

Alameda County Workforce Development Board Back-to-Work Sector Strategies

Solicitation for Proposal (SFP)

BACKGROUND AND PURPOSE

Alameda County Workforce Development Board (ACWDB) is consistently seeking to promote a highly skilled workforce to enhance and sustain our vibrant and dynamic regional economy. In response to the adverse effects of the COVID-19 pandemic on the local workforce, ACWDB is seeking submissions to satisfy the heightened need for sector-based training programs. This funding resource is made available through federal Workforce Innovation and Opportunity Act (WIOA) funding (future awards may include distinct funding).

This funding opportunity seeks to serve 60 [dislocated workers](#) through innovative sector programs that prioritize training and job placement of dislocated workers into ACWDB's [Industry Sector and Occupational Framework \(ISOF\)](#) aligned employment opportunities. Applicant program strategies should enhance and promote partnerships within the Alameda County's network of service providers and be in alignment with ACWDB's [Four-Year Local Plan](#).

Currently, ACWDB is making available \$240,000 for this solicitation. We anticipate funding 2-3 proposals. Contingent upon the availability of additional funds, as well as future needs, ACWDB may continue, expand, or otherwise consider future funding awards resulting from successfully qualifying submissions to this solicitation.

PERFORMANCE OUTCOME PERIOD AND SPECIAL CONSIDERATIONS

Performance outcome period for this solicitation is effective upon award and ends on June 30, 2022. Awards are expected to be announced on or before December 2021. Accordingly, respondents are expected without exception to possess the ability to immediately operationalize services upon award and successfully meet all performance goals, including but not limited to, recruitment, training, and job placement within a 6-month window. Whereas these services are solicited in response to the COVID-19, service delivery is expected within the confines, operational limitations, and challenges of the current pandemic environment. Service delivery models that are restricted by place-based services may limit an organization or agency's ability to effectively perform services. Accordingly, please exercise special deliberation before submitting responses to this solicitation.



REQUIRED SCOPE OF SERVICES

The following represents a summary of typical required sector-based service components:

Collaboration & System Building

- Enhance partnerships within ACWDB’s network of career services providers.
- Hosting sector events in collaboration with ACWDB Business Services Team or designee.
- Develop sector-specific industry partnerships (business relations) that lead to job placement opportunities.

Value-Added Training

- Design and implement training and placement strategies that meet sector business needs.
- Ensure participants obtain value-added skills, portable credentials, and industry recognized certifications.

Job Placement & Retention

- Identify and recruit priority target populations.
- Determine applicant eligibility and enroll into CalJOBS database.
- Case manages clients through completion of training, employment placement, and WIOA retention period.

COLLABORATIONS

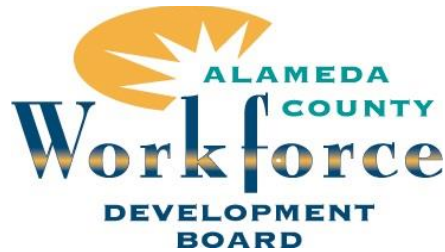
Collaborations under this SFP are both permissible and encouraged. As this solicitation seeks full-service solutions (targeted recruitment, career training, and job placement), strategic partnerships between multiple agencies are preferred. Such collaborations may include but not limited to, adult schools, community technical education programs, and public institutions of higher learning, private training providers, trade organizations, and industry associations.

SERVICE AREA

ACWDB service area includes residents of all 11 cities within Alameda County except for the City of Oakland. In addition, all unincorporated areas within Alameda County are also contained within the service area of ACWDB. [Map of Alameda County.](#)

INNOVATION AND BEST PRACTICES

The following programing models, include but are not limited to, the type of innovative program strategies that we seek to support:



Department of Labor and Division Apprenticeship Standard (DAS) Registered Apprenticeships and Pre-Apprenticeships	Industry Recognized Credentials Sector Academy Models
Stackable, portable, and transferable college-credit courses	Cohort-Based Training
Earn and Learn Strategies	Vocational English as a Second Language (VESL)

DISLOCATED WORKERS

Funds associated with this solicitation are for the sole use of serving *dislocated workers* as defined by WIOA and exemplified through [local policy](#). Accordingly, it is highly preferred that applicants have experience managing and implementing dislocated worker funds or work in collaboration with an organization that does.

TARGET POPULATIONS

ACWDB is committed to the intentional design of workforce development programs that seeks to promote Diversity, Equity, and Inclusion (DEI). Accordingly, we request that applicants review our guiding principal statement regarding our [DEI Framework](#) (which starts on page 13 from a recent ACWDB meeting). Additionally, we ask that applicants set a DEI goal expressed as a percentage of total number served. The DEI goal represents a cumulative percentage of the priority populations served. Priority populations include individuals who identify as women, veterans, individuals from historically underserved communities, geographically isolated communities, black, indigenous and people of color, justice-involved, gender non-conforming, and people with disabilities.

APPLICATION ELEMENTS AND MINIMUM STANDARDS

All submissions are required to include the following:

Sections	Program Elements
Section 1	Local Industry and Sector Profile
Section 2	Program Narrative
Section 3	Performance (#enrolled, #obtained certification, #placed in employment)
Section 4	Target Occupations and Wages
Section 5	Program Timeline with Milestones
Section 6	Outreach and Recruitment Plan
Section 7	Program Budget
Section 8	Sector Partnerships (Letter of Commitment)



Submissions that do not include qualifying responses for every application element area will be considered nonresponsive.

Proposals are limited to six (6) pages (excluding letter of commitment) in length per submission. No more than two (2) submissions per organization will be accepted.

SELECTION PROCESS

The ACWDB reserves the right to cancel this SFP for any reason without any liability to any proponents or to waive irregularities at their own discretion. The following rubric will be utilized to evaluate submissions:

Criteria	Maximum Points
The written response demonstrates expertise with sector-based programs and strategies that lead to industry-aligned career opportunities and industry-recognized credentials as well as familiarity with ACWDB career services system.	40
The written response demonstrates a detailed recruitment plan that targets priority populations of dislocated workers.	30
The written response successfully outlines the previously demonstrated success to perform the proposed program model and/or strategies.	15
The written response contains industry and business partnerships or employer commitments that lead to rapid reemployment.	15
Totals	100

HOW TO APPLY

Submission will be accepted by electronic mail to the address below:

Email: Carmelo.SanMames@acgov.org
 Subject: [Back to Work SFP](#) [Lead Organization Name]

All submissions are limited to six (6) pages in length. No more than two (2) submissions per organization will be accepted. All submissions become property of ACWDB.

APPLICATION DEADLINE

All submissions are due by 5:00PM on Friday, November 5, 2021.



INQUIRIES

Clarification of terms and conditions with respect to this solicitation shall be directed to:

Carmelo San Mames
Sr. Strategic Partnership Coordinator
Carmelo.SanMames@acgov.org

All inquiries submitted prior to pre-applicant information session will be included in a public FAQ that will be posted as an addendum at www.acwdb.org website.

PRE-APPLICANT INFORMATION SESSION

Interested applicants are encouraged to attend the Pre-Applicant Information Session held on Friday, October 22, 2021 from 10:30AM-Noon via Zoom.

Join Zoom Meeting

<https://us06web.zoom.us/j/89908199347?pwd=TDcvRlVJcWtyeUpBZVdHMmlDWHZLdz09>

WORKING AGREEMENT

Organizations that may be selected for a service agreement(s) as a result of this SFP will be required to enter into a contractual agreement with the ACWDB based upon the information contained in the SFP and the successful proponents' submissions and any modifications thereto.

Proponents may include their standard terms of engagement for informational purposes.