

ITEM V.A. – ACTION / PUBLIC HEARING

**SELECTION OF NEW ADULT AND DISLOCATED WORKER SERVICE
PROVIDER FOR PY 2025-2026**

SYSTEMS AND STRATEGIES (S&S) COMMITTEE RECOMMENDATIONS:

That the Alameda County Workforce Development Board approve the following recommendations:

1. Select Lao Family Community Development, Inc. (Lao Family) as a Workforce Innovation and Opportunity Act (WIOA) Sub-Regional Career Services Provider (CSP) for service delivery to Adult and Dislocated Workers in the North Cities area;
2. Direct staff to negotiate a contract effective July 1, 2025-June 30, 2026, for WIOA Sub-Regional Career Services; and
3. Allow staff to apply the WIOA Formula funding allocation methodology to establish contract maximums.

BACKGROUND:

On September 12, 2024, the Alameda County Workforce Development Board (ACWDB) approved staff to release Request for Proposals (RFP) for the Comprehensive America's Job Center of California (AJCC) Operator and Career Services, Sub-Regional CSPs, and Targeted CSPs. However, the RFP seeking Sub-Regional CSPs did not yield the necessary bid submissions for service coverage in the North Cities, which is inclusive of Albany, Alameda, Berkeley, Emeryville, and Piedmont.

With no qualifying score for the North Cities, staff relaunched a procurement to support the goal of providing services in the North Cities, aligning with the ACWDB's previous approval of the sub-regional approach. However, the second procurement did not yield any responses for services in the North Cities.

Provider Selection:

The selection of Lao Family as a WIOA Career Service Provider is deemed as a non-competitive procurement as defined by the Code of Federal Regulations (CFR) 200.320(C), in that after soliciting several sources, competition is determined inadequate as evidenced by two failed procurements. As a federal program, WIOA requires specialized knowledge of requirements to effectively manage programs and remain in compliance with federal regulations.

Lao Family was selected due to their longstanding presence in and knowledge of career services within the North Cities. Lao Family has the required experience and success in the implementation of WIOA programming, as a current WIOA Career Service Provider

for the Oakland Workforce Development Board. The one-year contract term will allow staff additional time to procure services in the North Cities at a later date, while preventing a lapse of services to the North Cities sub-region.

Funding:

Staff have utilized contract maximums established at the quarterly May 8, 2025 ACWDB meeting, to determine final contract funding amounts.

Program Summary:

Organization	Service Area	Funding / # of participants
Lao Family Community Development, Inc.	North Cities	\$116,787 to serve 13 Adults, 8 Dislocated Workers
Lao Family Community Development, Inc. will: <ol style="list-style-type: none"> 1. Serve as Career Services Provider for the North Cities, leveraging existing partnerships with local community-based organizations, employers, adult schools, and internal community college departments, to best serve priority populations within the sub-region. 2. Incorporate staff within Berkeley Adult School to have a presence within ACWDB's local area. 3. Provide training opportunities to North Cities residents, ensuring alignment with the Industry Sector Occupational Framework (ISOF), and in response to local employer needs. 		

S&S DISCUSSION:

Committee members had questions regarding potential changes to the procurement process that may yield more bids, and staff shared additional support to spread the word regarding the opportunity, offered by Board of Supervisor staff. Staff also shared potential reasons for no eligible bids, including the perception that a longstanding provider may be selected, and that should further procurement efforts fail, staff will reconvene and consider best next steps at that time. Committee members also inquired about the information about service delivery in the interim, since the start of the program year. Staff shared ramping efforts that have been underway in anticipation of a contract. The item was passed unanimously.

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