

**Workforce Investment Board  
Executive Committee  
1880 W. Wardrobe Ave  
Monday, May 5, 2008, 7:30-9:00 A.M.  
Meeting Agenda**



<http://www.co.merced.ca.us/wi/wib/wib.html>

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1. Call to Order/Roll Call.....
  2. Approval of Agenda .....
  3. Approval of April 7, 2008 Minutes.....
  4. Public Opportunity to Speak.....
  5. Action Agenda .....
  - a. Memorandum of Understanding Amendment with Dept of Rehabilitation ..... Alfredo Mendoza
  - b. Youth Program Provider Selection ..... Rennise Ferrario
  - c. One-Stop Certification ..... Brian Cutler
  - d. Workforce Investment Board Membership – Ms. Debra Glass..... Alfredo Mendoza
  - e. Workforce Investment Board Membership – Ms. Loretta Schlosser ..... Alfredo Mendoza
  6. Discussion .....
  - a. Workforce Investment Board Strategic Scorecard ..... Alfredo Mendoza
  - b. Participant Data Report and Report Format..... Brian Cutler/Jackie Walther Parnell
  7. Information .....
  - a. Workforce Investment Board Nomination Committee..... Brian Cutler
  - b. Advocacy Update ..... Brian Cutler
  - c. Rescission Update ..... Jackie Walther-Parnell
  - d. Fiscal Reports ..... Jackie Walther-Parnell
  8. Director Comments.....(5 min)
  9. Chair Comments .....(5 min)
  10. Next Meeting – June 2, 2008 .....
  11. Adjourn .....

**Workforce Investment Board  
Executive Committee  
1880 W. Wardrobe Ave  
April 7, 2008, 7:30-9:00 a.m.  
Meeting Minutes**



<http://www.co.merced.ca.us/wi/wib/wib.html>

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**Members Present:**

|                       |                   |                  |
|-----------------------|-------------------|------------------|
| Don Bergman           | Kathleen Crookham | Rennise Ferrario |
| Robert Harmon (Chair) | Albert Montejano  | Al Romero        |
| Vann (Mike) Smith     |                   |                  |

**Members Absent:**

Edward Dietz

**Others Present:**

|                        |              |            |                 |
|------------------------|--------------|------------|-----------------|
| Andrea Baker           | Brian Cutler | Dee Knight | Alfredo Mendoza |
| Jackie Walther-Parnell |              |            |                 |

- 
1. Call to Order/Roll Call: The Chair, Mr. Robert Harmon, called the meeting to order at 7:34 a.m. Roll call was taken.
  2. Approval of Agenda: It was *M/S/C Smith/Ferrario* to approve the agenda as published.
  3. Approval of Minutes: It was *M/S/C Bergman/Montejano* to approve the February 4, 2008 minutes.
  4. Public Opportunity to Speak: None.
  5. Action Agenda:
    - a. PLATO Lab Contract Merced Adult School – It was *M/S/C Smith/Montejano* to approve the contract with Merced Adult School for PLATO basic skills instruction at Merced Worknet.
    - b. PLATO Lab Contract Merced College – It was *M/S/C Montejano/Crookham* to approve the contract with Merced College for PLATO basic skills instruction at Los Banos Worknet.
    - c. Workforce Investment Board Strategic (WIB) Scorecard Alignment – It was *M/S/C Crookham/Montejano* to update and align the WIB Strategic Scorecard with the WIB’s current goals, and bring back to the Executive Committee for approval.
  6. Discussion:
    - a. Workforce Investment Board Strategic Scorecard – The following items were reviewed on the scorecard:

Measurement Category: Customer Perspective

      3. Workforce Development Advocacy/Awareness (Written Communications to legislators)

Measurement Category: Internal Operations/Organizational Effectiveness

      - 1.a. Plan vs Actual Participant Activity – Numbers (Participant Reports): It was suggested the summary be more clearly stated by changing the format as follows: Add a “Total” column after “Other Exits”; Add a “footnote” explaining the results of the “cumulative” column; and Add the “Target Percentage” at the top of the page like on the fiscal report.

Customer Service/Satisfaction Summary “How Did You Hear About Us?”: It was suggested the Department should do more public service announcements on KUBB Country and the Dennis Daly show so the community would know the connection of the WIB with Worknet.

1.b. Report Results – Monitoring (EDD Monitoring)

Measurement Category: Financial/Market Perspective

1. Expenditures – Fiscal Reports

Measurement Category: Learning and Innovation

1.a. Influence the Workforce Investment System – Education (BOS Business Education Alliance of Merced County Resolution)

7. Information:

a. Workforce Investment Board Nomination Committee: The Chair noted he is selecting members to serve on this committee. All officers must come from the private sector. The nominations will be presented to the WIB in May 2008.

b. Recertification Committee: Staff noted the committee met Mar 27, 2008, and will meet again on April 10, 2008, to further discuss the process to be used for the recertification.

c. CalGrip Update: This is funding received from the Dept of Labor through the Governor’s 15% discretionary fund for the CA Gang Reduction Intervention & Prevention Program. It is a collaborative effort of the Dept of Workforce Investment, Probation and Merced County Office of Education (MCOE) to transition 35-40 youth out of Bear Creek Academy back into the community by providing them with a plan and pathway for self-sufficiency. The MCOE Empower Program model will be used. Enrollment in the program will start next week.

d. Advocacy Update

e. Enterprise Zone Update

f. Fiscal Reports

g. Rescission Update

Ms. Kathleen Crookham noted that she and representatives from Merced College, Mercy Hospital, Golden Valley Health Centers and Dept of Workforce Investment met with Assemblymember Cathleen Galgiani who is looking into getting a grant for Registered Nurses. The WIB Chair will be notified of the next meeting.

8. Director Comments: Ms. Andrea Baker noted the EDGE Campaign is going to start writing language for a new law instead of worrying about WIA reauthorization. If anyone has ideas that should be included for small and/or rural counties, to please let her know.

Merced Sun-Star is doing a story on Poverty in May 2008, and Merced Worknet is part of the solution portion of the article.

9. Chair Comments: The Chair thanked everyone for their participation in the meeting and coming out so early in the morning.

10. Next Meeting: May 5, 2008, Dept of Workforce Investment Large Conference Room, 1880 W. Wardrobe Ave.

11. Adjourn: The meeting adjourned at 8:20 a.m.

**TO: Workforce Investment Board**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: One-Stop Partner Memorandum of Understanding – California State Department of Rehabilitation.**

**PROPOSED MOTION(S): Approve One-Stop Partner Memorandum of Understanding (MOU) Amendment #6 between Workforce Investment Board and California State Department of Rehabilitation, and forward recommendation to the Board of Supervisors.**

**DISCUSSION: Section 121 of the Workforce Investment Act requires that Memorandums of Understanding (MOUs) be developed between Merced County Workforce Investment Board and the Partners of the One-Stop system. The MOU covers services to be provided through the One-Stop Delivery System. The MOU with California Department of Rehabilitation will expire June 30, 2008.**

**This amendment will extend the duration of the MOU to the “repeal of the Workforce Investment Act of 1998” and update the current information on file for California State Department of Rehabilitation.**

**ATTACHMENT(S):  
Dept of Rehabilitation MOU available at meeting.**

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: RFP Evaluation Committee**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Youth Program Provider Selection for PY 2008/09**

**PROPOSED MOTION(S): That the Executive Committee accept the Youth Council Evaluation Committee's Recommendation for 2008/09 Youth Programs and direct Workforce Investment to bring the negotiated contracts to the Board of Supervisors for approval.**

**DISCUSSION: On December 3, 2007, the Workforce Investment Board's Executive Committee directed that a Request for Proposal (RFP) be issued for the 2008/09 Workforce Investment Act Youth Programs. That RFP was issued February 4, 2008, and closed March 20, 2008. The Youth Council formed an Evaluation Committee to rate proposals to the RFP. That committee met with Admin Services/Support Services staff on April 3, 2008, and submitted evaluations for the In-School and Out-of-School Youth Programs for the PY 2008/09. One youth program provider submitted proposals for both the In-School and Out-of-School Youth Programs.**

**If approved, Merced County Office of Education will continue to serve participants in the Younger Youth Program at a cost not to exceed \$660,000, and continue to serve participants in the Out-of-School Youth Program at a cost not to exceed \$440,000, to include participants that are currently in follow-up.**

**The Board of Supervisors may sign the new agreement June 10th or 17th. The new programs will begin July 1, 2008.**

**ATTACHMENT(S): N/A**

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: One-Stop Certification**

**PROPOSED MOTION(S): Approve submission of application for California Prospector Award One-Stop Certification under the California Awards for Performance Excellence (CAPE) for the Merced Worknet.**

**DISCUSSION: In November 2003, in accordance with Section 117 of the Workforce Investment Act, the Workforce Investment Board (WIB) approved a two-year One-Stop Certification of the Merced Worknet Employment Resource Center. In November 2005, the WIB recertified the Merced Worknet Employment Resource Center for a three-year period ending November 2008. At the January 10, 2008 WIB meeting, the WIB approved assembling an ad hoc committee to determine the next one-stop recertification process.**

**The Ad Hoc Recertification Committee has reviewed several options for the process, and is recommending the Prospector Award One-Stop Certification under CAPE. Among the reasons for the recommendation are cost, staff and committee time, and the fact that the Prospector Award includes a comprehensive feedback report.**

**WIB costs are as follows:**

|  |                       |
|--|-----------------------|
| <b>CAPE Prospector Application fee .....</b>       | <b>\$1,895</b>        |
| <b>MaryAnn Pranke Training and Consulting, Inc</b> |                       |
| <b>for revising current application .....</b>      | <b><u>\$1,500</u></b> |
| <b>Total</b>                                       | <b>\$3,395</b>        |

**ATTACHMENT(S):  
California Prospector Award Detail**

## **Prospector Award - At a Glance**

|                                |   |
|--------------------------------|---|
| <b>Timeline:</b>               | Application received year-round.  |
| <b>Intent to Apply:</b>        | Due one month prior to application submission.  |
| <b>Application Fee:</b>        | \$1895  |
| <b>Fee:</b>                    | K-12 Education -\$1,695   |
| <b>Organizational Profile:</b> | Five pages.   |
| <b>Criteria:</b>               | California Awards for Performance Excellence™ criteria (based on National MBNQA).                               |
| <b>Criteria Response:</b>      | Up to 25 pages.   |
| <b>Recognition:</b>            | Presentation of the Prospector Award™; at the annual California Awards for Performance Excellence conference.   |
| <b>Award:</b>                  | The California Prospector Award™.   |
| <b>Scoring:</b>                | CAPE™ band only - No point score.   |
| <b>Site Visit:</b>             | No site visit required.   |
| <b>Copies:</b>                 | Applicants must submit five copies of their application.  |
| <b>Feedback:</b>               | Comprehensive written feedback report at the item level by certified CAPE™ judges and examiner team.            |
| <b>Options:</b>                | Half-day executive briefing meeting with senior examiner (\$1500 per CAPE representative plus travel expenses). |

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Workforce Investment Board Membership – Ms. Debra Glass, Merced Adult School**

**PROPOSED MOTION(S): Accept the nomination of Ms. Debra Glass and forward to the Board of Supervisors for approval.**

**DISCUSSION: Section 117 of the Workforce Investment Act (WIA) outlines criteria for membership on the local Workforce Investment Board (WIB). One of the requirements is that “representatives of local educational entities, including representatives of local educational agencies, local school boards, entities providing adult education and literacy activities, and postsecondary educational institutions” be part of the WIB composition (Sec. 117(2)(A)(ii)).**

**Ms. Carole Roberds, Merced Adult School, will be retiring and has nominated Ms. Debra Glass for membership on the WIB as an educational entity representative. Ms. Glass is currently the Vice Principal for Merced Adult School and will assume the duties of Principal on July 1, 2008.**

**ATTACHMENT(S):  
Application will be available at the meeting**

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Workforce Investment Board Membership – Ms. Loretta Schlosser, Merced County Commerce, Aviation and Economic Development, CAED**

**PROPOSED MOTION(S): Accept the nomination of Ms. Loretta Schlosser and forward to the Board of Supervisors for approval.**

**DISCUSSION: Section 117 (b)(2)(iv) of the Workforce Investment Act outlines criteria for membership on the local Workforce Investment Board (WIB). One of the membership requirements is to have “representatives of economic development agencies, including private sector economic development entities” be part of the WIB composition (Sec. 117(2)(A)(v)).**

**Ms. Loretta Schlosser was nominated by the Merced County Department of Commerce, Aviation, and Economic Development (CAED) Director Mr. John Fowler for membership on the WIB as an Economic Development Representative. Ms. Loretta Schlosser has been involved in the Business Education Alliance of Merced (BEAM), past president of the California Association of Enterprise Zones, numerous Chambers of Commerce and member of the California Association for Local Economic Development (CALED). Mr. John Fowler’s term will expire on July 1, 2008. Ms. Schlosser’s membership will be effective July 1, 2008, as a new member.**

**ATTACHMENT(S):**

**Application will be available at the meeting.**

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Workforce Investment Board (WIB) Strategic Scorecard Alignment**

**PROPOSED MOTION(S): Accept the revised Workforce Investment Board Strategic Scorecard.**

**DISCUSSION: The WIB Strategic Scorecard is used to manage the attainment of the WIB's efforts and has been updated and aligned with the current WIB goals. The four areas of the Scorecard continue to be relevant to the attainment of WIB goals. Each section of the Scorecard is labeled by color to show the connection/alignment between the WIB goals and the Strategic Scorecard.**

**The primary change and recommendations are focused on Goal 2: "Increased private sector involvement and ownership of the WIB." It is recommended that this goal be achieved through the Scorecard's "Customer Perspective" Measurement Category under item (3) labeled Workforce Development Advocacy/Awareness.**

**Recommendations**

- 1. The method used to accomplish this goal may be "mentoring" of newly appointed WIB members by members that have been on the WIB for at least one year.**
- 2. Another recommendation may be that the WIB be informed (at every meeting) of the number of members required, and request that members provide leads for the areas of membership that are lacking representation. Leads may be followed up by members or staff as requested.**
- 3. The third recommendation is that WIB members be requested to inform at least one colleague (every month) about the purpose and function of the Workforce Investment Board, and its connection to the community.**





**ATTACHMENT(S): Revised Strategic Scorecard**

MERCED COUNTY WORKFORCE INVESTMENT BOARD STRATEGIC SCORECARD

WIB GOALS

- Goal 1: Clarified roles & responsibilities & improved communication in economic development.
- Goal 2: Increased private sector involvement & ownership of the WIB.
- Goal 3: Increased visibility with clear, consistent message focused on business.
- Goal 4: More diverse resources & efficiency / effectiveness measures.
- Goal 5: Identify & deliver services needed by business.
- Goal 6: Implement one additional industry cluster.
- Goal 7: Increased support for K-12 improvement.

**Measurement Category: Customer Perspective**

| Measure/Indicator   | Metrics   | Method  | How Often Review      | Responsible WIB Committee |
|---|---|---|-----------------------|---------------------------|
|  1. Business Customer Satisfaction<br>a. Employer Needs Are Being Met   | 80% Satisfaction Rate & Increase in the # of Employers using Worknet Services | Face to face 10 Question Survey of 30 Employers     | Annually (July)       | Exec                      |
|  b. Are the Right Industries Targeted <ul style="list-style-type: none"> <li>• Economic Development Targeted Industries</li> <li>• Growth Industries</li> </ul> | Compare targets and adjust industry focus, if necessary                       | Review LMI (Growth Industries & Early Warning Data) | Annually (July)       | Exec                      |
|  2. Job Seeker Customer Satisfaction<br>a. Job Seeker Needs Are Being Met  | 90%   | Customer Satisfaction Surveys                       | Biannually (Jan/July) | Exec                      |
| b. Input from Customers Is Used To Improve Services   | Rating to meet or exceed  | One Stop Management                                 | Biannually (Jan/July) | Exec                      |
|  3. Workforce Development Advocacy/Awareness  | # Of Face to Face Meetings<br><br># Of Written                                | Meetings with Legislators                           | Annually (April)      | Executive                 |

MERCED COUNTY WORKFORCE INVESTMENT BOARD STRATEGIC SCORECARD

|  |  |   |  |
|--|--|---|--|
|  | <p>Communications</p> <p>Voting record of Legislators</p> <p>Positive impact to Support Local Control</p> <p>Stable or increased WIA Funding</p> | <p>Written Communication with Legislators (requesting a response)</p> <p>Invitations to WIB Meetings</p> <p>Invitations to Worknet, i.e., for a tour, Chamber Mixer, etc.</p> |  |
|--|--|---|--|

**Measurement Category: Internal Operations/Organizational Effectiveness**

| Measure/Indicator   | Metrics                                  | Method                  | How Often Review            | Responsible WIB Committee |
|---|--|-------------------------|-----------------------------|---------------------------|
| 1. Program Accountability:  |  |                         |                             |                           |
| a. Plan vs. Actual Participant Activity   |  |                         |                             |                           |
| Numbers   | Planned vs. Actual                       | Participant Reports     | Quarterly (Oct/Jan/Apr/Jul) | Exec                      |
| Merced County Population  | Participants vs. Merced Co. Demographics | Participant Reports     | Biannually (Jul/Jan)        | Exec                      |
| <ul style="list-style-type: none"> <li>• Demographics</li> <li>• White – 40.6%</li> <li>• Hispanic – 45.3%</li> <li>• Asian – 6.8%</li> <li>• African Amer – 3.8%</li> <li>• Amer Indian – 1.2%</li> <li>• Others – 2.3%</li> </ul> |  |                         |                             |                           |
| <ul style="list-style-type: none"> <li>• Performance Measures</li> </ul>  | Attain 80% level on Goals                | Performance Reports     | Quarterly (Nov/Feb/May/Oct) | Exec                      |
| b. Report Results:  |  |                         |                             |                           |
| <ul style="list-style-type: none"> <li>• Audits</li> </ul>  | Zero Findings                            | <del>Single Audit</del> | Annually (May)              | Exec                      |

Deleted: County Audit  
Single Unit Federal Audit

MERCED COUNTY WORKFORCE INVESTMENT BOARD STRATEGIC SCORECARD

|   |   |  |  |              |
|---|---|--|--|--------------|
| <ul style="list-style-type: none"> <li>• Monitoring</li> <li>• Youth Quarterly Program Reports</li> <li>    Out-of-School Youth</li> <li>    Younger Youth</li> </ul> <p>c. Resources are Allocated Appropriately:</p> <ul style="list-style-type: none"> <li>• The Selected Industry Cluster and Occupations Within The Cluster Are Being Supported</li> <li>• Quality Controls</li> <li>• Productivity</li> </ul> | Acceptable Progress   | EDD Monitoring<br>WI Monitoring                    | Annually (Feb)<br>Biannually (Jan/Jul) | Exec         |
|   | Acceptable Progress   | Report from MCOE                                   | Quarterly                              | YC           |
|   |   | Report from MCOE                                   | Quarterly                              | YC           |
|   | Review results of training and job placements in the industry | Identify and select industry cluster               | Annually (July)                        | Exec         |
|   | Improved Scores   | Customer Satisfaction Data<br>Performance Measures | Annually (July)<br>Annually (July)     | Exec<br>Exec |
| Attainment  |   |  |  |              |

**Measurement Category: Financial/Market Perspective**

| Measure/Indicator   | Metric                      | Method         | How Often Review | Responsible WIB Committee |
|---|-----------------------------|----------------|------------------|---------------------------|
| 1. Expenditures including: <ul style="list-style-type: none"> <li>• Obligations</li> <li>• Accruals (Expenses)</li> <li>• Encumbrances</li> <li>• By funding source</li> <li>• By service</li> <li>• Plan vs. Actual</li> </ul> | 80% Expended by End of Year | Fiscal Reports | Monthly          | Exec                      |
| 2. Revenue & Resources:   |                             |                |                  |                           |
| a. Grants   | #s Received                 | WI Report      | Quarterly        | Exec                      |

MERCED COUNTY WORKFORCE INVESTMENT BOARD STRATEGIC SCORECARD

|                       |  |           |   |      |
|-----------------------|--|-----------|---|------|
| b. Revenue Generation | #s Applied for Sources<br># of Sources<br>Amount of \$\$ | WI Report | (Oct/Jan/Apr/Jul)<br>Quarterly<br>(Oct/Jan/Apr/Jul) | Exec |
|-----------------------|--|-----------|---|------|

**Measurement Category: Learning and Innovation**

| Measure/Indicator                            | Metric   | Method                          | How Often Review | Responsible WIB Committee |
|--|--|---------------------------------|------------------|---------------------------|
| 1. Influence the Workforce Investment System |  |                                 |                  |                           |
| a. Education                                 | Report on Activity                             | Participate on the P-16 Council | Quarterly        | Exec                      |
| b. Economic Development Adhoc Committee      | New Jobs Created<br>Jobs Retained or Jobs Lost | Reports by MCEDCO, and CAED     | Quarterly        | Exec                      |



Deleted: BEO  
Deleted: EDAC

**Glossary**

Exec - WIB Executive Committee  
YC - Youth Council

Revision Date: April 29, 2008

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Participant Data Report and Report Format**

**PROPOSED MOTION(S): Review and discuss options for a simplified version of the Participant Reports that are currently being introduced to the Workforce Investment Board (WIB) for information.**

**DISCUSSION: In the previous WIB and Executive Committee meetings, interest has been expressed to simplify the format of the Participant Reports.**

**A new format template will be handed out at the meeting for review and discussion.**

**ATTACHMENT(S):**

**New format will be handed out at the meeting.**

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Workforce Investment Board (WIB) Nomination Committee**

**PROPOSED MOTION(S): Information only.**

**DISCUSSION: The WIB bylaws state: “Officers shall be elected by the Board members each year at the last regular Board meeting of the operating year, which commences on July 1 and ends on June 30...The terms of all officers shall be one (1) year. No person shall serve longer than two (2) terms in each position.”**

**The WIB Chairperson has appointed a nominating committee to recommend nominees by the last WIB meeting of this operating year.**

**The Nomination Committee members are:**

**Peter Fluetsch  
Rennise Ferrario  
John Fowler**

**ATTACHMENT(S): N/A**

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Advocacy**

**PROPOSED MOTION(S): Information only.**

**DISCUSSION: Letters were sent to Senators Diane Feinstein and Barbara Boxer on April 8, 2008, thanking them for signing on to the Cantwell/Collins dear colleague letter regarding the Workforce Investment Act that had been submitted to the Labor – HHS Appropriations Subcommittee. The letter asked to reject the Administration’s proposed cuts and restore funding levels back to current levels.**

**ATTACHMENT(S):**

**One letter to Senator Diane Feinstein**

**One letter to Senator Barbara Boxer**



**WORKFORCE  
INVESTMENT BOARD  
MERCED COUNTY**

Robert Harmon, Chair  
Albert Montejano, 1<sup>st</sup> Vice Chair  
Don Bergman, 2<sup>nd</sup> Vice Chair  
1880 West Wardrobe Ave. Merced, CA 95341  
Phone (209)725-3593 FAX (209)725-3592  
[www.co.merced.ca.us/wi/wib/wib.html](http://www.co.merced.ca.us/wi/wib/wib.html)

April 8, 2008

The Honorable Diane Feinstein  
331 Hart Senate Office Bldg  
Washington, DC 20510

Dear Senator Feinstein:

Thank you for signing on to the Cantwell/Collins dear colleague letter regarding the Workforce Investment Act (WIA) that has been submitted to the Labor-HHS Appropriations subcommittee. The rejection of the Administration's proposed finding cuts, and a restoration of funding levels back to current levels at a minimum are critical.

Your support of the Nation's workforce is the keystone for the health of our economy. Approximately 80% of the workforce in the next 20 years is already working. These workers must continue to learn new skills in order that the Nation's productivity continues, and we can compete globally. Additionally, your support of the Workforce System is appreciated by the hundreds of private sector business volunteers who serve on local Workforce Investment Boards. Like you, their goal is to help their citizens and businesses create and sustain a healthy economy. The WIA is the primary tool that leverages resources in every community to achieve that goal.

Sincerely,

Andrea T. Baker, Director  
Workforce Investment Board



**WORKFORCE  
INVESTMENT BOARD**  
MERCED COUNTY

Robert Harmon, Chair  
Albert Montejano, 1<sup>st</sup> Vice Chair  
Don Bergman, 2<sup>nd</sup> Vice Chair  
1880 West Wardrobe Ave. Merced, CA 95341  
Phone (209)725-3593 FAX (209)725-3592  
[www.co.merced.ca.us/wi/wib/wib.html](http://www.co.merced.ca.us/wi/wib/wib.html)

April 8, 2008

The Honorable Barbara Boxer  
303 Hart Senate Office Bldg  
Washington, DC 20510

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Sincerely,

Andrea T. Baker, Director  
Workforce Investment Board

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Rescission Information and 2008/09 Funding**

**PROPOSED MOTION(S):** None. Information Only.

**DISCUSSION:**

**Rescissions:** Congress enacted a rescission of \$250 million of Workforce Investment Act (WIA) funding based on Dept of Labor’s (DOL) inaccurate depiction of unspent money in the system. In addition, Congress enacted two across-the-board rescissions of 1% and 1.747%, which are applied to different fiscal years. These two rescissions apply to only Adult and Dislocated Worker Funds. We have now received notice of Merced County’s share of all three rescissions as shown in the table below:

|                          | <b>Rescission #1<br/>1% of PY<br/>06/07 Funds</b> | <b>Rescission #2<br/>1.747% of PY<br/>07/08 Funds</b> | <b>Rescission #3<br/>\$250 Million<br/>National<br/>Rescission</b> | <b>Total<br/>Rescission<br/>Amounts</b> |
|--------------------------|---|---|--|---|
| <b>Adult</b>             | \$ 11,679   | \$ 21,162   | \$ 29,596  | \$ 62,437                               |
| <b>Dislocated Worker</b> | \$ 9,695  | \$ 13,692   | \$ 24,263  | \$ 47,650                               |
| <b>Youth</b>             |   |   | \$ 66,992  | \$ 66,992                               |
| <b>Total</b>             | \$ 21,374   | \$ 34,854   | \$ 120,851   | \$ 177,079                              |

**2008/09 WIA Allotment:** The State of California Employment Development Department has announced the release of WIA funds to the Local Workforce Investment Areas for the Adult, Youth and Dislocated Worker funding streams for Program Year 2008/09. These allocations are based on the allotments issued by the US Department of Labor to the states. The new allocations and the comparison to current year allocations are:

|                          | <b>PY 08/09<br/>Allocation</b> | <b>PY 07/08<br/>Allocation</b> | <b>Increased<br/>Allocation</b> |
|--------------------------|--------------------------------|--------------------------------|---------------------------------|
| <b>Adult</b>             | \$ 1,648,103                   | \$ 1,470,295                   | \$ 177,808                      |
| <b>Dislocated Worker</b> | \$ 1,380,143                   | \$ 1,099,664                   | \$ 280,479                      |
| <b>Youth</b>             | \$ 1,760,318                   | \$ 1,590,556                   | \$ 169,762                      |
| <b>Total</b>             | \$ 4,788,564                   | \$ 4,160,515                   | \$ 628,049                      |

**TO: Executive Committee**

**DATE: 5/05/08**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: WIA Fiscal Reports**

**PROPOSED MOTION(S):** None. Information Only.

**DISCUSSION:** Attached is the Fiscal Report for Fiscal Year 2007/08 covering July 1, 2007 through March 30, 2008. This report shows all WIA funds available for Fiscal Year 2007/08, accrued expenditures through March, 2008, and obligations as of February 29, 2008.

Also attached are the Contracts Report showing payments made on accounts receivable contracts and an Enterprise Zone Voucher Report for this fiscal year through April.

Staff will be present at the meeting to answer questions.

**ATTACHMENT(S):**

FY 2007/08 WIA Fiscal Report

Contracts Report

Enterprise Zone Report

**MERCED COUNTY DEPARTMENT OF WORKFORCE INVESTMENT  
FISCAL REPORT FOR FINANCE COMMITTEE  
For Fiscal Year 2007/2008  
July 1, 2007 - June 30, 2008  
Through 03/31/08**

Target 75.00%

| AVAILABLE FUNDS                     |                            |                        | BUDGET   |                            |                    |                | ACTUAL          |              |                          | OBLIGATIONS           |                             |                           | COMMITTED - AVAILABLE |                           |                                   |         |
|-------------------------------------|----------------------------|------------------------|--|----------------------------|--------------------|----------------|-----------------|--------------|--------------------------|-----------------------|-----------------------------|---------------------------|-----------------------|---------------------------|-----------------------------------|---------|
|                                     | Carryover Funds From 06/07 | Appropriation FY 07/08 | Planned for New Funds Per Estimated Plan Mod 7/1/07 to 6/30/08 | Budget for Available Funds | Budget Adjustments | Revised Budget | Accrued Expense | Available    | Percent Expended to Date | Total Obligated Funds | Available after Obligations | Percent Spent + Obligated | Total Committed Funds | Available after Committed | Pct Spent + Obligated + Committed |         |
|                                     |                            |                        |  |                            |                    |                | FY to Date      |              |                          |                       |                             |                           |                       |                           |                                   |         |
| <b>ADULT</b>                        |                            |                        | Core A \$ 313,771  | \$ 364,583                 | \$ (14,804)        | \$ 349,779     | \$ 267,634      | \$ 82,145    | 76.52%                   | \$ 7,075              | \$ 75,069                   | 78.54%                    | \$ 75,069             | \$ -                      | 100.00%                           |         |
| 07/08 Allocation                    |                            | \$ 1,470,295           | Core B \$ 433,231  | \$ 503,389                 | \$ (20,442)        | \$ 482,947     | \$ 383,780      | \$ 99,167    | 79.47%                   | \$ 10,776             | \$ 88,392                   | 81.70%                    | \$ 88,392             | \$ -                      | 100.00%                           |         |
|                                     |                            |                        | Intensive \$ 117,021   | \$ 135,972                 | \$ (5,520)         | \$ 130,451     | \$ 83,737       | \$ 46,714    | 64.19%                   | \$ 2,366              | \$ 44,348                   | 66.00%                    | \$ 44,348             | \$ -                      | 100.00%                           |         |
| PY Cash Balances 6/30/07            | \$ 273,513                 |                        | Training \$ 459,243  | \$ 533,613                 | \$ (14,602)        | \$ 519,011     | \$ 197,408      | \$ 321,603   | 38.04%                   | \$ 62,571             | \$ 259,032                  | 50.09%                    | \$ 259,032            | \$ -                      | 100.00%                           |         |
|                                     | \$ 273,513                 | \$ 1,470,295           | <b>Total</b>   | \$ 1,323,266               | \$ 1,537,557       | \$ (55,369)    | \$ 1,482,188    | \$ 932,559   | \$ 549,629               | 62.92%                | \$ 82,788                   | \$ 466,841                | 68.50%                | \$ 466,841                | \$ -                              | 100.00% |
| <b>DISPLACED WORKER</b>             |                            |                        | Core A \$ 351,873  | \$ 424,327                 | \$ (11,298)        | \$ 413,029     | \$ 222,198      | \$ 190,831   | 53.80%                   | \$ 5,561              | \$ 185,270                  | 55.14%                    | \$ 185,270            | \$ -                      | 100.00%                           |         |
| 07/08 Allocation                    |                            | \$ 1,099,664           | Core B \$ 318,255  | \$ 383,787                 | \$ (15,601)        | \$ 368,186     | \$ 359,779      | \$ 8,407     | 97.72%                   | \$ 8,407              | \$ -                        | 100.00%                   | \$ -                  | \$ -                      | 100.00%                           |         |
|                                     |                            |                        | Intensive \$ 96,107  | \$ 115,896                 | \$ (4,213)         | \$ 111,683     | \$ 57,984       | \$ 53,699    | 51.92%                   | \$ 854                | \$ 52,845                   | 52.68%                    | \$ 52,845             | \$ -                      | 100.00%                           |         |
| PY Cash Balances 6/30/07            | \$ 241,125                 |                        | Training \$ 223,463  | \$ 269,476                 | \$ (16,187)        | \$ 253,289     | \$ 148,882      | \$ 104,408   | 58.78%                   | \$ 17,031             | \$ 87,376                   | 65.50%                    | \$ 87,376             | \$ -                      | 100.00%                           |         |
|                                     | \$ 241,125                 | \$ 1,099,664           | <b>Total</b>   | \$ 989,698                 | \$ 1,193,487       | \$ (47,299)    | \$ 1,146,188    | \$ 788,843   | \$ 357,345               | 68.82%                | \$ 31,854                   | \$ 325,491                | 71.60%                | \$ 325,491                | \$ -                              | 100.00% |
| <b>YOUTH</b>                        |                            |                        | In School \$ 858,900   | \$ 1,221,125               | \$ (26,797)        | \$ 1,194,328   | \$ 570,244      | \$ 624,084   | 47.75%                   | \$ 340,234            | \$ 283,850                  | 76.23%                    | \$ 283,850            | \$ -                      | 100.00%                           |         |
| 07/08 Allocation                    |                            | \$ 1,590,556           | Out of School \$ 572,601                                       | \$ 814,084                 | \$ (40,195)        | \$ 773,889     | \$ 504,745      | \$ 269,144   | 65.22%                   | \$ 138,075            | \$ 131,069                  | 83.06%                    | \$ 131,069            | \$ -                      | 100.00%                           |         |
| PY Cash Balances 6/30/07            | \$ 737,863                 |                        | <b>Total</b>   | \$ 1,431,501               | \$ 2,035,209       | \$ (66,992)    | \$ 1,968,217    | \$ 1,074,989 | \$ 893,228               | 54.62%                | \$ 478,309                  | \$ 414,919                | 78.92%                | \$ 414,919                | \$ -                              | 100.00% |
|                                     | \$ 737,863                 | \$ 1,590,556           |  |                            |                    |                |                 |              |                          |                       |                             |                           |                       |                           |                                   |         |
| <b>ADMINISTRATIVE</b>               |                            |                        | <b>Total Admin</b>   | \$ 416,050                 | \$ 646,762         | \$ (7,419)     | \$ 639,343      | \$ 324,644   | \$ 314,699               | 50.78%                | \$ 7,743                    | \$ 306,956                | 51.99%                | \$ 248,260                | \$ 58,696                         | 90.82%  |
| <b>All Formula Grants</b>           | \$ 1,252,501               | \$ 4,160,515           | <b>Total</b>   | \$ 4,160,515               | \$ 5,413,016       | \$ (177,079)   | \$ 5,235,937    | \$ 3,121,035 | \$ 2,114,902             | 59.61%                | \$ 600,694                  | \$ 1,514,208              | 71.08%                | \$ 1,455,511              | \$ 58,696                         | 98.88%  |
| <b>RAPID RESPONSE/15%/25%</b>       |                            |                        | Rapid Resp. \$ 208,630   | \$ 203,523                 |                    | \$ 203,523     | \$ 142,489      | \$ 61,034    | 70.01%                   | \$ 4,904              | \$ 56,130                   | 72.42%                    | \$ 56,130             | \$ -                      | 100.00%                           |         |
| Formula Rapid Response (541)        | \$ (5,107)                 | \$ 208,630             | CalGRIP* \$ 400,000  | \$ 400,000                 |                    | \$ 400,000     | \$ 4,554        | \$ 395,446   | 1.14%                    | \$ 474                | \$ 394,972                  | 1.26%                     | \$ 34,972             | \$ 360,000                | 10.00%                            |         |
| CalGRIP*                            |                            | \$ 400,000             | CVOC \$ -  | \$ 30,578                  |                    | \$ 30,578      | \$ 30,578       | \$ -         | 100.00%                  | \$ -                  | \$ -                        | 100.00%                   | \$ -                  | \$ -                      | 100.00%                           |         |
| CVOC/DWI Joint Project (537)        | \$ 30,578                  |                        | HCoY \$ -  | \$ 55,000                  | \$ -               | \$ 55,000      | \$ 55,000       | \$ -         | 100.00%                  | \$ -                  | \$ -                        | 100.00%                   | \$ -                  | \$ -                      | 100.00%                           |         |
| High Concentration of Youth (648)   | \$ 55,000                  |                        | <b>Total</b>   | \$ 208,630                 | \$ 689,101         | \$ -           | \$ 689,101      | \$ 232,621   | \$ 456,480               | 33.76%                | \$ 5,378                    | \$ 451,102                | 34.54%                | \$ 91,102                 | \$ 360,000                        | 47.76%  |
|                                     | \$ 80,471                  | \$ 608,630             |  |                            |                    |                |                 |              |                          |                       |                             |                           |                       |                           |                                   |         |
| <b>INCENTIVE AWARDS</b>             |                            |                        | Incentive \$ -   | \$ 22,656                  | \$ (22,656)        | \$ 22,656      | \$ 16,687       | \$ 4,263     | 79.65%                   | \$ 4,263              | \$ -                        | 100.00%                   | \$ -                  | \$ -                      | 100.00%                           |         |
| 07/08 Award (Amount TBD)            |                            |                        |  |                            | \$ 20,950          | \$ 20,950      | \$ 1,706        | \$ 1,706     | 100.00%                  | \$ -                  | \$ -                        | 100.00%                   | \$ -                  | \$ -                      | 100.00%                           |         |
| PY Cash Balances 6/30/07            | \$ 22,656                  |                        | <b>Total</b>   | \$ -                       | \$ 22,656          | \$ (22,656)    | \$ 22,656       | \$ 18,393    | \$ 4,263                 | 81.18%                | \$ -                        | \$ -                      | \$ -                  | \$ -                      | 100.00%                           |         |
| Designated for RN Supportive Svcs   |                            |                        |  |                            |                    |                |                 |              |                          |                       |                             |                           |                       |                           |                                   |         |
| Other Incentive Costs               |                            |                        |  |                            |                    |                |                 |              |                          |                       |                             |                           |                       |                           |                                   |         |
|                                     | \$ 22,656                  | \$ -                   |  |                            |                    |                |                 |              |                          |                       |                             |                           |                       |                           |                                   |         |
| <b>OTHER (DoL, Contract, etc.)</b>  |                            |                        | LVN Project \$ -   | \$ 1,850,443               |                    | \$ 1,850,443   | \$ 442,706      | \$ 1,407,737 | 23.92%                   | \$ 998,762            | \$ 408,975                  | 77.90%                    | \$ 408,975            | \$ -                      | 100.00%                           |         |
| Federal LVN Grant*                  | \$ 1,850,443               |                        | San Joaquin \$ -   | \$ 90,000                  |                    | \$ 90,000      | \$ 2,760        | \$ 87,240    | 3.07%                    | \$ 4,080              | \$ 83,160                   | 7.60%                     | \$ -                  | \$ 83,160                 | 7.60%                             |         |
| San Joaquin Manufacturing Contract* | \$ 90,000                  |                        | Madera \$ -  | \$ 88,163                  |                    | \$ 88,163      | \$ 88,163       | \$ -         | 100.00%                  | \$ -                  | \$ -                        | 100.00%                   | \$ -                  | \$ -                      | 100.00%                           |         |
| Madera Dislocated Worker Contract** | \$ 88,163                  |                        | CCWC (WorkKeys) Contract* \$ 99,137                            | \$ 99,137                  |                    | \$ 99,137      | \$ 44,291       | \$ 54,846    | 44.68%                   | \$ 547                | \$ 54,299                   | 45.23%                    | \$ 54,299             | \$ -                      | 100.00%                           |         |
| CCWC (WorkKeys) Contract*           | \$ 99,137                  | \$ 99,137              | MC Career Advancement Academy \$ 10,000                        | \$ 10,000                  |                    | \$ 10,000      | \$ 5,290        | \$ 4,710     | 52.90%                   | \$ 167                | \$ 4,543                    | 54.57%                    | \$ -                  | \$ 4,543                  | 54.57%                            |         |
| MC Career Advancement Academy       | \$ 10,000                  | \$ 10,000              | <b>Total</b>   | \$ 109,137                 | \$ 2,137,743       | \$ -           | \$ 2,137,743    | \$ 583,210   | \$ 1,554,534             | 27.28%                | \$ 1,003,557                | \$ 550,977                | 74.23%                | \$ 463,274                | \$ 87,703                         | 95.90%  |
|                                     | \$ 2,028,606               | \$ 109,137             |  |                            |                    |                |                 |              |                          |                       |                             |                           |                       |                           |                                   |         |

\* Amounts represent entire multi-year award amounts, which are immediately available. \*\*Reflects contract amendment of February 27, 2008 reducing total contract amount.

**BUDGET:** Includes all funds available for fiscal year based on Plan to be submitted to EDD on request, revised in accordance with latest appropriations information received from Chief, Workforce Services Division, as required. Formula Administrative Funds lose their identity upon appropriation. R760332 Mod 7 adds \$4,844 to FY 06/07 Carryover Funds (not to be used for Administrative Costs.) Budget Adjustments include Federally Mandated Rescissions of April 2008.

**OBLIGATIONS:** Includes funds obligated in contracts and ITA's. Youth Obligations include pending reduction amendments due to rescission. Does NOT include funds committed for operations, or CalGRIP contracts currently being negotiated.

**COMMITTED:** Includes projected staff personnel and overhead costs

**AVAILABLE:** Balance after expenditures and obligations

In-School Youth 53.05%  
Out-of-School Youth 46.95%

**MERCED COUNTY DEPARTMENT OF WORKFORCE INVESTMENT  
WIA CONTRACTS**

| Contract/Vendor Name                         | Contract Number | Total Contract Amt | Start Date | End Date | Contract Balance       | Budget 2007/08 Only    | * Expenditures To-Date | ** Inv's Rec'd Not Yet Pd | *** Inv Through      | **** % Billed | Comments                                       |  |
|--|-----------------|--------------------|------------|----------|------------------------|------------------------|------------------------|---------------------------|----------------------|---------------|--|--|
| Merced Adult School, PLATO Lab (ERC)         | 2007095         | \$ 26,060          | 07/01/07   | 06/30/08 | \$ 15,532.86           | \$ 26,060.00           | \$ -                   | \$ 10,527.14              | Feb '08              | 40%           | Inv to be adjusted at year end for ADA credits |  |
| Merced College-LB Campus PLATO Lab           | 2007105         | \$ 66,584          | 07/01/07   | 06/30/08 | \$ 29,634.51           | \$ 66,584.00           | \$ 36,949.49           |                           | Mar '08              | 55%           |  |  |
| Merced College-Thrive & Survive              | 10850           | \$ 3,649           | 08/01/07   | 06/30/08 | \$ 2,865.15            | \$ 3,649.00            | \$ 783.85              |                           | Dec '07              | 21%           |  |  |
| Merced County Office of Education-ISY        | 2007158         | \$ 735,186         | 07/01/07   | 06/30/08 | \$ 370,505.74          | \$ 735,186.00          | \$ 327,881.84          | \$ 36,798.42              | Mar '08              | 50%           | Pending corrections                            |  |
| Merced County Office of Education-OSY        | 2007159         | \$ 487,586         | 07/01/07   | 06/30/08 | \$ 156,533.71          | \$ 487,586.00          | \$ 287,501.73          | \$ 43,550.56              | Mar '08              | 68%           | Pending corrections                            |  |
| Merced County Office of Education-HC         | 2007053         | \$ 55,000          | 12/01/06   | 12/31/07 | \$ -                   |                        | \$ 55,000.00           |                           | Mar '08              | 100%          |  |  |
| Madera Co. Workforce Development (CB)        | 2007108         | \$ 139,083         | 01/01/07   | 12/31/09 | \$ 104,477.48          |                        | \$ 34,605.52           |                           | Mar '08              | 25%           |  |  |
| Merced College-LVN (CB)                      | 2007120         | \$ 325,594         | 01/01/07   | 12/31/09 | \$ 208,066.06          |                        | \$ 117,527.94          |                           | Mar '08              | 36%           |  |  |
| Stanislaus County (CB)                       | 2007121         | \$ 208,168         | 01/01/07   | 12/31/09 | \$ 204,748.22          |                        | \$ 3,419.78            |                           | Feb '08              | 2%            |  |  |
| State Center Community College District (CB) | 2007104         | \$ 362,032         | 01/01/07   | 12/31/09 | \$ 238,745.22          |                        | \$ 91,790.81           | \$ 31,495.97              | Mar '08              | 34%           | Pending receipt of original inv & b/u          |  |
| Yosemite Community College (CB)              | 2007107         | \$ 290,526         | 01/01/07   | 12/31/09 | \$ 216,256.02          |                        | \$ 65,378.89           | \$ 8,891.09               | Mar '08              | 26%           | Pending receipt of original inv & b/u          |  |
|  |                 |                    |            |          | <b>\$ 2,699,468.00</b> | <b>\$ 1,547,364.97</b> | <b>\$ 1,319,065.00</b> | <b>\$ 1,020,839.85</b>    | <b>\$ 131,263.18</b> |               |  |  |

\* Expenditures To-Date include entire contract period.

\*\* Inv's Rec'd Not Yet Pd include invoices recently received and invoices requiring corrections/backup.

\*\*\* Invoiced Through shows latest dates of service covered by invoices.

\*\*\*\* % Billed is of entire contract, not just current year.

Updated 04/29/08

## Enterprise Zone Deposits from 07/01/07 to 04/30/08.

| Company<br><i>Consultant</i>                            | DWI Fee    | State Fee | Total      |
|---|------------|-----------|------------|
| E & J Gallo Winery                                      |            |           |            |
| <i>Romo &amp; Associates</i>                            | \$1,120.00 | \$280.00  | \$1,400.00 |
| Costco Wholesale Corp.                                  |            |           |            |
| <i>First Advantage</i>                                  | \$280.00   | \$70.00   | \$350.00   |
| In-N-Out Burger   |            |           |            |
| <i>First Advantage</i>                                  | \$40.00    | \$10.00   | \$50.00    |
| Save Mart Supermarkets dba Yosemite Wholesale           |            |           |            |
| <i>First Advantage</i>                                  | \$320.00   | \$80.00   | \$400.00   |
| Home Depot  |            |           |            |
| <i>First Advantage</i>                                  | \$160.00   | \$40.00   | \$200.00   |
| Courtesy Auto Center                                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Guardco Security Services                               | \$360.00   | \$90.00   | \$450.00   |
| West-Mark   |            |           |            |
| <i>None</i>   | \$200.00   | \$50.00   | \$250.00   |
| JSA Restaurant Inc dba McDonald's #4235                 |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| O'Keeffe's, Inc.  |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Bank of America   |            |           |            |
| <i>Ernst &amp; Young LLP</i>                            | \$120.00   | \$30.00   | \$150.00   |
| DiCarlo, Gregory P., MD                                 |            |           |            |
| <i>Essential Business Services, Inc</i>                 | \$40.00    | \$10.00   | \$50.00    |
| Mclane Company, Inc #3804                               |            |           |            |
| <i>TALX Corporation</i>                                 | \$40.00    | \$10.00   | \$50.00    |
| Fineline Industries, Inc.                               | \$440.00   | \$110.00  | \$550.00   |
| JSA Restaurant Inc dba McDonald's #4235                 |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Tim Razzari Nissan                                      |            |           |            |
| <i>None</i>   | \$40.00    | \$10.00   | \$50.00    |
| Tim Razzari Dodge                                       | \$120.00   | \$30.00   | \$150.00   |
| Tim Razzari Ford  | \$160.00   | \$40.00   | \$200.00   |
| O'Keeffe's, Inc.  |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Merced VW Kia Daewoo                                    | \$120.00   | \$30.00   | \$150.00   |
| Starbuck's Coffee Inc #5919                             |            |           |            |
| <i>First Advantage</i>                                  | \$40.00    | \$10.00   | \$50.00    |
| Costco Wholesale Corp.                                  |            |           |            |
| <i>First Advantage</i>                                  | \$40.00    | \$10.00   | \$50.00    |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Central Valley Concrete                                 |            |           |            |
| <i>None</i>   | \$920.00   | \$230.00  | \$1,150.00 |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Tim Razzari Nissan                                      |            |           |            |
| <i>None</i>   | \$160.00   | \$40.00   | \$200.00   |
| Tim Razzari Dodge                                       |            |           |            |
| <i>None</i>   | \$240.00   | \$60.00   | \$300.00   |
| Tim Razzari Ford  |            |           |            |
| <i>None</i>   | \$200.00   | \$50.00   | \$250.00   |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Seivert, Tyler, Teranishi and Associates                |            |           |            |
| <i>None</i>   | \$40.00    | \$10.00   | \$50.00    |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$40.00    | \$10.00   | \$50.00    |
| Ingomar Packing Co.                                     | \$80.00    | \$20.00   | \$100.00   |
| Ingomar Packing Co.                                     | \$280.00   | \$70.00   | \$350.00   |
| JSA Restaurant Inc dba McDonald's #4235                 |            |           |            |

## Enterprise Zone Deposits from 07/01/07 to 04/30/08.

| Company<br>Consultant  | DWI Fee    | State Fee | Total      |
|--|------------|-----------|------------|
| California Enterprise Zone Tax Savings Group LLC<br>O'Keeffe's, Inc.     | \$40.00    | \$10.00   | \$50.00    |
| California Enterprise Zone Tax Savings Group LLC<br>MB Sports            | \$40.00    | \$10.00   | \$50.00    |
| None<br>Tim Razzari Nissan   | \$80.00    | \$20.00   | \$100.00   |
| None<br>Tim Razzari Ford   | \$60.00    | \$10.00   | \$70.00    |
| None<br>O'Keeffe's, Inc.   | \$420.00   | \$70.00   | \$490.00   |
| California Enterprise Zone Tax Savings Group LLC<br>Bertellis Inc.       | \$120.00   | \$20.00   | \$140.00   |
| None<br>McAuley Motors, Inc.   | \$60.00    | \$10.00   | \$70.00    |
| Cassabon & Associates, LLP<br>Tim Razzari Dodge                          | \$60.00    | \$10.00   | \$70.00    |
| None<br>Courtesy Auto Center   | \$120.00   | \$20.00   | \$140.00   |
| California Enterprise Zone Tax Savings Group LLC<br>O'Keeffe's, Inc.     | \$120.00   | \$20.00   | \$140.00   |
| California Enterprise Zone Tax Savings Group LLC<br>Tim Razzari Nissan   | \$60.00    | \$10.00   | \$70.00    |
| None<br>Tim Razzari Dodge  | \$60.00    | \$10.00   | \$70.00    |
| None<br>Tim Razzari Ford   | \$60.00    | \$10.00   | \$70.00    |
| None<br>Courtesy Auto Center   | \$360.00   | \$60.00   | \$420.00   |
| California Enterprise Zone Tax Savings Group LLC<br>Laird MFG, LLC       | \$60.00    | \$10.00   | \$70.00    |
| None<br>Costco Wholesale Corp.   | \$240.00   | \$40.00   | \$280.00   |
| First Advantage<br>Richwood Meat Company Inc                             | \$180.00   | \$30.00   | \$210.00   |
| None<br>Courtesy Auto Center   | \$1,260.00 | \$210.00  | \$1,470.00 |
| California Enterprise Zone Tax Savings Group LLC<br>Wal*Mart WL-2039     | \$60.00    | \$10.00   | \$70.00    |
| ADP Tax Credit Services<br>FP Stores, Inc. 640                           | \$1,200.00 | \$200.00  | \$1,400.00 |
| ADP Tax Credit Services<br>Lowe's Home Improvement Warehouse # 1672      | \$120.00   | \$20.00   | \$140.00   |
| ADP Tax Credit Services<br>Check and Go                                  | \$360.00   | \$60.00   | \$420.00   |
| ADP Tax Credit Services<br>QC Holdings Companies 0676                    | \$120.00   | \$20.00   | \$140.00   |
| ADP Tax Credit Services<br>Foster Poultry Farms NC-033                   | \$240.00   | \$40.00   | \$280.00   |
| ADP Tax Credit Services<br>QC Holding Companies 0683                     | \$240.00   | \$40.00   | \$280.00   |
| ADP Tax Credit Services<br>Mclane Company, Inc #3804                     | \$60.00    | \$10.00   | \$70.00    |
| TALX Corporation<br>Merced Heart Associates (142)                        | \$480.00   | \$80.00   | \$560.00   |
| Payless Shoe #01468<br>M.A.R.S. Stout                                    | \$60.00    | \$10.00   | \$70.00    |
| Courtesy Auto Center<br>California Enterprise Zone Tax Savings Group LLC | \$60.00    | \$10.00   | \$70.00    |
| Courtesy Auto Center<br>California Enterprise Zone Tax Savings Group LLC | \$60.00    | \$10.00   | \$70.00    |

## Enterprise Zone Deposits from 07/01/07 to 04/30/08.

| Company<br><i>Consultant</i>                            | DWI Fee    | State Fee | Total      |
|---|------------|-----------|------------|
| Miller, Martin P., MD                                   | \$60.00    | \$10.00   | \$70.00    |
| Label Technology Inc                                    | \$240.00   | \$40.00   | \$280.00   |
| O'Keeffe's, Inc.  |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Malibu West, LLC  | \$1,020.00 | \$170.00  | \$1,190.00 |
| N & S Tractor Company                                   |            |           |            |
| <i>None</i>   | \$660.00   | \$110.00  | \$770.00   |
| N & S Tractor Dos Palos                                 |            |           |            |
| <i>None</i>   | \$420.00   | \$70.00   | \$490.00   |
| Courtesy Auto Center                                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Dole Packaged Frozen Foods Inc                          |            |           |            |
| <i>KPMG LLP</i>   | \$300.00   | \$50.00   | \$350.00   |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Paul Lyell dba Merced Chiropractic                      | \$60.00    | \$10.00   | \$70.00    |
| Pizza Villa, Inc  |            |           |            |
| <i>Moss Adams, LLP</i>                                  | \$120.00   | \$20.00   | \$140.00   |
| Bertellis Inc.  | \$60.00    | \$10.00   | \$70.00    |
| Walgreens #3330   |            |           |            |
| <i>Maximus</i>  | \$60.00    | \$10.00   | \$70.00    |
| JSA Restaurant Inc dba McDonald's #4235                 |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Bertellis Inc.  | \$120.00   | \$20.00   | \$140.00   |
| Certified Laboratories of Northern California           | \$120.00   | \$20.00   | \$140.00   |
| O'Keeffe's, Inc.  |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| JSA Restaurant Inc dba McDonald's #4235                 |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Dedicated Management Group LLC OMCL04                   |            |           |            |
| <i>ADP Tax Credit Services</i>                          | \$720.00   | \$120.00  | \$840.00   |
| Tim Razzari Ford  | \$300.00   | \$50.00   | \$350.00   |
| Tim Razzari Dodge                                       | \$180.00   | \$30.00   | \$210.00   |
| Tim Razzari Nissan                                      | \$120.00   | \$20.00   | \$140.00   |
| Courtesy Auto Center                                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$120.00   | \$20.00   | \$140.00   |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Tim Razzari Ford  | \$120.00   | \$20.00   | \$140.00   |
| Cal-Prime Mortgage of Merced, Inc                       | \$420.00   | \$70.00   | \$490.00   |
| West-Mark   | \$240.00   | \$40.00   | \$280.00   |
| Anthony Abbate dba McDonald's #10150                    |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Wal*Mart WL-2039  |            |           |            |
| <i>ADP Tax Credit Services</i>                          | \$60.00    | \$10.00   | \$70.00    |
| Country Villa La Sierra Care Center                     |            |           |            |
| <i>C &amp; I Tax Consultants</i>                        | \$1,080.00 | \$180.00  | \$1,260.00 |
| Country Villa Merced Nursing & Rehab Center             |            |           |            |
| <i>C &amp; I Tax Consultants</i>                        | \$1,260.00 | \$210.00  | \$1,470.00 |
| Country Villa Merced Behavioral Center                  |            |           |            |
| <i>C &amp; I Tax Consultants</i>                        | \$1,500.00 | \$250.00  | \$1,750.00 |
| JSA Restaurant Inc dba McDonald's #4235                 |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Pick N Pull   |            |           |            |
| <i>Daniels Consulting</i>                               | \$60.00    | \$10.00   | \$70.00    |
| O'Keeffe's, Inc.  |            |           |            |
| <i>California Enterprise Zone Tax Savings Group LLC</i> | \$60.00    | \$10.00   | \$70.00    |
| Foster Poultry Farms                                    |            |           |            |

## Enterprise Zone Deposits from 07/01/07 to 04/30/08.

| <b>Company<br/>Consultant</b>   | <b>DWI Fee</b> | <b>State Fee</b> | <b>Total</b> |
|---|----------------|------------------|--------------|
| <i>California Credits Group, LLC</i><br>Anthony Abbate dba McDonald's #10150                              | \$840.00       | \$140.00         | \$980.00     |
| <i>California Enterprise Zone Tax Savings Group LLC</i><br>Courtesy Auto Center                           | \$60.00        | \$10.00          | \$70.00      |
| <i>California Enterprise Zone Tax Savings Group LLC</i><br>Save Mart Supermarkets dba Yosemite Wholesale  | \$60.00        | \$10.00          | \$70.00      |
| <i>First Advantage</i><br>Home Depot (LB)   | \$60.00        | \$10.00          | \$70.00      |
| <i>First Advantage</i><br>O'Keeffe's, Inc.  | \$1,620.00     | \$270.00         | \$1,890.00   |
| <i>California Enterprise Zone Tax Savings Group LLC</i><br>JSA Restaurant Inc dba McDonald's #4235        | \$60.00        | \$10.00          | \$70.00      |
| <i>California Enterprise Zone Tax Savings Group LLC</i><br>Tim Razzari Dodge                              | \$60.00        | \$10.00          | \$70.00      |
| Tim Razzari Ford  | \$60.00        | \$10.00          | \$70.00      |
| Tim Razzari Nissan  | \$60.00        | \$10.00          | \$70.00      |
| Courtesy Auto Center  |                |                  |              |
| <i>California Enterprise Zone Tax Savings Group LLC</i><br>Anthony Abbate dba McDonald's #1313            | \$60.00        | \$10.00          | \$70.00      |
| <i>California Enterprise Zone Tax Savings Group LLC</i><br>Anthony Abbate dba McDonald's Corporate Office | \$60.00        | \$10.00          | \$70.00      |
| <i>California Enterprise Zone Tax Savings Group LLC</i>   | \$60.00        | \$10.00          | \$70.00      |

|                |                  |                   |
|----------------|------------------|-------------------|
| <b>DWI Fee</b> | <b>State Fee</b> | <b>Total Fees</b> |
| \$25,640.00    | \$4,780.00       | \$30,420.00       |