



State of California
Employment Training Panel

Training Proposal for:
Contractors' Alliance of Richmond
Agreement Type: MEC - Entrepreneurial
Agreement Number: ET09-0338

Panel Meeting of: **November 14, 2008**

ETP Regional Office: **San Francisco Bay Area**

Analyst: T. Teles

CONTRACTOR:

- MEC Eligibility: Trade Association
- Type of Industry: Various Construction

CONTRACT:

- Program Costs: \$26,400
- Multiple Employer Support: \$1,830
- Total ETP Funding: \$28,230
- County(ies) Served: Contra Costa
- Average Cost Per Trainee: \$941
- Number to be Trained: 30
- Training Menu: Business Skills
- Range of Hours: 8-60 Weighted Average: 40
- Multiple Job Numbers: Yes No
- Subcontractor: Project Support Services of San Francisco will deliver Business skills for a fee of \$3,600.
- Third Party Services: To Be Determined

INTRODUCTION

The proposed contractor qualifies for ETP funding as a Group of Employers as outlined under Title 22, California Code of Regulations (CCR), Section 4400(j)(3). The Contractors' Alliance of Richmond (CAR) was formed by Richmond residents in February 2005 as a group of licensed contractors and business owners specializing in the building trades. CAR is being funded under SET funding Title 22, CCR, Section 4409(a) since it does not have any out-of-state competition. CAR assists its members and the community by providing easy access to experienced contractors and established business owners promoting economic growth in the community by contracting with Richmond owned businesses and ensuring compliance with federal, state, and local ordinances. The alliance has successfully negotiated agreements with the City of Richmond and West Contra Costa County Unified School District to: hold mandatory pre-bid conferences; provide assistance to contractors needing to obtain bonding; and establish a contract compliance office in the City of Richmond. Additionally, CAR provides a network for ongoing training programs such as surety bonds, owner consolidated insurance, technical assistance, financial assistance, and mentorship.

CAR representatives request funding to provide training that will assist 30 small business owners to bid and obtain contracts, manage projects, and develop employees. The City of Richmond has several billion dollars of current and planned construction projects and the training will give small business owners the skills to successfully bid and earn contracts as well as manage the contracts once awarded. Furthermore, CAR is committed to the use of best practices in sustainable development and will offer training in Leadership in Energy and Environmental Design which will help to move the small businesses into environmentally sustainable construction (green buildings).

The training will have immediate, practical application and participants will also benefit from one-on-one consultations with subject and industry experts as well as assistance in obtaining financing and new market opportunities.

RECOMMENDATION

Staff recommends approval of this proposal.