Population Based Strategies – WIOA Youth Programs

Virtual Bidders Conference
March 2^{nd}, 2022

Welcome!

*Please use the chat box to share your: NAME, ORGANIZATION & EMAIL*
Housekeeping

• Please remain muted
• Kindly add all your questions to the chat
• This presentation is being recorded and will be posted on the WDC website for future reference
• We intend to share the entire roster of attendees who were able to make it to this Bidders Conference. If you would like to remain off that roster, please email Willie Seals wseals@seakingwdc.org
Questions & Answers

• We are monitoring the chat and will be collecting questions throughout the event today

• We will not be providing answers today but will be compiling all your questions

• We will post the answers to all questions on the RFP website (https://www.seakingwdc.org/funding-opportunities)

• Ongoing questions after this presentation can be emailed to Willie Seals wseals@seakingwdc.org

• The last day to submit your questions via email is 11:59pm on March 21, 2022.
FUNDING OPPORTUNITIES

The WDC periodically requests proposals or qualifications from the community as part of our commitment and duty to wisely invest our resources. These open and transparent competitions are governed by our procurement policy.

CURRENT REQUESTS

REQUEST FOR PROPOSALS 21-04 – POPULATION-BASED STRATEGIES – WORKFORCE INNOVATION & OPPORTUNITY ACT (WIOA) YOUTH PROGRAMS

The Workforce Development Council of Seattle-King County (WDC) requests proposals for Population Based Strategies - Youth Programs, towards the provision of education, employment, training and youth development services for in-school youth ages 14-21 and out-of-school youth ages 16-24 residing in King County. Services will be funded in accordance with resources coming from the Workforce Innovation and Opportunity Act (WIOA).

Additional Docs

- Letter of Intent
- Request for Proposals (form & PDF)
- Proposal Narrative & Character Count

Bidders Conference:
Wednesday, March 2, 2022 10:00am-12:00pm
Join on your computer or mobile app (Teams) or call in (audio only) +1 213-712-9132, #4100935108
Agenda
• Background
• Contract Requirements
  ➢ Timeline
  ➢ Budget
  ➢ Eligibility
  ➢ Scope
• Application Process
  ➢ Cognito Forms
• Selection Process
• Questions
Background
Workforce Innovation and Opportunity Act (WIOA) Funds

WIOA Youth Goals

- Increase access to education
- Attain credentials
- Prepare for post-secondary and advanced training
- Secure employment with career pathway opportunities
In King County, there are at least 19,400 young people – aged 16-24 years – that are disconnected from school and/or work. This is approximately 8.5% of the youth in King County and it is likely a severe undercount due to the COVID-19 pandemic and resulting economic recession.

At 63% of all disconnected youth, BIPOC youth are disproportionately outside of formal work or education.

The Black teen unemployment rate dropped slightly (from 22% to 21%) but remains the highest of any group, with December marking the second consecutive month where the rate has exceeded 20%. However, for unemployment, poverty, and high school graduation rate, Auburn, Burien, Des Moines, Federal Way, Kent, Renton, Tukwila, and White Center all have higher numbers than King County.
ALIGNMENT

WDC – Regional Strategic Plan
- Covid 19 Impact
- Centers Racial Equity
- Focus of BIPOC, immigrant & refugee community
- Equitable Recovery
- Job Quality

North Stars

Targeted Population Based Strategies
- BIPOC Opportunity Youth Ages 16-24
- Immigrants and Refugees and/or English Language Learners
- Homeless Youth
- Justice Involved Youth
Goal of the RFP

Invest in and prioritize youth of color
- Explicit about centering racial equity and alignment with regional plan to address disparities
- Address outreach and access to diverse communities

Ensure work experience is high quality and linked to employers and pathways in in-demand fields
- WIOA requirement of 20% expenditures on work experience
- Tiered approach to work experience
- Enhanced partnerships with specific funding to support Registered pre-apprenticeship and Apprenticeship, Entrepreneurship, Financial Literacy and Mentorship.
Goal of the RFP – Continued

Embed youth voice in planning, process, and service delivery
- Plan to ensure youth voice in co-design of service delivery and engagement strategies

Highlight navigation and support
- Case management best practices
- Enhanced partnerships with MOUs and specific funding
- Emphasis on post-secondary and advanced training supports
Contract Requirements
RFP Timeline

Innovative Youth Employment Programs
REQUEST FOR PROPOSALS (RFP) #21-04

- Request for Proposal (RFP) Released: 2/22
- Virtual Bidder’s Conference: 3/02
- Letter of Intent to Bid Due: 3/14
- Last Day to Submit Questions: 03/21
- Proposals Due: 03/28
- Compliance Review: 03/30
- Anticipated Award Approval @ FNA: 04/29
- Onboarding of new providers: 04/29
- 06/01
- Contract(s) Start: 06/01

SEAKINGWDC.ORG
Available Funding

Funding broken down into two categories (WIOA definitions)
  • In-School Youth
  • Out-of-School Youth

• WDC breaks down WIOA Youth funding by 80/20 split

• “Estimated” funding levels because allocations come from Dept of Labor in spring

• Up to $950,000 is available for the program period of June 1, 2022, until June 30, 2023.

<table>
<thead>
<tr>
<th>Estimated Funds Available</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>WIOA In-School Youth Program</td>
<td>Up to $190,000</td>
</tr>
<tr>
<td>WIOA Out-of-School Youth Program</td>
<td>Up to $760,000</td>
</tr>
<tr>
<td><strong>Total Funds Available</strong></td>
<td><strong>Up to $950,000</strong></td>
</tr>
</tbody>
</table>
Eligibility

This request is open to all entities listed below that provide services in King County –

- Nonprofit organizations
- Community-based organizations
- Government
- Business
- Faith-based organizations
- Educational institutions
Eligible applicants must meet the following qualifications:

- Demonstrated experience providing services to the following populations:
  - BIPOC Opportunity Youth ages 16-24
  - Immigrants and Refugees and/or English Language Learners
  - Homeless Youth
  - Justice Involved Youth

- Demonstrated experience centering equity advancing race-conscious policies, programs, and services.

- Demonstrated experience delivering innovative programs in employment, education, authentic relationships, and mental health due to the negative impact of the Covid-19 Pandemic.
Eligibility – Continued

Eligible applicants must meet the following qualifications:

- Demonstrated experience BIPOC community-based programs with integrated social services, strong emphasis on youth development and whose board of directors and leadership and staff are reflective the communities prioritized for services.

- Demonstrated experience delivering quality work readiness training; soft skills training, referral to training, and placement/job retention approaches.

- Demonstrated experience in facilitating participant linkages to critical work supports and barrier removal resources, both internally and externally among community and business partners (including legal, adult education, behavioral health, transportation partners)
The WDC recognizes that smaller community-based organizations with distinct expertise in working with individuals who are farthest from opportunity may not have the capacity to manage funding and data collection. In these instances, the WDC encourages potential bidders to consider joining or forming a consortium to partner with organizations in the community that can provide administrative and/or fiscal capacity.

Applicants may apply for in-school or out-of-school

Two types of applicants within those:

<table>
<thead>
<tr>
<th>Sole Organization</th>
<th>Partnership/Consortium</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Applicant is both fiscal agent and lead organization</td>
<td>• Two or more organizations – must identify fiscal agent and lead org (do not need to be the same)</td>
</tr>
<tr>
<td>• Must apply for a minimum of $100,000</td>
<td>• Must apply for a minimum of $250,000.</td>
</tr>
<tr>
<td>• Can apply for a maximum of $300,000</td>
<td>• Consortium applicants can apply for the “up-to” amount for the specified category</td>
</tr>
<tr>
<td></td>
<td>• Required to have formal partnerships and/or Memoranda of Understanding (MOU) with partner organizations</td>
</tr>
</tbody>
</table>
## Program Design - Youth Eligibility

<table>
<thead>
<tr>
<th>WIOA In-School Youth Eligibility</th>
<th>WIOA Out-of-School Youth Eligibility</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Must meet:</strong></td>
<td><strong>Must meet:</strong></td>
</tr>
<tr>
<td>• Age 14 to 21 and attending school; and</td>
<td>• Not attending any school (as defined under state law)</td>
</tr>
<tr>
<td>• Low-income individual</td>
<td>• Age 16 to 24 at the time of enrollment</td>
</tr>
<tr>
<td>• Additional Conditions (must meet at least one):</td>
<td>• Additional Conditions (must meet at least one):</td>
</tr>
<tr>
<td>• Individual with a disability</td>
<td>• School dropout</td>
</tr>
<tr>
<td>• Basic skills deficient</td>
<td>• Not attended school for at least the most recent complete school year calendar quarter</td>
</tr>
<tr>
<td>• English language learner</td>
<td>• Recipient of a secondary school diploma or its recognized equivalent who is low-income and either basic skills deficient or an English language learner</td>
</tr>
<tr>
<td>• Subject to the juvenile or adult justice system</td>
<td>• Subject to the juvenile or adult justice system</td>
</tr>
<tr>
<td>• Homeless, runaway, or foster child</td>
<td>• A homeless individual, a homeless child or youth, a runaway, in foster care or has aged out of the foster care system, a child eligible for assistance, or in an out-of-home placement</td>
</tr>
<tr>
<td>• Pregnant or parenting</td>
<td>• Pregnant or parenting</td>
</tr>
<tr>
<td>• An individual who requires additional support to complete an educational program or to secure or hold employment</td>
<td>• An individual with a disability</td>
</tr>
<tr>
<td></td>
<td>• Low-income individual who requires additional assistance to enter or complete an educational program or to secure or hold employment</td>
</tr>
</tbody>
</table>
Program Design – Population Based

Proposals will be required to demonstrate how services will be provided to demographic groups that are traditionally underfunded and overrepresented among out-of-school youth and low-income status relative to the total King County population:

- BIPOC Opportunity Youth ages 16-24
- Immigrants and Refugees and/or English Language Learners
- Homeless Youth
- Justice Involved Youth
Program Design - WIOA Requirements

- Outreach, Recruitment, Orientation
- Intake, Eligibility, Registration
- Objective Assessment and Referral
- Individual Service Strategy
- Case Management
- Access to Range of Services (14 Elements)
- Follow-up Services
Program Design – WIOA 14 Elements

### WIOA Youth Program Element Resources

WIOA outlines a vision for supporting youth and young adults through an integrated service delivery system. This vision includes high quality services for in-school and out-of-school youth beginning with career exploration and guidance, continued support for educational attainment, opportunities for skills training, and culminating with a good job along a career pathway or enrollment in post-secondary education.

- Tutoring, Study Skills Training, Instruction, and Dropout Prevention activities that lead to completion of a high school diploma or recognized equivalent

### POST INFORMATION

- **Like**: 10
- **Views**: 9314
- **Last Updated**: 9/17/2021
- **Resource Publication Date**: 2017
- **Posted By**: Masha Meninger
- **Posted In**: Youth Connections

### RELATED CONTENT

- Tutoring, Study Skills Training, Instruction, and Dropout Prevention
- Alternative Secondary School and Dropout Recovery Services
- Paid and Unpaid Work Experience
- Occupational Skills Training
- Education Offered Concurrently with Workforce Preparation
- Leadership Development Opportunities
- Supportive Services
- Adult Mentoring
- Follow-up Services
- Comprehensive Guidance and Counseling
- Financial Literacy Education
- Entrepreneurial Skills Training
- Services that Provide Labor Market Information
- Postsecondary Preparation and Transition Activities
Program Design - CORE Program Activities

v Educational Services
  • Tutoring
  • Study skills training
  • Evidence-based dropout prevention and recovery strategies that lead to completion of a secondary school diploma or its recognized equivalent
  • Post-secondary preparation, enrollment, and credential/degree attainment

v Training Services
  • Classroom based occupational skills training
  • Job shadowing and career exploration
  • Eligible Provider Training List (ETPL)

v Employment Services
  • Work experience
  • Job shadowing and career exploration
  • Internships
  • Pre-Apprenticeships
Application Process
Application Process

Step 1 – Go To www.seakingwdc.org/funding-opportunities

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Step 2 – Click this link and it will take you to the Cognito Forms Page.
Application Process – Continued

- All organizations that intend to bid **MUST** submit a Letter of Intent to Bid (LOI) for each proposal they intend to submit by **March 14, 2022, at 11:59 pm (PDT)** via Cognito Online. Applications will only be accepted from bidders who submit LOI by the date and time indicated above for each application they plan to submit.

- Proposals are hereby solicited and will be received using the through Cognito Online no later than **March 28, 2022 11:59 p.m. (PDT)**. Please complete proposal using link provided on our website.
  1. Please complete by selecting SUBMIT button on the last page.
  2. To save your application, please select SAVE enter your email address to return to the application.
  3. You are able to copy and paste your responses

- Proposal Compliance Checklist (Submitted online)
  1. Letter of Intent to Bid
  2. Proposal Cover Sheet
  3. Planned Outcomes and Activities Form
  4. Budget Cost and Proposal Form
  5. Signed Statement of Compliance
  6. Signed WIOA Assurance and Certifications
Cognito Forms – Features

- Save and resume
- Budget Spreadsheet is automatically incorporated in the application
- Submit online and receive confirmation email instantly
- Needs no attachment
Selection Process
# Rating Criteria

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>Organizational Description</td>
<td>15</td>
</tr>
<tr>
<td>Demonstrated Effectiveness</td>
<td>20</td>
</tr>
<tr>
<td>Implementation Plan</td>
<td>125</td>
</tr>
<tr>
<td>• Population Based Strategies (30 pts)</td>
<td></td>
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<tr>
<td>• WIOA Required Elements (30 pts)</td>
<td></td>
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<tr>
<td>• Core Activities (30 pts)</td>
<td></td>
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<tr>
<td>• Equity Focus and BIPOC Community Collaboration (25 pts)</td>
<td></td>
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<tr>
<td>• Covid Impacts and Service Delivery Plan (10pts)</td>
<td></td>
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<tr>
<td>Planned Outcomes</td>
<td>10</td>
</tr>
<tr>
<td>Budget and Cost Proposal</td>
<td>30</td>
</tr>
<tr>
<td>Total Points</td>
<td>200</td>
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</tbody>
</table>
Evaluation Process

1. Compliance Review
   - Once the proposal deadline has passed, all applications will be vetted for compliance. Applications must follow all the instructions outlined under Proposal Requirements and submission times. Only applications within compliance will be considered by the rating committee.
   - Applicants out of compliance will be notified.

2. Rating Committee
   - A Rating Committee consisting of WDC Board Members, workforce professionals from outside of Seattle-King County, community members will rate the compliant applications. Each Rating Committee member will use a standard scoring rubric to score applicants.

3. Selection
   - The Rating Committee will put forward recommended awards to the whole WDC Board for final approval.

4. Board Action and Contract Award
   - The WDC Finance and Administration Committee will convene on April 29, 2022 and vote on the Rating Committee recommendations.
   - Once approved, all applicants will be notified of the WDC Board’s decisions.

5. Appeals Process and Access to Evaluation Information
   - An appeal must be made in writing within seven (7) calendar days from the date of the Notice of Award decision is issued to the bidder. See #19 under Disclaimers and General Provisions below for full detail.

6. Negotiations and Contract
   - Contracts start June 1, 2022 and go through June 30, 2023 for the innovative pilot programs.
RFP Timeline

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Q & A

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- Additional questions must be submitted in writing and emailed to wseals@seakingwdc.org.
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QUESTIONS