



## WORKFORCE DEVELOPMENT BOARD OF VENTURA COUNTY

### CLEAN/GREEN COMMITTEE MEETING

**Friday, January 18, 2019**  
**8:00 a.m. - 9:30 a.m.**

United Food and Commercial Workers Union, Local 770 (UFCW)  
816 Camarillo Springs Rd, Camarillo, CA (Meeting Room/Suite A)

### AGENDA

- |           |   |                                    |
|-----------|---|------------------------------------|
| 8:00 a.m. | <b>1.0 Call to Order and Agenda Review</b>  | Anthony Mireles                    |
| 8:02 a.m. | <b>2.0 Public Comments</b>  | Anthony Mireles                    |
|           | <i>Procedure: The public is welcome to comment. All comments not related to items on the agenda may be made at the beginning of the meeting only.</i> |                                    |
| 8:05 a.m. | <b>3.0 Approval of Minutes:</b> November 16, 2018   | Anthony Mireles                    |
|           | <b>4.0 Ventura County Regional Strategic Workforce Development Plan</b>   |                                    |
| 8:10 a.m. | • <b>Guest Speaker:</b> Administrator of the Ventura County Recycling Market Development Zone (RMDZ)  | David Goldstein                    |
| 8:30 a.m. | • Deputy Sector Navigator – AWET Update   | Holly Chavez                       |
| 8:45 a.m. | • Career Pathways: Update   | Darrell Gooden<br>Mary Anne Rooney |
| 9:00 a.m. | • EV Infrastructure and EV Mechanics  | John Brooks                        |
| 9:05 a.m. | • Occupational Employment Data Growth Projections   | Patricia Duffy                     |
| 9:15 a.m. | <b>5.0 Committee Member Comments</b>  | Committee Members                  |
| 9:30 a.m. | <b>6.0 Adjournment</b>  | Anthony Mireles                    |

#### Next Meeting

March 15, 2019 (8:00 a.m. - 9:30 a.m.)  
United Food and Commercial Workers Union, Local 770 (UFCW)  
816 Camarillo Springs Rd, Camarillo, CA (Meeting Room/Suite A)

Individuals who require accommodations for their disabilities (including interpreters and alternate formats) are requested to contact the Workforce Development Board of Ventura County staff at (805) 477-5306 at least five days prior to the meeting. TTY line: 1-800-735-2922.

For information about the Workforce Development Board of Ventura County, go to [workforceventuracounty.org](http://workforceventuracounty.org)



**WDB Clean/Green Committee Meeting**  
**November 16, 2018**

**MINUTES**

**Meeting Attendees**

Committee Members

Anthony Mireles\* (Chair)  
John Brooks  
Victor Dollar  
Dave Fleisch  
Grant Leichtfuss

WDB Staff

Patricia Duffy

*\*WDB Members*

**1.0 Call to Order and Agenda Review**

Anthony Mireles (Chair) called the meeting to order at 8:08 a.m. No changes were made to the agenda.

**2.0 Public Comments**

There were no public comments.

**3.0 Approval of Minutes: May 18, 2018**

Motion to approve: John Brooks  
Second: Dave Fleisch  
Motion carried

**4.0 Ventura County Regional Strategic Workforce Development Plan**

- Clean Power Alliance and EV Infrastructure and EV Mechanics

John Brooks informed the Committee about the Clean Power Alliance. This is a new locally operated electricity provider for communities in Ventura and Los Angeles Counties. The Clean Power Alliance will purchase clean power and Southern California Edison will still provide transmittal lines. Cities and individuals can opt out and cities can choose the percentage of clean energy they want. Ventura chose 100%. Currently 1/3 of the energy in California is green. Clean energy will be purchased from other states to meet the demand. The Alliance offers several options and reinvests funds in projects in the community.

John Brooks also informed committee members about an EV group that will be meeting to address electric vehicle infrastructure. With the increase of electric vehicles, 440,000 have been sold in California, there is a need for more public charging stations to support these vehicles. The prediction is one out of every eight vehicles will be electric by 2030. New construction is required to be solar ready and EV plug ready. Apps are also becoming available to tell you where charging stations are located. There is also a need for EV mechanics, the committee members discussed finding out from the colleges if enough training is being provided to support the need for the expanding demand.

- Deputy Sector Navigator – AWET Update

Patricia Duffy gave the report for Holly Chavez who sent a written report for the meeting. Patricia read the report to the Committee. Holly Chavez reported that she will continue in her position and the contracts had been renewed. Holly will be performing an in-depth agriculture industry employer gap analysis survey and data collection, funding has already been secured for the project. The results will be used to deploy strategies which will better serve the needs of the agriculture industry. Holly will report progress at our next meeting. They are still deciding if they will be reporting the data by separate counties in the region. Holly is hoping to hold a mini grant competition within the next few months. The Chancellors office will be dispersing \$10,900,000 regionally for K-12 CTE programs through the Regional Consortium.

- Review and Follow up: Previous Meeting's Planning Discussion

Patricia Duffy distributed the Dun & Bradstreet data indicating the businesses in Ventura County, that have been identified as green businesses. The green list includes businesses in Ventura County certified Green by prominent industry standards using national, state and local certification and industry standards.

At the previous meeting the Committee discussed what the committee would like to focus on going forward. The Committee members prioritized some of the recommendations discussed previously. The previous Dean at Oxnard College and committee member, had suggested exploring a way to require a short course that addresses sustainability across all the CTE programs at the college. The committee members suggested this should be one of our high priorities. Working with the new Dean is a committee priority as well as working with other colleges to see if there would be a way to work sustainability into all the CTE programs.

Other priorities were to focus on industry using sustainability to attract talent and encourage businesses to use sustainability as a recruiting tool, use sector committees to engage businesses, bring more businesses to the committee, create value, promote green components in every job and identify new training that is needed to keep up with emerging markets such as EV mechanics.

- Workgroup Report: Employer Awareness, Video Review

Patricia Duffy shared the two completed videos with the committee for comments. The committee members were informed that the two remaining videos should be completed shortly after the New Year.

## **5.0 Committee Member Comments**

There were no comments.

## **6.0 Adjournment**

Meeting adjourned at 9:35 a.m.

### Next Meeting:

January 18, 2019 (8:00 – 9:30 a.m.)

United Food and Commercial Workers (UFCW) Local 770 Suite A  
816 Camarillo Springs Rd, Camarillo, CA.

## **2017-2018 YEAR-END REVIEW**

### **Workforce Development Board of Ventura County**

#### **WDB CLEAN/GREEN COMMITTEE**

##### **2017-2018 Members**

WDB Members: Anthony Mireles, Chair (Laborers International Union of North America), Victor Dollar (Brighton Management), Charles Harrington (SEIU Local 721)

Other Members: John Brooks (City of Thousand Oaks), Holly Chavez (Deputy Sector Navigator South Central Coast Region of California Community Colleges), David Fleisch (County of Ventura Public Works Agency), Darrell Gooden (Ventura County Office of Education), Eric Humel (Oxnard City Corps), Grant Leichtfuss (Villa Park Orchards Association), Valeria Makarova (California Lutheran University), Douglas O'Brien (Consultant, Energy Advisor), Wayne Pendrey (Ventura County Contractors Association), Mary Ann Rooney (Ventura County Civic Alliance)

##### **Committee Accomplishments**

- Broaden the Clean/Green Committee membership to reflect the region's industries.  
The Committee added two new members. An agriculture industry representative and a Career Pathways representative for Energy Environment and Utilities, enabling the Committee to have a broader view of industry workforce needs and training gaps in the region.

- Joint Regional Sector Committees' Meeting "Skills Attainment for Upward Mobility & Aligned Services for Shared Prosperity"

Clean/Green Committee members participated in the Joint Regional Sector Committee meeting held on November 16<sup>th</sup> 2018. The meeting included WDB Committee members from five Committees, WDB Board members and community partners. The focus was to launch a regional approach to work-based learning. Bob Lanter, Director of the California Workforce Association and Vinz Koller, Social Policy Research Associates, led attendees through an interactive process. Mr. Koller described the Swiss Apprenticeship model "College Without Debt" and attendees went through group activities to identify what's going on regionally in work-based learning, obstacles, and actions that we need to address to move forward as a region.

As a follow up to the Joint Regional Sector Committee meeting, Clean/Green Committee Members worked to develop an action plan for a regional approach to work-based learning in Clean/Green industries. The results were reported at the WDB Board meeting and the Committee will continue to define the next steps in implementing the action plan.

- Employer Awareness Workgroup  
The Employer Awareness Workgroup of the Clean/Green Committee created short videos of local industry success stories on how sustainable practices in business saves money, grows business, and creates jobs. VACE Multi Media Program provided their program expertise to create these videos for the Committee. The filming was completed at four different sites, Conejo Awards, Kaiser Permanente Medical Building construction site, Marriott Ventura Beach and the Himalaya Restaurant. Four members of the Clean/Green Committee Workgroup reviewed the unedited versions of the videos. The final edits are being completed by the VACE Multi Media Program and the videos will be distributed through our websites and our social media sites.
- SUSTAINABLE VC – Careers in Clean Tech  
The successful March 14<sup>th</sup> event, Sustainable VC Careers in Clean Tech, was a program idea Clean/Green Committee member Darrell Gooden presented at the Clean/Green Committee



## **2017-2018 YEAR-END REVIEW** **Workforce Development Board of Ventura County**

meetings for input and kept the Clean/Green Committee members informed as the event planning evolved. It was held at the Oxnard Advanced Water Treatment Facility with over 200 high school, community college, and industry participants. The event included, tours of the facility, guest

speakers, hands on workshops and interactive career exploration sessions as well as a facilitated Entrée to Employment lunch. Forum themes included the magic of water, sustainable building, smart cars, and sustain-novation. Smart cars were available for students to explore.

- **Guest Speaker: Ventura County Community College District**  
Dr. Alexandria Wright shared her research and Green Jobs Report with the Committee. The report explored defining green jobs based on the definition by the federal Bureau of Labor Statistics. "Output approach: Jobs in businesses that produce goods or provide services and conserve natural resources". "Process Approach: Jobs in which workers' duties involve making the establishment's production processes more environmentally friendly." The data for Ventura County green job growth is identified in the report.
- **Environmental Education**  
Dr. Valeria Makarova informed the Committee about the Progress Report, Principles of Responsible Management Education that was recently produced by California Lutheran's School of Management. "The mission of PRME is to transform management education, research and thought leadership globally by providing the Principles for Responsible Management Education framework, developing learning communities and promoting awareness about the United Nations' Sustainable Development Goals." By providing the tools to students on how to incorporate environmental and social responsibility into their decision making the students will bring sustainable business practices to their jobs. The goal is to bring sustainable education to all levels.
- **Career Pathways**  
Received updates from the California Career Pathways Trust grant project representatives and discussed opportunities to connect business and education for career awareness and workforce preparation.
- **Agriculture Water and Environmental Technologies**  
Received updates from the Community College South Central Coast Deputy Sector Navigator on the projects they are supporting and sponsoring. These projects broaden student awareness of jobs in these fields and identify industry needs to align Community College Career Technical Education programs to meet these needs.

<b>WDB CLEAN/GREEN COMMITTEE</b>
----------------------------------

### **Insights:**

- *Need to get more businesses involved.*
- *Engage the Chambers of Commerce to become involved, distribute Clean/Green videos on sustainable business to the Chambers.*
- *Continue to create awareness of the value of sustainable business practices.*



**2017-2018 YEAR-END REVIEW**  
**Workforce Development Board of Ventura County**

- *There is a need to Increase formal training opportunities in construction and agriculture.*
- *Include sustainability in hospitality program curriculum.*
- *Work with current programs (such as the program offered by Ventura Adult and Continuing Education) to help incarcerated individuals prepare for jobs after release and reduce recidivism.*
- *Work to increase apprenticeship/internship opportunities.*
- *Need to identify clean energy training programs in Ventura County*
- *Identify emerging green industries and training needs.*
- *Work with educators to increase awareness of green jobs in different industry sectors such as agriculture, energy, transportation, hospitality, construction.*
- *Work with educators to include sustainable practices in the Ventura College Agriculture Program curriculum.*
- *Encourage green entrepreneurship by identifying the skills and talent pipeline needed to support green industries and to create the support network for green industries to recognize Ventura as a green innovation hub.*

# THE VENTURA COUNTY

## Recycling Market



### Development Zone

- Improves recycling programs by increasing the value of recyclables
- Works with recycling-based manufacturers to create jobs
- Funds up to 75% of costs directly related to an eligible project, up to \$2 million, with a \$300 application fee.
- Secured more than \$14 million in low-interest, long-term loans for local businesses from the State RMDZ fund and \$12 million from other sources since 1993
- Assists businesses with permits, site selection planning, finance, partnerships, and materials for manufacturing.
- Coordinates with CalRecycle and local resources to provide businesses with employer incentives, materials for manufacturing, marketing, and other benefits
- Administered by the County of Ventura's Integrated Waste Management Division on behalf of the County and the ten cities in Ventura County

MAKING PRODUCTS WITH RECYCLED CONTENT CAN SAVE ENERGY, REDUCE POLLUTION, CONSERVE RESOURCES, AND CREATE JOBS.



## RMDZ ASSISTS WITH:

- Permits
- Materials for Manufacturing
- Business Planning
- Loans & Grants
- Partnerships
- Site selection

TO HELP VENTURA COUNTY  
BUSINESSES MAKE  
PRODUCTS FROM  
DISCARDED MATERIAL



### FOR MORE INFORMATION CONTACT:

Ventura County RMDZ  
County of Ventura  
Public Works Agency  
Water & Sanitation Department  
Integrated Waste Management Division  
800 S. Victoria Ave. #1650  
Ventura, CA 93009  
805/658-4312

[David.Goldstein@ventura.org](mailto:David.Goldstein@ventura.org)  
[www.vcpbublicworks.org/RMDZ](http://www.vcpbublicworks.org/RMDZ)

VENTURA  
COUNTY

RMDZ








## RECYCLING MARKET DEVELOPMENT ZONE



INCENTIVES FOR  
MANUFACTURING PRODUCTS  
FROM DISCARDED MATERIAL








**Ventura County Regional Planning Unit (RPU)**  
**Occupational Employment Data Growth Projections**  
**WDB CLEAN/GREEN COMMITTEE**

Working Document

U.S. D.O.L. SOC Code*	Occupations	2018 VENTURA COUNTY Median Annual Wages***	2014 VENTURA COUNTY Average Annual Employment	2024 VENTURA COUNTY Employment Growth Projection %	2014 VENTURA COUNTY Average Annual Job Openings****	2014 VENTURA COUNTY Average Annual Job Replacement Openings	2014 CALIFORNIA Average Annual Employment	2024 CALIFORNIA Employment Growth Projection %	2014 CALIFORNIA Average Annual Job Openings****	2018 Education and Training Level**	U.S. D.O.L. Green Jobs in Demand
47-2181	Roofers	\$54,079	280	50.0	18	4	16,400	48.8	1,050	Less Than H.S. + OJT	
47-3013	Helpers--Electricians	-	60	50.0	3	1	4,500	37.8	220	H.S. Diploma + OJT	
47-3011	Helpers--Brickmasons, Blockmasons, Stonemasons, and Tile and Marble Setters	\$36,042	50	40.0	3	1	3,100	48.4	190	Less Than H.S. + OJT	
11-3131	Training and Development Managers	\$156,684	60	33.3	4	2	3,200	18.8	150	Bachelor's Degree	
47-2111	Electricians	\$58,812	950	30.5	43	14	58,400	32.5	2,790	H.S. Diploma + APP	
47-2061	Construction Laborers	\$46,262	2,410	29.0	118	48	114,800	26.3	5,310	Less Than H.S. + OJT	
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	\$50,644	540	27.8	23	8	22,300	31.8	1,050	Vocational / OJT	
47-2152	Plumbers, Pipefitters, and Steamfitters	\$54,903	820	26.8	32	11	40,300	28.8	1,690	H.S. Diploma + APP	
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	\$80,828	940	23.4	29	7	49,700	24.1	1,590	H.S. Diploma	
11-3071	Transportation, Storage, and Distribution Managers	\$113,094	270	22.2	12	6	15,100	13.9	540	H.S. Diploma	
19-2042	Geoscientists, Except Hydrologists and Geographers	\$85,370	90	22.2	5	3	5,000	22.0	260	Bachelor's Degree	
37-3011	Landscaping and Groundskeeping Workers	\$31,980	4,210	22.1	169	76	143,800	10.6	4,110	Less Than H.S. + OJT	
47-2073	Operating Engineers and Other Construction Equipment Operators	\$69,591	660	21.2	25	11	25,800	15.5	830	H.S. Diploma + OJT	
53-3021	Bus Drivers, Transit and Intercity	\$33,830	330	21.2	11	4	22,400	12.5	570	H.S. Diploma + OJT	
51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	\$51,607	340	20.6	17	10	10,400	26.0	590	H.S. Diploma + OJT	
17-2081	Environmental Engineers	\$93,555	250	20.0	12	7	7,100	21.1	350	Bachelor's Degree	
19-4091	Environmental Science and Protection Technicians, Including Health	\$55,891	100	20.0	6	4	4,400	25.0	290	Associate's Degree	
17-3025	Environmental Engineering Technicians	\$53,231	50	20.0	2	1	2,000	20.0	90	Associate's Degree	
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	\$29,719	4,810	18.7	233	143	292,400	16.0	13,370	Less Than H.S. + OJT	
19-2041	Environmental Scientists and Specialists, Including Health	\$98,247	330	18.2	16	10	15,800	25.3	880	Bachelor's Degree	





# Ventura County Regional Planning Unit (RPU) Occupational Employment Data Growth Projections WDB CLEAN/GREEN COMMITTEE

Working Document

U.S. D.O.L. SOC Code*	Occupations	2018 VENTURA COUNTY Median Annual Wages***	2014 VENTURA COUNTY Average Annual Employment	2024 VENTURA COUNTY Employment Growth Projection %	2014 VENTURA COUNTY Average Annual Job Openings****	2014 VENTURA COUNTY Average Annual Job Replacement Openings	2014 CALIFORNIA Average Annual Employment	2024 CALIFORNIA Employment Growth Projection %	2014 CALIFORNIA Average Annual Job Openings****	2018 Education and Training Level**	U.S. D.O.L. Green Jobs in Demand
11-2021	Marketing Managers	\$155,755	400	17.5	16	10	33,300	21.9	1,510	Bachelor's Degree	
45-2000	Agricultural Workers	-	19,130	17.3	830	499	322,900	12.0	12,340	-	
53-7051	Industrial Truck and Tractor Operators	\$36,567	1,170	17.1	49	29	60,200	15.8	2,450	Less Than H.S. + OJT	
13-1151	Training and Development Specialists	\$73,668	360	16.7	15	9	23,100	19.5	1,010	Bachelor's Degree	
13-1022	Wholesale and Retail Buyers, Farm Products	-	320	15.6	16	10	19,300	12.4	850	Bachelor's Degree + OJT	
51-4121	Welders, Cutters, Solderers, and Brazers	\$40,430	710	15.5	30	20	28,400	10.6	1,110	H.S. Diploma + OJT	
29-9011	Occupational Health and Safety Specialists	(4)	130	15.4	5	3	5,900	13.6	200	Bachelor's Degree	
13-1111	Management Analysts	\$95,111	1,570	15.3	46	22	119,000	23.4	4,440	Bachelor's Degree	
49-9098	Helpers--Installation, Maintenance, and Repair Workers	\$33,167	200	15.0	9	6	13,300	14.3	620	H.S. Diploma + OJT	
49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	-	200	15.0	7	3	1,900	5.3	50	Vocational / OJT	
11-9021	Construction Managers	\$107,572	810	14.8	22	11	46,900	19.2	1,550	Bachelor's Degree + OJT	
19-4031	Chemical Technicians	\$47,889	70	14.3	3	2	6,000	13.3	260	Associate's Degree + OJT	
43-4051	Customer Service Representatives	\$38,303	3,250	13.8	125	80	201,500	14.9	7,970	H.S. Diploma + OJT	
11-3031	Financial Managers	\$141,028	1,130	13.3	42	27	74,800	13.0	2,740	Bachelor's Degree	
51-2099	Assemblers and Fabricators	-	750	13.3	26	16	21,500	12.1	720	H.S. Diploma + OJT	
41-3031	Securities, Commodities, and Financial Services Sales Agents	\$68,315	630	12.7	19	11	44,800	2.2	870	Bachelor's Degree + OJT	
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	\$34,494	80	12.5	3	2	5,600	1.8	120	H.S. Diploma + OJT	
19-2031	Chemists	\$74,840	810	12.3	28	18	12,400	14.5	460	Bachelor's Degree	
27-3031	Public Relations Specialists	(4)	250	12.0	6	3	24,400	14.8	650	Bachelor's Degree	
53-7064	Packers and Packagers, Hand	\$25,752	1,770	11.9	68	47	101,600	10.4	3,770	Less Than H.S. + OJT	
11-9199	Managers, All Other	\$142,702	1,640	11.0	54	36	100,500	13.0	3,530	Bachelor's Degree	
27-1021	Commercial and Industrial Designers	\$94,652	100	10.0	3	2	5,300	5.7	160	Bachelor's Degree	
19-3051	Urban and Regional Planners	\$85,330	100	10.0	3	2	7,000	11.4	210	Master's Degree	









# Ventura County Regional Planning Unit (RPU) Occupational Employment Data Growth Projections WDB CLEAN/GREEN COMMITTEE

Working Document

U.S. D.O.L. SOC Code*	Occupations	2018 VENTURA COUNTY Median Annual Wages***	2014 VENTURA COUNTY Average Annual Employment	2024 VENTURA COUNTY Employment Growth Projection %	2014 VENTURA COUNTY Average Annual Job Openings****	2014 VENTURA COUNTY Average Annual Job Replacement Openings	2014 CALIFORNIA Average Annual Employment	2024 CALIFORNIA Employment Growth Projection %	2014 CALIFORNIA Average Annual Job Openings****	2018 Education and Training Level**	U.S. D.O.L. Green Jobs in Demand
13-2051	Financial Analysts	\$82,404	500	10.0	15	10	34,000	19.7	1,370	Bachelor's Degree	
49-9043	Maintenance Workers, Machinery	\$55,580	200	10.0	5	3	7,800	17.9	260	H.S. Diploma + OJT	
47-4011	Construction and Building Inspectors	\$77,296	220	9.1	8	6	10,700	12.1	440	H.S. Diploma + OJT	
49-9071	Maintenance and Repair Workers, General	\$45,699	2,420	8.7	85	64	120,500	12.4	4,660	H.S. Diploma + OJT	
17-2051	Civil Engineers	\$104,674	490	8.2	18	14	41,000	12.2	1,710	Bachelor's Degree	
51-4041	Machinists	\$44,770	1,110	8.1	41	32	33,800	18.9	1,620	H.S. Diploma + OJT	
13-1199	Business Operations Specialists, All Other	\$81,639	2,650	7.9	53	32	130,900	15.1	3,540	Bachelor's Degree	
17-2112	Industrial Engineers	\$97,251	520	7.7	18	15	24,700	10.1	980	Bachelor's Degree	
13-2099	Financial Specialists, All Other	\$79,883	670	7.5	12	7	14,800	8.8	280	Bachelor's Degree + OJT	
53-7081	Refuse and Recyclable Material Collectors	\$41,639	290	6.9	9	7	15,400	9.1	530	Less Than H.S. + OJT	
51-2023	Electromechanical Equipment Assemblers	-	150	6.7	2	2	6,200	-1.6	80	H.S. Diploma + OJT	
45-4011	Forest and Conservation Workers	-	170	5.9	5	4	3,000	10.0	100	H.S. Diploma + OJT	
51-9198	Helpers--Production Workers	\$27,646	1,400	5.7	54	46	49,700	1.6	1,700	Less Than H.S. + OJT	
11-9041	Architectural and Engineering Managers	\$154,449	630	4.8	22	19	30,300	10.2	1,240	Bachelor's Degree	
11-3051	Industrial Production Managers	\$119,054	360	2.8	11	10	19,600	4.1	640	Bachelor's Degree	
17-2071	Electrical Engineers	\$101,648	730	2.7	18	16	24,300	10.3	790	Bachelor's Degree	
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	\$45,947	1,270	2.4	36	32	53,600	6.5	1,690	H.S. Diploma + OJT	
43-5071	Shipping, Receiving, and Traffic Clerks	\$35,078	490	2.0	10	10	96,100	7.8	2,840	H.S. Diploma + OJT	
17-3023	Electrical and Electronics Engineering Technicians	\$82,253	940	1.1	24	23	22,900	6.6	710	Associate's Degree	
17-1022	Surveyors	\$91,981	70	0.0	2	2	4,300	2.3	140	Bachelor's Degree	
17-2131	Materials Engineers	\$91,331	-	-	-	-	3,100	9.7	140	Bachelor's Degree	
51-8013	Power Plant Operators	\$88,168	-	-	-	-	3,500	11.4	160	H.S. Diploma + OJT	

# Ventura County Regional Planning Unit (RPU) Occupational Employment Data Growth Projections WDB CLEAN/GREEN COMMITTEE

Working Document

U.S. D.O.L. SOC Code*	Occupations	2018 VENTURA COUNTY Median Annual Wages***	2014 VENTURA COUNTY Average Annual Employment	2024 VENTURA COUNTY Employment Growth Projection %	2014 VENTURA COUNTY Average Annual Job Openings****	2014 VENTURA COUNTY Average Annual Job Replacement Openings	2014 CALIFORNIA Average Annual Employment	2024 CALIFORNIA Employment Growth Projection %	2014 CALIFORNIA Average Annual Job Openings****	2018 Education and Training Level**	U.S. D.O.L. Green Jobs in Demand
51-8021	Stationary Engineers and Boiler Operators	\$80,021	120	0.0	4	3	4,000	10.0	140	H.S. Diploma + OJT	
17-3012	Electrical and Electronics Drafters	\$75,916	-	-	-	-	5,900	11.9	150	Associate's Degree	
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	\$66,040	130	0.0	2	2	6,300	7.9	150	Vocational / OJT	
17-1012	Landscape Architects	\$64,371	-	-	-	-	4,200	7.1	100	Bachelor's Degree	
17-3024	Electro-Mechanical Technicians	\$63,162	-	-	-	-	1,900	5.3	50	Associate's Degree	
17-3026	Industrial Engineering Technicians	\$62,583	50	0.0	1	1	4,100	7.3	130	Associate's Degree	
17-3011	Architectural and Civil Drafters	\$59,385	200	0.0	2	2	13,900	1.4	180	Associate's Degree	
45-2011	Agricultural Inspectors	\$57,336	-	-	-	-	2,700	14.8	100	Bachelor's Degree + OJT	
17-3027	Mechanical Engineering Technicians	\$57,151	130	0.0	3	3	4,500	4.4	140	Associate's Degree	
43-5061	Production, Planning, and Expediting Clerks	\$54,598	-	-	-	-	44,400	10.6	1,680	H.S. Diploma + OJT	
51-9011	Chemical Equipment Operators and Tenders	\$54,545	-	-	-	-	2,800	7.1	110	H.S. Diploma + OJT	
17-3022	Civil Engineering Technicians	\$52,693	170	0.0	5	4	8,400	8.3	280	Associate's Degree	
47-4041	Hazardous Materials Removal Workers	\$36,612	60	0.0	1	1	4,700	19.1	190	H.S. Diploma + OJT	
47-3019	Helpers, Construction Trades, All Other	\$36,114	-	-	-	-	2,300	26.1	90	Less Than H.S. + OJT	
53-6099	Transportation Workers, All Other	\$34,915	-	-	-	-	5,500	14.5	360	H.S. Diploma + OJT	
47-3015	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	\$34,108	-	-	-	-	3,000	30.0	130	H.S. Diploma + OJT	
47-3012	Helpers--Carpenters	\$32,948	-	-	-	-	2,600	34.6	110	Less Than H.S. + OJT	
45-2091	Agricultural Equipment Operators	\$32,836	-	-	-	-	16,700	19.2	770	Less Than H.S. + OJT	
11-9121	Natural Sciences Managers	-	-	-	-	-	8,700	20.7	360	Bachelor's Degree	
19-1013	Soil and Plant Scientists	-	-	-	-	-	2,200	27.3	140	Bachelor's Degree	



Ventura County Regional Planning Unit (RPU)  
Occupational Employment Data Growth Projections  
WDB CLEAN/GREEN COMMITTEE

Working Document

U.S. D.O.L. SOC Code*	Occupations	2018 VENTURA COUNTY Median Annual Wages***	2014 VENTURA COUNTY Average Annual Employment	2024 VENTURA COUNTY Employment Growth Projection %	2014 VENTURA COUNTY Average Annual Job Openings****	2014 VENTURA COUNTY Average Annual Job Replacement Openings	2014 CALIFORNIA Average Annual Employment	2024 CALIFORNIA Employment Growth Projection %	2014 CALIFORNIA Average Annual Job Openings****	2018 Education and Training Level**	U.S. D.O.L. Green Jobs in Demand
19-2032	Materials Scientists	-	-	-	-	-	1,200	25.0	50	Bachelor's Degree	
19-4011	Agricultural and Food Science Technicians	-	-	-	-	-	4,300	18.6	220	Associate's Degree + OJT	
25-1032	Engineering Teachers, Postsecondary	-	-	-	-	-	2,500	24.0	100	Doctoral Degree	
47-3014	Helpers--Painters, Paperhangers, Plasterers, and Stucco Masons	-	-	-	-	-	2,000	35.0	100	Less Than H.S. + OJT	
47-3016	Helpers--Roofers	-	-	-	-	-	-	-	-	-	
49-2092	Electric Motor, Power Tool, and Related Repairers	-	-	-	-	-	1,600	6.3	60	Vocational / OJT	
51-2031	Engine and Other Machine Assemblers	-	-	-	-	-	1,900	10.5	60	H.S. Diploma + OJT	
19-4093	Forest and Conservation Technicians	-	100	0.0	4	4	7,400	2.7	330	Associate's Degree	
51-2092	Team Assemblers	-	1,790	-0.6	38	38	80,200	5.4	2,150	H.S. Diploma + OJT	
17-2141	Mechanical Engineers	\$91,047	620	-1.6	20	20	24,100	12.0	1,050	Bachelor's Degree	
13-1081	Logisticians	\$93,559	600	-1.7	8	8	15,300	16.3	460	Bachelor's Degree	
17-3029	Engineering Technicians, Except Drafters, All Other	\$80,212	370	-2.7	9	9	9,200	10.9	320	Associate's Degree	
51-2022	Electrical and Electronic Equipment Assemblers	-	960	-3.1	12	12	29,300	2.4	430	H.S. Diploma + OJT	
17-3013	Mechanical Drafters	\$63,081	90	-11.1	1	1	3,900	-2.6	50	Associate's Degree	

\*2010 & 2018 Standard Occupational Classifications and Occupational Information Network provided by the Department of Labor

\*\*Occupational training and education classifications were developed by the Bureau of Labor Statistics (BLS).

\*\*\*Median Annual Wages are the estimated 50th percentile of the distribution of wages; 50 percent of workers in an occupation earn wages below, and 50 percent earn wages above the median wage. These survey data are from the 2017 Occupational Employment Statistics (OES) survey. The wages have all been updated to the first quarter of 2018 by applying the US Department of Labor's Employment Cost Index to the 2017 wages.

\*\*\*\*Average Annual Job Openings includes new jobs and replacement jobs.

— No data available. Data has been removed from the California or Ventura County listings.

(4) An estimate of wage could not be provided.

Data Source: State of California Employment Development Department - Labor Market Information Division



Ventura County Regional Planning Unit (RPU)  
Occupational Employment Data Growth Projections  
WDB CLEAN/GREEN COMMITTEE

Working Document

U.S. D.O.L. SOC Code*	Occupations	2018 VENTURA COUNTY Median Annual Wages***	2014 VENTURA COUNTY Average Annual Employment	2024 VENTURA COUNTY Employment Growth Projection %	2014 VENTURA COUNTY Average Annual Job Openings****	2014 VENTURA COUNTY Average Annual Job Replacement Openings	2014 CALIFORNIA Average Annual Employment	2024 CALIFORNIA Employment Growth Projection %	2014 CALIFORNIA Average Annual Job Openings****	2018 Education and Training Level**	U.S. D.O.L. Green Jobs in Demand
--------------------------	-------------	---	--	---	--	---	---	--	---	---	--

Additional Information:

Living Wage in Ventura County as of December 2017 (California Budget Project)

- \$30,822.00 Single Adult
- \$68,889.00 Single-Parent Family\*
- \$62,587.00 Two-Parent Family\* (one working)
- \$79,209.00 Two-Working-Parent Family\*

\*All family types are assumed to have two children.

Priority Occupations Identified by Employment Growth & Living Wage
Infrastructure Jobs
Removed from the 2014-2024 Occupational Employment Projections for Ventura County

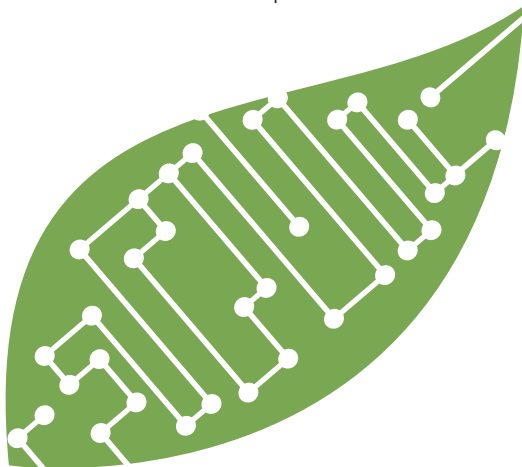
# Dun & Bradstreet's Green Indicator

## *Grow your Green program!*

Dun & Bradstreet is committed to being environmentally responsible in every aspect of our business. We are also committed to helping you ensure you hit your sustainable sourcing goals. Understanding the importance of knowing who you are doing business with, and ensuring third parties are committed to minimizing their environmental footprint in all aspects of their business is key to responsible sourcing.

### WHAT IS GREEN?

Green can be defined as having positive environmental attributes or objectives. Green businesses are conscientious of how their operations impact the environment, or have environmentally responsible products as recognized through an industry standard certification processes.



### DUN & BRADSTREET'S GREEN INDICATOR

Collected from 80+ sources, Dun & Bradstreet's Green List is a data package of over 203,000 unique businesses who are certified Green by prominent, industry standard entities like Energy Star and Leeds.

#### CATEGORY SOURCES:

National, State and Local certification and Industry Standard sources, focusing on:

- Process
- Product
- Building
- Design
- Energy
- Food
- Community

To learn more about Dun & Bradstreet's Green Indicator,  
please contact your Dun & Bradstreet representative

#### ABOUT DUN & BRADSTREET

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect customers with the prospects, suppliers, clients and partners that matter most, and have since 1841. Nearly ninety percent of the Fortune 500, and companies of every size around the world, rely on our data, insights and analytics. For more about Dun & Bradstreet, visit [DNB.com](http://DNB.com).

JohnsonT

2017 Data Grid

Business Name	Physical City	NAICS 3 Digit	CA Industry Clusters	Emp Total
Fresh Choice Inc	Oxnard	Food Services and Drinking Places	Hospitality & Tourism	9
Solartronics, Inc.	Thousand Oaks	Building Material and Garden Equipment and Supplies Dealers	Retail	2
Fresh Venture Farms, LLC	Oxnard	Crop Production	Ag-Food-Bev	80
Blue Plumbing Company, Inc.	Thousand Oaks	Specialty Trade Contractors	Construction Mat & Scvs	40
Four Seasons Westlake	Westlake Village	Accommodation	Hospitality & Tourism	49
Coastal Green Vegetable Company, LLC	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	28
Be Green Packaging, LLC	Ridgeland	Plastics and Rubber Products Manufacturing	Ag-Food-Bev	70
Robert R Shepherd	Fillmore	Crop Production	Ag-Food-Bev	1
Ecopaper, Inc.	Ventura	Paper Manufacturing	Forest Pcts-Wood Processing	5
Terramor	Ojai	Food Manufacturing	Ag-Food-Bev	4
Starbucks Corporation	Thousand Oaks	Food Services and Drinking Places	Hospitality & Tourism	0
Viola Inc.	Oxnard	Construction of Buildings	Construction Mat & Scvs	25
Tree Top, Inc.	Oxnard	Food Manufacturing	Ag-Food-Bev	236
Ameron International Corporation	Fillmore	Nonmetallic Mineral Product Manufacturing	Construction Mat & Scvs	0
Almar Management, Inc.	Ventura	Amusement, Gambling, and Recreation Industries	Hospitality & Tourism	0
Bpr Inc.	Port Hueneme	Administrative and Support Services	Business Svcs	2
Limoneira Company	Santa Paula	Support Activities for Agriculture and Forestry	Ag-Food-Bev	333
Deardorff-Jackson Co.	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	50
Raypak, Inc.	Oxnard	Machinery Manufacturing	Fab & Other Metal Mfg	347
Westlake North Business Park	Westlake Village	Real Estate	Fin Scvs & Real Estate	3
A Seasonal Table	Simi Valley	Food Services and Drinking Places	Hospitality & Tourism	1
Thompson Olde Inc	Oxnard	Merchant Wholesalers, Durable Goods	Household Goods	150
California Lutheran University	Thousand Oaks	Educational Services	Education & Training	600
Yce, Inc.	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	2
Charles David Stapholz	Simi Valley	Administrative and Support Services	Business Svcs	2
Aptos Berry Farms, Inc.	Oxnard	Crop Production	Ag-Food-Bev	70
Apricot Lane Farms Operations, LLC	Moorpark	Crop Production	Ag-Food-Bev	2
Sisar Creek Olive Oil Company	Camarillo	Food Manufacturing	Ag-Food-Bev	3
Rgs Design Studio, Inc.	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	4
Vacless Systems	Simi Valley	Administrative and Support Services	Business Svcs	2
Lujan Transport Inc	Oxnard	Truck Transportation	Trans & Logistics	4

Etchart Ranch	Ojai	Animal Production and Aquaculture	Ag-Food-Bev	2
Agri Organics	Oxnard	Administrative and Support Services	Business Svcs	2
Well-Pict	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	0
Casa Barranca, Inc.	Ojai	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	14
Farmer & The Cook	Ojai	Food and Beverage Stores	Retail	10
Nexsan Technologies Incorporated	Campbell	Computer and Electronic Product Manufacturing	Information & Comm	189
All Control Cleaning Inc.	Camarillo	Administrative and Support Services	Business Svcs	52
Parker Seymour Inc	Westlake Village	Professional, Scientific, and Technical Services	Prof & Tech Scvs	2
Melange	Woodland Hills	Miscellaneous Store Retailers	Retail	1
Calavo Growers, Inc.	Santa Paula	Support Activities for Transportation	Trans & Logistics	0
Gemmm Corp	Moorpark	Real Estate	Fin Scvs & Real Estate	0
Wells Fargo Bank, National Association	Oxnard	Credit Intermediation and Related Activities	Fin Scvs & Real Estate	0
Innobuilding & Consulting, Inc.	Camarillo	Professional, Scientific, and Technical Services	Prof & Tech Scvs	2
Global Village School	Ojai	Educational Services	Education & Training	5
JD Farms McGrath	Ventura	Crop Production	Ag-Food-Bev	5
Plan It Green, Inc	Moorpark	Construction of Buildings	Construction Mat & Scvs	2
Commercial Temperature	Camarillo	Merchant Wholesalers, Durable Goods	Whol & Distribution	7
Omega Creamery, LLC	Oxnard	Professional, Scientific, and Technical Services	Prof & Tech Scvs	4
Asquith Ojai Olive Oil	Ojai	Food Manufacturing	Ag-Food-Bev	4
Ergonom Corporation	Oxnard	Furniture and Related Product Manufacturing	Furniture Mfg	120
Park Villa Orchards Association Inc	Fillmore	Support Activities for Agriculture and Forestry	Ag-Food-Bev	350
Reids Inc	Ventura	Electronics and Appliance Stores	Retail	25
Blue Jasmin Acupuncture & Herbs LLC	Ventura	Ambulatory Health Care Services	Health Care Svcs	2
Hanusek Farms, Inc.	Ojai	Crop Production	Ag-Food-Bev	1
Pacific Ridge Farms, LLC	Oxnard	Crop Production	Ag-Food-Bev	40
Himalaya	Ventura	Food Services and Drinking Places	Hospitality & Tourism	13
Jefferson Farms LP	Westlake Village	Crop Production	Ag-Food-Bev	1
Organic Infusions Inc.	Camarillo	Administrative and Support Services	Business Svcs	0
Community Memorial Health System	Oxnard	Ambulatory Health Care Services	Health Care Svcs	0
Elements Consulting	Camarillo	Professional, Scientific, and Technical Services	Prof & Tech Scvs	2
Quark Law Firm LLC	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	2
Ashwood Vista, LLC	Ventura	Administrative and Support Services	Business Svcs	3
Seminis Vegetable Seeds, Inc.	Oxnard	Merchant Wholesalers, Nondurable Goods	Household Goods	2700
Healthy Pet Inc	Thousand Oaks	Miscellaneous Store Retailers	!	2
West Chase Mini Suites LLC	Thousand Oaks	Accommodation	Hospitality & Tourism	35
Shine Supply	Ventura	Merchant Wholesalers, Durable Goods	Whol & Distribution	2
Hedrick Properties Inc	Santa Paula	Real Estate	Fin Scvs & Real Estate	5
Cogg's Tire Service, Inc.	Oxnard	Motor Vehicle and Parts Dealers	Retail	13
The Glass Man Professional Window Washing Company Inc	Ventura	Merchant Wholesalers, Durable Goods	Whol & Distribution	2
Calamp Corp.	Irvine	Computer and Electronic Product Manufacturing	Information & Comm	490
Makana Beverages, Inc.	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	3
Spice-Topia LLC	Ventura	Food and Beverage Stores	Retail	3

Regenerative Earth LLC	Ventura	Crop Production	Ag-Food-Bev	1
Organic Infusions Inc.	Camarillo	Petroleum and Coal Products Manufacturing	Oil & Gas	10
T. & S. Brass & Bronze Works, Inc.	Simi Valley	General Merchandise Stores	!	0
Clean Foods Inc	Ventura	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	6
Ae Group Mechanical Engineers, Inc.	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	7
Mws Precision Wire Industries, Inc.	Westlake Village	Merchant Wholesalers, Durable Goods	Whol & Distribution	52
Mhh Holdings, Inc.	Camarillo	Food and Beverage Stores	Retail	700
Muranaka Farm	Moorpark	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	250
Anna Maria Montenegro	Santa Paula	Crop Production	Ag-Food-Bev	1
Nature's Organics, LLC	Thousand Oaks	Credit Intermediation and Related Activities	Fin Scvs & Real Estate	2
Tri-County Restaurant Supply, Inc.	Ventura	Merchant Wholesalers, Durable Goods	Whol & Distribution	5
Iwamoto & Gean Farm	Oxnard	Crop Production	Ag-Food-Bev	70
Beauchamp & Warmington Co, LLC	Ventura	Amusement, Gambling, and Recreation Industries	Hospitality & Tourism	0
The Old Creek Ranch Winery Inc	Oak View	Beverage and Tobacco Product Manufacturing	Ag-Food-Bev	6
Bank of America, National Association	Westlake Village	Credit Intermediation and Related Activities	Fin Scvs & Real Estate	0
Lewis Engineering	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	3
Budlong & Associates Inc	Camarillo	Professional, Scientific, and Technical Services	Prof & Tech Scvs	26
Boskovich Farms, Inc.	Oxnard	Support Activities for Agriculture and Forestry	Ag-Food-Bev	350
City AG	Ventura	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	2
Ventura Coastal, LLC	Ventura	Food Manufacturing	Ag-Food-Bev	80
Medicine Mama's Apothecary	Ojai	Ambulatory Health Care Services	Health Care Svcs	3
Southland Sod Farms Operations, Inc.	Oxnard	Crop Production	Ag-Food-Bev	28
Zpower, LLC	Camarillo	Electrical Equipment, Appliance, and Component Manufacturing	Information & Comm	210
Shelly Jewelry Corporation	Ventura	Credit Intermediation and Related Activities	Fin Scvs & Real Estate	10
Gemmm Corp	Thousand Oaks	Real Estate	Fin Scvs & Real Estate	200
Victor Solakian	Oxnard	Fabricated Metal Product Manufacturing	Fab & Other Metal Mfg	5
Retail Therapy	Ventura	Ambulatory Health Care Services	Health Care Svcs	4
Phenix Limited LLC	Oxnard	Professional, Scientific, and Technical Services	Prof & Tech Scvs	4
Follmer Development, Inc.	Newbury Park	Chemical Manufacturing	Chem Products Mfg	41
Lindero Berry Farms LLC	Camarillo	Crop Production	Ag-Food-Bev	30
The Refill Shoppe	Ventura	Miscellaneous Store Retailers	!	2
Alamo Renewable Energy and Construction Inc	Simi Valley	Construction of Buildings	Construction Mat & Scvs	1
Arbor Construction	Ojai	Construction of Buildings	Construction Mat & Scvs	2
Ameron International Corporation	Fillmore	Wood Product Manufacturing	Forest Pcts-Wood Processing	0
The Procter & Gamble Paper Products Company	Oxnard	Paper Manufacturing	Forest Pcts-Wood Processing	0
Auto Lube Care Ltd	Ventura	Repair and Maintenance	Automotive Products & Svcs	2
Sunnyland Nursery LLC	Santa Rosa Valley	Crop Production	Ag-Food-Bev	15
Superior Cooling	Oxnard	Support Activities for Agriculture and Forestry	Ag-Food-Bev	5
Wellness At Play	Ventura	Ambulatory Health Care Services	Health Care Svcs	2
Yamamoto Farms, Inc	Oxnard	Building Material and Garden Equipment and Supplies Dealers	Household Goods	8
Camarillo Car Care Center Inc	Camarillo	Repair and Maintenance	Automotive Products & Svcs	11
Rincon Farms, Inc	Ventura	Crop Production	Ag-Food-Bev	2

All Good Things Organic Seeds	Ojai	Crop Production	Ag-Food-Bev	2
Reiter Berry Farms, Inc.	Oxnard	Crop Production	Ag-Food-Bev	150
Fresh Innovations California, LLC	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	4
Buon Gusto LLC	Ventura	Crop Production	Ag-Food-Bev	3
Deardorff Family Farm	Oxnard	Crop Production	Ag-Food-Bev	1
The Aerial Studio LLC	Ventura	Personal and Laundry Services	Personal Svcs	2
Crunchies Natural Food Company, LLC	Westlake Village	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	11
Colorful Products Corporation, Inc	Newbury Park	Chemical Manufacturing	Chem Products Mfg	10
Northridge Laboratories, Inc.	Camarillo	Chemical Manufacturing	Biotechnology	50
T&A Leather	Ventura	Leather and Allied Product Manufacturing	Textiles & App	2
Ventura Yacht Club	Ventura	Amusement, Gambling, and Recreation Industries	Hospitality & Tourism	12
Hagle Lumber Company, Inc.	Somis	Merchant Wholesalers, Durable Goods	Whol & Distribution	30
Kossof, Kenneth W, Law Offices of	Westlake Village	Professional, Scientific, and Technical Services	Prof & Tech Svcs	2
Saticoy Foods Corporation	Santa Paula	Food Manufacturing	Ag-Food-Bev	40
Ng Patel Architects Inc	Simi Valley	Professional, Scientific, and Technical Services	Prof & Tech Svcs	2
Opolo Vineyards, Inc.	Westlake Village	Food and Beverage Stores	Retail	0
GPA Technologies, Inc.	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Svcs	55
Calavo Growers, Inc.	Santa Paula	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	0
Mission Produce, Inc.	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	300
Steve's Pit Stop	Simi Valley	Repair and Maintenance	Automotive Products & Svcs	1
Valley View Ranch	Santa Paula	Accommodation	Hospitality & Tourism	5
Oxnard Lemon Company	Oxnard	Food Manufacturing	Ag-Food-Bev	15
White Seed Company	Oxnard	Merchant Wholesalers, Nondurable Goods	Household Goods	6
Western Precooling Systems	Oxnard	Warehousing and Storage	Trans & Logistics	0
Rincon-Vitova Insectories Inc	Ventura	Animal Production and Aquaculture	Ag-Food-Bev	12
Larry Rasmussen Inc	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Svcs	17
Reiter Brothers, Inc.	Oxnard	Crop Production	Ag-Food-Bev	30
Vournas Coffee Trading LLC	Westlake Village	Food Services and Drinking Places	Hospitality & Tourism	7
Laubacher Farms Inc	Oxnard	Crop Production	Ag-Food-Bev	9
Almar Management, Inc.	Oxnard	Amusement, Gambling, and Recreation Industries	Hospitality & Tourism	0
Frontier California Inc.	Westlake Village	Merchant Wholesalers, Durable Goods	Household Goods	0
Joanie Lehr	Oxnard	Real Estate	Fin Svcs & Real Estate	1
Cornerstone Architect	Ojai	Professional, Scientific, and Technical Services	Prof & Tech Svcs	3
Aerovironment, Inc.	Simi Valley	Professional, Scientific, and Technical Services	Biotechnology	0
Moore Coffee Tea and Spices	Ventura	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	1
Nelson T Murata O D	Simi Valley	Ambulatory Health Care Services	Health Care Svcs	15
First Sensor, Inc.	Westlake Village	Primary Metal Manufacturing	Fab & Other Metal Mfg	5
Town & Home Inc	Simi Valley	Professional, Scientific, and Technical Services	Prof & Tech Svcs	14
Ventura County Community Development Corp	Oxnard	Professional, Scientific, and Technical Services	Prof & Tech Svcs	5
Great Pacific Iron Works Inc	Ventura	Clothing and Clothing Accessories Stores	Retail	130
Channel Island Harbor Marina	Oxnard	Amusement, Gambling, and Recreation Industries	Hospitality & Tourism	2
Stearns Corporation	Simi Valley	Chemical Manufacturing	Chem Products Mfg	25

Santa Monica Mountains Fund	Thousand Oaks	Religious, Grantmaking, Civic, Professional, and Similar Organizations	Comm & Civic Org's	9
Comfort Inn Ventura Beach	Ventura	Accommodation	Hospitality & Tourism	7
Iqstor Networks, Inc.	Thousand Oaks	Professional, Scientific, and Technical Services	Information & Comm	1
University Glen Corporation	Camarillo	Real Estate	Fin Scvs & Real Estate	8
Freska Produce International, LLC	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	20
Mark D Irwin Construction	Newbury Park	Construction of Buildings	Construction Mat & Scvs	14
Marz Farms, Inc.	Camarillo	Crop Production	Ag-Food-Bev	15
Success Valley Produce LLC	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	10
Topa Topa Ranch & Nursery Inc	Ojai	Merchant Wholesalers, Nondurable Goods	Household Goods	5
Amergreen, Inc.	Thousand Oaks	Professional, Scientific, and Technical Services	Prof & Tech Scvs	3
Waters Ranch, L.P.	Moorpark	Crop Production	Ag-Food-Bev	6
Jdo Assoc Inc	Westlake Village	Professional, Scientific, and Technical Services	Prof & Tech Scvs	7
Boku International, LLC	Ojai	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	3
Exemplar Enterprises Inc	Oxnard	Religious, Grantmaking, Civic, Professional, and Similar Organizations	Comm & Civic Org's	2
Westside Strawberry Farms Inc	Oxnard	Crop Production	Ag-Food-Bev	3
Oaktree Property Management	Ventura	Real Estate	Fin Scvs & Real Estate	6
Kestly Building Company Inc	Moorpark	Construction of Buildings	Construction Mat & Scvs	10
Buon Gusto LLC	Ventura	Support Activities for Agriculture and Forestry	Ag-Food-Bev	1
Cckts Corp	Ventura	Specialty Trade Contractors	Construction Mat & Scvs	2
Dennis Noble	Moorpark	Crop Production	Ag-Food-Bev	2
Timber Canyon Ranches	Santa Paula	Crop Production	Ag-Food-Bev	3
Coldwell Banker Property Shop	Ojai	Real Estate	Fin Scvs & Real Estate	60
Galaxy Botanicals LLC	Oxnard	Utilities	Oil & Gas	6
Turtle Storage, Ltd.	Santa Paula	Furniture and Related Product Manufacturing	Furniture Mfg	20
Yh Products Corporation	Oxnard	Food Manufacturing	Ag-Food-Bev	20
Harbor Island Hotel Group, LP	Ventura	Accommodation	Hospitality & Tourism	80
Acentech Incorporated	Westlake Village	Professional, Scientific, and Technical Services	Prof & Tech Scvs	0
Ojai Herbs & Acupuncture Inc.	Ojai	Ambulatory Health Care Services	Health Care Svcs	1
Brazuka Coffee	Ventura	Food Services and Drinking Places	Hospitality & Tourism	9
WD-40 Company	Thousand Oaks	Merchant Wholesalers, Nondurable Goods	Oil & Gas	0
Mobile Ventures LLC	Camarillo	Administrative and Support Services	Business Svcs	1
Ventura Hospitality Partners L.L.C.	Ventura	Accommodation	Hospitality & Tourism	140
Sky Court USA Inc	Westlake Village	Accommodation	Hospitality & Tourism	180
Apex Companies, LLC	Thousand Oaks	Professional, Scientific, and Technical Services	Prof & Tech Scvs	0
Gable, R R San Fernando Valley Inc	Simi Valley	Real Estate	Fin Scvs & Real Estate	0
Swift Financial Corp	Ventura	Securities, Commodity Contracts, and Other Financial Investments and Related Act	Fin Scvs & Real Estate	9
Binkley Healing Center	Ventura	Ambulatory Health Care Services	Health Care Svcs	3
Jopana Technologies Inc	Oxnard	Professional, Scientific, and Technical Services	Prof & Tech Scvs	4
Red Brick Gallery	Ventura	Museums, Historical Sites, and Similar Institutions	Hospitality & Tourism	2
Conejo Mountain Berry Farms LLC	Oxnard	Crop Production	Ag-Food-Bev	1
World Class Paint & Body	Simi Valley	Repair and Maintenance	Automotive Products & Svcs	9
Southern California Solar Inc	Westlake Village	Specialty Trade Contractors	Construction Mat & Scvs	5

The Magical Kitchen Inc	Simi Valley	Food and Beverage Stores	Retail	3
Colorado Farms, LLC	Camarillo	Crop Production	Ag-Food-Bev	2
Wellpoint California Services, Inc.	Westlake Village	Insurance Carriers and Related Activities	Fin Scvs & Real Estate	80
Wise Ranch Co	Fillmore	Crop Production	Ag-Food-Bev	2
Courtyard By Marriott Camarillo	Camarillo	Accommodation	Hospitality & Tourism	40
Underwood Farm Market, LLC	Moorpark	Crop Production	Ag-Food-Bev	0
Green Energy Consultants LLC	Thousand Oaks	Professional, Scientific, and Technical Services	Prof & Tech Scvs	4
Anthem Insurance Companies, Inc.	Newbury Park	Insurance Carriers and Related Activities	Fin Scvs & Real Estate	0
Ventura Visitors & Convention Bureau	Ventura	Administrative and Support Services	Business Svcs	5
Ultimate Superfoods, Inc	Moorpark	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	10
Greenwood Daylily Gardens Inc	Somis	Merchant Wholesalers, Nondurable Goods	Household Goods	15
Coastal Fresh Farms, Inc.	Westlake Village	Merchant Wholesalers, Nondurable Goods	Household Goods	7
Peninsula Yacht Anchorage Inc	Oxnard	Amusement, Gambling, and Recreation Industries	Hospitality & Tourism	6
Cosmetic Technologies	Newbury Park	Chemical Manufacturing	Chem Products Mfg	60
Anacapa Foods, LLC	Oxnard	Support Activities for Agriculture and Forestry	Ag-Food-Bev	0
Rutledge Farming Company, Inc.	Camarillo	Crop Production	Ag-Food-Bev	12
Anderson-Kulwiec/Architects, Inc.	Santa Paula	Professional, Scientific, and Technical Services	Prof & Tech Scvs	2
Organic Certifier	Ventura	Miscellaneous Store Retailers	!	5
Rincon Consultants, Inc.	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	85
Camarillo Springs Homeowners Association	Camarillo	Religious, Grantmaking, Civic, Professional, and Similar Organizations	Comm & Civic Org's	1
Silent Springs, Llc.	Oxnard	Merchant Wholesalers, Durable Goods	Whol & Distribution	6
Pacific Blue Coffee, Inc.	Camarillo	Food and Beverage Stores	Retail	2
Interphases Solar, Inc.	Thousand Oaks	Professional, Scientific, and Technical Services	Biotechnology	6
Noushig, Inc.	Oxnard	Food Manufacturing	Ag-Food-Bev	50
Bartels Ranch	Fillmore	Support Activities for Agriculture and Forestry	Ag-Food-Bev	3
Staples Construction Company, Inc.	Ventura	Administrative and Support Services	Business Svcs	35
David J Donlon Ranch	Somis	Animal Production and Aquaculture	Ag-Food-Bev	2
Wm McGraht Ranch Company	Camarillo	Crop Production	Ag-Food-Bev	10
West Coast Refrigerated Trucking, Inc.	Camarillo	Truck Transportation	Trans & Logistics	30
Randstad Professionals Us, LP	Westlake Village	Administrative and Support Services	Business Svcs	0
Dana Point Marina Corporation	Oxnard	Professional, Scientific, and Technical Services	Prof & Tech Scvs	0
Anc Technology	Moorpark	Computer and Electronic Product Manufacturing	Information & Comm	100
Betty Belts	Ventura	Repair and Maintenance	Household Goods	1
Cafe Nefola	Ventura	Food Services and Drinking Places	Hospitality & Tourism	7
Big & Tall Construction, Inc.	Westlake Village	Construction of Buildings	Construction Mat & Scvs	35
The Sherwin-Williams Company	Oxnard	Building Material and Garden Equipment and Supplies Dealers	Retail	0
Mission Produce, Inc.	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	0
Westwind Builders	Ojai	Construction of Buildings	Construction Mat & Scvs	2
Taft Electric Company	Ventura	Specialty Trade Contractors	Construction Mat & Scvs	300
BMC East, LLC	Ventura	Building Material and Garden Equipment and Supplies Dealers	Retail	0
Organic America Distribution LLC	Piru	Merchant Wholesalers, Nondurable Goods	Household Goods	4
V3 Printing Corporation	Oxnard	Printing and Related Support Activities	Enter-Media-Pub & Prining	80

National Graphics, LLC	Ventura	Printing and Related Support Activities	Enter-Media-Pub & Prining	40
Sun Solar Electric	Ventura	Specialty Trade Contractors	Construction Mat & Scvs	2
Cireon, LLC	Moorpark	Computer and Electronic Product Manufacturing	Information & Comm	3
Aromas For Living - Discover Your Essence	Santa Rosa Valley	Food and Beverage Stores	Retail	1
Rd Electric	Simi Valley	Repair and Maintenance	Information & Comm	1
Allied Graphics, Inc.	Oxnard	Professional, Scientific, and Technical Services	Prof & Tech Scvs	1
Earth Safe Finishes Inc	Santa Rosa Valley	Professional, Scientific, and Technical Services	Prof & Tech Scvs	8
D. C. Foote & Associates, Incorporated	Camarillo	Professional, Scientific, and Technical Services	Prof & Tech Scvs	2
Kevita, Inc.	Oxnard	Beverage and Tobacco Product Manufacturing	Ag-Food-Bev	60
Solimar Farms, Inc.	Camarillo	Crop Production	Ag-Food-Bev	80
Bendpak, Inc.	Santa Paula	Machinery Manufacturing	Manufacturing	150
Magoos Inc	Newbury Park	Food Services and Drinking Places	Hospitality & Tourism	15
Minimus Products LLC	Newbury Park	Professional, Scientific, and Technical Services	Prof & Tech Scvs	7
Farm Healthy Family	Santa Paula	Crop Production	Ag-Food-Bev	2
Real Fresh Farm Inc.	Santa Paula	Crop Production	Ag-Food-Bev	1
Green Homes For Sale	Oxnard	Religious, Grantmaking, Civic, Professional, and Similar Organizations	Comm & Civic Org's	2
Makana Beverages Inc	Ventura	Food and Beverage Stores	Retail	3
Firmitas Architecture & Planning	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	1
Optimally Organic Inc	Westlake Village	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	5
Gibbs International, Inc.	Oxnard	Repair and Maintenance	Automotive Products & Svcs	135
Leach Mounce Architects	Ventura	Professional, Scientific, and Technical Services	Prof & Tech Scvs	12
Verizon Communications Inc.	Camarillo	Professional, Scientific, and Technical Services	Prof & Tech Scvs	0
Johnson Controls, Inc.	Simi Valley	Merchant Wholesalers, Durable Goods	Household Goods	0
Dole Fresh Fruit Company	Westlake Village	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	1234
California State University, Channel Islands Foundation	Camarillo	Professional, Scientific, and Technical Services	Prof & Tech Scvs	535
California Watercress Inc	Fillmore	Crop Production	Ag-Food-Bev	70
Pine Grove Industries, Inc.	Oxnard	Printing and Related Support Activities	Enter-Media-Pub & Prining	39
Reiter Berry Farms Inc	Oxnard	Crop Production	Ag-Food-Bev	2
Technicolor Global Logistics, LLC	Camarillo	Support Activities for Transportation	Trans & Logistics	8
Lassens Natural Foods Corp.	Ventura	Health and Personal Care Stores	Retail	2
Santa Clara Farms, LLC	Oxnard	Crop Production	Ag-Food-Bev	2
Cal Pure Foods	Oxnard	Health and Personal Care Stores	Retail	1
San Miguel Produce, Inc.	Oxnard	Crop Production	Ag-Food-Bev	500
Channel Islands Motel	Oxnard	Accommodation	Hospitality & Tourism	0
Cobalt Construction Company	Simi Valley	Construction of Buildings	Construction Mat & Scvs	70
Anacapa Brewing Co	Ventura	Administrative and Support Services	Business Svcs	20
Ecycle Group L.L.C.	Ojai	Administrative and Support Services	Business Svcs	18
Honey Bennett's Farm Inc	Fillmore	Food Manufacturing	Ag-Food-Bev	25
Hayward Baker Inc	Santa Paula	Specialty Trade Contractors	Construction Mat & Scvs	0
Kohl's Department Stores, Inc.	Newbury Park	General Merchandise Stores	!	0
Kohl's Department Stores, Inc.	Ventura	General Merchandise Stores	!	0
Kohl's Department Stores, Inc.	Moorpark	General Merchandise Stores	!	0

Rincon Pacific LLC	Camarillo	Crop Production	Ag-Food-Bev	100
Patagonia, Inc.	Ventura	Apparel Manufacturing	Textiles & App	1000
Masry & Vititoe Attorney	Westlake Village	Professional, Scientific, and Technical Services	Prof & Tech Scvs	40
Financial West Investment Group, Inc.	Westlake Village	Securities, Commodity Contracts, and Other Financial Investments and Related Act	Fin Scvs & Real Estate	38
Lauterbach & Associates, Inc.	Oxnard	Professional, Scientific, and Technical Services	Prof & Tech Scvs	14
Tierra Madre LLC	Oxnard	Ambulatory Health Care Services	Health Care Svcs	3
Onyx Pharmaceuticals, Inc.	Newbury Park	Chemical Manufacturing	Biotechnology	741
Kelly Paper Company	Ventura	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	0
Technicolor, Inc.	Camarillo	Motion Picture and Sound Recording Industries	Enter-Media-Pub & Prining	49
Santa Barbara Chocolate	Ventura	Food and Beverage Stores	Retail	2
California Wood Recycling, Inc.	Oxnard	Waste Management and Remediation Services	Business Svcs	40
The Auto Collision Center Inc	Thousand Oaks	Repair and Maintenance	Automotive Products & Svcs	24
Laguna Farms, LLC	Oxnard	Crop Production	Ag-Food-Bev	9
Gills Onions, LLC	Oxnard	Crop Production	Ag-Food-Bev	55
Fresh Innovations, LLC	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	0
Berry Eclipse Farms LLC	Oxnard	Crop Production	Ag-Food-Bev	0
Daylite Natural Lighting Tech LLC	Oxnard	Fabricated Metal Product Manufacturing	Fab & Other Metal Mfg	8
Tripper, Inc.	Oxnard	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	3
CM Concrete, Inc.	Simi Valley	Specialty Trade Contractors	Construction Mat & Scvs	125
Houweling Nurseries Oxnard, Inc.	Camarillo	Merchant Wholesalers, Nondurable Goods	Whol & Distribution	450
The New French Bakery	Ventura	Food Manufacturing	Ag-Food-Bev	37
Harbor View Farms, LLC	Oxnard	Crop Production	Ag-Food-Bev	5
Celeste Berry Farms, LLC	Oxnard	Crop Production	Ag-Food-Bev	3
County of Ventura	Camarillo	Administration of Human Resource Programs	!	0
County of Ventura	Ventura	Social Assistance	Social Services	0
Fresh-G Restaurant Corp.	Camarillo	Food Services and Drinking Places	Hospitality & Tourism	0
Fresh-G Restaurant Corp.	Simi Valley	Food Services and Drinking Places	Hospitality & Tourism	0
County of Ventura	Ventura	Administration of Human Resource Programs	!	0
Energy Science Solutions Inc	Westlake Village	Professional, Scientific, and Technical Services	Prof & Tech Scvs	1
County of Ventura	Oxnard	Executive, Legislative, and Other General Government Support	!	0
City of Thousand Oaks	Thousand Oaks	Executive, Legislative, and Other General Government Support	!	565
City of Simi Valley	Simi Valley	Executive, Legislative, and Other General Government Support	!	565
City of Oxnard	Oxnard	Executive, Legislative, and Other General Government Support	!	1100
County of Ventura	Oxnard	Justice, Public Order, and Safety Activities	!	0
County of Ventura	Ventura	Executive, Legislative, and Other General Government Support	!	0
City of Oxnard	Oxnard	Administration of Environmental Quality Programs	!	0
ITT Pure Flo Solutions Gr	Simi Valley	Transportation Equipment Manufacturing	Automotive Products & Svcs	50
County of Ventura	Thousand Oaks	Justice, Public Order, and Safety Activities	!	0
County of Ventura	Ventura	Justice, Public Order, and Safety Activities	!	0
City of Simi Valley	Simi Valley	Transit and Ground Passenger Transportation	Trans & Logistics	0
County of Ventura	Oxnard	Executive, Legislative, and Other General Government Support	!	0

# 3C-REN

WORKFORCE, EDUCATION, AND TRAINING

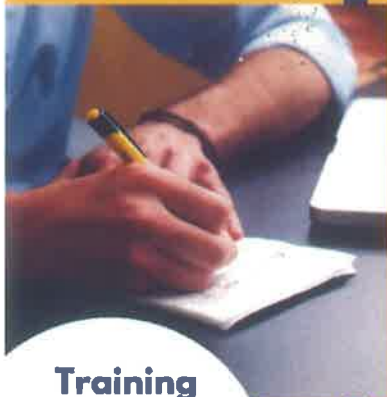
## The Counties of Ventura, Santa Barbara, and San Luis Obispo



The Tri-Counties are partnering with educational providers to deliver regional training that supports local building professionals with energy efficiency resources, technical and skills training, in-field installation support, and quality control.



**WORKFORCE, EDUCATION,  
AND TRAINING**



**Training  
schedule  
coming  
Spring 2019**

## **REGIONAL RESOURCES:**

**CODES & STANDARDS  
TRAINING**

**HOME PERFORMANCE  
CURRICULUM**

**BUSINESS MANAGEMENT &  
MARKETING TRAINING**

**ENERGY ADVISOR IN-FIELD  
TRAINING & MENTORSHIP**

[www.ventura.org/environment/energy-efficiency/](http://www.ventura.org/environment/energy-efficiency/)



## ***Clean Transportation Funds to help California workers and employers with their training needs***

### **What is ETP?**

The Employment Training Panel (ETP) is a business and labor-supported state agency that provides funds to off-set the costs of job skills training. With an annual appropriation of nearly \$105 million, ETP uses a pay-for-performance contract to reimburse private-for-profit California employers.

### **How does ETP advance California's clean transportation goals?**

Under the California Energy Commission's **Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP)**, ETP provides up to \$3M annually for job-skills training. Currently, ETP is focusing the ARFVTP funding on these areas:

- Electric Vehicle and Hydrogen Fuel Vehicle technologies, including the manufacturing of vehicle, vehicle components and charging/fueling infrastructure
- Mass transit fleet EV and Hydrogen based fuel and vehicle conversion efforts, focusing on servicing and maintenance
- First and secondary responder training focused toward Electric Vehicle and Hydrogen Fuel Vehicle technologies

### **How can ETP benefit my organization?**

Our staff can help you develop a training program that meets the needs of your workers. ETP funded training is customized to the needs of employers and may be delivered in multiple formats and by any combination of internal or external training providers.

Reimbursement amounts are based upon the amount of training delivered, averaging approximately \$1,500 to \$2,700 per trainee. ETP-funded training is tracked using a web-based tracking program that streamlines administration and invoicing processes.

### ***ETP's funding can be a vital on-going source of financial support for job skills training.***

Courses eligible for ETP funding include: Advanced Technology, Business Skills, Commercial Skills, Communication Skills, Computer Skills, Continuous Improvement, Management Skills, Manufacturing Skills, and Literacy Skills.

For information, please call our Economic Development Unit or email us: [etpedunit@etp.ca.gov](mailto:etpedunit@etp.ca.gov). You may also sign-up for one of our interactive orientations at: [www.etp.ca.gov](http://www.etp.ca.gov)

## Clean Transportation Manufacturers Funded by ARFVTP/ETP

### **AC Propulsion Inc. (San Dimas, CA)**

**\$23,920**

This manufacturer of EV propulsion system components, including electric drivetrains and charging systems, will train 23 production workers and engineers in manufacturing skills and continuous improvement.

In Kind Contribution: \$68,000

Approved: February, 2018

### **KLA-Tencor (Milpitas, CA)**

**\$432,000**

KLA-Tencor manufactures the semiconductor manufacturing tools used in the making of computer chip sets for electric and autonomous vehicles. KLA-Tencor will train up to 320 production technicians, engineers and administrative staff in advanced manufacturing skills, computer skills and continuous improvement.

In Kind Contribution: \$696,000

Approved: October 2017

### **Applied Materials (Santa Clara, CA)**

**\$749,952**

This manufacturer of EV power control systems, Lithium-ion batteries and semiconductors, will train up to 434 production technicians, engineers, IT staff and administrative staff in advanced manufacturing skills, computer skills and continuous improvement.

In Kind Contribution: \$1,604,064

Approved: October 2016

### **Karma Automotive LLC (Costa Mesa and Moreno, CA)**

**\$835,218**

This EV manufacturer committed to hiring 182 new production workers, engineering, IT staff, operations and professional staff. The company will train 242 existing workers and its new workers in proprietary production processes, broader continuous improvement, computer skills and business skills.

In Kind Contribution: \$1,700,000

Approved: December 2015

---

## Intermediaries/Multiple Employer Contractors Funded by ARFVTP/ETP

### **El Camino Community College District – Center for Applied and Competitive Technologies**

**\$533,450**

In partnership with Advanced Transportation & Renewable Energy (ATRE) Centers of Cerritos College, Long Beach City College, and City College of San Francisco, El Camino Community College will provide alternative fuel and related training in a variety of clean air technologies for light and heavy duty vehicles including CNG, hybrid-electric, and electric for up to 470 mechanics, technicians, first and secondary responders.

Approved: August, 2017

### **California Labor Federation AFL-CIO**

**\$1,341,300**

The California Labor Federation AFL-CIO Workforce and Economic Development program will administer training for employees of the Los Angeles County Metropolitan Transportation Authority (LA Metro), the Santa Clara Valley Transportation Authority (Santa Clara VTA) and Alameda-Contra Costa Transit District (ACTransit). The training will focus on service and maintenance training to support mass transit fleet conversions for up to 1,700 mechanics, operators, maintenance and service department workers, inspectors, technicians, and other fleet occupations.

Approved: August, 2015





## **SUPPORTING CALIFORNIA BUSINESSES WITH WORKFORCE TRAINING**

The Employment Training Panel (ETP) is a business and labor-supported state agency that assists employers in strengthening their competitive edge by providing funds to off-set the cost of jobs skills training.

ETP training funds are used to support customized jobs training delivered to full-time California employees. Employers select topics, trainers and delivery methods as part of their program's design.

Training Methods Include:

- ◆ Classroom/Laboratory
- ◆ Interactive Training/Webinar
- ◆ Computer-Based Training

ETP uses a simple Fixed-Fee rate to reimburse employers for training.

## **CALIFORNIA'S #1 WORKFORCE DEVELOPMENT TOOL**

ETP is the state's most valuable economic development resource.

Many companies have located or expanded in California with the assistance of ETP's job training funds.

Our program supports the California economy by funding training for frontline, incumbent workers in companies challenged by out-of-state competition.

Independent research has shown the value of ETP-funded training provides a \$5 return-on-investment for every \$1 in ETP funds, measured in benefits to companies, workers and California's economy.



### **WHO CAN CONTRACT WITH ETP?**

#### **Employers**

**Groups of Employers**, including Chambers of Commerce, Joint Apprenticeship Training Committees, Trade Associations or Economic Development Corporations.

**Training Agencies**, including Community Colleges or Community College Districts; Universities or University Foundations; Adult Schools; Regional Occupational Programs and Private Training Schools.

#### **Workforce Development Boards**

**The Workforce Investment Opportunities Act Grant Recipients or Administrative Entities**; including America's Job Centers.

ETP continually reviews and refines its process to better-serve California business. Our staff will help you every step of the way.

## **ETP PRIORITY INDUSTRIES**

ETP concentrates its outreach efforts to industries identified during the Panel's strategic planning process as most vital to California's economic growth.

Employers in these priority industries receive a higher fixed-fee reimbursement rate for ETP-funded training.

- **Agriculture**
- **Allied Healthcare**
- **Biotechnology and Life Sciences**
- **Construction**
- **Green/Clean Technology**
- **Goods Movement and Transportation Logistics**
- **Information Technology Services**
- **Manufacturing**
- **Multimedia/Entertainment**
- **Technical Services**

ETP's designation takes into account changes in the economy and factors necessary in supporting job creation and economic revitalization.

## **MULTIPLE EMPLOYER CONTRACTORS**

Vital tools in ETP's success are the partners who provide assistance to smaller employers through administrative support, curriculum implementation and training delivered at the employer's job site or in a centralized location.

Multiple Employer Contractors (MECs) are organizations that represent the training needs of multiple employers located in your area. Your ETP Economic Development Analyst can provide more information.



[WWW.ETP.CA.GOV](http://WWW.ETP.CA.GOV)

### **EMPLOYMENT TRAINING PANEL Economic Development Contacts**

#### **Northern California/SF Bay Area**

**Renee Pierce**

**916-327-5258**

#### **Northern California/Central Valley**

**Barry Worthington**

**916-327-5262**

#### **Greater Los Angeles**

**Yvonne Jonason**

**818-755-1309**

#### **San Diego/Inland Empire**

**Ryan Swier**

**619-881-2407**

#### **Sacramento Headquarters**

**916-327-5640**