

CITY OF LOS ANGELES

CALIFORNIA



Workforce **Development** Board
City of *Los Angeles*

Workforce Development Board
CHARLES WOO
CHAIR



ERIC GARCETTI
MAYOR



Economic and Workforce
Development Department
JAN PERRY
GENERAL MANAGER

June 14, 2017

Council File Number:
Council Districts: All
Contact Persons & Phone:
Robert Sainz, (213) 744-7396

The Honorable Eric Garcetti
Mayor, City of Los Angeles
Room 303, City Hall

City Council
c/o City Clerk
Room 395, City Hall

Attention: Mandy Morales, Legislative Coordinator

COMMITTEE TRANSMITTAL: REQUEST TO APPROVE THE RESULTS OF THE YOUTHSOURCE CENTER (YSC) OPERATORS REQUEST FOR PROPOSALS (RFP) FUNDING RECOMMENDATIONS AND EXECUTE CONTRACTS TO PROVIDE WORKFORCE DEVELOPMENT SERVICES TO YOUTH FOR PROGRAM YEAR JULY 1, 2017 THROUGH JUNE 30, 2018

DEADLINE FOR ACTION

The General Manager of the Economic and Workforce Development Department (EWDD) and the Chair of the Workforce Development Board (WDB) respectfully submit this transmittal for your review and approval. Approval of this item is requested no later than June 30, 2017, to ensure the uninterrupted provision of services to the City's youth.

RECOMMENDATIONS

The General Manager, EWDD, or designee, and the Chair of the WDB request that the Mayor and the City Council:

1. APPROVE EWDD's list of recommended contractors selected through the review of proposals submitted in response to the YouthSource Center Operators Request for Proposals (Attachment A);
2. AUTHORIZE the General Manager, EWDD, or designee, to negotiate and execute contracts with the 14 recommended contractors to operate the YouthSource Centers for the period of July 1, 2017 through June 30, 2018, with an option for the City to renew for two (2) additional one-year terms (through

- June 30, 2020), with funding not to exceed \$1,009,000, consisting of \$741,000 in WIOA Title I Formula Funds and \$268,000 in Summer Youth Employment funds, subject to review and approval of the City Attorney as to form and legality;
3. AUTHORIZE the General Manager, EWDD, or designee to negotiate and execute agreements and amendments to agreements with the public, private, non-profit and/or governmental entities set forth in Attachment A, with funds awarded as described above, subject to the Workforce Development Board Local Elected Official (WDB-LEO) agreement
 4. AUTHORIZE the General Manager, EWDD, or designee to negotiate and execute agreements and amendments to agreements with the public, private, non-profit and/or governmental entities set forth in Attachment B with funds awarded as described herein, subject to the Workforce Development Board-Local Elected Official (WDB-LEO) agreement:
 5. AUTHORIZE the General Manager, EWDD, or designee, to establish the "Eligible YSC Operator/Summer Youth Operator" replacement list, to include any YSC proposer receiving a score of 70 points or higher to be eligible for an award of funds for the HIRE LA's Youth Program, as a result of the 2017 YSC RFP (see Attachment C); and
 6. AUTHORIZE the General Manager, EWDD, or designee, to prepare Controller instructions and any necessary technical adjustments that are consistent with Mayor and Council action required to implement the YouthSource Centers Operators program, subject to the approval of the City Administrative Officer (CAO), and authorize the Controller to implement the instructions.

SUMMARY

The General Manager of the Economic and Workforce Development Department and the Chair of the Workforce Development Board, request that the Mayor and the City Council approve EWDD's recommended contractors selected through the YouthSource Center Operators Request for Proposals process. EWDD requests authority to negotiate and execute contracts with the selected contractors and authority to establish a replacement YSC Operators list based on the results from this procurement process. The contracts will begin on July 1, 2017 and end on June 30, 2018, with an option to renew for two (2) additional one-year terms, with funding not to exceed a total of \$1,009,000, subject to contractor performance reviews, funding availability and Mayor and City Council approval.

FISCAL IMPACT

The YSC System is funded by WIOA Title I Formula Funds, Summer Youth Employment funds, and leveraged resources required of each YSC. Summer Youth Employment funds include \$2.0 million in City General Funds

BACKGROUND

Prior Procurement

The Youth WorkSource System was last procured by a Request for Proposals (RFP), which was released on October 28, 2011. The RFP identified thirteen (13) organizations interested in managing one of the thirteen Youth Source Centers located in seven (7) City Planning Areas serving youth ages 17-21, focusing on out-of-school by addressing elevated high school dropout rates, implementing student recovery efforts, engaging youth with school and/or work, improving student retention, bolstering student academic proficiency, and ultimately preparing youth to be college and/or career ready. The System was successful in providing services to youth, consistently met all federal Workforce Innovation Act performance standards, and became a nationally recognized leader in implementing youth programs. The System also anticipated the national trend toward focusing services on out-of-school youth by gradually increasing its enrollment goals for this population.

Current Procurement

The EWDD released the YouthSource Center Operators Request for Proposals on February 1, 2017. Proposals were due on Thursday, March 30, 2017 at 5:00 p.m. Agencies were limited to submitting no more than two (2) proposals each. Each proposal was required to cover one of the seven (7) City Planning Areas: East, South, Central, West, Harbor, South Valley, and North Valley. A total of twenty-four (24) proposals were received, covering all the Planning Areas, from seventeen (17) agencies.

Goals of the YSC System

The YSC System sought proposals from entities interested in leading a nationally recognized dropout recovery and re-engagement system that serves all City youth ages 16-24, and focuses on engaging disconnected youth (not at work and not in school) with school or work, improving student retention and bolstering student academic performance. The YSC System will be community-based, and will work in collaboration with the Los Angeles Unified School District (LAUSD), the Los Angeles Community College District (LACCD) and various other public and private partners. Each YSC will be expected to work with local partners to increase employability, employment placement, high school graduation and college acceptance rates. The YSC System goals include:

1. Building strong partnerships, integrating efforts, removing barriers, improving communications and improving accountability;
2. Developing innovative strategies for increasing education and employment outcomes;
3. Championing change for public and private systems in order to improve outcomes; and
4. Focusing policies and programs in order to empower youth to become self-sufficient and resilient; and respecting the capabilities and capacities of all City youth.

The YSC System will place special emphasis on serving youth that are hardest-to-serve: homeless or runaway, current or aged-out foster youth, dropouts, out-of-school and/or out-of-work, justice-involved/offender, pregnant or parenting, and disabled. Additionally, the YSC will serve low-income individuals who are deficient in basic skills or are English language learners, and individuals who require additional assistance to complete an education program or to secure and retain employment.

Funding Amounts

Approximately \$1,009,000, consisting of \$741,000 in WIOA Title I Formula Funds and \$268,000 in Summer Youth Employment funds, is proposed for each YSC. Additionally, \$200,000 in leveraged resources is required of each YSC operator.

Proposal Review Process

The 24 proposals received were reviewed and rated by a panel of two reviewers for each proposal. The twelve (12) reviewers were participants from workforce development agencies throughout the nation and local community volunteers. The reviewers participated in a telephone orientation and training session during which they were presented with an overview of the RFP, trained on the use of the scoring tool, and asked to sign a Conflict of Interest/Non-Disclosure Statement.

After reviewers performed their individual proposal reviews, each team of two worked together to come to a final consensus proposal score. The proposal scoring was established on a 100 maximum points received, with 70 points as the minimum score for achieving funding. Proposals with scores of 70 or above that are not recommended for funding will be placed on an “Eligible YSC Operator/Summer Youth Operator” list from which the EWDD will draw replacement contractors in the event that a selected agency is unable to perform. To ensure the integrity of the process, the scoring tool was prepared and validated by The University Corporation of California State University at Northridge. Management of the process was conducted by the Procurement and Contract Development Unit of the EWDD.

Proposals were evaluated based on the following categories:

Demonstrated Ability – An evaluation of the proposer's previous experience in providing the solicited services.	40
Program Design – An evaluation of the proposer's plan for serving the described populations while focusing on WDB stated goals.	50
Cost Reasonableness – An evaluation of leveraged resources, participant-related costs and proposed facility and other costs.	10
TOTAL	100

Additionally, each agency's site must be in compliance with Workforce Innovation and Opportunity Act (WIOA) regulations and Americans with Disabilities Act (ADA) requirements.

Summer Youth Jobs

Proposers recommended for funding through this RFP will be eligible for an award of funds to support the City's HIRE LA's Youth for Summer Jobs campaign (HIRE LA). The EWDD recommends that any proposer that was awarded a score of 70 points or higher be eligible for an award of funds for the HIRE LA's Youth program, whether or not the proposer was selected for funding through this RFP.

Notification of Proposal Review Results

On May 24, 2017, EWDD sent out notifications of proposal review results, which included proposal scores, funding recommendations, and a discussion of the appeals process.

APPEALS

Pursuant to the YSC RFP, proposers may appeal procedural issues only. Appeals must be based upon specific facts demonstrating that the RFP criteria or process were not followed in the review of proposals. A disagreement with, or objection to, the points awarded does not constitute a basis for an appeal. Differences of opinion about the merits of a proposal do not constitute grounds for submitting an appeal. Appeals must be presented to an Appeals Board, which shall be established in accordance with the Workforce Development Board/Local Elected Official Agreement (WDB/LEO).

A total of 3 appeals were received by the EWDD by the appeals submission deadline of June 1, 2017, as set forth in the funding notification letters by the following proposers:

- El Proyecto del Barrio – South San Fernando Valley Region
- Catholic Charities of Los Angeles – Central Los Angeles Region
- Managed Career Solutions – Harbor Region

An appeals hearing was held on Monday June 12, 2017. Following presentations from both the appellants and Department, the Appeals Board took the following actions:

- With respect to El Proyecto del Barrio, the Board voted unanimously to uphold the Department's recommendation and Denied the appeal on the grounds that the appellant failed to provide specific facts demonstrating that the RFP criteria or process was not followed by EWDD.
- With respect to the Catholic Charities of Los Angeles, the Board voted unanimously to uphold the Department's recommendation and Denied the appeal on the grounds that the appellant failed to provide specific facts demonstrating that the RFP criteria or process was not followed by EWDD.
- With respect to Management Career Solutions (MCS), the Board voted unanimously to uphold the Department's recommendation and Denied the appeal

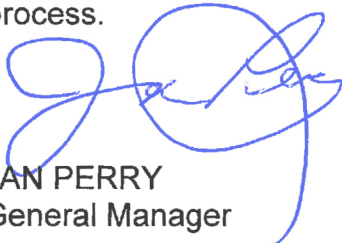
on the grounds that the appellant failed to provide specific facts demonstrating that the RFP criteria or process was not followed by EWDD on nine of ten issues raised.

The Board did vote to Sustain MCS's appeal on one fiscal / budget related item, and remanded the matter back to EWDD with instructions for reconsideration and recommendation.

As a result of the appeals hearing, the Department is withholding recommendations related to funding a YSC in the Harbor Region until the appeal board's final decision. EWDD anticipates a final resolution prior to City Council action.

WDB ACTION

In accordance with the WDB-LEO Agreement, the WDB Executive Committee approved the recommended YouthSource Center Operators and funding recommendations resulting from the YSC RFP on June 1, 2017, subject to the results of the Appeals process.



JAN PERRY
General Manager



CHARLES WOO
Chair
Workforce Development Board

JP:RS:GR:BB

- Attachment A: YouthSource Center Operators, Final Scores and Funding Recommendations
- Attachment B: Subsidized Work Experience (Summer Youth Employment)
- Attachment C: Eligible YSC Operators / Summer Youth Operators

Attachment A

YOUTHSOURCE CENTER OPERATORS RFP

Final Scores and Funding Recommendations

AREA	AGENCY	TOTAL POINTS	FUNDING RECOMMENDATIONS			FUNDING NOTES
			TOTAL	WIOA	CITY GF/COUNTY LACYJ	
CENTRAL	Youth Policy Institute	95	1,009,000	741,000	268,000	
CENTRAL	Para Los Ninos	92	1,009,000	741,000	268,000	
CENTRAL	Catholic Charities of Los Angeles, Inc.	85.5				
CENTRAL	Regents of the University of California	81.4				
EAST	Para Los Ninos	97	1,009,000	741,000	268,000	
EAST	LA YOM - Boyle Heights	89	1,009,000	741,000	268,000	
EAST	Soledad Enrichment Action, Inc.	82				
HARBOR	City of Long Beach (administering entity for Pacific Gateway Workforce Innovation Network)	87.7	1,009,000	741,000	268,000	(1) Recommendation pending Appeal Board final decision. (2) Will be required to have Harbor College location
HARBOR	Managed Career Solutions, Inc.	85				
HARBOR	Los Angeles Unified School District	70.7				
HARBOR	Los Angeles Community College District - LAHC	70.3				
NORTH VALLEY	Youth Policy Institute	80	1,009,000	741,000	268,000	
NORTH VALLEY	El Proyecto del Barrio, Inc.	70.8	1,009,000	741,000	268,000	
SOUTH VALLEY	Goodwill Industries of Southern California	73.6	1,009,000	741,000	268,000	
SOUTH VALLEY	El Proyecto del Barrio, Inc.	70.8				
SOUTH	Watts Labor Community Action Committee	95	1,009,000	741,000	268,000	
SOUTH	Coalition for Responsible Community Development	94.5	1,009,000	741,000	268,000	
SOUTH	LA YOM - Watts	91	1,009,000	741,000	268,000	
SOUTH	Catholic Charities of Los Angeles, Inc.	87	1,009,000	741,000	268,000	
SOUTH	Goodwill Industries of Southern California	85				
SOUTH	Soledad Enrichment Action, Inc.	75				
SOUTH-CRENSHAW	Los Angeles Brotherhood Crusade-Black United Fund, Inc.	84.5	1,009,000	741,000	268,000	
SOUTH-CRENSHAW	Asian American Drug Abuse, Inc.	61.6				
WEST	Regents of the University of California	91.8	1,009,000	741,000	268,000	
TOTAL			14,126,000	10,374,000	3,752,000	

Subsidized Work Experience (Summer Youth)

	LACYJ I	LACYJ II	GF	CFE	Private
Revenue	\$4.5 mil	\$2.5 mil	\$2.3 mil		
YSCs	\$2.25 mil		\$1.5 mil		
PY 17-18	\$2.25 mil	\$2.5 mil	\$800k	\$410k	\$266k
	1st Allocation		2nd Allocation		
<u>Sub. Youth WEX Operators</u>	<u>July 1, 2017</u> \$3,726,000		<u>January 1, 2018</u> \$2.5 mil LACYJ		
AYE	\$189,000		\$661,000		
All Peoples	\$94,500				
CCD	\$189,000				
El Proyecto	\$189,000		\$661,000		
HACLA	\$472,500		\$189,000		
Holman CDC	\$94,500				
LACC	\$94,500				
LGBT Center	\$94,500				
LAUSD	\$661,000		\$661,000		
MCS	\$189,000				
UAW	\$94,500				
UCLA	\$661,000		\$189,000		
SALEF	\$283,500				
YOMs	\$410,000				
TOTAL	\$3,716,500		\$2,361,000		

Attachment C

YOUTHSOURCE CENTER OPERATORS RFP

Eligible YSC Operators/Summer Youth Operators

AGENCY
Catholic Charities of Los Angeles, Inc.
City of Long Beach (administering entity for Pacific Gateway)
Coalition for Responsible Community Development
El Proyecto del Barrio, Inc.
Goodwill Industries of Southern California
LA YOM - Boyle Heights
LA YOM - Watts
Los Angeles Brotherhood Crusade-Black United Fund, Inc.
Los Angeles Community College District - LAHC
Los Angeles Unified School District
Managed Career Solutions, Inc.
Para Los Ninos
Regents of the University of California
Soledad Enrichment Action, Inc.
Watts Labor Community Action Committee
Youth Policy Institute