

**PERALTA COMMUNITY COLLEGE DISTRICT**  
**Board of Trustees Agenda Report**  
**For the Trustee Meeting Date of November 9, 2010**

ITEM # 14

ITEM TITLE: *Independent Contractor Agreement for Growth Sector, Inc.*

Consider Approval of Contractor Agreement for Growth Sector, Inc. to provide customized employer outreach, OJT placement, direct job placement services for the Oakland Green Jobs Corps.

Presenter: Vice Chancellor Deborah Budd

**SPECIFIC BOARD ACTION REQUESTED:**

Consider approval of an independent contractor agreement for Growth Sector, Inc., a Bay Area non-profit organization, in the amount of \$24,662 for performing customized job development and placement services for Laney College's Oakland Green Jobs Corps training program. The scope of work for Growth Sector includes personalized job application coaching, OJT development, and job development and job placement services for Laney's Oakland Green Jobs Corps training contract with the City of Oakland. Growth Sector will be responsible for providing these services for up to 25 students and for preparing reports documenting activities and outcomes.

**ITEM SUMMARY: (PLEASE DISCUSS THIS ITEM)**

Growth Sector will provide customized job development and job placement services for the Oakland Green Jobs Corps program at Laney College.

**BACKGROUND/ANALYSIS:**

The scope and budget for Growth Sector were developed and identified as part of Laney's Oakland Green Jobs Corps contract with the City of Oakland.

**ALTERNATIVES/OPTIONS: NONE**

**EVALUATION AND RECOMMENDED ACTION: APPROVAL**

**SOURCE OF FUNDS (AND FISCAL/BUDGETARY IMPACT): CITY OF OAKLAND SPECIAL FUNDS AWARDED THROUGH COMPETITIVE CONTRACT – CATEGORICAL FUNDS – NO FISCAL IMPACT**

**OTHER DEPARTMENTS IMPACTED BY THIS ACTION (E.G. INFORMATION TECHNOLOGY):**

YES \_\_\_\_\_ No XX

**WHO WILL BE PRESENTING THIS ITEM AT THE BOARD MEETING?**

Vice Chancellor Deborah Budd

**DID A BOARD STANDING COMMITTEE RECOMMEND THE ITEM?** YES \_\_\_\_\_ No X

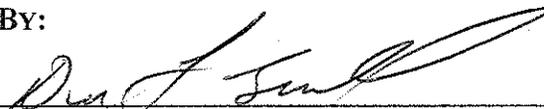
**IF "YES", PLEASE INCLUDE THAT INFORMATION IN YOUR SUMMARY.**

(\*\*\*\*Board contract approval is subject to negotiation and execution by the Chancellor.)

PLEASE ACQUIRE SIGNATURES IN THIS ORDER:

DOCUMENT PREPARED BY:

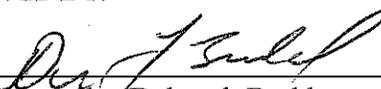
Prepared by:

  
Vice Chancellor Deborah Budd

Date: 11-2-10

DOCUMENT PRESENTED AND APPROVED BY:

Presented and approved by:

  
Vice Chancellor Deborah Budd

Date: 11-2-10

FINANCE DEPARTMENT REVIEW

Finance review required       Finance review *not* required

If Finance review is required, determination is:       Approved       Not Approved

If not approved, please give reason: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Vice Chancellor for Finance and Administration

GENERAL COUNSEL (Legality and Format/adherence to Education Codes):

Legal review required       Legal review *not* required

If Legal review is required, determination is:       Approved       Not Approved

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Thuy T. Nguyen, General Counsel

CHANCELLOR'S OFFICE APPROVAL

Approved, and Place on Agenda       Not Approved, but Place on Agenda

Signature:  Date: 11/3/10  
Wise E. Allen, Chancellor

**Scope of Work  
Growth Sector, Inc.  
For  
Oakland Green Jobs Corp Community Training Program**

**Background**

The Oakland Green Jobs Corp program is funded through a performance contract for Peralta District/Laney College with the City of Oakland. The program consists of the following sequential elements: (1) outreach, recruitment, screening and selection of participants; (2) pre-training in preparation for the skilled trades, basic skills, life skills; (3) advanced Laney College classroom training in green career technical skills; (4) on-the-job training with employers; (5) placement into unsubsidized employment or apprenticeships.

**Growth Sector Role and Scope**

Growth Sector is tasked with delivery of three key programmatic elements: (1) employer outreach and development for 10 employer-sponsored OJT sites; (2) placement of up to 10 participants into OJT slots; and (3) placement of up to 15 participants and 90-day retention in permanent jobs of up to 14 participants.

**Payment Plan**

Using a performance contracting approach, Growth Sector will bill for three categories of activities plus the direct cost of OJT contracts:

Activity #1. Up to \$6,270 for employer outreach and recruitment for OJT participation to provide demonstrated commitments for 10 OJT slots billed at \$627 per OJT slot.

Activity #2. Up to \$6,270 for placement of 10 participants into subsidized OJT slots billed at \$627 per placement.

Activity #3. Up to \$12,122 for unsubsidized placement of 15 participants billed at \$418 per placement and retention of 14 participants for 90 days on the job after unsubsidized placement billed at \$418 per retained participant.

Total contract not to exceed \$24,662

# GROWTH SECTOR

## *A Workforce and Economic Development Non-Profit Consulting Group*

### **GROWTH SECTOR:**

Growth Sector (GS) is a non-profit workforce intermediary focused on developing career pathways leading to high wage, high growth jobs. Growth Sector grows out of six years of increasingly successful work by the organization's principals in developing workforce and economic initiatives in California. Working with community, government and business partners, the organization has served as a catalyst for large scale career pathway initiatives in the bio-tech, energy, utility, green, and public sectors in northern and southern California. These initiatives now encompass over 30 employers including Pacific Gas and Electric, Genentech, Bayer, ConocoPhillips, Exxon Mobil, Solar City, Sungevity, Siemens and Trane and have led to over 500 economically disadvantaged individuals moving to high wage, high growth jobs.

### **DIRECT SERVICES:**

Growth Sector works with city and state governments, post secondary institutions and employers to design and manage regional workforce strategies for growing industries. In this capacity, Growth Sector:

- Develops sector focused partnerships of employers, community colleges and workforce agencies;
- Conducts labor market research and employer development;
- Develops customized employer workforce and economic incentive packages.
- Develops fundraising strategies;
- Develops customized entry and advance training pathways in collaboration with community colleges and workforce partners;

### **ACCOMPLISHMENTS:**

- Planned and implemented programs serving 500 + low income and dislocated workers into energy, utility, biotech, and health care.
- Raised \$10 million in Federal, State, Foundation and Corporate Funding (80% ROI for industries)
- Developed workforce incentive packages for 20 medical device companies, 10 biotech companies, and 7 gas companies in the Bay Area and Los Angeles County
- 2005 -Recognition of Excellence Award - US Department of Labor - Nation's Best Example of an Industry-Community Partnership.
- Publications: Projects highlighted in *Los Angeles Times, Nature, San Francisco Chronicle*

### **CURRENT PROJECTS:**

- Oakland Green Jobs Corps;
- Advisor to Governor's Office of Gang and Youth policy;
- Veterans Utility Employment Project (Bay Area and Fresno);
- Packard Foundation after-school-teaching pathway (Bay Area and Los Angeles);
- Advisor to Alameda, North Central Counties Consortium and San Mateo workforce boards

### **PARTNERS:**

#### **Employers:**

Pacific Gas and Electric  
Genentech Corporation  
Amgen Corporation

Bayer Corporation  
Shell Company  
BP Conoco

Tesoro  
ExxonMobil  
WellTech

**State Government:**

California Labor Agency  
California Employment Development Department  
State of California Community College Chancellor's Office

**Local Government:**

City of Los Angeles  
City of San Francisco Workforce and Economic Development  
San Mateo Health and Human Services  
San Diego Workforce Partnership  
Contra Costa WIB

**Foundations:**

Walter S. Johnson Foundation  
Haas Jr Fund  
David and Lucille Packard Foundation  
Bay Area Funding Collaborative

**Education:**

Los Angeles Harbor Community College  
City College of San Francisco  
Laney Community College  
Fresno City College  
College of San Mateo  
Los Medanos Community College

**Non-Profits**

San Francisco Job Corps  
Los Angeles Job Corps  
South Bay Center for Counseling  
Glide Foundation  
Jewish Vocational Services