

ITEM IV.B. - ACTION / PUBLIC HEARING

SELECTION OF NORTH CITIES CAREER SERVICE PROVIDER

RECOMMENDATIONS:

That the Systems and Strategies Committee approve the following recommendations:

1. Select Lao Family Community Development as a Sub-Regional Career Service Provider for service delivery to Adults and Dislocated Workers in the North Cities area;
2. Direct staff to negotiate a contract effective July 1, 2026-June 30, 2029, for Sub-Regional Career Services;
3. Allow staff to apply the Workforce Innovation and Opportunity Act formula funding allocation methodology to establish contract maximums; and,
4. Allow staff to negotiate contract renewal every 12 months based upon the Request for Proposal guidelines for up to a three-year program cycle (July 1, 2026, to June 30, 2029), provided contract outcomes and deliverables are met and barring any significant legislative changes and/or availability of Adult and Dislocated Worker Formula funds.

BACKGROUND:

On November 12, 2025, the Alameda County Workforce Development Board (Board) approved staff to release a Request for Proposals for a North Cities Sub-Regional Career Service Provider. The intended provider will deliver services specific to the North Cities, inclusive of Alameda, Albany, Berkeley, Emeryville, and Piedmont.

Announcements of the funding opportunity were distributed to over 4,000 organizations/individual subscribers from a county-wide mailing list compiled from the Board and General Services Administration. Two bidders' conference sessions were held on January 7, 2026, with ten (10) individuals representing seven (7) agencies in attendance. Submissions for consideration were due January 26, 2026.

Two (2) proposals were submitted for consideration, including one from International Rescue Committee and the second from Lao Family Community Development. The proposals were reviewed and scored by an outside rating panel, made up of workforce development subject-matter experts.

Selection Process and Ranking

The rating panel was convened on February 5, 2026, to review and finalize scores for the following categories of the received proposal: Statement of Need, Management and Organizational Capacity, Strategy and Work Plan, Outcomes and Deliverables, and

Employer Letters of Commitment. Review Panel members assigned points in each of the scoring categories for the proposal.

As specified in the request for proposal, recommendations for selecting providers are based on the aggregate scores of the Review Panel. The final panel score for any bidder could be up to 100 points. A proposal must score a minimum of 75 points to be considered for funding.

Organizations could also receive up to ten percent additional points if they were Small, Local, and Emerging Business certified. Bidders could receive five percent for being small and local, and five percent for being small and emerging.

International Rescue Committee received a final score of 92 and Lao Family Community Development received a final score of 93, inclusive of panel scores and additional points awarded for Local and Certified Status, respectively. Staff recommends Lao Family Community Development as the North Cities Sub-Regional Career Service Provider.

Program Summary for Selected Provider

Organization: Lao Family Community Development

Funding Request/Number of Participants: \$410,000 to serve 41 Adults and 25 Dislocated Workers

Lao Family Community Development Proposes to:

1. Serve as Career Services Provider for the North Cities, leveraging existing partnerships with local community-based organizations, employers, and adult schools, to best serve priority populations within the sub-region.
2. Have staff on location at Berkeley Adult school to service local area community members at a trusted location, inclusive of student population at adult school.
3. Build on current partnerships with local employers, including, but not limited to, Waste Management, Inc., Labor Union 67/LiUNA, Caltrans, and Bay Shipping to offer high-growth and quality jobs to participants.

Funding

Program Year 2026/2027 Formula allocations are not yet available from the State of California. For planning purposes, Board staff are utilizing the current allocations for Program Year 2025/2026.

Staff will present the funding methodology and preliminary budget recommendations to the Executive Committee and Board. Once the final State allocations are known, staff will make any necessary final calculations to proceed with implementing program services for Program Year 2026/2027.

For further information, contact Jennifer Victorica, Program/Financial Specialist, at Jennifer.Victorica@acgov.org or at (510) 259-3841.

