



Golden Sierra

SERVING THE LOCAL ECONOMY

FROM EXECUTIVE DIRECTOR, JASON BUCKINGHAM

Golden Sierra designs programs and partnerships that cement our place as the premier provider of business and job seeker services in our three county region. Thanks to the commitment of our private sector led board, we are able to identify and create opportunity for both job seekers and businesses. We listen to local business needs and evaluate labor market data to champion public sector investments in ways that enhance the economic base and competitiveness of our jurisdiction. The following pages cover some brief examples of our recent successes.

A handwritten signature in white ink, appearing to read "J. Me.", is positioned below the main text block. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

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Golden Sierra is part of a national workforce investment system, funded by the Workforce Investment Act



1/10 Workforce Investment Boards are located in the Golden State

GOLDEN SIERRA WORKFORCE INVESTMENT BOARD

The Golden Sierra WIB is part of a national workforce development system that is funded by the Workforce Investment Act of 1998. Through the WIA, local leaders utilize funding and resources within their communities to benefit job seekers and employers.

HOW DOES GOLDEN SIERRA COMPARE TO THE REST OF CALIFORNIA?

In statewide rankings, Golden Sierra proved it is one of the leaders in workforce investment.

Adults entering employment: **#9 OUT OF 49**

Adult job retention: **#7 OUT OF 49**

Adult average earnings: **#3 OUT OF 49**

Source: Futureworks quarterly ranking system



GOLDEN SIERRA WIB'S SERVICE AREA

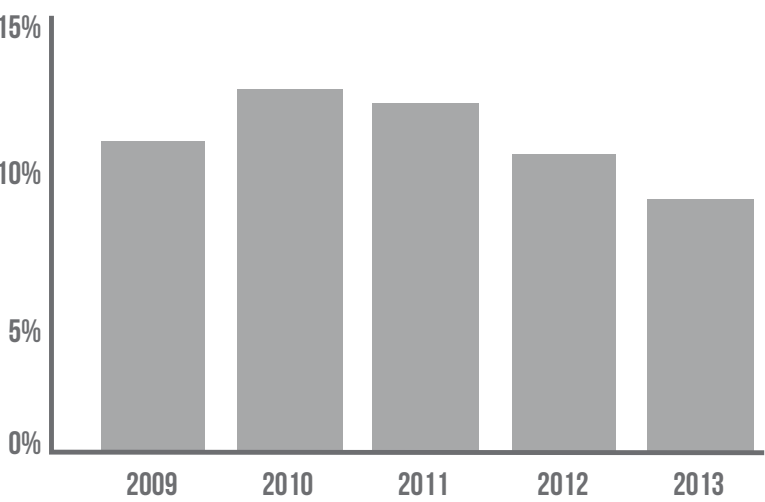
23,700 Unemployed people in our service area

10,000+ Individuals registered for core services in the last 2 years

“BENEFITS [OF GOLDEN SIERRA’S PROGRAMS] ACCRUE TO ALL MEMBERS OF SOCIETY—HIGHER EARNINGS FOR PARTICIPANTS, INCREASED OUTPUT FOR BUSINESSES, AND ADDED TAX RECEIPTS FOR BUSINESS.”

—ECONOMIC MODELING SPECIALISTS INTL.
ANALYSIS OF THE GOLDEN SIERRA JOB TRAINING AGENCY, MARCH 2013

LOCAL UNEMPLOYMENT RATES
SOURCE: US BUREAU OF LABOR



“There is one thing that I keep hearing from both employers and the job seeker side: ‘You are the best-kept secret.’”

—Jason Buckingham
Executive Director

Over the next ten years, Golden Sierra will generate

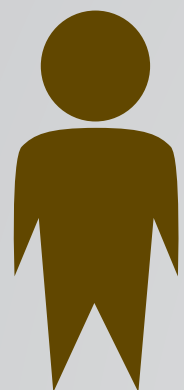
\$1.95 PER \$1.00 SPENT



Source: EMSI, 2013
Analysis of the Golden Sierra Job Training Agency

Each year, the Golden Sierra WIB maximizes its existing resources to secure additional money from other funding sources, allowing us to increase our impact on the economic success of our region through job seeker programs, employer incentives, and specialty services.

These funds are also used to partner with local educational providers, economic development agencies, and businesses to create opportunities for workers and meet the needs of industry, so our region can continue to compete in high growth sectors.



AVERAGE EARNINGS
OF GOLDEN SIERRA
JOB SEEKERS

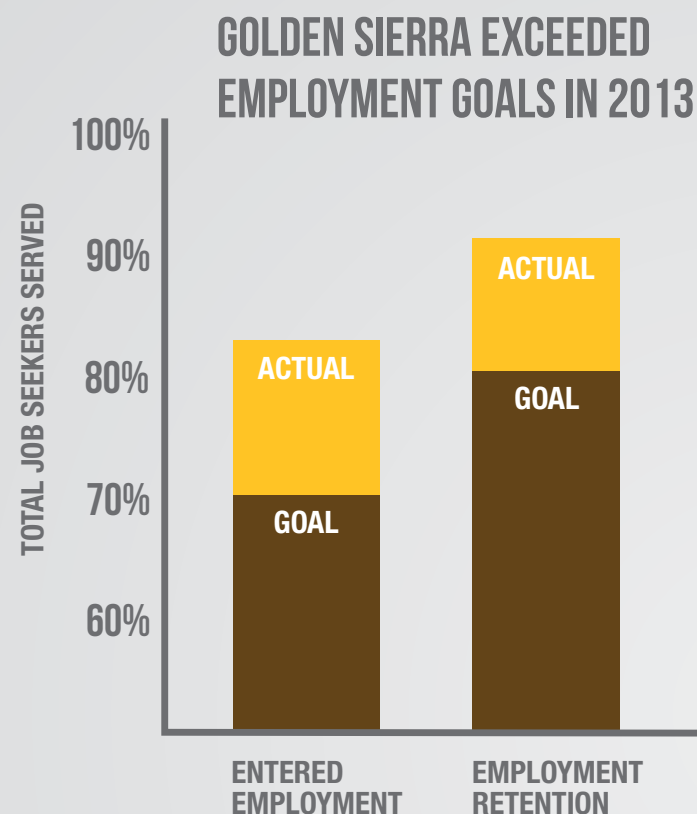
\$20,605

Per person over a 6 month period

\$3.4 MILLION

Projected taxable earnings generated over next
ten years by Adult Job Seekers

Source: EMSI, 2013 Analysis of the Golden Sierra Job Training Agency



“BEFORE I COMPLETED
TRAINING, I FELT
LIKE I WAS NEVER
GOING TO FIND WORK.
TWO DAYS AFTER, I
HAD THREE JOB
INTERVIEWS. I HIGHLY
RECOMMEND GETTING
HELP FROM GOLDEN
SIERRA. THEY WILL
HELP YOU ACHIEVE
YOUR GOALS!”

—SUMMER
CERTIFIED NURSING ASSISTANT

“THE STAFF
AT AUBURN
CONNECTIONS
HELPED ME A LOT
IN GETTING THE
INFORMATION I
NEEDED TO KNOW
TO GET A JOB.”

—MATT

“COME IN, LISTEN,
LEARN AND USE THE
RESOURCES. KEEP
COMING BACK TILL
YOU FIND SUCCESS!
FOLLOWING THE
SUGGESTIONS OF
GOLDEN SIERRA
RESULTED IN MY
BEING APPROVED
FOR 500 HOURS OF
CERTIFIED MASSAGE
THERAPY TRAINING.”

—BRENDA

PROGRAMS FOR JOB SEEKERS

Golden Sierra assists local job seekers in finding and qualifying for meaningful, long-term employment. We provide a variety of free services including job search and placement assistance, individualized career counseling, and occupational training programs.

All adults in the community are eligible to receive our core services, with intensive services being offered on a qualification basis. We also provide transition services to dislocated workers who have received notices of termination or layoff. Supportive services, such as child care, transportation, and housing vouchers may be provided to individuals to ensure success in the programs.

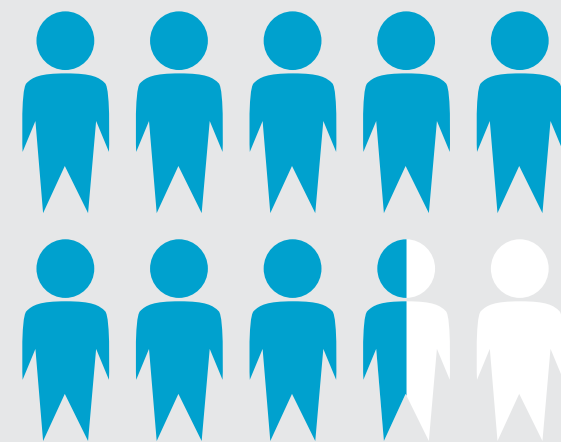
SPOTLIGHT PROGRAMS

IN ADDITION TO CORE JOB SEEKER SERVICES, GOLDEN SIERRA ALSO ADMINISTERS SEVERAL SPECIALIZED PROGRAMS TO MEET THE NEEDS OF SMALLER UNEMPLOYED POPULATIONS. THESE PROGRAMS ADDS SIGNIFICANT TAXABLE INCOME EACH YEAR TO THE LOCAL ECONOMY.



PROFESSIONAL EDGE

The Professional Edge program assists job seekers who have been in the work force for several years and may not be familiar with contemporary hiring processes. Through a 16-week intensive course, clients receive tips on resumes,



85% of participants said Professional Edge was vital to their ability to re-enter the workforce

interviews, technology, and any other skills necessary to match the abilities of their job-seeking competition.

In a group of peers, each participant builds confidence and valuable networking relationships.



VETERAN SERVICES

Golden Sierra provides full services to veterans and eligible spouses on a priority basis. We place a 24-hour “veterans only” hold on all new job listings and ensure that all qualifying veterans are recognized as valued members of the civilian workforce.

1,116
TOTAL VETERANS
HELPED BY GOLDEN
SIERRA IN 2013

Many of our centers include specialized staff who serve eligible Veterans exclusively. These specialized staff also assist those veterans with special needs, such as those with disabilities.



DEI SERVICES

Job seekers who identify themselves as having a disability receive equal opportunity. Our centers use a variety of training programs and assistive technologies to teach individuals to succeed in the mainstream job market.



20% of the labor force are people with disabilities

Source: August 2013, Department of Labor Statistic

Under the DEI initiative, Golden Sierra was designated an Employment Network by the Social Security Administration. We reach out to individuals and customize our services for each participant. As a result, we have helped 124 individuals enter or re-enter the workforce.

PROGRAMS FOR EMPLOYERS

Our suite of services provides local businesses with customizable, no-cost assistance with recruitment, retention, and skill training. Employers also receive financial benefits for hiring qualified individuals, to help offset the cost of training new employees.

Partial list of Golden Sierra Business Partners

Turnure Medical Group

LB Construction

API Marketing

Auburn Extreme Power Sports

Patriot Machining

VSP

Union Pacific

City of Roseville

Predator Industrial

Cokeva

Home Instead Senior Care

Goodwill Industries

PRIDE Industries

Compassion Planet

Doodad Animation

Harris & Bruno

Solarcity

BrightStar



**BUSINESSES SAVE UP TO
\$8,000 PER INDIVIDUAL HIRED**

\$388,096 On-the-Job Training Reimbursements to Employers 2012/13

“GOLDEN SIERRA IS OUR FIRST STOP IN FINDING NEW EMPLOYEES. GOLDEN SIERRA IS IDEAL FOR OUR BUSINESS.”

—KATHY LAWRENCE
OFFICE MANAGER
STB ELECTRICAL TEST EQUIPMENT INC.

600+ Businesses Served in Our Service Area

75 On-the-Job Training Contracts in 2012/13

IN 2013, GOLDEN SIERRA DEVELOPED A COMPREHENSIVE BUSINESS RESOURCE GUIDE, IDENTIFYING SERVICES AND GOVERNMENT PROGRAMS AVAILABLE TO ASSIST THE LOCAL ECONOMY.

Golden Sierra created NEXT to streamline the process for local business owners to make using Golden Sierra’s resources easier and more beneficial. Through recruitment assistance, skill training, and business assistance, Golden Sierra has saved local businesses resources, time and money.

NEXT

“TAKE ADVANTAGE OF THE
CENTER’S SERVICES AND
RESOURCES. THEY WILL
HELP YOU FOCUS ON
YOUR STRENGTHS AND
BUILD CONFIDENCE.”
—CHRISTINA

PROGRAMS FOR YOUTH

Golden Sierra places a strong emphasis on our region’s youth. We provide academic support services such as tutoring and drop-out prevention, as well as mentoring and counseling, career experience, and occupational training.

Specialized staff are available at all our career centers to assist young individuals with successful transition into the workforce.

105%

of literacy or numeracy
goals met

101%

of certificate or
degree goals met

95%

of job placement
goals met

SUCCESSSES

Our programs make a difference. A recent study by EMSI noted that our programs curb the potential for crime and delinquency in our counties.

WHERE DO YOU WANT TO TAKE YOUR BUSINESS

NEXT

NEXT is Golden Sierra's suite of easy to use services and resources designed to empower your business.

goldensierra.com/next

Golden Sierra

WHAT'S NEXT

NEXT is Golden Sierra's suite of easy to use services and resources designed to empower business owners in Alpine, El Dorado, and Placer counties.

We want to build a relationship with you and your business, working together to keep our local economy strong.

BUSINESS ASSISTANCE

NEXT services are customizable but include items such as:

- Interview space
- One-on-one recruitment assistance and recruitment events such as job fairs
- Job postings
- Candidate screening identification and referrals
- Resource library with labor and law, wage and hour, unemployment information
- Hiring incentives up to \$8,000 per individual hired

CUSTOMIZED TRAINING

1. Interview assistance: Golden Sierra will assist in the recruitment process and help you find the right candidate for your business.

ON-THE-JOB TRAINING (OJT)

The NEXT wage reimbursement program provides up to 90% reimbursement for the training of a newly hired individual or to upgrade the skills required to make an employee an existing employee.

As the employer, you have the option to go through your own screening and hiring process if you so choose.

The employer will be direct hire and therefore you assume responsibility for workers compensation etc.

The duration of the contract varies with the skills of the individual and the complexity of the tasks associated with the position.

WORK EXPERIENCE

NEXT will make it simple for your business to provide paid, limited term worksite experiences for individuals with limited experience in a field.

We retain these individuals as our most employees and ensure all liability for wages, worker's compensation etc.

Business representatives include: employers, service training and providing evaluations on progress.

Generally used for entry level positions.

GET \$8000 FOR HIRING

UP TO \$8,000 PER INDIVIDUAL HIRED

LET'S GET STARTED

WE'RE JUST GETTING STARTED. JOIN NEXT.

Just go to goldensierra.com/next and sign up, there's no obligation or commitment to get started.

EVER WISH HIRING COULD PAY FOR ITSELF?

WE HAVE GOOD NEWS

SET UP TO **\$8000** PER INDIVIDUAL HIRED

Employers can receive up to \$8,000 to hire and train individuals. Before you hire your next employee, learn more about On-the-Job Training.

TURN THE PAGE FOR MORE OF WHAT'S NEXT

WE CAN FIND YOU AN ELIGIBLE CANDIDATE

HIRING ASSISTANCE
Just give us a job description and we will find an eligible candidate who is best suited to meet your needs. We place individuals in all capacities, from entry-level to professional. We can even assist with upgrading the skills of a current employee.

ON-THE-JOB TRAINING
On-the-Job Training is conducted by an employer and allows an individual to earn a paycheck while learning the skills necessary for satisfactory job performance. In return, the employer is reimbursed up to 90% of the employee's gross wages.

READY TO JOIN IN?
If you are a Placer County employer with a permanent opening who is willing to train a new employee you are encouraged to inquire. E-mail us at info@goldensierra.com or call (516) 746-7722. A knowledgeable staff member will be available right away.

YOU CAN BE A PART OF WHAT'S NEXT

Golden Sierra
1410 Green Valley Way Ste. 100
Napa, CA 94558
Phone: (530) 623-4631 • Fax: (530) 623-4632
goldensierra.com

READY TO WORK

GOLDEN SIERRA IS HERE TO HELP

GET STARTED

CONNECT WITH US

Golden Sierra

ARE YOU ONE OF THE 6,000?

THAT'S HOW MANY PEOPLE WE HELP IN ONE MONTH

On-the-job training programs, career assessments, financial assistance, technical skills development, and other services, we are determined to help you find a position in an in-demand occupation, like Golden Sierra.

Golden Sierra
goldensierra.com

\$63 MILLION IS WAITING TO HELP PEOPLE WITH DISABILITIES JOIN THE NATION'S WORKFORCE.

20% OF THE LABOR FORCE ARE PEOPLE WITH DISABILITIES

Work is fundamental to our lives. It means so much more than a paycheck — it offers purpose and independence for all people, including those with disabilities.

If you are a person with a disability, Golden Sierra can help you seek employment, access scholarships for vocational training, and understand your right to be evaluated on your ability, not disability. So don't leave money on the table, take advantage of our programs now.

TO LEARN MORE ABOUT OUR SUITE OF SERVICES, CONTACT GOLDEN SIERRA AT (530) 623-4631 OR EMAIL [KASHA DEMAURY AT DEMAURY@GOLDENSIERRA.COM](mailto:kashademaury@goldensierra.com).

Golden Sierra

Golden Sierra is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities. To request a reasonable accommodation, please call (530) 623-4631 ext. 238 at least 72 hours prior to event. TDD/TTY users please call the California Relay Service at 711.

BUSINESS RESOURCE GUIDE

NEXT

Golden Sierra

WHAT'S NEXT

WORK EXPERIENCE

NEXT will make it simple for your business to provide paid, limited term worksite experiences for individuals with limited experience in a field.

goldensierra.com/next

Golden Sierra

Getting the word out

HIGHLIGHT OF RECRUITING EVENTS & COMMUNITY EDUCATIONAL EVENTS

AFFORDABLE CARE ACT PRESENTATION <ul style="list-style-type: none">• Roseville (Placer County)• 22 employers	HONOR A HERO, HIRE A VET <ul style="list-style-type: none">• 105 Employers• 456 veterans• 25 Service providers	CVS RECRUITMENT <ul style="list-style-type: none">• Hosted in Roseville• Life Sciences & Health Services Positions
MANUFACTURER’S FORUM <ul style="list-style-type: none">• Whitney Oaks Country Club• 10 employers attended	ESURANCE CAREER DAY <ul style="list-style-type: none">• 325 attendees• 75% of attendees interviewed• Expected to hire 150–200	BOSS WORKSHOPS <ul style="list-style-type: none">• Business Owner Survival Strategies• 20 employers• Financial Management, Marketing, Capital Infusion, Customer Service
SUGAR BOWL JOB FAIR <ul style="list-style-type: none">• Hospitality, Recreation & Tourism positions	AUBURN AIRPORT BUSINESS PARK <ul style="list-style-type: none">• Promoted OJT program to 5 employers in Manufacturing	AFFORDABLE CARE ACT PRESENTATION <ul style="list-style-type: none">• Cameron Park (El Dorado County)• 17 employers
RAPID RESPONSE AT BRUKER-MICHROM <ul style="list-style-type: none">• 6 affected employees• Advanced Manufacturing	CAREER GPS <ul style="list-style-type: none">• Hosted at Cal Expo• 6,000 students attended• Golden Sierra was a sponsor	SIERRA COLLEGE JOB FAIR <ul style="list-style-type: none">• 53 employers• 358 job seeker surveys
GENDER EQUALITY IN STEM <ul style="list-style-type: none">• Staff Development• Organized by SMUD, NextEd & NAPE	AT EASE TRAINING <ul style="list-style-type: none">• Hosted at Sierra College• Staff Development• Veterans issues	LABOR MARKET INFORMATION <ul style="list-style-type: none">• Staff Development
AFFORDABLE CARE ACT WEBINAR <ul style="list-style-type: none">• Available in both Spanish & English• Reached rural employers	ROSEVILLE ADULT SCHOOL <ul style="list-style-type: none">• Partner Outreach• MOU Development	TRI-COUNTY JOB FAIR <ul style="list-style-type: none">• 650 attendees• 80 employers

GOLDEN SIERRA BOARD MEMBERS/ REGIONAL STRATEGIC PARTNERS

The Golden Sierra Workforce Investment Board is made up of private sector business leaders who volunteer their time to identify problems within key economic sectors. The work they do is an investment that increases employability of people and business success in our local economy.

BOARD CHAIR TINK MILLER Placer Independent Resource Services	RICK LARKEY North State Building Industry Foundation
VICE CHAIR DAVID DELEONARDIS Crossroads Diversified Services	BROOKS LOCKHART California Indian Manpower Consortium
LAUREL BRENT-BUMB Bumb Construction	PANDA MORGAN Small Business Development Center
JASON BUCKINGHAM Golden Sierra Job Agency	CHRISTINA NICHOLSON Whole Person Learning
KATHLEEN BURRIS CVS Caremark	KIMBERLY PELLOW Brandman University
PAUL CASTRO California Human Development	CAROL PEPPER-KITTRIDGE Sierra College
TIM COOK Experience Works	WILLIAM REED United Domestic Workers
DANIELA DEVITT California Employers Association	MARCY SCHMIDT Placer Co. Business Advantage Network
VINCENT ECHEVERRIA District Council 16	ANETTE SMITH-DOHRING Sutter Health Sacramento Sierra Region
MARTHA ESCOBEDO Employment Development Department	SHERRI SPRINGER Happy Kids Preschool & Childcare
KEVIN FERREIRA Sacramento Central Labor Council	DEBBIE STACK El Dorado County
DAVID FRAZIER B2BCFO	MARGARITA VALENZUELA Unite Here Local 49 Gaming
JIM HEGARTY IBEW Local 340	RANDY WAGNER Sierra Economic Development Corp.
AL HOLMES Department of Rehabilitation	VIC WURSTEN PRIDE Industries
	MICHAEL ZIMMERMAN MTI College



Golden Sierra

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