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

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



REGULAR MEETING OF THE SACRAMENTO WORKS, INC. BOARD

DATE: Wednesday, March 25, 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.

A G E N D A

- I. **Call to Order/Roll Call** (5 Minutes)
 - Introduction of New Board Members: May Cha, Mike Egan, William Karns, Mike Testa, and Dan Throgmorton
- II. **Consent Item** (5 minutes)
 - A. Approval of Minutes of the January 28, 2009 Meeting
- III. **Discussion/Action Items**
 - A. Approval of Revised Strategic Business Plan/Planning Retreat Follow Up
 - B. Approval to Release a Request for Proposals for 2009-2010 American Recovery and Reinvestment Act (ARRA) and Workforce Investment Act (WIA) Title 1

IV. Information Items

1. Proposed Economic Stimulus Collaboration, Sacramento County Department of Human Assistance and Sacramento Works, Inc. (Bruce Wagstaff)
2. Presentation of Enterprise Zone Designation (William Walker)
3. Dislocated Worker Update (William Walker) (5 minutes)
4. Committee Updates (5 minutes)
 - 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, MARCH 19, 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 unites business, labor, education and public agencies to assure qualified and trained workers are available to meet the needs of the region's economy.

Sacramento Works, Inc.

Strategic Business Plan

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 JANUARY 28, 2009 MEETING

BACKGROUND:

Attached are the minutes of the January 28, 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, January 28, 2009
8:00 a.m.

I. Call to Order/Roll Call: Mr. Ingram called the meeting to order at 8:05 a.m.

Members Present: Larry Booth, Bill Camp, Lynn Conner, Walter DiMantova, Mike Dourgarian, Mark Erlichman, Diane Ferrari, David Gordon, Lisa Harr, Mark Ingram, Gary King, Kathy Kossick, Frank Louie, Elizabeth McClatchy, James Pardun, Kim Parker, Deborah Portela, Tim Ray, Anette Smith-Dohring, Kingman Tsang, Bruce Wagstaff, Terry Wills, David Younger, Thomas Zender.

Members Absent: Chris Ferguson, Dr. Brice Harris, Barbara Hayes, Matt Kelly, Michael Micciche, Dennis Morin, James Lambert, Matt Mahood, Maurice Read, Lorenda Sanchez.

- Introduction of New Board Members: New Board Member Mike Testa is on his honeymoon; he will be introduced at the March meeting.

II. Consent Items

A. Approval of Minutes of the November 19, 2008 Meeting

Moved/Camp, second/Tsang, to approve the November 19 minutes.
Voice Vote: Unanimous approval.

B. Approval to Allocate Youth Council Initiative Funds: No questions or comments.

Moved/Kelly, second/Camp, to approve the following allocation of youth initiative funds

- 1) \$5,000 to support the Human Services Workforce convening, and
- 2) \$12,000 to support Career GPS.com enhancements through LEED.

Roll Call Vote: Aye: 24: Nay: 0, Abstentions: 0

C. Approval to Increase Maximum Scholarship Award: No questions or comments.

Moved/Camp, second/McClatchy, to approve the increase the maximum Scholarship award to \$5,000.

Voice Vote: Unanimous approval.

III. Discussion/Action Items

A. Planning for the Economic Stimulus Package

Mr. Purdy stated that the purpose of this item is to develop a better understanding of our role in the stimulus package. As of today, there is will be an estimated \$787 billion available nationwide for economic stimulus.

Mr. Camp stated that it is his understanding that the Sacramento region's allocation will be greater than expected. Ms. Purdy stated that staff is receiving e-mails every day and while this is the best information available, it is subject to change. Ms. Kossick stated that staff will be going after any state and federal discretionary funds.

The current dollar amount expected is \$11.3 million which is combined adult, dislocated worker and youth allocation. The stimulus funds will enhance the funding SETA currently receives. The purpose is to get people back to work/pay taxes and buy stuff again in order to kick start the economy.

Mr. Camp reminded staff to be sure to include the collective bargaining representatives when staffing up. They have to be engaged as to whether contracts have to be adjusted to accommodate the staffing.

Mr. Ingram shared his thoughts about the stimulus package and opportunities it creates in terms of employer outreach and education.

Ms. Camp stated that it is his understanding the money can be used in the private sector as well as the public sector. Ms. Purdy concurred. Ms. Camp stated that a significant number of people working for school districts are being cut back. Some of those classified employees have a great deal of ability to educate people. We have to invest in Career GPS to get that into the school districts. It would be ideal to have people that have a background similar to students, to work with students to teach them about Career GPS.

Mr. Mark Erlichman stated that he has found a great deal of discouragement with the disabled population the Department of Rehabilitation serves. He was expecting a large increase of referrals but it was not happening. Disabled customers are not looking for jobs because they think no one is hiring.

Ms. Smith-Dohring inquired what jobs are available. Ms. Purdy stated that there will be jobs in the healthcare field but we will still see transportation, trucking and infrastructure jobs to come up. There is still a lot of excitement about clean energy.

Mr. Walker spoke of the opening of a nursing home facility for aging offenders. There is a demand for employees for this facility.

PG&E is expecting a 50% retirement of their line staff in the next five years. SETA is working with PG & E to train line workers. Mr. Walker stated that the Agency has also been working with the Census Bureau to recruit workers.

Comcast is redoing their whole system to install fibre optics; staff will be needed to fill those jobs.

Mr. Tsang stated that whatever direction we go, we need to look at the sustainability of jobs. As a group we cannot lose focus on the issue of long-term jobs. We need a rapid response team to make sure there is a clear communication between us and the employers and have staff ready immediately for employers. We also need to find a way to educate dislocated workers on where they can go for services and/or jobs.

Mr. Micciche stated that it is important not to get too far away from intent of stimulus package which is to get people to work as soon as possible with the focus on the public infrastructure. There are things for less skilled people like cleaning streams, etc., to get money pumped back into the economy.

Mr. Louie stated that there are many opportunities but they will not be advertised in light of all of the layoffs. In the renovation of the infrastructure, a lot of money will be spent on green energy. How can we help local industries win the contracts for the jobs? How do we stimulate and support companies that will go after the funds? The public sector may benefit but the private sector will actually be the companies going for the money.

Mr. Camp stated that the construction technology academy is a program especially for youth but he sees a less than desirable number of youth being put to work; is there an opportunity to have subsidized youth employment? Ms. Welsch stated that the package being discussed will include subsidized youth employment. We can also subsidize one young person but the employer may hire two. In years past, there was a large contingent of young people working in the parks, cleaning up the cemetery, etc. which was an opportunity for working in the public sector with a supervisor.

There are BICS at several of the career centers and one class offered is helping small businesses compete competitively for bids. SETA has to make sure we are marketing it better; historically these classes are well attended.

Ms. Parker would like to see funds encourage and enlarge the programs that we already have. We are doing well in our current programs, she would like to enhance and enlarge them.

Ms. Kossick stated that there is money going everywhere. We need to make sure we understand where the money is going to other people. Job Corps is getting a chunk of money; we have Mr. Zender on the board so we need to talk with board members receiving stimulus money to work with them.

Mr. Louie stated that we have to create jobs, not just fund employees or subsidize them. We have to invest in industries that actually create jobs. How do we stimulate the creation of jobs?

Mr. Younger suggested helping local companies and firms to win those jobs through marketing and address them through the economic stimulus package. We can collaborate with programs on energy efficient retrofits and information specific to our region.

Tim Taylor, County Office of Education, spoke of upcoming layoffs of classified staff. The South County One Stop and the district worked together to assist the dislocated staff to get them retraining. Some classified staff will be moved to around and will be doing very different types of jobs. There will be major cuts in summer funding. There are 15,000 ROP high school students looking for and wanting to work. They work mostly with dropouts but they tell the kids that they need to come to training and they will get a job if "they keep the promise." They can enroll most of the kids in an elective program to ensure they can get training in a lot of different areas.

Jim Knapp, Director of Development from Build America, was invited to speak by Mr. Camp. He spoke of a new program in Sacramento working with at-risk youth kids; the program targets kids that are not going to get jobs for a variety of reasons. He would like to see the funds go to new and interesting programs instead of older programs. There are a lot of programs out there but are they efficient/work together/do their jobs? If there are partnerships, make sure the funds are matched to serve more kids. When there is competition with CBOs, some of the competition creates hurdles. Instead of competing, we should work together. Identify the most at-risk and neediest kid for services. Maximize the efficiency of currently funded programs. They want to see targeted job creation, especially helping kids that do not get the help through other programs. It is not necessary to reinvent government. If you look at what has happened in the past 20/30 years, you can see that real change is necessary.

Ms. Smith-Dohring inquired whether there were opportunities to partner with other WIBS and Ms. Purdy stated that we work closely with surrounding workforce investment areas. Mr. Jason Buckingham from Golden Sierra was introduced.

Utilizing the ideas gleaned today staff will be moving forward to developing an RFP for agencies to help us to put together programs. Staff will update the board at their next meeting.

Mr. Tsang stated that we need to stay focused and let the community know what we are doing; we need to leverage as many partners as possible. We also need to get to the employers so they understand what benefits they can look forward

to. The financial industry is very interested in lending money again to businesses.

Ms. Portela stated that some of the alternative schools do not have computers. Students need to have access to computers; she suggested increasing internet technology capability for these students.

IV. Information Items

A. Dislocated Worker Update: No comments.

B. Augmentation of Workforce Investment Act, Title I, Adult Subgrant Agreements: No comments.

C. Committee Updates

- Youth Council: Mr. Kelly spoke of the upcoming design build competition and ACE program. The design/build competition is sponsored by Sacramento Builder's Exchange. Schools in the Sacramento region are given a set of materials and have to come up with design for a shed and approved by the local business and design department. This event this will be April 1 & 2 at Cosumnes River College. On Friday April 24 at Granite Construction the Construction Career Awareness Day program will take place. Each year, schools send 1,200-1,500 students to this event which educates kids on careers available in the construction industry. SETA is working with LEED on this program. Mr. Camp asked if there is any career opportunity for retooling diesel energy to meet the new environmental laws. Mr. Kelly replied that he hears from contractors that they are either refitting the equipment or passing the equipment on to other contractors. Ms. Purdy stated that a year ago SETA partnered with American River College and private sector auto dealers to develop a clean diesel mechanics program at Mather. Ms. Welsch stated that a recent training component was added last semester on retrofitting.
- Planning/Oversight Committee: Ms. Kossick looked at quarterly statistics and information is available to all board members. The Committee looking at a policy paper from LEED on Career Technical Education (CTE) and the global economy. It probably will be brought to the board for approval in March.
- Employer Outreach Committee: Ms. Carpenter stated that Sacramento Works has been more in the public eye and we are receiving more media requests due to the poor economy. There was a front page story in the Sacramento Bee in December about health care and job opportunities available. Channel 3 is doing a series of job seekers in different types of situations. A job coach meets with clients on camera about what to do, resume writing, etc. There are two more segments to be aired. Ms. Carpenter played a clip from Channel 3.

- Board Development Committee: Mr. Tsang thanked Barbara Hayes for recruiting quality board members. He also thanked staff for the breakfast.

V. **Other Reports**

1. **Chair:** The Board retreat will be March 3, from 8:00 a.m. until 3:00 p.m. at McClellan's Lion's Gate Hotel. The retreat will discuss a lot of interesting topics.
2. **Members of the Board:** Ms. Hayes reported that Los Rios Community College District was recently awarded a \$2 million grant in the area of clean energy. In addition, U.C. Davis was awarded \$2.5 million. SETA and the other WIBS are bringing the clean energy CEOs together in a roundtable. The roundtables will be held February 10, 12, 17, 25 in various locations around the region. First roundtables were held in 2007 and great information came out from it. This time they are checking back in with the employers to see what more we can do to help them succeed.

Ms. Smith-Dohring reported that Los Rios has done a great job to help develop training programs for pharmacy technician, laboratory technician, and ultrasound technicians. They have been a great partner with Sutter Health.

Ms. Purdy reported that staff SETA has been working with four community colleges to get their occupational career technical programs on the local training provider list where we can pay for tuition and fees.

Ms. Ferrari thanked EDD and SETA staff for serving the thousands of job seekers that are coming into the office on a weekly basis. The line staff is doing a fabulous job of proving services.

3. **Counsel:** No report.
4. **Public Participation:** Mr. Camp wants to find some way to thank the staff so they know that the Board knows how hard they are working. Ms. Espinosa stated that her staff really thrive on e-mails.

Mr. Mark Erlichman suggested that staff also be given information about potential funding and let them know there will be new programs and opportunities available in the near future.

- VI. **Adjournment:** Meeting adjourned at 9:39 a.m.

ITEM III-A – DISCUSSION/ACTION

APPROVAL OF REVISED STRATEGIC BUSINESS PLAN/PLANNING RETREAT
FOLLOW-UP

BACKGROUND:

On March 3, 2009, Sacramento Works, Inc. held a Strategic Planning Retreat facilitated by Larry Bienati, Ph.D. The purpose of the retreat was to update new Board Members on the strategic planning process to date, identify possible opportunities resulting from the American Recovery and Reinvestment Act of 2009, revisit and revise the current Strategic Business Plan, clarify the Board of Director roles and resulting expectations, brainstorm appropriate strategies and action steps, and leave with a focused, practical and successful direction for the future.

Attached is a summary of the revisions to the mission, vision and goals of the Sacramento Works Strategic Plan and the strategies that were developed at the retreat. Each goal has been assigned to a committee. Each committee is reviewing and finalizing the strategies during their meetings in March and April and will be working with staff and community members to brainstorm success metrics and expected outcomes. The final product will be reviewed by Committees in May, 2009 and then approved by the full board.

RECOMMENDATION:

Review the attached summary and make changes, if appropriate, to the Strategic Plan.

Sacramento Works, Inc. Strategic Planning Session

- 1.0 **Vision Statement:** Suggestion noted that we add the words “support or sustain” to the vision. No closure here. Alternatives:

Building a dynamic workforce for the Sacramento Region

Building and supporting a dynamic workforce for the Sacramento Region

Supporting and sustaining a dynamic workforce for the Sacramento Region

- 2.0 **Mission Statement:** Suggested we replace “unites” with “collaborates” and replace business, labor and public agencies with the term “workforce community.” Also suggested we replace the word “economy” but no closure noted here. (We still need to work on this). Alternatives:

Sacramento Works facilitates collaboration to assure qualified and trained workers are available to meet the employment needs of the region.

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

- 3.0 **Expectations** going forward in this year’s plan

- We need more strategic involvement by the Board
- Ensure we have measured outcomes and follow-up processes
- Align plan with current stimulus process
- Quarterly review of goals and strategies
- We may need to rework the committee structure
- We need to provide better direction to the current committees
- We need to not lose focus of current mission
- Let staff drive the strategies and actions; don’t get in their way
- We need to continue efforts to align to green tech jobs

- 4.0 **Goal Templates and Strategies**

4.1 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. Update workforce intelligence and labor market information and revisit critical occupational clusters
2. Identify impact of recession on region and plan economic stimulus investments

3. Provide oversight for economic stimulus investments
4. Ensure services and activities for all levels of workers
5. Provide policy guidance to ensure training dollars target diverse population groups and people with multiple barriers to employment
 - -75% of all training dollars go to critical occupational clusters (**example of metric**)
7. Develop Return on Investment policy (wages, benefits, official AID, official SSI) to measure and publicize success of recovery/stimulus investment.
8. Implement coaching strategies for identifying and marketing job seeker's transferable skills

4.2 Goal 2 (Employer Outreach Committee) Attract and Serve Regional Employers or 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
5. Integrate diversity and inclusion in outreach to employers

4.3 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

**4.4 Goal #4 (Planning/Oversight Committee)
Continuously improve the One-Stop Career Center system, or
Ensure the One-Stop Career Centers system is responsive to the changing
needs of the business community.**

Strategies:

1. Integrate diversity and inclusion in outreach to employers and job seekers
2. Continuously improve the one-stop career center system service delivery
3. Regularly assess employer needs and satisfaction
4. Regularly assess job seekers' needs and satisfaction
5. Provide best practice tools for one-stop centers
6. Maximize leverage of partners

5.0 **Next steps:** Committees meet in March to refine goals and strategies. Larry Bienati and his team assist staff to develop success measures for the plan. We then assign accountability and drive specific action plans with Board and staff and set up a quarterly measurement system in April 2009.

ITEM III-B – DISCUSSION/ACTION

APPROVAL TO RELEASE A REQUEST FOR PROPOSALS FOR 2009-2010 AMERICAN RECOVERY AND REINVESTMENT ACT (ARRA) AND WORKFORCE INVESTMENT ACT (WIA) TITLE 1

BACKGROUND:

On February 17, 2009, President Obama signed the American Recovery and Reinvestment Act which provides funding to state and local government to preserve and create jobs, promote the nation's economic recover and assist those most impacted by the recession.

In utilizing the funding in the Recovery Act, the workforce system must be guided by four principles:

- Transparency and accountability
- Timely spending of the funds and implementation of activities
- Increasing workforce system capacity and service levels
- Using data and workforce information to guide strategic planning and service delivery

Staff drafted this Request for Proposals to solicit innovative programs that meet the goals stated in the Recovery Act and also are consistent with the goals of Sacramento Works, Inc., as defined in the recent Strategic Planning Retreat.

While the Operational Agreement between the SETA Governing Board and Sacramento Works, Inc. states that the SETA Governing Board is solely responsible as the fiscal agent for funds allocated to Sacramento County and has the sole authority and discretion to enter into contracts, it is the responsibility of Sacramento Works, Inc. to set workforce policy and plan the implementation of workforce development programs in the County. To ensure involvement and engagement in the recovery effort, staff is requesting that Sacramento Works board is involved in the funding process in two ways:

1. Review the Request for Proposals (RFP), Section III Description of Services Requested (page 2-5 of the attached RFP) to ensure that services and programs to be solicited for funding are consistent with the goals and strategies developed at the Sacramento Works board retreat and make suggestions for enhancing or strengthening the proposed services.
2. Authorize the Planning/Oversight Committee to review and comment on the staff funding recommendations prior to presenting them to the SETA Governing Board for funding approval. Planning/Oversight Committee comments would be forwarded to the SETA Governing Board with the staff funding recommendation to give the Governing Board additional information to consider. Funding

decisions and on-going updates on each funded program will be included as information items on the Sacramento Works, Inc. board agendas.

A draft copy of the RFP has been sent under separate cover.

RECOMMENDATION:

Approve the release of a Request for Proposals for 2009-2010 American Recovery and Reinvestment Act (ARRA) and Workforce Investment Act (WIA) Title 1.

ITEM IV-1 - INFORMATION

SACRAMENTO COUNTY DEPARTMENT OF HUMAN ASSISTANCE/SACRAMENTO WORKS, INC. ECONOMIC WORKFORCE STIMULUS COLLABORATION

BACKGROUND:

The local Sacramento economy, like California and the nation, has experienced a substantial loss of jobs over the past year. With the unemployment rate in excess of 10%, the demand for public assistance and employment services increases every day. As such, the Sacramento County Department of Human Assistance (DHA) seeks to partner with the Workforce Investment Board (WIB) to prepare clients to participate in the local workforce by increasing their employment and earning potential, improve their educational and occupational skills, and reduce or eliminate their dependence on public assistance. A strategic approach utilizing innovation and collaboration is essential to prepare future and current workers for a new economy and will extend the services currently provided by the CalWORKs Welfare-to-Work (WTW) program.

CalWORKs Applicants – Average 1400 Applications Per Month (2008)

A recent survey of DHA CalWORKs applicants indicates:

- Over 50% are new to the welfare rolls.
- Approximately 55% are dislocated workers who are either underemployed or were employed within the prior six months.
- Primary occupations include construction, customer service, food service, and health care. A small percentage have worked at their own business.
- Approximately 80% have completed at least high school or GED.
- Nearly 50% have a child under 2 years old.
- The most commonly reported barrier was family issues related to divorce or child custody.
- 60% have a car, while 27% rely on public transportation.

In addition, administrative data indicates that many clients have language barriers that impact their employability and hinder their career advancement. The top three non English speaking primary languages are Spanish (8%), Russian (6%), and Hmong (5%).

DHA/Sacramento Works, Inc. Career Fair

The DHA has proposed a collaborative effort between Sacramento Works, Inc. and DHA to host a Career Fair(s) to attract and assess potential candidates receiving welfare to access job assistance services. The purpose of the Career Fair will be to:

- Update resumes
- Screen for career interests

- Gather and record employment history and educational background
- Assess need for ancillary services such as transportation and child care
- Assess for barriers

Collaboration will insure that Sacramento's unemployed and underemployed clients are afforded a continuum of education and training that will allow them to "retool" themselves for stable, reliable, higher-wage jobs. Working together we can leverage resources to address the current economic challenges and continuously prepare future workers for careers in the industries that are most vital to our community.

ITEM IV-2 - INFORMATION

PRESENTATION OF ENTERPRISE ZONE DESIGNATION

BACKGROUND:

The California Legislature created the Enterprise Zone Program to stimulate economic growth in the most economically distressed areas of the state. California currently has 42 enterprise zones, which are designated for a 15-year period and create a partnership between local government and private companies to generate new private-sector investment and growth. The Enterprise Zone and Local Agency Military Base Recovery Area (LAMBRA) program both establish a geographical area in which companies are eligible for exclusive state incentives and programs, including:

- Tax credits for sales and use taxes paid on qualified machinery purchases
- Tax credits for hiring qualified employees
- Interest deductions for lenders on loans to firms within the EZ/LAMBRA areas
- A 15-year net operating loss carry-forward
- Accelerated expense deductions; and
- Priority for various state programs such as contracts

Sacramento County currently has three Enterprise Zones and two LAMBRA Zones:

- Sacramento Army Depot Enterprise Zone
- Florin Perkins Enterprise Zone
- Northern Sacramento Enterprise Zone
- Mather Air Force Base LAMBRA Zone
- McClellan Air Force Base LAMBRA Zone

Two of three of the Enterprise Zones are set to expire this year. Sacramento Housing and Redevelopment Agency (SHRA) staff will complete and submit the application for re-designation of the Enterprise Zones, and then complete the transfer of the Hiring Tax Credit (HTC) Voucher application program to SETA.

Currently companies that apply for the HTC vouchers pay a \$30 one-time, nonrefundable fee per application. The application fee is locally determined, with \$10.00 of the fee submitted to the State of California and the remainder used locally to fund the program. Currently, the voucher application volume is 1,200 annually.

In April of 2008, staff from the City of Sacramento Economic Development Department, Sacramento County Economic Development Department, SHRA and SETA met. It was proposed since SETA's configuration, as a joint-powers agency between the City and County was similar to that of SHRA, that SETA take over the Vouchering Program. The State of California's Enterprise Zone Program has changed over the years and is more aligned with the goals and missions of workforce and economic development. Since SETA provides services to both employers and job seekers, the addition of

ITEM IV-2 – INFORMATION

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Enterprise Zone Vouchers creates a seamless approach for job seekers and employers seeking to take advantage of Enterprise Zone Tax Credits while enhancing the continuity of services. The Enterprise Zone program will become another valuable marketing tool and service for SETA to discuss with employers already interested in our services, as well as the potential to provide more linkages to employers throughout the City and County.

Since that meeting, SETA staff has been working closely with the SHRA Enterprise Zone Voucher Manager reviewing and approving vouchers, along with learning Enterprise Zone regulations. In addition, SETA staff is working with the City and County of Sacramento, SHRA and other jurisdictions to develop and submit an application for the designation of the Sacramento Enterprise Zone. This new zone, if approved, will include the three current zones and expand the eligible area for tax credits considerably.

The City Council and County Board of Supervisors approved the transfer of the Tax Credit Voucher Program to SETA. This transfer is expected to create new opportunities for both agencies. The Enterprise Zone Voucher Program Application process gives SETA a new significant contact point with companies hiring, growing and employing people with barriers to employment. The transfer of this program function frees the Sacramento Housing and Redevelopment Agency to concentrate on the housing and community development and prospective economic stimulus proposals related to its mission.

ITEM IV- 3 – INFORMATION
DISLOCATED WORKER UPDATE

BACKGROUND:

The most current dislocated worker update will be distributed at the meeting and staff will be available to answer questions.

Dislocated Worker Information PY 2008/2009

The following is an update of information as March 17, 2009 on the Worker Adjustment and Training Notification (WARN) notices and Non WARN notifications in Sacramento County

WARN STATUS	MONTH RECEIVE NOTICE	COMPANY AND ADDRESS	WARN STATUS	# OF AFFECTED WORKERS	SETA'S INTERVENTION
Official	3/10/2008	CSAA Elk Grove, CA	3/28/2008	26	RR Scheduled Services Ongoing
Official	5/23/2008	Sun MicroSystem-Sacramento Site 8880 Cal Center Sacramento, CA 95826	8/8/2008	1	Mailed packet
Official	7/1/2008	Intuit, Inc. 1860 Howe Ave., Ste. 260 Sacramento, CA 95825	8/25/2008	6	8/25/2008
Unofficial	7/2/2008	Room Source 849 North 10th Street Sacramento, CA 95814	7/18/2008	25	7/18/2006
Official	7/7/2008	Windsor Capital Group, Inc. Residence Inn Sacramento 2410 El Camino Ave. Sacramento, CA 95833	8/29/2008	87	Declined Services
Official	7/11/2008	American Airlines 6900 Airport Blvd Terminal B Sacramento, CA 95837	9/5/2008	8	8/7/2008
Official	7/23/2008	Indymac Bank 10860 Gold Center Drive Rancho Cordova, CA 95670	8/29/2008	109	Declined Services
Official	7/23/2008	GenCorp-Aerojet Highway 50 & Aerojet Rd Rancho Cordova, CA 95670	9/23/2008	99	9/24/2008
Official	7/24/2008	Paramount Pictures 5555 Melrose Ave Hollywood, CA 90038	9/22/2008	1	Declined Services
Official	8/5/2008	AT&T Advanced Solutions Inc., Broadband & Narrowband Operations 3675 T. Street Sacramento, California	9/6/2008	188	9/10-11/08 RR scheduled 9/17/08
Unofficial	8/7/2008	Western Wood Manufacturing 3700 Riego Rd Elverta, CA 95626	9/25/2008	35	9/4/2008
Unofficial	8/14/2008	Winter Volvo 3805 Florin Rd Sacramento, CA	8/26/2008	45	8/20/2008
Unofficial	9/9/2008	Muzio Baking Co. 1708 34th Street Sacramento, 95816-7004	9/9/2008	15	Delivered Packets
Unofficial	9/15/2008	Ikon 1225 8th Street, Sacramento, CA 95814	9/15/2008	10	9/15/2008

Dislocated Worker Information PY 2008/2009

The following is an update of information as March 17, 2009 on the Worker Adjustment and Training Notification (WARN) notices and Non WARN notifications in Sacramento County

WARN STATUS	MONTH RECEIVE NOTICE	COMPANY AND ADDRESS	WARN STATUS	# OF AFFECTED WORKERS	SETA'S INTERVENTION
Unofficial	10/3/2008	Bank of America 11080 White Rock Road Ste. #500 Rancho Cordova	10/10/2008	15	10/9/2008
Official	10/10/2008	Wachovia 1510 Arden Way Sacramento, CA 95825	7/5/08 - 12/31/08	56	Pending
Official	10/1/2008	Johnson Controls 1900 Prairie City Rd Folsom, CA 95630	12/7/2008	36	Pending
Official	10/28/2008	Mervyns Sacramento, CA	12/31/2008	512	11/14/2008
Official	10/29/2008	CSAA Elk Grove, CA	12/31/2009	346	RR Scheduled 11/24/08 Services Ongoing
Official	11/13/2008	Michael's Furniture 5849 88th St. Sacramento, CA	12/31/2008	123	12/19/2008
Official	12/4/2008	Panattoni 8775 Folsom Blvd, Suite 200 Sacramento, CA 95826	2/5/2009	91	Declined Services
Official	12/12/2008	Marvell Semiconductor, Inc. 890 Glenn Drive Folsom, CA 95630	2/13/2009	3	Pending
Unofficial	12/19/2008	Borders 4750 Natomas Blvd. Sacramento, CA 95835	1/3/2009	30	12/23/08 Delivered Packets
Official	1/9/2009	Health Net, Inc. 12033 Foundation Place Rancho Cordova, CA 95670	3/12/2009	80	2/18-19/09 RR Scheduled 4/21/09
Official	1/12/2009	JC Penney 5949 Fair Oaks Blvd. Carmichael, CA 95608	3/30/2009	244	1/12-15/09
Unofficial	1/20/2009	COUNTY OF SACRAMENTO-DHS SACRAMENTO, CA		20	2/17/2009
Official	1/21/2009	Optisolar McClellan, CA 95652	3/21/2009	105	Declined Services
	1/21/2009	Circuit City 2121 Arden Way Sacramento, CA 95815	3/21/2009	57	2/10/2009
Official	1/21/2009	Circuit City 8211 Laguna Blvd. Elk Grove, CA 95758	3/21/2009	57	RR Scheduled 3/12/09
Official	1/21/2009	Circuit City 7980 Arcadia Citrus Heights, CA 95610	3/21/2009	45	RR Scheduled 3/4/09

Dislocated Worker Information PY 2008/2009

The following is an update of information as March 17, 2009 on the Worker Adjustment and Training Notification (WARN) notices and Non-WARN notifications in Sacramento County

WARN STATUS	MONTH RECEIVE NOTICE	COMPANY AND ADDRESS	WARN STATUS	# OF AFFECTED WORKERS	SETA'S INTERVENTION
Unofficial	1/23/2008	Bank of America 11080 White Rock Road Ste. #500 Rancho Cordova	2/16/2009	25	RR Scheduled 2/11/09 Services Ongoing
Official	1/28/2009	Delta Dental 11155 Internantional Drive Rancho Cordova, CA 95670	3/31/2009	68	Declined Services
Official	2/4/2009	LifeMasters 10989 Trade Center Dr. #200 Rancho Cordova, CA 95670	3/30/2009	110	2/23/2009
Unofficial	2/12/2009	USAA*	9/1/2009	626	Pending
		*AN OFFICIAL WARN NOTICE WILL BE ISSUED			
Official	3/5/2009	Marvell Semiconducto, Inc. 1890 Glenn Drive Folsom, 95630	5/4/2009	2	Pending
Official	3/10/2009	Sacramento Bee 2100 Q Street Sacramento, 95852	5/9/2009	128	Pending
			Total # of Affected Workers	3434	

ITEM IV- 4 - 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.