



MONTEREY COUNTY ECONOMIC DEVELOPMENT

MONTEREY COUNTY WORKFORCE INVESTMENT BOARD

ERIK CUSHMAN, WIB CHAIR

PUBLIC NOTICE

Monterey County Workforce Investment Board (WIB) BUSINESS SERVICES COMMITTEE

Marina Library, 190 Seaside Avenue, Marina, CA

Tuesday, December 10, 2013

4:00pm

**Business Services
Committee Members:**

Anthony Aniello, Chair

Andrea Zeller-Nield, Co-Chair

Wendy Brickman

Paul Farmer

Kimberly Schnader

AGENDA

CALL TO ORDER/INTRODUCTIONS:	Anthony Aniello, <i>Chair</i>
CHANGES TO AGENDA:	
PUBLIC COMMENT:	
CONSENT CALENDAR:	Anthony Aniello
1. ACTION: Approve the August 27, 2013 minutes.	
DISCUSSION OR REVIEW OF BUSINESS CALENDAR ACTION ITEMS:	
1. Presentation on the Small Business Development Center's National Information Clearinghouse of resources to small businesses.	Andrea Zeller-Nield
2. Report on the delivery of business outreach opportunities and services provided to the business community.	Business Services Team Members
3. Report on the Rapid Response activities to private sector employers in Monterey County, including small businesses.	Joyce Aldrich
4. Report out on Monterey County's local labor market.	Joyce Aldrich
5. Update and discussion on the WIB's Strategic Local Plan goals and initiatives and how they currently align with the WIB's Business Services Plan.	Committee Members
ANNOUNCEMENTS OF EVENTS:	Anthony Aniello
SUBCOMMITTEE MEETINGS: Executive: 12/18/2013 – Shoreline, Marina Oversight: 1/9/2014 – Shoreline, Marina Youth: 1/14/2014 – Shoreline, Marina Business Services: 2/11/2014 – Marina Library	WIB MEETINGS: 2/5/2014: Marina Library, Marina
ADJOURN:	Anthony Aniello
To request information, please contact the Monterey County Workforce Investment Board staff at (831) 796-6434 or visit our website at www.montereycountywib.org .	

**Monterey County Workforce
Investment Board (WIB)**

Joyce Aldrich,
Executive Director

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Salinas, CA 93905
(831) 759-6644

www.montereycountywib.org



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UNADOPTED

**Monterey County Workforce Investment Board
Business Services Committee
Tuesday, August 27, 2013
Marina Library, 190 Seaside Avenue, Marina, CA**

Members Present: Anthony Aniello (Chair), Wendy Brickman, Paul Farmer, Stephen Lenard, Andrea Nield and Kimberly Schnader

Staff Present: Joyce Aldrich, Marleen Esquerra and Flor Galvan

Others Present: Raymond Barnes, Harry Gamotan, Jerry Hernandez, Chuck Jehle and Korey Woo

Call to Order/Introductions: Mr. Aniello called the meeting to order at 4:01 pm and called for introductions. A quorum was established.

Changes to Agenda: None

Public Comment: None

Consent Calendar:

1. Action: Approve the June 18, 2013 minutes.

Motion: Ms. Schnader motioned to accept the action as stated.

Second: Ms. Brickman

Motion Passed Unanimously

Discussion or review of business calendar action items:

- 1. Welcome new members to the Business Services Committee.** Mr. Aniello welcomed the new members and asked them to introduce themselves.
- 2. Report on the delivery of business outreach opportunities and services provided to the business community.** Ms. Aldrich stated that she invited the Business Services Team to report out on their activities and the collaboration with the Economic Development Department. Mr. Jerry Hernandez reported that the Business Services Team (BST) has been meeting with communities located in South County which involves partnering with the Salinas Valley Enterprise Zone, City Managers and City Economic Development Directors. He stated that small businesses have a major factor in driving the economy. He reported that the team hopes to work with businesses to retain and expand existing businesses. The first phase involves interviewing businesses in industrial areas.

Ms. Woo stated that the BST has been working with many employers. For the month of July, they worked with a total of 45 to 50 businesses; and that number has doubled for the month of August. The team has been hosting a lot of recruitment events that average to 3-5 weekly. The team is working on planning a job fair in preparation for the retail season, developing on-the-job training opportunities with businesses, keying in job orders into the case management system, completing direct placement contracts and collaborating with the Economic Development Department and Salinas Valley Enterprise Zone representatives. She also reported that she is currently working with a new business Encore that is requesting to fill 100 jobs.

Mr. Gamotan reported he is currently working on two special projects; AB 109 and Workforce Solutions. He reported that AB 109 is a grant that provides employment opportunities for ex-offenders to find employment. Workforce Solutions also provides employment opportunities for participants currently receiving welfare, food stamps or have been out of the workforce for a length of time.

- 3. Discussion on the WIB's Local Plan Business and Industry Goals.** Ms. Aldrich reported that the Local Plan was approved by the WIB on August 7th and approved by the Board of Supervisors on August 27th and will be forwarded to the State. She reported that the plan is a blueprint to keep track of the WIB goals and progress of each for the upcoming years. She also reported that the State is

Consent Item #1

requesting a regional collaboration amongst local workforce investment areas. Ms. Aldrich provided a resource handbook to the committee asking for input.

4. **Report out on Monterey County's local labor market.** Ms. Esquerra reported that one of the responsibilities of the Business Services Committee is to understand the local labor market to know what priorities to recommend to our business representatives for outreach and recruitment purposes, to identify what types of jobs to be working on for job placement and what cities to be working in. Ms. Esquerra thanked Mr. Paul Farmer for featuring the labor market snap shot information in the Salinas Valley Business Journal. Mr. Farmer stated that 20,000 copies of the publication were distributed throughout Monterey County. Ms. Esquerra stated the source data comes from the State's Labor Market Information Division and our local Virtual One Stop system that "spiders" the internet nightly to collect information on available job postings. The snapshot highlights the unemployment rate trends and how Monterey County compares to the State and nation. It also features the top 10 employers with the highest number of job openings advertised online and the top 25 occupations with the highest number of job openings. Mr. Farmer stated that he recently met with the Capital One associates to talk about the workforce and what's available.
5. **Discussion regarding the Career Readiness Certification (WorkKeys and WIN career Readiness Courseware).** Ms. Esquerra stated that the WIB purchased WorkKeys in 2009 and the use of the WorkKeys Readiness Indicator for all candidates to complete prior to placement into training has been written into a WIB policy. Ms. Esquerra stated that members of the committee have evaluated both the WIN and WorkKeys and plans are underway to develop guidance on how to implement both through the America's Job Center of California for customers. Ms. Nield stated that she liked the WorkKeys, but was frustrated with a few questions that asked about industries outside of her sector. Ms. Schnader reported that she completed a WorkKeys assessment and she recognizes its value to participants. Ms. Schnader stated that she would strongly consider looking at an applicant's resume that has successfully completed a WorkKeys assessment.
6. **Report on the Monterey Peninsula chamber's Education Committee survey of its business members.** Ms. Esquerra stated the survey continues to be analyzed and preliminary results will be reported at the WIB's Youth Council meeting on September 10, 2013.

Announcement of Events: Ms. Brickman stated the Capital Insurance Group is hosting a community safety event on September 7th from 10-2 pm at 2300 Garden Road in Monterey. Ms. Aldrich reported that the California Workforce Association's Meeting of the Minds annual conference will take place on September 3-5, 2013 at the Monterey Marriott.

Adjournment: Mr. Aniello motioned to adjourn the meeting at 5:11 p.m.

Motion: Ms. Schnader motioned to accept the action as stated.

Second: Ms. Brickman

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE, WORKFORCE INVESTMENT BOARD

FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR, WORKFORCE INVESTMENT BOARD

SUBJECT: PRESENTATION ON THE SMALL BUSINESS DEVELOPMENT CENTER'S NATIONAL INFORMATION CLEARINGHOUSE OF RESOURCES TO SMALL BUSINESSES

DATE: DECEMBER 10, 2013

INFORMATION:

Ms. Andrea Zeller-Nield, Associate Director of the CA State University, Monterey Bay (CSUMB) Small Business Development Center (SBDC), plans to give a presentation at the Business Services Committee meeting on December 10, 2013 on the National Information Clearinghouse.

The SBDC National Information Clearinghouse (SBDCNet) serves as a resource providing research, web-based information, and training to small business owners and entrepreneurs.

The SBDCNet website and its many resources are available to the public free of charge. The website provides links to resources for aspiring entrepreneurs and established small business owners. It includes information on business plans, industry information, associations, Spanish language business documents, and publications.

Visit the SBDCNet website at: www.sbdcnet.org.

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE, WORKFORCE INVESTMENT BOARD

FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR, WORKFORCE INVESTMENT BOARD

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

DATE: DECEMBER 10, 2013

INFORMATION:

At the Business Services Committee meeting scheduled on December 10, 2013, the Business Services Team plan to present an update on the delivery of business outreach opportunities, Salinas Valley Enterprise Zone 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 period of July 1, 2013 to November 30, 2013:

- Since July 2013, a total of 322 employers were served.
- A total of 403 applicants (average of 80 per month) were pre-screened prior to referral to local employers for placement.
- Of the total employers served, 76 job openings were posted online in the Virtual One Stop system.
- A total of 482 participants (average of 96 per month) were referred to area employers hiring.
- Since July 2013, 50 job fairs and custom recruiting events was hosted by the Business Services Team.
- A total of 85 candidates were reported hired.

	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Total
Number of Business Supported						
# of Business Supported (by Month)	50	75	65	76	56	322
Human Resources Support						
Applicants Pre-screened	15	151	138	70	29	403
Job Descriptions Created						
Job Openings Posted to VOS	11	14	14	15	22	76
Job Referrals to Employers	84	151	138	80	29	482
Job Placements		5	10	5	3	23
Job Fairs & Custom Recruiting Events						
Job Fairs & Custom Recruiting Events	10	13	14	5	8	50
Businesses Attended	10	13	14	54	2	93
Job Seekers Attended	84	151	138	270	29	672
Job Seekers Reported Hired		40	40	5	TBD	85

ATTACHMENTS:

Business Services Activities Reports:

- Month ending July 2013, *Details of the services provided for the month of July 2013 was reported at the last Business Services Committee meeting held on August 27, 2013.*
- Month ending August 2013
- Month ending September 2013
- Month ending October 2013
- Month ending November 2013

To: Monterey County Business Services Committee
From: Business Services Team (Economic Development and Office for Employment
Subject: Business Services Report
Date of Report: August 31, 2013

List of Businesses Supported	Aug-13
Alisal Tax Service	1-Aug
Aramark	1-Aug
Romie Lane Pediatric Group	1-Aug
Ameri-Kleen	2-Aug
New China Restaurant	2-Aug
Adecco from Modesto, CA	2-Aug
Encore Recycling Inc.	2-Aug
Steven Sloan & Shah CPA	2-Aug
Ameri-Kleen	5-Aug
Romie Lane Pediatric Group	5-Aug
In-Shape Health Club	5-Aug
Adecco from Modesto, CA	5-Aug
State Farm Insurance-King City	5-Aug
Triad America	5-Aug
All Health Services	5-Aug
State Farm Insurance-Anne Olsen	5-Aug
Romie Lane Pediatric Group	6-Aug
Laser Devices	6-Aug
Triad America	6-Aug
Full Steam Staffing	7-Aug
Triad America	8-Aug
NCI Affiliates, Inc.	8-Aug
Encore Recycling Inc.	8-Aug
Souny Sinwongsa	8-Aug
Sylvan Learning Center	8-Aug
Office Depot	8-Aug
Adecco from Modesto, CA	8-Aug
Monterey County Business Council	8-Aug
Encore Recycling Inc.	8-Aug
Sylvan Learning Center	8-Aug
Triad America	9-Aug
Meet with Mayor John Huerta	9-Aug
Sylvan Learning Center	9-Aug
Dragon Monkey	12-Aug
Triad America	12-Aug
MPC	12-Aug
State Farm Insurance	12-Aug
Lab Support	13-Aug
Adecco from Modesto, CA	13-Aug
Triad America	13-Aug
Encore Recycling Inc.	14-Aug
Romie Lane Pediatric Group	14-Aug
Adecco from Modesto, CA	14-Aug
DD's Discount Store-NEW Store in Salinas	15-Aug
Manpower in Salinas	15-Aug
Full Steam Staffing	15-Aug
Cabrillo College	16-Aug
Manpower-Salinas	16-Aug
SMS Janitorial	16-Aug
Triad America	16-Aug
Nelson Staffing	19-Aug
Ameri-Kleen	19-Aug

Encore Recycling Inc.	19-Aug
Target-Salinas	19-Aug
Triad America	19-Aug
Adecco from Modesto, CA	20-Aug
Aramark	21-Aug
Capital One	21-Aug
Nelson Staffing	21-Aug
Los Coches Self Storage	21-Aug
Farmers Insurance-Gerardo Ramirez	21-Aug
Steven Sloan & Shah CPA	22-Aug
Full Steam Staffing	22-Aug
Wharphire	22-Aug
DD's Discount Store-NEW Store in Salinas	23-Aug
Greenfield City Council	23-Aug
Triad America	26-Aug
Nelson Staffing	26-Aug
LaborMax Staffing	27-Aug
DD's Discount Store-NEW Store in Salinas	27-Aug
Adecco from Modesto, CA	28-Aug
Triad America	28-Aug
Peninsula Com	28-Aug
Adecco from Modesto, CA	29-Aug
Triad America	29-Aug
Human Resources Support	
Applicants Pre-screened	151
Job Descriptions Created	0
Job Openings Posted to VOS	14
Job Referrals to Employers	151
Job Placements	5 Completed
Job Fairs & Custom Recruiting Events	
Job Fairs & Custom Recruiting Events	13
Businesses Attended	13
Job Seekers Attended	151
Job Seekers Reported Hired	40+ (In Progress)
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	1
Work Experience	
Skills Testing/Assessments	
SkillCheck	
Labor Market Info	
Labor Market Research & Info	
WorkKeys Assessments	
Applied Mathematics	1
Locating Information	1
Reading for Information	1
WIN Remedial Training	
WIN Training Accounts	

To: Monterey County Business Services Committee
From: Business Services Team (Economic Development and Office for Employment
Subject: Business Services Report
Date of Report: September 30, 2013

List of Businesses Supported	Sep-13
DD's Discount Store-NEW Store in Salinas	3-Sep
Adecco from Modesto, CA	3-Sep
Nelson Staffing	3-Sep
Green World Recycling Center	4-Sep
Staffing Texas	4-Sep
Triad America	4-Sep
DD's Discount Store-NEW Store in Salinas	5-Sep
Triad America	5-Sep
Coastal Tractor	5-Sep
Full Steam Staffing	5-Sep
DD's Discount Store-NEW Store in Salinas	5-Sep
DD's Discount Store-NEW Store in Salinas	6-Sep
Adecco from Modesto, CA	9-Sep
Staffing Texas	9-Sep
DD's Discount Store-NEW Store in Salinas	10-Sep
Adecco from Modesto, CA	10-Sep
Encore Recycling Inc.	10-Sep
Food Bank of Monterey County	10-Sep
Encore Recycling Inc.	11-Sep
DD's Discount Store-NEW Store in Salinas	11-Sep
Dr. Rita Lee, MD	11-Sep
DD's Discount Store-NEW Store in Salinas	12-Sep
Wild Horse Propane	12-Sep
Casey Printing	12-Sep
Full Steam Staffing	12-Sep
State Farm Insurance	12-Sep
State Farm Insurance	13-Sep
Peninsula Security	13-Sep
Adecco from Modesto, CA	13-Sep
DD's Discount Store-NEW Store in Salinas	16-Sep
Unitarian Church	16-Sep
State Farm Insurance	16-Sep
Unitarian Church	17-Sep
Adecco from Modesto, CA	17-Sep
Borzini Accounting	17-Sep
Nuno Iron, Mfg.	17-Sep
Ca. Water Co.	18-Sep
Wilber Ellis	18-Sep
LA Hearne	19-Sep
Unitarian Church	20-Sep
New Star Fresh Foods	20-Sep
State Farm Insurance	20-Sep
Farmers Insurance-Gerardo Ramirez	20-Sep
Adecco from Modesto, CA	20-Sep
New Star Fresh Foods	23-Sep
Hayashi & Wayland	23-Sep
Unitarian Church	23-Sep
State Farm Insurance	23-Sep
Farmers Insurance-Gerardo Ramirez	23-Sep
Adecco from Modesto, CA	23-Sep
New Star Fresh Foods	24-Sep
Unitarian Church	24-Sep

State Farm Insurance	24-Sep
Executive Event	24-Sep
Adecco from Modesto, CA	25-Sep
Unitarian Church	25-Sep
Capital One	26-Sep
Monterey County HR	27-Sep
Adecco from Modesto, CA	27-Sep
Unitarian Church	27-Sep
Navy Exchange	27-Sep
New Star Fresh Foods	27-Sep
Unitarian Church	30-Sep
DD's Discount Store-NEW Store in Salinas	30-Sep
New Star Fresh Foods	30-Sep
Human Resources Support	
Applicants Pre-screened	138
Job Descriptions Created	0
Job Openings Posted to VOS	14
Job Referrals to Employers	138
Job Placements	10 Completed
Job Fairs & Custom Recruiting Events	
Job Fairs & Custom Recruiting Events	14
Businesses Attended	14
Job Seekers Attended	138
Job Seekers Reported Hired	40+ (In Progress)
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	1
Work Experience	
Skills Testing/Assessments	
SkillCheck	
Labor Market Info	
Labor Market Research & Info	
WorkKeys Assessments	
Applied Mathematics	1
Locating Information	1
Reading for Information	1
WIN Remedial Training	
WIN Training Accounts	

To: Monterey County Business Services Committee
From: Business Services Team (Economic Development and Office for E)
Subject: Business Services Report
Date of Report: October 31, 2013

List of Businesses Supported	Oct-13
Always Towing and Recovery, Inc.	1-Oct
Ameri-Kleen	1-Oct
Encore Recycling Inc.	1-Oct
New Star Fresh Foods	1-Oct
Farmers Insurance - Kathy Powers	1-Oct
Arrizon Infinity Staffing Agency	1-Oct
DD's Discount Store-NEW Store in Salinas	1-Oct
Encore Recycling Inc.	2-Oct
Izzy Auto	2-Oct
AT&T - Mann Phan	2-Oct
Kelly Services	2-Oct
Dan's Tires	2-Oct
Encore Recycling Inc.	3-Oct
The Whole Enchilada	3-Oct
Sullivan Learning	3-Oct
FullSteam Staffing	3-Oct
DD's Discount Store-NEW Store in Salinas	3-Oct
Encore Recycling Inc.	4-Oct
New Star Fresh Foods	4-Oct
AT&T	4-Oct
Farmers Insurance	4-Oct
State Farm	4-Oct
Encore Recycling Inc.	7-Oct
New Star Fresh Foods	7-Oct
DD's Discount Store-NEW Store in Salinas	7-Oct
Encore Recycling Inc.	8-Oct
River Ranch	9-Oct
Dionne Stokes Randstadusa	9-Oct
Unitarian Church	9-Oct
River Ranch	10-Oct
New Star Fresh Foods	11-Oct
AT&T	11-Oct
Farmers Insurance	11-Oct
State Farm	11-Oct
Unitarian Church	11-Oct
New Star Fresh Foods	14-Oct
AT&T	14-Oct
Farmers Insurance	14-Oct
State Farm	14-Oct
DD's Discount Store-NEW Store in Salinas	14-Oct
Sunbelt Staffing	15-Oct
Ocean Mist	15-Oct
Hartnell Job fair	15-Oct
New Star Fresh Foods	15-Oct
River Ranch	16-Oct
New Star Fresh Foods	16-Oct
AT&T	16-Oct
Salinas Beauty School - Jim Edwards	16-Oct
Valley Crest Landscape Development	16-Oct
Farmers Insurance	16-Oct
River Ranch	17-Oct
New Star Fresh Foods	18-Oct

Encore Recycling Inc.	18-Oct
Farmers Insurance	18-Oct
Rita Locke	19-Oct
Mariscos El Palamar	21-Oct
Encore Recycling Inc.	22-Oct
New Star Fresh Foods	22-Oct
DD's Discount Store-NEW Store in Salinas	22-Oct
Farmers Insurance	22-Oct
Home Depot	23-Oct
Ameri-Kleen	23-Oct
Capital One	23-Oct
Encore Recycling Inc.	24-Oct
Home Depot	24-Oct
In Shape Club	24-Oct
DD's Discount Store-NEW Store in Salinas	24-Oct
Cnetral Valley Roundtable	25-Oct
DD's Discount Store-NEW Store in Salinas	25-Oct
New Star Fresh Foods	25-Oct
Encore Recycling Inc.	28-Oct
Home Depot	29-Oct
Farmers Insurance	29-Oct
New Star Fresh Foods	29-Oct
River Ranch	30-Oct
DD's Discount Store-NEW Store in Salinas	31-Oct
Human Resources Support	
Applicants Pre-screened	70
Job Descriptions Created	0
Job Openings Posted to VOS	15
Job Referrals to Employers (70-from AJCC, 10-RR)	80
Job Placements	5
Job Fairs & Custom Recruiting Events	
Job Fairs & Custom Recruiting Events (Hartnell & River Ranch)	5
Businesses Attended (25-@ Hartnell, 25-@ RR, 4-@ AJCC)	54
Job Seekers Attended (150-@Hartnell, 100-@ RR, and 20-AJCC)	270
Job Seekers Reported Hired	5
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	1
Work Experience	
Skills Testing/Assessments	
SkillCheck	
Labor Market Info	
Labor Market Research & Info	
WorkKeys Assessments	
Applied Mathematics	1
Locating Information	1
Reading for Information	1
WIN Remedial Training	
WIN Training Accounts	

To: Monterey County Business Services Committee
From: Business Services Team (Economic Development and Office for Employment)
Subject: Business Services Report
Date of Report: November 30, 2013

List of Businesses Supported	Nov-13
Encore Recycling Inc.	11/1
Bed Bath & Beyond	11/1
New Star Fresh Foods	11/1
State Board Equalization	11/1
Encore Recycling Inc.	11/4
MT Pro Tax Service	11/4
CSUMB	11/4
Encore Recycling Inc.	11/5
Gardner Trucking	11/5
UPS	11/5
Walmart	11/5
Costco	11/5
Target	11/5
Encore Recycling Inc.	11/6
Balance Staffing	11/6
Elite Cleaning Service	11/6
Salinas Beauty School - Jim Edwards	11/7
New Star Fresh Foods	11/7
Check N Go	11/7
Balance Staffing	11/7
Gardner Trucking	11/7
Elite Cleaning Service	11/7
Salinas Beauty School - Jim Edwards	11/7
New Star Fresh Foods	11/7
DD's Discount Store-NEW Store in Salinas	11/7
Performance Foam Tech	11/8
Elite Cleaning Service	11/8
Dr. Pepper Snapple Group	11/8
Gardner Trucking	11/8
DD's Discount Store-NEW Store in Salinas	11/8
Carmel Mission Inn	11/8
New Star Fresh Foods	11/12
Elite Cleaning Service	11/12
Gardner Trucking	11/12
DD's Discount Store-NEW Store in Salinas	11/12
Ladon Fleming Boost & Associates	11/12
Metro PCS	11/13
DD's Discount Store-NEW Store in Salinas	11/13
New Star Fresh Foods	11/14
Dr. Pepper Snapple Group	11/14
Gardner Trucking	11/14
Check N Go	11/15
Balance Staffing	11/15
Elite Cleaning Service	11/15
State Board Equalization	11/15
Gardner Trucking	11/18
Elite Cleaning Service	11/18
New Star Fresh Foods	11/18
Elite Cleaning Service	11/19
DD's Discount Store-NEW Store in Salinas	11/19
Elite Cleaning Service	11/20

Balance Staffing	11/20
DD's Discount Store-NEW Store in Salinas	11/20
New Star Fresh Foods	11/20
Elite Cleaning Service	11/21
Navy Exchange	11/25
Human Resources Support	
Applicants Pre-screened	29
Job Descriptions Created	0
Job Openings Posted to VOS	22
Job Referrals to Employers	29
Job Placements	3 In Progress
Job Fairs & Custom Recruiting Events	
Job Fairs & Custom Recruiting Events	8
Businesses Attended	2
Job Seekers Attended	29
Job Seekers Reported Hired	Pending
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	

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE, WORKFORCE INVESTMENT BOARD

FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR, WORKFORCE INVESTMENT BOARD

SUBJECT: REPORT ON THE RAPID RESPONSE ACTIVITIES TO PRIVATE SECTOR EMPLOYERS IN MONTEREY COUNTY, INCLUDING SMALL BUSINESSES

DATE: DECEMBER 10, 2013

INFORMATION:

WIB staff will present an update on the most recent Rapid Response (RR) activities provided to employers in Monterey County, including small businesses.

Below is a list of employers impacted by layoffs as of November 2013:

Company Name	City	Date of Initial Layoff	Anticipated number of affected employees	# of those attended RR orientation	# of those who signed up for services YTD
Capital One	Salinas	Jan 2013 (1 st phase; last phase is Oct 2013)	225 (includes last phase and number of reported layoffs in October 2013) RR Orientation: 9/26/2013	93 (AM) 45 (PM)	TBD
River Ranch Fresh Foods	Salinas	Layoff expected for Nov 2013	171 RR Orientation: 10/10/2013	25-50 (AM) 25-50 (PM)	TBD

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE, WORKFORCE INVESTMENT BOARD
FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR, WORKFORCE INVESTMENT BOARD
SUBJECT: REPORT OUT ON MONTEREY COUNTY'S LOCAL LABOR MARKET
DATE: DECEMBER 10, 2013

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.montereycountywib.org.

Top Labor Market Stats:

- Labor Market Snapshot: 10/2013
- Unemployment Rate: 7.5%
- Labor Force: 230,400
- Employed: 213,100
- Unemployed: 17,300

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) for October 2013.

ATTACHMENT:

Monterey County Labor Market Snapshot – October 2013

Monterey County Labor Market Snapshot

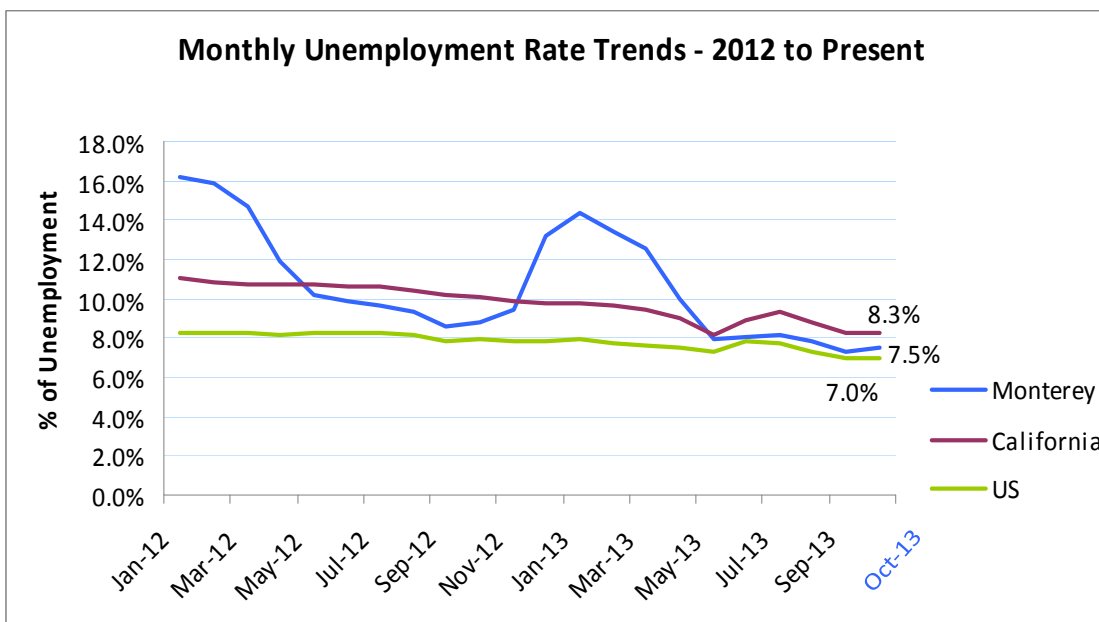
October 2013

The unemployment rate in **Monterey County** was **7.5 percent in October 2013**, up from a revised 7.3 percent in September 2013, and below the year-ago estimate of 8.8 percent. This compares with an unadjusted unemployment rate of 8.3 percent for California and 7.0 percent for the nation during the same period.

Unadjusted Unemployment Rates

	October 2013	September 2013*	August 2013*
Monterey County	7.5%	7.3%	7.8%
California	8.3%	8.2%	8.8%
United States	7.0%	7.0%	7.3%

(Source: EDD Monthly Press Release, November 2013. * Includes revised % from State EDD.)

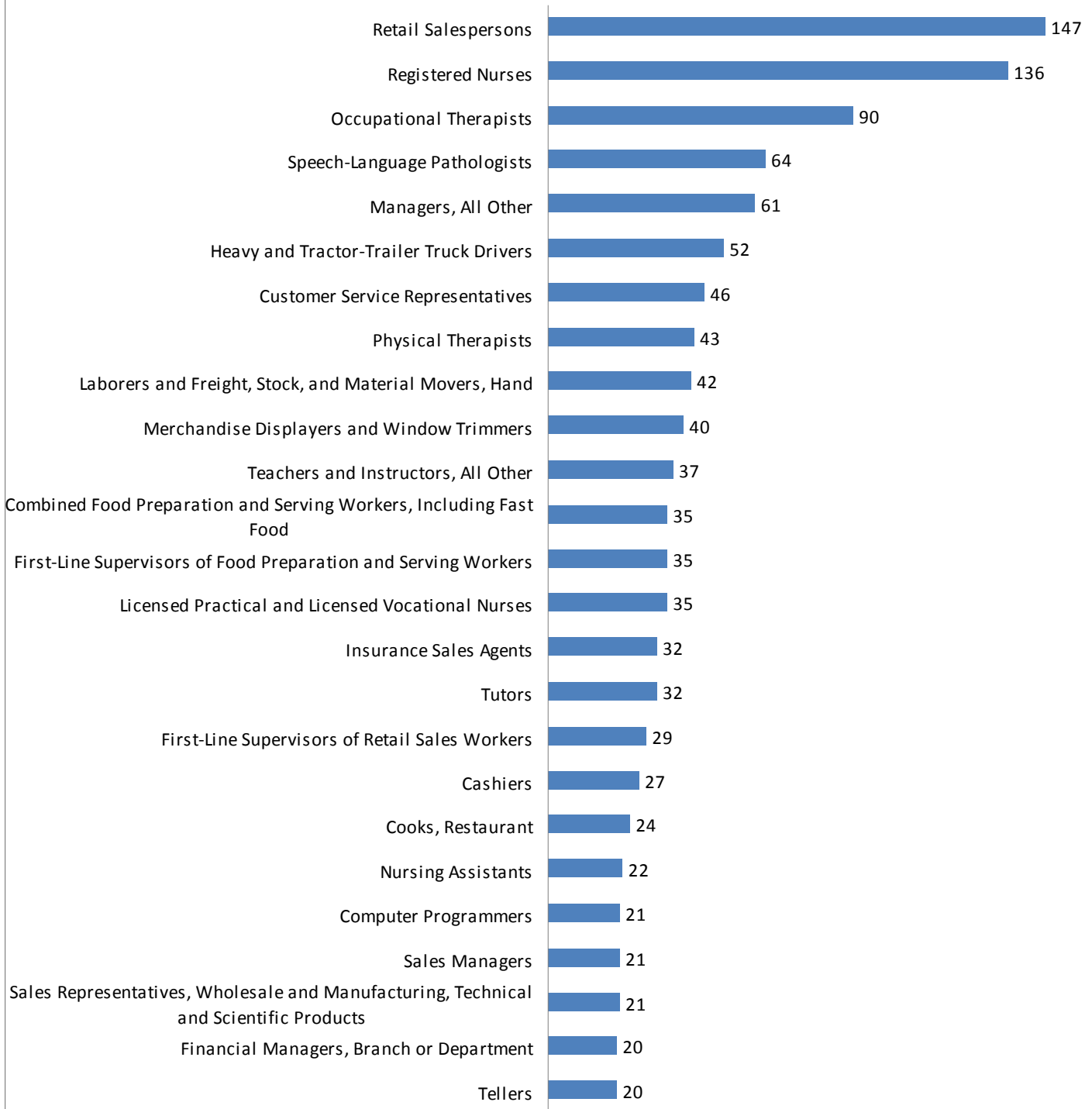


October 2013 Unemployment Stats

- The number of unemployed is 17,300, up 400 from 16,900 in September 2013 and down 3,200 compared to October 2012.
- Seven cities throughout Monterey County had unemployment rates less than 5%; and five cities had unemployment rates between 9.7 – 14.8%.
- The City of Gonzales' unemployment rate of 14.8% is the highest in the County, followed by King City at 12.9%, Greenfield at 12.0% and Salinas at 10.7%. Of the unincorporated areas of the County, Chular's unemployment rate is 20.4%, followed by San Ardo at 18.0%, Moss Landing at 17.3%, Las Lomas at 16.8%, San Lucas at 15.9% and Castroville at 14.7%.

(Source: EDD Monthly Press Release and EDD Monthly Labor Force Data for Cities and Census Designated Places (CDP), November 2013)

Top 25 Occupations with Highest # of Job Openings Advertised Online in Monterey County on November 26, 2013



Visit www.onestopmonterey.org to register and apply for these job openings!

(Job Source: Online advertised jobs data)

**Top 20 Employers with the Highest # of Job Openings Advertised Online in
Monterey County on November 26, 2013**

Rank	Employers with Highest Number of Job Openings	Openings
1	California State University Monterey Bay	99
2	CVS Caremark Corporation	52
3	State of California	50
4	H&R Block	43
5	Pebble Beach Company	42
6	Community Hospital of the Monterey Peninsula	39
7	Gulf Coast Enterprises	39
8	AT&T Inc	37
9	Mee Memorial Hospital	36
10	Kindred Healthcare, Inc.	34
11	Monterey County, California	34
12	Carl's Jr.	33
13	Monterey Bay Aquarium	33
14	Hartnell College	31
15	McDonald's Corporation	30
16	Monterey Peninsula Unified School District	27
17	CareerStaff Central CA	25
18	Sears Holdings Corporation	25
19	Buffalo Wild Wings, Inc.	24
20	Sears, Roebuck and Co.	24

Visit www.onestopmonterey.org to register and apply for these job openings!
(Job Source: Online advertised jobs data)

Distribution of industries in Monterey County for the 1st quarter, 2013

Rank	Industry Sector	Establishments	Employees
1	Total, all industries	12,218	152,383
2	Agriculture, Forestry, Fishing & Hunting	539	30,045
3	Accommodation and Food Services	913	18,609
4	Health Care and Social Assistance	3,810	17,857
5	Retail Trade (44 & 45)	1,200	15,881
6	Education Services	394	13,662
7	Public Administration	147	13,270
8	Professional Scientific & Technical Svc	763	5,315
9	Admin., Support, Waste Mgmt, Remediation	470	5,018
10	Manufacturing (31-33)	258	4,984
11	Wholesale Trade	374	4,658
12	Other Services (except Public Admin.)	791	4,519
13	Construction	785	4,200
14	Transportation and Warehousing (48 & 49)	270	3,386
15	Finance and Insurance	339	2,437
16	Arts, Entertainment, and Recreation	128	2,348
17	Real Estate and Rental and Leasing	375	1,587
18	Information	105	1,564
19	Utilities	30	1,030
20	Management of Companies and Enterprises	37	962
21	Mining	8	209

(Job Source: Labor Market Statistics, Quarterly Census of Employment and Wages Program)

MEMORANDUM

TO: BUSINESS SERVICES COMMITTEE, WORKFORCE INVESTMENT BOARD

FROM: JOYCE ALDRICH, EXECUTIVE DIRECTOR, WORKFORCE INVESTMENT BOARD

SUBJECT: UPDATE AND DISCUSSION ON THE WIB'S STRATEGIC LOCAL PLAN GOALS AND INITIATIVES AND HOW THEY CURRENTLY ALIGN WITH THE WIB'S BUSINESS SERVICES PLAN

DATE: DECEMBER 10, 2013

DISCUSSION:

WIB staff plan to facilitate a discussion on the WIB's Strategic Local Plan goals and initiatives and how they currently align with the WIB's Business Services Plan.

The focus will be on how to meet the workforce needs of high demand sectors based on the strategies and actions identified on the following matrix.

The results of this meeting discussion and updates to the Local Plan goals and initiatives will be compiled by WIB staff for presentation by the members of the Business Services Committee to the full Board at their regularly scheduled meetings.

ATTACHMENT: WIB Key Strategic Goals, Strategies and Actions – Goal #1 – Business & Industry

BUSINESS & INDUSTRY GOALS – ALIGNED WITH BUSINESS PLAN

Monterey County Workforce Investment Board Key Strategic Goals, Strategies and Actions – PY 2013-17

GOAL #1 – BUSINESS AND INDUSTRY: Meet workforce needs of high demand sectors.						
Strategy 1 – Actions: Develop LMI to identify workforce needs, shortages & skills gaps.						
WHEN	WHO	WHAT	ALIGNED WITH BUSINESS PLAN?	DONE	STATUS	
					ON TARGET	REVISED
COMMENTS						
May 2013	ADE, EMSI, EconoVue, WIB Staff, Stakeholders	1. Develop LMI on priority industry sectors and needs to include interviews w/stakeholders.	Yes; pages 3 & 4	May 2013 Ongoing	Yes	LMI posted to WIB website. Data used in Local Plan.
June 2013	WIB Staff & MPC Chamber	2. Work with local chambers to survey members on workforce development needs.	Yes; page 4		Date revised to Sep	Prelim data presented at Youth Council meeting 9/10/2013.
July 2013	Business Services Team	3. Use EZ survey “synchronist” for info on business growth, development and overall trends.	Yes; pages 4 & 5 “evaluate, tracking, surveys”	July 2013	Yes	Report to Bus Services Committee 8/27.
Aug 2013	Business Services Team	4. Develop survey to assess workforce needs of employers participating in OJT.	Yes; pages 4 & 5 “evaluate, tracking, surveys”	Aug 2013	Yes	Report to Bus Services Committee 8/27.
Sep/Oct 2013	SBDC & Business Services Committee	5. Work with SBDC and National Info Clearinghouse to identify resources to small businesses.	Yes; pages 5 & 7 “resources”		No	Dec 2013 Presentation to Bus Services Committee 12/10.
Sep/Oct 2013	SBDC & Business Services Committee	6. Attend SBDC roundtables of industries that have high growth, ask how to close gaps.	Yes; page 4 “partner”		No	Dec 2013 Presentation to Bus Services Committee 12/10.
Sep/Oct 2013	WIB Staff & Business Services Team	7. Use WIN@ to prepare individuals for WorkKeys@ assessments at AJCC.	Yes; pages 3 & 5	In progress		WIB members and CSUMB students evaluating program.
Sep/Oct 2013	WIB Staff & Business Services Team	8. Use WorkKeys@ assessments to identify skill gaps and certify worker proficiencies at AJCC.	Yes; pages 3 & 5	In progress		WIB members and CSUMB students evaluating program.
Comments / Suggestions:						

Strategy 2 – Actions: Develop Business Services Plan.						
WHEN	WHO	WHAT	ALIGNED WITH BUSINESS PLAN?	STATUS		COMMENTS
				DONE	ON TARGET	
June 2013	WIB Staff & Business Services Committee	1. Develop Business Services Plan with Business Services Committee input.	Yes; pages 3 & 4	June 2013	Yes	Plan submitted to State and posted on WIB website.
Aug 2013	WIB & Business Services Team	2. Business Services and RR Team to enhance business retention and layoff aversion strategies.	Yes; pages 3 & 5	Aug 2013 Ongoing	Yes	Team convened 8/6. Report to Bus Services Committee 8/27.
Aug 2013	Business Services Team	3. Work with Business Services to conduct customized job fairs and recruitments.	Yes; page 5	Aug 2013 Ongoing	Yes	Report to Bus Services Committee 8/27.
Comments / Suggestions:						

Strategy 3 – Actions: Develop and operate regional workforce and economic development network.						
WHEN	WHO	WHAT	ALIGNED WITH BUSINESS PLAN?	STATUS		COMMENTS
				DONE	ON TARGET	
Aug 2013	WIB & Economic Development Staff	1. Align WIB with Econ Dev Committee to understand opportunities for job seekers, business & education.	Yes; pages 4-6	Aug 2013 In progress	Yes	Director of Econ Dev is attending WIB meetings.
Sep 2013	WIB Members	2. Evaluate LMI tools for use to identify industry sectors and partnerships and WIB's role is in each sector.	Yes; pages 3 & 4	Sep 2013	Yes	WIB members evaluating EconoVue & EMSI. Update at WIB meeting on 10/2/2013.
Sep/Oct 2013	WIB & Business Services Team	3. Convene roundtables (industry, educators & policy makers) to identify training needs & career pathways.	Yes; page 4 "partner"			
Comments / Suggestions:						