



# RFP 121 Workforce Services Recommendations for Funding

Workforce Investment San Francisco  
March 9, 2017



# Presentation Agenda

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- Review of RFP
  - Strategic Goals and Focus
  - Program Areas
  - Funding Available
  - Timeline
- Review Process
- Recommendations for Funding



# Strategic Goals and Focus

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## Sector

**Foster demand-driven skills attainment and enable upward mobility**

## Young Adult

**Connect disengaged young adults to education and career pathways that allow them to achieve their economic potential**

## Coordination

**Align services locally and regionally across workforce system partners**

## Business

**Provide high quality services to businesses that promote hiring of SF residents**

## Access

**Ensure awareness, ease of entry, and appropriate services are available to all jobseeker and employer customers.**

# Strategic Goals and Focus

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- Continuum of Career Services
  - Barrier Removal & Support Services
  - Career Services (Demand Driven Training and Placement)
  - Retention Services
  - Coordinated Transition Points System-wide
- Alignment with other Workforce Partners (City Departments, Educational Partners, etc.)
- Upward mobility and Incumbent Worker Approach
- Evidence Based Program Models
- Results-driven Contracting
- Pilot Opportunities



# Program Areas

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- Job Readiness Services
- Access Points
  - Comprehensive Access Point
  - Neighborhood Access Point
  - Specialized Access Point
- Young Adult Services
  - Young Adult Access Points
  - RAMP
  - Subsidized Employment



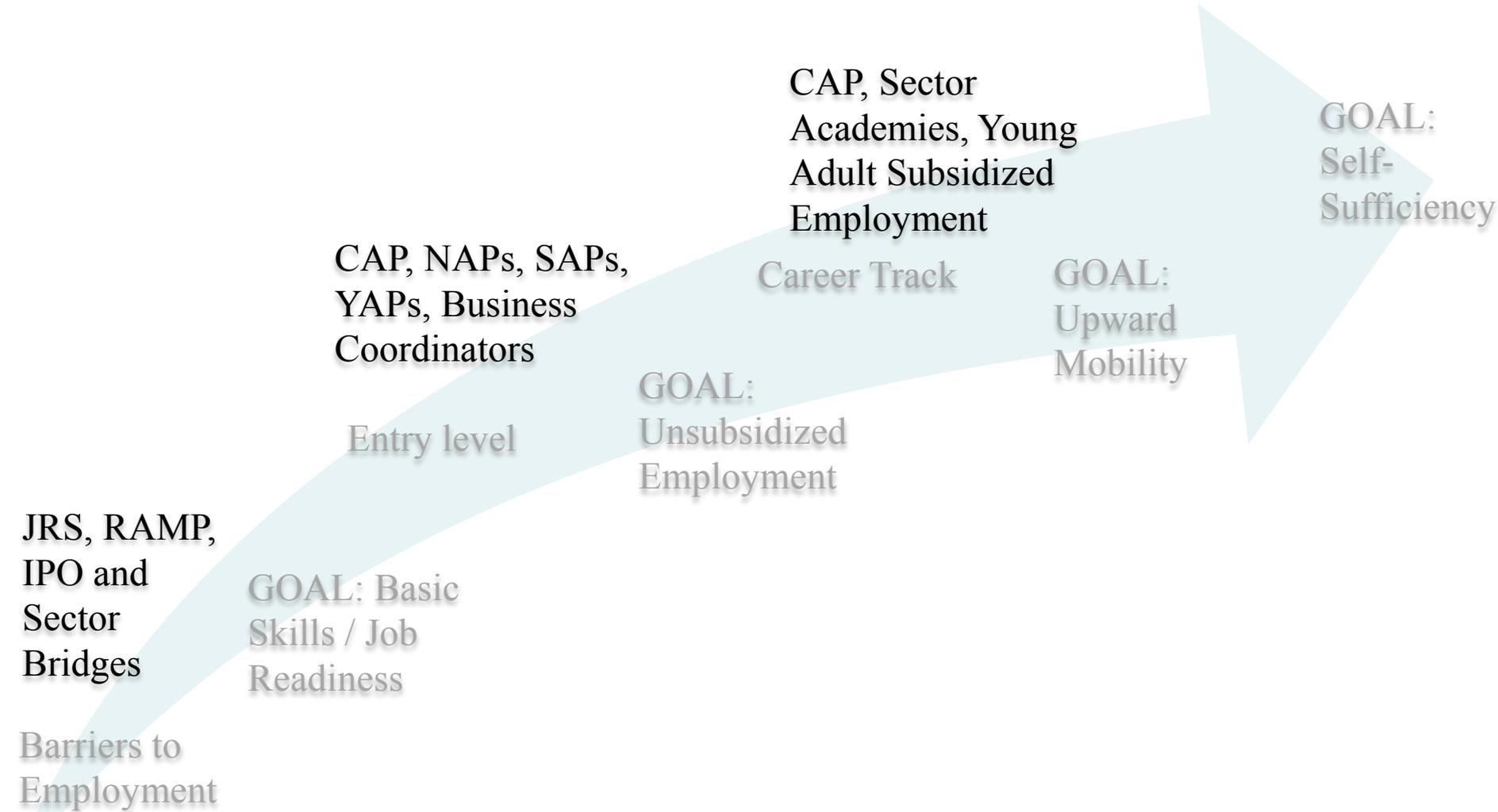
# Program Areas

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- Sector Academies
  - Construction
  - Healthcare
  - Hospitality
  - Technology
- Business Services
  - First Source
  - SFO



# Strategic Goals and Focus



# Proposed Annual Funding

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## WIOA Formula

**\$3 million**

WIOA Adult

\$1.25 million

WIOA Dislocated Worker

\$ 850,000

WIOA Youth

\$ 900,000

## CDBG

**\$1.45 million**

## General Funds

**\$9.1 million**

**Total**

**\$13.55 million**



# Timeline

<b>Plan Stage</b>	<b>Timing</b>
RFP Preview for Current Providers	September 2, 2016
WISF Review of RFP Strategy	September 14, 2016
RFP Release	December 5, 2016
Bidder's Conference	December 14, 2017
Proposals Submitted	January 19, 2017
OEWD Proposals Review	January 23 - February 3, 2017
Tentative Award Letters Delivered	February 20, 2017
Appeal Process Closed	February 25, 2017
WISF Approval of Proposed Contract Awards	March 9, 2017
CCCD Approval of Proposed Contract Awards	March 21, 2017
Contract Start Dates	July 1, 2017



# Review Process

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**33** Program Areas

**127** Proposals Received

**69** Agencies Applied

**\$35.2 M** Requested



# Review Process

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- Current Providers evaluated by OEWD Program Managers—scores averaged
- Proposals submitted by an eligible organization evaluated by a panel of three reviewers
  - Proposal evaluations based on a scoring guide corresponding to questions posed in the RFP
- Proposals ranked based on outcomes of review panel and current provider score (if applicable)
- Senior OEWD staff reviewed proposals recommended for funding and finalized funding recommendations based on budget, neighborhood need, strategy, and provider capacity (if awarded in multiple areas)
- Approval by Oversight Boards (WISF, CCCD)



# Funding Recommendations

Current Provider	Organization Name	Additional Information
<b>Comprehensive Access Point</b>		
Yes	Goodwill	
<b>Neighborhood Access Point</b>		
Yes*	Central City Hospitality House	Tenderloin/Mid-Market
Yes	FACES SF	Visitacion Valley
Yes	Mission Economic Development Agency	Mission
Yes	Self Help for the Elderly	Chinatown
Yes	Success Center	Western Addition/Fillmore
Yes	Young Community Developers	Bayview/Hunters Point

\* Current provider in a different program area



# Funding Recommendations

Current Provider	Organization Name	Additional Information
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## Specialized Access Points

No	America Works	Formerly Incarcerated
Yes	Chinese for Affirmative Action	English-Limited
Yes	Swords to Plowshares	Veterans
Yes	Upwardly Global	Immigrant
Yes	Toolworks	Disabled - Coordinator
Yes	Positive Resource Center	Disabled
No	The Arc San Francisco	Disabled

## Business Coordinators

Yes	Manpower	End Use First Source
Yes*	FACES SF	SFO First Source

\* Current provider in a different program area

# Funding Recommendations

Current Provider	Organization Name	Additional Information
<b>Construction Sector (CityBuild)</b>		
	TBD	Sector Coordinator
Yes	City College San Francisco	Occupational Skills Trainer
Yes	Charity Cultural Services	Career Development
Yes	Young Community Developers	Career Development
	TBD	IPO Training
<b>Information and Communications Technology Sector (TechSF)</b>		
Yes	Bay Area Video Coalition	Sector Coordinator, OST & Bridge
Yes*	Mission Economic Development Agency	Sector Bridge
Yes	City College San Francisco	Occupational Skills Trainer
No	Galvanize	Occupational Skills Trainer

\* Current provider in a different program area

# Funding Recommendations

Current Provider	Organization Name	Additional Information
<b>Hospitality Sector</b>		
Yes	Self Help for the Elderly	Sector Coordinator & OST
Yes	Charity Cultural Services	Occupational Skills Trainer
Yes	Community Housing Partnership	Occupational Skills Trainer
Yes	Episcopal Community Services	Occupational Skills Trainer
Yes	Mission Language and Vocational School	Occupational Skills Trainer
Yes*	Toolworks	Occupational Skills Trainer

\* Current provider in a different program area



# Funding Recommendations

<b>Current Provider</b>	<b>Organization Name</b>	<b>Additional Information</b>
<b>Healthcare Sector</b>		
Yes	Jewish Vocational Services	Sector Coordinator & OST
Yes*	City College San Francisco	Sector Bridge
Yes	Arriba Juntos	Occupational Skills Trainer
Yes	HomeBridge, Inc.	Occupational Skills Trainer
Yes	Mission Language and Vocational School	Occupational Skills Trainer
Yes	Self Help for the Elderly	Occupational Skills Trainer

\* Current provider in a different program area



# Funding Recommendations

Current Provider	Organization Name	Additional Information
<b>Young Adult Access Points</b>		
Yes	Community Youth Center	
No	Enterprise for High School Students	
Yes	Larkin Street Youth Services	
No	New Door Ventures	
<b>Reconnecting All through Multiple Pathways (RAMP)</b>		
No	Bayview YMCA	
Yes	San Francisco Conservation Corps	
<b>Young Adult Subsidized Employment</b>		
No	Bay Area Community Resources	
Yes*	Success Center	
No	Urban Services YMCA	

\* Current provider in a different program area

# Funding Recommendations

Current Provider	Organization Name	Additional Information
<b>Job Readiness Services</b>		
Yes*	Central City Hospitality House	
Yes*	Community Housing Partnership	
Yes*	Compass Family Services	
Yes*	Five Keys Charter School	
Yes*	Mujeres Unidas y Activas	
Yes*	SF LGBT Center	
<b>Pilots</b>		
No	Samaschool	Gig Workers
No	The Arc San Francisco	Retention

\* Current provider in a different program area

