



State of California
Employment Training Panel

Training Proposal for:
InterMotive, Inc.

Agreement Type: Small Business

Agreement Number: ET09-0212

Panel Meeting of: **July 25, 2008**

ETP Regional Office: **Sacramento**

Analyst: K. Ohta

CONTRACTOR:

- Type of Industry: Manufacturing:
 - Priority Industry: Yes No
- Contractor's # of Full-Time Employees:
 - California: 31
 - Worldwide: 31
 - Number to be trained: 29
- Turnover Rate: 3%
- Repeat Contractor: Yes No

CONTRACT:

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$30,160
- In Kind Contribution: \$38,000
- Average Cost per Trainee: \$1,040
- Post Retention Wage Range: \$12.85 to \$60.00 for all Job Numbers
- Health Benefits: N/A
- Occupations to be Trained: Administration, Engineering, Managers, Production, Sales
- Training Menu:
 - Computer Management
 - Commercial Business
 - Cont. Improvement Other: Manufacturing
- Range of Hours: 8 - 60 Weighted Avg: 40
- Multiple Job Numbers: Yes No

- County(ies) Served: Placer
- Union Representation: Yes: No
- Subcontractors: None
- Third Party Services: None

INTRODUCTION

Founded in 1995 InterMotive, Inc. (InterMotive), is a privately held company located in Colfax. InterMotive designs and manufactures vehicle control systems for transit, paratransit, and emergency response vehicles. The company also provides technical training courses for fleets and installers on InterMotive products, as well as technical training on automotive electrical systems, automotive electronics, powertrain, and others.

According to company representatives, their primary customers include: automotive dealerships, paratransit dealers, and RV and personal use vehicles; in addition, the InterMotive training division provides customized technical training for independent shops and other fleets.

With InterMotive experiencing higher production demands and new products being added, company officials state that training is needed to become a higher performance workplace, increase efficiency, and maintain high product quality and customer satisfaction while enhancing their competitive edge.

RECOMMENDATION

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

PRIOR PROJECTS

The following table summarizes performance by the company under an ETP Agreement that was completed within the last five years:

Agreement No.	Location (City)	Term	Approved Amount	Payment Earned
ET06-0309	Colfax	5/9/06 - 5/8/08	\$46,800	\$8,128.50

InterMotive will earn about 38% of the total amount approved in this Agreement once the Final fiscal close-out invoice is received. According to company representatives ETP-funded training was provided to all employees. However, due to high production demands, training had to be postponed.