

**DELEGATION ORDER**



**Panel Amendment #2 Proposal for:  
Phoenix Energy Technologies, Inc.  
Agreement Number: ET14-0165**

**Approval Date:** March 4, 2015

**ETP Regional Office:** San Diego

**Analyst:** M. Ray

**CURRENT PROJECT PROFILE**

Contract Type:	Priority/SB<100 Retrainee Job Creation	Industry Sector(s):	Technology/Other Services
Counties Served:	Orange	Repeat Contractor:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Union(s):	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Priority Industry:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Current Contract Term:	September 30, 2013 to September 29, 2015	Substantial Contribution:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

**CURRENT FUNDING**

Current Funding
\$33,020

**AMENDMENT FUNDING**

Requested Funding	Total Funding
+\$16,380	\$49,400

**AMENDMENT TRAINING PLAN TABLE**

Job No.	Job Description	Type of Training	Estimated No. of Trainees	Range of Hours		Average Cost per Trainee	Post-Retention Wage
				Class / Lab	CBT		
1	Priority/SB<100	Business Skills, Commercial Skills, Computer Skills, Continuous Improvement	26	8 - 120	0	\$1,300	\$15.88
				Weighted Avg: 50			
2	Job Creation	Business Skills, Commercial Skills, Computer Skills, Continuous Improvement	6	8 - 120	0	\$2,600	\$13.23
				Weighted Avg: 100			

**Minimum Wage by County:** \$15.88 per hour for Job Number 1 and \$13.23 per hour for Job Number 2 for Orange County.

**Health Benefits:**  Yes  No This is employer share of cost for healthcare premiums – medical, dental, vision.

**Used to meet the Post-Retention Wage?:**  Yes  No

Up to \$0.50 per hour may be used to meet the Post-Retention Wage for Job Number 1 only.

Wage Range by Occupation	
Occupation Title	Wage Range
<b>Job Number 1:</b>	
Administrative Support	
Customer Service	
Sales/Marketing	
Software Engineer/Developer	
Analyst	
Implementation Specialist	
Manager/Supervisor	
Owner	
<b>Job Number 2:</b>	
Customer Service	
Software Engineer/Developer	

**INTRODUCTION**

Phoenix Energy Technologies, Inc. (PETI) is an energy management-consulting firm for retail and other multi-site clients. The Company works with retail, commercial, university, theater, and industrial customers to diagnose opportunities and implement strategies to reduce energy consumption and costs. Clients include Best Buy, AMC, California State University (Los

Angeles), Red Robin and Office Depot. PETI creates and utilizes a proprietary Enterprise Resource Planning (ERP) system that builds efficiencies, improves planning, and maximizes assets by reducing the nation's energy use in the commercial sector, where more than 50% of the country's electrical energy is consumed.

### **AMENDMENT DETAILS**

PETI reports that, with continued process improvement and software system upgrades, it must continually provide its workforce with critical skills training. As a result, as of October 2014, PETI has delivered enough training hours to exhaust its current ETP funding.

PETI requests an increase in funding sufficient to complete its overall training plan to improve efficiencies. The Company plans to deliver an additional 630 total training hours for the existing 31 trainees, through the end of the training period (6/29/15). The Contractor has provided a training schedule to support this projection.

The additional hours will include training in different levels of upgrade for the Company's software, specifically in computer system designs and edX modules. The Advanced Training topics in the existing Curriculum are specific to these software systems. As such, there will be no changes in the Curriculum.

By this Amendment:

- The Agreement amount will increase by \$16,380, from \$33,020 to \$49,400;
- The weighted average hours for Job Number 1 (incumbent trainees) will increase by 15, from 35 to 50 with an increase in cost-per-trainee from \$910 to \$1,300;
- The weighted average hours for Job Number 2 (Job Creation trainees) will increase by 40, from 60 to 100 with an increase in cost-per-trainee from \$1,560 to \$2,600.

### **RECOMMENDATION**

Staff recommends approval of this Amendment.

### **SUMMARY OF PRIOR MODS/AMDS**

- Modification No. 1 increased the Range of Hours from 8-60 to 8-100 in Job Numbers 1 & 2.

### **CURRENT CONTRACT PERFORMANCE**

The following table summarizes performance by PETI under the current ETP Agreement:

Agreement No.	Approved Amount	Term	No. Trainees Enrolled	No. Completed Training	No. Retained
ET14-0165	\$33,020	9/30/13 – 9/29/15	31	0	0

To date, 1,658 eligible training hours has been entered in the ETP Online System, which is more than 100% of the current Agreement amount. PETI projects 100% earnings by the end of the contract term.