de-centralize the production of energy to a variety of sources, thus supporting smaller energy businesses
- The Sacramento region could become a showplace for gasification technology (converting waste to energy). This would make us an international destination so people could learn about the technology and see it in action. Right now much of our waste is shipped to landfills in Nevada, and there is no US demonstration site for this technology.

### **Suggested changes at regional scale:**

- Create region-wide permitting and fee uniformity for solar installations.
- Implement AB 811 financing mechanism across entire SACOG region.
- Desire for broader partnerships with Energy Service Companies (ESCOs) within the region. ESCOs are third-party energy developers that put renewable energy systems on the roofs of companies and continue to own the system while selling energy back to the utility, and stabilizing energy costs for the building owner over a period of time.
- Engage local commercial builders in identifying incentives that would work to encourage them to incorporate energy efficiency into new buildings, especially facilities that will be leased to other businesses.
- Encourage local governments to adopt policies that mandate aggressive renewable energy and energy efficiency measures in new developments
- Desire for Roseville Electric to implement time-of-use billing to reflect true energy cost variability during the day (this helps incentivize renewable energy installations because it changes the cost-benefit analysis)

### **Needed state and federal advocacy support:**

- Companies need policy definition at the state and federal level on climate change, and clarity around how stated goals intersect with different clean energy technologies. A lack of policy definition slows the expansion of new technologies

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<sup>§</sup> According to Wikipedia, “The term *smart grid* represents a vision for a digital upgrade of distribution and long distance transmission grids to both optimize current operations, as well as open up new markets for alternative energy production. As with other industries, use of robust two-way communications, advanced sensors, and distributed computing technology will improve the efficiency, reliability and safety of power delivery and use.” [http://en.wikipedia.org/wiki/Smart\\_grid](http://en.wikipedia.org/wiki/Smart_grid)

- Multiple companies expressed the belief that that the best approach to support local job creation and economic development would focus on supporting and facilitating development of local renewable energy systems on residences and businesses. Some company representatives felt that the recent emphasis on funding large, centralized projects (like solar farms) does less for region's economy
- Consider developing incentives for green products manufactured here. A rebate should be based on the number of watts produced and sold from the facilities (this could be a state or federal program)
- There was a suggestion that people who install solar systems should get more return for their investment, and they should be paid for excess power production
- Expand the rebate programs for energy efficient AC systems, considering their role in peak energy usage
- Prevailing Wage presents a variety of problems for renewable energy companies, including:
  - Difficulty determining how to classify their workers and associated prevailing wages because they don't fit into traditional categories
  - Contributes to dramatically increasing overall project costs because of the high labor expenses
  - Prevailing wage is based on an average that includes workers' incomes in the Bay Area, so it is artificially high for this region
  - Affects clean energy business recruitment to the region because companies that are attracted here with government incentives are required to pay prevailing wage when they construct their facilities, which can offset the value of the incentive
- Implementation of Cap and Trade will have big implications for local companies, and we need to track this issue carefully
- Likewise, the Low Carbon Fuel Standard that is being evaluated at the state level will impact local biofuel companies, and they would like support in educating policy makers
- AB 1470, the Solar Water Heating and Efficiency Act of 2007, provides incentives to attain the goal of installing 200,000 solar water heating systems in the state by 2017. Region's solar water heating companies need support with implementation. AB 1470 creates a \$250 million ten-year program to provide consumer rebates for solar water heating systems.

## **NEXT STEPS**

Business Roundtable participants will be asked to carefully review these outcomes and ensure they are on track with the feedback from the four events. Following this period of review, members of the GCA will evaluate all of these recommendations and identify which items should be prioritized for our collaborative action in 2009 based on upon feasibility of success and cost of implementation, to maximize the impacts of our efforts.

There are GCA partners that are already working on addressing some of the individual issues and opportunities raised at these sessions, and they are reconnecting with the participating companies to make things happen. Similar to our experience from 2007, these conversations have motivated action



on many levels and within many organizations. The GCA will track and communicate our progress through our website, e-news, and future outreach events.

**APPENDIX A**

**Luncheon Attendees**

<b>Date</b>	<b>Clean Tech Company Representatives</b>	<b>Organization Representatives</b>
10-Feb-09	Brian Sipp, First Source Solar Systems Matt Ericson, Ericson Solar Jim Ray, Ericson Solar Rick Kehret, Go Solar Cooperative, Inc Mike Hart, Sierra Energy Tim Keller, Sierra Energy Steven Adair, Healthy Homes Paul Misso, Former CEO, Marquiss Wind Power Sergey V. Vasylyev, SVV Technology Innovations, Inc. Claus Fugslang, Novozymes, Inc. Sarah Teter, Novozymes, Inc.	Jason Buckingham, Golden Sierra WIB Julia Burrows, City of Roseville David Butler, LEED-Linking Education and Economic Development Marj Dickinson, UC Davis Bruce Dravis, Downey Brand Chris Flores, Office of Congresswoman Doris Matsui Brandon Ida, Office of U.S. Senator Barbara Boxer Kathy Kossick, Sacramento Employment and Training Agency/Sacramento Works Lorna Magnussen, Golden Sierra WIB Matt Mahood, Sacramento Metropolitan Chamber of Commerce Emir Macari, Sacramento State University Kristine Mazzei, Valley Vision Angela Shepard, Valley Vision Kingman Tsang, First Bank
12-Feb-09	Rick Wylie, Beutler Corporation Bob McChesney, Carbon Sequestration, LLC Jason Hanson, Sierra Pacific Home and Comfort Jim Bayless, Treasure Homes John DiStasio, SMUD Danielle Helm, Soul-er, Inc. Chuck Knoble, Rayco Electric Med Cram, Platt Electric Joan Graham, Community Resource Project	Wendy Bogdan, Downey Brand, LLP Jason Buckingham, Golden Sierra WIB Bob Burris, Sacramento Area Commerce and Trade Organization Terri Carpenter, Sacramento Employment and Training Agency/Sacramento Works Marj Dickinson, UC Davis Chris Flores, Office of Congresswoman Doris Matsui Phil Garcia, Sacramento State University Curt Haven, City of Rancho Cordova Brandon Ida, Office of U.S. Senator Barbara Boxer Matt Mahood, Sacramento Metropolitan Chamber of Commerce Kristine Mazzei, Valley Vision Robin Purdy, Sacramento Employment and Training Agency/Sacramento Works Angela Shepard, Valley Vision Brent Smith, SED Corp. JD Stack, SARTA
17-Feb-09	Mark Henwood, Henwood Associates, Inc Joe Henri, Sun Edison Brian Stevenson, Sun Edison Paul Koehler, Pacific Ethanol Tom Koehler, Pacific Ethanol John Miller, Pacific Ethanol Kent Lamb, PG&E Louise Perez, Community Resource Project Keith Pronske, Clean Energy Systems, Inc Geert Ramault, Enfinity Corp. Al Rich, SolarRoofs.com	Chris Delfino, Downey Brand, LLP Bob Burris, Sacramento Area Commerce and Trade Organization Marj Dickinson, UC Davis Kathy Kossick, Sacramento Employment and Training Agency Kristine Mazzei, Valley Vision Dan Throgmorton, Los Rios Community College District Tara Thronson, Valley Vision Jill Trainer, Sacramento State University

25-Feb-09	<p>Farid Diabachi, Windensity          Jim Gragg, Solarecity          David Schweickert, Jr., Solarecity          Doug Tatara, Solar Development, Inc.          Kevin Davies, Solar Development, Inc.          Kirk Uhler, Solar Power, Inc.          Jeff McKay, Granite Bay          Pete Nurenberg, ES Electrical Construction          Eric Salci, ES Electrical Construction          Dave Piper, Del Sol Power          Dan Rietz, Altusenergy          John Caranahan, Carnahan Electric          Richard Kooi, Sunrise Real Estate Company          Sam Hedayat, Advance Air and Electric          Tom Habashi, Roseville Electric</p>	<p>Hannah Brosnan, Valley Vision          Jason Buckingham, Golden Sierra WIB          Bob Burris, Sacramento Area Commerce and Trade Organization          Julia Burrows, City of Roseville          Marj Dickinson, UC Davis          Bruce Dravis, Downey Brand, LLP          Mark Ingram, Pacific Coast Companies, Inc.          Kristine Mazzei, Valley Vision          Theresa Milan, Los Rios Community College District          Robin Purdy, Sacramento Employment and Training Agency          Angela Shepard, Valley Vision          Dan Throgmorton, Los Rios Community College District</p>
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## ITEM IV- 3 - 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 – Kim Parker
- 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.