

**DELEGATION ORDER**



**Training Proposal for:  
K.F. Howell Electric, Inc.  
Small Business: ET10-0169**

Approved: **August 2009-1**

ETP Regional Office: **San Francisco Bay Area**

Analyst: A. Nastari

**CONTRACTOR:**

- Type of Industry: Construction  
Priority Industry:  Yes  No
- Contractor's # of Full-Time Employees
  - California: 55
  - Worldwide: 55
  - Number to be trained: 46
- Turnover Rate: 6%
- Repeat Contractor:  Yes  No

**CONTRACT:**

- Training Project Profile: SET/Retrainee
- ETP Funding Amount: \$71,760
- In Kind Contribution: \$81,558
- Average Cost per Trainee: \$1,560
- Post Retention Wage: \$23.64
- Health Benefits: \$4.64 per hour
- Occupations to be Trained: Administrative Staff; Drivers; Electricians; Project Managers; Warehouse Staff
- Training Menu:
  - Business skills  Literacy skills
  - Commercial skills  Management skills
  - Computer skills  Manufacturing skills
  - Cont. Improvement  Other:
- Range of Hours: 8 - 60 Weighted Average: 60

- Multiple Job Numbers:  Yes  No
- County(ies) Served: Santa Clara
- Union Representation:  Yes  No
- Subcontractor: N/A
- Third Party Services: N/A

## **INTRODUCTION**

K.F. Howell Electric, Inc., (Howell Electric) founded in Santa Clara, is an electrical service company that designs and installs electrical equipment, fire alarm and security systems, card access systems, and closed circuit television monitoring in commercial businesses. Howell Electric's customers consist of biotech and pharmaceuticals, data center facilities, clean rooms for semiconductor manufacturers, and commercial office space. Installations have consisted of Class 10,000 and higher clean rooms; fermentation suites; purification; final product fill and cell culture laboratories; and high kilowatt emergency backup power systems.

Howell Electric had found that in order to remain competitive the company must increase efficiencies, productivity, and quality of its current work standards. Industry standards and customers are requiring a higher level of customization and the use of new materials and processes in both clean rooms and laboratories. The demand for higher level security systems and entry access systems is critical across its customer base.

Howell Electric must update internal estimating processes, increase communication and efficiencies in managing projects for on-time and accurate delivery, and upgrade engineers' designing capabilities. Electricians will receive training in high level security and entry access systems, some which require handling new materials. ETP funds will be used to train Howell Electric's frontline workers in order to remain competitive.

Howell Electric is eligible for SET funding under Title 22, California Code of Regulations, Section 4409. Howell Electric is eligible for priority industry reimbursement as a Specialty Contractor as defined by its NAICS.

## **RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal by the Executive Director in consultation with the Panel Chair (Delegation Order 2009-1).

Comments may be submitted by email at [delegationorder@etp.ca.gov](mailto:delegationorder@etp.ca.gov).  
 You must identify the ET10 Number for this proposal in the subject line of your email.  
 The deadline for submitting comments on this proposal is August 19, 2009.