



Training Proposal for:
Vektrex Electronic Systems, Inc.
Agreement Type: Small Business
Agreement Number: ET09-0432

Panel Meeting of: **January 23, 2009**

ETP Regional Office: **San Diego**

Analyst: S. Godin

CONTRACTOR:

- Type of Industry: Technology/IT
Green Technology
Priority Industry: Yes No
- Contractor's # of Full-Time Employees
 - *California:* 8
 - *Worldwide:* 8
 - *Number to be trained:* 8
- Turnover Rate: 10%
- Repeat Contractor: Yes No

CONTRACT:

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$12,480
- In Kind Contribution: \$7,000
- Average Cost per Trainee: \$1,560
- Post Retention Wage: \$13.48
- Health Benefits: N/A
- Occupations to be Trained: Engineer, Technician, Production Worker, Administrative Support Staff, Owner
- Training Menu:
 - Business skills Literacy skills
 - Commercial skills Management skills
 - Computer skills Manufacturing skills
 - Cont. Improvement Other:

- Range of Hours: 8-100 Weighted Average: 60
- Multiple Job Numbers: Yes No
- County(ies) Served: San Diego
- Union Representation: Yes No
- Subcontractor: To Be Determined
- Third Party Services: N/A

INTRODUCTION

Vektrex Electronic Systems, Inc. (VES) is located in San Diego and employs 8 full-time workers. This small business develops, manufactures, and markets advanced power electronic solutions that support green technology LEDs and laser diodes. VES's power products integrate analog and digital circuitry.

VES completed its first ETP-funded program in 2004. Training in the first project introduced employees to basic continuous improvement concepts and computer skills technology being used at that time. Since completion of the first project, VES has transitioned from a services based business model that focused on clients to a product/services based business model. The company now manufactures, sells, and distributes its own products worldwide. The proposed training will build upon the continuous improvement skills sets acquired in the first ETP project, as well as delivering computer skills training in the latest technologies. Manufacturing skills training will allow trainees to gain competency in skill sets needed for VES to manufacture its own products. Business skills topics will provide needed marketing and sales skills training as well as other skill sets necessary to market and manage the products the company is now producing.

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
ET03-0347	San Diego	6/30/03- 6/29/04	\$3,800	\$3,020

Contractor earned 80% of the Agreement amount.