ANNUAL PLAN
FISCAL YEAR 2011-2012

CALIFORNIA PRISON INDUSTRY AUTHORITY INVESTING IN REHABILITATION

QUALITY PRODUCTS

CHANGED LIVES

A SAFER CALIFORNIA

Adopted by the California Prison Industry Authority Board

June 17, 2011

CALPIA

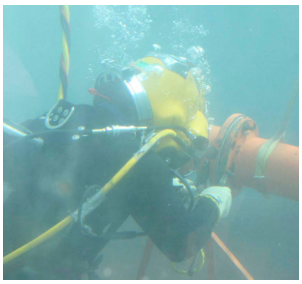
Quality Products ★ Changed Lives ★ A Safer California

Annual Plan

The Financial Plan is CALPIA's estimate of revenues and expenses for the Fiscal Year beginning July 1, 2011. The Plan projects an overall net gain of $3.4 million.

Revenues (In Thousands)	FY 09-10 Audited Actual	FY 10-11 Approved Mid-Year Revise	FY 11-12 Proposed Annual Plan
Manufacturing	$86,407	$73,550	$71,356
Services	66,631	64,770	59,896
Agricultural	28,773	28,500	26,914
Total Revenue	**$181,811**	**$166,820**	**$158,166**
Expenses (In Thousands)			
Cost of Goods Sold			
Manufacturing	$68,855	$53,059	$49,825
Services	46,295	46,102	43,757
Agricultural	24,850	25,288	24,068
Total Cost of Goods Sold	**$140,000**	**$124,449**	**$117,650**
Gross Profit	**$41,811**	**$42,371**	**$40,516**
Selling & Administration (In Thousands)			
Prison Industry Board	$126	$184	$184
Executive Division			
Executive Management	439	315	288
Legal	943	707	775
External Affairs	129	130	113
Operations Division			
Operations Management	2,461	2,543	2,606
Industrial Services Branch	2,238	1,593	1,379
Inmate Employability Program	339	1,159	1,070
Marketing Division	3,353	3,444	3,261
Joint Venture/Free Venture	367	697	664
Administration Division	7,732	8,123	7,674
Human Resources	959	1,015	1,008
Staff Development	295	905	884
Career Technical Education Programs (CTE)	2,020	3,086	975
Reimbursements			
CTE	(1,543)	(800)	0
Joint/Free	(670)	(697)	(664)
IEP	0	(378)	(169)
Total Central Office	19,188	22,026	20,048
Distribution/Transportation	11,346	10,491	10,337
OPEB	6,316	6,318	6,318
Total Selling and Administration	**$36,850**	**$38,835**	**$36,703**
Operating Income/(Loss)	**$4,961**	**$3,536**	**$3,813**
Non-Operating Revenues/Expenses	**($1,680)**	**($494)**	**($411)**
Net Gain/(Loss)	**$3,281**	**$3,042**	**$3,402**

Enterprise Overview



CALPIA projects a gross profit in its enterprises of $40.5 million in Fiscal Year 2011-12. Although revenues are projected to decrease by $8.7 million, the impact to gross profit was minimized through reductions to CALPIA's Field and Central Office operating costs.

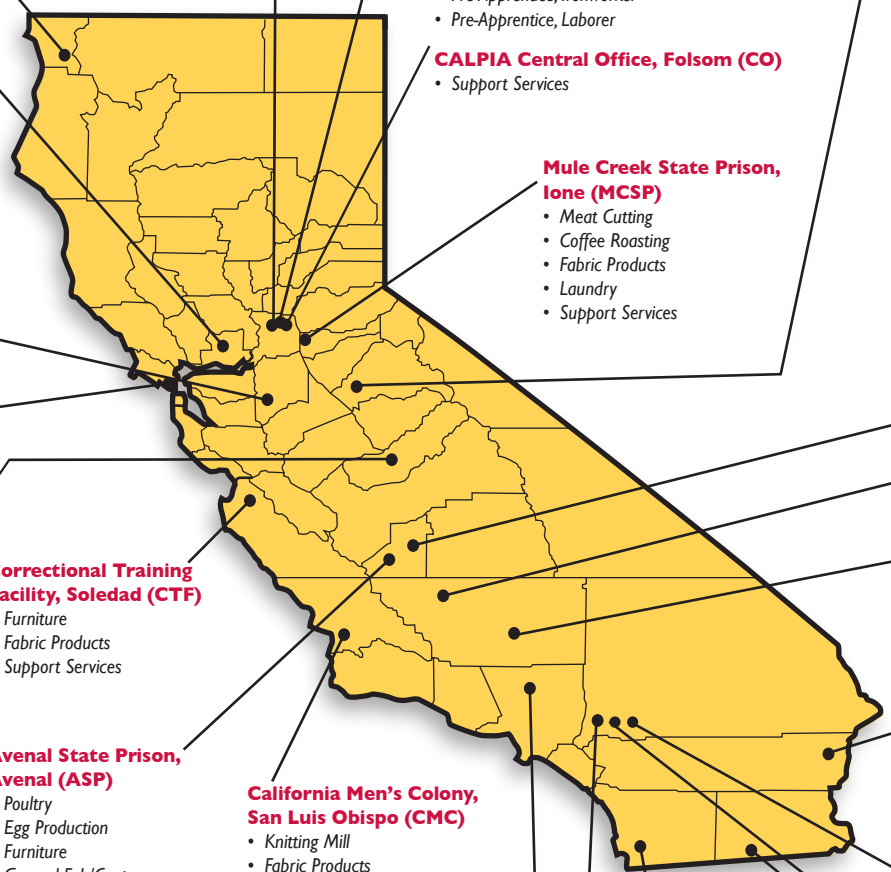
Enterprise	FY 2011-12 Proposed Annual Plan		
	Revenue	Cost of Goods Sold	Gross Profit/ (Loss)
Manufacturing		(In Thousands)	
Furniture	$9,500	$7,417	$2,083
Metal Products	6,200	4,621	1,579
License Plates	11,000	5,209	5,791
General Fabrication (Century Systems)	6,900	6,985	(85)
Bindery	1,896	1,499	397
Knitting Mill	1,311	919	392
Fabric Products	17,380	12,091	5,289
Shoes	4,669	3,529	1,140
Mattresses	2,600	1,916	684
Cleaning Products	6,500	3,374	3,126
Modular Construction	3,400	2,265	1,135
Sub-total Manufacturing	$71,356	$49,825	$21,531
Services			
Meat Cutting	$8,625	$7,235	$1,390
Bakery	3,080	2,440	640
Coffee Roasting	1,878	1,195	683
Food & Beverage Packaging	13,735	10,349	3,386
Metal Signs	1,100	694	406
Printing	7,000	3,887	3,113
Dental Lab	500	391	109
Digital Services	350	263	87
Laundry	14,033	11,301	2,732
Optical	9,000	5,029	3,971
Construction Services & Facilities Maintenance	595	973	(378)
Sub-total Services	$59,896	$43,757	$16,139
Agricultural			
Dairy/Farm	$14,425	$12,027	$2,398
Crops	1,155	1,485	(330)
Poultry	5,337	5,029	308
Egg Production	5,997	5,527	470
Sub-total Agricultural	$26,914	$24,068	$2,846
Total	**$158,166**	**$117,650**	**$40,516**

Inmate Assignments by Enterprise

Enterprise	FY 09-10 Actuals	FY 10-11 Mid-Year Revise	FY 11-12 Annual Plan
Manufacturing			
Furniture	568	502	439
Metal Products	237	333	323
License Plates	96	131	110
General Fabrication (Century Systems)	162	160	160
Bindery	98	140	140
Knitting Mill	87	82	82
Fabric Products	1,307	1,448	1,355
Shoe	183	223	223
Mattress	101	98	98
Cleaning Products	43	50	50
Modular Construction	40	40	40
Sub-total Manufacturing	2,922	3,207	3,020
Services			
Meat Cutting	49	70	70
Bakery	84	76	76
Coffee Roasting	25	40	40
Food & Beverage Packaging	142	155	155
Metal Signs	30	30	30
Printing	124	124	139
Dental Lab	56	50	50
Digital Services	10	42	20
Laundry	830	856	856
Optical	210	178	178
Construction Services & Facilities Maintenance	0	35	35
Sub-total Services	1,560	1,656	1,649
Agricultural			
Dairy/Farm	232	218	218
Crops	53	64	64
Poultry	58	111	111
Egg Production	80	96	96
Sub-total Agricultural	423	489	489
Selling and Administration			
Statewide Administrative Support	307	448	390
On-Time Delivery	23	12	12
Central Office	29	52	61
Career Technical Education Programs	241	320	120
Sub-total Selling and Administration	600	832	583
Total	**5,505**	**6,184**	**5,741**

CALPIA projects a net decrease of 443 inmate assignments in Fiscal Year 2011-12. The change is primarily attributed to funding reductions in Career Technical Education (CTE) and revenue driven production decreases. CALPIA continues to dedicate efforts toward reducing recidivism in this climate of cuts driven by the State's continuing deficit.

CALPIA Enterprises & Career Technical Education Locations (CTE)*



Folsom State Prison, Represa & CSP Sacramento, Represa (FSP)
- Metal Products
- Metal Signs
- License Plates
- Printing
- Laundry
- Modular Building Construction
- Construction Services and Facilities Maintenance
- Digital Services
- Support Services

CTE Programs
- Pre-Apprentice, Carpentry
- Pre-Apprentice, Ironworker
- Pre-Apprentice, Laborer

Pelican Bay State Prison, Crescent City (PBSP)
- Laundry

On Time Delivery Center, Sacramento (OTD)
- Distribution Center (Northern)

CSP Solano, Vacaville (SOL)
- Metal Products
- Bindery
- Laundry
- Optical
- Support Services

CALPIA Central Office, Folsom (CO)
- Support Services

Mule Creek State Prison, Ione (MCSP)
- Meat Cutting
- Coffee Roasting
- Fabric Products
- Laundry
- Support Services

Deuel Vocational Institution, Tracy (DVI)
- Dairy
- Support Services

CSP San Quentin, San Quentin (SQ)
- Furniture
- Mattress
- Support Services

Correctional Training Facility, Soledad (CTF)
- Furniture
- Fabric Products
- Support Services

Central California Women's Facility, Chowchilla & Valley State Prison for Women, Chowchilla (CCWF/VSPW)
- Crops
- Fabric Products
- Dental Lab
- Optical
- Laundry
- Support Services

Avenal State Prison, Avenal (ASP)
- Poultry
- Egg Production
- Furniture
- General Fab/Century
- Laundry
- Support Services

California Men's Colony, San Luis Obispo (CMC)
- Knitting Mill
- Fabric Products
- Shoes
- Printing
- Laundry
- Support Services

CSP Los Angeles County, Lancaster (LAC)
- Cleaning Products
- Laundry
- Support Services

Richard J. Donovan, Correctional Facility, San Diego (RJD)
- Bakery
- Shoes
- Laundry
- Support Services

California Institution for Women, Corona (CIW)
- Fabric Products

CTE Program
- Pre-Apprentice, Carpentry

Sierra Conservation Center, Jamestown (SCC)
- Fabric Products

CSP Corcoran & Substance Abuse Treatment Facility, Corcoran (COR)
- Dairy
- Food & Beverage Packaging
- Laundry
- Support Services

On Time Delivery Center, Corcoran (OTD)
- Distribution Center (Central)

Wasco State Prison, Wasco (WAS)
- Laundry

California Correctional Institution, Tehachapi (CCI)
- Fabric Products
- Support Services

Chuckawalla Valley State Prison, Blythe (CVSP)
- Laundry

On Time Delivery Center, Chino (OTD)
- Distribution Center (Southern)

California Institution for Men, Chino (CIM)
- Laundry
- Food & Beverage Packaging
- Support Services

CTE Program
- Marine Technology Training Center

Centinela State Prison, (CEN)
- Fabric Products

*Career Technical Education (CTE) locations appear in blue

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California Prison Industry Authority Central Office 560 East Natoma Street, Folsom, CA 95630 www.calpia.ca.gov

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Folsom, CA 95630
www.calpia.ca.gov

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