



County of Monterey

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

Board Report

File #: A 20-452, **Version:** 1

- a. Approve and authorize the Executive Director of the Monterey County Workforce Development Board (WDB) to execute Amendment No. 5 to its original \$4,995 agreement with Chmura Economics and Analytics, LLC, to add a total of \$1,500 to the annual subscription cost of \$4,995 (\$6,495), for a total agreement amount not to exceed \$26,475, to provide a JobsEQ® labor market software subscription to the WDB for the period of April 1, 2016 through March 31, 2021; and
- b. Authorize the Executive Director of the WDB to execute one (1) renewal to extend the Agreement for one (1) additional year and increase the amount of the annual subscription (\$6,495) by an amount not to exceed 10% (\$650), subject to County Counsel review, on substantially the same terms

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Executive Director of the Monterey County Workforce Development Board (WDB) to execute Amendment No. 5 to its original \$4,995 agreement with Chmura Economics and Analytics, LLC, to add a total of \$1,500 to the annual subscription cost of \$4,995 (\$6,495), for a total agreement amount not to exceed \$26,475, to provide a JobsEQ® labor market software subscription to the WDB for the period of April 1, 2016 through March 31, 2021; and
- b. Authorize the Executive Director of the WDB to execute one (1) renewal to extend the Agreement for one (1) additional year and increase the amount of the annual subscription (\$6,495) by an amount not to exceed 10% (\$649.50), subject to County Counsel review, on substantially the same terms

SUMMARY:

Background

Chmura Economics & Analytics, LLC - JobsEQ® (“Chmura”) is an online labor market software license subscription that allows authorized users to obtain answers to comprehensive questions, including “real-time” employment statistics and trends, job forecasts, wages, educational data (projected completions, certifications and degrees), demographics, and firm-specific information that convert data into decision-ready information that can be analyzed over a span of time.

On April 26, 2016, the WDB received approval from the Board of Supervisors to execute a non-standard Agreement with Chmura in the amount of \$4,995 from April 1, 2016 through March 31, 2017, and authorization to execute amendments thereto, contingent upon approval by County Counsel, where the amendments do not exceed, cumulatively, 10 percent (10%) of the original contract amount (\$499.50 total maximum increase) and do not significantly change the scope of work or non-standard contract provisions.

Four annual amendments have been executed to date that each increased the total amount of the agreement by the \$4,995, the original cost of the subscription. In April 2020, Chmura provided to its subscribers the option for an additional feature - Real Time Intelligence - with geographical coverage for this add-on that matches the County’s JobsEQ® subscription. The \$4,995 original annual subscription and the new \$1,500 annual Real Time Intelligence add-on is anticipated to cost a total of \$6,495 in subsequent years.

This expenditure supports the WDB’s 2017-2020 Strategic Plan initiatives that support system alignment and

accountability, service integration and continuous improvement, using high quality and actionable labor market data to support evidence-based policymaking.

DISCUSSION:

The Board is asked to authorize the Executive Director of the WDB to execute a future renewal to extend the Agreement with Chmura for one (1) additional year to April 2022, and to increase the total amount of the Agreement by an amount not to exceed \$6,495, subject to County Counsel review.

OTHER AGENCY INVOLVEMENT:

The parties to the Agreement were involved in its development. County Counsel has reviewed the Agreement as to form.

FINANCING:

Workforce Innovation and Opportunity Act (WIOA) Adult, Dislocated Worker, and Youth grant funding in an amount not to exceed \$26,475 will be used to fund Amendment No. 5 with Chmura and is budgeted in Fund 021, Appropriations Unit CAO030, Unit 8478. There is no financial impact to the General Fund resulting from approval of this Agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Authorizing the Executive Director of the WDB to execute this Amendment No. 5 will help the WDB continue to monitor and forecast local and regional economic trends, as well as aid workforce professionals, employers and job seekers to make career, education, and economic development decisions to help promote stable employment and economic growth.

√ Administration: Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency

Prepared by:

Approved by:

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Attachments:

Board Report

- Agreement between the Monterey County Workforce Development Board and Chmura
- Amendment No. 1 between the Monterey County Workforce Development Board and Chmura
- Amendment No. 2 between the Monterey County Workforce Development Board and Chmura
- Amendment No. 3 between the Monterey County Workforce Development Board and Chmura
- Amendment No. 4 between the Monterey County Workforce Development Board and Chmura
- Amendment No. 5 between the Monterey County Workforce Development Board and Chmura