

CALIFORNIA PRISON INDUSTRY AUTHORITY

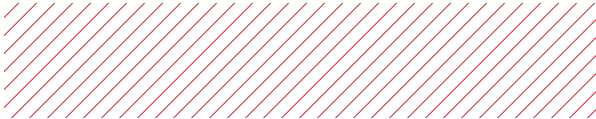
# ANNUAL PLAN 2019–20



Adopted by the California Prison Industry Authority Board  
on June 19, 2019



CALIFORNIA PRISON INDUSTRY AUTHORITY  
**ANNUAL PLAN**  
2019–20



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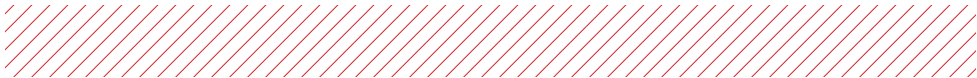
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<b>Financial Plan</b> (In Thousands)	FY 2016 17 Audited Actuals	FY 2017 18 Audited Actuals	FY 2018 19 Approved Mid Year Revise	FY 2019 20 Approved Annual Plan
<b>Revenues</b>				
Manufacturing	\$100,240	\$93,647	\$94,820	\$101,320
Services	110,460	120,584	135,177	133,031
Agricultural	22,836	26,934	28,245	30,255
<b>Total Revenue</b>	<b>\$233,536</b>	<b>\$241,166</b>	<b>\$258,242</b>	<b>\$264,606</b>
<b>Expenses</b>				
<b>Cost of Goods Sold</b>				
Manufacturing	\$70,767	\$70,497	\$68,757	\$71,664
Services	81,387	89,257	106,625	108,957
Agricultural	21,472	24,393	22,915	24,066
<b>Total Cost of Goods Sold</b>	<b>\$173,626</b>	<b>\$184,147</b>	<b>\$198,297</b>	<b>\$204,687</b>
<b>Gross Profit</b>	<b>\$59,910</b>	<b>\$57,019</b>	<b>\$59,945</b>	<b>\$59,919</b>
<b>Selling and Administration</b>				
<b>Central Office</b>				
Prison Industry Board	\$155	\$259	\$272	\$281
Executive Management	592	432	417	500
Legal	855	1,009	926	1,274
External Affairs	239	320	320	457
Information Systems / Project Management	5,400	6,226	8,347	7,023
Operations Division	3,071	3,658	3,359	4,037
Health & Safety	445	530	566	608
Marketing Division	6,120	6,856	8,036	8,772
Administration Division				
Administration Management	461	462	419	655
Business Services	1,637	2,185	1,640	1,879
Human Resources	1,711	1,904	1,886	2,134
Staff Development	1,087	1,025	1,584	1,334
Fiscal Services				
Fiscal Services Management	425	306	364	300
Budgeting & Financial Planning	666	794	854	1,002
Accounting Services	2,525	3,009	2,941	3,209
Inventory Management	610	640	766	791
ERP Resource Unit	-	-	903	1,087
<b>Sub-total Central Office</b>	<b>\$25,999</b>	<b>\$29,617</b>	<b>\$33,600</b>	<b>\$35,343</b>
<b>Offender Development Programs</b>				
Workforce Development Management	-	-	-	\$437
Industry Employment Program	781	1,154	2,477	2,825
Joint Venture/Free Venture	810	873	738	809
Reimbursement	(719)	(734)	(738)	(809)
Career Technical Education	3,878	8,801	13,286	9,218
Reimbursement	(2,600)	(4,417)	(6,260)	(5,689)
<b>Total Offender Development Programs</b>	<b>\$2,150</b>	<b>\$5,678</b>	<b>\$9,503</b>	<b>\$6,791</b>
<b>Distribution/Transportation</b>	<b>\$14,095</b>	<b>\$14,989</b>	<b>\$14,646</b>	<b>\$15,506</b>
<b>Unallocated Personal Leave<sup>1</sup></b>	<b>\$0</b>	<b>\$985</b>	<b>-</b>	<b>-</b>
<b>Other Post Employment Benefits<sup>2</sup></b>	<b>\$9,535</b>	<b>\$10,433</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Selling and Administration</b>	<b>\$51,779</b>	<b>\$61,702</b>	<b>\$57,749</b>	<b>\$57,640</b>
<b>Operating Income/(Loss)</b>	<b>\$8,131</b>	<b>(\$4,684)</b>	<b>\$2,196</b>	<b>\$2,279</b>
<b>Non-Operating Revenues/(Expenses)</b>	<b>\$441</b>	<b>\$268</b>	<b>\$482</b>	<b>\$606</b>
<b>Non-Recurring Expenses</b>				
Grants	\$125	\$0	\$0	\$0
Penal Code 2806 Transfer	(\$62,600)	\$0	\$0	\$0
CDCR Inmate Construction Revolving Fund Transfer	\$0	(\$4,000)	\$0	\$0
<b>Net Gain/(Loss)</b>	<b>(\$53,903)</b>	<b>(\$8,416)</b>	<b>\$2,678</b>	<b>\$2,885</b>

*The items shown below are for display purposes only and are included above.*

Net Pension Liabilities	\$14,609	\$12,071	-	-
State Pro Rata	6,353	7,331	8,104	9,610
SB 84 Loan Repayment	-	-	874	1,179
Legal Settlements	276	21	250	150

<sup>1</sup> Prior to FY 2017-18, Unallocated Personal Leave was recorded in Costs of Goods Sold. It is now recorded in Selling & Administration.

<sup>2</sup> On June 27, 2017, Assembly Bill No. 103, Sections 37 and 38 were approved by the Governor, pursuant to its authority, and Penal Code Sections 2801 and 2808 were amended. Pursuant to amendments, CALPIA is not required to fund its OPEB liability. During fiscal year 2018, the State implemented GASB 75. The adoption resulted in the elimination of Net OPEB Obligation under GASB 45 and introduced Net OPEB Liability in accordance with GASB 75.

FY 2019-20 Approved Annual Plan			
<b>Enterprise Overview</b>			
(In Thousands)	Revenue	Cost of Goods Sold	Gross Profit (Loss)
<b>Manufacturing</b>			
Furniture	\$17,900	\$13,884	\$4,016
Metal Products	8,000	6,546	1,454
License Plates	20,000	9,148	10,852
General Fabrication	11,200	8,497	2,703
Bindery	1,700	1,494	206
Knitting Mill	1,350	923	427
Fabric Products	27,500	20,366	7,134
Shoes	4,270	3,694	576
Mattresses	3,100	2,297	803
Cleaning Products	5,950	4,349	1,601
Modular Construction	350	466	(116)
<b>Sub-total Manufacturing</b>	<b>\$101,320</b>	<b>\$71,664</b>	<b>\$29,656</b>
<b>Services</b>			
Meat Cutting	\$11,025	\$9,494	\$1,531
Bakery	2,300	1,869	431
Coffee Roasting	1,900	1,382	518
Food & Beverage Packaging	25,175	20,839	4,336
Metal Signs	2,000	1,245	755
Printing	6,000	3,734	2,266
Dental Lab	800	614	186
Digital Services	900	572	328
Laundry	13,400	11,885	1,515
Optical	17,531	11,069	6,462
Construction Services & Facilities Maintenance	52,000	46,254	5,746
<b>Sub-total Services</b>	<b>\$133,031</b>	<b>\$108,957</b>	<b>\$24,074</b>
<b>Agricultural</b>			
Dairy / Farm	\$16,685	\$13,299	\$3,386
Crops	1,120	1,586	(466)
Poultry	5,600	5,311	289
Egg Production	6,850	3,858	2,992
<b>Sub-total Agricultural</b>	<b>\$30,255</b>	<b>\$24,066</b>	<b>\$6,189</b>
<b>Total</b>	<b>\$264,606</b>	<b>\$204,687</b>	<b>\$59,919</b>

<b>Offender Assignments</b>	<b>FY 2016 17 Actuals<sup>1</sup></b>	<b>FY 2017 18 Actuals<sup>1</sup></b>	<b>FY 2018 19 Approved Mid Year Revise</b>	<b>FY 2019 20 Approved Annual Plan</b>
<b>Manufacturing</b>				
Furniture	406	388	514	514
Metal Products	241	230	289	289
License Plates	114	114	120	120
General Fabrication	126	127	147	147
Bindery	76	53	100	100
Knitting Mill	55	51	75	75
Fabric Products	1,093	1,089	1,260	1,260
Shoes	128	120	135	135
Mattress	35	33	41	41
Cleaning Products	40	42	50	50
Modular Construction	8	7	12	12
<b>Sub-Total Manufacturing</b>	<b>2,322</b>	<b>2,254</b>	<b>2,743</b>	<b>2,743</b>
<b>Services</b>				
Meatcutting	58	51	66	66
Bakery	56	59	60	60
Coffee Roasting	17	22	23	23
Food & Beverage Packaging	241	250	285	305
Metal Signs	34	36	45	45
Printing	105	91	127	127
Dental Lab	59	57	63	63
Digital Services	16	15	24	24
Laundry	589	570	675	675
Optical	189	199	251	280
Construction Services & Facilities Maintenance	845	921	1,976	1,976
<b>Sub-Total Services</b>	<b>2,209</b>	<b>2,271</b>	<b>3,595</b>	<b>3,644</b>
<b>Agricultural</b>				
Dairy	139	107	238	213
Crops	4	17	32	32
Poultry	42	42	47	47
Egg Production	12	20	25	30
<b>Sub-Total Agricultural</b>	<b>197</b>	<b>186</b>	<b>342</b>	<b>322</b>
<b>Selling and Administration</b>				
Statewide Administrative Support	178	172	255	255
On-Time Delivery	11	8	56	56
Central Office	27	28	50	50
Career Technical Education Programs	239	406	1,052	732
<b>Sub-Total Selling and Administration</b>	<b>455</b>	<b>614</b>	<b>1,413</b>	<b>1,093</b>
<b>Total</b>	<b>5,183</b>	<b>5,325</b>	<b>8,093</b>	<b>7,802</b>

<sup>1</sup> Actuals are based on the average filled offender assignments for the FY.



<b>Designation of Cash</b> (In Thousands)	FY 2016-17 Audited Actuals	FY 2017-18 Audited Actuals	FY 2018-19 Projections <sup>1</sup>	FY 2019-20 Approved Annual Plan
<b>Cash Flows from Operations</b>				
Total Cash Receipts	\$238,521	\$245,881	\$253,239 <sup>2</sup>	\$264,606 <sup>2</sup>
Total Cash Payments	(\$210,083)	(\$229,669)	(\$236,200) <sup>3</sup>	(\$251,936) <sup>3</sup>
<b>Net Cash from Operations</b>	<b>\$28,438</b>	<b>\$16,212</b>	<b>\$17,039</b>	<b>\$12,670</b>
<b>Cash Flows from Noncapital Financing Activities</b>				
Transfer to State General Fund	(\$62,600)	\$0	\$0	\$0
Interest Paid	(\$16)	(\$37)	(\$46)	(\$24)
<b>Net Cash Used in Noncapital Financing Activities</b>	<b>(\$62,616)</b>	<b>(\$37)</b>	<b>(\$46)</b>	<b>(\$24)</b>
<b>Cash Flows - Capital and Related Financing</b>				
Acquisitions of New Capital Assets	(\$16,645)	(\$18,971)	(\$22,244)	(\$14,816)
Rollover of Capital Projects Approved in Prior Years	\$0	\$0	\$0	(\$23,947)
Other Related Financing Activities	\$125	(\$4,000)	\$0	\$0
Proceeds from Sale of Capital Assets	\$384	\$555	(\$461)	(\$92)
<b>Net Cash - Capital and Related Financing</b>	<b>(\$16,136)</b>	<b>(\$22,416)</b>	<b>(\$22,705)</b>	<b>(\$38,855)</b>
<b>Cash Flow From Investing Activities</b>				
Interest Received	\$702	\$599	\$820	\$926
Cash and Cash Equivalents at Beginning of Year	<b>\$110,732</b>	<b>\$61,120</b>	<b>\$55,478</b>	<b>\$50,586</b>
Change in Cash and Cash Equivalents	<b>(\$49,612)</b>	<b>(\$5,642)</b>	<b>(\$4,892)</b>	<b>(\$25,283)</b>
<b>Cash and Cash Equivalents at End of Year</b>	<b>\$61,120</b>	<b>\$55,478</b>	<b>\$50,586</b>	<b>\$25,303</b>
<b>Operating Activities Reconciliation</b>				
Revenue	\$233,536	\$241,166	\$253,239	\$264,606
Cost of Goods Sold	(\$173,626)	(\$184,147)	(\$193,784)	(\$204,686)
Selling and Administration	(\$51,779)	(\$61,703)	(\$51,818)	(\$57,641)
<b>Operating Income (Loss)</b>	<b>\$8,131</b>	<b>(\$4,684)</b>	<b>\$7,637</b>	<b>\$2,279</b>
<b>Adjustments:</b>				
Depreciation	\$7,657	\$8,432	\$9,561	\$10,595
Other Revenue (Expenses), Net	(\$57)	(\$98)	(\$159)	(\$204)
Net Effect of Other Adjustments	\$367	(\$5,028)	\$0	\$0
<b>Net Adjustments</b>	<b>\$7,967</b>	<b>\$3,306</b>	<b>\$9,402</b>	<b>\$10,391</b>
<b>Current Year Adjustments</b>				
Net OPEB Obligation	\$9,535	\$0	\$0	\$0
Net OPEB Liability	\$0	\$10,433	\$0	\$0
Net Pension Liability	\$2,804	\$7,157	\$0	\$0
<b>Net Current Year Adjustments</b>	<b>\$12,339</b>	<b>\$17,590</b>	<b>\$0</b>	<b>\$0</b>
<b>Net Cash Provided by Operations</b>	<b>\$28,438</b>	<b>\$16,212</b>	<b>\$17,039</b>	<b>\$12,670</b>

<sup>1</sup> FY 2018-19 projections are based on year-to-date actuals through April straight-lined.

<sup>2</sup> Budget figures are estimated Revenues.

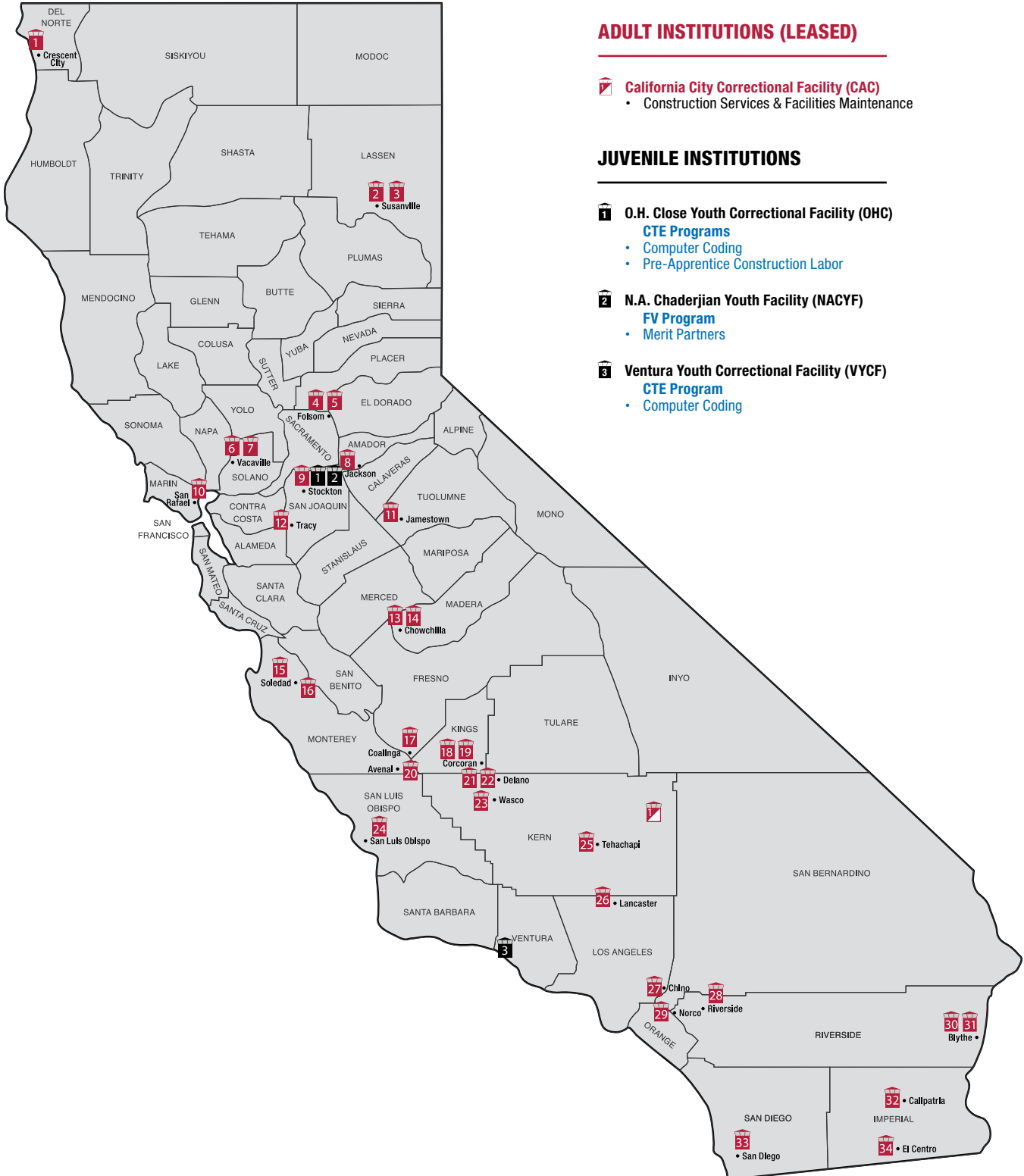
<sup>3</sup> Budget figures are estimated Cost of Goods Sold + Selling and Administration expenses + Other Non-Operating Income & Expenses - Depreciation.

# CALPIA Enterprise, Career Technical Education (CTE), Joint Venture (JV) and Free Venture (FV) Locations

- 1 Pelican Bay State Prison (PBSP)**
  - Construction Services & Facilities Maintenance
  - Laundry
  - Support Services
  - CTE Programs**
  - Computer-Aided Design
  - Computer Coding
- 2 California Correctional Center (CCC)**
  - Construction Services & Facilities Maintenance
  - JV Program**
  - Barnum Farming
- 3 High Desert State Prison (HDSP)**
  - Construction Services & Facilities Maintenance
  - Support Services
- 4 Folsom State Prison (FSP)**
  - Construction Services & Facilities Maintenance
  - Digital Services
  - License Plates
  - Metal Products
  - Metal Signs
  - Modular Building
  - Printing
  - Support Services
  - CTE Programs**
  - Pre-Apprentice Carpentry
  - Pre-Apprentice Construction Labor
  - Pre-Apprentice Iron Worker
- Folsom Women's Facility (WFF)**
  - Construction Services & Facilities Maintenance
  - CTE Programs**
  - Computer-Aided Design
  - Computer Coding
  - Culinary Arts Management
  - Facilities Maintenance
  - Pre-Apprentice Carpentry
  - Pre-Apprentice Construction Labor
- 5 CSP Sacramento (SAC)**
  - Construction Services & Facilities Maintenance
  - Laundry
- 6 California Medical Facility (CMF)**
  - Construction Services & Facilities Maintenance
- 7 CSP Solano (SOL)**
  - Bindery
  - Construction Services & Facilities Maintenance
  - Laundry
  - Metal Products
  - Optical
  - Support Services
- 8 Mule Creek State Prison (MCSP)**
  - Coffee Roasting
  - Construction Services & Facilities Maintenance
  - Fabric Products
  - Food & Beverage Packaging
  - Laundry
  - Meat Cutting
  - Support Services
- 9 California Health Care Facility (CHCF)**
  - Construction Services & Facilities Maintenance
- 10 CSP San Quentin (SQ)**
  - Construction Services & Facilities Maintenance
  - Furniture
  - Mattress
  - Support Services
  - CTE Programs**
  - Computer Coding
  - Pre-Apprentice Construction Labor
  - JV Programs**
  - Big Dawg Manufacturing
  - TLM Works
- 11 Sierra Conservation Center (SCC)**
  - Construction Services & Facilities Maintenance
  - Fabric Products
- 12 Deuel Vocational Institution (DVI)**
  - Construction Services & Facilities Maintenance
  - Dairy
  - Support Services
- 13 Central California Women's Facility (CCWF)**
  - Construction Services & Facilities Maintenance
  - Crops
  - Dental Lab
  - Fabric Products
  - Support Services
  - CTE Program**
  - Pre-Apprentice Carpentry
  - JV Program**
  - Joint Venture Electronics
- 14 Valley State Prison (VSP)**
  - Construction Services & Facilities Maintenance
  - Laundry
  - Optical
- 15 Correctional Training Facility (CTF)**
  - Construction Services & Facilities Maintenance
  - Fabric Products
  - Furniture
  - Support Services
- 16 Salinas Valley State Prison (SVSP)**
  - Construction Services & Facilities Maintenance
- 17 Pleasant Valley State Prison (PVSP)**
  - Construction Services & Facilities Maintenance
- 18 CSP Corcoran (COR)**
  - Construction Services & Facilities Maintenance
  - Dairy
  - Food & Beverage Packaging
  - Laundry
  - Support Services
- 19 Substance Abuse Treatment Facility (SATF)**
  - Construction Services & Facilities Maintenance
  - Food & Beverage Packaging
- 20 Avenal State Prison (ASP)**
  - Construction Services & Facilities Maintenance
  - Egg Production
  - Furniture
  - General Fabrication
  - Laundry
  - Poultry
  - Support Services
- 21 North Kern State Prison (NKSP)**
  - Construction Services & Facilities Maintenance
- 22 Kern Valley State Prison (KVSP)**
  - Construction Services & Facilities Maintenance
  - Support Services
- 23 Wasco State Prison (WSP)**
  - Construction Services & Facilities Maintenance
  - Laundry
- 24 California Men's Colony (CMC)**
  - Construction Services & Facilities Maintenance
  - Fabric Products
  - Knitting Mill
  - Laundry
  - Printing
  - Shoes
  - Support Services
- 25 California Correctional Institution (CCI)**
  - Construction Services & Facilities Maintenance
  - Fabric Products
  - Support Services
- 26 CSP Los Angeles County (LAC)**
  - Cleaning Products
  - Construction Services & Facilities Maintenance
  - Laundry
  - Support Services
- 27 California Institution for Men (CIM)**
  - Construction Services & Facilities Maintenance
  - Food & Beverage Packaging
  - Laundry
  - Support Services
  - CTE Programs**
  - Commercial Diving
  - Pre-Apprentice Construction Labor
- 28 California Rehabilitation Center (CRC)**
  - Construction Services & Facilities Maintenance
- 29 California Institution for Women (CIW)**
  - Construction Services & Facilities Maintenance
  - Fabric Products
  - CTE Programs**
  - Computer Coding
  - Pre-Apprentice Carpentry
  - Pre-Apprentice Construction Labor
- 30 Chuckawalla Valley State Prison (CVSP)**
  - Construction Services & Facilities Maintenance
  - Laundry
- 31 Ironwood State Prison (ISP)**
  - Construction Services & Facilities Maintenance
- 32 Calipatria State Prison (CAL)**
  - Construction Services & Facilities Maintenance
- 33 R.J. Donovan Correctional Facility (RJD)**
  - Bakery
  - Construction Services & Facilities Maintenance
  - Laundry
  - Shoes
  - Support Services
- 34 Centinela State Prison (CEN)**
  - Construction Services & Facilities Maintenance
  - Fabric Products
  - Support Services



# CALPIA Enterprise, Career Technical Education (CTE), Joint Venture (JV) and Free Venture (FV) Locations



## ADULT INSTITUTIONS (LEASED)

- California City Correctional Facility (CAC)
  - Construction Services & Facilities Maintenance

## JUVENILE INSTITUTIONS

- 1** O.H. Close Youth Correctional Facility (OHC)
  - CTE Programs
    - Computer Coding
    - Pre-Apprentice Construction Labor
- 2** N.A. Chaderjian Youth Facility (NACYF)
  - FV Program
    - Merit Partners
- 3** Ventura Youth Correctional Facility (VYCF)
  - CTE Program
    - Computer Coding

## SUCCESS STORIES



### Jason Jones

Jason Jones graduated from Code.7370 at San Quentin State Prison and then worked in the Joint Venture Program, The Last Mile Works. After being released, Jason was hired by Fandom as a Software Designer.



### Vera Salcedo

Vera Salcedo graduated from CALPIA's Pre-Apprentice Carpentry program at the California Institution for Women. She was hired in Southern California by a large construction firm. Currently, she is part of the Southwest Regional Council of Carpenters Union and works as the site safety officer.



### Clarissa Allen

Clarissa Allen graduated from CALPIA's AutoCAD (Computer-Aided Design) program at the Folsom Women's Facility which houses the first Authorized Autodesk Training Center at a state prison. Clarissa now works as an AutoCAD drafter for Infinity Energy.



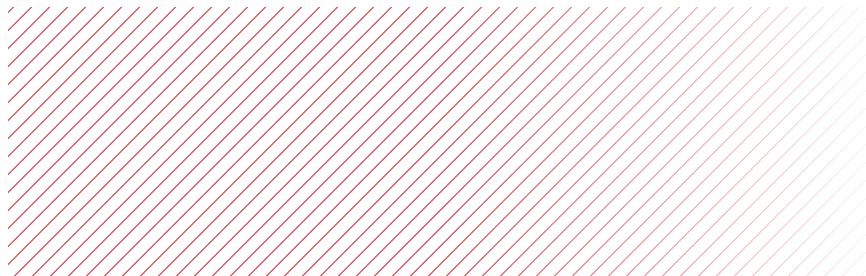
### Billy Pham

Billy Pham graduated as a commercial diver and underwater welder from CALPIA's Leonard Greenstone Marine Technology Training Center at the California Institution for Men. He was released in 2006 and now manages Muldoon Marine Services.





CALIFORNIA PRISON INDUSTRY AUTHORITY  
560 E Natoma Street  
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calpia.ca.gov



- CUSTOMER SUPPORT
- REPORT A PROBLEM
- CUSTOMER FEEDBACK
- EXEMPTION REQUEST

