



County of Monterey

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

Board Report

File #: 14-652, **Version:** 1

- a. Approve the Workforce Investment Act (WIA) Title I Adult subcontract with Goodwill Industries, DBA Shoreline Workforce Development Services by entering into a new Standard Agreement for a total contract allocation of \$175,000 for the period of July 1, 2014 through June 30, 2015; and
- b. Authorize the Economic Development Department Director or designee, to execute the contract, including amendments thereto, contingent upon approval by County Counsel, which do not affect the maximum dollar amount or term of the Agreement, and which make minor modifications to the contract as necessary to comply with WIA requirements.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve the Workforce Investment Act (WIA) Title I Adult subcontract with Goodwill Industries, DBA Shoreline Workforce Development Services by entering into a new Standard Agreement for a total contract allocation of \$175,000 for the period of July 1, 2014 through June 30, 2015; and
- b. Authorize the Economic Development Department Director or designee, to execute the contract, including amendments thereto, contingent upon approval by County Counsel, which do not affect the maximum dollar amount or term of the Agreement, and which make minor modifications to the contract 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. The WIB recommended the issuance of a contract to one successful bidder for adult services that target specialized populations and geographic areas at their June 4, 2014 meeting. The successful bidder responded to a Request for Proposals (RFP) that was issued on March 31, 2014. The total amount of funding available for contracted specialized services is \$175,000. The contract also provides for an extension of up to two years beyond the initial one-year contract period depending upon acceptable contract performance, adherence to current WIA legislation and local policies, and the availability of WIA funds.

DISCUSSION:

Under the WIA, the Monterey County WIB is required to have a delivery system known as the America's Job Center of California (formerly One Stop Career Center), which currently exists in Salinas, Seaside and King City. The WIB is also allowed to seek additional adult partner agencies, through a competitive RFP procurement process, that have unique capacity, resources and expertise to provide WIA adult services to eligible target populations throughout Monterey County. Since 2001, the County has approved the development and issuance of RFPs for WIA Title I adult program services.

The Adult RFP was released to the public on March 31, 2014 with a closing date of April 29, 2014. Two adult proposals were received by the submission deadline. The County's Contracts and Purchasing Office reviewed all proposals for compliance and concluded that all passed the proposal format and specification requirements. The proposals were then distributed to an RFP Selection Committee for their reading and evaluation. On May 6, 2014, the RFP Selection Committee convened to interview bidders, score proposals, and conduct a thorough review of the proposals, budget and comparative costs, and performance. Bidder interviews were conducted to give the RFP

Selection Committee an opportunity to ask follow up questions regarding each proposal.

The RFP sought responsive bids from qualified organizations to prepare eligible adults for participation in the labor force through the utilization of training contracts. For individuals placed in classroom training, a priority shall be placed on academic and vocational skills development, and the attainment of industry-recognized credentials and degrees that promote career pathways in high-demand/middle skill occupational clusters.

Services will be 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 individuals, offenders, and high school drop outs.

Over the past decade, the WIB has worked with community partners to improve access to workforce services by establishing a system of diverse programs and regional collaborations, while successfully leveraging other local resources. As a result, the WIB's RFP and the recommended contract targets specific populations and geographic areas, and utilizes collaborative partners to support a comprehensive continuum of diverse public-private services in the workforce program delivery system.

For the purpose of the WIA Title I Adult funding, the RFP Selection Committee unanimously approved and recommended funding Goodwill Industries, DBA Shoreline Workforce Development Services (Shoreline) to receive up to \$175,000 to provide WIA adult services to eligible target populations throughout Monterey County. The number of new adult participants to be served is a minimum of 55.

Per Senate Bill 734, the contract also includes a requirement that Shoreline must expend a minimum of 25% of contract funds on training. Ten percent (10%) of the minimum training expenditure requirement may be met by applying leveraged resources used for training services. Leveraged resources may include matching funds from employers, including the employer-paid portion of on-the-job training and customized training.

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 who dropped out of high school, and homeless adults) and leveraging the resources of their existing Neighborhood Career Centers in Salinas and 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 has been an Adult services contractor since 2002. The WIB recommends funding Shoreline's PY 2014-15 subcontract for \$175,000, to serve 55 enrollments, with a requirement that a minimum of 25% of their contract funds be expended on training services per SB734.

OTHER AGENCY INVOLVEMENT:

Shoreline concurs with the WIB recommended approval of the proposed contract. County Counsel has reviewed the proposed contract with Shoreline and attachments.

FINANCING:

The WIA Title I Adult formula grant funds utilized will be for \$175,000 and are budgeted in Fund 21, Appropriations Unit DEO 016, Unit 8396. There is no impact on the General Fund. Economic Development Department/WIB will reimburse funding to the subcontractor for all allowable WIA activities. Additionally, in consideration of SB734, Shoreline will be required to expend a minimum of 25% of subcontract funds on workforce

training programs. The agreement with Shoreline will be structured to provide that it prepares and submits to the WIB monitoring documents and monthly claims that meet the WIA requirements. Although recapture is a risk with grant awards, given 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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WIB Agency Executive Director

Approved by:

David Spaur, 755-5387
Director of Economic Development

ATTACHMENTS:

WIA Title I Adult Subcontract for Shoreline Workforce Development Services
Shoreline Exhibits "A-I"
Shoreline Certificate of Liability 08/05/2014
Shoreline Certificate of Liability 09/09/2014