



**MONTEREY COUNTY ECONOMIC DEVELOPMENT DEPARTMENT
WORKFORCE DEVELOPMENT BOARD (WDB)**

ERIK CUSHMAN, WDB CHAIR

BUSINESS SERVICES COMMITTEE

MBEST, 3239 Imjin Road #101, Marina, CA

Conference Room B

Tuesday, December 8, 2015

4:00-5:30 pm

**Business Services
Committee Members:**

Mary Ann Leffel, Chair

Wendy Brickman

Paula Calvetti

Harbhajan "Harvey" Dadwal

Paul Farmer

Kimberly Schnader

AGENDA

CALL TO ORDER/INTRODUCTIONS: CHANGES TO AGENDA: PUBLIC COMMENT/TESTIMONIAL:	<i>Mary Ann Leffel, Chair</i>
CONSENT CALENDAR:	Mary Ann Leffel
1. ACTION: Approve minutes from October 13, 2015.	
DISCUSSION OR REVIEW OF BUSINESS CALENDAR ACTION ITEMS:	
1. ACTION: Review and approve submitting grant proposal to Executive Committee for submission to the California State Workforce Development Board Proposition 39 Pre-Apprenticeship Training and Placement Grant 2.0.	Joyce Aldrich
2. Report on the delivery of business outreach and services to the business community, Rapid Response and Layoff Aversion Activities.	Marleen Bush Joyce Aldrich
3. Update on the Work Ready Communities initiative and Ad-Hoc Committee developed to discuss WorkKeys certifications.	All
4. Current Report on Monterey County's local labor market.	Marleen Bush
ANNOUNCEMENTS:	Mary Ann Leffel
SUBCOMMITTEE MEETINGS: Business Services: 12/8/2015, MBEST Executive: 10/21/2015 – Marina Library Oversight: 11/12/2015 – Marina Library Youth: 11/23/2015 – Shoreline (Goodwill)	WDB MEETING: 12/2/2015 – Marina Library
ADJOURNMENT:	Mary Ann Leffel
To request information, please contact the Monterey County Workforce Development Board (WDB) staff at (831) 796-6434 or visit our website at www.montereycountywdb.org .	
ALTERNATE AGENDA FORMATS: If requested, the agenda shall be made available in appropriate alternative formats to persons with a disability, as required by Section 202 of the Americans with Disabilities Act of 1990 (42 USC Sec. 12132), and the federal rules and regulations adopted in implementation thereof. Individuals with a disability requiring a modification or accommodation, including auxiliary aids or services, in order to participate in the public meeting may make these requests to the Secretary to the WDB at (831)796-6434.	

**Monterey County
Workforce Development
Board (WDB)**

Joyce Aldrich,
WDB Executive Director

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UNADOPTED

Monterey County Workforce Development Board (WDB)
Business Services Committee
MBEST, 3239 Imjin Road #101, Marina, CA
Tuesday, October 13, 2015

Members Present: Mary Ann Leffel (Chair), Wendy Brickman, Paula Calvetti and Paul Farmer

Members Absent: Harvey Dadwal and Kimberly Schnader

Staff Present: Joyce Aldrich, Marleen Bush and Flor Galvan

Others Present: Korey Woo

Call to Order/introductions: Ms. Leffel called the meeting to order at 4:54 p.m. and asked for introductions. A quorum was established.

Changes to Agenda: None

Public Comment/Testimonials: None

Consent Calendar.

1. Action: Approve minutes from June 9, 2015.

Motion: Mr. Farmer motioned to approve the minutes as stated.

Second: Ms. Calvetti

Abstention: Ms. Leffel

Approved by those in attendance

Discussion or Review of Business Calendar Action Items:

- 1. Action: Review and approve newly refined talking points for Board members.** For the talking points, the members asked that the WIOA terminology be removed under the WDB Goals and Workforce Strategies to make it more business friendly. Mr. Farmer asked that the following be used as a general talking point for the Board members: "the Workforce Development Board invests federal dollars to ensure our local workers have the skills needed by local employers."

Motion: Mr. Farmer

Second: Ms. Calvetti

Approved unanimously by those in attendance

- 2. Report on the delivery of business outreach and services to the business community, Rapid Response and Layoff Aversion Activities.** For the period of July 1, 2015 through September 30, 2015, Ms. Bush reported that a total of 198 employers were served; 217 applicants were pre-screened prior to referral to local employers for placement; 217 applicants were pre-screened prior to referral to local employers for placement; 56 job openings were posted online in the CalJOBS system; and 217 participants were referred to area employers hiring with 32 job seekers hired. A total of 40 job fairs and custom recruiting events were hosted by the Business Services Team and 149 candidates were reported hired as a result. Ms. Bush reported that she and Korey Woo attended a Rapid Response roundtable meeting where EconoVue presented an online labor market system that is geared toward supporting workforce and economic development agencies. She also reported that the Employment Training Panel has funds that are available and that the application process has been streamlined. She also reported that funds are available under the Trade Adjustment Assistance program which provides assistance to jobseekers who lose their job due to foreign competition.
- 3. Review and discuss the "Business and Industry" goals and current outcomes as part of the WDB Board Strategic Initiatives for FY2015-16.** Mrs. Aldrich reported that the business services plan continues to be a work in progress and there is a strong collaboration between Economic Development and the Business Services Team. She also reported that she spoke with the new Director for the Small Business Development Center to continue their collaboration and attend civic and business group meetings.

4. **Update on the Work Ready Communities initiative and Ad-Hoc Committee developed to discuss WorkKeys certifications.** Mrs. Aldrich reported that the draft application for the four-county collaborative to improve the business communities understanding of WorkKeys and what it has to offer was submitted. Ms. Leffel announced that the Monterey Bay Economic Partnership took the WorkKeys as one of their initiatives beginning October and ending in May 2016. She also reported that additional employers have registered to support the CWRC initiative.
5. **Current Report on Monterey County's local labor market.** Ms. Bush reported that the Unemployment rate for Monterey County is 6.0% and the labor force is at 230,200. Of those, 216,500 are employed and 13,700 are unemployed. She shared information on the occupational employment projections for 2012 to 2022 and the total number of projected jobs, % of total jobs, average median annual income and entry level of education required. The information highlighted the types of jobs offered by entry level, work experience and on-the-job training required by employers.

Announcements: Ms. Leffel announced that GoBiz, PG&E, and CalEd will co-sponsor with the Monterey County Business Council (MCBC) on a business roundtable on December 3, 2015 from 8:30-12:00 noon. She also announced that the Monterey Bay Economic Partnership will be hosting their Annual Summit on November 4, 2015 in Santa Cruz. She announced that MCBC will be hosting their annual gala on February 6, 2016 at the Hyatt. Ms. Brickman announced that on October 21, 2015 a brown bag luncheon with Edward King will take place between 12:30-1:30 p.m. at the Bay Park Hotel.

Adjournment: Ms. Leffel adjourned the meeting at 5:35 p.m.

Motion: Ms. Brickman

Second: Ms. Calvetti

Approved unanimously by those in attendance

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE

FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR

SUBJECT: REVIEW AND CONSIDER APPROVING SUBMISSION OF GRANT PROPOSAL TO EXECUTIVE COMMITTEE FOR SUBMISSION TO THE CALIFORNIA STATE WORKFORCE DEVELOPMENT BOARD PROPOSITION 39-PRE-APPRENTICESHIP TRAINING AND PLACEMENT GRANT 2.0

DATE: DECEMBER 8, 2015

RECOMMENDATION:

It is recommended that the Business Services Committee review and forward to Executive Committee the submission of Prop 39-Pre-Apprenticeship Training and Placement Grant 2.0 with Monterey County WDB as lead applicant and fiscal agent should the grant be awarded.

BACKGROUND:

In March of 2014, the California Workforce Investment Board, in partnership with the California Employment Development Department Workforce Services Division released the Proposition 39 Pre-apprenticeship Support, Training and Placement Grant Proposal 1.0. At that time, Monterey County, Santa Cruz and San Benito County WIB's and partners came together to respond to the Request for Application (RFA) to develop an Advisory Panel of organizations and businesses along with Labor organizations to design a pre-apprenticeship model to serve at-risk Youth, Veteran's and Women. Santa Cruz was the lead applicant for the Development Grant. The Grant was awarded in June 2014.

Since that time the partners have developed and piloted a pre-apprenticeship program with an MC3 curriculum.

DISCUSSION:

The focus of the California Workforce Development Board RFA is to support the growth of California's green/clean economy. The State Board proposes that approximately two-thirds of the jobs created by Proposition 39 Clean Energy Job Creation-funded projects in California shall be in traditional construction trades occupations and shall have "green skills" elements that are critical to improving energy efficiency in school facilities across the state.

Specifics of Grant 2.0 RFA:

Due date is December 18, 2015

Grant range \$300,000-\$400,000

Duration 18 months

Start as early as January 1, 2016

Must serve at minimum 50 participants (for 3 counties)

Eligible applicants: Local Boards, Labor organizations, K-12 education entities, CCC and adult school, CBO's.

The lead and partners to the Proposition 39 Pre-Apprenticeship Development Grant are ready and positioned to respond to the Prop 39 Pre-apprenticeship Training and Placement Grant 2.0 for full implementation offering training to those at-risk youth, Veterans and Women along with the long term unemployed population in the three counties.

Santa Cruz has requested Monterey County WDB be lead applicant and fiscal agent for full implementation grant 2.0.

Applications must demonstrate that a high level of coordination exists or that formalized linkages are in the process of being established. The Advisory Panel to the Development Grant will be re-convened to ensure continued support to project prior to submission.

Required partners to grant include Labor, California Conservation Corps, Adult Education, Monterey Education Consortium, industry employers.

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE

FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR

SUBJECT: REPORT ON THE DELIVERY OF BUSINESS OUTREACH OPPORTUNITIES AND SERVICES PROVIDED TO THE BUSINESS COMMUNITY

DATE: DECEMBER 8, 2015

INFORMATION:

At the Business Services Committee meeting, the Business Services Team plan to present an update on the delivery of business outreach opportunities, and services provided to the business community throughout Monterey County.

Below is a summary of the number of businesses supported and the services provided for the entire Program Year period of July 1, 2015 to November 30, 2015:

- A total of **520** employers were served.
- A total of **272** applicants (average of **43** per month) were pre-screened prior to referral to local employers for placement.
- Of the total employers served, **71** job openings were posted online in the CalJOBS system.
- A total of **288** participants were referred to area employers hiring with **47** job seekers hired.
- A total of **58** job fairs and custom recruiting events have been hosted by the Business Services Team.
- A total of **47** candidates were reported hired of the 58 job fairs and recruitment event hosted

	July 2015	August 2015	Sept 2015	Oct 2015	Nov 2015	Total
Number of Business Supported						
# of Business Supported (by Month)	46	76	76	139	183	520
Human Resources Support						
Applicants Pre-screened	93	71	53	32	23	272
Job Openings Posted to CalJOBS	26	17	13	10	5	71
Job Referrals to Employers	93	71	53	38	33	288
Job Placements	10	14	8	11	4	47
Job Fairs & Custom Recruiting Events						
Job Fairs & Custom Recruiting Events	21	16	3	11	7	58
Businesses Attended	9	3	3	6	6	27
Job Seekers Attended	80	30	39	63	54	266
Job Seekers Reported Hired	10	14	8	11	4	47

Source: Korey Woo, Office for Employment Training, Business Services Specialist

The attached reports indicate how employers are referred to the Job Center and or Business Services.

ATTACHMENTS: Business Services Activities Report: Months ending October and November 2015

To: Monterey County Business Services Committee
From: Business Services Team (Economic Development and Office for Employment Training)
Subject: Business Services Report
Date of Report: Oct 1-31, 2015

List of Businesses Supported	Oct-15	Referral / Source
COMCAST	1-Oct	EMPLOYER CALLED
FIRESTONE	1-Oct	EMPLOYER CALL/FAXED
PENINSULA SECURITY	1-Oct	AJCC Contacted
PENINSULA SECURITY	1-Oct	AJCC Contacted
ARIGATO	1-Oct	OUTREACH
OJT FLIERS	1-Oct	OUTREACH
PENINSULA SECURITY	2-Oct	EMPLOYER CALLED
PENINSULA SECURITY	2-Oct	AJCC Contacted
CARL'S JUNIOR	2-Oct	AJCC Contacted
MONTEREY PRIVATE SECURITY	2-Oct	AJCC Contacted
FIRST SOLAR	2-Oct	EMPLOYER CALLED
RANCHO CIELO	2-Oct	IN PERSON
GEE DANIEL INSURANCE AGENCY	2-Oct	AJCC Contacted
VICTORIAN HOME CARE	2-Oct	AJCC Contacted
HARTNELL COLLEGE	13-Oct	EVENT
ALEJANDRO	26-Oct	AJCC Contacted
ETO CASE NOTES	26-Oct	AJCC Contacted
MONTEREY MUSHROOMS	27-Oct	AJCC Contacted
ETO TOUCH POINTS	28-Oct	AJCC Contacted
PENINSULA SECURITY	2-Oct	AJCC Contacted
WIS	5-Oct	AJCC Contacted
COMCAST	5-Oct	AJCC Contacted
COMCAST	6-Oct	IN PERSON
VICTORIAN HOME CARE	6-Oct	AJCC Contacted
PENINSULA SECURITY	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
DR. RAKSHAKS	6-Oct	AJCC Contacted
NORTH BAY INDUSTRIES RECRUITMENT	7-Oct	EVENT
PENINSULA SECURITY	8-Oct	AJCC Contacted
CONTINENTAL LABOR AND STAFFING RESOURCES	9-Oct	EMPLOYER CALL/EMAIL
FAMILY IN HOME SERVICES	9-Oct	AJCC Contacted
PENINSULA SECURITY	12-Oct	AJCC Contacted
VICTORIAN HOME CARE	12-Oct	OUTREACH
WIS INTERNATIONAL	12-Oct	OUTREACH
TARGET	13-Oct	AJCC Contacted
VICTORIAN HOME CARE	13-Oct	CALLED EMPLOYER
WIS INTERNATIONAL	13-Jan	EMPLOYER EMAILED
TARGET	14-Oct	AJCC Contacted
AMERI-CLEAN	14-Oct	AJCC Contacted
WIS INTERNATIONAL	14-Oct	AJCC Contacted
VICTORIAN HOME CARE	14-Oct	AJCC Contacted
PENINSULA SECURITY	15-Oct	AJCC Contacted
VICTORIAN HOME CARE	15-Oct	AJCC Contacted
WIS INTERNATIONAL	15-Oct	AJCC Contacted
PENINSULA SECURITY	16-Oct	AJCC Contacted
TARGET	16-Oct	AJCC Contacted
PENINSULA SECURITY	19-Oct	AJCC Contacted
RANCHO CIELO	19-Oct	EMPLOYER CALLED
UPS	19-Oct	EMPLOYER EMAILED
PENINSULA SECURITY	20-Oct	EMPLOYER CALLED
TARGET	20-Oct	AJCC Contacted
WIS INTERNATIONAL	20-Oct	EVENT
PENINSULA SECURITY	21-Oct	EVENT
WIS INTERNATIONAL	22-Oct	AJCC Contacted
PENINSULA SECURITY	22-Oct	AJCC Contacted
TARGET	22-Oct	AJCC Contacted

PENINSULA SECURITY	22-Oct	AJCC Contacted
PENINSULA SECURITY	26-Oct	EMPLOYER CALLED
WIS INTERNATIONAL	26-Oct	EMAILED EMPLOYER
COUNTY OF MONTEREY	26-Oct	AJCC Contacted
UPS	26-Oct	EMPLOYER CALLED
TACO BELL	27-Oct	AJCC Contacted
PENINSULA SECURITY	27-Oct	AJCC Contacted
VICTORIAN HOME CARE	27-Oct	EVENT
WIS INTERNATIONAL	27-Oct	EVENT
KAWAHRA NURSERIES	28-Oct	AJCC Contacted
VICTORIAN HOME CARE	28-Oct	EMAILED EMPLOYER
WIS INTERNATIONAL	28-Oct	AJCC Contacted
VICTORIAN HOME CARE	28-Oct	EMAILED EMPLOYER
PACIFIC PROTECTION SERVICES	29-Oct	EMPLOYER CALLED
PENINSULA SECURITY	29-Oct	AJCC Contacted
TARGET	29-Oct	AJCC Contacted
UPS	29-Oct	AJCC Contacted
WIS INTERNATIONAL	29-Oct	EMPLOYER CALLED
SECURITY PUBLIC STORAGE	30-Oct	EMPLOYER EMAILED
PENINSULA SECURITY	30-Oct	AJCC Contacted
WIS INTERNATIONAL	30-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	7-Oct	AJCC Contacted
COMCAST	6-Oct	AJCC Contacted
VICTORIAN HOME CARE	6-Oct	AJCC Contacted
WIS INTERNATIONAL	6-Oct	AJCC Contacted
PENINSULA SECURITY	6-Oct	AJCC Contacted
WIS INTERNATIONAL	6-Oct	AJCC Contacted
WIS INTERNATIONAL	6-Oct	AJCC Contacted
WIS INTERNATIONAL	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
DR. RAKSHAKS	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
DR. RAKSHAKS	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
DR. RAKSHAKS	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
DR. RAKSHAKS	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
DR. RAKSHAKS	6-Oct	AJCC Contacted
KING CITY CHAMBER OF COMMERCE	6-Oct	AJCC Contacted
DR. RAKSHAKS	6-Oct	AJCC Contacted
MAO FOUNDATION	19-Oct	EMPLOYER CALLED
WROTE & DISTRIBUTED OJT PRESS RELEASE	19-Oct	AJCC Contacted
AMERICAN CANCERN SOCIETY	19-Oct	EMPLOYER EMAILED
DOCTORS ON DUTY	20-Oct	EMPLOYER EMAILED
DR. PAUL	20-Oct	EMPLOYER CALLED
DR. SONIA RODRIGUEZ	20-Oct	EMPLOYER CALLED
DR. JOSEPH ESTRADA	20-Oct	EMPLOYER EMAILED
WROTE & DISTRIB. SB SECURITY GUARD PRESS RELEAS	21-Oct	AJCC Contacted
SALINAS VALLEY ORTHOPEDICS	21-Oct	EMPLOYER CALLED
CENTRAL CALIFORNIA CAL FLOWERS	21-Oct	EMPLOYER CALL/EMAIL
DR. BOBBY YEE	21-Oct	EMPLOYER CALLED
CENTRAL CALIFORNIA NEUROLOGY	21-Oct	EMPLOYER CALLED
DR. PERRY SILVA	21-Oct	EMPLOYER CALL/EMAIL
DR. NEVILLE UDWADIA	21-Oct	EMPLOYER CALLED
DR. JANI ATUL	21-Oct	EMPLOYER CALL/FAXED
DR. WENDELL HARRY	22-Oct	EMPLOYER CALL/EMAIL
DR. MARGARET SIMON	22-Oct	EMPLOYER CALL/OTHER
DR. CHRISTINA MERCADO	22-Oct	EMPLOYER CALL/FAXED
CYPRESS HEALTHCARE PARTNERS, LLC	22-Oct	EMPLOYER CALL/FAXED
AQUABLU	22-Oct	EMPLOYER CALL/EMAIL
ENTRAVISION	22-Oct	EMPLOYER EMAILED
EVERGREEN VALLEY COLLEGE	27-Oct	EMPLOYER EMAILED

NEILSON TRUCKING	27-Oct	EMPLOYER EMAILED
MEE MEMORIAL HOSPITAL	28-Oct	EMPLOYER EMAILED
SWIFT TRANSPORTATION	28-Oct	EMPLOYER CALLED
CHOMP	28-Oct	EMPLOYER EMAILED
NATURAL FOUNDATIONS	28-Oct	EMPLOYER CALLED
KAWAHRA NURSERIES	28-Oct	IN PERSON
MET WITH JOB SEEKER	28-Oct	IN PERSON
MONTEREY BAY AQUARIUM	29-Oct	EMPLOYER EMAILED
COLD STORAGE FACILITY NEXT TO AJCC	29-Oct	AJCC Contacted
LIBERTY TAX SERVICE	29-Oct	EMPLOYER CALLED
DR. MORWOOD PLASTIC SURGEON	29-Oct	EMPLOYER CALLED
LANGUAGE LINE SERVICES	29-Oct	EMPLOYER EMAILED
KINDRED HEALTHCARE	29-Oct	EMPLOYER CALLED
ULTA SALON	29-Oct	EMPLOYER CALLED
MISSION LINEN, INC.	29-Oct	EMPLOYER FAXED
LA CASA ADULT DAY CARE	30-Oct	EMPLOYER CALLED
ALL BEST CARE SENIOR SERVICES	30-Oct	EMPLOYER EMAILED
QUAIL LODGE	30-Oct	EMPLOYER EMAILED
K-MART	30-Oct	EMPLOYER EMAILED
RITE AIDE-MONTEREY	30-Oct	EMPLOYER CALLED
SEARS	30-Oct	AJCC Contacted
Human Resources Support		
Applicants Pre-screened	32	
Job Descriptions Created	0	
Job Openings Posted to CalJobs	10	
Job Referrals to Employers	38	
Job Placements	11	
Job Fairs & Custom Recruiting Events		
Job Fairs & Custom Recruiting Events	11	
Businesses Attended	6	
Job Seekers Attended	63	
Job Seekers Reported Hired	11	
Tax Credits & Benefits		
EZ Hiring & Tax Credits		
Work Opportunity Tax Credit		
Workers with Disabilities Tax Credit		
RR & Layoff Aversion		
Layoff Aversion		
RR Orientations		
Trade Adjustment Assistance		
Training Assistance		
Classroom Training		
Incumbent Worker Training (ETP)		
On-the-Job Training		
Work Experience		
Skills Testing/Assessments		
SkillCheck		
Labor Market Info		
Labor Market Research & Info		
WorkKeys Assessments		
Applied Mathematics		
Locating Information		
Reading for Information		
WIN Remedial Training		
WIN Training Accounts		

To: Monterey County Business Services Committee
From: Business Services Team (Economic Development and Office for Employment Training)
Subject: Business Services Report
Date of Report: Nov 1-30, 2015

List of Businesses Supported	Nov-15	Referral / Source
DBA ELECTRIC	4-Nov	EMPLOYER EMAILED
HAYASHI & WAYLAND	4-Nov	EMPLOYER EMAILED
HEALTHY SOILS	4-Nov	EMPLOYER EMAILED
SEATAC	4-Nov	EMPLOYER EMAILED
NATURAL SCIENCE	4-Nov	EMPLOYER EMAILED
WILEY TRANSFER	4-Nov	EMPLOYER EMAILED
GREEN RUBBER	4-Nov	EMPLOYER EMAILED
SETECO	4-Nov	EMPLOYER EMAILED
GOOD LIFE COMPANIONS	4-Nov	EMPLOYER EMAILED
AQUABLUE	3-Nov	EMPLOYER CALLED
McSHANE'S NURSERY	3-Nov	EMPLOYER EMAILED
MEE MEMORIAL HOSPITAL	3-Nov	EMPLOYER CALLED
GRANITEROCK	4-Nov	EMPLOYER EMAILED
KSBW-TV	3-Nov	EMPLOYER EMAILED
KION-TV	3-Nov	EMPLOYER EMAILED
CASEY PRINTING	4-Nov	EMPLOYER EMAILED
CHRISTIANSON & GIANINNI	4-Nov	EMPLOYER EMAILED
ECOTERRAGLOBAL	4-Nov	EMPLOYER EMAILED
A&C ENGRAVING	4-Nov	EMPLOYER EMAILED
ROBERTO'S OF SANTA CRUZ, INC.	9-Nov	IN PERSON
CALIFORNIA CLEANING RESTORATION, LLC	10-Nov	IN PERSON
GEO REENTRY SERVICES	10-Nov	IN PERSON
COCA-COLA REFRESHMENTS	10-Nov	IN PERSON
KINSHIP CENTER/SENECA HEALTHCARE	10-Nov	EMPLOYER EMAILED
JEFFREY'S GRILL AND CATERING	12-Nov	IN PERSON
DISASTER KLEEN UP SPECIALISTS	12-Nov	EMPLOYER EMAILED
FAMILY IN HOME CAREGIVING OF MONTEREY	12-Nov	EMPLOYER EMAILED
TREE HEALTHCARE	12-Nov	EMPLOYER CALLED
HOSPITALITY MARKETING ASSN.	20-Nov	EMPLOYER EMAILED
ROCKET FARMS, INC.	20-Nov	EMPLOYER EMAILED
SONGBIRD CARE HOMES	20-Nov	EMPLOYER EMAILED
SALINAS FAMILY PRACTICE	20-Nov	AJCC CONTACTED
PRODUCERS DAIRY FOODS	20-Nov	EMPLOYER EMAILED
DAWN TRANSPORTATION, INC.	20-Nov	EMPLOYER EMAILED
GARY & BECKY VICK, INC.	20-Nov	AJCC CONTACTED
RANDAZZO ENTERPRISES, INC.	20-Nov	AJCC CONTACTED
DOLE	20-Nov	AJCC CONTACTED
DON CHAPIN COMPANY	20-Nov	AJCC CONTACTED
WILBER-ELLIS	20-Nov	AJCC CONTACTED
CALIFORNIA SKIN INSTITUTE	20-Nov	AJCC CONTACTED
PF CHIANG'S	20-Nov	EMPLOYER EMAILED
GOOD NIGHT INN	20-Nov	EMPLOYER EMAILED
FRESH EXPRESS/CHIQUITA	20-Nov	EMPLOYER EMAILED
UNITED WAY OF MONTEREY COUNTY	20-Nov	EMPLOYER EMAILED
INTERIM PERSONNEL, INC.	20-Nov	EMPLOYER EMAILED
INTERCONTENENTIAL THE CLEMENT	20-Nov	AJCC CONTACTED
GIRL SCOUTS OF MONTEREY COUNTY	20-Nov	EMPLOYER EMAILED
CHURCH BROTHERS FARMS	20-Nov	AJCC CONTACTED
DOCTORS ON DUTY	23-Nov	EMPLOYER EMAILED
RDO WATER TECH AGRICULTURE SERVICES	24-Nov	IN PERSON
H DDS	24--NOV	EMPLOYER EMAILED
CENTRAL COAST VNA & HOSPICE	25-Nov	EMPLOYER EMAILED
VILLA SERRA	25-Nov	AJCC CONTACTED
KINDRED HEALTHCARE SALINAS	25-Nov	AJCC CONTACTED
BROOKDALE SALINAS	25-Nov	AJCC CONTACTED
WINDSOR THE RIDGE REHABILITATION CARE	25-Nov	AJCC CONTACTED

MISSION LINEN	25-Nov	AJCC CONTACTED
RAK SHACK	25-Nov	EMPLOYER EMAILED
ROYAL ROSE, RADICCHIO	25-Nov	AJCC CONTACTED
EARTHBOUND FARMS ORGANIC	25-Nov	AJCC CONTACTED
AVE MARIA SENIOR LIVING	25-Nov	AJCC CONTACTED
DOCTORS ON DUTY	23-Nov	EMPLOYER EMAILED
WIS INTERNATIONAL	2-Nov	OTHER
PENINSULA SECURITY	2-Nov	OUTREACH
COUNTY OF MONTEREY	2-Nov	OUTREACH
WIS INTERNATIONAL	2-Nov	OUTREACH
CLINICA DE LA SALUD	2-Nov	EMPLOYER CALLED
DR. ATUL	2-Nov	EMPLOYER FAXED
ACACIA MEDICAL GROUP	2-Nov	AJCC CONTACTED
DR. UDWADIA	2-Nov	AJCC CONTACTED
AQUABLUE	3-Nov	EMPLOYER CALLED
CANTERBURY WOODS	3-Nov	EMPLOYER CALLED
QUEST DIAGNOSTICS	3-Nov	EMPLOYER CALLED
SVMH	3-Nov	EMPLOYER CALLED
MEE MEMORIAL HOSPITAL	3-Nov	EMPLOYER CALLED
WIS INTERNATIONAL	3-Nov	EVENT
ENTRAVISION/KSMS-TV	3-Nov	IN PERSON
PENINSULA SECURITY	3-Nov	EVENT
UPS	4-Nov	EVENT
AQUABLUE	5-Nov	IN PERSON
ENTRAVISION/KSMS-TV	9-Nov	AJCC CONTACTED
LA CASA ADULT DAY CARE	9-Nov	AJCC CONTACTED
LANGUAGE LINE SERVICES	9-Nov	AJCC CONTACTED
MEE MEMORIAL HOSPITAL	9-Nov	AJCC CONTACTED
MONTEREY BAY AQUARIUM	9-Nov	AJCC CONTACTED
QUAIL LODGE	9-Nov	AJCC CONTACTED
ROBERTO'S OF SANTA CRUZ, INC.	9-Nov	AJCC CONTACTED
ULTA SALON	9-Nov	AJCC CONTACTED
WIS INTERNATIONAL	10-Nov	EVENT
COLD STORAGE FACILITY	11-Nov	AJCC CONTACTED
DISASTER KLEEN UP SPECIALISTS	12-Nov	AJCC CONTACTED
KION-TV	12-Nov	IN PERSON
KAWAHARA NURSERIES	12-Nov	OUTREACH
ALWAYS BEST CARE SENIOR SERVICES	12-Nov	IN PERSON
NATURAL FOUNDATIONS	13-Nov	AJCC CONTACTED
DRAFTED SOLAR FLATS PRESS RELEASE	13-Nov	OUTREACH
SEARS	13-Nov	AJCC CONTACTED
KAWAHARA NURSERIES	16-Nov	EVENT
GEO REENTRY SERVICES	18-Nov	AJCC CONTACTED
HAYASHI & WAYLAND	18-Nov	AJCC CONTACTED
KAWAHARA NURSERIES	18-Nov	EMPLOYER EMAILED
ANGELICA SERVICES	18-Nov	IN PERSON
LA CASA ADULT DAY CARE	19-Nov	EMPLOYER CALLED
VICTORIAN HOME HEALTHCARE	19-Nov	AJCC CONTACTED
LA CASA ADULT DAY CARE	19-Nov	AJCC CONTACTED
KION-TV	19-Nov	IN PERSON
AQUABLUE	20-Nov	AJCC CONTACTED
ECOTERRAGLOBAL	20-Nov	IN PERSON
COCA-COLA REFRESHMENTS	23-Nov	AJCC CONTACTED
DISASTER KLEEN UP SPECIALISTS	23-Nov	AJCC CONTACTED
JEFFREY'S GRILL AND CATERING	23-Nov	AJCC CONTACTED
KINSHIP CENTER/SENECA HEALTHCARE	23-Nov	AJCC CONTACTED
SOLAR FLATS FINAL PRESS RELEASE	23-Nov	OUTREACH
LA CASA ADULT DAY CARE	23-Nov	OUTREACH
VICTORIAN HOME HEALTHCARE	23-Nov	IN PERSON
WIS INTERNATIONAL	24-Nov	EVENT
DAWN TRANSPORTATION, INC.	30-Nov	AJCC CONTACTED
GIRL SCOUTS OF MONTEREY COUNTY	30-Nov	AJCC CONTACTED

GOOD NIGHT INN	30-Nov	AJCC CONTACTED
HOSPITALITY MARKETING ASSN.	30-Nov	AJCC CONTACTED
INTERIM PERSONNEL, INC.	30-Nov	AJCC CONTACTED
SOLAR FLATS	30-Nov	AJCC CONTACTED
KION-TV	30-Nov	OUTREACH
KSBW-TV	30-Nov	OUTREACH
KSMS-TV	30-Nov	OUTREACH
MC WEEKLY	30-Nov	OUTREACH
MIRANDA, MAGDEN & MIRANDA	30-Nov	AJCC CONTACTED
NUNO IRON	30-Nov	AJCC CONTACTED
PF CHIANG'S	30-Nov	AJCC CONTACTED
PRODUCERS DAIRY FOODS	30-Nov	AJCC CONTACTED
ROCKET FARMS, INC.	30-Nov	AJCC CONTACTED
SONGBIRD CARE HOMES	30-Nov	AJCC CONTACTED
UNITED WAY OF MONTEREY COUNTY	30-Nov	AJCC CONTACTED
NUNO IRON	30-Nov	AJCC CONTACTED
MONTEREY HERALD	30-Nov	OUTREACH
KAWAHARA NURSERIES	2-Nov	AJCC CONTACTED
WIS INTERNATIONAL	3-Nov	EVENT
KAWAHARA NURSERIES	3-Nov	AJCC CONTACTED
PENINSULA SECURITY	4-Nov	EVENT
UPS	4-Nov	EVENT
McSHANE'S NURSERY	4-Nov	AJCC CONTACTED
AQUABLU	5-Nov	IN PERSON
MAYA CINEMAS	5-Nov	OUTREACH
KAWAHARA NURSERIES	5-Nov	AJCC CONTACTED
PERFORMANCE FOAM TECH	5-Nov	OUTREACH
WIS INTERNATIONAL	10-Nov	EVENT
MIRANDA MAGDEN & MIRANDA	13-Nov	AJCC CONTACTED
KAWAHARA NURSERIES	16-Nov	AJCC CONTACTED
McSHANE'S NURSERY	16-Nov	AJCC CONTACTED
McSHANE'S NURSERY	18-Nov	IN PERSON
PERFORMANCE FOAM TECH	18-Nov	OUTREACH
KION-TV	19-Nov	OUTREACH
LA CASA ADULT DAY CARE	19-Nov	IN PERSON
ECOTERRAGLOBAL	20-Nov	IN PERSON
VICTORIAN HOME HEALTHCARE	23-Nov	IN PERSON
SOLAR FLATS	23-Nov	OUTREACH
WIS INTERNATIONAL	23-Nov	EVENT
ARTEMIO	30-Nov	AJCC CONTACTED
PENINSULA SECURITY	3-Nov	AJCC CONTACTED
UPS	3-Nov	OUTREACH
WIS INTERNATIONAL	3-Nov	EVENT
PENINSULA SECURITY	4-Nov	EVENT
UPS	4-Nov	EVENT
UPS	5-Nov	OUTREACH
COMCAST	9-Nov	OUTREACH
MIRANDA, MAGDEN & MIRANDA	9-Nov	EMPLOYER EMAILED
ROBERTO'S OF SANTA CRUZ, INC.	9-Nov	EMPLOYER EMAILED
PENINSULA SECURITY	9-Nov	OUTREACH
WIS INTERNATIONAL	10-Nov	EVENT
UPS	12-Nov	OUTREACH
WIS INTERNATIONAL	16-Nov	EVENT
KAWAHARA NURSERIES	16-Nov	EVENT
PENINSULA SECURITY	19-Nov	OUTREACH
MIRANDA, MAGDEN & MIRANDA	10-Nov	OUTREACH
AMERI-KLEEN	23-Nov	EMAILED EMPLOYER
PENINSULA SECURITY	23-Nov	AJCC CONTACTED
WIS INTERNATIONAL	23-Nov	EVENT
ADVANTAGE SALES AND MARKETING	24-Nov	EMPLOYER EMAILED
PENINSULA SECURITY	24-Nov	EMPLOYER EMAILED
WIS INTERNATIONAL	24-Nov	EVENT
VICTORIAN HOME HEALTHCARE	30-Nov	AJCC CONTACTED

PENINSULA SECURITY	30-Nov	AJCC CONTACTED
ENTRAVISION/KSMS-TV	3-Nov	OUTREACH
Human Resources Support		
Applicants Pre-screened	23	
Job Descriptions Created	0	
Job Openings Posted to CalJobs	5	
Job Referrals to Employers	33	
Job Placements	4	
Job Fairs & Custom Recruiting Events		
Job Fairs & Custom Recruiting Events	7	
Businesses Attended	6	
Job Seekers Attended	54	
Job Seekers Reported Hired	4	
Tax Credits & Benefits		
EZ Hiring & Tax Credits		
Work Opportunity Tax Credit		
Workers with Disabilities Tax Credit		
RR & Layoff Aversion		
Layoff Aversion		
RR Orientations	1	
Trade Adjustment Assistance		
Training Assistance		
Classroom Training		
Incumbent Worker Training (ETP)		
On-the-Job Training	2	
Work Experience		
Skills Testing/Assessments		
SkillCheck		
Labor Market Info		
Labor Market Research & Info		
WorkKeys Assessments		
Applied Mathematics		
Locating Information		
Reading for Information		
WIN Remedial Training		
WIN Training Accounts		

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE

FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR

SUBJECT: UPDATE ON THE WORK READY COMMUNITIES INITIATIVE AND AD-HOC COMMITTEE DEVELOPED TO DISCUSS WORKKEYS CERTIFICATIONS

DATE: DECEMBER 8, 2015

SUMMARY INFORMATION:

American College Testing (ACT) launched its national Certified Work Ready Communities (CWRC) initiative in 2011.

In June 2013, ACT began accepting applications from counties interested in participating in CWRC. The Central Coast Career Readiness Consortium (CCCRC) applied for and was selected to take part in the CWRC initiative. The CCCRC along with its four county partnerships has organized a cross agency team of local workforce, economic development and business leaders to collaborate in this effort to include the Monterey County Workforce Investment Board.

By participating in the CWRC initiative, Monterey County can both identify skill gaps and quantify the skill level of its workforce. This also helps educators build career pathways aligned to the needs of business and industry and helps our community stand out and be recognized for its workforce development efforts.

ACT and Monterey County have agreed on the goals below that measure the number of National Career Readiness Certificates issued and the number of employers who have registered to support CWRC.

Participating counties have two years to complete the established goals.

As of October 31, 2015, ACT reported the following number of certificates issued and employers registered for Monterey County:

National Career Readiness Certificates Completed	Goal	Actual	% of Goal
Emerging – <i>HS, College, Adult Ed, Unemployed, Recent Vet</i>	617	333	54%
Current – <i>Private / Public</i>	111	91	82%
Transitioning – <i>HS, College, Adult Ed, Unemployed, Recent Vet</i>	1,555	171	11%
Totals	2,283	595	26%

Employers Registered to Support CWRC	Goal	Actual	% of Goal
Employers	144	7	4%

DISCUSSION:

The members will be asked to provide an update on their involvement and outreach efforts to the business community on how employers can benefit from participating in the CWRC initiative.

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE
FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR
SUBJECT: REPORT OUT ON MONTEREY COUNTY'S LOCAL LABOR MARKET
DATE: DECEMBER 8, 2015

INFORMATION:

At the Business Services Committee meeting, WIB staff plan to review the most up-to-date labor market statistics for Monterey County. This data can be found on the Monterey County Workforce Investment Board's website at www.montereycountywdb.org.

Top Labor Market Stats:

- Labor Market Snapshot: 10/2015
- Unemployment Rate: 5.8%
- Labor Force: 226,100
- Employed: 212,900
- Unemployed: 13,200

The source of data is the State's Employment Development Department (EDD) Labor Market Information Division, EDD Monthly Press Release and EDD Monthly Labor Force Data for Cities and Census Designated Places (CDP), released November 20, 2015.

The release schedule for September 2015 unemployment rates (labor force) and industry employment data from the Labor Market Information Division is December 18, 2015.

ATTACHMENT:

Monterey County Labor Market Snapshot

Monterey County Labor Market Snapshot

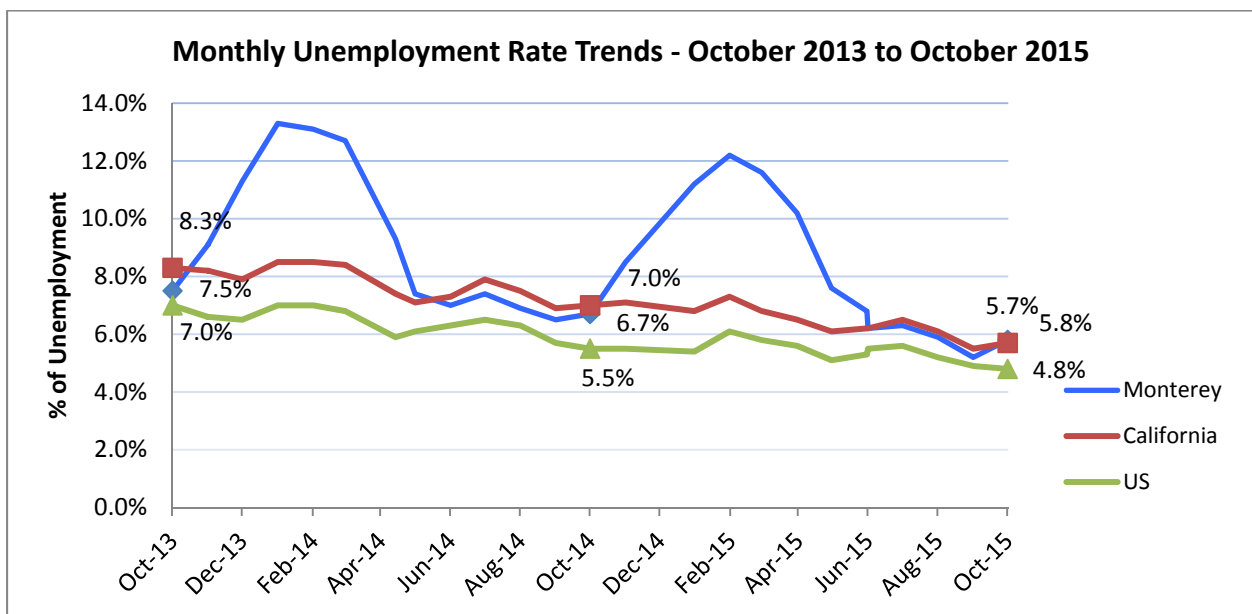
October 2015

The unemployment rate in the **Monterey County** was **5.8 percent in October 2015**, up from a revised 5.2 percent in September 2015, and below the year-ago estimate of 6.6 percent. This compares with an unadjusted unemployment rate of 5.7 percent for California and 4.8 percent for the nation during the same period.

Unadjusted Unemployment Rates

	October 2015	September 2015*	August 2015*
Monterey County	5.8%	5.2%	5.9%
California	5.7%	5.5%	6.1%
United States	4.8%	4.9%	5.2%

*(Source: EDD Monthly Press Release, November 20, 2015. * Includes revised % from State EDD.)*

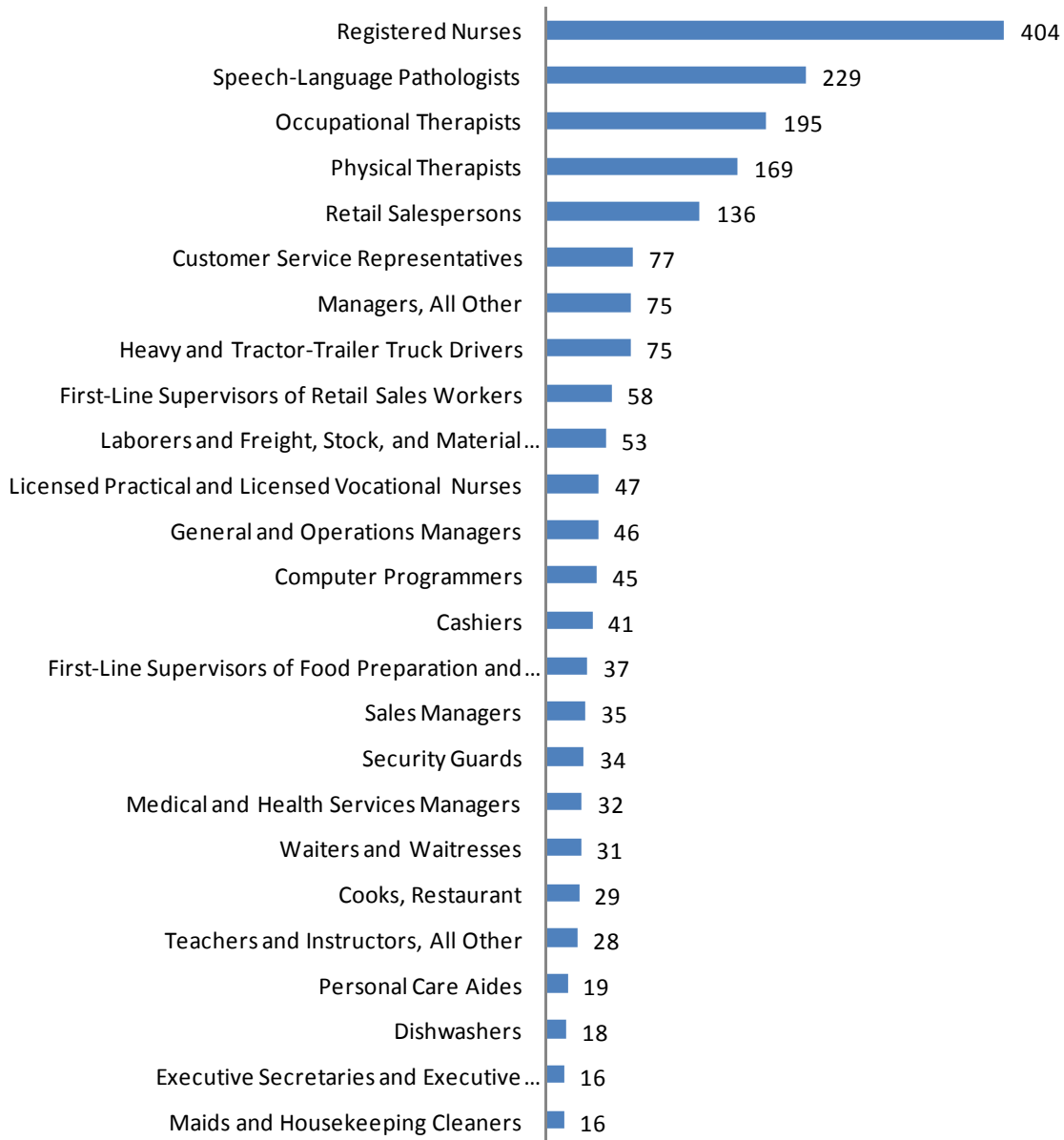


October 2015 Unemployment Stats

- The number of unemployed is 13,200, up 1,300 from 11,900 in September 2015 and down 1,700 compared to October 2014.
- Ten cities throughout Monterey County had unemployment rates at or less than 8.9%; and two cities had unemployment rates between 11.8% – 11.9%.
- Sand City's unemployment rate of 11.9% is the highest in the County, followed by King City at 11.8%. Of the unincorporated areas of the County, San Lucas' unemployment rate is the highest at 19.6%, followed by Moss Landing at 17.9%, San Ardo at 14.9%, Pajaro at 14.8%, and Boronda at 13.4%.

(Source: EDD Monthly Labor Force Data for Cities and Census Designated Places (CDP), November 20, 2015)

Top 25 Occupations with Highest # of Job Openings Advertised Online in Monterey County on November 20, 2015



Visit www.caljobs.ca.gov to register and apply for these job openings!

(Job Source: Online advertised jobs data)

**Top 25 Employers with the Highest # of Job Openings Advertised
Online in Monterey County on November 20, 2015**

Rank	Employers with Highest Number of Job Openings	Job Openings
1	Uber Technologies, Inc.	85
2	California State University Monterey Bay	70
3	Pebble Beach Company	69
4	Safeway Inc.	63
5	Northrop Grumman Corporation	62
6	Monterey Bay Aquarium	58
7	State of California : Corrections And Rehabilitation	54
8	Kindred Healthcare, Inc.	53
9	Community Hospital of the Monterey Peninsula	50
10	Monterey Peninsula Unified School District	46
11	Salinas Valley Memorial Healthcare System	46
12	H&R Block	43
13	Monterey County Human Resources	43
14	Dole Food Company, Inc	42
15	Monterey County, California	40
16	Target Corporation	38
17	Hartnell College	35
18	Med Travelers	35
19	Mee Memorial Hospital	34
20	PetSmart, Inc.	32
21	Casillas Enterprise	30
22	RehabCare Group, Inc.	26
23	WIS International	26
24	State of California : State Hospitals	25
25	Gold's Gym International, Inc.	24

Visit www.caljobs.ca.gov to register and apply for these job openings!

(Job Source: Online advertised jobs data)

**Occupations from Job Openings Advertised Online with the Highest Paying Mean
(Annual) Wages in Monterey County on November 20, 2015**

Rank	Occupation	Mean Annual Advertised Wage
1	Clinical Psychologists	\$98,076
2	Registered Nurses 🌟	\$77,428
3	Healthcare Social Workers 🌟	\$70,744
4	Physicians and Surgeons, All Other	\$67,150
5	Heavy and Tractor-Trailer Truck Drivers 🌟🌿	\$61,610
6	Licensed Practical and Licensed Vocational Nurses 🌟	\$55,089
7	Accountants 🌟	\$53,534
8	Managers, All Other 🌟	\$51,390
9	Laborers and Freight, Stock, and Material Movers, Hand 🌟🌿	\$48,043
10	Executive Secretaries and Executive Administrative Assistants 🌟	\$39,280

🌟 **BRIGHT OUTLOOK NATIONALLY** | 🌟 **BRIGHT OUTLOOK STATEWIDE** | 🌿 **GREEN OCCUPATIONS**

(Job Source: Online advertised jobs data)