

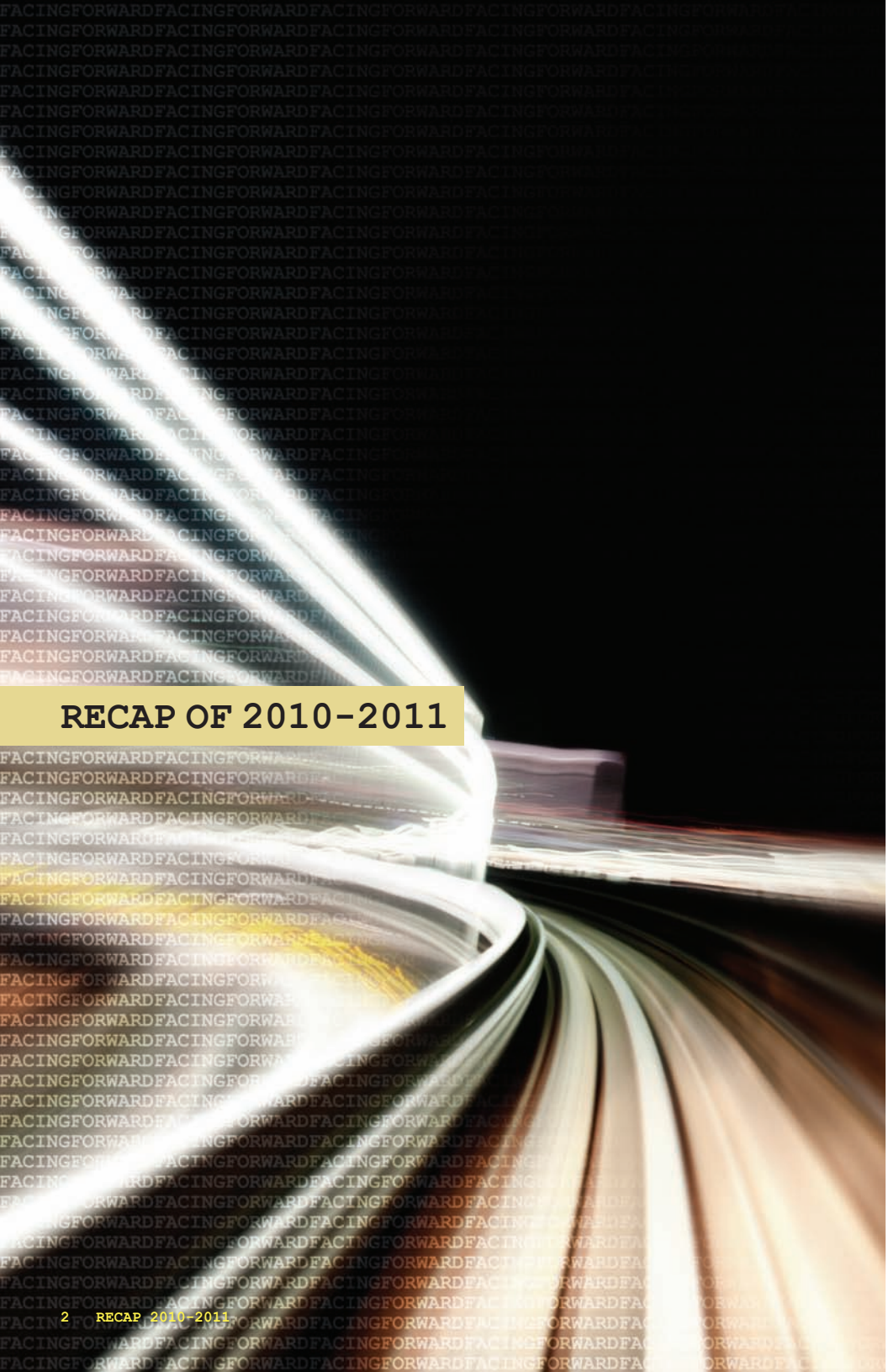


FACING FORWARD

SUPPORTING
BUSINESSES
FOR THE
FUTURE



ANNUAL REPORT 2010-2011



RECAP OF 2010-2011

Facing Forward

They say change doesn't come quickly. Due to the continued downturn in the local, regional and national economies, the business outlook for Fresno County remained bleak during the majority of Program Year (PY) 2010-2011. As a result of that downturn, the local job market naturally saw a rise in unemployment as more valley jobs simply disappeared, resulting in another influx of new job seekers at all of our One-Stop locations.

But regardless of these continued economic fluctuations, our mantra remains "Business is Our Primary Customer" – because without thriving businesses, there are no jobs.

So we face forward. We develop innovative strategies that assist local and regional companies in the creation and retention of job positions. We do this to strengthen our local economy and to provide greater opportunities for gainful employment for our job seekers. We continue to develop and improve business relationships, taking a proactive approach by consistently remaining focused on the future of work opportunities here, not on what has been lost.

A major opportunity for change for the San Joaquin Valley could be the California High Speed Rail (HSR) project. This undertaking alone has the potential to create well-paying jobs in new categories that will support the infrastructure of HSR throughout our region. To that end, the Fresno Regional Workforce Investment Board (FRWIB) is working to position local job seekers as primary candidates for these long-term, growth positions.

Lamenting the past helps no one. That is why we continue to do today what will help the "many" tomorrow. That's facing forward.





BUSINESS SERVICES

What Businesses Need Moving Forward

The FRWIB took a different approach centered on the question asked of businesses, “What can we do to better assist your growth in order to create and retain jobs?” The groundwork had been completed in our 2010 Fresno County Employment Study that surveyed ten (10) targeted industry and occupational clusters, i.e.; Agribusiness, Automotive, Construction/Trades, Healthcare, Logistics/Distribution, Manufacturing, Renewable Energy, Stimulus, Information Technology, and Professional and Technical Services, that highlighted significant changes from 2006 to 2010.

- Job growth decreased by 10,789 workers in Agribusiness, Automotive, Construction/Trades, Healthcare, Logistics/Distribution and Manufacturing
- Total number of businesses decreased by 682 in the same industries
- Current business obstacles and expansion barriers were identified that caused a fluctuation in job retention and growth

The FRWIB undertook projects that would help businesses maintain their presence within the community in order to create jobs of the future.

Business Cost Assessment Project Blue Sky Resources

Thirty (30) small to medium-sized companies (1-100 employees) participated in a business cost assessment project funded by the American Recovery and Reinvestment Act (ARRA). These companies spanned a variety of industries including Healthcare, Construction/Home Improvement, Manufacturing and Professional Services. Each received a customized implementation strategy plan that identified possible resources, conservation, and cost saving measures that would assist them in reducing the cost of doing business in order to avoid layoffs.

The results of the project indicated that nearly 80 percent of the companies had a high level of confidence that they would be able to realize a cost savings and grow jobs by implementing some of the recommended strategies.

National Emergency Grant

In response to multiple layoff events throughout the Central Valley, the FRWIB received a National Emergency Grant (NEG). These funds immediately provided the opportunity to serve an additional 168 unemployed job seekers seeking training and supportive services to secure jobs in the following five (5) target sectors: Agribusiness, Manufacturing, Green Technology, Healthcare and Logistics.



Blue Technology – The Vision: Fresno Will Become a World Leader in Water Technology

The FRWIB contracted with the Central Valley Business Incubator (CVBI) and the International Center for Water Technology to develop a strategic plan that will attract, retain and develop water technology businesses within Fresno County that includes:

- **Industry Cluster Management** – develop a database representing water-related technology companies in Fresno County
- **Incubation** – identify and determine availability of jobs in the Blue Technology sector and provide services to assist start-up and fledgling technology companies
- **Industry Analysis** – conduct a comprehensive analysis of obstacles that hinder business incubation, retention and attraction
- **Communication Strategies** – utilize communication channels to develop strategic relationships that will increase awareness and position Fresno County as a key player in the water industry and as a vital part of the BlueTechValley
- **Educational Programs** – establish water industry educational programs to include utility and water treatment segments of the workforce

To complement the overall effort, the CVBI held a BlueTechValley Conference in May of 2011 which attracted attendees from around the world. This conference discussed the region's role in developing water technology as a driver for economic development which helped increase awareness and deepened overall engagement.

As a result of the FRWIB's emphasis on collaboration and focus, the BlueTechValley Leadership Committee was established. This committee is comprised of representatives from the public, private and academic sectors and serves to identify ways to communicate the overall strength in the water technology industry sector.

Rapid Response

A good sign that things may be turning around was that the number of businesses requesting services from our Rapid Response team totaled 17 – a decrease of 13 percent from the previous year. Information and services were provided to a total of 1,989 dislocated workers throughout the County.



Preparing Tomorrow's Workforce High-Speed Rail Project

The construction of the proposed high-speed rail system in California, with the Central Valley segment being the first to be completed, means the creation of jobs! However, we must be proactive and ensure that local residents can compete for the jobs that may be streaming into the Valley as a result of this statewide project. The FRWIB, along with a broad coalition of education, business and labor groups, is currently working to ensure that our area has trained job seekers ready for the jobs created by the high-speed rail project. Training programs and high-speed rail curriculum are being developed now at local high schools and colleges to prepare tomorrow's workforce for opportunities in:

- Pre-construction
- Rail Operations
- Construction
- Maintenance



Regional Industry Clusters of Opportunity Grant

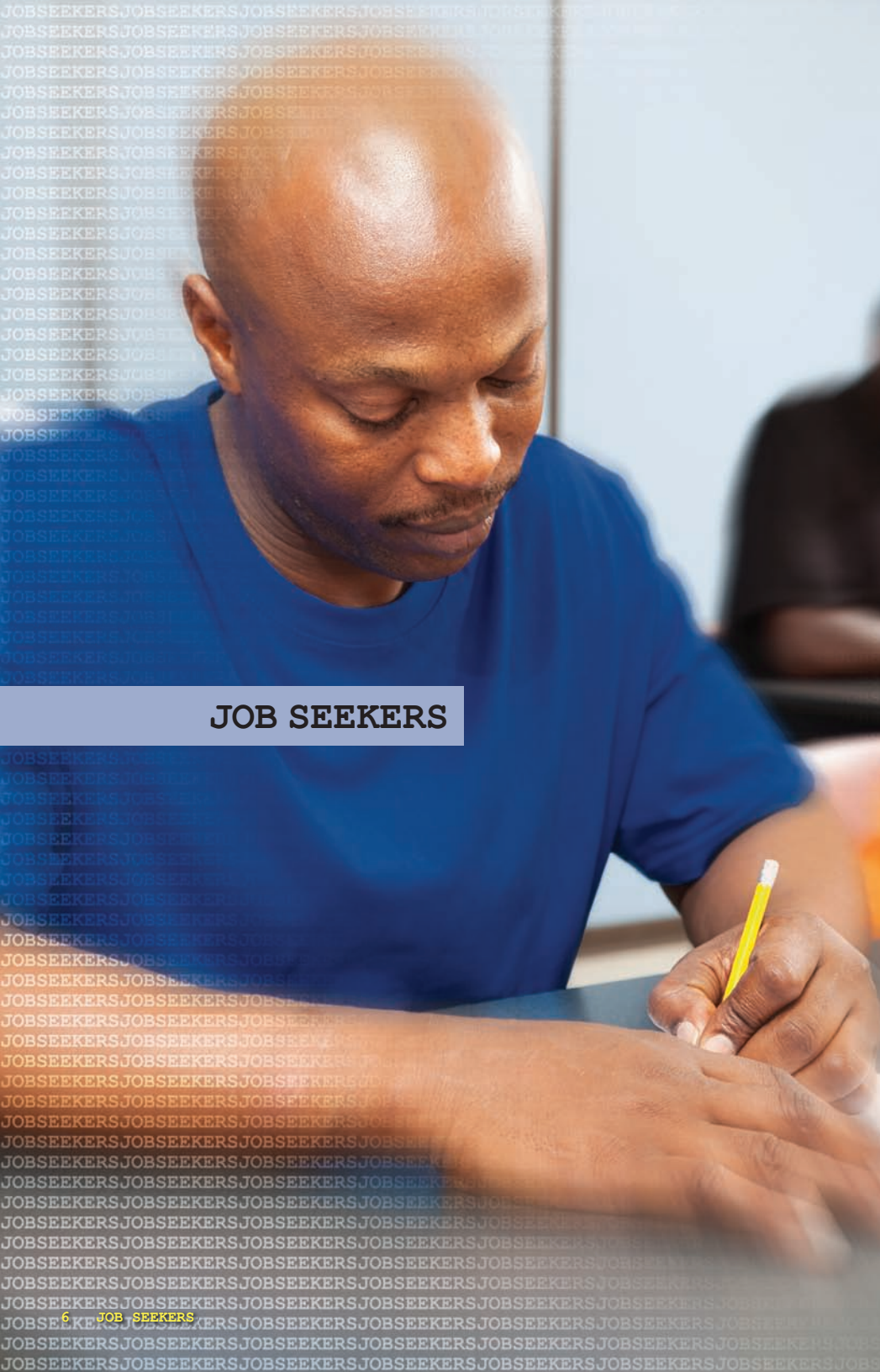
The Regional Industry Clusters of Opportunity (RICO) Grant provided the Central California Workforce Collaborative, a consortia of nine (9) Workforce Investment Boards (WIBs), the opportunity to work with the Healthcare Industry to identify and implement strategies and solutions to address their most critical workforce and economic development needs. Meetings were conducted across the 14-county region with hospitals, clinics, long-term skilled living facilities, WIBs and training providers to prioritize industry needs. Based on these meetings, an innovative new graduate nurse internship training program was piloted.



California New Start Resource Center

This voluntary job readiness program for eligible parolees proved to be successful as it ended its first year. Funded by the California Department of Corrections, the program was designed to reduce prisoner recidivism and improve parolee reintegration into the community. Partnering with a local community-based organization with extensive expertise serving parolees, assistance was offered in resume writing, job search techniques, completing job applications, interviewing preparation, financial readiness and job placement. After one (1) year:

- 1,006 parolees were referred to the program
- 1,167 workshops were held
- 628 parolees were referred to jobs



JOB SEEKERS

What Our Job Seekers Need Moving Forward

As unemployment continued to rise, so did the number of job seekers seeking assistance. In PY 2010-2011, approximately **25,100** job seekers utilized our One-Stop system. Of the **3,277** job seekers enrolled for services, **1,242** adults and **197** youth were successfully placed in employment. ARRA funds were utilized to provide services to 1,986 job seekers – an increase of 45 percent, or 618 additional job seekers from the previous year.

In PY 2010-2011, the FRWIB allocated \$1.3MM to assist 371 new job seekers with scholarships

	PY 10-11
Number of Adult & Dislocated Workers (new training)	371
	\$1.3MM

With the economy slow to recover, a growing number of job seekers have had to face the reality of “reinventing” themselves in order to compete for limited employment opportunities. Additional ARRA funds gave job seekers the opportunity to seek short-term vocational training classes in the following five (5) high-growth, high-wage industries:

- Healthcare
- Information Technology
- Automotive Technology
- Green Technology
- Manufacturing

As a result, job seekers were able to receive training and higher education, and were placed in the following industries:

	PY 10-11
Healthcare	181
Agile Manufacturing	183
Logistics & Distribution	134
Trades/Construction	73
Automotive Technology	9
Other Positions	
Business	337
Finance	38

	PY 09-10	PY 10-11
Average annual wage at FRWIB enrollment	\$17,915	\$21,968
Average annual wage after exit from the FRWIB	\$26,944	\$26,517
Average annual wage gain	\$9,029	\$4,549



YOUTH SERVICES

What Our Youth Need Moving Forward

In PY 2010-2011, our Youth Council remained committed to providing our youth with quality program services to ensure that they are prepared to compete in today and tomorrow's competitive workforce. A total of 1,814 youth enrolled in the All Youth One System, of which:

- 625 were older, ages 19-21
- 1,189 were younger, ages 14-18

The Youth Council is proud to have assisted Fresno County youth:

Earn their high school diploma or GED	268
Enter post-secondary education	175
Improve reading comprehension	326
Improve math comprehension	324
Find employment	197

Special Program: Incarcerated Youth

Time and resources were dedicated to provide 81 youth, who were either detained or being released from correctional facilities, an opportunity to seek a better future. Our goal is to help incarcerated youth realize their visions through the attainment of a high school diploma and/or vocational training to gain skills that will increase their opportunities for employment.

Summer Youth Jobs Program

For a second year, ARRA funds made it possible for the FRWIB to continue to serve the most-in-need youth within our community through a summer program. Although services were provided for a smaller number of youth, they were still held to the program's same high expectations. The youth had an opportunity to gain exposure to an industry in which they were interested and employers saw first-hand the talented youth within our community. Three (3) high-risk youth target groups were identified to prioritize placement for summer jobs that included:

Incarcerated • Foster Care and Aging Out of Foster Care • Homeless

Total Number of Summer Youth Participating in a Work Experience	557
Total Summer Youth Jobs Program Payroll	\$792,352

Over half of the total number of youth provided work experiences were within the identified high-risk target groups as follows:

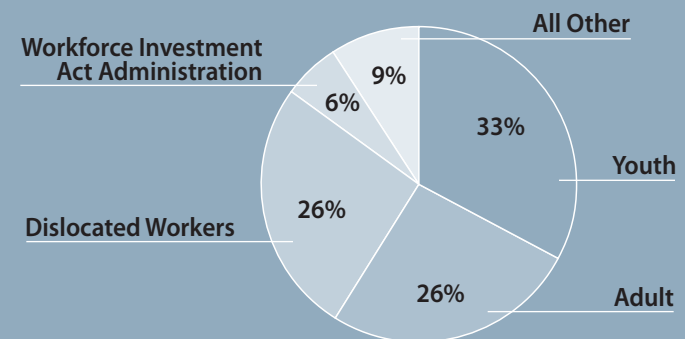
- 118 foster care youth
- 52 aged out of foster care
- 108 homeless
- 71 offenders



FINANCIALS

Funding Expenditures

Funding Source	Amount Expended	% of Total
Youth		
Regular	\$5,575,437	
ARRA	\$1,350,050	
Total	\$6,925,487	33%
Adult		
Regular	\$4,590,913	
ARRA	\$1,019,507	
Total	\$5,610,420	26%
Dislocated Workers		
Regular	\$4,040,384	
ARRA	\$1,256,502	
ARRA 25% Dislocated Worker	\$177,140	
Total	\$5,474,026	26%
WIA Administration	\$1,251,225	6%
All Other		
ARRA Rapid Response	\$105,795	
Total	\$1,868,105	9%
Total	\$21,129,263	100%





Message from the FRWIB Executive Director

A wise man once said, ***“A successful man is one who can lay a firm foundation with the bricks others have thrown at him.”*** In today’s economy, in our “portion of the vineyard,” here in Fresno – that’s precisely what we are doing!

Could we use more funding? Of course we could. Do we need more jobs? Yes, by the tens of thousands. We could go on and on and on about what we need, but don’t have, but that would be pointless. As necessity is the mother of invention, so our needs will be the bed from which our success will sprout.

Success in Fresno will come – is coming – with our determined realization that we have to confect it with what we have right here and now. We must address the human capital needs of the businesses we have here in Fresno right now, with the supply of workers who are also present. Where the two don’t match, we must look to our educational partners to provide the means of making the latter fit the needs of the former.

Grounded in this reality, and facing forward to position our economy for the inevitable recovery, we can look to our Board of Directors, its staff, contractors and clients and say “well done.”

Blake Konczal

Executive Director





MEMBERS

FRWIB Board

- Tom Abshere
- Robert Alcazar
- Richard Alves
- Susan Anderson
- Brian Angus
- Oliver Baines
- John Ballinger
- Paul J. Bauer
- Deborah G. Blue
- Ginny Burdick
- Mee Cha
- Michael Dozier
- Stephen Geil
- Harry S. Gill
- Frank Gornick
- Fely Guzman
- Jeffrey Hensley
- Catherine A. Huerta
- Kirk Hunter
- Gregg Jordan
- Richard Keyes
- Paula Kinsel
- Phil Larson
- Keith Lovgren
- Kurt Madden
- Dennis Montalbano
- Tommie Nellon
- Sam Norman
- Joe Olivares
- Aric Olson
- Jose Plascencia
- Preston Prince
- Ken Ramos
- Zwi Reznik
- Yrma Rico
- Chuck Riojas
- Allen Rush
- Daisy Hush
- Stan Santos
- Alice Saviez
- Jim Simonian
- Raymond Vargas
- Kirk Vogt
- Lydia Zabrycki
- Nicole Zieba
- Service Employees International Union (SEIU) Local 521
- Proteus, Inc.
- Kaiser Permanente
- Fresno County Board of Supervisors
- Fresno County Economic Opportunities Commission
- Fresno City Council
- Clovis Unified School District
- Walter & Wilhelm Law Group
- State Center Community College District
- Community Medical Centers
- Anthem Blue Cross
- Office of Community & Economic Development
- Economic Development Corporation Serving Fresno County
- Gill Insurance Agency
- West Hills Community College District
- LifeBridge International
- Hensley Associates
- Department of Social Services
- Southwest Transportation Agency
- Internal Brotherhood of Electrical Workers (IBEW) #100
- Richard Heath & Associates
- State of California, Department of Rehabilitation
- Fresno County Board of Supervisors
- Pacific Gas & Electric
- Fresno Unified School District
- German Auto Repair
- Unlimited Energy
- The Rios Company
- UEI College
- Jain Irrigation, Inc.
- AAA of North California, Nevada, Utah
- Housing Authority of the City & County of Fresno
- Wells Fargo Bank
- State Center Federation of Teachers, APT Local 1533
- Weber BMW
- Just Pictures
- Fresno City Firefighters Association Local 753
- American Association of Retired Persons (AARP) Foundation
- Communications Workers of America, Local #9408
- Saviez Farms
- Simonian Fruit Company
- State Employment Development Department
- United Food and Commercial Workers (UFCW) Local 8
- Quad Knopf
- City of Fresno

Tom Richards, Chair Penstar Group
 Blake Konczal, Executive Director



FRWIB Committee Chairs

Tom Richards, Chair
Executive Committee

Michael Dozier, Chair
Adult Council

Alice Saviez, Chair
Business & Industry Committee

Kirk Hunter, Chair
Youth Council

Partners

The City of Fresno
The County of Fresno
American Association of Retired Persons
Fresno • Madera • Tulare • Kings Central Labor Council
Clovis Unified School District
Department of Rehabilitation
Employment Development Department
Fresno County Economic Opportunities Commission
Fresno Unified School District
Housing Authorities of the City and County of Fresno
Proteus, Inc.
State Center Community College District
West Hills Community College District



