

# Update of Economic Development & Contract Education

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Presented by  
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Economic Development and Contract Education

Board of Trustees Meeting  
August 20, 2013

# New Approach to Contract Education

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- In 2003 implemented a “business unit” model to resolve “deficit”
  - Added staff for expanded program
  - Focus changed to revenue generation
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# Contract Education Revenue Trends

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- Steady consistent growth

- 2012-13            \$5,249,210
- 2011-12            \$5,066,312
- 2010-11            \$4,932,233
- 2009-10            \$5,094,415
- 2008-09            \$4,472,018

- #1 in Contract Instruction Revenue for CCC districts every year since 2007

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# Current Programs

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- Small to Mid-Sized Contracts (TDS)
  - Title IV-E County Contracts
  - Apprenticeship Programs
  - OSHA Training Center
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# Training & Development Solutions

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- Working with businesses to provide *on-site, customized* training, assessments, consulting, facility rentals and other services
  - Courses are customized for clients' specific needs – to best serve their employees
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# Training & Development Solutions

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- Pool of instructors who are subject matter experts in their fields, available to address variety of training needs
  - Revenue for FY13: \$465,310
  - Represent the District and provide resources to our constituents beyond the traditional campus offerings
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# Title IV-E County Contracts

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- Training for people who work with foster and adoptive-care children
  - Partner with community-based organizations to deliver training to their own staff, social service and probation staff, foster parents
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# Title IV-E County Contracts

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- Underwrites training related expenses
    - Conferences, seminars
    - National expert presentations
    - Library resources
  
  - Contracts with Alameda, Solano and Mendocino Counties
  
  - Total contracts for FY13: \$4,183,195
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# Apprenticeship Programs

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- CLPCCD serves as Local Educational Agency (LEA) for the following trades:
    - Automotive
    - Electrical
    - Fire/Life Safety Alarms
    - Painting and Drywall
    - Roofing
    - Telecommunication
  
  - Partner with Chabot to provide for credit classes
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# Apprenticeship Programs

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- Two funding sources
    - Montoya/RSI monies: \$155,853/year since 2008
    - Apportionment for OJT/work experience  
FY13=371 FTES = \$1,693,838 (0 FTEF)
  - Commissioner for the California Apprenticeship Council
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# OSHA Training Center

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- Since 2008 -27 federal OSHA Centers in the US – only Center in Nor. Cal.
  - Offer health and safety training – including mandated courses – offered in open enrollment and contract education format
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# OSHA Training Center

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- Partner with safety training programs throughout region nine (CA, NV, AZ, HI, Guam) to deliver classes
  - Was ranked 25<sup>th</sup> in 2010, now 3<sup>rd</sup> in US
  - Revenue for FY13: \$600,704  
(FY12: \$339,681)
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# Where Do We Go From Here?

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- Continue with what works:
    - TDS addresses local workforce training—steady income, serving communities
    - Apprenticeship programs – possible growth with new alignment at state level
    - Title IV-E contracts with counties, explore statewide program
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# Diversification & Growth Opportunity

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- Expand OSHA Training Center
    - Success with partnership model
    - Demonstrated growth potential in other Centers
    - Additional staffing (lost positions with layoffs) required to keep up with demand and to grow programs
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# Your Support Makes This Possible

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- Willingness to “think outside the box”
  - Recognition that success comes by investing in different opportunities
  - Support through challenging as well as successful times
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# Questions & comments?

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