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Frank M. Booth, Inc.
- LESLIE BOTOS**  
Blood Source
- BRIAN BROADWAY**  
Sacramento Job Corps
- BILL CAMP**  
Sacramento Central Labor Council
- PAUL CASTRO**  
California Human Development Corporation
- LYNN R. CONNER**  
Parasec
- MICHAEL DOURGARIAN**  
MDDV, Inc.
- DIANE FERRARI**  
Employment Development Department
- TROY GIVANS**  
County of Sacramento, Economic Development
- DAVID W. GORDON**  
Sacramento County Office of Education
- JASON HANSON**  
Sierra Pacific Home and Comfort, Inc.
- LISA HARR**  
Vision Service Plan
- NOAH HARRIS**  
Veterans Business Outreach Center
- BARBARA HAYES**  
Sacramento Area Commerce & Trade Organization
- THOMAS P. KANDRIS**  
American River Packaging
- MATTHEW KELLY**
- GARY R. KING**  
SMUD
- DANIEL KOEN**  
California Teachers Association
- KATHY KOSSICK**  
Sacramento Employment & Training Agency
- STEVEN M. LADD, Ed.D**  
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- PAUL LAKE**  
County Department of Human Assistance
- FRANK A. LOUIE**  
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- JOANNE MAHANEY-BUEHLER**  
Area 4 Agency on Aging
- SUSAN MANSFIELD**  
A. Teichert & Son, Inc.
- ELIZABETH MCCLATCHY**  
The Safety Center, Inc.
- DENNIS MORIN**  
Sacramento Area Electrical Training Center
- ROGER NIELLO**  
Sacramento Metropolitan Chamber of Commerce
- JAY ONASCH**  
California Department of Rehabilitation
- KIM PARKER**  
California Employers Association
- MARTHA PENRY**  
California School Employees Association
- DEBORAH PORTELA**  
Casa Coloma Health Care Center
- JONATHAN RAYMOND**  
Sacramento City Unified School District
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Sacramento Sierra Building & Construction Trades Council
- LORENDA 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
- TERRY A. WILLS, ESQ.**  
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SACRAMENTOWORKS

**REGULAR MEETING OF THE SACRAMENTO WORKS, INC. BOARD**

**DATE:** Wednesday, November 20, 2013

**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**
- ➔ **Member Spotlight:** Dr. Dan Throgmorton, Los Rios Community College District
- ➔ **Presentation:** Dennis Canevari, Sacramento/Sierra Building Trades Council and Business Manager/President for the Sheet Metal Workers
- Topic:** Impact of the Downtown Redevelopment and Arena Project on the Construction Sector
- II. Consent Items (2 minutes)**
- A. Approval of Minutes of the September 25, 2013 Meeting 2-7
- B. Appointment of Youth Council Members 8

**III. Discussion/Action Items (20 Minutes)**

- A. Approval to Submit a Request to Transfer Workforce Investment Act (WIA) Dislocated Worker Funds to Adult Funds, Program Year (PY) 2013-14 9

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

- A. CareerGPS 2013 Impact Report (Robin Purdy) 10-14
- B. Sacramento Regional Veteran's Energy Employment Project (SRVEEP) -- PowerPathways Program (William Walker) 15-16
- C. Dislocated Worker Report (William Walker) 17-18
- D. Employer Recruitment Activity Report (William Walker) 19-24
- E. Committee Updates 25
- Youth Council
  - Planning/Oversight Committee
  - Employer Outreach Committee

**V. Other Reports (5 minutes) 26**

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

**VI. Adjournment**

**DISTRIBUTION DATE: THURSDAY, NOVEMBER 14, 2013**

# 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 25, 2013 MEETING

BACKGROUND:

Attached are the minutes of the September 25, 2013 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 25, 2013  
8:00 a.m.

**I. Call to Order/Roll Call:** Ms. Kim Parker called the meeting to order at 8:05 a.m.

Members Present: Leslie Botos, Brian Broadway, Bill Camp, Mike Dourgarian, Diane Ferrari, Troy Givans, Jason Hanson, Noah Harris, Barbara Hayes, Thomas Kandris, Daniel Koen, Kathy Kossick, Frank Louie, JoAnne Mahaney-Buehler, Elizabeth McClatchy, Dennis Morin, Roger Niello, Kim Parker, Deborah Portela, Anette Smith-Dohring, Mike Testa, Dan Throgmorton, Terry Wills, Rick Wylie, David Younger.

Members Absent: Larry Booth, Paul Castro, Lynn Conner, David Gordon, Lisa Harr, Matt Kelly, Gary King, Steven Ladd, Paul Lake, Jay Onasch, Martha Penry, Jonathan Raymond, Maurice Read, Lorenda Sanchez.

➔ **Introduction of New Member:** Susan Mansfield, A. Teichert & Son, Inc., vice president and chief information officer was welcomed to the board. Ms. Mansfield expressed her excitement about joining the board.

➔ **Presentation: Progress Report:** Next Economy Core Business Cluster Initiative: Ms. Suzanne Mayes provided an update on the outreach. Ms. Mayes spoke of connections with the Metro Chamber, Los Rios Center of Excellence, California Community Colleges, and Dr. Alex Taghavian at the University of Phoenix. Work is continuing on individual and small group interviews in the Information and Communication Technology cluster. They have worked with SARTA and STEM Alliance to create an outreach list. Staff will be coming back with reports in ICT and Health/Life Sciences by November, Advanced manufacturing in January, and Agriculture will be presented in March.

**II. Consent Item**

A. Approval of Minutes of the July 24, 2013 Meeting

Moved/McClatchy, second/Younger, to approve the July 24, 2013 minutes.  
Voice Vote: Unanimous approval.

**III. Discussion/Action Items**

A. Approval of Board Initiative Funding Allocation for Employer Outreach Activities

Ms. Terri Carpenter reviewed the funding allocation recommendation being forwarded by the Employer Outreach Committee.

Moved/Morin, second/Smith-Dohring, to approve the Employer Outreach Committee recommendation to allocate \$133,733 in Board initiative funds for employer outreach activities for FY 2013-2014.

Roll Call Vote: Aye: 25, Nay: 0, Abstentions: 1 (Mr. Camp was out of the room during the vote.)

B. Approval to Modify Deliverables for Sacramento Works, Inc. Board Initiative Support of Next Economy - Core Business Cluster Engagement and Support

Ms. Robin Purdy stated that the big modification to the deliverables is the cluster analysis. As the work has unfolded, Next Economy staff is doing work on functions assigned to each of the clusters and developing the employer list. This item requests a realignment of the contract so the deliverables are more easily met.

Mr. Niello reported that the Chamber has had an on-going program called Metro Pulse Business Walks; this is an outreach program to primarily small and medium size businesses to assess business conditions. As part of Next Economy, they are expanding the program to target businesses from an industry perspective and cluster perspective. As the strategic plans are rolled out, there are overlaps between Next Economy and the Chamber project. By working with Valley Vision, the Chamber will be enriching this effort and the Chamber's outcomes.

Mr. Cunningham reminded board members that anyone having an affiliation with any of the programs involved in this board item to declare a conflict and step out of the room.

Mr. Kandris, Mr. Louie, and Mr. Niello left the room during the discussion and vote; Mr. Camp was out of the room.

Moved/McClatchy, second/Ferrari, to approve the modification of deliverables for Sacramento Works, Inc. board initiative support of Next Economy – core business cluster engagement and support.

Roll call vote: Aye: 22, Nay: 0, Abstentions: 4 (Camp, Louie, Kandris, and Niello)

C. Approval of Final Negotiated Local Workforce Investment Area Performance Goals PY 2013-14

Ms. Michelle O'Camb reported that staff entered into negotiations with the California Workforce Investment Board staff and was able to negotiate down all but one of the goals. Ms. Purdy stated that it is our expectation that we will exceed these goals. We are coming out of a hard economic time where we

enrolled everyone that walked in our door, and now we are changing the model to enroll fewer people but provide them with more intensive services. Ms. Purdy stated that the Agency just subscribed to a performance management software program, Future Works. This software program takes data from the last three years and compares it against base wages and gives long term success measures. This will assist staff in determining areas where to provide intensive funding.

Staff has been coding activities to track where the customers are receiving the most type of training or services. Staff can pull the customer out of the data and determine the cost and how successful the person is.

Mr. Harris asked how veterans were included in the demographics. Ms. Purdy replied that the Agency tracks veterans that receive services in all of the programs. We do not yet have the ability to see specific veterans; it is more global.

Moved/Botos, second/Portela, to approve the final negotiated Local Workforce Investment Area Adult, Dislocated Worker, and Youth Performance.  
Voice Vote: Unanimous approval.

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

- A. California Workforce Investment Board Additional Performance Measures: These are seven new performance measures that the CWIB is considering measuring for the LWIBs.
- B. Sacramento Works One Stop Career Center System Annual Performance Reports July 1, 2012 –June 30, 2013

Mr. Ralph Giddings reported that the career center system served 47,745 customers which is 128% of the overall planned goal. Eighteen percent of our customers are 21 years of age and younger, which qualifies them as youth. The OJT program has been very successful with an 85% entered employment rate. The gold standard program we went through had a huge impact on how the customers and staff interacted. The surveys dropped down in importance so now staff is asking the customers to do the surveys.

Mr. Kandris asked about the impact on the Enterprise Zone. Mr. Walker stated that the Enterprise Zone will be affected by the gradual decline of vouchering over time until 2014.

Mr. Givens replied that the decline of the Enterprise Zone will impact the tools to bring employers interested in coming into the area. There is hope that the state will assist in developing new tools and they will be advantageous to the employers we are trying to attract.

C. Dislocated Worker Report

Mr. William Walker stated there have been several closures in the area. Fresh and Easy closed four stores in Sacramento. Orchard Supply Hardware closed their Citrus Heights store; they filed for bankruptcy and were bought out by Lowes. Bimbo Bakery will be dislocating 74 employees at their facility. Mr. Walker reported that employees were very low skilled and only six people spoke English. Mr. Walker stated that it was very similar to the dislocated employers from Campbell's Soup.

D. Employer Recruitment Activity Report

Ms. Walker reported that 27 veterans recently graduated from a very successful welding program. There has been a very good success rate with this group. Mr. Walker will provide a full report next meeting.

E. Unemployment Update from the Employment Development Department

Ms. Purdy stated that the unemployment rates continue to go down.

F. Committee Updates

Employer Outreach: Ms. Wills stated that the Employer Outreach Committee met in August and began talking about taking a regional approach in marketing. A regional EOC meeting has been scheduled for Friday, October 4, 1:00 p.m.; everyone is invited to participate. Those invited are staff and Board members from Yolo, NCCC, Golden Sierra, and SETA.

Youth Council: No report.

Planning/Oversight: Ms. Kossick stated that all of the items from the recent committee meeting were forwarded on the modified deliverables.

Executive: The Committee met on Monday and talked about Enterprise Zone changes.

V. **Other Reports**

1. Chair

Ms. Parker reported that she and Ms. Smith Dohring recently attended the Meeting of the Minds Conference. Ms. Parker reported that she heard a lot about regional collaboration. If things do go in the regional way, this WIB already has great collaborative relationships with our partners. Ms. Parker thanked Ms. Purdy for her work in preparing some of the workshops.



2. Members of the Board

Mr. Testa spoke of the recent Farm to Fork dinner held on the Tower Bridge. The cattle drive across the Tower Bridge and dinner was the culmination of how Sacramento is becoming the farm to fork capitol. There will be another event on the steps of the Capitol highlighting local wineries. The turnout is expected to be outstanding. It culminates with an event on Sunday evening connecting Yolo and Sacramento counties.

Ms. Kossick reported that SETA is the recipient of Covered California funds. A copy of a newspaper outlining services available was distributed. SETA is an education and outreach grantee

Dr. Throgmorton reported that a Career GPS event will be held at CalExpo; 7000 students are expected.

Ms. Botos stated that recently, BloodSource had to decide whether or not to retain 37 employees. She reached out and worked with Ms. Kossick, Ms. Carpenter and SETA staff who were able to look at the situation differently. BloodSource was able to use those same employees by training them in molecular technology which provides individualized testing to the hospitals. Ms. Carpenter was thanked for her outstanding support.

3. Counsel: No comments.

4. Public Participation: None.

VI. Adjournment: The meeting was adjourned at 9:22 a.m.

## ITEM II-B - CONSENT

### APPOINTMENT OF YOUTH COUNCIL MEMBERS

#### BACKGROUND:

The Sacramento Works Youth Council is responsible for the planning and procurement of the Workforce Investment Act youth services. The Sacramento Works Youth Council seeks to develop a continuum of services to engage youth in the workforce system; works with community partners to coordinate youth initiatives; and is responsible for the oversight of youth providers. The Workforce Investment Act (WIA) requires no minimum or maximum number of representatives on the Youth Council. The WIA and the State of California have identified the following categories of membership on the Youth Council:

- Members of the local board with special interest or expertise in youth services or policy;
- Representatives of youth service organizations, including juvenile justice and local law enforcement agencies;
- Representatives of local Public Housing Authorities;
- Education representatives;
- Parents of local youth seeking assistance under WIA;
- Youth, including former participants and representatives of organizations with experience relating to youth activities; and
- Representatives of the Job Corps.

Two Youth Advocates stationed at Sacramento Works Career Centers have submitted applications to be appointed to the Youth Council. The Chair of the Youth Council is recommending the appointment of:

- Ms. Jessica Gomez – Youth Advocate at Hillsdale Career Center
- Mr. Matthew Rosario – Youth Advocate at Rancho Career Center.

The applications will be sent under separate cover.

#### RECOMMENDATION:

Review the applications and appoint the above individuals to the Sacramento Works Youth Council.

ITEM III-A – ACTION

APPROVAL TO SUBMIT A REQUEST TO TRANSFER WORKFORCE  
INVESTMENT ACT (WIA) DISLOCATED WORKER FUNDS TO ADULT FUNDS,  
PROGRAM YEAR (PY) 2013-14

BACKGROUND:

This item addresses the transfer of Workforce Investment Act (WIA) Adult and Dislocated Workers funds for Program Year (PY) 2013-14. Based on a waiver submitted by the California Workforce Investment Board (CWIB) and approved by the Department of Labor (DOL) on June 7, 2013, the Local Workforce Investment Areas (LWIA) may transfer up to 50 percent of the WIA formula adult funds and up to 50 percent of the dislocated worker funds allocated to the local area between the adult and dislocated worker funding streams. The DOL granted California an extension of the waiver through June 30, 2017.

The WIA allows the transfer of funds between adult and dislocated worker funding streams in order to maximize customer service and provide local boards with greater flexibility to respond to changes in their local labor markets.

Staff is recommending that the Board approve a transfer of 50 percent of the WIA dislocated worker formula funds to the adult formula allocation for PY 2013-14. Each year, approximately 30 percent of eligible dislocated workers are served under SETA's WIA adult funding stream. By alleviating SETA staff of the labor-intensive eligibility, data collection, accounting and reporting procedures required when serving customers under the dislocated worker funding, more effort can be focused on actual training and job development services.

The amount of dislocated worker funds to be transferred to the adult funding allocation will be \$2,256,072.

RECOMMENDATION:

Approve the submission to the State of California, EDD of a request to transfer \$2,256,072 in WIA dislocated worker formula funds to the WIA adult formula funding stream for PY 2013-14.

## ITEM IV-A - INFORMATION

### CAREERGPS 2013 IMPACT REPORT

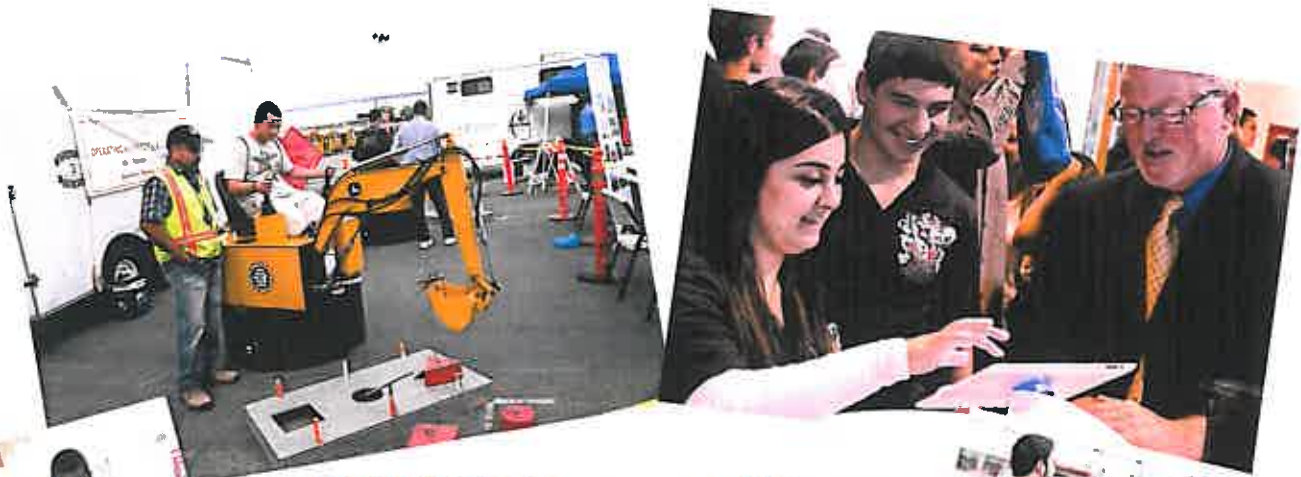
#### BACKGROUND:

On September 25-26 NextEd presented the third annual CareerGPS event at CalEXPO. The event offered students information on career opportunities available to them after high school graduation. The CareerGPS 2013 Impact Report is attached for your review. SETA/Sacramento Works has been a sponsor of the event since its inception and hosts CareerGPS.com, a website developed in partnership with NextEd, which provides individuals and organizations with one central location to find 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 needed to enter these jobs, and which schools and training providers offer training.

Over the next few months, SETA will be working with the NextEd and the U.C. Davis School of Education (UCD Ed) to expand the information offered in CareerGPS.com to include profiles of several careers and associated pathways in key Next Economy clusters. The work was created as part of a grant received from CSLNet – the California STEM Learning Network. Rather than develop a separate web site, NextEd and the UCD Ed are proposing to place profiles of next economy careers and career pathways on the CareerGPS.com web site, in partnership with SETA. UCD Ed has \$5,000 that can be used to update the CareerGPS.com website.

# ONE EVENT, TWO DAYS, OVER 7,000 STUDENTS!

*THE LARGEST CAREER EXPLORATION EVENT IN CALIFORNIA!*



NAVIGATE YOUR FUTURE  
**CareerGPS**



## CAREERGPS 2013 IMPACT REPORT

SEPTEMBER 25 -26, 2013

# EXECUTIVE SUMMARY

More than 7,000 students from throughout the Capital Region filled Cal Expo's Expo Center on September 25-26, 2013 to explore a full spectrum of career, training and post-secondary education options.

NextEd's Third Annual CareerGPS event offered students a look into opportunities available to them after high school graduation, encouraging students to get a head start in thinking about their futures and providing them the information necessary to make informed decisions.

Over 360 exhibitors representing over 150 organizations interacted and engaged with students at over 180 hands on exhibits. CareerGPS offered a valuable opportunity: a chance to give advice and important information to future employees about the knowledge and skills required for various careers and how students can best prepare right now, not after, high school.

CareerGPS, continues to increase its impact on the students of the Capital Region as it offers a refreshing change to the traditional career fair. Instead of limiting students to learning about one career option or one educational program, CareerGPS features eleven industry sectors critical to the Capital Region's economy.

CareerGPS helps students see how what they are learning in high school can provide them the fundamental skills required to reach their future education, training and career goals. Additionally, CareerGPS helps students understand the need for continued education and training after high school in order to ensure their academic AND economic success.

CareerGPS also opens horizons for students who may not plan to attend a four-year college. Technical careers in construction, health care and technology were represented alongside career choices in medicine, technology, law and business that require four-year degrees and beyond.



Chris K. from 107.9 The End talks to students about the day in a life of a radio host and how he pursued his passion and landed his dream job!

Prior to the event, teachers were provided with curriculum to encourage students to think about their options and begin navigating their futures. The curriculum included a Career Assessment for students which allowed them to assess their strengths and connect them with a career that might be of interest to them. This exercise helped guide the students' journey at the event as they surveyed the various career and educational options. Additionally, the curriculum incorporated information about key industry sectors identified by the Next Economy initiative—the Capital Region's economic development plan. Lastly, students were provided with resources to assist them in continuing their career exploration beyond the event such as [CareerGPS.com](http://CareerGPS.com) a website developed in partnership between NextEd and SETA (Sacramento Employment and Training Agency), before the event [CareerGPS.com](http://CareerGPS.com)'s viewership nearly doubled! All of these exercises helped prepare students, allowing them to get the most out of their experience before and after the CareerGPS Event.

Another innovative twist at CareerGPS was the addition of a series of informational videos addressing various topics of how to make a good *First Impression*. Videos were developed by the Nehemiah Emerging Leaders Program Alumni Association (NELPAA) and focused on topics including: Developing Your Personal Brand, Communication and Networking and Dress for Success. The five, 1-2 minute long videos were played at CareerGPS and Young Professional volunteers from NELPAA, the Sacramento Metro Chamber's Metro Edge group, Urban Land Institute, The Asian Chamber's Catalyst group and Roseville Chamber's Ignite staffed booths in all four buildings as an additional resource for students to discuss these topics.

During the event students were also encouraged to document their journey by taking photos and entering the **Instagram Contest** by posting the images with the hashtag #CareerGPS, nearly 2,000 photos were posted during the event!

CareerGPS also included an interactive and engaging assembly emceed by on-air personalities Chris K. and Ashley Nickels from Radio Station 107.9 The End! Chris and Ashley shared their stories about how they pursued their passion and began their current career, encouraging students to be excited about navigating their futures at the event.

CareerGPS was presented by the Los Rios Community College District (American River, Cosumnes River, Folsom Lake and Sacramento City) and sponsored by Sacramento Regional Builders Exchange, Sacramento Works / Sacramento Employment and Training Agency, Cal-SOAP, Intel, PG&E, Sutter Health, SAFE Credit Union, SMUD, AGC Construction Education Foundation, Sacramento County Office of Education, Cinecrown, the Marines, AT&T, WhoDoUWant2B.com, Golden Sierra WIB and others.

Schools, employers and organizations interested in participating in the CareerGPS 2014 event on September 24th—25th are encouraged to email their interest to Ashleigh Stayton at [astayton@next-ed.org](mailto:astayton@next-ed.org). More information about the CareerGPS event can be found at [www.next-ed.org/CareerGPS](http://www.next-ed.org/CareerGPS).

# CareerGPS 2013:

## THE LARGEST CAREER EXPLORATION EVENT IN CALIFORNIA!

### Students

7,000 + students,  
69 schools, 29 Districts

Over 7,000 high school juniors and eighth graders from 69 Capital Region high schools and middle schools from 29 school districts in 6 counties.

Demographics of attendees:\*

- Native American - 13.5%
- Asian/East Indian - 21.7%
- Pacific Islander - 7%
- African American - 9.7%
- Latino/Hispanic - 32%
- Caucasian - 45.4%
- Title 1- 47%

\*According to a survey where students were able to select more than one answer choice as it applied.

### Informed

11 industry sectors represented

#### ICONS

Each exhibitor booth also displayed icons which identified the various levels of training or education required for the jobs available within their organization as well as if their organization offered internships or apprenticeships. The **Career Technical Education icons** were also included at each booth connecting the careers with the industry sector represented.



#### EVENT PROGRAM

Students received an event program, map and examples of career profiles provided by the Sacramento Bee.

### Engaged

Assembly, Pre-Event Curriculum, Videos, Exhibits

#### ASSEMBLY

107.9 The End's on-air personalities, Chris K. and Ashley Nickels encouraged students to be passionate about their futures during an engaging assembly.

#### CURRICULUM

Students received booklets prior to the event which included information about various careers options and resources for students to utilize before, during and after the CareerGPS event.

#### INFORMATIONAL VIDEOS

Throughout the event videos provided by the NELPAA, played for students. The videos provided information about how to make a good first impression, dress for success .. etc. These videos were complemented by booths located in each building, staffed by Young Professionals who provided follow-up information and advice in reference to the videos.

A copy of the curriculum and the NELPAA Videos are available at [www.next-ed.org](http://www.next-ed.org)

#### EXHIBITS

- Construction exhibits allowed students to operate equipment such as a backhoe and learn about all the components of building a house.
  - Healthcare exhibits featured medical mannequins and students were able to perform medical procedures such as chest compressions.
  - Energy exhibits encouraged students to learn how electricity is maintained by using tools to work on a model electrical pole.
  - Business, Finance and Public Service exhibits allowed students to engage with professionals in various careers from bankers, lawyers and military officers to hospitality organizations and cosmetologists.
- Engineering
  - Medical
  - Finance
  - Business
  - Technology
  - Cosmetology
  - Military
  - Aeronautics
  - Cellular Communications
  - Graphic Communications
  - Automotive
  - Solar
  - Energy
  - Healthcare
  - Green Energy
  - Architecture
  - Fashion / Art
  - Photography / Video Production
  - Interior Design
  - Agriculture
  - Legal
  - Culinary / Hospitality / Events
  - Public Service
  - Journalism
  - Education
  - Community College Options
  - Carpenters
  - Drywall / Lathers
  - Electricians
  - Iron Workers
  - Sheet Metal
  - Welders
  - Laborers
  - Cement Masons
  - Operating Engineers
  - Plumbing / Heating / Cooling Contractors
  - Rail Workers

### Inspired

Helping students navigate their future

Students were introduced to a **full-spectrum** of career and educational opportunities including:

## Survey Results

Teachers & Exhibitors found CareerGPS to be valuable

91% of Teachers found CareerGPS to be valuable for their students

85.7% of Exhibitors found CareerGPS to be a valuable experience and investment

## Student Voice

When asked what they enjoyed most about CareerGPS, students replied ...

*"That the business cared enough to come out and set up all the booths just for the students."*

*"After attending CareerGPS, I have decided that I want to become a nurse, thank you for helping me make this decision! "*

*"I truly enjoyed the fact that everyone was so motivated and ready to answer all of our questions! You guys helped me find the career I was looking for!"*

# THE NUMBERS

**7,000**  
Number of students who participated in Career GPS 2013

**\$93,510**  
Total event cost: Includes space rental, electricity, table and draping rental, exhibitor networking luncheon, marketing and event signage, security, and contract staffing costs

**\$13.36**  
Cost per student to participate in CareerGPS

**100**  
Percentage of event costs underwritten by sponsors and partners



*"I can't thank you enough for giving me a once in a life time experience. I'm now thinking of all the careers and college opportunities available to me! Cosumnes River, Folsom Lake, American River and Sacramento City colleges are all fairly close to home, this opens my eyes to many paths. I learned so much! Thank you!" - Student Participant*

# SPONSORS AND PARTNERS

## PRESENTING SPONSORS:



## SIGNATURE SPONSORS:



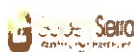
## BUILDING & STAGE SPONSORS:



## EVENT PARTNERS:



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## EVENT SPONSORS:

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## TRANSPORTATION SPONSORS:

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Northern California Masons Apprenticeship

## OTHER CONTRIBUTORS:

Costco Wholesale



## ITEM IV-B - INFORMATION

### SACRAMENTO REGIONAL VETERAN'S ENERGY EMPLOYMENT PROJECT (SRVEEP)-- POWERPATHWAYS PROGRAM

#### BACKGROUND:

The Employment Development Department (EDD) in coordination with the California Workforce Investment Board and the California Labor and Workforce Development Agency provided funding SETA's Veterans Employment-Related Assistance Programs (VEAP). The Sacramento Regional Veterans' Energy Employment Project (SRVEEP) goal is to promote the use of industry sector strategies as the framework for addressing the need of veterans to transition to high-wage, high-growth occupations using their skill sets obtained in the military. The SRVEEP is a partnership between American River College, Pacific Gas & Electric (PG&E) Company, Sacramento Municipal Utility District (SMUD) and the City of Roseville Electric. As part of a regional effort the SRVEEP has been providing services for the past two years to recruit, assess, interview, select and train job seekers for employment in the energy/utility sector.

#### Chronological History:

In June of 2011, the Fresno County Workforce Investment Board in collaboration with SETA, Fresno Community College, and American River College submitted a proposal to EDD for the Veteran's Employment Assistance Program (VEAP) to create training and employment pathways for 50 veterans with a focus on recently separated veterans.

Each WIB served 25 veterans in a 280-hour college-credited course that offered successful graduates a Pacific Gas and Electric (PG&E) Power Pathways Utility Line Worker Certificate, which would lead to jobs at PG&E, and other utilities. SETA provided the staff and facilities required for orientation, assessment, prescreening, and interviews to select 25 students to enroll in the PG&E Power Pathways Program and provided case management, supportive services, follow-up, and retention for students while they participated in the American River College classes.

In June of 2012, SETA was awarded another Veterans' Employment-Related Assistance Program (VEAP) Grant by EDD that includes PG&E, American River College, and Sacramento Municipal Utility District (SMUD) as partners.

This VEAP program was similar to the previous projects with training for 25 utility line worker trainees; but this project also provided training for 25 pipefitter/pipe layer-gas line workers, which require 540 hours of training and also offers college credits. The focus will again emphasize the recruitment for recently separated veterans (release from duty in past 48 months) and provides intensive case management along with Post-Traumatic Stress Disorder assessment as needed.

In June of 2013, SETA was awarded another Veterans' Employment-Related Assistance Program (VEAP) by EDD that includes PG&E, American River College, Sacramento Municipal Utility District (SMUD), and now the City of Roseville Electric as partners.

This VEAP Project focuses on the needs of the employers by assisting with funding for Utility Line Workers including employer feedback and hiring needs. The first class will start March 2014.

**Accomplishments:**

Job Placements and Wages

- 2011-2012 Power Pathway Veterans Program - Lineman Class  
25 Enrolled in Project with 25 Completions  
Total employed to date 22 (88%) with an Average wage of \$31.23
- 2012-2013 Power Pathway Veterans Program- Utility Worker  
33 Enrolled in Project with 33 Completions  
Total employed to date 17 (52%) with an Average wage of \$31.01  
(Class ended March 15, 2013)  
Welding Training  
25 Enrolled in the 18-week Welding Program and 25 completed in October of 2013

ITEM IV-C – INFORMATION  
DISLOCATED WORKER REPORT

BACKGROUND:

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

## Dislocated Worker Information PY 2013/2014

The following is an update of information as of November 13, 2013 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	7/1/2013	<b>AT&amp;T</b> 7405 Greenhaven Drive Sacramento, CA 95831	9/1/2013	97	8/26/2013
Official	7/9/2013	<b>Point Walker, Inc. dba Lucky Derby Casino</b> 7433 Greenback Lane Citrus Heights, CA 95610	7/29/2013	113	7/25/2013
Unofficial	8/5/2013	<b>Orchard Supply Hardware</b> 6124 San Juan Ave. Citrus Heights, CA 95610	8/31/2013	48	8/11/2013
Unofficial	8/9/2013	<b>Sears</b> 1200 Blumfeld Dr. Sacramento, CA 95815	8/30/2013	20	8/21/2013
Unofficial	9/6/2013	<b>Fresh &amp; Easy</b> 2540 Watt Ave. Sacramento, CA 95821	9/6/2013	72	9/16 - 19/2013
Official	9/6/2013	<b>Bimbo Bakery</b> 7125 Governors Cir. Sacramento, CA 95823	9/6/2013	100	9/24/2013
Unofficial	10/1/2013	<b>Cenveo</b> 9950 Mills Station Rd. Sacramento, CA 95827	12/30/2013	46	11/5/2013
Unofficial	10/1/2013	<b>Sutter Health</b> 2600 L Street Sacramento, CA 95816	12/2/2013	135	11/20/2013
Unofficial	10/9/2013	<b>Kmart</b> 2344 Sunrise Blvd. Rancho Cordova, CA 95670	12/30/2013	97	11/21/2013
Unofficial	10/24/2013	<b>Bank of America</b> Rancho Cordova, CA 95670	11/29/2013	110	Pending
Official	10/25/2013	<b>RAS Medical Group</b> 500 University Avenue Ste. #200 Sacramento, CA 95825	12/31/2013	56	Pending
			<b>Total # of Affected Workers</b>	728	

ITEM IV-D – 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 Activity Report  
July 1 -November 13, 2013**

<b>EMPLOYER</b>	<b>CRITICAL CLUSTERS</b>	<b>JOBS</b>	<b>NO OF POSITIONS</b>
Critical Occupational Clusters Key: 1=Administrative & Support Services; 2=Architecture & Engineering; 3=Construction; 4=Healthcare & Supportive Service; 5=Human Services; 6=Information Technology; 7= Installation, Maintenance & Repair; 8=Tourism/Hospitality; 9=Transportation & Production; 10=Non-Critical Occupations			
ADT Security	1	High Volume Residential Installer	2
	1	Small Business Security System Installer	2
Allied Custom Upholsterers	10	Furniture Upholsterer	1
Alsco, Inc.	1	Account Sales Consultant ( ASC)	1
	7	Maintenance Technician	1
	9	Route Relief/Utility RSR	1
	8	Utility Laundry Worker	10
Alternatives Unlimited	1	Enrollment Team Member	5
American Council of Engineering Companies	1	Office Assistant	1
Atlas Disposal Industries	7	Diesel Mechanic	1
Babe's Famous for Ribs	8	Cashier Host/Hostess	2
Bath Fitter Northern California	10	Canvasser	3
California Association for Health Services at Home	1	Registration Assistant	1
California Association of School Business Officials	1	Bookkeeper	1
California Association of Winegrape Growers	1	Administrative Assistant	1
California Department of Fish & Wildlife	10	Fish and Wildlife Seasonal Aide	1
California Primary Care Association	1	Senior Administrative Assistant	1
Center for Employment Training		Business Office Technology Instructor/Advisor	1
	1		
	1	Medical Assistant Instructor/Advisor	1
Cenveo	1	Adjuster	2
	1	Adjuster Trainee	2
	7	Machine Operator	1
Certified Employment Group	1	Customer Service Representative (CSR)	30
Child Action	5	Bi-lingual Case Manager (Vietnamese)	1
City of Roseville	10	Meter Reader	1
Community Link Capital Region	10	Chief Executive Officer (CEO)	1
CPC Logistics, Inc.	9	Class A Driver	10
Crossroads Diversified Services	1	Adult Education Instructor	1
CVS Pharmacy	1	Assistant Store Manager	1
Daniel B. Dunleuy, M.D., Inc.	1	Receptionist	1
Diamond Personnel Services	10	Political Phone Surveyor	10
	1	Spanish Bi-Lingual Outreach Members	10
Dickeys Barbecue	1	Cashier	20
	8	Food Service Counter Clerk	20
Direct Marketing Specialists (DMS)	1	Residential Account Executive	15
Donor Development Strategies	1	Grassroots Canvassing and Field Managers in Training	5
DSV Inc.	9	Equipment Operator with Class A License	1
DuctTesters, Inc.	7	HERS II Rater	1
Elk Grove Food Bank Services	1	Administrative Assistant	1
Energy	7	Permit Technician / HERS Rater Trainee	1

**Employer Activity Report  
July 1 -November 13, 2013**

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Fairytale Town	1	Education & Program Assistant	1
	1	Part-Time Grounds Keeper	1
Focus Strategies	1	Executive Assistant/Administrative Analyst	1
Francis House Center	1	Job Development Center Manager	1
General Produce Company	1	Accounting Assistant	1
	1	Accounts Payable Clerk	1
	9	Commercial Drivers	4
	9	Delivery Route Truck Driver	3
	9	Order Selector	5
Greater Sacramento Urban League	1	Case Manager for 25% Dislocated Worker Program	1
	1	Case Manager for Adult and Dislocated Worker Program	1
	1	Case Manager for Youth Program	1
	1	Employment Developer	1
	1	Intake Specialist	1
Gold Country Water	1	Customer Service/ Driver and Delivery	1
Golden State Overnight	1	Customer Service Representatives	5
Hobby Town USA Folsom	1	Retail Hobby Sales Clerk & Cashier	2
Hupp Draft Services, Inc.	7	Beer Line Cleaning Technician	1
International Homestay America	10	Homestay Host Family	25
Island Angels	1	Book Keeper	1
J & C Custom Cabinets	1	Office Assistant	1
KVIE	1	Fundraising Events Specialist	1
Kyle's Rock & Redi-Mix, Inc.	10	Yard Laborer	1
L-3 Narda Microwave-West	1	Administrative Assistant	1
	1	Inspection Specialist	1
	9	Process Engineer	1
La Familia Counseling Center, Inc.	1	Out of School Youth Employment Training Specialist	1
	1	Youth Advocate	1
LCA Services	1	Case Manager	1
	5	Program Monitor	1
Leslie's Cleaning Service	10	Maid, Cleaning Technician	5
Lighthouse Counseling and Family Resource Center	1	Part-Time Bi-Lingual Office Manager/Administrative Assistant	1
	1	Development Associate	1
Lobel Financial	1	Loan Processor	3
Los Rios Community College District	1	Account Clerk II	1
	1	Account Clerk III	1
	1	Accounting Assistant Professor	1
	1	Administrative Assistant I	2
	1	Administrative Assistant II	1
	1	Admissions/Records Clerk II	1
	1	Admissions/Records Evaluator I	1
	1	Assistant Financial Aid Officer	
	1	Associate Vice Chancellor of Information Technology	1
	1	Associate Vice President of Instruction and Student Learning	1
	1	Athletic Trainer	1
	1	Automotive Collision Technology Adjunct Professor Pool	1

**Employer Activity Report  
July 1 -November 13, 2013**

EMPLOYER	CRITICAL CLUSTERS	JOBS	NO OF POSITIONS
<small>Critical Occupational Clusters Key: 1=Administrative &amp; Support Services; 2=Architecture &amp; Engineering; 3=Construction; 4=Healthcare &amp; Supportive Service; 5=Human Services; 6=Information Technology; 7= Installation, Maintenance &amp; Repair; 8=Tourism/Hospitality; 9=Transportation &amp; Production; 10=Non-Critical Occupations</small>			
Los Rios Community College District	1	Chemistry Assistant Professor	1
	1	Clerk II	1
	1	Clerk III	1
	4	College Nurse	1
	1	College Police Sergeant	2
	1	Communications and Public Information Officer	1
	1	Confidential Administrative Assistant I	1
	1	Confidential Human Resources Specialist I	1
	1	Custodian	2
	1	Dean of Instruction - Workforce Development, Kinesiology,	1
	1	Dean of Student Services	1
	1	Educational Media Design Specialist	1
	1	Facilities Management Operations Supervisor	1
	1	Financial Aid Clerk II	1
	1	Grant Coordination Clerk	1
	1	Groundskeeper	3
	1	Instructional Assistant - Accounting	1
	1	Instructional Assistant - Biology	1
	1	Instructional Assistant - Chemistry	1
	1	Instructional Assistant - Learning Resources	1
	1	Instructional Assistant - Math	1
	1	Instructional Assistant - Mechanical/Electrical Technology	1
	1	Instructional Assistant -	1
	1	Instructional Development Coordinator	1
	1	Instructional Services Assistant I	1
	1	Instructional Services Assistant II	1
	1	Interpreter, American Sign Language (ASL)	1
	1	Lifeguard	1
	7	Maintenance Technician II	1
	1	Occupational Therapy Assistant (OTA) Assistant Professor	1
	1	Outreach Clerk	1
	1	Payroll Clerk I	1
	1	Persian Adjunct Assistant Professor Pool	1
10	President, American River College	1	
1	Special Projects - Human Resources Training (Temporary)	1	
1	Student Personnel Assistant - Extended Opportunity Programs and Services (EOPS)	1	
1	Student Personnel Assistant - Student Services	1	
1	Vice President, Administrative Services and Student Support	1	



**Employer Activity Report  
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Mathiot Group Homes	1	Youth Counselor	7
Matrix Absence Management	1	Clerical Assistant	1
	1	Workers' Compensation Claims Assistant	1
Mid Valley Funding	1	Mortgage Loan Processor	1
Midtown Grocery Outlet	1	Cashier	5
NAMI California	1	Programs Administrative Assistant	1
	1	Program Coordinator	1
New Life Christian Preschool And Learning Center	1	Preschool/After School Teacher	1
Nonprofit Resource Center	1	Administrative Assistant	1
Northern Sheets LLC	1	Customer Service Representative (CSR)	1
Pacific Crest Trail Association	1	Volunteer Programs Assistant	1
Pacific Protection INC	1	Unarmed Security Officer	4
Premier Healthcare Services	4	Licensed Vocational Nurse	1
Prime Flight Aviation Services	10	Cabin Service Cleaner	3
Relationship Skills Center	1	Flourishing Families Program Instructor	6
	10	REact Coordinator	1
Rim Hospitality	8	Bistro Server	1
	8	Housekeeping Inspector	1
Sacramento Covered	1	Community Outreach Workers	8
Sacramento Employment and Training Agency	1	Associate Teacher III	1
	1	CFS Administration Program Officer	1
	1	Head Start Coordinator	1
	6	Information Technology Engineering Analyst	1
	1	Site Supervisor	1
Sacramento Housing Alliance	1	Executive Director	1
Sacramento Loaves & Fishes	1	Part-Time Student Resource Specialist	1
Sacramento Regional Transit District	1	Clerk II	1
	1	Customer Service Supervisor	1
	4	Facilities Maintenance Mechanic	1
	7	Mechanic A (Bus Maintenance Department)	1
	7	Service Worker (Bus and/or Light Rail)	2
Safety Center Incorporated	1	Program Staff III Marketing Coordinator	1
Salvation Army Sac Metro	9	Driver (On-Call)	1
Seavers and Family	1	Lawn Care Helper/General Laborer	1
Sentinel Fire Equipment Company	1	Shop Helper	1
Sheet Metal Workers Local 104	1	Executive Secretary	1
Society for the Blind	1	Part-Time Administrative Assistant	1
SolarCity	1	Inside Solar Sales Specialist	25
Southgate Recreation & Park District	7	Maintenance Assistant (Seasonal)	1
Staffing Network LLC	9	Production Workers	10
Stroppini Enterprises	7	Machinists	3
Support For Home	4	Home Care Aide	1
SVS Group, Inc.	3	Construction Laborer in El Dorado Hills	2
	7	Electrical Technician	5
	10	General Laborer	50
	1	Landscape Laborer	2

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July 1 -November 13, 2013**

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The Fresh Market	10	Assistant Deli Manager	1
	10	Assistant Front End Manager	1
	10	Assistant Grocery Specialist	2
	10	Assistant Produce Manager	2
	10	Baker	4
	10	Bulk Specialist	4
	10	Candy/Coffee Specialist	4
	10	Cheese Specialist	4
	10	Gift/Floral Specialist	4
	10	Meat Cutter	4
	10	Seafood Specialist	4
Transglobal Solutions, LLC.	9	Class A Commercial Truck Driver	20
Tony's Fine Foods, Inc.	1	Buyer	2
	1	Category Manager Coordinator	1
	10	Order Selector - Truckee	1
	10	Order Selector - West Sacramento	4
	9	Regional Route Driver	1
	1	Staff Accountant	1
	1	Traffic Clerk	1
Trillium Staffing	3	Laborer	5
Two Star Personnel	1	Accounting Assistant	1
Ultimate Staffing	10	Counter Parts Specialist	1
Visiting Angels Senior Home Care	1	Appointment Scheduler/Office Assistant	1
	10	Caregiver	5
Walt's Auto Service	7	Heavy Duty Mechanic	1
Western Propane Gas Association	1	Part-Time Administrative Assistant	1
Wind Youth Services	5	Director of Development	1
Windwalker Security Patrol, Inc.	1	Security Guard	4
Youth Development Network	5	Youth Development Trainer Specialist	1
<b>TOTAL</b>			<b>554</b>

## 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

## ITEM IV - 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.