



Training Proposal for:
Terra Universal, Inc.
\$75,000 or Less: ET10-0192

Panel Meeting of: **October 23, 2009**

ETP Regional Office: **San Diego**

Analyst: C. Robinson

CONTRACTOR:

- Type of Industry: Manufacturing
Priority Industry: Yes No
- Contractor's # of Full-Time Employees
 - California: 158
 - Worldwide: 158
 - Number to be trained: 49
- Manager/Supervisor: 8%
- Turnover Rate: 16%
- Repeat Contractor: Yes No
- Substantial Contribution: Yes No

CONTRACT:

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$63,504
- In Kind Contribution: \$74,652
- Average Cost per Trainee: \$1,296
- Post Retention Wage: \$14.18
- Health Benefits: N/A
- Occupations to be Trained: Managers/Supervisors, Administrative Staff, Sales Staff, Production Staff

- Training Menu:

<input checked="" type="checkbox"/> Business Skills	<input type="checkbox"/> Literacy Skills
<input type="checkbox"/> Commercial Skills	<input type="checkbox"/> Management Skills
<input checked="" type="checkbox"/> Computer Skills	<input checked="" type="checkbox"/> Manufacturing Skills
<input checked="" type="checkbox"/> Cont. Improvement	<input type="checkbox"/> Other:

- Advanced Technology: Yes No
- Range of Hours: 24 - 120 Weighted Average: 72
- Multiple Job Numbers: Yes No
- County(ies) Served: Orange
- Union Representation: Yes No
- Subcontractor: Training Funding Source of Seal Beach will provide Administrative Services for an amount not to exceed 13% of payment earned.
Training Vendors To Be Determined
- Third Party Services: Training Funding Source also assisted with development of this proposal for a flat fee of \$6,200.

INTRODUCTION

Terra Universal, Inc. (Terra) designs and manufactures cleanroom, laboratory enclosures/equipment, air showers, and other associated equipment/products used worldwide in the biotechnological, medical device, semiconductor, and pharmaceutical industries.

Terra faces increasing competition from other manufacturing companies located outside of California that offer similar product lines with lower overhead costs. Company representatives state that initiating a formal class/lab training program will allow Terra the opportunity to implement new continuous improvement and manufacturing processes that will streamline production, decrease waste, and improve cycle times for on-time delivery. Employees will gain the necessary skills to increase sales and produce higher quality products by using new problem solving techniques and lean quality tools in a teamwork environment.

RECOMMENDATION

For the reasons set forth above, staff recommends approval of this proposal.