



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Board Report

File #: FAA 12-003, **Version:** 1

- a. Approve the extension of the Workforce Investment Act (WIA) Title I Adult subcontracts with Shoreline Workforce Development Services and Turning Point of Central California;
- b. Approve a decrease in their total contract budgets by 10% to meet WIA Title I funding reductions;
- c. Approve a new Professional Services Agreements (PSA) with Shoreline Workforce Development Services in the amount of \$294,840 and Turning Point of Central California in the amount of \$272,160 for a total contract allocation of \$567,000 for the period of July 1, 2012 to June 30, 2013; and
- d. Authorize the Economic Development Department Director to execute the contracts and make minor modifications to the contracts as necessary to comply with WIA requirements.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve the extension of the Workforce Investment Act (WIA) Title I Adult subcontracts with Shoreline Workforce Development Services and Turning Point of Central California;
- b. Approve a decrease in their total contract budgets by 10% to meet WIA Title I funding reductions;
- c. Approve a new Professional Services Agreements (PSA) with Shoreline Workforce Development Services in the amount of \$294,840 and Turning Point of Central California in the amount of \$272,160 for a total contract allocation of \$567,000 for the period of July 1, 2012 to June 30, 2013; and
- d. Authorize the Economic Development Department Director to execute the contracts and make minor modifications to the contracts as necessary to comply with WIA requirements.

SUMMARY:

The Monterey County Workforce Investment Board (WIB) is charged with overseeing the allocation of Workforce Investment Act (WIA) Title I funds on behalf of the local workforce investment system. At the June 6, 2012 WIB meeting, the WIB recommended approval of the WIA Title I Adult subcontract extensions with Shoreline Workforce Development Services (Shoreline) and Turning Point of Central California (Turning Point) for a second year, starting July 1, 2012. The contracts provide for an extension of up to two years beyond the initial one-year contract period pending acceptable contract performance, adherence to current WIA legislation and local policies, and upon the availability of WIA funds. The first contract year ends June 30, 2012. The total amount of funding available for contracted specialized WIA adult services was initially anticipated to be \$630,000. However, due to reductions in WIA Title I Adult funding, the WIB further recommended reducing both subcontract budgets by 10% from the previous year for a total contract allocation of \$567,000 for PY 2012-13.

DISCUSSION:

On August 30, 2011, Shoreline and Turning Point were each awarded a contract for WIA Title I Adult services by the Board of Supervisors in the amount of \$630,000 for the period of July 1, 2011 to June 30, 2012.

The Request for Proposal (RFP) that was issued resulting in these contracts sought responsive bids from qualified organizations to prepare eligible adults for participation in the labor force through the utilization of training contracts. In addition, the contracts were developed in response to recommendations embodied in a system-wide needs analysis completed by the WIB to enhance eligible participants access to services beyond the

comprehensive One-Stop Career Center, particularly serving those of underserved target populations in hard-to-serve areas of Monterey County, who do not access or have trouble getting to the Comprehensive One-Stop Career Center.

Services are targeted to WIA eligible, Monterey County adults (18 years of age and older) who face multiple barriers to employment, are low-income based on the Lower Living Standard Income Level (LLSIL) guidelines established by the Monterey County WIB, and are included in one or more of the following categories: veterans and their eligible spouses, disabled individuals, homeless, offenders, and high school drop outs.

The WIB is recommending a second one-year extension of each subcontract, starting July 1, 2012. The amount recommended represents a 10% reduction from the previous contract year allocation for a total contract allocation of \$567,000 for PY 2012-13 with a requirement that each subcontractor must expend a minimum of 25% of their contract funds on training per Senate Bill 734. Ten percent (10%) of the minimum training expenditure requirement may be met by applying leveraged resources used for training services. Leveraged resources may include match funds from employers including the employer paid portion of on-the-job training and customized training.

Below are summaries of both Shoreline and Turning Point's Adult programs and recommended funding, and the number of enrollments to be served for PY 2012-13:

- Shoreline is a non-profit corporation consisting of Goodwill Industries of Santa Cruz, Monterey and San Luis Obispo Counties. Shoreline's proposal focuses on serving targeted special populations (adult criminal offenders, adults with disability, veterans and their spouses, adults who dropped out of high school, and homeless adults) and leveraging the resources of their existing Neighborhood Career Centers in Salinas and in Marina. Additionally, they will make services available for North Monterey County residents of Pajaro and Las Lomas through their Watsonville Career Center and for South County residents through the San Luis Obispo and King City Career Centers. Shoreline Workforce Development Services has been an Adult services contractor since 2002. The WIB recommends funding Shoreline's PY 2012-13 subcontract in the amount of \$294,840, representing a decrease in their total contract budget by 10%, to serve 69 enrollments, with a requirement that a minimum of 25% of their contract funds be expended on training services per SB734.

Turning Point is a not-for-profit corporation assisting persons in the justice system. Turning Point's proposal focuses on individuals serving parole and probation. Turning Point leverages the resources of their Reentry Program on East San Luis Street in Salinas. They have been funded by the WIB and its predecessors since 1975. The WIB recommends funding Turning Point's PY 2012-13 subcontracts in the amount of \$272,160, representing a decrease in their total contract budget by 10%, to serve 63 enrollments, with a requirement that a minimum of 25% of their contract funds be expended on training services per SB734.

OTHER AGENCY INVOLVEMENT:

Both Shoreline and Turning Point concur with the WIB recommended approval of the proposed contracts.

FINANCING:

The Workforce Investment Act (WIA) Title I Adult formula grant funds utilized will be for \$567,000 and are budgeted in Appropriations Unit SOC 009 (Office for Employment Training - OET) for the Recommended Budget FY 2012-13. There is no impact on the General Fund. OET will reimburse funding to subcontractors for all allowable WIA activities. Additionally, in consideration of SB734, the subcontracts will be required to

expend a minimum of 25% of their subcontract funds on workforce training programs. The agreements with Shoreline and Turning Point will be structured to provide that they prepare and submit monitoring documents and monthly claims sufficient to meet the WIA requirements. Although recapture is a risk with grant awards, with the experience of the partners involved in the program opportunity, risk is minimal and local WIA funds would be used if expenditures were denied due to non performance.

Prepared by:

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Approved by:

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Director of Economic Development

Attachments:

WIA Title I Adult Subcontract with Shoreline
WIA Title I Adult Subcontract with Turning Point