

# Today's Local News presented by **The San Diego Tribune**

State offers funding for one-the-job training; workshop shows how

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CARLSBAD – Doing business anywhere, let alone in Southern California, is challenging these days.

The “R” word – Recession – surfaces often, and employers are burdened with concerns ranging from energy costs and competition to finding enough money to pay taxes.

If that's not enough to turn a boss's hair gray, factor in the cost of training employees to perform new skills in the constantly evolving workplace.

Here's where the Carlsbad Chamber of Commerce can help. At noon Thursday, the chamber will host a workshop called “Use Government ETP Funds to Train Your Employees for Free.”

It will offer information on a state program that gives money to employers to offset the cost of training employees.

“We exist to train our members about how to stay in business and to make them successful so they can run their businesses.” Said Ted



Ted Owen

Owen, president of the Carlsbad Chamber of Commerce. “The key is to get companies on the road to success.”

All California employers pay an Employee Training Tax. It's not optional, it's the law. So employers must comply, and that's that.

Or is it? Enter the Employment Training Panel. Through ETP programs funded by this tax, employers can upgrade their workers skills with training customized to meet their companies' needs.

Since 1983, ETP programs have supplied more than \$1 billion to train some 660,000 people in more than 60,000 California companies, according to ETP.

Employers who attend Thursday's workshop will find out how to obtain state funding for training through California Manufacturing a nonprofit consulting firm that

## **“Use Government ETP Funds to Train Your Employees for Free”**

**What:** Workshop hosted by the Carlsbad Chamber of Commerce's Small Business Success Center

**When:** Noon to 1:30 pm on Thursday

**Where:** Carlsbad Chamber of Commerce office, 5934 Priestly Drive

**Cost:** \$15 (Free for Carlsbad chamber members)

**Registration:** Advance reservations required. Contact Andrea Korogi at [akorogi@carlsbad.org](mailto:akorogi@carlsbad.org)

### **ETP Online:**

For more about the ETP program, go to [www.etp.ca.gov](http://www.etp.ca.gov)

works with ETP.

The ETP approval process is quick, and customized training programs are available in the areas of computer skills, manufacturing skills, management and team skills. Lorri Aiello of CMTC said that because her agency holds a contract with ETP, manufacturers can find out if they qualify within 24 hours and training can begin almost immediately.

“The amount you can earn from ETP program is based on a formula.” Aiello said. “CMTC will help you scope the training and factor in the number of hours, the cost of the trainers, materials, and we will calculate the amount of offset dollars you can earn from the ETP program.”

“You know the benefit before you sign the contract.”

Dimension One Spas, a hot-tub manufacturing company in Vista, has used ETP funds to train employees.

“When I started this process, I wondered how much of my time this was going to take,” said Dolores Ordas, vice president of human resources for Dimension One Spas.

However, she found that CMTC made it easy for her.

“It was seamless,” she said.

“We earned about \$10,000 in funding to pay for training. This helped our bottom line.”

Ray Traynor is vice president and general manager of Axion xCell, a mobile software

services company based in San Diego. Traynor's company had an urgent need to equip its engineering staff with new skills necessary for an upcoming project.

With the assistance of CMTC, we designed a short-term staff development program that achieved our objective of delivering effective engineering training, within a very short time period, and reduced our costs to deliver the training.” Traynor said. “Our engineering team completed the customized training and immediately used their new skills to complete an important project for a very large employer.”

CMTC worked closely with Axion xCell staff through the entire process.

“It was really very simple and didn't require much administrative effort on our part.” Traynor said.

Since 1997, CMTC has helped train more than 11,000 employees through the ETP program and has helped employers earn nearly \$10 million to offset the cost of training.

“Once the first contract is completed, many clients will continue to contract with CMTC for training because we make it so easy for them to earn ETP offset funding.” Aiello said. Traynor has already begun checking out the next CMTC training and staff development module and plans to work with them again, he said.