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# **Workforce Investment San Francisco**

## **Workforce Director's Report**

### **March 10, 2021**

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# ECONOMIC INDICATORS

| SF Unadjusted Unemployment Rate |               |              |
|---------------------------------|---------------|--------------|
| SF County                       | Unemployment  | Rate         |
| Dec 2019                        | 11,300        | 1.90%        |
| Jan 2020                        | 13,400        | 2.30%        |
| Feb 2020                        | 13,200        | 2.20%        |
| Mar 2020                        | 17,500        | 3.00%        |
| Apr 2020                        | 69,400        | 12.60%       |
| May 2020                        | 69,400        | 12.60%       |
| Jun 2020                        | 71,100        | 12.50%       |
| Jul 2020                        | 62,700        | 10.90%       |
| Aug 2020                        | 49,800        | 8.80%        |
| Sep 2020                        | 47,500        | 8.40%        |
| Oct 2020                        | 40,100        | 6.90%        |
| Nov 2020                        | 32,400        | 5.70%        |
| <b>Dec 2020</b>                 | <b>36,300</b> | <b>6.40%</b> |

Source: California EDD, US Bureau of Labor Statistics

# ECONOMIC INDICATORS

## Change in Area Employment Since February 2020 by Industry SF Metro District (SF + San Mateo Counties)

| Industry                          | February 2020    | December 2020    | Change Since Feb | % Change Since Feb |
|-----------------------------------|------------------|------------------|------------------|--------------------|
| Professional & Business Services  | 213,700          | 213,700          | 0                | 0.0%               |
| Trade, Transportation & Utilities | 152,700          | 141,000          | -11,700          | -7.7%              |
| Retail Trade                      | 77,000           | 74,800           | -2,200           | -2.9%              |
| Leisure & Hospitality             | 147,900          | 92,900           | -55,000          | -37.2%             |
| Hotels and Other Accommodation    | 26,300           | 16,100           | -10,200          | -38.8%             |
| Restaurants                       | 82,200           | 48,100           | -34,100          | -41.5%             |
| Arts, Entertainment & Recreation  | 20,700           | 14,600           | -6,100           | -29.5%             |
| Educational & Health Services     | 150,200          | 140,700          | -9,500           | -6.3%              |
| Technology                        | 156,400          | 143,700          | -12,700          | -8.1%              |
| Financial Activities              | 86,900           | 89,600           | 2,700            | 3.1%               |
| Construction                      | 41,800           | 39,200           | -2,600           | -6.2%              |
| Manufacturing                     | 38,700           | 35,900           | -2,800           | -7.2%              |
| Government                        | 132,300          | 121,100          | -11,200          | -8.5%              |
| Nonprofits & Personal Services    | 72,200           | 66,000           | -6,200           | -8.6%              |
| Personal & Laundry Services       | 14,900           | 13,700           | -1,200           | -8.1%              |
| Nonprofits                        | 20,600           | 16,400           | -4,200           | -20.4%             |
| <b>Total</b>                      | <b>1,192,800</b> | <b>1,083,800</b> | <b>-109,000</b>  | <b>-9.1%</b>       |

Source: [California EDD, US Current Employment Statistics](#)

# ECONOMIC INDICATORS



Howard Golden places an order with server Dragos Pintlie at John's Grill as indoor dining resumes on Wednesday, March 3, 2021. (Kevin N. Hume/S.F. Examiner)

## Data shows fewer jobs available in key industries as The City struggles to recover from the pandemic

MADELEINE BECK / Mar. 8, 2021 6:30 a.m. / NEWS / NEWSLETTER / THE CITY



San Francisco's job market has contracted sharply over the past year in multiple industries, according to data shared by the Chamber of Commerce Monday.

With a 53% decrease in posted job opportunities since 2019, the food service and accommodation industry is one of several to experience a sharp decline during

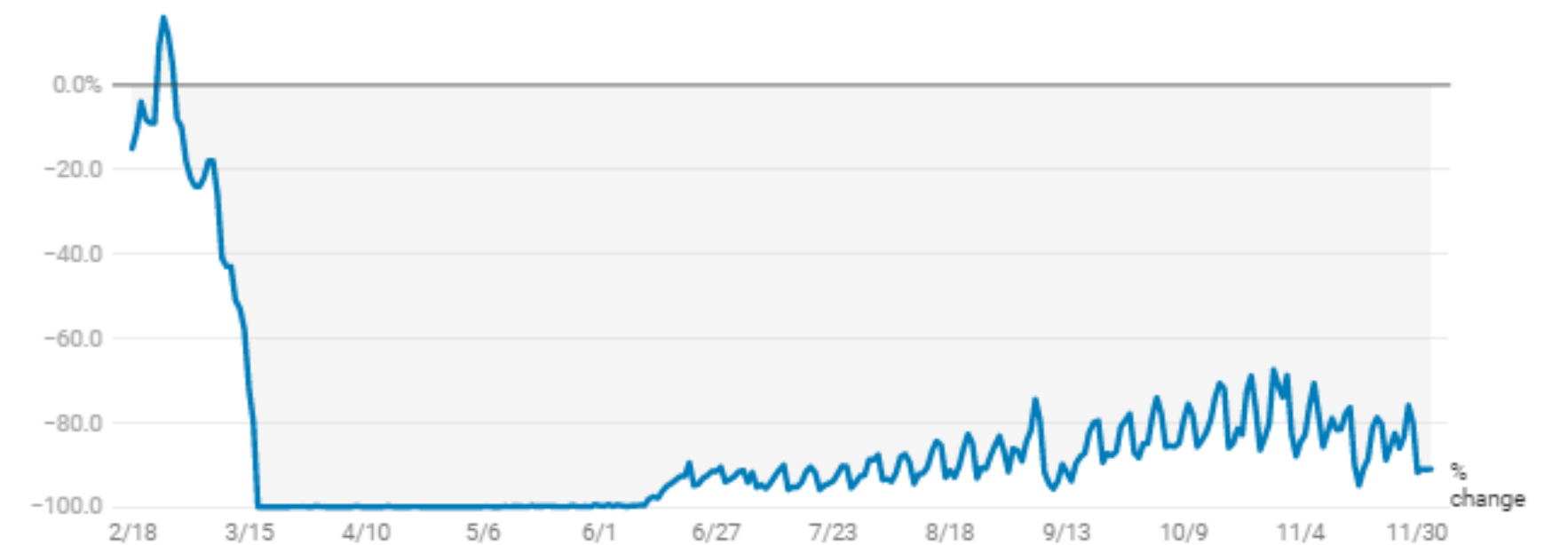
## Economic Recovery Data Dashboard



Seated Diners

### Seated Diners

% change compared to YTD 2019



Source: OpenTable - [Get the data](#)




<https://sfchamber.com/resources/data-statistics/>

# WORKFORCE REQUEST FOR PROPOSALS “BUILDING BACK STRONGER”

## \$28.1 Million Total

- 7 distinct program areas
- 46 different strategies to support San Francisco’s equitable economic recovery
- Principles of Employment Equity to address lingering economic disparities
- \$6 million Dream Keeper Initiative Funding

City and County of San Francisco



**Request for Proposals (RFP) #122**  
**“Building Back Stronger”:**  
**Workforce Services Grants**  
**And Funding to Support the Black Community**

|                           |   |
|---------------------------|---|
| Issued by:                | Office of Economic and Workforce Development (OEWD)   |
| Date issued:              | Tuesday, February 9, 2021   |
| Proposals due:            | Friday, March 31, 2021 by 5:00 P.M.<br>Only Online Submissions will be accepted in accordance with public health and accessibility guidelines.  |
| Questions about this RFP? | Submit questions online at:<br><a href="https://oewdprocurement.tfaforms.net/f/RFP122questions">https://oewdprocurement.tfaforms.net/f/RFP122questions</a><br>-or-<br>Email: <a href="mailto:oewd.procurement@sfgov.org">oewd.procurement@sfgov.org</a> |

OEWD will host an optional **Bidders Conference** to assist applicants in determining the eligibility of proposed projects, completing the proposal package, and navigating City requirements on:

**DATE & TIME:** Tuesday, February 23, 2021, 3:30 P.M. - 6:00 P.M.  
Please register for the Bidders Conference using the following Zoom meeting Link:  
[RFP 122 Bidders Conference – February 23, 2021](#)

This event will be conducted remotely, in accordance with public health and accessibility guidelines. The event will include captioning. If you need language translation services to participate in this event, please email [oewd.procurement@sfgov.org](mailto:oewd.procurement@sfgov.org) three (3) days prior to the event. All presentation materials will be posted to the OEWD website following the event at:  
[www.oewd.org/bid-opportunities/RFP-122](http://www.oewd.org/bid-opportunities/RFP-122)

Need the RFP or application materials in alternative formats for persons with disabilities? Please email [oewd.procurement@sfgov.org](mailto:oewd.procurement@sfgov.org) or call TDD/ TTY 800-735-2929 / 711 (CRS)



*Dr. Espanola Jackson*

<https://oewd.org/bid-opportunities/RFP-122>

# RFP PROGRAM AREAS - \$28.1 MILLION TOTAL

## [Area A: Adult Workforce Services \(pg. 23\)](#)

Adult Workforce Services support adult job seekers and employers with accessing San Francisco's workforce system. These services include a centralized workforce system coordinator, as well as neighborhood-based and population-based specialized job centers. These programs are open to **nonprofit applicants**.

| Program Area(s)                                     | Maximum Budget Request (Per Grant) | Anticipated # of Awards | Page # |
|---|------------------------------------|-------------------------|--------|
| <a href="#">A1: Comprehensive Job Center</a>        | \$1,000,000                        | 1                       | 31     |
| <a href="#">A2: Neighborhood Job Centers</a>        | \$1,000,000                        | 7-12                    | 43     |
| <a href="#">A3: Specialized Job Centers</a>         | <b>A3.1: Reentry Services</b>      | 1-2                     | 49     |
|   | <b>A3.2: Veterans Services</b>     | 1                       |        |
|   | <b>A3.3: Disability Services</b>   | 1-2                     |        |
|   | <b>A3.4: Other</b>                 | 2-5                     |        |
| <a href="#">A4: Disability Services Coordinator</a> | \$300,000                          | 1                       | 58     |

## [Area B: Young Adult Workforce Services \(pg. 67\)](#)

Young Adult Workforce Services are tailored to support young adults, aged 16-24, with navigating career pathways. These programs are open to **nonprofit applicants**.

| Program Area(s)   | Maximum Budget Request (Per Grant) | Anticipated # of Awards | Page # |
|---|------------------------------------|-------------------------|--------|
| <a href="#">B1: Young Adult Job Center</a>                    | \$300,000                          | 5-8                     | 76     |
| <a href="#">B2: RAMP-SF</a>                                   | \$400,000                          | 1                       | 82     |
| <a href="#">B3: Young Adult Subsidized Employment Program</a> | \$600,000                          | 1-4                     | 87     |

# RFP PROGRAM AREAS - \$28.1 MILLION TOTAL

## [Area C: Sector Workforce Programs \(pg. 94\)](#)

Sector Workforce Programs are services that focus on training job seekers for in-demand careers in key industries in San Francisco. These programs are open to **nonprofit applicants**.

| Program Area(s)  | Maximum Budget Request (Per Grant)   | Anticipated # of Awards   | Page #    |     |     |
|--|--|---|-----------|-----|-----|
| <a href="#">C1: TechSF</a>   | <a href="#">C1.1 TechSF Sector Coordinator</a>                             | \$600,000   | 1         | 103 |     |
|  | <a href="#">C1.2 TechSF Occupational Skills Training</a>                   | \$600,000   | 4-8       | 111 |     |
|  | <a href="#">C1.3 TechSF On-Ramps</a>                                       | \$200,000   | 1-3       | 120 |     |
| <a href="#">C2: Health Care</a>                                    | <a href="#">C2.1 Health Care Coordinator</a>                               | \$600,000   | 1         | 126 |     |
|  | <a href="#">C2.2 Health Care Occupational Skills Training</a>              | \$450,000   | 5-8       | 134 |     |
| <a href="#">C3: Hospitality</a>                                    | <a href="#">C3.1 Hospitality Worker Displacement Coordinator</a>           | \$625,000   | 1-2       | 142 |     |
| <a href="#">C4: CityBuild</a>                                      | <a href="#">C4.1 Construction Sector Coordinator</a>                       | \$1,000,000   | 1         | 152 |     |
|  | <a href="#">C4.2 Construction Occupational Skills Training</a>             | <a href="#">C4.2a: CityBuild Academy OST Provider - Educational</a>               | \$500,000 | 1   | 159 |
|  |  | <a href="#">C4.2b: CityBuild OST Provider - MC3 (Multi-Craft Core Curriculum)</a> | \$150,000 | 1   | 164 |
|  |  | <a href="#">C4.2c: CityBuild OST Provider - Specialized Trade Instruction</a>     | \$300,000 | 1-3 | 168 |
|  |  | <a href="#">C4.2d: CityBuild Pro - Professional Services OST</a>                  | \$250,000 | 1-2 | 172 |
|  | <a href="#">C4.3: Construction Career Development Services - Retention</a> | \$250,000   | 1-2       | 178 |     |
|  | <a href="#">C4.4: CityBuild On-Ramps</a>                                   | <a href="#">C4.4a: CityBuild On-Ramps – High School Program</a>                   | \$200,000 | 1   | 184 |
| <a href="#">C4.4b: CityBuild On-Ramps – GED Attainment Support</a> |  | \$200,000   | 1         | 188 |     |
| <a href="#">C4.4c: Construction On-Ramps – Violence Prevention</a> |  | \$150,000   | 1-2       | 192 |     |
| <a href="#">C5: Emerging Industries</a>                            | <a href="#">C5.1 CityDrive</a>   | \$300,000   | 1         | 196 |     |
|  | <a href="#">C5.2: Advanced Manufacturing</a>                               | \$250,000   | 1         | 203 |     |
|  | <a href="#">C5.3: Pilot Occupational Skills Training</a>                   | \$300,000   | 2-5       | 209 |     |

## [Area D: Pilot Programs \(pg. 216\)](#)

Pilot Programs invite proposals for creative solutions to address critical needs in the workforce system. These programs are open to **nonprofit applicants**.

| Program Areas                                | Maximum Budget Request (Per Grant) | Anticipated # of Awards | Page # |
|--|------------------------------------|-------------------------|--------|
| <a href="#">D1: Equity Pilots</a>            | \$250,000                          | 2-6                     | 216    |
| <a href="#">D2: Economic Recovery Pilots</a> | \$300,000                          | 2-5                     | 219    |

## [Area E: Business Services \(pg. 224\)](#)

The First Source Job Seeker Coordinator will support OEWD's implementation of the First Source Hiring Program to connect qualified local job seekers with entry level positions. This program is open to **nonprofit applicants**.

| Program Area  | Maximum Budget Request (Per Grant) | Anticipated # of Awards | Page # |
|---|------------------------------------|-------------------------|--------|
| <a href="#">E1: First Source Job Seeker Coordinator</a> | \$350,000                          | 1-3                     | 224    |

## [Area F: Workforce System Enhancements \(pg. 228\)](#)

Workforce System Enhancement services are City-facing contractual services that support the sustainability and efficiency of the workforce system. These programs are open to **nonprofit and for-profit applicants**.

| Program Area                                | Contract Amount Not to Exceed (NTE) | Anticipated # of Awards | Page # |
|---|-------------------------------------|-------------------------|--------|
| <a href="#">F1: IT Database Maintenance</a> | \$300,000                           | 1                       | 228    |
| <a href="#">F2: Independent Evaluator</a>   | \$300,000                           | 1                       | 232    |
| <a href="#">F3: One Stop Operator</a>       | \$200,000                           | 1                       | 235    |

# DREAM KEEPER INITIATIVE



Mayor London Breed and Supervisor Shamann Walton announced that funding would be diverted from the police budget toward the black community in June 2020. (Kevin N. Hume/S.F. Examiner)

## City directs \$60 million toward Black community services and housing support

JOSHUA SABATINI / Feb. 25, 2021 12:30 p.m. / NEWS / NEWSLETTER / THE CITY



### [Area G: Funds to Support the Black Community \(pg 239\)](#)

These programs are all designed to promote economic justice for San Francisco's Black/African American community. These programs are open to **nonprofit applicants**.

| Program Areas  | Maximum Budget Request (Per Grant)                          | Anticipated # of Awards | Page # |
|--|---|-------------------------|--------|
| <a href="#">G1: Educational Pathways Funding: Financial Incentives for African American Students</a> | \$1,000,000   | 1                       | 241    |
| <a href="#">G2: Health Services</a>  | \$1,000,000   | 1-2                     | 244    |
| <a href="#">G3: Workforce Programming for the Arts</a>   | <a href="#">G3.1: Community Arts</a>                        | \$225,000               | 3-4    |
|  | <a href="#">G3.2: Business Practices to Support Artists</a> | \$300,000               | 1-2    |
| <a href="#">G4: Industries of Opportunity</a>  | \$1,000,000   | 2-4                     | 251    |
| <a href="#">G5: Community Research Institute</a>   | \$1,000,000   | 1                       | 254    |

## DREAM KEEPER

INITIATIVE

Reinvesting \$120 million in the African-American community

Fiscal Years 2020-2021 and 2021-2022

OFFICE OF MAYOR LONDON N. BREED






# COMMUNITY PANELIST PILOT PROGRAM

## COMMUNITY PANELISTS

*transparency and equity*

### CALL FOR NOMINATIONS

The Office of Economic and Workforce Development seeks individuals with connections to San Francisco communities, and/or the following: insight and expertise in business and organization growth, job training, and community development. **This is a paid opportunity to be part of OEWD's grant-making process.**

#### WE'RE LOOKING FOR POTENTIAL APPLICANTS WHO:

- Have a strong connection to one or more of San Francisco's communities and neighborhoods
- Have navigated, received, or helped someone else through the process of receiving community workforce or economic support resources
- Have experience with growing a business, career and vocational training, community organizing, promising practices for nonprofits, event planning and programming, emerging technologies, facility and capital needs.
- Are practicing professionals growing economic opportunities for businesses or individuals, and have experience advancing cultural and racial equity.
- Have an interest in taking a behind-the-scenes look at the grant-making process.
- Are representative of both San Francisco's demographics and the specific 2020 applicant pool in terms of race/ethnicity, gender, LGBTQ, and differently-abled representations.

<https://oewd.org/community-panelist-call-nomination>

# CITY EMT PILOT PROGRAM

abc 7 NEWS WATCH VIDEOS San Francisco East Bay South Bay

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RACE AND CULTURE

## EXCLUSIVE: Look inside Bay Area nonprofit helping youth of color become EMTs

By Julian Glover  
Tuesday, March 2, 2021



EMBED <> MORE VIDEOS ▶

A pilot program offered by City EMT, a nonprofit organization targeting poverty by providing young adults with workforce training, has launched its inaugural class thanks to funding through San Francisco's Opportunities for All initiative.

SAN FRANCISCO (KGO) -- A pilot program offered by [City EMT](#), a nonprofit organization targeting poverty by providing young adults with workforce training, has launched its inaugural class.



# ECONOMIC RECOVERY HIGHLIGHTS



**First Source Hiring - Tech Industry Referrals**  
**October 2020-March 2021**

Total IT Employers Engaged: 13  
Total Entry Level Positions Identified: 36  
Total First Source Candidates Referred: 128

# ECONOMIC RECOVERY HIGHLIGHTS



SAN FRANCISCO  
OFFICE OF ECONOMIC &  
WORKFORCE DEVELOPMENT



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TODAY.**

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[workforce.oewd.org/moscone](http://workforce.oewd.org/moscone)

PARTNERS **CITYBUILD**  
a division of the SF Office of Economic and Workforce Development



If you have any questions, please contact  
Mission Hiring Hall: 415-738-3522



SMARTCITIES DIVE Deep Dive Opinion Library Events Topics

## San Francisco's gas ban on new buildings could prompt statewide action

The vote adds San Francisco to the growing list of nearly 40 California cities to pass such ordinances since Berkeley's historic ban in July 2019.



Supervisor Rafael Mandelman proposed the legislation approved by the board to ban natural gas in new buildings.  
Jessica Christian / The Chronicle



SAN FRANCISCO

OFFICE OF ECONOMIC &  
WORKFORCE DEVELOPMENT

**Questions?**

**SF Workforce Hotline 415-701-4817**

**OEWD RFP 122 <https://oewd.org/bid-opportunities/RFP-122>**