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REGULAR MEETING OF THE SACRAMENTO WORKS, INC. BOARD

DATE: Wednesday, January 26, 2011

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

Page Number

- I. **Call to Order/Roll Call**
 - ➔ **Introduction of New Board Members**
 - Troy Givans, Sacramento County Economic Development Department
 - ➔ **Member Spotlight (10 Minutes)**
 - Lorenda Sanchez, California Indian Manpower Consortium
 - David Younger, Lionakis Design Group
 - ➔ **Presentation:** Suzanne Mayes, Valley Vision: Report out on the Clean Tech Energy CEO Roundtable Results
- II. **Consent Item** (2 minutes)
 - A. Approval of Minutes of the November 17, 2010 Meeting 3-7
- III. **Discussion/Action Items** (20 minutes)
 - A. Review and Approval of the Request for Proposals for WIA Youth Program Services for the Fiscal Year Beginning July 1, 2011 8

B.	Approval of the 2010-11 Workforce Investment Area Plan Summary	9-29
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C.	Employer Recruitment Activity Report (William Walker)	38-39
D.	Unemployment Update from the Employment Development Department (Robin Purdy)	40-45
E.	Committee Updates	46
V.	<u>Other Reports</u> (5 minutes)	47
1.	Chair	
2.	Members of the Board	
3.	Counsel	
4.	Public Participation	
VI.	<u>Adjournment</u>	

DISTRIBUTION DATE: THURSDAY, JANUARY 20, 2011

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

Goals

Goal 1 (Planning/Oversight Committee)

Prepare customers for viable employment opportunities and career pathways in the region by improving the one stop career center system.

Goal 2 (Employer Outreach Committee)

Support regional employers' efforts to hire, train, and transition employees by enhancing and communicating the availability and value of Sacramento Works' employer and business services.

Goal 3 (Youth Council)

Prepare youth to thrive and succeed in the regional workforce by providing relevant work readiness and employment programs and engaging regional employers and academia.

ITEM III-A – CONSENT

APPROVAL OF MINUTES OF THE NOVEMBER 17, 2010 MEETING

BACKGROUND:

Attached are the minutes of the November 17, 2010 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, November 17, 2010
8:00 a.m.

I. Call to Order/Roll Call: Ms. Parker called the meeting to order at 8:02 a.m.

Members Present: Leslie Botos, Bill Camp, Lynn Conner, Mike Dourgarian, Mark Erlichman, Jason Hanson, Barbara Hayes, William Karns, Matt Kelly, Daniel Koen, Kathy Kossick, James Lambert, Frank Louie, Elizabeth McClatchy, Michael Micciche, Kim Parker, Tanja Poley, Maurice Read, Lorenda Sanchez, Mike Testa, Dan Throgmorton, Kingman Tsang, Bruce Wagstaff, Terry Wills, Rick Wylie, David Younger.

Members Absent: Larry Booth, Brian Broadway, Diane Ferrari, David Gordon, Bernadette Halbrook, Lisa Harr, Gary King, Matt Mahood, Dennis Morin, Deborah Portela, Anette Smith-Dohring.

➤ **Introduction of New Board Members:** Three new board members were introduced; each spoke about their qualifications and interest to work on this board.

- ✓ Daniel Koen, Negotiations & Organization Development Specialist, California Teachers Association
- ✓ Coreena Conley, Site Director, Sacramento Veterans Resource Center
- ✓ Martha Penry, Area Director, California School Employees Assn.

➔ **Member Spotlight:** The purpose of this is to try to get to know board members a little better; each time take a few minutes to highlight board members. This month, the Spotlight is on:

- ✓ Rick Wylie, Beutler Corporation, and
- ✓ Kim Parker, California Employers Association

II. Presentation: Quarterly Economic Update - Ryan Sharp, Center for Strategic Economic Research

Mr. Ryan Sharp reported that this is the final of the four quarterly updates. For the six county region the past quarter job growth has flattened out. The Sacramento region is affected by the largely governmental jobs. The largest number of jobs lost was in the construction industry. This briefing included a review of the economic conditions in the area. More information can be found on the web site.

Mr. Kelly left at 8:30 a.m.

Mr. Sharp stated that the region will see another rough year and will see flat job growth until June 2011. There will not be a significant increase in jobs for a while.

Mr. Wagstaff inquired when improvement can be anticipated; Mr. Sharp stated that economists are showing positive growth for the state about 2012. Government will not be a huge employer in the coming years; the unemployment rate for Sacramento will be below 10% when it is currently at 13%.

III. Consent Item

A. Approval of Minutes of the September 22, 2010 Meeting

Minutes were reviewed; no questions or corrections.

Moved/Camp, second/Younger, to approve the September 22 minutes.
Voice Vote: Unanimous approval.

Ms. Hayes left the room at 8:53 a.m.

IV. Discussion/Action Items

1. Approval to Submit a Request to Transfer Workforce Investment Act Dislocated Worker Funds to Adult Funds

There were no questions or comments on this item.

Moved/Camp, second/Wylie, to approve submission to the State of California, Employment Development Department of a request to transfer 50 percent of the WIA Dislocated Worker funds into the WIA Adult funding stream for 2010-2011.
Voice Vote: Unanimous approval.

2. Approval of Use of Board Initiative Funds

Mr. Testa left the room at 8:54 a.m.

Ms. Purdy stated that this is a request to use board initiative funds to work on things the board wants to study. SACTO is requesting \$15,000 to fund the first part of a research based on some work done through SACOG looking at the education sector.

Mr. Ryan Sharp spoke on behalf of SACTO and explained that an asset map is a method of getting an inventory of resources, strengths and relationships of areas being studied. The purpose of the study is to answer the question of what

resources are available in the region such as research programs, connections with business community, students connected to the region, as well as the economic aspects.

Mr. Dourgarian asked what will be done with the information. Since the board has funded a number of studies, can those studies be used to show what has been done in this organization to ensure the resources are allocated properly? Ms. Purdy stated that this study would provide information to our career centers on the training/classes available in the region; this would provide additional resources for job seekers. Ms. Kossick stated that staff does not anticipate putting more workforce funds toward this. Mr. Tsang thinks this would be an investment and since board initiative funds are being utilized for the study, no scholarship funds will be affected.

Mr. Mark Erlichman inquired about how much funding is available; Ms. Purdy stated that \$50,000 is remaining. There was another study done in conjunction with Los Rios in information/digital literacy for \$10,000. Mr. Tsang wants to make sure SACTO uses these funds only for the preparation of the study.

Ms. Conley inquired why there was not a cost breakdown of how the funds are to be used and Ms. Kossick replied that the dollars are all labor for research center staff. Ms. Purdy stated that traditionally, contractors are paid on a fee for service basis with benchmarks.

Mr. Wagstaff asked that staff present a plan to the board to address the concerns. Mr. Dourgarian stated that the board has invested in a number of studies but he does not have clarity that the strategy of investing in studies has led to positive outcomes for this board or for the community. He questions the strategy in investing in a study and does not see that it has been a positive trend for this board.

Moved/Camp, second/Micciche, to approve the use of \$15,000 in board initiative funds to support the efforts to grow the education sector in the Sacramento region.

Roll Call Vote: Aye: 23, Nay: 2 (Dourgarian and Lambert), Abstentions: 0

IV. Information Items

- A. Update on Implementation of the Workforce Investment Act Gold Standard Evaluation: Ms. Purdy stated that staff is working to define the study which will be testing the intensity of services. There will be an information update on this issue every meeting. The Department of Labor will be paying the Agency to participate in this evaluation.
- B. Update on Regional Industry Cluster of Opportunity Planning Process

for the Clean Energy Technology Sector in the Sacramento Region: Mr. Ryan Sharp reviewed this report and answered questions.

- C. Update on Implementation of Jobs.SacramentoWorks.org: No additional information.
- D. Sacramento Works One Stop Career Center First Quarter Report 2010-2011: No additional information.
- E. ARRA Workplace Learning/Job Creation Program Outcomes: No additional information.
- F. 2010 Sacramento Works for Youth Summer Program: No additional information.
- G. WIA Youth Procurement Planning: No additional information.
- H. New Sacramento Works Logo: Ms. Terri Carpenter stated that the old logo was produced in the late 1990's. The updated logo reflects that Sacramento Works is comprised of much more than just the One Stops. The Executive Committee reviewed and approved this at their meeting on Monday.
- I. Dislocated Worker Report: No additional information.
- J. Employer Recruitment Activity Report: No additional information.
- K. Unemployment Update from the Employment Development Department: No additional information.
- L. Committee Updates: The Board Development Committee is working to secure a few applicants to fill a private sector seat.

V. Other Reports

- 1. Chair: Ms. Parker reminded board members to complete their AB 1234 training. Mr. Cunningham stated that board members are required to complete this training to maintain membership on the board. Staff and legal counsel are considering doing a live AB1234 training to be more interactive.
- 2. Members of the Board: Dr. Throgmorton stated that Convergence will be held on December 10 with a focus on technology and entrepreneurship. The digital literacy report will be presented. Sunny McPeak will be the keynote speaker. Mr. Camp asked for information be sent out to board members. Board members were asked to contact Ms. Kossick if they were interested in attending.
- 3. Counsel: No report.
- 4. Public Participation: None.

Adjournment: The meeting was adjourned at 9:53 a.m.

ITEM III-A – ACTION

REVIEW AND APPROVAL OF THE REQUEST FOR PROPOSALS FOR WIA YOUTH PROGRAM SERVICES FOR THE FISCAL YEAR BEGINNING JULY 1, 2011

BACKGROUND:

The Sacramento Works Youth Council began the public planning process for the procurement of WIA Youth services in the Fall of 2010. These meetings have included overviews of various Youth Council initiatives, options for new strategies and input from the community. These strategies have included:

- **Youth-related Green strategies**
- **Career Pathways**
- **Targeting services to very high-risk youth**
- **Service Learning**
- **Integration of WIA youth program elements in career centers and new program concepts.**

The Sacramento Works Youth Council reviewed the incorporation of these strategies into the WIA youth program design. On January 18, 2011, the Youth Council approved the WIA Youth Services Request for Proposals(RFP) for the WIA Youth Program Services.

A copy of the outline of the RFP will be sent under separate cover.

RECOMMENDATION:

Review and approve the Request for Proposals for the WIA Youth Program Services for the Fiscal Year beginning July 1, 2011.

ITEM III-B - ACTION

APPROVAL OF THE 2010-11 WORKFORCE INVESTMENT AREA
PLAN SUMMARY

BACKGROUND:

The Sacramento Employment and Training Agency (SETA) submitted the initial Workforce Investment Area Strategic Plan in December, 1999, effective July 1, 2000 for Fiscal Year 2000-2001. The plan has been updated annually for the past eleven years. This year the State's Employment Development Department (EDD) issued a Draft Directive informing Local Workforce Investment Areas that they have the option to either extend PY 2009-10 local plan modifications through PY 2010-11 or to submit a summary to EDD of any significant changes to the previous year's plan. SETA has opted to submit a plan summary. The 2010-11 Sacramento Workforce Investment Area's Plan Summary addresses significant changes that have been implemented or are planned for implementation during the current Fiscal Year (FY 2010-2011) and an update on the Strategic Plan developed by Sacramento Works, Inc. in 2009.

The Planning/Oversight Committee reviewed and approved this at their January 19 meeting. Staff will be available to answer questions.

RECOMMENDATION:

Approve the 2010-2011 Sacramento Local Workforce Investment Area's Plan Summary.

2010-11 WIA PLAN SUMMARY

Background:

The Sacramento Employment and Training Agency (SETA) submitted the initial Workforce Investment Area Strategic Plan in December, 1999, effective July 1, 2000 for Fiscal Year 2000-2001. The plan has been updated annually for the past eleven years. This year's WIA Plan Summary addresses significant changes that have been implemented or are planned for implementation during the current Fiscal Year (FY 2010-2011).

The WIA PY 2010-11 Plan Summary includes:

- Local economic conditions, workforce intelligence, and green jobs forecast.
- A summary of the Sacramento Works, Inc. Strategic Plan goals, objectives and outcomes
- The identification of viable critical occupation clusters through analysis of current workforce intelligence and labor market information.
- Clean Energy Workforce Training Program and Green Workforce Initiatives and partnerships focused on providing un/underemployed individuals (and other targeted populations), with entry-level or advanced training that will prepare them for competitive Green Jobs.
- The California New Start Project, which establishes a partnership between the Sacramento Works One-Stop Career Centers (SWCCs) and the CA State Department of Corrections and Rehabilitation (CDCR), to eliminate recidivism while improving opportunities for the reintegration of parolees.
- The Veterans' Employment-Related Assistance Program (VEAP), which establishes a partnership between SETA, PG&E's Power Pathways program and the Los Rios Community College District to create a training and employment pathway for recently separated veterans, leading to jobs at PG&E and other utility companies.
- The National Emergency Grant (NEG), a one-time ARRA-funded program that provides OJT opportunities for "prolonged unemployed" dislocated workers.
- CalWORKs funding, continuing a partnership between SETA and Sacramento County Department of Human Assistance (DHA) to provide OJT opportunities to eligible CalWORKs recipients.
- The Disability Program Navigator (DPN) Initiative, wherein SETA continues to focus on cultivating partners and strengthening the staff capacity at the SWCCs in providing services and support to job seekers with disabilities.
- Healthcare Initiatives, continuing the partnership between SETA and the Los Rios Community College District in providing customers the necessary skills to help them pursue careers in high growth healthcare sector jobs.

- Talent Transfer Construction Initiatives, continuing the partnership between SETA, the Sacramento Sierra Building and Construction Trades Council and their members, Los Rios Community College District to provide retraining and employment services to dislocated construction workers.
- Strategic changes implemented by SETA to its Integrated Service Delivery model.
- Plans for implementation of Waivers to the Workforce Investment Act which have been approved by the U.S. Department of Labor, including
 - Increase in Employer Reimbursement for On-the-Job Training
 - Incumbent Worker Training
 - Description of pre-existing statewide waivers
- New and/or Updated Policies
 - OJT Policies and Procedures/Contract Document/Reimbursement Percentage to Employers
 - Virtual OneStop System (VOS) Staff-Assisted Employer Registration Process
 - Financial Assistance Award
 - Eligibility and Data Collection
 - Guidelines for Scanning Right-to-Work (RTW) Documents
- Service delivery changes replacing SMARTware, the automated tracking system used by the SWCC system, with Geographic Solutions Virtual One-Stop (VOS), a state-of-the-art internet-based, electronic one-stop career center system.
- Youth Programs and Services
 - Sacramento Regional Green Jobs Corps
 - CalGRIP and the Sacramento Safe Community Partnership (SSCP)
 - Youth Program Procurement
 - New and/or Updated Policies

I. LOCAL ECONOMIC CONDITIONS, WORKFORCE INTELLIGENCE, AND GREEN JOBS FORECAST -

Data from the Employment Development Department (EDD) demonstrates that Sacramento County's unemployment rate peaked at 13.1 percent in March 2010 with 90,100 unemployed in a labor force of 688,500. EDD's most recent data shows that Sacramento County had an unemployment rate of 12.8 percent as of November 2010. The County's average job growth rates have trailed national and state averages, and the County continues to experience negative job growth in major labor sectors. However, forecasts for 2011 indicate that the local workforce will continue to improve and 4 of the largest sectors will reach positive job growth in the 2011 third quarter.

Third quarter (2010) data from the Center for Strategic Economic Research (CSER) indicates that the regional job loss rate will continue to improve during 2011. The most significant gains will occur in the third quarter of 2011. CSER's Sacramento Region Business Forecast shows the Sacramento area experiencing an average annual job growth rate of -2 percent over the 12 month period ending in September 2011. Although this growth rate reflects an average loss of 17,000 jobs, it constitutes an improvement over the past 12 months. Between December 2009 and November 2010, the region experienced an annual job growth rate of -2.7 percent, constituting 22,900 lost jobs.

The forecast also indicates that job growth will improve for 8 of Sacramento County's 11 largest job sectors. The data shows that the Manufacturing, Construction, Financial Activities, and Education and Health Services sectors will reach positive job growth in the 2011 4th Quarter. Construction, Manufacturing and Business and Professional sectors will experience the most significant gains in 2011. Despite these short-term gains, long-term workforce conditions remain uncertain for Sacramento County because government job growth continues to recover at a low rate. As the region's largest employer, public sector employment is strongly linked to overall economic improvement. Broader economic growth would benefit the sectors with slower job growth.

Although recent economic conditions resulted in layoffs and business closures, budget cuts, and housing foreclosures, SETA is working to create new opportunities for job seekers and innovative business strategies that will prepare a strong workforce and a promising future for the Sacramento region. Together with business, labor, education, and community-based organizations, SETA is making significant investments in training and employment services to develop and match the skills of the workforce to meet the demand for jobs with a positive outlook.

Green Jobs Forecast:

Sacramento consistently led California in green job growth for the last decade. State and local policies and a focused effort by leaders in business, labor, education, and government will lead to greater investment in green jobs in the future. By adopting green growth policies and investing in infrastructure to implement those policies early, Sacramento remains well-positioned to lead California's future green economy.

Between 1995 and 2008, green jobs grew by 87 percent in Sacramento. During the same period, the region increased its air and environmental quality jobs by 157 percent. Sacramento also experienced a 141 percent growth in energy production jobs

In addition to increasing its green workforce, the region also invested in green infrastructure and served as a hub for environmentally-friendly consumerism. In 2009, the Natural Resources Defense Council (NRDC) ranked Sacramento in its top ten for green building, energy production and conservation and environmental standards and participation. The Nielsen Company ranked Sacramento in its top ten markets with residents most likely to participate in green energy programs.

AB 32 (California's Global Warming Solutions Act of 2006) requires the state to reduce its greenhouse emissions by 30 percent before 2020. In 2010, the California Air Resources Board (CARB) estimated that AB 32 will create 10,000 new jobs in California over the next decade. AB 32 implementation will require significant local investment in green technology to ensure that the Sacramento continues to meet mandates included in the measure.

Sacramento's public private and non-profit entities are taking steps to ensure that the region's green job market maintains its competitive edge. The Sacramento Municipal Utility District (SMUD) is in the process of installing digital smart meters. The meters automatically transmit energy use information wirelessly and will allow consumers to observe and control their energy use on an hourly, daily and monthly basis. SMUD anticipates that this new Smart Grid will encourage the growth of energy-efficient manufacturing and consumerism. Smart meter installation will support job growth by creating an energy infrastructure that requires green-tech trained utility workers. In January, 2011, SETA recruited and screened applicants for Utility Partners of America (UPA), the company that SMUD selected to install SMARTmeters and is funding a combination of classroom and on-the-job-training for up to 30 new hires at UPA.

Sacramento's green-tech workers will also benefit from the region's growing reputation as a global destination for green manufacturing. Several companies have announced plans to open new plants in the Sacramento area. Japanese machine-tool maker Mori Seiki has plans to open a plant in Davis employing 150 people. The German solar energy company, Mounting Systems, is establishing its North American headquarters in West Sacramento in January and will employ at least 100 workers. ErgSol is scouting locations for a thermal collection plant in Sacramento, and is projecting to employ 800 workers at peak production. Sacramento Works has provide recruitment, screening and training incentives to a wide range of clean energy technology employers in the last year, including Beutler Corporation, N Solar, Inc., Siemens Corporation, OPDE, Solar Power, Inc., and ZETA Homes.

II. UPDATE ON SACRAMENTO WORKS STRATEGIC PLAN

At the Sacramento Works, Inc. Board Retreat, the board developed three strategic goals:

1. Support regional employers' efforts to hire, train and transition employees by enhancing and communicating the availability and value of Sacramento Work Business Services.
2. To prepare customers for viable employment and career pathways in the region by improving and enhancing the services provided through the Sacramento Works Career Center system.
3. Prepare youth to thrive and succeed in the regional workforce by providing relevant work readiness and employment programs and engaging regional employers and academia.

Each of the Sacramento Work's, Inc. Committees (Employer Outreach, Planning/Oversight, and Youth Council) reviewed and approved the goal, strategies, planned activities, outputs and outcomes developed by their committees.

III. CRITICAL OCCUPATIONAL CLUSTERS -

Each year the Sacramento Works, Inc. (SWI) Board reviews the labor market projections of employment provided by the Employment Development Department's Labor Market Information Division, the Center of Excellence at Los Rios Community College District, EMSI, Inc., and the Center for Strategic Economic Research to update the occupational content of the regional Critical Occupational Clusters list. This list provides guidance to job seekers and customers utilizing the SWCC system in their search for long-term, career oriented employment in the region. In addition, it provides education and training agencies, as well as local employers with information on occupations that will provide the best employment opportunities in the region. The list also assists SWCC staff in identifying relevant training programs for those demand occupations that will, in turn, provide customers with scholarship training opportunities. Labor Market forecast information is made available to the public through CareerGPS.com, a website developed by Sacramento Works and LEED Sacramento, which includes current, detailed information about which jobs are in high demand in the Sacramento Region, how much they pay, what type of education or training is recommended, and where you can go to get it.

In FY 2009-10, the SWI recognized nine critical occupational clusters. In addition, the Board recognized that the clean energy/green jobs cluster is growing in the region and approved prioritizing training for green jobs in the workforce plan. At this point in time, Green occupations are not separated out into a separate occupational cluster, but are represented in each of the following nine identified clusters recommended for approval for FY 2010-11:

Administrative and Support Services

The Administrative and Support Services occupational cluster is comprised occupations directly related to office administration, clerical support, and finance and insurance, occupations that provide a wide variety of support-related activities and services, including firefighting and investigation and security related occupations,

- Locally, for the occupations included in this cluster, an increase of more than 44,800 jobs due to absolute job growth and more than 36,000 jobs due to replacement need are projected between 2010 and 2015.

Architecture and Engineering

The Architecture and Engineering occupational cluster is comprised of occupations involved primarily in planning and designing residential, institutional, leisure, commercial, and industrial buildings and structures by applying knowledge of design, construction procedures, zoning regulations, building codes, and building materials.

- Locally, for the occupations included in this cluster, an increase of approximately 1,345 jobs due to absolute job growth and approximately 1,000 jobs due to replacement need are projected between 2010 and 2015.

Construction

The Construction occupational cluster is primarily comprised of occupations involved in the construction of buildings. Also included in this group are specialty trade contractors (e.g. Electricians, Painters, Carpet Installers, etc.), Cabinetmakers, Construction and Building Inspectors, Cost Estimators, and Welders.

- Locally, for the occupations included in this cluster, an increase of more than 8,400 jobs due to absolute job growth and nearly 4,400 jobs due to replacement need are projected between 2010 and 2015.

Healthcare and Supports

The Healthcare and Support Services occupational cluster is comprised of occupations employed by hospitals, nursing and residential care facilities, physician's offices, dental offices, outpatient care centers, and medical/diagnostic laboratories. This group also includes biomedical and health related businesses.

- Locally, for the occupations included in this cluster, an increase of approximately 11,380 jobs due to absolute job growth and more than 5,225 jobs due to replacement need are projected between 2010 and 2015.

Human Services

The Human Services occupational cluster is primarily supportive, developmental, or educational related occupations that are designed to enhance the quality of life and well-being of people and communities. Needs addressed by Human Services related occupations include, but are not limited to: personal health (both physical and mental), social relations, and maintaining or growing personal or community capacity (such as child care, education, disabilities, aging, etc.). This group also includes recreation related occupations.

- Locally, for the occupations included in this cluster, an increase of more than 1,775 jobs due to absolute job growth and more than 1,500 jobs due to replacement need are projected between 2010 and 2015.

Information Technology

The Information Technology occupational cluster is comprised of occupations involved in the design, production, and administration of computer hardware and software systems and networks. As with Administrative and Support Services and Clean Energy Technology related occupations, many of the occupations in this category are employed, to some degree, across most industries.

- Locally, for the occupations included in this cluster, an increase of approximately 4,330 jobs due to absolute job growth and more than 2,800 jobs due to replacement need are projected between 2010 and 2015.

Installation, Maintenance, and Repair

The Installation, Maintenance, and Repair occupational cluster is primarily comprised of occupations involved in restoring machinery, equipment, and other products to working order as well as occupations that typically provide general or routine maintenance or service on products to ensure that they work efficiently and to prevent breakdown and unnecessary repairs.

- Locally, for the occupations included in this cluster, an increase of more than 2,225 jobs due to absolute job growth and more than 2,135 jobs due to replacement need are projected between 2010 and 2015.

Tourism and Hospitality

The Tourism and Hospitality occupational cluster is primarily comprised of occupations involved in providing accommodations and food service related activities as well as occupations providing customer service, recreation, and entertainment related activities.

- Locally, for the occupations included in this cluster, an increase of more than 2,640 jobs due to absolute job growth and more than 2,300 jobs due to replacement need are projected between 2010 and 2015.

Transportation and Production

The Transportation and Production occupational cluster is comprised of a diverse group of occupations directly related to the actual manufacturing and/or production of goods, as well as the manufacturing of industrial machinery, recycling, and green energy manufacturing efforts. Also included in this category are occupations related to the storage, distribution, and transportation of manufactured goods.

- Locally, for the occupations included in this cluster, an increase of more than 7,990 jobs due to absolute job growth and approximately 9,690 jobs due to replacement need are projected between 2010 and 2015.

IV. STRATEGIC CHANGES -

Green Initiatives – Partnerships and Planning Initiatives focusing on the Growth of Clean Energy Technology

The Sacramento region has been developing a Clean Energy Sector Strategy since 2006, when the Sacramento Metropolitan Chamber of Commerce, Valley Vision, and the Sacramento Area Commerce and Trade Organization initiated Partnerships for Prosperity (PFP). PFP's mission to unite organizations and jurisdictions in the creation of a new and shared economic development strategy for the region was launched by establishing a foundation for coordinated research and action by which the Partnership could evaluate

progress on existing initiatives and discuss how to maximize efforts moving forward for the good of the Sacramento Region.

One of the action teams formed out of the Partnership for Prosperity was the Green Capital Alliance. The Green Capital Alliance includes utilities, education, employers, government, workforce and economic development organizations and other community leaders who meet regularly to identify and act on tactics to support the growth of clean energy and green jobs in the region. The Green Capital Alliance acts as the Green Employer Council for SETA's Clean Energy Workforce Training Programs and has accepted the increasingly important role of creating markets for local clean energy products, and identifying sources of energy cost savings.

By sharing knowledge, advocating new policies, and promoting business development, the GCA, on behalf of the Sacramento region, has been able to leverage the vast capabilities and resources of the region's clean energy intelligence and expertise. Because of the work of the GCA and the partnership between SETA/Sacramento Works, Valley Vision, SACTO's Center for Strategic Economic Research and Los Rios Community College District's Center of Excellence, SETA was awarded a Regional Industry Cluster of Opportunity Planning grant for the clean energy technology sector. The grant awarded funds for research and planning which resulted in a broad-based community planning effort supported by Congresswoman Doris Matsui and Mayor Kevin Johnson and an action plan for continuing to support growth of the sector in the region, make Sacramento's growing technology sector a defining feature of the economy, and make the six-county region a leader in sustainability.

The Center for Strategic Economic Research and the Center for Excellence conducted extensive background research of the clean energy technology sector to assess the nature and economic conditions relevant to the Sacramento Region. As the convener of the Green Capital Alliance, Valley Vision facilitated the priority setting process, facilitated a series of stakeholder meetings, CEO Roundtables, focus groups and individual meetings with clean energy employers to develop prioritized strategies and an action plan.

As a result of research funded by the grant, the Center for Strategic Economic Research reports that between 1998 and December of 2010, the clean energy cluster grew 121%, and the number of clean energy technology companies increased to 206 with a reported \$846 million in sales.

Sacramento Works – Success in Developing Clean Energy Workforce Training

The California Clean Energy Workforce Training Program is a collaborative effort combining WIA, ARRA, the State Energy Program, Assembly Bill 118 Alternative and Renewable Fuel and Vehicle Technology Program, and the Governor's Discretionary 15 Percent funding. The goal of the initiative is to promote the use of industry sector strategies as a framework for addressing the need of skilled workers in energy efficiency and related jobs, renewable energy, and alternative and renewable transportation

technologies. SETA/Sacramento Works, on behalf of regional partners, received funding for four clean energy workforce training grants to achieve the following objectives:

- target Green Building, Clean Energy, and Alternative and Renewable Fuel and Vehicle Technology industries;
- build a regional partnership of employers, training providers, community organizations, labor, and other key stakeholders;
- address the workforce needs of employers and the training, employment, and career advancement needs of workers;
- bolster regional economic competitiveness by aligning educational, economic, and workforce development planning and leveraging of resources; and
- promote systematic change supporting innovation and the achievement of ongoing benefits for industries, workers, and communities.

Summary of Clean Energy Workforce Training Programs

1. Sacramento Green Building Retraining Initiative (SGBR) -

This partnership targets 200 unemployed workers, dislocated construction workers and veterans in El Dorado, Placer, Yolo and Sacramento Counties and retrains them with green building skills. Training partners include the Sacramento Area Electrical Training Center, the Sacramento Valley Sheet Metal Workers Apprenticeship Training program, American River College and Build It Green.

This Initiative enhances the skill-set to increase access to green building construction employment opportunities, increasing the number of qualified workers in green building and energy efficiency construction work.

2. Sacramento Region Green Building Pre-Apprenticeship Training Partnership

-_The Sacramento Region Green Building Pre-Apprenticeship Training Partnership program provides classroom and hands-on skill training to 200 adults 18 years of age or older who are unemployed, underemployed and new workforce entrants in Sacramento, Yolo, Placer, and El Dorado counties. SETA's primary training partners in this initiative are:

- American River College
- Cosumnes River College
- Sacramento Area Electrical Training Center (NECA-IBEW Local 340)
- Beutler Corporation

Training will result in Industry-Identified Certificates in relevant fields:

- Pre-Apprenticeship Training Certificate
- Green Building Pre-Apprenticeship Training Certificate
- Pre-Apprenticeship Training Green Building Certificate
- Weatherization Technician Certificate
- Home Energy Audit Certificate
- Pre-Apprenticeship Construction Training Certificate

3. Alternative Vehicle and Fuels Clean Energy Workforce Training -

The Alternative Vehicle and Fuel Workforce Training Program implemented a sector strategy to address the region's emerging clean energy workforce needs in the area of alternative vehicles and fuel technology. Training is provided by American River College (ARC). ARC has for the past three years actively developed clean and green transportation programs including the first Clean/Green Diesel program in California and the first Alternative Fuel and Vehicles program in Northern California. The program operated at the Sacramento Regional Transportation Center at the former Mather Air Base in partnership with the SETA, public and private agencies, employers, vehicle manufacturers, and the Sacramento County Office of Education. Training will be provided to 96 incumbent workers and 50 unemployed adults and dislocated workers.

Employers involved in the development of this center, and the college programs in alternative vehicles and fuels, include Operating Engineers Local #3, Sacramento Municipal Utility District, PG&E, Rapid Transit, the Central Valley New Car Dealers Association (representing 76 regional automotive dealers), Granite Construction, Teichert Construction, and the California Department of Transportation.

4. State Energy Sector Partnership and Training Grant

The State Energy Sector Partnership and Training Grant expands and continues the partnerships established under the Clean Energy Workforce Training Program (CEWTP). Through this initiative, the following training opportunities will be available to customers:

- **Cosumnes River College (CRC)** will train 50 students in Home Energy Auditing and Weatherization and for HERS Rater and Building Performance Institute (BPI) certification. The courses will prepare students for employment as Weatherization Technicians and Home Energy Auditors in the residential Green Building industry.
- **American River College (ARC)** will train 50 students in Solar Technology (installer), Solar System Design, Estimation, and Sales. This program will prepare students for employment as Solar Installers, Solar Technicians and Solar Sales.
- **Sacramento Area Electrical Training Center (NECA-IBEW Local 340)** offers a Pre-Apprenticeship Construction Training (PACT) focuses on emerging work in clean energy such as photovoltaic (PV), solar energy, geo-thermal energy, wind power and sustainability.

Additional components of this sector initiative are:

- A partnership with the Sacramento Municipal District's (SMUD) Energy and Technology Center (E&TC), which promotes energy efficiency, renewable energy, and safe energy usage, products and processes. The E&TC will provide

training that will lead to a Certified Green Building Professional (CGBP) certificate and BPI certifications.

- A partnership with Build It Green, CalCERTS and the California Building Performance Contractors Association (CBPCA) to provide upgrade training to allow current HERS raters to attain the new HERS II level certification. Build It Green, CalCERTS and CBPCA adhere to the California Energy Commission's process for certifying HERS raters who perform third-party inspections. SETA has contracted with the following organizations for job creation/business development efforts in the clean energy sector:
 - **Sacramento Area Regional Technology Alliance (SARTA)** provides early-stage and emerging-growth clean tech companies in the Sacramento region with mentoring and service support to guide their program development; create a directory of clean tech companies; and, facilitate regular CEO-level meetings among the clean tech companies for confidential peer-to-peer support and guidance.
 - **Valley Vision and the Green Capital Alliance** will research existing standards for PV modules and how they were adopted, research studies that have already been conducted to support the adoption of those standards, conduct an analysis of what is still necessary, and develop recommendations on a process and the resources needed to adopt performance and life standards for solar PV modules.

The California New Start Initiative

In 2007, the Public Safety and Offender Rehabilitation Services Act of 2007 (Assembly Bill 900) was enacted to reform California's prison system by reducing prison overcrowding and increasing rehabilitative programming. Among its provisions, AB 900 required CDCR to develop an Inmate Treatment and Prison-to-Employment Plan. Developing a successful transition from prison to employment and expanding educational and vocational programs for inmates are a high priority of correctional system reform envisioned under AB 900. By focusing on the needs of offenders both in prison and as they transition back to the community, SETA/Sacramento Works is improving each offender's chance of success.

SETA's New Start Program is a partnership between the California Department of Corrections and Rehabilitation (CDCR), along with five Sacramento Works Career Centers (Lemon Hill Career Center, South County Career Center, Mark Sanders Career Center, Greater Sacramento Urban League and Broadway Career Center). The goal of SETA's New Start Program is to assist CDCR with reducing prisoner recidivism and improving the reintegration of parolees in their home communities. This is achieved by enhancing the employability of parolees and their access to local employment opportunities upon release from prison. Services offered consist of in-depth, employment-related assessments, access to support services and training opportunities, job search, resume preparation, labor market information, and life skills workshops, as

well as employment networking, job referrals, tax credits, employment incentives, bonding, and pre-employment/job retention services.

In addition to the New Start program, which targets parolees to the Sacramento region, SETA has received funding from CDCR and EDD to provide transitional employment services to inmates of Folsom Prison prior to release. SETA has assigned two staff to provide job search workshops and transition services to inmates who are within 90 days of their release date.

Veterans' Employment-Related Assistance Program (VEAP)

In June, 2010 the Fresno County Workforce Investment Board (WIB), on behalf of a collaborative which includes Fresno City College, SETA, American River College (ARC) and PG&E, submitted a proposal to EDD for the Veterans Employment Assistance Program (VEAP) to create a training and employment pathway for veterans to focus on recently separated vets, which lead to jobs at PG&E and other utilities. The target job is Electric Power-Line Installer and Repairers, or utility line workers.

Under this initiative, SETA recruits, assesses, pre-screens, and enrolls 25 students for the PG&E Power Pathways program. SETA provides case management, supportive services, follow-up and retention services for the students while they participate in American River College's Utility Line Worker certificate program, a college-credited course offered at ARC. Successful graduates will receive a PG&E Power Pathways Utility Line Worker Certificate upon completion of training. PG&E will hire qualified program graduates.

National Emergency Grant (NEG)

In June 2010, SETA participated in a statewide application for National Emergency Grant (NEG) funds offered by the U.S. Department of Labor to provide 103 on-the-job training (OJT) opportunities to long-term unemployed dislocated workers. The funds are intended to temporarily expand employment-related service capacity at the state and local levels by providing time-limited funding assistance in response to significant dislocation events. The NEG funds were awarded to those areas of the country most severely impacted by the recession, with a focus on creating OJT opportunities for dislocated workers. Sacramento was one of twenty local areas to receive this funding.

Program participation requires that an individual meet the definition of a dislocated worker as defined by the WIA, have been laid off after January 1, 2008, and meet the definition of "prolonged unemployed." For the purposes of California's OJT NEG Project, "prolonged unemployed" refers to those dislocated workers who have been unemployed beyond 21.5 weeks. Under the NEG, local areas must grant priority of service to OJT NEG eligible participants as follows:

- First priority – Individuals not covered by Unemployment Insurance (UI) and unemployed for 99 weeks or longer after January 1, 2008. Individuals with the greatest barriers to employment receive priority of service.
- Second priority – Individuals who have been unemployed and/or receiving UI benefits and meet the definition of prolonged unemployed.

- Priority Exception - Veterans are to receive the highest priority of service among all OJT NEG eligible individuals regardless of length of unemployment due to dislocation.

Under the NEG, SETA is implementing the U.S. DOL approved Waiver of Section 101(31)(B) of the WIA, which permits up to 90 percent wage reimbursement to OJT employers. Reimbursement will be based on a sliding scale according to employer size.

CalWORKS

The Workforce Investment Act requires that One-Stop partners contribute a share of the costs of the One-Stop System proportionate to the use of the system by individuals attributable to the partner program. Since 2003, SETA has entered into an agreement with the County of Sacramento, Department of Human Assistance (DHA) to provide One-Stop Services to CalWORKS customers. In the current fiscal year, DHA has contracted with SETA for \$3,700,000, based on the percentage of the customers served that receive CalWORKS and the total cost of the system.

In addition to providing core and intensive services to CalWORKS customers, the DHA one-stop share of cost contract has been used to provide wage subsidies and on-the-job training to CalWORKS recipients. In September 2010, the SETA Governing Board approved funding extensions for OJT providers, which included \$1,200,000 in funding from the Sacramento County Department of Human Assistance (DHA) to provide OJT opportunities to eligible CalWORKS recipients. These funds were added to WIA Adult funds in the amount of \$400,000 to extend OJT services through June 30, 2010. These funds will provide wage subsidies and on-the-job-training to over 300 customers.

Disability Program Navigator (DPN) Initiative

The DPN Initiative was established by the Social Security Administration and the Department of Labor to assist individuals with disabilities “navigate” through the challenges of seeking work and to better inform beneficiaries and others with disabilities about the work support programs available at the One-Stop Career Centers. This program allows SETA to focus on cultivating partners and strengthening the capacity of Career Center staff in providing services and support to job seekers with disabilities. As an approved Employment Network of the Social Security Administration’s Ticket to Work program, SETA offers employment and training services through the Sacramento Works Career Center (SWCC) system in collaboration with Crossroads Diversified’s Employment Services, EDD, the California Department of Rehabilitation, the Veterans Resource Center, the California Foundation for Independent Living Centers, and the Traumatic Brain Injury Network.

HealthForce Project and Nurse Education Initiative

SETA will continue its partnership with the Los Rios Community College District in the administration of two healthcare training programs, the HealthForce project and the Nurse Education Initiative.

The HealthForce project provides customers the necessary skills to help them pursue careers in high growth healthcare sector jobs. The project builds on strong partnerships

between regional healthcare providers, SETA, and the Los Rios organization. Special attention is focused on nursing, long-term care, high demand allied health jobs in ultrasound technology and medical laboratory technology, and assistance for incumbent workers to transition to computerized medical records.

The Nurse Education Initiative, also a partnership between SETA, Los Rios Community College District and major health care providers in the Sacramento region, expands the nursing programs at American River College and Sacramento City College by providing over 300 additional slots for nursing students. For the past five years, the Los Rios Community College District has contracted with SETA to ensure retention and success of the nursing students through conducting client eligibility, enrollment, case management, follow-up and JTA tracking services. These services will continue for the 2011 program year.

Talent Transfer Initiative

SETA will continue its partnership with the Sacramento Sierra Building and Construction Trades Council and member organizations, Los Rios Community College District and other local training providers.

The Talent Transfer Initiative provides dislocated construction workers retraining and employment services to upgrade their skills and return to work in the construction or other related fields. Many of the identified participants required upgrade skills training to meet the industry needs due to requirements of new energy efficiency legislation. Therefore, attention was focused on the attainment of energy efficiency certifications including Green Building Construction, Solar Photovoltaic, and water efficiency. The Talent Transfer Initiative continues until Spring 2011 to serve 70 participants.

Strategic Changes to Meet Performance Goals

SETA was one of twelve local Learning Labs that began implementation of the Integrated Service Delivery system in PY 2008-09 and submitted a local integration plan in 2008. As a Learning Lab, SETA continues to work to streamline services through the integration of multiple employment and training programs through the Sacramento Works One Stop Career Center system. These programs focus on providing services that are skill-based, universally accessible to all customers and meet the demands of the workforce as well as employers who depend on the availability of a competitive and skilled workforce.

One of the early concepts that staff addressed in developing the Sacramento Works Learning Lab model was that of “All Means All” in making determinations of who should be enrolled into the JTA system. Although not fully embraced by SETA, this policy issue did drive the new integrated service delivery model in that an effort was made to enroll any customer who seemed engaged in career center activities and who was actively seeking employment. As the economic conditions began to falter in late 2008, the career center system continued to see greater numbers of job seekers than ever before. In FY 2009-10 Sacramento Works career centers saw a 65% increase (from 12,755 to 19,622) in the numbers of customers who completed an initial assessment and

participated in a coaching session. All of these customers were enrolled into the JTA system. While the 2009-2010 Performance Measures for adults and dislocated workers were met, a new service strategy is currently being developed that will provide additional criteria for enrollment into staff-assisted services. While services will continue to be provided to all career center customers, efforts will be focused on those who visit a career center and receive services two or more times within a 30 day time period. Only those customers will be enrolled in staff assisted services. In addition, a more systematic approach to customer follow-up is being initiated to insure that customers continue to be engaged in the system, get the assistance they need and are successful in their job seeking efforts.

An additional challenge with the Learning Lab Model has been the documentation of Right to Work for eligibility determination. With the numbers of people that are being seen at the centers, SETA has moved to a document scanning system which electronically attaches scanned Right to Work documentation to the customer record within our tracking system. This system satisfies eligibility documentation requirements and does not require onerous workload increases for career center staff.

V. WAIVERS

On June 30, 2010, the DOL granted California approval of its request to extend its pre-existing statewide waivers and two new waivers through June 30, 2011. Continuing all pre-existing statewide waivers, SETA has implemented the following two new DOL approved waivers:

Increase in Employer Reimbursement for On-the-Job Training

This approved waiver of Section 101(31)(B) of the WIA permits up to 90 percent wage reimbursement to OJT employers. Reimbursement will be based on a sliding scale according to the following employer size:

- Up to 90 percent of a participant's wage rate for an employer with 50 or fewer employees
- Up to 75 percent of a participant's wage rate for an employer with 51-250 employees
- Up to 50 percent of a participant's wage rate for an employer with more than 250 employees.

Use of Rapid Response Funds to Conduct Incumbent Worker Training (IWT) Activities

This approved waiver of Section 134(a)(1)(A) of the WIA permits a portion of Rapid Response (RR) funds to be used for IWT activities. Under this waiver SETA will use up to 20 percent of its RR funds for IWT only as part of a lay-off strategy. Training delivered under this waiver will be restricted to skill attainment activities.

Pre-existing Statewide Waivers -

The pre-existing statewide waivers include:

- **Eligibility of Training Providers** - The waiver of the time limit on the period of initial eligibility for the State's Eligible Training Provider List (ETPL) of vocational training providers. This waiver encourages broader participation on the ETPL and minimizes the management burden for the local areas.
- **Common Measures** - The waiver to permit the State to replace the 17 performance measures under WIA Section 136(b) with Department of Labor (DOL) Common Measures.
- **Incumbent Worker Training (IWT)** - The waiver to permit local areas to use up to 10% of their adult and dislocated worker funds for IWT as part of a lay-off aversion strategy. Training delivered under this waiver is restricted to skill attainment activities.
- **Customized Training** - The waiver of the required 50% employer contribution for customized training. This waiver permits the use of a sliding scale for the employer contribution based on the size of the business.
- **Transferability of Adult and Dislocated Worker Formula Funds** - The waiver to limit the allowable transfer amount between adult and dislocated worker funding streams to 50 percent.
- **Individual Training Accounts** - The waiver of the prohibition to use Individual Training Accounts (ITA) for older and out-of-school youth. This waiver offers youth who are determined not to follow an academic track, and are instead focused on employment, to have the same advantages of ITAs as adults and dislocated workers.
- **Work Readiness Waiver for ARRA Summer Youth** – The waiver to permit the use of the work readiness indicator as the sole indicator of performance for youth co-enrolled in Temporary Assistance for Needy Families (TANF) Emergency Contingency Funds (ECF) and WIA funded summer employment activities. *This waiver was effective May 1, 2010 through September 30, 2010.*
- **Waiver to Provide Program Design Flexibility** – The waiver of the requirement to provide a minimum of 12 months follow-up services, to allow local areas to provide follow-up services as deemed appropriate for participants co-enrolled in TANF ECF and WIA funded youth programs. It also waives the requirement to provide objective assessment, and the requirement to develop an Individual Service Strategy (ISS), to allow local areas to provide an assessment or ISS as deemed appropriate for co-enrolled TANF ECF and WIA youth program participants. *This waiver was effective May 1, 2010 through September 30, 2010.*

VI. NEW/UPDATED POLICIES – ADULT

SETA has implemented the following, management-approved, new or updated policies/directives:

OJT Policies and Procedures/Contract Document/Reimbursement/Percentage to Employers - Revised

The revision of this directive was issued to inform SWCC and OJT provider staff of changes implemented as a result of the DOL approved waiver allowing for sliding scale employer reimbursements, as well as defining eligibility criteria for the NEG and CalWORKs OJT programs.

Virtual OneStop System (VOS) Staff-Assisted Employer Registration Process - New

This directive was issued to provide step-by-step instructions on the newly developed Sacramento Works Staff-Assisted Employer Registration Process that has been developed for use in conjunction with the VOS. The directive also provides instruction to staff on how to enter a job order for employers.

Financial Assistance Award - Revised

This revised directive consolidates procedures for the provision of training, support services and incentives in a single policy document. The revision includes a summary of the types of financial assistance available, required documents, and established limits.

Eligibility or Demographic Data Collection and Criteria - Revised

The revision of this directive was issued to provide SWCC and provider staff additional eligibility, data collection, and documentation verification guidance for adults and dislocated enrolled in the NEG and CalWORKs OJT programs.

Guidelines for Scanning Right-to-Work (RTW) Documents - New

This directive was issued in response to the State Directive #WSD09-18 dated June 17, 2010. The intent of the State's Directive was to provide guidance regarding the scanning of Right-to-Work (RTW) documents to all Learning Labs to ensure that they are retaining hard or scanned electronic copies of all required RTW documentation. SETA's directive reiterates and refines the scanning processes followed by SWCC and provider staff to ensure the following:

- Protection of customers' personal information
- RTW documents are scanned to the correct customer files
- Ease of locating scanned electronic RTW documents in the event of an audit
- Reduction of wait time for customers at intake
- Reduction of unnecessary scanning of RTW documents

VII. SERVICE DELIVERY CHANGES

In early 2010, SETA and Sacramento Works, Inc. purchased the Virtual OneStop System (VOS) which is an internet based, electronic one stop career center system. This system will replace SMARTware, the current tracking system used by the Sacramento Works system. The VOS system will be rolled out in two phases. Phase I began in October of 2010 with the launch of Jobs.sacramentoworks.org. This website allows both job seekers the ability to log into the system, register, assistance with identifying their skills and abilities, and complete a customized resume. With the assistance of Employer Services staff, employers can list their open job orders and access resumes from qualified job seekers. The system also offers the capability of “spidering” national job banks, employer websites and public and private sector job boards and making this information available to our customers in one location! Phase II of the VOS system will begin in early February with staff training being conducted through the month of January. This phase will include all customer tracking and case management modules.

VIII. YOUTH PROGRAM SERVICES

Sacramento Regional Green Job Corps

In July 2009 SETA received funding to coordinate the Sacramento Regional Green Jobs Corps throughout the Sacramento region. As a part of this program at-risk youth were engaged in training and employment in the green jobs sector, learned about environmental stewardship, and participated in community service projects. SETA and the regional LWIA partners exceeded the goals and provided Green Jobs Corps services to 160 youth in the Sacramento region.

CalGRIP Program

In 2007, Governor Schwarzenegger created the Governor’s Gang Reduction Intervention and Prevention (CalGRIP) Initiative. Under the CalGRIP initiative, funding was allocated in two funding streams – one focusing on local municipalities and one focusing on local workforce areas. The City of Sacramento applied for and received CalGRIP funding, partnering with SETA to provide employment services and access to social services. The City’s CalGRIP program became operational in November 2009 targeting youth released from local probation facilities providing “re-entry” services to re-engage youth prevention and intervention strategies including job training, supportive services, education and employment services. SETA provides wrap-around employment and education services coupled with mental health and substance abuse counseling to the youth enrolled in the CalGRIP program.

Sacramento Safe Community Partnership (SSCP)

In October 2010, SETA received WIA 15% CalGRIP funds to partner with the City of Sacramento Police Department and Area Congregations Together (ACT) to develop and implement the City of Sacramento’s Safe Community Partnership strategy using the City of Boston’s Operation Ceasefire model. The SSCP is an evidenced-based community and law-enforcement driven concept that encourages youth to step away from violence by providing successful alternatives. SETA coordinates the procurement and delivery of

most of the direct services of the initiative including training, employment services and case management; Street Outreach; mentoring and life coaching; and substance abuse and mental health counseling.

Youth Program Procurement

The Sacramento Works Youth Council began the public planning process for the procurement of the next 5-year contracting cycle of WIA Youth services in the fall of 2010. The meetings have included overviews of various Youth Council initiatives, options for new strategies, and input from the community on what could be incorporated into the WIA youth program service model:

- **Youth-related Green Strategies** – Continuation of the Green Job Corps model, which expands youths’ awareness of the green economy and provides training in appropriate technical, construction and other skilled jobs in eco-friendly industries.
- **Career Pathways** – Integration of career pathways into the WIA Youth program. During the summer programs of 2009 and 2010, SETA, in partnership with Sacramento City U.S.D., San Juan U.S.D., Sacramento City College and American River College implemented a very successful Career Pathways pilot program. High school juniors and seniors participated in a six-week summer community college “camp” focusing on several career pathways including human services/teaching, culinary, construction, and administrative career pathways. Students participated in community college classroom instruction and work experience in the targeted career pathway. The goal was to prepare youth for part-time employment while attending college or other advanced training pursuing a targeted career pathway.
- **Service Learning:** Integration of service learning into the WIA Youth program. Service learning is a teaching strategy that integrates meaningful community service with instruction and reflection to enrich the learning experience, teach civic responsibility, and strengthen communities. To further explore this concept, SETA sponsored a training of WIA youth providers and SETA staff in Service Learning. For the next WIA youth procurement, SETA staff is proposing to integrate the Service Learning concept into the WIA Youth Program design. The key elements in service learning, which are complimentary to the WIA program elements are:
 1. Integrated Learning
 2. High Quality Service
 3. Collaboration
 4. Youth Voice
 5. Civic Responsibility
 6. Reflection
 7. Evaluation and Celebration
- **Targeting Services to high risk youth** – SETA and the Youth Council currently partner with the City of Sacramento in the implementation of the Safe Community Partnership targeting services to youth engaged in violence and gang lifestyles. This initiative is currently being supported by three grants from the State of California and the U.S. Department of Justice. Recent data reviewed by the Youth Council indicates an ongoing need to address services to “higher-risk” youth

including court-involved youth, youth offenders, homeless youth and former foster youth.

The planning process concluded in December 2010 with an expected release of a Request Proposals for WIA Youth Services in February 2011.

IX. NEW POLICIES/DIRECTIVES - YOUTH

Youth Services – Administration and Documentation of Basic Skills Assessment

This directive identifies the appropriate administration and documentation of basic skills assessments for youth services. The directive defines the following approved assessment process:

- The same assessment tool is used for pre- and post-tests
- Appraisal tests may not be used as a pre-test
- A separate post-test must be administered within one year of the first program service
- Appropriate documentation of the pre- and post-test is entered into the JTA system complying with the correct data fields as identified in the JTA handbook.

ITEM III-C – ACTION

APPROVAL OF THE WORKFORCE INVESTMENT ACT SACRAMENTO WORKS
ONE STOP CAREER CENTER RESOURCE ALLOCATION PLAN 2011-2012

BACKGROUND:

The Resource Allocation Plan determines what activities and services are offered through the Sacramento Works One Stop Career Center system. On an annual basis, the Sacramento Works Workforce Investment Board reviews the plan determines the percentage of funds that will be allocated to each activity in the next fiscal year.

The allocation for Fiscal Year 2011-2012 for the Workforce Investment Act Adult and Dislocated Worker programs is estimated to be the same as last fiscal year, or \$8,429,394.

The Resource Allocation Plan that was reviewed by the Planning/Oversight Committee and approved by Sacramento Works last year reflected the following allocation plan for activities/functions in the one-stop system:

27%	Talent Engagement (skills assessment, review, and identification),
35%	Talent Development (skills enhancement and skills certification)
18%	Talent Marketing (skills marketing to employers).
2%	Board Initiatives
10.5%	One-Stop Support
<u>7.5%</u>	<u>Administration</u>
100%	Total

Based on an evaluation of the outcomes from the activities provided to customers in the career centers from July, 2009 through December, 2010, staff is recommending changes in the allocation plan to increase the Talent Marketing allocation by 10% in order to provide more funding for on-the-job-training wage subsidies to employers, with a corresponding decrease in Talent Development. The Talent Marketing has provided more positive outcomes. Staff is also recommending a slight decrease (1.5%) in the allocation for one stop support due to efficiencies created by transitioning to Jobs.Sacramentoworks.org, a virtual one-stop career center system which will host information on all job openings in the region, create customer resumes, provide on-line job matching, track customers progress and services, and provide reports to use in evaluating and managing the program. Staff is recommending a corresponding increase in the Talent Engagement allocation due to the large numbers of job seekers visiting the career centers.

ITEM III-C – ACTION (continued)
Page 2

Although SETA has not yet received a planning allocation from EDD, staff is requesting approval of the Resource Allocation Plan using the allocations from last year in order to begin planning the programmatic changes for next fiscal year. If the staff recommendation is approved, staff will begin to develop a Request for Proposals to solicit qualified applicant agencies to fund for the Talent Marketing/On-the-job-training activity. If the allocation changes, or there are significant changes in the economy that might alter the WIA plan for next year, staff will return to the committee in May, 2011 and request a modification to the Resource Allocation Plan. Attached is the One Stop Resource Allocation Plan, which includes definitions of activities/functions included in the plan, approved percentages for Fiscal Year 2010-2011 and recommended percentages for 2011-2012, and dollars allocated to each activity.

The Planning/Oversight Committee reviewed and approved this at their January 19 meeting. Staff will be available to answer questions.

RECOMMENDATION:

Approve the Resource Allocation Plan as attached.

Attachment 1
Recommended Resource Allocation Plan for FY 2011-2012

One-Stop Services Activities and Functions	Approved Allocation % for Fiscal Year 2010-2011	Proposed Allocation % for Fiscal Year 2011-2012	WIA Adult and Dislocated Worker Funding 2010-2011	Proposed WIA Adult and Dislocated Worker Funding 2011-2012	Increase/Decrease from last year
Talent Engagement: Staffing, infrastructure, and equipment associated with welcoming customers, providing orientation, registration, skill review, initial assessments, career coaching, counseling, referral to social services, talent development or talent marketing	27%	29%	\$ 2,275,936	\$ 2,402,377	\$ 126,441
Talent Development: Staffing, infrastructure, and equipment associated with vocational skills assessment, career planning, coaching, workshops, on-site skills development classes, scholarships and occupational skills training provided by training providers and educational institutions, employed worker training, English-language training and support services	35%	25%	\$ 2,950,288	\$ 2,107,349	\$ (842,939)
Talent Marketing: Staffing, infrastructure, and equipment associated with employer outreach, job development, resume and interview assistance, pre-screening and referral, on-the-job-training and wage subsidies, job advancement and job retention	18%	28%	\$ 1,517,291	\$ 2,360,230	\$ 842,939
One Stop Support: Program Monitoring, SMARTware support, Client tracking, reporting and follow-up	10.5%	9.0%	\$ 885,086	\$ 758,645	\$ (126,441)
Administration: General Administration, Personnel, Payroll, Information Systems, Fiscal and Contracts staff	7.5%	7.5%	\$ 632,205	\$ 632,205	\$ -
Board Initiatives: Funds Sacramento Works Board initiatives, including employer outreach, labor market research, participating in regional workforce plans and initiatives	2%	2%	\$ 168,588	\$ 168,588	\$ -
Total	100.00%	100.00%	\$ 8,429,394	\$ 8,429,394	\$ -

ITEM IV-A - INFORMATION

LOCAL WORKFORCE INVESTMENT BOARD RECERTIFICATION

BACKGROUND:

The Workforce Investment Act of 1998 (WIA) requires that the Governor certify Local Workforce Investment Boards (LWIBs) once every two years. The Governor recertifies LWIBs after determining that the appointment and composition of each LWIB is consistent with the criteria in the Act.

Attached please find the recertification letter for the Sacramento Local Workforce Investment Area.

Staff will be available to answer questions.

Rec'd 1/3/10



Arnold Schwarzenegger
Governor

Barbara Halsey
Executive Director

December 23, 2010

Ms. Kathy Kossick, Director
Sacramento Employment Training Agency
925 Del Paso Blvd.
Sacramento, CA 95815

RE: Local Workforce Investment Board Recertification

On December 16, 2010, the California Workforce Investment Board (State Board) voted to recertify 44 of California's Local Workforce Investment Boards (Local Boards) and conditionally certify 5 Local Boards. This recertification will be in effect from January 1, 2011, through December 31, 2012, or in the event that Congress reauthorizes or extends the Workforce Investment Act (WIA) of 1998 during this two-year period – for the duration of California's current WIA Strategic Plan. Should reauthorization or extension come to pass before December 31, 2012, the State Board will revisit the issue of recertification of California's Local Boards in light of the new federal legislation.

Local Boards are recertified in accordance with the California Unemployment Insurance Code Section 14200(b), which specifies that the Governor shall certify one Local Board for each Local Workforce Investment Area once every two years. Your Board's recertification is based on information you provided to the Employment Development Department (EDD) in response to WIA Directive WSD10-9.

The State will monitor the Local Boards to ensure their ongoing efforts to adhere to the membership requirements throughout this 2-year period. Additionally, the State Board working closely with the EDD, will continue to identify opportunities to provide on an on-going basis technical assistance and incentives (e.g., eligibility for 15 Percent Discretionary grants) to support Local Boards efforts to comply with federal and State law; and to promulgate a clear process and timetable, in the event of non-compliance, that could lead to potential de-certification of the non-compliant Local Board.

We look forward to working with you to ensure the quality of service California job seekers and employers have come to expect from our state's workforce system.

Sincerely,

A handwritten signature in black ink, appearing to read "Barbara Halsey". The signature is fluid and cursive, with a large initial "B" and "H".

Barbara Halsey, Executive Director
California Workforce Investment Board

cc: Local Board Director Name
EDD Regional Advisor
Michael Evashenk, EDD

ITEM IV-B – INFORMATION
DISLOCATED WORKER UPDATE

BACKGROUND:

The most current dislocated worker update is attached; staff will be available to answer questions.

Dislocated Worker Information PY 2010/2011

The following is an update of information as of December 15, 2010 on the Worker Adjustment and Training Notification (WARN) notices and Non WARN notifications in Sacramento County

	MONTH RECEIVE NOTICE	COMPANY AND ADDRESS	WARN STATUS	# OF AFFECTED WORKERS	SETA'S INTERVENTION
Official	5/26/2010	HAVI Logistics 826 National Drive Sacramento, CA 95834	7/28/2010	103	Retained jobs
Official	6/4/2010	Child Action Sacramento, CA	7/28/2010	85	8/9/2010
Official	6/28/2010	McDonough Holland & Allen PC's 500 Capitol Mall Sacramento, CA	8/31/2010	106	Declined Services
Unofficial	7/1/2010	U.S. Census Sacramento, CA	8/31/2010	50	8/3/2010
Official	7/1/2010	EdFund 10370 Peter A McCuen Blvd Mather, CA 95655	8/27/2010	18	Declined Services
Official	7/1/2010	Zip Realty Emeryville, CA	8/31/2010	39	Declined Services
Official	8/13/2010	O1 Communications, Inc. 1515 K street, Ste. 100 Sacramento, CA	9/30/2010	52	Declined Services
Official	9/7/2010	Beanstalk Sacramento, CA	11/1/2010	82	11/11/2010
Official	9/8/2010	HomeEq Servicing (Ocwen) 4837 Watt Ave North Highlands, CA	11/19/2010	902	10/25-27/2010
Official	9/8/2010	CLARCOR Air Filtration Products 3800 Pell Circle Sacramento, CA 95838	11/22/2010	80	9/28/2010
Official	9/15/2010	Freedom Debt Relief 3947 Lennane Drive Sacramento, CA 95838	11/15/2010	123	10/21/2010
Official	10/4/2010	Cost-U-Less Insurance Center, Inc 2721 Citrus Rd, Ste. B Rancho Cordova, CA 95742	11/30/2010	91	11/15-16/2010
Official	10/8/2010	Wells Fargo 11000 White Rock Rd Rancho Cordova, CA 95670	12/5/2010	123	11/10/2010
Official	10/8/2010	Child Action 9800 Old Winery Rd Sacramento	12/5/2010	80	Retained jobs
Official	11/29/2010	FedEx 9119 Elkmont Way Elk Grove, Ca 95624	1/29/2011	85	Pending
Official	12/9/2010	Sutter Medical Center-Sacramento Sacramento, CA	2/4/2011	112	Pending
			Total # of Affected Workers	2,131	

ITEM IV-C- INFORMATION

EMPLOYER RECRUITMENT ACTIVITY REPORT

BACKGROUND:

Staff at Sacramento Works Career Centers and internal Employer Services staff work with local employers to recruit qualified employees. The most current update is attached.

Mr. William Walker will be available to answer questions.

Employer Recruitment Activity Report

Employer	Jobs	No of Positions
AccentCare	Caregivers	16
Acrobat Staffing	Cooks, Servers, Diswashers	13
Advance Call Center Technologies	Call Center Technical	70
Appleone Employment Services	Various Positions	38
Agilent Technologies	Manufacturing Engineer Supervisor	1
Amerikit	Warehouse, Administrative Asst.	3
Beutler Corporation	Consolitrades/Flash Cool	70
Cacique, Inc	District & Sales Managers	2
California Energy Savers	Telemarketing	4
California Redevelopment Association	Member Service Associate	1
Campbell Soup	Maintenance Mechanics	67
Capital Autism Services	Behavioral Tutors	8
Cenveo	Maintenance Tech & Adjusters	2
Cenveo	Mechanical Tech & Adjuster	2
Child Abuse Prevention Center	Community Ed Training Mgr	1
Community Services Planning Council	Program Associate	1
CSSC-Janitorial	Janitors	2
Delta Dental of California	Workforce Management Coordinator	1
Dome Printing	Truck Driver	1
General Produce Company	Retail Merchandiser	1
Grocery Outlet	Deli, Clerk, Cashier, Produce etc.	40
Goodwill	Manager Trainee	1
Hickory Farms	Seasonal Positions	28
HMS Host	Cashiers, Cook, Attendants	12
H & R Block	Office Managers	12
Intelligrated	Product Support Engineers	5
International Language Interpreters	Translators/Translators	12
Kustum Steel Fabricators	Welders/ Welder Helper	3
Manpower	Warehouse/Maintenace	10
N Solar Inc	Green Jobs	150
Nestlé Waters North America	Admin Staff & Warehouse Positions	40
North Highlands Pharmacy Inc.	Pharmacy Clerk	2
OPDE	Solar Photovoltaic	150
PG&E	Utility Equipment Mechanics	31
Raging Waters	Various Positions	50
Randstad	Bilingual Customer Service Reps	15
Salvation Army Emergency Shelter	Case Manager & Housing Specialist	2
Sears	Seasonal Sales Associates/ Cashiers	12
Select Staffing	Warehouse /Lt Industrial/Forklift Operators	20
Staffing Network	Various Positions	13
Solar Power Inc	Solar Photovoltaic	50
Support for Home	Caregivers	13
Turning Point Christian School	Pre-School Teacher	1
Union Pacific	Diesel Mechanic	1
Utility Partners of America	SmartMeter Readers	40
Vacuum Process Engineering	Drafter/Designer & Technicians	2
ZETA	Construction	50
Total		1069

ITEM IV-D – INFORMATION

UNEMPLOYMENT UPDATE/PRESS RELEASE FROM THE EMPLOYMENT
DEVELOPMENT DEPARTMENT

BACKGROUND:

The unemployment rate for Sacramento County for the month of November is 12.6%.

Staff will be available to answer questions.

**SACRAMENTO-ARDEN-ARCADE-ROSEVILLE METROPOLITAN STATISTICAL AREA (MSA)
(EL DORADO, PLACER, SACRAMENTO, AND YOLO COUNTIES)**

Below average retail hiring and non-seasonal declines lead to month-over job loss

The unemployment rate in the Sacramento-Arden Arcade-Roseville MSA was 12.6 percent in November 2010, up from a revised 12.0 percent in October 2010, and above the year-ago estimate of 12.0 percent. This compares with an unadjusted unemployment rate of 12.4 percent for California and 9.3 percent for the nation during the same period. The unemployment rate was 12.7 percent in El Dorado County, 11.5 percent in Placer County, 12.8 percent in Sacramento County, and 13.3 percent in Yolo County.

Between October 2010 and November 2010, the total number of jobs located in the counties of El Dorado, Placer, Sacramento, and Yolo decreased by 2,800 to total 808,600 jobs.

- Financial activities led the losses with a decline of 1,300 jobs. Finance and insurance comprised most of the cutback (down 1,200 jobs).
- Construction reflected a normal seasonal decline, giving up 1,300 jobs. The losses were concentrated in specialty trade contractors (down 1,100 jobs), with smaller reductions in construction of buildings (down 100 jobs) and residual construction (down 100 jobs).
- Total farm receded by 1,200 jobs, less than the 1,700 jobs lost on average over the prior 20 years.
- Professional and business services fell 1,200 jobs, in contrast to its average October-November increase of 300 jobs. Losses came in administrative and support and waste management and remediation services (down 700 jobs) and professional, scientific, and technical services (down 600 jobs).
- Trade, transportation, and utilities gained 1,600 jobs, just over one-half of its typical gain of 3,100 jobs. Retail trade gained 1,800 jobs, offset slightly by losses in wholesale trade (down 100 jobs) and transportation, warehousing, and utilities (down 100 jobs).
- Private education and health services added 600 jobs, slightly more than its average gain of 500 jobs for November over the prior 20 years.

Between November 2009 and November 2010, total wage and salary employment located in the region dropped by 22,300 jobs or 2.68 percent.

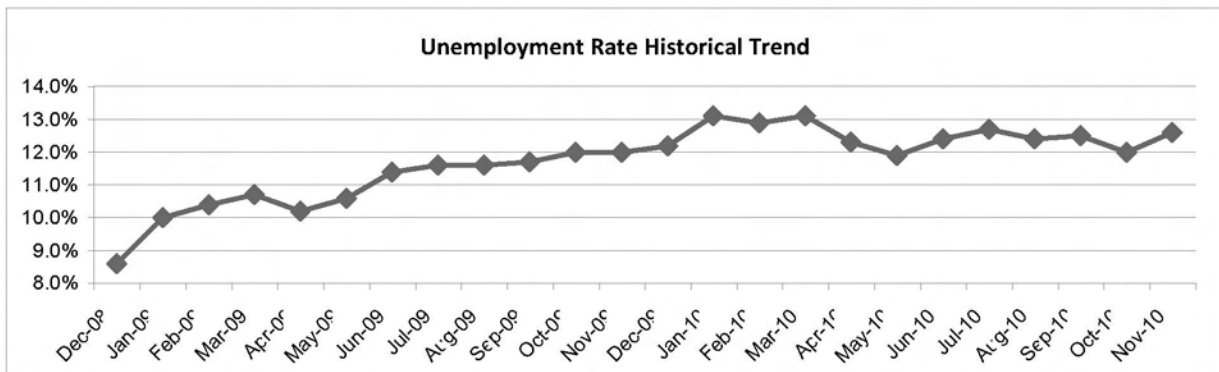
- Construction shed 4,300 jobs due primarily to cutbacks in specialty trade contractors (down 2,800 jobs) and construction of buildings (down 1,600 jobs).
- Professional and business services declined 3,600 jobs. Losses were focused in administrative and support and waste management and remediation services (down 2,900 jobs) and professional, scientific, and technical services (down 600 jobs).
- Financial activities receded by 3,100 jobs, with finance and insurance down 2,200 jobs and real estate, rental, and leasing down 900 jobs.

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IMMEDIATE RELEASE

SACRAMENTO-ARDEN ARCADE-ROSEVILLE METROPOLITAN STATISTICAL AREA (MSA)
 (El Dorado, Placer, Sacramento, and Yolo Counties)

The unemployment rate in the Sacramento-Arden Arcade-Roseville MSA was 12.6 percent in November 2010, up from a revised 12.0 percent in October 2010, and above the year-ago estimate of 12.0 percent. This compares with an unadjusted unemployment rate of 12.4 percent for California and 9.3 percent for the nation during the same period. The unemployment rate was 12.7 percent in El Dorado County, 11.5 percent in Placer County, 12.8 percent in Sacramento County, and 13.3 percent in Yolo County.



Industry	Oct-2010	Nov-2010	Change		Nov-2009	Nov-2010	Change
	Revised	Prelim				Prelim	
Total, All Industries	811,400	808,600	(2,800)		830,900	808,600	(22,300)
Total Farm	8,600	7,400	(1,200)		8,200	7,400	(800)
Total Nonfarm	802,800	801,200	(1,600)		822,700	801,200	(21,500)
Mining and Logging	500	500	0		500	500	0
Construction	36,400	35,100	(1,300)		39,400	35,100	(4,300)
Manufacturing	33,400	33,200	(200)		33,600	33,200	(400)
Trade, Transportation & Utilities	131,200	132,800	1,600		135,200	132,800	(2,400)
Information	16,600	16,700	100		18,100	16,700	(1,400)
Financial Activities	49,700	48,400	(1,300)		51,500	48,400	(3,100)
Professional & Business Services	96,400	95,200	(1,200)		98,800	95,200	(3,600)
Educational & Health Services	98,000	98,600	600		99,500	98,600	(900)
Leisure & Hospitality	77,100	77,000	(100)		79,200	77,000	(2,200)
Other Services	27,400	27,400	0		28,400	27,400	(1,000)
Government	236,100	236,300	200		238,500	236,300	(2,200)

Notes: Data not adjusted for seasonality. Data may not add due to rounding
 Labor force data are revised month to month
 Additional data are available on line at www.labormarketinfo.edd.ca.gov
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Sacramento Arden Arcade Roseville MSA
(El Dorado, Placer, Sacramento, and Yolo Counties)
Industry Employment & Labor Force
March 2009 Benchmark

Data Not Seasonally Adjusted

	Nov 09	Sep 10	Oct 10	Nov 10	Percent Change	
			Revised	Prelim	Month	Year
Civilian Labor Force (1)	1,050,000	1,047,900	1,042,100	1,040,400	-0.2%	-0.9%
Civilian Employment	923,700	917,200	916,700	909,300	-0.8%	-1.6%
Civilian Unemployment	126,300	130,700	125,400	131,100	4.5%	3.8%
Civilian Unemployment Rate	12.0%	12.5%	12.0%	12.6%		
(CA Unemployment Rate)	12.0%	12.2%	11.9%	12.4%		
(U.S. Unemployment Rate)	9.4%	9.2%	9.0%	9.3%		
Total, All Industries (2)	830,900	809,900	811,400	808,600	-0.3%	-2.7%
Total Farm	8,200	9,100	8,600	7,400	-14.0%	-9.8%
Total Nonfarm	822,700	800,800	802,800	801,200	-0.2%	-2.6%
Total Private	584,200	569,200	566,700	564,900	-0.3%	-3.3%
Goods Producing	73,500	71,200	70,300	68,800	-2.1%	-6.4%
Mining and Logging	500	500	500	500	0.0%	0.0%
Construction	39,400	36,700	36,400	35,100	-3.6%	-10.9%
Construction of Buildings	9,500	8,200	8,000	7,900	-1.3%	-16.8%
Construction - Residual	4,500	4,600	4,700	4,600	-2.1%	2.2%
Specialty Trade Contractors	25,400	23,900	23,700	22,600	-4.6%	-11.0%
Building Foundation & Exterior Contractors	5,800	5,200	5,100	5,100	0.0%	-12.1%
Building Equipment Contractors	10,500	10,000	9,800	9,700	-1.0%	-7.6%
Building Finishing Contractors	6,400	5,600	5,600	5,400	-3.6%	-15.6%
Specialty Trade Contractors - Residual	2,700	3,100	3,200	2,400	-25.0%	-11.1%
Manufacturing	33,600	34,000	33,400	33,200	-0.6%	-1.2%
Durable Goods	21,800	21,900	21,800	21,900	0.5%	0.5%
Computer & Electronic Product Manufacturing	7,100	7,000	7,000	7,000	0.0%	-1.4%
Durable Goods - Residual	14,700	14,900	14,800	14,900	0.7%	1.4%
Nondurable Goods	11,800	12,100	11,600	11,300	-2.6%	-4.2%
Food Manufacturing	4,500	5,300	4,800	4,400	-8.3%	-2.2%
Non-Durable Goods - Residual	7,300	6,800	6,800	6,900	1.5%	-5.5%
Service Providing	749,200	729,600	732,500	732,400	0.0%	-2.2%
Private Service Producing	510,700	498,000	496,400	496,100	-0.1%	-2.9%
Trade, Transportation & Utilities	135,200	130,900	131,200	132,800	1.2%	-1.8%
Wholesale Trade	23,400	22,600	22,600	22,500	-0.4%	-3.8%
Merchant Wholesalers, Durable Goods	11,900	11,400	11,400	11,400	0.0%	-4.2%
Merchant Wholesalers, Nondurable Goods	8,900	8,700	8,700	8,700	0.0%	-2.2%
Wholesale Trade - Residual	2,600	2,500	2,500	2,400	-4.0%	-7.7%
Retail Trade	88,700	85,000	85,300	87,100	2.1%	-1.8%
Motor Vehicle & Parts Dealer	9,900	9,600	9,500	9,500	0.0%	-4.0%
Building Material & Garden Equipment Stores	7,000	7,000	7,000	6,900	-1.4%	-1.4%
Grocery Stores	16,900	16,700	16,700	16,700	0.0%	-1.2%
Health & Personal Care Stores	5,300	5,100	5,100	5,100	0.0%	-3.8%
Clothing & Clothing Accessories Stores	6,900	6,700	6,800	7,100	4.4%	2.9%
Sporting Goods, Hobby, Book & Music Stores	4,500	4,200	4,200	4,400	4.8%	-2.2%
General Merchandise Stores	20,200	19,100	19,200	19,700	2.6%	-2.5%
Retail Trade - Residual	34,900	33,300	33,500	34,400	2.7%	-1.4%
Transportation, Warehousing & Utilities	23,100	23,300	23,300	23,200	-0.4%	0.4%
Information	18,100	16,700	16,600	16,700	0.6%	-7.7%
Publishing Industries (except Internet)	2,800	2,600	2,500	2,600	4.0%	-7.1%
Telecommunications	10,100	9,000	9,000	9,100	1.1%	-9.9%
Information - Residual	5,200	5,100	5,100	5,000	-2.0%	-3.8%
Financial Activities	51,500	50,100	49,700	48,400	-2.6%	-6.0%
Finance & Insurance	39,400	38,700	38,400	37,200	-3.1%	-5.6%
Credit Intermediation & Related Activities	13,900	13,800	13,700	12,800	-6.6%	-7.9%
Depository Credit Intermediation	8,400	8,400	8,400	8,400	0.0%	0.0%
Nondepository Credit Intermediation	3,200	3,100	3,100	2,200	-29.0%	-31.3%
Credit Intermediation and Related Activities -	2,300	2,300	2,200	2,200	0.0%	-4.3%
Finance and Insurance - Residual	4,500	4,100	3,900	3,600	-7.7%	-20.0%
Insurance Carriers & Related	21,000	20,800	20,800	20,800	0.0%	-1.0%

Sacramento Arden Arcade Roseville MSA
(El Dorado, Placer, Sacramento, and Yolo Counties)
Industry Employment & Labor Force
March 2009 Benchmark

Data Not Seasonally Adjusted

	Nov 09	Sep 10	Oct 10	Nov 10	Percent Change	
			Revised	Prelim	Month	Year
Real Estate & Rental & Leasing	12,100	11,400	11,300	11,200	-0.9%	-7.4%
Real Estate	8,800	8,500	8,500	8,400	-1.2%	-4.5%
Real Estate and Rental and Leasing - Residual	3,300	2,900	2,800	2,800	0.0%	-15.2%
Professional & Business Services	98,800	96,100	96,400	95,200	-1.2%	-3.6%
Professional, Scientific & Technical Services	49,800	49,500	49,800	49,200	-1.2%	-1.2%
Architectural, Engineering & Related Services	8,800	8,700	8,800	8,800	0.0%	0.0%
Professional, Scientific, and Technical Services	41,000	40,800	41,000	40,400	-1.5%	-1.5%
Management of Companies & Enterprises	8,900	8,700	8,700	8,800	1.1%	-1.1%
Administrative & Support & Waste Services	40,100	37,900	37,900	37,200	-1.8%	-7.2%
Administrative & Support Services	37,400	35,600	35,500	35,200	-0.8%	-5.9%
Employment Services	14,200	14,300	14,500	14,700	1.4%	3.5%
Services to Buildings & Dwellings	10,500	10,500	10,300	10,200	-1.0%	-2.9%
Administrative and Support Services - Residual	12,700	10,800	10,700	10,300	-3.7%	-18.9%
Administrative and Support and Waste Management Services - Residual	2,700	2,300	2,400	2,000	-16.7%	-25.9%
Educational & Health Services	99,500	97,700	98,000	98,600	0.6%	-0.9%
Education and Health Services - Residual	13,300	10,900	11,000	11,400	3.6%	-14.3%
Health Care & Social Assistance	86,200	86,800	87,000	87,200	0.2%	1.2%
Ambulatory Health Care Services	29,700	30,000	30,200	30,100	-0.3%	1.3%
Hospitals	29,800	29,800	29,900	30,000	0.3%	0.7%
Nursing & Residential Care Facilities	14,500	14,400	14,500	14,500	0.0%	0.0%
Health Care and Social Assistance - Residual	12,200	12,600	12,400	12,600	1.6%	3.3%
Leisure & Hospitality	79,200	78,700	77,100	77,000	-0.1%	-2.8%
Arts, Entertainment & Recreation	12,100	12,400	12,000	11,900	-0.8%	-1.7%
Accommodation & Food Services	67,100	66,300	65,100	65,100	0.0%	-3.0%
Accommodation	7,900	8,500	8,400	8,400	0.0%	6.3%
Food Services & Drinking Places	59,200	57,800	56,700	56,700	0.0%	-4.2%
Full-Service Restaurants	26,300	26,100	25,600	25,400	-0.8%	-3.4%
Limited-Service Eating Places	29,500	30,000	29,800	29,900	0.3%	1.4%
Food Services and Drinking Places - Residual	3,400	1,700	1,300	1,400	7.7%	-58.8%
Other Services	28,400	27,800	27,400	27,400	0.0%	-3.5%
Repair & Maintenance	7,800	8,000	7,900	7,700	-2.5%	-1.3%
Other Services - Residual	20,600	19,800	19,500	19,700	1.0%	-4.4%
Government	238,500	231,600	236,100	236,300	0.1%	-0.9%
Federal Government	12,600	12,700	12,700	12,600	-0.8%	0.0%
Department of Defense	1,800	1,800	1,800	1,800	0.0%	0.0%
Federal Government excluding Department of Defense	10,800	10,900	10,900	10,800	-0.9%	0.0%
State & Local Government	225,900	218,900	223,400	223,700	0.1%	-1.0%
State Government	111,600	109,300	112,100	111,800	-0.3%	0.2%
State Government Education	27,600	23,900	26,800	26,500	-1.1%	-4.0%
State Government Excluding Education	84,000	85,400	85,300	85,300	0.0%	1.5%
Local Government	114,300	109,600	111,300	111,900	0.5%	-2.1%
Local Government Education	68,400	64,500	66,800	67,600	1.2%	-1.2%
County	19,900	18,700	18,600	18,600	0.0%	-6.5%
City	10,700	10,700	10,500	10,300	-1.9%	-3.7%
Special Districts plus Indian Tribes	15,300	15,700	15,400	15,400	0.0%	0.7%

Notes:

(1) Civilian labor force data are by place of residence; include self-employed individuals, unpaid family workers, household domestic workers, & workers on strike. Data may not add due to rounding. The unemployment rate is calculated using unrounded data.

(2) Industry employment is by place of work; excludes self-employed individuals, unpaid family workers, household domestic workers, & workers on strike. Data may not add due to rounding.

December 17, 2010
Employment Development Department
Labor Market Information Division
(916) 262-2162

Sacramento Arden Arcade Roseville MSA
(El Dorado, Placer, Sacramento, and Yolo Counties)
Industry Employment & Labor Force
March 2009 Benchmark

Data Not Seasonally Adjusted

	Nov 09	Sep 10	Oct 10 Revised	Nov 10 Prelim	Percent Change Month Year
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These data are produced by the Labor Market Information Division of the California
Employment Development Department (EDD). Questions should be directed to:
Alex Alvarado 530/741-5191 or Diane Patterson 916/774-4716

These data, as well as other labor market data, are available via the Internet
at <http://www.labormarketinfo.edd.ca.gov>. If you need assistance, please call (916) 262-2162.

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ITEM IV-E – 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 – Terry Wills
- 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.