



Training Proposal for:
NexBio, Incorporated
Agreement Type: Small Business
Agreement Number: ET09-0435

Panel Meeting of: **January 23, 2008**

ETP Regional Office: **San Diego**

Analyst: R. Swier

CONTRACTOR:

- Type of Industry: Biotechnology/Life Sciences
Priority Industry: Yes No
- Contractor's # of Full-Time Employees
 - California: 49
 - Worldwide: 49
 - Number to be trained: 49
- Turnover Rate: 20%
- Repeat Contractor: Yes No

CONTRACT:

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$73,892
- In Kind Contribution: \$52,500
- Average Cost per Trainee: \$1,508
- Post Retention Wage: \$13.48
- Health Benefits: \$2.00 per hour
- Occupations to be Trained: Owner, Directors, Managers, Scientist, Lab Technicians, Operations Personnel
- Training Menu:
 - Business skills
 - Commercial skills
 - Computer skills
 - Cont. Improvement
 - Literacy skills
 - Management skills
 - Manufacturing skills
 - Other: Hazardous Materials

- Range of Hours: 8-120 Weighted Average: 58
- Multiple Job Numbers: Yes No
- County(ies) Served: San Diego
- Union Representation: Yes No
- Subcontractor: N/A
- Third Party Services: N/A

INTRODUCTION

NexBio, Incorporated is located in San Diego and is developing a broad-spectrum of therapeutic and prophylactic agents to protect the public from all annual and pandemic variations of influenza, as well as from other life-treating respiratory viral infections. The company recently completed its first ETP-funded small business project in which 46 retrainees were introduced to new technology, laboratory techniques, computer skills, and process improvement. Completion of the first ETP project laid the foundation from which the company can now create a new culture of continuous improvement.

The proposed training further incorporates the principles of continuous improvement and computer skills. Those retrainees who were not trained in the first project will be introduced to computer skills and continuous improvement principles. Advanced topics and new computer skills will be delivered to those retrainees who participated in the first Agreement.

RECOMMENDATION

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

ACTIVE PROJECTS

The following table summarizes performance by the company under an active ETP Agreement:

Agreement No.	Approved Amount	Term	No. Trainees (Average)	No. Completed Training	No. Retained
ET08-0372	\$49,140	3/3/08-3/2/09	48	46	0

All 46 trainees completed from 17.5 to 60 hours of training for an estimated total of \$49,140 (100% of ETP funding.) The retention for all 46 trainees will be completed by January 21, 2009.