

**TO: Executive Committee**

**DATE: 5/04/09**

**FROM: WIB Staff**

**For Action**

**For Information**

**For Discussion**

**SUBJECT: Business Retention Classes (Department of Commerce, Aviation and Economic Development)**

**PROPOSED MOTION(S): Approve negotiation of contract with Department of Commerce, Aviation and Economic Development (CAED) to provide Business Retention Training (using “Business Process Management”) for local employers.**

**DISCUSSION: The Merced Department of Workforce Investment (WI) would like to co-sponsor a Business Process Management Training for Business Retention along with CAED. The training would benefit 15 participants from several different local businesses. The training cost is \$195 per participant. WI would offer 5 scholarships to 5 individuals (total of \$975) to cover their cost of training. To qualify for the scholarships, individuals must represent small business (under 50 employees) and the business must be among the WIB-sponsored industry sectors. Distribution of proceeds will be 40% to CAED for providing the facility, with the remaining 60% to Mr. Doug Kirkpatrick for facilitating the training.**

**ATTACHMENT(S): None**