

## WIB BOARD MEMBERS

LARRY BOOTH  
Frank M. Booth, Inc.

LESLIE BOTOS  
Blood Source

BRIAN BROADWAY  
Sacramento Job Corps

BILL CAMP  
Sacramento Central Labor Council

COREENA CONLEY  
Sacramento Veterans Resource Center

LYNN R. CONNER  
Parasec

MICHAEL DOURGARIAN  
MDDV, Inc.

MARK ERLICHMAN  
California Department of Rehabilitation

DIANE FERRARI  
Employment Development Department

TROY GIVANS  
County of Sacramento, Economic  
Development

DAVID W. GORDON  
Sacramento County Office of Education

BERNADETTE HALBROOK  
CSUS

JASON HANSON  
Sierra Pacific Home and Comfort, Inc.

LISA HARR  
Vision Service Plan

BARBARA HAYES  
Sacramento Area Commerce & Trade  
Organization

MATTHEW KELLY  
Sacramento Sierra Building & Construction  
Trades Council

GARY R. KING  
SMUD

DANIEL KOEN  
California Teachers Association

KATHY KOSSICK  
Sacramento Employment & Training Agency

STEVEN M. LADD, Ed.D.  
Elk Grove Unified School District

PAUL LAKE  
County Department of Human Assistance

JAMES E. LAMBERT  
Sacramento Builder's Exchange

FRANK A. LOUIE  
Xerox Corporation

ELIZABETH MCCLATCHY  
The Safety Center, Inc.

DENNIS MORIN  
Sacramento Area Electrical Training Center

KIM PARKER  
California Employers Association

MARTHA PENRY  
California School Employees Association

DEBORAH PORTELA  
Casa Coloma Health Care Center

MAURICE READ  
Sacramento Sierra Building & Construction  
Trades Council

LORENDIA T. SANCHEZ  
California Indian Manpower Consortium

ANETTE SMITH-DOHRING  
Sutter Health – Sacramento Sierra Region

MICHAEL R. TESTA  
Sacramento Convention & Visitors Bureau

DR. DAN THROGMORTON  
Los Rios Community College District

KINGMAN TSANG  
East West Bank

TERRY A. WILLS, ESQ.  
Cook Brown, LLP

RICK WYLIE  
Beutler Corporation

DAVID P. YOUNGER  
Lionakis Beaumont Design Group



SACRAMENTOWORKS

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

**DATE:** Wednesday, November 30, 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](http://www.seta.net).

## A G E N D A

## PAGE NUMBER

- I. Call to Order/Roll Call**  
→ **Introduction of New Board Member:**  
Paul Castro, California Human Development Corporation
- **Member Spotlight (5 Minutes)**  
Mike Dourgarian, MDDV, Inc.
- II. Consent Item (2 minutes)**
- A. Approval of Minutes of the September 28, 2011 Meeting 2-6
- III. Discussion/Action Items (20 minutes)**
- A. Approval of Augmentation of Sacramento Chinese Community Services Center WIA Youth Services Contract to Support Youth Advocate Position (Christine Welsch) 7
- B. Approval of Funding Recommendations for 2011–2012 Board Initiative Activities (Terri Carpenter) 8-13

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

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| A. | PG&E PowerPathways Program (Keni Addison and Joshua Woodson)                                    | 14-15 |
| B. | Update on Sacramento Region Higher Education Asset Map Report (Robin Purdy)                     | 16-17 |
| C. | Gold Card Initiative – Summary (Robin Purdy)  | 18-19 |
| D. | Regional Workforce Investment Board Strategic Plan Update - Timeline and Template (Robin Purdy) | 20-25 |
| E. | Sacramento Works Career Center System First Quarter Reports (Ed Proctor or Ralph Giddings)      | 26    |
| F. | Dislocated Worker Report (William Walker)   | 27-28 |
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**V. Other Reports (5 minutes)**

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

**VI. Adjournment**

**DISTRIBUTION DATE: TUESDAY, NOVEMBER 22, 2011**

# Sacramento Works, Inc., Local Workforce Investment Board Strategic Plan

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

## **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.

*(Adopted 5/25/11)*

ITEM II-A – CONSENT

APPROVAL OF MINUTES OF THE SEPTEMBER 28, 2011 MEETING

BACKGROUND:

Attached are the minutes of the September 28, 2011 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, September 28, 2011  
8:00 a.m.

**I. Call to Order/Roll Call:** Ms. Wills called the meeting to order at 8:04 a.m.

Members Present: Brian Broadway, Lynn Conner, Coreena Conley, Mike Dourgarian, Diane Ferrari, Troy Givans, David Gordon, Bernadette Halbrook, Jason Hanson, Barbara Hayes, Kathy Kossick, Steven Ladd, Frank Louie, Elizabeth McClatchy, Dennis Morin, Kim Parker, Martha Penry, Maurice Read, Anette Smith-Dohring, Dan Throgmorton, Terry Wills, Rick Wylie, David Younger.

Members Absent: Larry Booth, Leslie Botos, Bill Camp, Mark Erlichman, Lisa Harr, Matt Kelly, Gary King, Daniel Koen, Paul Lake, James Lambert, Deborah Portela, Lorenda Sanchez, Mike Testa, Kingman Tsang.

➔ **Introduction of New Board Member:** Dr. Steven Ladd, Superintendent of Elk Grove Unified School District, introduced himself. He stated that it is his goal to make sure all young people walk across the stage and graduate.

➔ **Acknowledgement of Rapid Response Staff:** Mr. William Walker acknowledged the team that works with him in the Rapid Response program serving 14,000 dislocated individuals over the past ten years.

Ms. Diane Ferrari acknowledged the staff and their hard work. It makes a significant difference to provide services to dislocated staff before they leave.

➔ **Presentation by U.C. Davis Center for Regional Change on the Healthy Youth/Healthy Regions Study** Ms. Christine Welsch stated that the board received an executive summary of the study and recommendation.

Mindy Romero and Chris Renner were introduced. They reviewed highlights of the study. The Healthy Youth/Healthy Regions (HY/HR) Study is a two-year, multimethod study commissioned by Sierra Health Foundation with additional funding from The California Endowment and conducted by the U.C. Davis Center for Regional Change.

➔ **Member Spotlight**

➤ Martha Penry reported that the California School Employees Association represents nearly 230,000 non-certificated working men and women in our public schools and colleges; they do not represent the teachers. There are over 750

chapters. Ms. Penry represents 140 chapters in Area A. Monthly board meetings are held in San Jose and throughout the state.

Mr. Mike Dourgarian volunteered to do November's Member Spotlight presentation.

## **II. Consent Item**

### **A. Approval of Minutes of the July 27, 2011 Meeting**

Moved/Kelly, second/McClatchy, to approve the minutes as disturbed.  
Voice Vote: Unanimous approval.

## **III. Discussion/Action Item**

### **A. Approval to Participate in a Regional Workforce Investment Board Planning Effort**

In August, the Executive Committees and staff of regional WIBs met to talk about sharing each of the local WIB roles to develop regional goals and common areas. Participants brainstormed in five major areas and would like to develop committees made up of members from each local workforce investment board to develop action plans.

Ms. Conner encouraged board members that are interested to work on any committee they want. Let Ms. Purdy know and she will include members in the group.

Moved/Kelly, second/Dourgarian, to approve the Regional Workforce Strategic Plan and direct conveners to move forward working with the other Workforce Investment Boards to develop a time line and meeting schedule.  
Voice Vote: Unanimous approval.

### **B. Approval to Submit a Request to Transfer Workforce Investment Act (WIA) Dislocated Worker Funds to Adult Funds, Program Year (PY) 2011-12**

WIA funds are divided into three streams: adult, dislocated workers, and youth. The federal government has allowed the state to transfer money between adult and dislocated workers. All dislocated workers are eligible for adult funding. By approving this request, the amount of paperwork will be reduced and it will provide wider eligibility for adults. Ms. Conner stated that dislocated workers will still have access to the funds and services under the adult program.

Moved/McClatchy, second/Smith-Dohring, to approve the submission to the State of California, EDD of the request to transfer \$2,062,290 in WIA Dislocated Worker funds into the WIA Adult funding stream for PY 2011-12.  
Roll Call Vote: Aye: 22, Nay: 0, Abstentions: 0

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

##### 1. The American Jobs Act: Impact for California

Ms. Purdy reviewed information on potential impacts the American Jobs Act will have on California; the board will be notified as funds are released.

Ms. Ferrari reported that another component is that unemployed individuals will be invited back into the one stop career centers and asked to participate on interviews. Tax credits are available for employers who hire people who have been unemployed for over six months.

##### 2. Sacramento Works One Stop Career Center Annual Report 2010-2011

Ms. Purdy stated that while the numbers of people coming to the career centers are huge, the number of jobs is not anywhere near what is needed to put people back to work. The entered employment rate for people that went through the centers went down from 40% to 38% this year. The career centers served 13,391 people and 5,900 got jobs. Staff is looking at how services are offered and perhaps looking to reduce the number and provide more intense services to a lower number of customers.

Dr. Throgmorton requested information on the virtual one stop. Ms. Purdy reported that an off the shelf virtual one stop system which connects job seekers with employers was purchased. It has a component that if a job seeker goes in and fills out the resume, the employer services staff goes in and is able to match up the job seeker with the employer. It has the potential for making a quick connection between job seekers and employers. The system goes out and 'spiders' other on-line job seeking sites and expands the job base.

##### 3. Sacramento Is One of Two Regions in The Nation Selected for Energy Upgrade Financing

Ms. Purdy reviewed the article on the Property Assessed Clean Energy Program. There will be \$100 million available to commercial property and schools in the Sacramento region. Staff is hopeful that it could result in 8,000 new construction jobs. Locally, there are 200 dislocated construction workers trained in the energy efficiency field.

Ms. Hayes reported that the building owners are working with management associations and Julia Burrows in the City Manager's office. There has to be an energy audit on both ends. Building owners should contact Julia Burrows at 325-1630.

##### 4. Dislocated Worker Report: No additional report.

5. Employer Recruitment Activity Report: Mr. Walker reported that a lot of employers are coming in for the tax credits.
6. Unemployment Update from the Employment Development Department: No comments.
7. Committee Updates

Youth Council: Ms. Christine Welsch reported that SETA entered into a partnership with SMUD. Staff worked with the Sacramento City Unified School District and 65 young people applied for the SMUD program. Of the 65 applicants, 39 kids came to a boot camp, and 23 were selected for a six week job at SMUD. The youth did a variety of jobs from vegetation clean up to office jobs. The interesting thing was the marketing people were not on board until the last day. SMUD wants to partner with Sacramento Works to do another program. One of the youth participants kept their job at SMUD.

Employer Outreach Committee: Board members were sent an e-mail requesting that they fill out a short survey about organizations with which they are involved; the purpose is to update information on board members and connections to do outreach. The next EOC meeting will be October 19.

Board Development Committee: Ms. Kossick reported that there are two private sector vacancies on the board. There is a potential Kaiser applicant and she is waiting for the Chamber of Commerce to make their Executive Director decision. There are two vacancies in the required partner seats. A board initiative RFP was released and members of the Executive Committee have volunteered to read the proposals.

Planning/Oversight Committee: No additional report.

## **V. Other Reports**

1. Chair: No report.
2. Members of the Board: Ms. Smith-Dohring reported that SETA was highlighted by the California Hospital Association Collaborative on how Workforce Investment Boards are working with hospitals. It was exciting to put it to paper that 1,700 people have been trained in health care jobs. Ms. Smith-Dohring is hopeful that there will be more collaboration across the state with hospitals and WIB's
3. Counsel: No report.
4. Public Participation: No comments.

## **VI. Adjournment: The meeting was adjourned at 9:18 a.m.**



## ITEM III-A - ACTION

### APPROVAL OF AUGMENTATION OF SACRAMENTO CHINESE COMMUNITY SERVICES CENTER WIA YOUTH SERVICES CONTRACT TO SUPPORT YOUTH ADVOCATE POSITION

#### BACKGROUND:

The Sacramento Works Youth Council has identified the following strategies to improve and enhance youth service delivery which include:

- Engage employers to increase youth development, cultural & diversity competencies
- Attract and prepare youth for jobs in critical occupations and career pathways.

In 2011 to support career pathways, the Youth Council incorporated service learning and career pathways as a programmatic design for the year-round WIA youth services. Several years ago, Universal Youth Specialists were assigned to work in the One Stop Career Centers to provide universal/core services to any youth visiting the career centers. The Universal Services Youth team includes a Youth Advocate whom is a former WIA or similar program participant assigned to provide assistance to the Youth Specialist. The position of the Youth Advocate is considered a career pathway vehicle into the workforce development industry.

The Youth Advocate position was initially funded as part of the year-round WIA youth providers. In 2011 since the Youth Advocates are part of the Universal Youth team, these positions were included in the Universal Youth services funding and not the year-round provider funding. Sacramento Chinese Community Services Center (SCCSC) had the previous funding to support the Youth Advocate position at the Hillsdale Career Center. During the 2011 WIA Youth procurement, SCCSC submitted a proposal for Universal Youth and Youth Advocate services at the Hillsdale Career Center. For several years, SETA has assigned internal staff to perform the duties of Youth Specialist at the Hillsdale Career Center, along with Mark Sanders and Galt, to provide the Universal Youth Services. These three career centers do not currently have youth advocates. Because of a high volume of youth visiting the SWCC Hillsdale, SETA staff is recommending the augmentation of SCCSC's Universal Services contract to provide a youth advocate for the SWCC Hillsdale.

The Youth Council met on November 9, 2011 and approved this augmentation.

#### RECOMMENDATION:

Approve the augmentation of Sacramento Chinese Community Services Center contract for \$15,000 to support the Youth Advocate position.

## ITEM III-B - ACTION

### APPROVAL OF FUNDING RECOMMENDATIONS FOR 2011 – 2012 BOARD INITIATIVE ACTIVITIES

#### BACKGROUND:

The Sacramento Works Board approved the release of a Request for Proposals for Board Initiative funds to recruit qualified vendors for delivery of innovative proposals that provide new approaches to:

#### Workforce Research

- Conduct labor market research to identify and quantify growing and emerging sectors and occupations in the region.
- Research and analyze the skills and competencies necessary to build a workforce for a sector identified by Sacramento Works as a critical occupational cluster.

#### Employer Outreach

- Provide services that support and complement the outreach and public relations campaign that is currently overseen by the Employer Outreach Committee
- Provide services to include strategies to avert layoffs, retain or save jobs, and identify pending closures or substantial layoffs, and help companies make changes so that layoffs are reduced or completely avoided.

#### Business Retention and Expansion

- Link existing businesses to programs, services and resources that will ensure that they continue to thrive in the region,
- Coordinate with appropriate City and County departments to facilitate retention, expansion, and/or relocation of existing businesses within the region, and/or
- Target small, minority and women owned businesses to help them survive in difficult times.

The Board was seeking proposals that promoted partnerships, supported regional workforce development, strengthened existing companies, and provided businesses with new opportunities for business expansion.

A subcommittee of the Executive Committee and SETA staff reviewed the fourteen proposals received and has developed the following funding recommendations:

Due to regulatory limitations on using WIA funds for economic development activities, and because the majority of proposals were to fund existing services and outreach efforts, the committee is recommending funding for only two of the proposals submitted in response to the RFP:

- Valley Vision for Workforce Research and stakeholder engagement in the Next Economy Job Growth Plan for \$10,000.

ITEM III-B - ACTION (continued)

Page 2

- Veterans Business Outreach Center to provide direct services to 60 veteran clients interested in starting-up or growing their existing businesses for \$15,000.

If approved, the remaining Board Initiative funds of \$28,964 will be utilized for future board projects.

RECOMMENDATION:

Approve the Committee's recommendation to fund Valley Vision for \$10,000 for and the Veterans Business Outreach Center for \$15,000.

Proposer	Funding Request/ Activity	Funding Proposed	Proposal Summary
<b>Valley Vision</b>	\$15,000/ WR	\$10,000	<ul style="list-style-type: none"> <li>• Conduct a “cluster analysis” - an in depth look at the regional economy to identify what we do well, what we do better than others, and where our best areas of specialization are</li> <li>• Increase jobs and new investment in the Capital Region</li> <li>• Creation of new partnerships or joint ventures that will execute our Next Economy strategies and action in the areas of select industry cluster support, innovation and investment, international trade, capital formation, the removal of job creating impediments, workforce and education, and others</li> <li>• The completion of the Capital Region’s first-ever region-wide Comprehensive Economic Development Strategy, that will overcome a gap limiting the Capital Region’s public and private institutions from being highly competitive in the pursuit of US Dept. of Commerce grant investments</li> </ul>
<b>California Employers Association</b>	\$10,140/ EO/ BR & E	-0-	<ul style="list-style-type: none"> <li>• Develop and facilitate 12 monthly webinars</li> <li>• Each one hour session will be designed to re-tool and improve a small business operation.</li> <li>• 10 businesses per month will be targeted for webinar seminar participation</li> </ul>
<b>California Employers Association</b>	\$14,400/ EO/	-0-	<ul style="list-style-type: none"> <li>• 12 monthly Executive Roundtable Series designed to bring minority, women-owned and small business owners together to exchange ideas, share experiences, offer advice and act a a business and personal confidant and advisory board.</li> <li>• Facilitate a process that brings together 10-15 top executives from similar sized, non-competing companies on a monthly basis for a two-hour meeting.</li> </ul>

Proposer	Funding Request/ Activity	Funding Proposed	Proposal Summary
<b>Los Rios Centers of Excellence</b>	\$14,760/ WR	-0-	<ul style="list-style-type: none"> <li>• Develop a study that will crosswalk occupations in decline to those in demand, based on transferable skills and education</li> <li>• Develop an occupational roadmap that will assist job seekers to identify high growth occupations that correlate to their current skill sets and education level.</li> <li>• Identify skill and education gaps needed to transition and successfully compete for a position in the demand occupation.</li> <li>• Assist career counselors/job coaches working with job seekers in developing a personal training and education plan.</li> <li>• Provide the business community insight into the pool of available workers in the region.</li> </ul>
Proposer	Funding Request	Funding Proposed	Proposal Summary
<b>Asian Pacific Chamber</b>	\$15,000/ EO	-0-	<ul style="list-style-type: none"> <li>• Implement “Network of Success” providing technical assistance to disadvantaged small businesses, while linking existing businesses to programs, services and resources that will ensure that they continue to thrive in the region.</li> <li>• 1,500 businesses will receive information about the Network of Success program by registering in YouConnectHere.com</li> <li>• Technical assistance and referral to services and resources will be provided to businesses that register on the website.</li> </ul>

Proposer	Funding Request/ Activity	Funding Proposed	Proposal Summary
<b>Veterans Business Outreach Center</b>	\$15,000/ BR & E	\$15,000	<ul style="list-style-type: none"> <li>• The VBOC will provide small business services to veterans to include one-on-one consulting services, small business educational workshops, conferences and training.</li> <li>• VBOC will provide direct services to 60 veteran clients interested in starting-up or growing their existing business.</li> <li>• VBOC will be utilizing \$65,858 cash match to support this project.</li> <li>• Program will provide assistance to underserved clients including economically disadvantaged, disabled, minority, women, veteran, service connected veteran owed small business enterprises and geographically isolated communities.</li> <li>• Program proposed to create 15 jobs; retain 30 jobs.</li> </ul>
<b>City of Rancho Cordova</b>	\$15,000/ BR & E	-0-	<ul style="list-style-type: none"> <li>• Follow-up visits with companies identified as high risk during 4<sup>th</sup> Annual Business Walk</li> <li>• Conduct One Business Walk with Metro Pulse Partners</li> <li>• 7 businesses to receive direct services</li> </ul>
<b>County of Sacramento</b>	\$14,629/ BR & E	-0-	<ul style="list-style-type: none"> <li>• Employer interviews via the business walk conducted in conjunction with Metro Pulse partners</li> <li>• Follow-up visits with companies identified through the business walk as either at risk for lay-offs or as prospects for regional expansion.</li> <li>• 29 business to receive direct services</li> </ul>
<b>Sacramento Metropolitan Chamber of Commerce</b>	\$14,757/ BR & E	-0-	<ul style="list-style-type: none"> <li>• Employer interviews via two business walks conducted in conjunction with Metro Pulse partners</li> <li>• Follow-up visits with companies identified through the business walks as either at risk for lay-offs or as prospects for regional expansion.</li> <li>• 14 employers to receive direct services</li> </ul>
<b>SARTA</b>	\$15,000/ BR & E	-0-	<ul style="list-style-type: none"> <li>• Undertake and complete an Innovation Scorecard analysis using a methodology developed by Grow-California</li> </ul>

Proposer	Funding Request	Funding Proposed	Proposal Summary
<b>City of Sacramento</b>	\$14,757/ BR & E	-0-	<ul style="list-style-type: none"> <li>Expand business retention and expansion outreach services within the enterprise zones located within the City, with a focus on manufacturing/industrial businesses.</li> <li>Conduct business walks to flag at-risk employers and identify existing expansion prospects</li> <li>Follow-up services to 14 companies identified through the business walks</li> </ul>
<b>SACTO</b>	\$15,000	-0-	<ul style="list-style-type: none"> <li>SACTO will enhance its regional business attraction and marketing activities by implementing a new proactive lead generation tool.</li> <li>Tool will be used to pursue a new set of targeted lead leads for business expansion and relocation on behalf of the 29 jurisdictions it represents in the Sacramento Region..</li> <li>Engage ROI-global business-to-business market research and lead generation firm.</li> </ul>
<b>Sacramento Regional Builders Exchange</b>	\$15,000/ BR & E	-0-	<ul style="list-style-type: none"> <li>The Exchange will provide an array of services that help create a successful economic environment for construction business including business development education programs, workforce research and employer outreach services</li> </ul>
<b>Sacramento Business Services Center (Foundation of Hispanic Chamber)</b>	Unidentified Amount/ BR & E	-0-	<ul style="list-style-type: none"> <li>To provide technical assistance and assess micro-small business owners understand the basics of banking, credit, how to budget and spend wisely to access capital.</li> <li>Three 4-hour workshops delivered to 20 small businesses</li> </ul>

**WR=** Workforce Research

**EO=** Employer Outreach

**BR & E=** Business Retention and Expansion

## ITEM IV-A - INFORMATION

### PG&E POWERPATHWAYS PROGRAM

#### BACKGROUND:

In 2010, the Fresno Workforce Investment Board, along with the Sacramento Employment and Training Agency (SETA), PG&E, Fresno Community College and American River College received WIA Veterans discretionary funding to develop a training and employment pathway for recently separated veterans to attain employment in the utility industry. The targeted jobs were Electric Power-line Installers and Repairers, or utility workers. The Sacramento component began in the summer of 2011. The following is an overview of the implementation and outcomes of the program.

#### **Implementation process:**

- **Application:** PG&E advertised the PowerPathways program and directed applicants to register at the PG&E website - approximately 375 applicants applied via the website.
- **Assessment:** Ninety-four (94) applicants completed the Key Train assessments and were eligible to move to the next step in the screening process.
- Sixty-five (65) applicants attended an orientation for more in-depth assessments. Each applicant was assessed for Reading for Information, Locating Information, and Applied Mathematics using the WorkKeys Career Readiness Credential (CRC). Only applicants scoring 4 or higher on each of these assessments were eligible to go to the next step.
- **Interview:** Forty-nine (49) applicants who scored 4 or higher on the WorkKeys Career Readiness Credential were interviewed by a team comprised of SETA staff, an industry expert, and an instructor from American River College. Final candidates were chosen from that applicant pool.
- **Enrollment in American River College:** 27 candidates enrolled in the PowerPathways program at American River College. Classes were held Monday through Friday 7am -5pm for a duration of eight weeks.
- In addition to core classroom work and field trips to PG&E work sites, SETA staff provided soft skills and job search skills services including a resume and interview workshop. Students also completed their employment profile on PG&E's Talent Connect website and enrolled in the Troops to Energy Jobs Program.

#### **Outcomes:**

- **Program Graduation:** 25 candidates completed the 8 week course on October 13, 2011.
- **Employment:** As of October 31, 2011, PG&E has not opened many full-time permanent positions. As a result, the trainees began applying for alternate employment opportunities as "stop-gap" employment. One Student has been invited



ITEM IV-A – INFORMATION (continued)  
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by PG&E to test for the Telecommunication Specialist position, the first test, the Physical Test Battery (PTB), is to be administered in November 2011. Six candidates tested and passed SMUD's Utility Worker Apprenticeship Exam and are awaiting next steps.

- Two students have obtained full time positions– one with CalTrans and another was indentured into the Ironworkers Union Local #118 as an Apprentice Iron Worker.
- Eight students have decided to continue their education at American River College and utilize their GI bill, while applying with other Utilities and Apprenticeship representatives to explore employment options.

SMUD developed a video highlighting the partnership. SETA staff will be available for any questions following the showing of the video.

## ITEM IV-B – INFORMATION

### UPDATE ON SACRAMENTO REGION HIGHER EDUCATION ASSET MAP REPORT

#### BACKGROUND:

On May 20, 2010, the Sacramento Area Commerce and Trade Organization and the County of Sacramento hosted a session at the offices of the Sacramento Area Council of Governments to discuss the value and importance of higher education to our region's economic development. The session was attended by city managers, county executives, and business and education leaders from around the region. After a presentation on some unique partnerships and developments between local governments, the business community and the educational institutions around the United States, a conversation ensued about the educational infrastructure that exists in the Sacramento Region, the tremendous value that it provides, and the opportunities that exist for collaboration and partnership between education, local government and business that will prepare the region for the "next economy".

There was agreement that:

- Knowledge is the currency of the "next" economy
- Regions that strategically invest in and support their education infrastructure will be the ones that grow their economies both quantitatively and qualitatively in the coming years
- Post-secondary educational institutions are some of the most valuable assets the Sacramento Region possesses. Anchored by a UC and CSU campus, and three community college districts, the region is also home to a wide variety of professional, technical, and liberal arts colleges, all of which combine to create a robust foundation for our regional workforce, access to research dollars, technology transfer and the creation of new companies, technical training, and significant economic impact for our regional economy.
- Regional leaders should focus on developing regional educational resources through the support, leveraging, and growth of institutions already in the region and through recruitment of additional educational institutions.

A four-step action plan was developed:

#### **I. Identify What We Have**

Develop an asset map of the secondary educational infrastructure and resources that exist in the Sacramento Region.

#### **II. Identify What We Want**

Develop a regional vision for the growth and recruitment of secondary educational institutions based on the nexuses of jurisdictional desires, existing plans of our existing educational institutions, and identified opportunities and needs.

### **III. Development of Talent Retention and Attraction Strategy**

Develop an action plan that attracts and retains the student population by

- Promoting the quality of life and opportunities in the region;
- Elevating the importance of investing in our existing workforce through continued education, and
- Creating synergies and stronger linkages between educational institutions and the business community – through internships, collaborative partnerships, professional development of existing staff, etc.

### **IV. Development of Robust Regional Advocacy Strategy to Support Higher Education**

Develop an advocacy strategy that involves the entire community – local government, business, and educational leadership – touting the benefits and importance of higher education to the Sacramento Region to our state and federal representatives, and business community on a consistent basis.

Support the advocacy strategy with a marketing element that provides clear, up to the minute information to our elected officials and can be used to recruit new institutions, educators, students, and talent to the region.

On November 17, 2010, the Sacramento Works Board approved allocating \$15,000 to the Center for Strategic Economic Research to develop the asset map of the secondary educational infrastructure and resources that exist in the Sacramento Region. The Higher Education Asset Map Report, completed in June, 2011, provides a tool which identifies the educational assets we currently have and provides the basis for future discussions and development of strategies for support, growth, and recruitment of institutions, students, faculty, and research opportunities that will build a solid workforce, provide significant economic impact, and accelerate the future growth of the Sacramento regional economy. This report will be presented by Ryan Sharp, Director of the Center for Strategic Economic Research at the December 9, 2011 Convergence Event sponsored by Linking Education and Economic Development and the Los Rios Community College District.

The Sacramento Region Higher Education Asset Map Report is sent under separate cover for your review. Barbara Hayes, Executive Director of SACTO and Ryan Sharp will present an update and next steps for this initiative at the January 25, 2012 Sacramento Works meeting.

## ITEM IV-C - INFORMATION

### GOLD CARD INITIATIVE - SUMMARY

#### BACKGROUND:

The Gold Card Initiative includes a suite of services to help unemployed post-9/11 era veterans by providing the intensive and follow-up services they need to succeed in today's job market. The Gold Card initiative is a joint effort of the Department of Labor's Employment and Training (ETA) and Veterans' Employment and Training Service (VETS) and became effective on Monday, November 7, 2011. By increasing collaboration between VETS-funded programs and the One-Stop Career Center system, these services are designed to overcome the barriers to employment faced by post-9/11 veterans.

Gold Card services are being offered to assist veterans in getting the help they need to get them back into the labor market as quickly as possible. Information about this new initiative can be found on the DOL website <http://www.dol.gov/vets/goldcard.html>. Also on this website, Veterans will be able to print a Gold Card and get information on how to access available services.

Upon obtaining a Gold Card, an eligible veteran can present the Gold Card at his/her local On-Stop Career Center to receive enhanced intensive services including six months of follow-up. The Gold Card services will include a combination of intensive services, including skills assessment, career coaching, and job search assistance over a six-month period to jump-start the veterans' job search process and reconnect them to the civilian labor force in high-demand sectors.

Veterans seeking Gold Card services can also learn about an enhanced suite of online tools for all veterans as part of this initiative on this website: [www.MyNextMove.org/vets](http://www.MyNextMove.org/vets). At that website, veterans can explore information about civilian careers, related training and information they can use to write resumes.

The website <http://www.careeronestop.org/VetsJobs> will allow veterans to quickly identify civilian job openings related to their prior military experience, located training and identify benefits and other assistance after military service.

A demonstration of these new sites was part of a Webinar that was recorded and is available for viewing on [workforce3one.org](http://workforce3one.org).

ITEM IV-C – INFORMATION (continued)  
Page 2

All staff at One-Stop Career Centers must ensure that all veterans receive priority of service for all Department of Labor funded programs. Providing Gold Card services will ensure that priority is fully implemented for those veterans most in need of employment and training services.

ITEM IV-D INFORMATION

REGIONAL WORKFORCE INVESTMENT BOARD STRATEGIC PLAN UPDATE -  
TIMELINE AND TEMPLATE

BACKGROUND:

Attached please find the Regional Workforce Investment Board Strategic Plan timeline and template that was presented to the Planning/Oversight Committee on November 16, 2011. WIB members are invited to participate in this process. Please contact Nancy Hogan or Robin Purdy if you wish to receive meeting notices.



**Goal Statement #2: Provide high-quality services through the One-Stop System**

Insert goal statement.

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
<p><b>Improve and market the value of the One-stop system</b>                      Focus on capacity building and training for staff and partners, including how to:</p> <ul style="list-style-type: none"> <li>• Regionally promote the One Stop Career Center system</li> <li>• Promote specific services (Tax Credits, OJT, Employer recruitment)</li> </ul>	<p>1.</p>				
<p><b>Design, improve and market the virtual one-stop system website and technology</b></p> <ul style="list-style-type: none"> <li>• Develop a Regional Virtual One Stop (VOS) User Group</li> <li>• Train staff and partners on Virtual One Stop customer modules</li> <li>• Utilize social media and internet tools</li> <li>• Recommend technology improvements</li> <li>• Create Reports to use in improving the system</li> </ul>	<p>1.</p>				



**Goal Statement #3: Prepare Youth to Thrive and Succeed**

Insert goal statement.

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
<p><b>Engage regional employers and academia</b>                      Strengthen Youth Councils in the region                      Share information on regional strategies to develop career pathways and promote attainment of diplomas and degrees</p>	<p>1.</p>				
<p><b>Market and deliver work readiness credentials</b>                      Review work readiness credential systems in the region                      Make a recommendation on a minimum standards for work readiness credentials for the region</p>	<p>1.</p>				

**Goal Statement #4: Gather and Utilize Workforce Intelligence**

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
<p><b>Identify critical economic development and workforce issues and trends</b>                      Identify key economic development partners in the region                      Share policies and directives on financial assistance awards and training activities                      Present options for regional policies for training and financial assistance</p>	<p>1. 2.</p>				
<p><b>Update critical occupational cluster report</b>                      Participation in Next Economy, Capital Area Prosperity Planning process                      Use a sector/cluster approach to training                      Focus on career pathways                      Focus training funds on critical occupational clusters</p>	<p>1.</p>				
<p><b>Identify employer and job seeker training and career path needs and gaps</b>                      Conduct research on job loss and emerging jobs                      Identify transferable skills of workers and market to employers</p>	<p>1.</p>				

**Goal Statement #5: Get Ready for the Future**

Insert goal statement.

Strategy	Action Steps	Performance Metrics	Timeframe	Responsible Parties	Needed & Available Resources
<p><b>Policy Analysis and Planning</b>                      Research and educate stakeholders regarding policy changes affecting workforce development                          WIA Reauthorization                          The American Jobs Act                      Participation in Next Economy, Capital Area Prosperity Planning process</p>	<p>1.</p>				
<p><b>Regional grant writing</b>                      Get ready for Workforce Innovation Grants: Identify clusters (Small Business/Entrepreneurs) and partners (Community Colleges, Welfare system, business, banks)                          Regional grant management                          Shared responsibility for grant management (oversight and benefit shared)                      Identify fundraising assets and resources (corporations, individuals and foundations) in the region.</p>	<p>1.</p>				

ITEM IV- E- INFORMATION

SACRAMENTO WORKS CAREER CENTER SYSTEM FIRST QUARTER REPORTS

BACKGROUND:

Attached under separate cover are the Sacramento Works One Stop Career Center System Quarterly Performance Reports for the period July 1, 2011- September 30, 2011.

Staff will be available to review the highlights of the quarterly information.

ITEM IV-F – INFORMATION  
DISLOCATED WORKER REPORT

BACKGROUND:

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

## Dislocated Worker Information PY 2011/2012

The following is an update of information as of November 18, 2011 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
Unofficial	5/9/2011	<b>First Data</b>	8/31/2011	145	6/9/11 6/16/11
Unofficial	5/23/2011	<b>County of Sacramento</b>	7/1/2011	275	6/22-23/11 6/29-30/11
Official	6/2/2011	<b>First Banks, Inc.</b> 110 Woodmere Rd, Ste. 150 Folsom, CA 95630	9/30/2011	20	9/15/2011
Unofficial	6/11/2011	<b>CSAA</b>	7/30/2011	25	7/14/2011
Unofficial	7/19/2011	<b>Borders Books</b> 2765 East Bidwell Folsom, CA		75	6/19/11 8/29-31/11
Official	8/1/2011	<b>Valley Aggregate Transport, Inc.</b> 5121 Hedge Avenue Sacramento, CA	9/27/2011	111	Pending
Official	8/2/2011	<b>Cisco</b> 2868 Prospect Rd Rancho Cordova, CA	8/19/2011	78	Packets Delivered
Official	8/26/2011	<b>BLT Enterprises of Sacramento, LLC</b> 8491 Fruitridge Rd Sacramento, CA 95826	11/2/2011	106	Pending
Official	10/3/2011	<b>Hewlett-Packard Company</b> Rancho Cordova, CA	12/2/2011	76	Pending
Official	10/4/2011	<b>Foster Farms Dairy</b> 1221 66th Street Sacramento, CA 95819	12/2/2011	96	Pending
Official	11/7/2011	<b>Hewlett-Packard Company</b> Rancho Cordova, CA	12/2/2011	39	Pending
Official	11/1/2011	<b>A1 Door and Building Solutions</b> 4300 Jetway Ct. North Highlands, CA 95660	12/31/2011	97	Pending
Official	11/10/2011	<b>PG&amp;E</b> Sacramento, CA	1/9/2012	8	Pending
			<b>Total # of Affected Workers</b>	1,151	

ITEM IV-G– 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**

<b>Employer</b>	<b>Jobs</b>	<b>No of Positions</b>
Accentcare	CAN/Caregiver	55
ACS Roofing	Bookkeeper/Accountant	1
	Window Cleaner - Gutter Cleaner	1
Aerotek	General Laborer	1
ALSCO, Inc.	Accounts Receivable	1
American River Parkway Foundation	Chemical Plant Mechanic	1
	Marketing Fundraising Coordinator	1
	Plant Supervisor	1
Apria Healthcare	Billing Representative	1
Area 4 Agency on Aging	Snr. Employment Program Manager	1
Baygell Properties	Commercial Property Manager	1
Berkeley Farms	Truck Driver Class A	1
Bissell Brothers	Cleaner	1
California Green Clean	Housekeeper/Cleaner	1
California Redevelopment Association	Member Services Associate PT	1
Bread of Life	Office Manager	1
Campbell Soup Company	Certified Forklift Driver	14
Capitol Autism Services	Behavior Tutor	10
Carmellia Network	Accounting and Executive Assistant	1
Carmichael Oaks Assisted Living	Caregiver	1
	Concierge/Receptionist	1
	Medication Aide	1
Child Care Careers	Infant/Preschool/School-Age Teachers	10
Circle K Stores	Store Manager	5
Citrus Heights Career Center	Shop Foreman	1
CVL Inc. dba Folsom Lake RV	Parts Manager	1
Downtown Sacramento Partnership, Inc.	Administrative Assistant to the DSPI	1
Dr. Pepper Snapple Group	Forklift Operator	2
	Full Service Driver	1
	Loader-Warehouse	5
	Merchandiser	10
	Production Supervisor	1
	Quality Control Technician	1
	Quality Supervisor	1
	Relief Account Manager	1
Folsom Cordova Community Partnership	Employment Services Case Manager	1
**Fresh & Easy Neighborhood Market	Team Leader	4
	Customer Assistant	10
	Kitchen Table/Bakery Coordinator	3
G & K Services	General Laborer	1
	Route Manager	1
General Produce Company	Inside Sales Representative	1
	Receptionist	1
**Geolog Inc	Driver/Shop Technician	1
	Data Digitizer/Marketing	1
Goodwill Industries	Assistant Manager	1
	Key Holder/Supervisor	1
	Manager in Training	1
H & R Block	Client Services Professional	15
	Office Manager	20
	Tax Professional	20
HR to Go	Administrative Support	1



**Employer Recruitment Activity Report**

**Hand Biomechanics Lab, Inc	Manufacturing Operations/FDA Regulatory Compliance	1
Indecare Home Care & Living Assistance	Caregiver	10
Jack Frost Design	Administrative Assistant	1
KVIE	Leadership Giving Officer	1
**KlickNation	3D Animator/Rigger	1
	Controller	1
	Data Analytics Specialist	1
	Producer	1
La Tapatia Tortilleria, INC.	Delivery Driver/Vendor	1
Labor Ready	Construction Laborers	10
Los Rios Community College District	Account Clerk II	1
	Accountant	1
	Accountant	1
	Accountant Clerk I	1
	Administrative Service Analyst	1
	Audio/Visual Production Technician	1
	Campus Patrol On Call	1
	Clerk III	1
	Clerk III PT	1
	College Safety Officer	1
	College Safety Officer (Temporary)	1
	Confidential Chancellor's Executive Assistant	1
	Custodian	1
	Dean, Business Division	1
	Director of Human Resources	1
	Electronic Calibration & Repair Technician	1
	Environmental Technician	1
	Environmental Technician-Water Management	1
	Financial Aid Clerk	1
	Graphic Designer	1
	Groundskeeper	1
	Healthcare Interpreting Adjunct Professor	1
	HVAC Mechanic	1
	Information Technology Assistant III	1
	Instructional Assistant - Learning Resources	1
	Instructional Asst. - Sign Language Studies	1
	Instructional Asst.-Microcomputer Laboratory for Assistive Technology	1
	Library Media Technical Asst.	1
	Operations Technician	1
	Outreach Clerk	1
	Physical Education/Athletic Attendant	1
	Police Communication Dispatcher	1
	Purchasing Supervisor	1
	Special Project Assistant to Exec. Director	1
	Srn. Information Technology Technician	1
	Student Personnel Asst. - Davis Outreach Program	1
	Student Personnel Asst. - Disables Student Programs & Services Center	1
	Student Personnel Asst. -Student Affairs	1
	Welding Adjunct Asst. Professor	1
	Loving Companions Senior Services	Caregiver

## Employer Recruitment Activity Report

**Mallicoat Electric, Inc	Electrical Apprentice	1
Manpower	Production Packager	5
	General Laborer	2
Nonprofit Resource Center	Program Assistant	1
Northern Sheets, LLC.	Industrial Electro Mechanic	1
On My Own	Direct Service Provider	10
Opening Doors, Inc.	Survivors of Human Trafficking Program Associates	1
PMSR Technologies	Line Operator	5
Progressive Insurance	Customer Service Representative	10
Public Relations Specialists	Communications Manager	1
REC Solar, Inc.	Events Coordinator	1
Red Dog Shred	Document Shredder	1
Relationship Skills Center	Operations Coordinator	1
Rezolve Group, Inc.	Communications Manager	1
	Sales Specialists	14
**Rite Aid	Shift Supervisor	3
**S-N-T Company	Window Installer	1
	Receptionist/Bookkeeper	1
Sacramento CASA	Case Manager	1
	Family Finding Social Worker	1
Sacramento Children's Home	Maintenance Supervisor	1
	Maintenance Supervisor	1
Sacramento Container Corporation	Corrugate Experience Machine Operators & Asst. Operators	3
	Forklift Operator	1
Sacramento Region Community Foundation	Accountant	1
Salvation Army Sac Metro	Kitchen Aide	1
	Monitor	1
	Office Assistant	1
	Program Aide	1
Self Storage	Part-time Manager	1
SETA	Children and Family Services Quality Assurance Analyst	1
	Workforce System Administrator	1
	Workforce System Analyst	1
	Teacher, Head Start	1
Sierra Pacific	Sale Representative	10
**Solar Depot	Sales/Order Administrator	1
St. John's Shelter Program for Women and Children	Accounting and Executive Assistant	1
**Sullivan Learning Systems	Tutor	25
Sumrall Solutions LLC	Fund Accountant - Associate I	15
Support For Home	Caregiver	10
	Personal Care Aides	10
**Surety Solutions Insurance Services, Inc	Customer Service Representative	1
United Way California Capital Region	Front Desk Coordinator	1
	Administrative Manager	1
Volt Staffing Services	Warehouse Person	20
	Warehouse Specialist	20
Wild Hawk Grille	Cart Attendant/Cashier	1
Xerox Corporation	Print Operator and Driver	1
<b>TOTAL</b>	Page 32	<b>503</b>

ITEM IV-H- INFORMATION

UNEMPLOYMENT UPDATE/PRESS RELEASE FROM THE EMPLOYMENT  
DEVELOPMENT DEPARTMENT

BACKGROUND:

The unemployment rate for Sacramento County for the month of October is 11.4 %.

Attached is a copy of a press release from the Employment Development Department breaking down the job losses and job creations for the regional area.

Staff will be available to answer questions.

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

**Leisure and hospitality led month-over job losses**

The unemployment rate in the Sacramento-Arden Arcade-Roseville MSA was 11.4 percent in October 2011, unchanged from a revised 11.4 percent in September 2011, and below the year-ago estimate of 12.2 percent. This compares with an unadjusted unemployment rate of 11.2 percent for California and 8.5 percent for the nation during the same period. The unemployment rate was 11.0 percent in El Dorado County, 10.4 percent in Placer County, 11.8 percent in Sacramento County, and 11.1 percent in Yolo County.

**Between September 2011 and October 2011**, the total number of jobs located in the counties of El Dorado, Placer, Sacramento, and Yolo decreased by 100 to total 814,400 jobs.

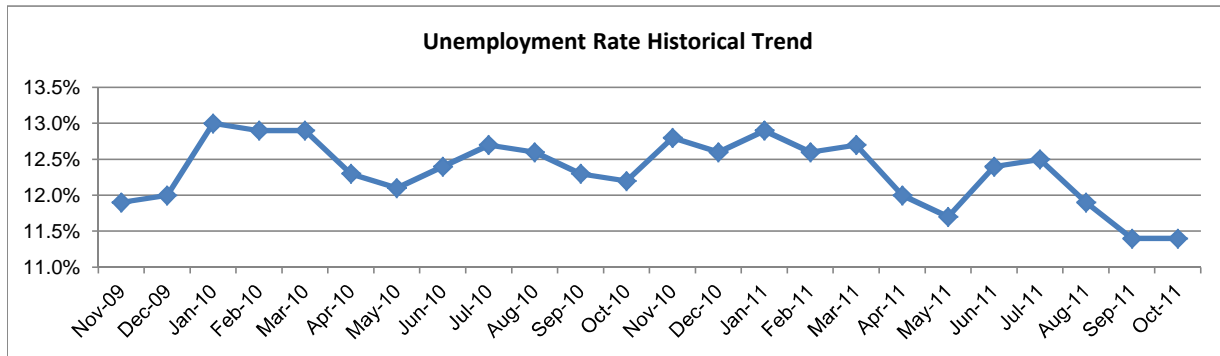
- Leisure and hospitality declined by 3,900 jobs with losses in accommodation and food services (down 3,300 jobs) and arts, entertainment, and recreation (down 600 jobs).
- Manufacturing decreased by 1,100 jobs due to cutbacks in durable goods (down 600 jobs) and nondurable goods (down 500 jobs).
- Professional and business services lost 1,000 jobs. Professional, scientific, and technical services (down 1,400 jobs) offset a 400-job increase in administrative and support and waste management and remediation services; management of companies and enterprises remained unchanged.
- On the upside, government gained 5,200 jobs. Local government (up 3,100 jobs) and state government (up 2,200 jobs) offset a 100-job decrease in federal government. The growth was concentrated in local and state government educational services.
- Education and health services expanded by 1,800 jobs. Health care and social assistance (up 1,800 jobs) accounted for the total increase.

**Between October 2010 and October 2011**, total wage and salary employment in the region decreased by 1,100 jobs or 0.13 percent.

- Trade, transportation, and utilities contracted by 2,900 jobs with losses in retail trade (down 2,200 jobs), wholesale trade (down 400 jobs), and transportation, warehousing, and utilities (down 300 jobs).
- Manufacturing shrank by 2,300 jobs with losses in durable goods (down 1,600 jobs) and nondurable goods (down 700 jobs).
- Government declined by 1,400 jobs. State government (down 2,500 jobs) and federal government (down 200 jobs) offset a 1,300-job increase in local government.
- On the upside, education and health services gained 5,200 jobs and construction added 1,200 jobs.

**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 11.4 percent in October 2011, unchanged from a revised 11.4 percent in September 2011, and below the year-ago estimate of 12.2 percent. This compares with an unadjusted unemployment rate of 11.2 percent for California and 8.5 percent for the nation during the same period. The unemployment rate was 11.0 percent in El Dorado County, 10.4 percent in Placer County, 11.8 percent in Sacramento County, and 11.1 percent in Yolo County.



Industry	Sep-2011	Oct-2011	Change		Oct-2010	Oct-2011	Change
	Revised	Prelim				Prelim	
Total, All Industries	814,500	814,400	(100)		815,500	814,400	(1,100)
Total Farm	10,000	9,100	(900)		8,900	9,100	200
Total Nonfarm	804,500	805,300	800		806,600	805,300	(1,300)
Mining and Logging	400	400	0		500	400	(100)
Construction	41,100	40,500	(600)		39,300	40,500	1,200
Manufacturing	32,400	31,300	(1,100)		33,600	31,300	(2,300)
Trade, Transportation & Utilities	129,600	130,000	400		132,900	130,000	(2,900)
Information	16,700	16,700	0		16,600	16,700	100
Financial Activities	47,700	48,400	700		47,700	48,400	700
Professional & Business Services	103,700	102,700	(1,000)		103,200	102,700	(500)
Educational & Health Services	102,400	104,200	1,800		99,000	104,200	5,200
Leisure & Hospitality	82,000	78,100	(3,900)		78,400	78,100	(300)
Other Services	28,000	27,300	(700)		28,300	27,300	(1,000)
Government	220,500	225,700	5,200		227,100	225,700	(1,400)

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](http://www.labormarketinfo.edd.ca.gov)

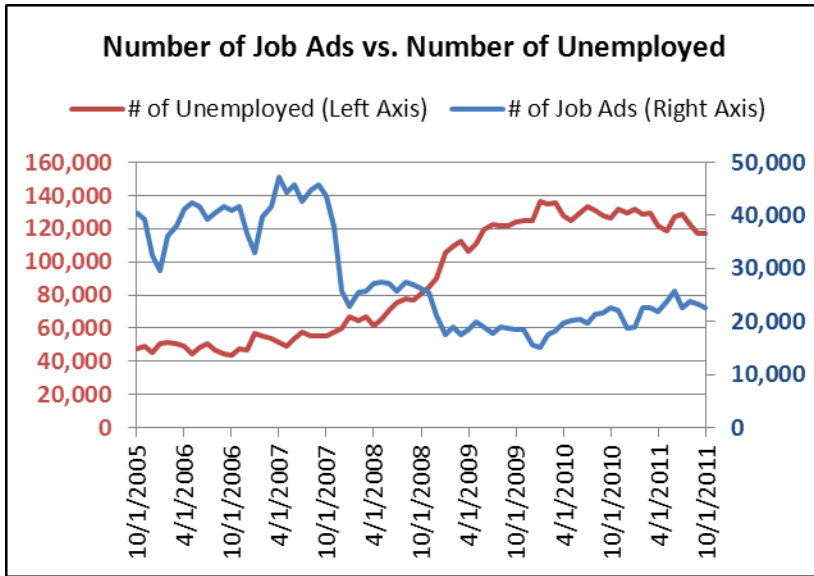
**REPORT 400 C**  
**Monthly Labor Force Data for Counties**  
**October 2011 - Preliminary**  
 Data Not Seasonally Adjusted

COUNTY	RANK BY RATE	LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT	RATE
<b>STATE TOTAL</b>	---	<b>18,221,200</b>	<b>16,171,300</b>	<b>2,049,900</b>	<b>11.2%</b>
ALAMEDA	15	751,400	675,800	75,700	10.1%
ALPINE	57	420	350	70	17.6%
AMADOR	32	16,540	14,430	2,110	12.7%
BUTTE	30	105,600	92,600	12,900	12.2%
CALAVERAS	44	19,300	16,490	2,810	14.6%
COLUSA	46	11,640	9,900	1,750	15.0%
CONTRA COSTA	14	519,400	467,700	51,700	10.0%
DEL NORTE	32	11,600	10,120	1,470	12.7%
EL DORADO	23	89,000	79,200	9,800	11.0%
FRESNO	50	431,700	363,800	67,900	15.7%
GLENN	39	12,950	11,190	1,750	13.5%
HUMBOLDT	18	60,900	54,600	6,300	10.3%
IMPERIAL	58	76,700	54,500	22,200	28.9%
INYO	8	9,270	8,400	870	9.3%
KERN	39	374,500	324,000	50,500	13.5%
KINGS	44	61,300	52,300	9,000	14.6%
LAKE	53	24,330	20,380	3,950	16.2%
LASSEN	26	13,900	12,250	1,640	11.8%
LOS ANGELES	28	4,899,000	4,316,200	582,900	11.9%
MADERA	43	64,600	55,500	9,100	14.0%
MARIN	1	133,200	123,600	9,700	7.2%
MARIPOSA	21	9,340	8,330	1,010	10.8%
MENDOCINO	13	42,310	38,110	4,200	9.9%
MERCED	52	107,800	90,800	17,000	15.8%
MODOC	34	3,920	3,420	500	12.8%
MONO	29	7,770	6,830	940	12.0%
MONTEREY	18	217,600	195,100	22,400	10.3%
NAPA	4	75,000	68,800	6,200	8.3%
NEVADA	17	49,400	44,350	5,050	10.2%
ORANGE	5	1,596,000	1,460,900	135,100	8.5%
PLACER	20	174,600	156,500	18,100	10.4%
PLUMAS	37	9,580	8,310	1,260	13.2%
RIVERSIDE	41	913,800	788,600	125,300	13.7%
SACRAMENTO	26	666,200	587,700	78,500	11.8%
SAN BENITO	25	24,900	22,100	2,900	11.5%
SAN BERNARDINO	34	851,200	742,300	108,900	12.8%
SAN DIEGO	11	1,579,500	1,427,000	152,500	9.7%
SAN FRANCISCO	3	462,300	424,700	37,600	8.1%
SAN JOAQUIN	50	296,700	250,200	46,500	15.7%
SAN LUIS OBISPO	7	137,300	124,700	12,600	9.2%
SAN MATEO	2	377,400	347,700	29,700	7.9%
SANTA BARBARA	6	218,200	199,400	18,800	8.6%
SANTA CLARA	10	890,900	806,500	84,500	9.5%
SANTA CRUZ	15	151,600	136,300	15,400	10.1%
SHASTA	37	85,000	73,700	11,200	13.2%
SIERRA	36	1,520	1,320	200	12.9%
SISKIYOU	49	18,750	15,860	2,890	15.4%
SOLANO	22	212,400	189,300	23,200	10.9%
SONOMA	8	256,000	232,300	23,700	9.3%
STANISLAUS	47	237,300	201,300	36,000	15.2%
SUTTER	54	41,500	34,700	6,800	16.4%
TEHAMA	42	24,770	21,350	3,420	13.8%
TRINITY	55	4,930	4,120	810	16.5%
TULARE	48	208,600	176,700	31,900	15.3%
TUOLUMNE	31	25,180	22,020	3,160	12.5%
VENTURA	12	430,400	388,000	42,300	9.8%
YOLO	24	95,800	85,200	10,600	11.1%
YUBA	56	28,200	23,400	4,800	17.2%

Notes

- 1) Data may not add due to rounding. The unemployment rate is calculated using unrounded data.
- 2) Labor force data for all geographic areas now reflect the March 2010 benchmark and Census 2000 population controls at the state level.

# Recent Job Ads for Sacramento Arden Arcade Roseville MSA October 2011

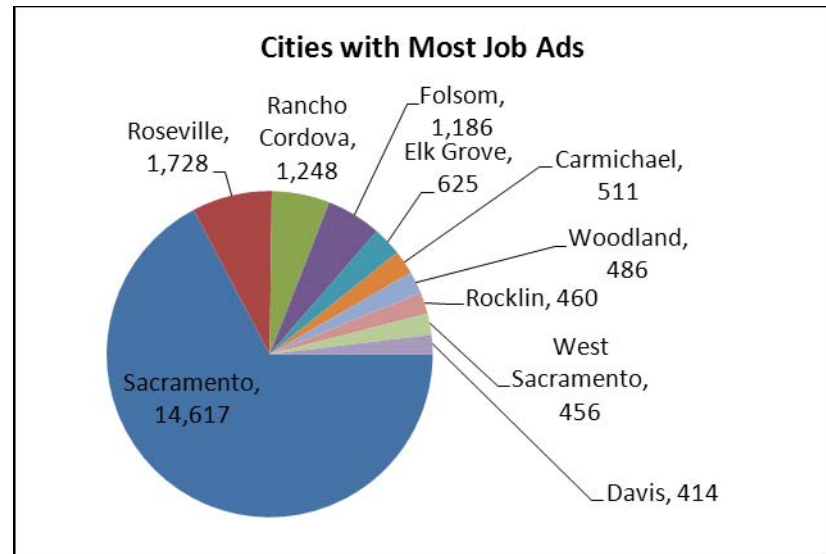


### Employers with Most Job Ads

Catholic Healthcare West	468
Kaiser Permanente	370
Deloitte	242
Sutter Health	239
Allegis Group	196
Aerotek	141
Sapphire Technologies	138
CHW Medical Foundation	131
Randstad Technologies	123
Staples	114

### Occupations with Most Job Ads

Registered Nurses	1252
Computer Systems Analysts	709
Retail Salespersons	639
First-Line Supervisors/Managers of Retail Sales Workers	597
Web Developers	477
Truck Drivers, Heavy and Tractor-Trailer	451
Medical and Health Services Managers	436
Customer Service Representatives	426
Computer Support Specialists	361
Executive Secretaries and Administrative Assistants	350



**Sacramento Arden Arcade Roseville MSA**  
**(El Dorado, Placer, Sacramento, and Yolo Counties)**  
Industry Employment & Labor Force  
March 2010 Benchmark

Data Not Seasonally Adjusted

	Oct 10	Aug 11	Sep 11	Oct 11	Percent Change	
			Revised	Prelim	Month	Year
Civilian Labor Force (1)	1,032,200	1,029,500	1,026,400	1,025,600	-0.1%	-0.6%
Civilian Employment	905,900	906,900	909,300	908,600	-0.1%	0.3%
Civilian Unemployment	126,300	122,600	117,100	117,000	-0.1%	-7.4%
Civilian Unemployment Rate	12.2%	11.9%	11.4%	11.4%		
(CA Unemployment Rate)	12.1%	11.9%	11.4%	11.2%		
(U.S. Unemployment Rate)	9.0%	9.1%	8.8%	8.5%		

Total, All Industries (2)	815,500	815,500	814,500	814,400	0.0%	-0.1%
Total Farm	8,900	10,200	10,000	9,100	-9.0%	2.2%
Total Nonfarm	806,600	805,300	804,500	805,300	0.1%	-0.2%
Total Private	579,500	588,700	584,000	579,600	-0.8%	0.0%
Goods Producing	73,400	75,400	73,900	72,200	-2.3%	-1.6%
Mining and Logging	500	400	400	400	0.0%	-20.0%
Construction	39,300	42,000	41,100	40,500	-1.5%	3.1%
Construction of Buildings	8,900	10,200	10,100	9,900	-2.0%	11.2%
Construction - Residual	5,200	7,700	7,100	7,200	1.4%	38.5%
Specialty Trade Contractors	25,200	24,100	23,900	23,400	-2.1%	-7.1%
Building Foundation & Exterior Contractors	5,600	6,000	5,900	6,000	1.7%	7.1%
Building Equipment Contractors	10,200	10,400	10,300	10,100	-1.9%	-1.0%
Building Finishing Contractors	5,700	4,900	4,800	4,900	2.1%	-14.0%
Specialty Trade Contractors - Residual	3,700	2,800	2,900	2,400	-17.2%	-35.1%
Manufacturing	33,600	33,000	32,400	31,300	-3.4%	-6.8%
Durable Goods	22,000	21,500	21,000	20,400	-2.9%	-7.3%
Computer & Electronic Product Manufacturing	6,900	7,000	6,900	6,700	-2.9%	-2.9%
Durable Goods - Residual	15,100	14,500	14,100	13,700	-2.8%	-9.3%
Nondurable Goods	11,600	11,500	11,400	10,900	-4.4%	-6.0%
Food Manufacturing	4,900	5,200	5,100	4,600	-9.8%	-6.1%
Non-Durable Goods - Residual	6,700	6,300	6,300	6,300	0.0%	-6.0%
Service Providing	733,200	729,900	730,600	733,100	0.3%	0.0%
Private Service Producing	506,100	513,300	510,100	507,400	-0.5%	0.3%
Trade, Transportation & Utilities	132,900	130,500	129,600	130,000	0.3%	-2.2%
Wholesale Trade	22,400	22,000	21,900	22,000	0.5%	-1.8%
Merchant Wholesalers, Durable Goods	11,600	11,600	11,500	11,500	0.0%	-0.9%
Merchant Wholesalers, Nondurable Goods	8,500	8,500	8,400	8,400	0.0%	-1.2%
Wholesale Trade - Residual	2,300	1,900	2,000	2,100	5.0%	-8.7%
Retail Trade	87,900	86,300	85,400	85,700	0.4%	-2.5%
Motor Vehicle & Parts Dealer	10,200	10,100	10,100	10,000	-1.0%	-2.0%
Building Material & Garden Equipment Stores	7,200	7,300	7,100	6,900	-2.8%	-4.2%
Grocery Stores	16,500	16,600	16,700	16,700	0.0%	1.2%
Health & Personal Care Stores	5,200	5,100	5,100	5,000	-2.0%	-3.8%
Clothing & Clothing Accessories Stores	6,600	6,700	6,600	6,600	0.0%	0.0%
Sporting Goods, Hobby, Book & Music Stores	4,400	4,300	4,400	4,300	-2.3%	-2.3%
General Merchandise Stores	19,500	18,700	18,800	19,200	2.1%	-1.5%
Retail Trade - Residual	34,800	34,100	33,300	33,700	1.2%	-3.2%
Transportation, Warehousing & Utilities	22,600	22,200	22,300	22,300	0.0%	-1.3%
Information	16,600	16,700	16,700	16,700	0.0%	0.6%
Publishing Industries (except Internet)	2,800	2,900	2,800	2,900	3.6%	3.6%
Telecommunications	9,000	8,900	8,800	8,800	0.0%	-2.2%
Information - Residual	4,800	4,900	5,100	5,000	-2.0%	4.2%
Financial Activities	47,700	47,100	47,700	48,400	1.5%	1.5%
Finance & Insurance	35,800	35,200	35,800	36,500	2.0%	2.0%
Credit Intermediation & Related Activities	13,400	12,600	12,700	12,900	1.6%	-3.7%
Depository Credit Intermediation	8,300	8,400	8,400	8,500	1.2%	2.4%
Nondepository Credit Intermediation	3,100	2,300	2,300	2,400	4.3%	-22.6%
Credit Intermediation and Related Activities -	2,000	1,900	2,000	2,000	0.0%	0.0%
Finance and Insurance - Residual	4,600	4,700	5,100	5,200	2.0%	13.0%
Insurance Carriers & Related	17,800	17,900	18,000	18,400	2.2%	3.4%



**Sacramento Arden Arcade Roseville MSA**  
**(El Dorado, Placer, Sacramento, and Yolo Counties)**  
Industry Employment & Labor Force  
March 2010 Benchmark

Data Not Seasonally Adjusted

	Oct 10	Aug 11	Sep 11	Oct 11	Percent Change	
			Revised	Prelim	Month	Year
Real Estate & Rental & Leasing	11,900	11,900	11,900	11,900	0.0%	0.0%
Real Estate	9,000	9,100	9,100	9,200	1.1%	2.2%
Real Estate and Rental and Leasing - Residual	2,900	2,800	2,800	2,700	-3.6%	-6.9%
Professional & Business Services	103,200	103,300	103,700	102,700	-1.0%	-0.5%
Professional, Scientific & Technical Services	52,100	51,000	51,300	49,900	-2.7%	-4.2%
Architectural, Engineering & Related Services	8,700	8,500	8,400	8,400	0.0%	-3.4%
Professional, Scientific, and Technical Services	43,400	42,500	42,900	41,500	-3.3%	-4.4%
Management of Companies & Enterprises	9,600	9,500	9,600	9,600	0.0%	0.0%
Administrative & Support & Waste Services	41,500	42,800	42,800	43,200	0.9%	4.1%
Administrative & Support Services	39,600	40,700	40,700	41,300	1.5%	4.3%
Employment Services	14,800	14,300	14,600	15,100	3.4%	2.0%
Services to Buildings & Dwellings	10,500	10,600	10,500	10,600	1.0%	1.0%
Administrative and Support Services - Residual	14,300	15,800	15,600	15,600	0.0%	9.1%
Administrative and Support and Waste Management	1,900	2,100	2,100	1,900	-9.5%	0.0%
Educational & Health Services	99,000	101,800	102,400	104,200	1.8%	5.3%
Education and Health Services - Residual	12,000	11,500	12,300	12,300	0.0%	2.5%
Health Care & Social Assistance	87,000	90,300	90,100	91,900	2.0%	5.6%
Ambulatory Health Care Services	37,700	38,400	38,400	38,800	1.0%	2.9%
Hospitals	22,600	22,900	23,000	23,000	0.0%	1.8%
Nursing & Residential Care Facilities	14,400	14,600	14,600	14,700	0.7%	2.1%
Health Care and Social Assistance - Residual	12,300	14,400	14,100	15,400	9.2%	25.2%
Leisure & Hospitality	78,400	85,600	82,000	78,100	-4.8%	-0.4%
Arts, Entertainment & Recreation	12,100	13,300	11,700	11,100	-5.1%	-8.3%
Accommodation & Food Services	66,300	72,300	70,300	67,000	-4.7%	1.1%
Accommodation	8,200	9,800	9,400	9,100	-3.2%	11.0%
Food Services & Drinking Places	58,100	62,500	60,900	57,900	-4.9%	-0.3%
Full-Service Restaurants	26,900	29,900	28,900	27,800	-3.8%	3.3%
Limited-Service Eating Places	28,900	29,700	29,300	28,500	-2.7%	-1.4%
Food Services and Drinking Places - Residual	2,300	2,900	2,700	1,600	-40.7%	-30.4%
Other Services	28,300	28,300	28,000	27,300	-2.5%	-3.5%
Repair & Maintenance	7,800	7,800	7,700	7,700	0.0%	-1.3%
Other Services - Residual	20,500	20,500	20,300	19,600	-3.4%	-4.4%
Government	227,100	216,600	220,500	225,700	2.4%	-0.6%
Federal Government	14,100	14,000	14,000	13,900	-0.7%	-1.4%
Department of Defense	1,800	1,700	1,700	1,700	0.0%	-5.6%
Federal Government excluding Department of Defense	12,300	12,300	12,300	12,200	-0.8%	-0.8%
State & Local Government	213,000	202,600	206,500	211,800	2.6%	-0.6%
State Government	112,400	107,700	107,700	109,900	2.0%	-2.2%
State Government Education	27,800	25,300	25,400	28,200	11.0%	1.4%
State Government Excluding Education	84,600	82,400	82,300	81,700	-0.7%	-3.4%
Local Government	100,600	94,900	98,800	101,900	3.1%	1.3%
Local Government Education	57,300	51,200	56,300	60,100	6.7%	4.9%
County	18,600	18,000	17,800	17,700	-0.6%	-4.8%
City	10,000	10,700	10,000	9,700	-3.0%	-3.0%
Special Districts plus Indian Tribes	14,700	15,000	14,700	14,400	-2.0%	-2.0%

**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.

November 18, 2011  
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 2010 Benchmark

Data Not Seasonally Adjusted

	Oct 10	Aug 11	Sep 11 Revised	Oct 11 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:  
Justin Wehner 916/227-0298 or Diane Patterson 916/262-2286

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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**Monthly Labor Force Data for Cities and Census Designated Places (CDP)  
 October 2011 - Preliminary  
 Data Not Seasonally Adjusted**

<b>Area Name</b>	<b>Labor Force</b>	<b>Employment</b>	<b>Unemployment Number</b>	<b>Unemployment Rate</b>	<b>Census Ratios Emp</b>	<b>Census Ratios Unemp</b>
Sacramento County	666,200	587,700	78,500	11.8%	1.000000	1.000000
Arden Arcade CDP	55,400	48,900	6,500	11.7%	0.083249	0.082638
Carmichael CDP	28,600	26,000	2,600	9.2%	0.044196	0.033389
Citrus Heights city	49,200	45,200	4,100	8.3%	0.076838	0.052031
Elk Grove CDP	34,400	31,100	3,300	9.6%	0.052995	0.042014
Fair Oaks CDP	16,800	15,700	1,100	6.4%	0.026690	0.013634
Florin CDP	12,500	10,200	2,300	18.3%	0.017414	0.029215
Folsom city	26,400	25,000	1,400	5.4%	0.042525	0.018086
Foothill Farms CDP	9,600	8,000	1,500	16.0%	0.013648	0.019477
Galt city	10,700	8,700	2,000	19.0%	0.014787	0.025876
Gold River CDP	4,700	4,600	100	2.3%	0.007807	0.001391
Isleton city	400	400	100	15.6%	0.000606	0.000835
La Riviera CDP	6,800	6,300	500	7.1%	0.010764	0.006121
Laguna CDP	20,000	18,700	1,300	6.4%	0.031834	0.016416
Laguna West Lakeside CDP	5,200	4,800	400	8.4%	0.008082	0.005565
North Highlands CDP	22,200	18,200	4,000	18.2%	0.030952	0.051475
Orangevale CDP	15,500	14,200	1,200	8.0%	0.024229	0.015860
Parkway South Sacramento CD	15,800	12,600	3,200	20.5%	0.021400	0.041180
Rancho Cordova City	30,300	26,200	4,100	13.5%	0.044619	0.052031
Rancho Murieta CDP	2,200	2,100	100	3.9%	0.003619	0.001113
Rio Linda CDP	5,700	4,700	1,000	18.4%	0.007917	0.013356
Rosemont CDP	13,600	12,300	1,400	10.0%	0.020867	0.017251
Sacramento city	211,800	182,600	29,200	13.8%	0.310678	0.371731
Vineyard CDP	5,700	5,400	400	6.1%	0.009185	0.004452
Walnut Grove CDP	500	300	100	28.1%	0.000569	0.001669
Wilton CDP	2,700	2,500	200	8.1%	0.004225	0.002782

CDP is "Census Designated Place" - a recognized community that was unincorporated at the time of the 2000 Census.

**Notes:**

- 1) Data may not add due to rounding. All unemployment rates shown are calculated on unrounded data.
- 2) These data are not seasonally adjusted.

**Methodology:**

Monthly city and CDP labor force data are derived by multiplying current estimates of county employment and unemployment by the employment and unemployment shares (ratios) of

**Data Not Seasonally Adjusted**

<b>Area Name</b>	<b>Labor Force</b>	<b>Employment</b>	<b>Unemployment Number</b>	<b>Unemployment Rate</b>	<b>Census Ratios</b>	
					<b>Emp</b>	<b>Unemp</b>

each city and CDP at the time of the 2000 Census. Ratios for cities of 25,000 or more persons were developed from special tabulations based on household population only from the Bureau of Labor Statistics. For smaller cities and CDP, ratios were calculated from published census data.

City and CDP unrounded employment and unemployment are summed to get the labor force. The unemployment rate is calculated by dividing unemployment by the labor force. Then the labor force, employment, and unemployment are rounded.

This method assumes that the rates of change in employment and unemployment, since 2000, are exactly the same in each city and CDP as at the county level (i.e., that the shares are still accurate). If this assumption is not true for a specific city or CDP, then the estimates for that area may not represent the current economic conditions. Since this assumption is untested, caution should be employed when using these data.

## ITEM IV-I- 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.