



**CALIFORNIA WORKFORCE DEVELOPMENT BOARD
EXECUTIVE COMMITTEE**

MEETING NOTICE

**Thursday, April 27, 2017
10:00 a.m. to 11:00 a.m.**

Tim Rainey
Executive Director

Michael Rossi
Chair

**California Workforce Development Board
800 Capitol Mall, Suite 1022
Sacramento, CA 95814
(916) 657-1440**



Edmund G. Brown, Jr.
Governor

Alternate Meeting Locations

Los Angeles Area Chamber of Commerce, UNITE-LA
350 S. Bixel St.
Los Angeles, CA 90017

Worker Education and Resource Center
1545 Wilshire Blvd., 5th Floor
Los Angeles, CA 90017

Youth Action Project
600 North Arrowhead Ave, #208
San Bernardino, CA 92401

JVS - Work Transforms Lives
225 Bush St. Suite 400 - West Lobby
San Francisco, CA 94104

Center for Continuing Study of California's Economy
3858 Homer Avenue
Palo Alto, CA 94301

**Shorenstein
Russ Building**
235 Montgomery Street, 16th Floor
San Francisco, CA 94104

AGENDA

1. Welcome and Opening Remarks

2. Public Comment

3. Action Items

- a. Approve Meeting Summary of March 7, 2017 (Pages 1-5)
- b. Recommendations on Local Board Applications to be AJCC One Stop Operators (Pages 10-14)
- c. Recommendations on Local Board Applications to be Adult and Dislocated Worker Career Service Providers (Pages 16-27)

4. Other Business

Meeting conclusion time is an estimate; meeting may end earlier subject to completion of agenda items and/or approved motion to adjourn. In order for the State Board to provide an opportunity for interested parties to speak at the public meetings, public comment may be limited. Written comments provided to the Committee must be made available to the public, in compliance with the Bagley-Keene Open Meeting Act, §11125.1, with copies available in sufficient supply. Individuals who require accommodations for their disabilities (including interpreters and alternate formats) are requested to contact the California Workforce Development Board staff at (916) 657-1440 at least ten days prior to the meeting. TTY line: (916) 324-6523. Please visit the California Workforce Development Board website at <http://www.cwdb.ca.gov> or contact Daniel Patterson (916) 657-1446 for additional information. Meeting materials for the public will be available at the meeting location.

Item 1. Welcome and Opening Remarks

Item 2. Public Comment

Item 3. Action Items

- a. Approve Meeting Summary of March 7, 2017
- b. Recommendations on Local Board Applications to be AJC Operators
- c. Recommendations on Local Board Applications to be Adult and Dislocated Worker Career Services Providers

**CALIFORNIA WORKFORCE DEVELOPMENT BOARD
EXECUTIVE COMMITTEE MEETING
MARCH 7, 2017**

MEETING SUMMARY

1. Welcome and Opening Remarks

Mr. Rainey welcomed the members and reviewed the agenda items. He announced the appointment of new members to the Executive Committee.

Members Present:

Jamil Dada	Alma Salazar
Kim Parker	Joseph Williams
Diane Factor	Andre Schoorl
Mike Gallo	Jamil Dada
Van Ton-Quinlivan	Alma Salazar
Mike Rossi	Abby Snay
Jeremy Smith	Patrick Henning, Jr.
John Brauer	Bob Redlo
Carol Zabin	Brian McMahon

Members Absent:

Pamela Kan
Steve Levy
Bill Camp

2. Public Comment

Several member of the public provided public comment. They are identified individually and a synthesis of their comments are included.

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EXECUTIVE COMMITTEE MEETING
MARCH 7, 2017**

MEETING SUMMARY

Jan Vogel, Director South Bay Workforce Development Board

- The Directive negatively effects several local areas.
- There is no mandate for a single system in WIOA or in guidance from the Department of Labor.
- The local areas should be allowed to integrate the state system into local systems versus mandating all direct input into a single state system.
- All data is put into CalJOBS via a data transfer for 3rd party users versus the direct keying into CalJOBS. Other local fund sources, in addition to WIOS funds are also part of the existing local system.
- Mandating the single system will require local areas to complete duplicate entries.
- This is an issue of local control and enables the local board staff to be responsive to local officials request for information.

Kat Daniels, Deputy Director San Francisco Workforce Development Board

- Agrees with all the comments provided by Jan Vogel
- They have 57 local providers. 20 of them will receive WIOA funding. The others receive a variety of other funding, including General Funds, necessitating the ability to have multiple funding streams tracked in a single system.
- Mandating a single system for WIOA funds will require duplicate entries, increased administrative costs and burden on the participants.
- The Directive seems contrary and antiquated versus the use of innovation incorporated into WIOA, particularly when the state has already provided an API (bridge) between the two systems and San Francisco is developing a similar capability with all their funding sources.
- The single system creates a silo for WIOA and creates barriers to the leveraging and use of other local funding sources and align with partners.

Kris Stadelman, Director NOVA Workforce Development Board

- API is an important piece of the puzzle and perhaps a better way to align programs at the state level.

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MARCH 7, 2017**

MEETING SUMMARY

- Conducts 33 different workshops a month and enroll a large number of people and have 200 people on-site in their centers every day. Tracks these customers using a tracking card that shows what services are being accessed by their clients and use this data to align programs based on customer use.
- The local system is used to conduct participant surveys and communicate with their client's information to keep them engaged.
- Using CalJOBS does not provide the same type of information or capability and hinders continuous improvement and program design based on customer needs.
- Their current system helps keep clients engaged and drives performance, without it their performance and customer service will be impacted.
- They will continue to use their local system and double key into CalJOBS, costing additional staff time and costs that could be used for client services.

Blake Konzcal, Fresno Regional Workforce Development Board

- Agrees with the comments provided by the others.
- Their board likes the ability to manage their resources and get access to real time information to manage system in robust way.
- The choice of the tools to be used to meet the strategic and performance goals required by the state is clearly a local control issue and should be left to the local boards to decide how they do this.
- They use the local system to also track each service provided by partners for every client enrolled in WIOA and that they are provided in a timely way.
- The current system has been continuously developed and improved over the last 12-15 years and mandating the direct keying into CalJOBS will create havoc for local boards.

3. Action Item

Approve Meeting Summaries for September 15, 2016 and November 30, 2016.

A motion to approve both summaries was offered by Mr. Rossi and seconded by Mr. Dada. No comments. Items unanimously approved.

Approve AJCC Certification Policy

**CALIFORNIA WORKFORCE DEVELOPMENT BOARD
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MARCH 7, 2017**

MEETING SUMMARY

This item presented and summarized by Ms. Robin Purdy. A full write-up is included in the agenda packet. Mr. Rossi offered a motion to approve the item and seconded by Mr. Dada.

Discussion:

Mr. Brauer: The State Board has adopted a prescriptive document to define valued credential. It should be incorporated into the document as well as considerations for job quality.

Mr. Williams: Is there a consequence for not having the required MOUs among the partners? What is the timeframe for completing those and what are the requirements and timeline associated with improving the quality and certification level of the AJCCs or can they stay at the same level.

Ms. Purdy: A corrective plan will be required to improve the certification that will be monitored and approved by the State Board staff. A copy of it will be included with the AJCC certification policy and sent to members.

Tan Van-Quinlivan: Is the certification a peer review process? How are these reviews conducted?

Ms. Purdy: If the local board contracts out the AJCC operation they can conduct the review themselves or contract out with a 3rd party for that service. For those local boards approved by the State Board to be the AJCC operator, the State Board is responsible for certifying those centers. The local board will be required to submit the reviews to the State Board for review. A rubric is being finalized and will be included in the agenda item as it goes to the full State Board.

Following the discussion all members voted in favor of approving the item.

**CALIFORNIA WORKFORCE DEVELOPMENT BOARD
EXECUTIVE COMMITTEE MEETING
MARCH 7, 2017**

MEETING SUMMARY

4. Updates and Discussion

Mr. Rainey reviewed the discussion items. Materials had been sent to members and included in the agenda packet.

Mr. Redlo. Most regional plans he has seen include healthcare as a primary sector. Would like to approach this sector engagement from the leadership of the State Board level and not leave it to private non-profit entities to define this workforce for us.

Ms. Van-Quinlivan: The community college has completed their regional plans and identified the funding that has been spent on the sectors. It is possible to have a team read these plans from across the system to give a unified perspective.

Mr. Henning: There is an existing framework in statute by Governor Davis, Care Givers Initiative. We should be looking at this framework to inform how we might go forward together. Mr. Rainey also mentioned that many Slingshot and WAF grants are already doing great work in this sector and need to align these efforts.

CalJOBS.

Mr. Rainey briefed this item. 7 of 47 local boards are using 3rd party systems. 2 more will be transitioning to the CalJOBS system by July 1, 2017. It is an information item to the Executive Committee and State Board to keep them apprised with the direction being taken by the State Board and the Employment Development Department. The Directive was available public comment for 30 days. The EDD has received a number of comments. They are working through them and will be included, along with the State response, as an attachment to the final directive.

Recommendations on Local Board Applications to be America's Job Centers of CaliforniaSM (AJCC) Operators

PURPOSE

Recommend action to the California Workforce Development Board (State Board) Executive Committee and Secretary of the Labor and Workforce Development Agency on applications from Local Boards to be AJCC Operators for the One-Stop system.

Function of the AJCC Operator

AJCC Operator Role – The required role of the AJCC Operator is to:

- Coordinate the service delivery of required AJCC partners and service providers.
- Ensure the implementation of partner responsibilities and contributions agreed upon in Memorandums of Understanding - Phase I and Phase II.
- Report to Local Boards on operations, performance, and continuous improvement recommendations.
- Implement policies established by Local Boards.
- Adhere to all applicable federal and state guidance

Under WIOA, the required coordination role of the AJCC Operator can be Center-based and/or system-wide. WIOA also requires that AJCC Operators be selected through a competitive selection process.

The State Board defines the role of the AJCC Operator as separate and apart from the role of Adult and Dislocated Worker Career Services Provider. The State Board has identified likely models for the AJCC Operator (all must be competitively procured by July 1, 2017):

- An AJCC Operator coordinates service delivery of the required AJCC partners for all of the comprehensive and affiliate AJCCs within a Local Workforce Development Area (Local Area), but is not the provider of career services,
- One or more AJCC Operator(s) coordinate service delivery of the required AJCC partners *and* act as the Career Services Provider for all the comprehensive and affiliate AJCCs within a Local Area,
- Local Boards in a region collaborate to select one AJCC Operator to coordinate service delivery of the required AJCC partners for all the comprehensive and affiliate AJCCs within a Regional Planning Unit.
- Local Boards request approval to act as the AJCC Operator.

Local Board Approval as AJCC Operator

Local Board Selection Approval – Local Boards may be selected as the AJCC Operator only with approval of the CEO(s) and the Governor. In California, the Secretary of the Labor and Workforce Development Agency, who is authorized to act on behalf of the Governor, will determine if a Local Board can serve as the AJCC Operator on a case-by-case basis provided the appropriate internal control, conflict of interest,

and firewall policies are in place and adhered to throughout the competitive selection process. Five applications were received from Local Boards requesting approval to act as the AJCC Operator.

Sonoma County

City of Richmond

MotherLode Job Training

Ventura County

Sacramento Employment and Training Agency

Recommendation:

- **Mother Lode Workforce Development Board** – MotherLode is currently in the procurement process and submitted an application to be the AJCC Operator in case no qualified applicants respond to their RFP. We are recommending that the Executive Committee delay the decision to approve MotherLode WDB as AJCC Operator until competitive procurement process has been completed (released in March, 2017).
- **Ventura County Workforce Development Board** – Approve application by Ventura County Workforce Development Board for a consortium made up of Ventura County Human Services Agency, the California Employment Development Department and the Center for Employment Training to act as the AJCC Operator based on a failed procurement (competitive procurement resulting in only one qualified applicant).
- **City of Richmond Workforce Development Board** – Approve the application by City of Richmond to be the AJCC Operator for a two year period based on sole source finding. By July 1, 2019, subsequent procurement must be completed.
- **Sonoma County Workforce Development Board** - Approve the application by Sonoma County Human Services Agency to be the AJCC Operator for a two year period based on sole source finding. By July 1, 2019, subsequent procurement must be completed.
- **Sacramento Employment & Training Agency** - Approve the application by Sacramento Employment & Training Agency to be the AJCC Operator for a two year period based on sole source finding. By July 1, 2019, subsequent procurement must be completed.

Additional Process Recommendations:

- **Incomplete Procurement Process** – The State Board has been informed that there are Local Boards who are currently still involved in the procurement process. In the event that these procurements are unsuccessful, the State Board is recommending the following:
 - ***Request for Local Board to be the AJCC Operator*** – Within three business days of the close of the solicitation, Local Boards must notify the State Board, via email, if the Local Board wishes to be the AJCC Operator. The email must be sent to carlos.bravo@cwdb.ca.gov and notification must include confirmation that the CEO(s) approved the Local Board's request to fill the AJCC Operator role.
- **Additional Requirements** – Once the AJCC Operator is selected and in place, the Local Board must ensure that, in carrying out WIOA programs and activities, the operator discloses any potential conflicts of interest arising from the relationships of the AJCC Operators with any particular training or other service providers, including but not limited to, career services providers.

Recommendations on Local Board Applications to be America's Job Centers of CaliforniaSM (AJCC) Adult/Dislocated Worker Career Service Providers

Recommend action to the California Workforce Development Board Executive Committee and Secretary of the Labor and Workforce Development Agency on applications of Local Boards to be the Adult and Dislocated Worker.

Selection of the Adult and Dislocated Worker Career Service Providers

WIOA states that if the AJCC Operator does not provide the Adult and Dislocated Worker Career Services, the Local Board must identify eligible providers of career services. If a Local Board or administrative entity wishes to also serve as the Adult and Dislocated Worker Career Services provider they must have appropriate firewalls in place between the staff providing services, the staff responsible for oversight and monitoring of services, and the Local Board. All Adult and Dislocated Worker Career Services providers must be in place and operating in the AJCCs no later than July 1, 2017.

Local Boards may be selected as the AJCC Adult and Dislocated Worker Career Services provider only with approval of the CEO(s) and the Governor. In California, the Secretary of the Labor and Workforce Development Agency, who is authorized to act on behalf of the Governor, will determine if a Local Board can serve as the AJCC Career Services Provider.

The role of the Adult and Dislocated Worker Career Services Provider includes the following:

- Providing basic career services including but not limited to, participant intake, orientations, initial assessments, employment services, and referrals to other partners and services.
- Providing individualized career services including but not limited to comprehensive and specialized assessments, case management, individual employment plans, career planning, and vocational counseling.
- Managing the daily operations in coordination with local fiscal agents for the lease, utilities, and other property activities in support of AJCC premises.
- Managing the hours of operation for AJCCs.

A list of the Local Boards that submitted applications to provide the Adult/Dislocated Worker Career Services is attached. All applications were reviewed to ensure appropriate internal control, conflict of interest, and firewall policies were included.

Recommendation:

Approve all submitted applications:

- Approval exempts the Local Board from awarding contracts for Career Service Providers by allowing them to fulfill the role themselves through July 1, 2019.
- The approval is conditional. Each Local Board that is approved must continue to ensure that appropriate firewalls are in place between the staff providing services, the staff responsible for oversight and monitoring of services, and the Local Board.

- The local boards approved as Career Service Providers will be encouraged to work with other local boards in their region to create and pilot regional AJCC Operator models by July 1, 2019 to provide system-wide regional coordination of career services.

Attachment 1: Selection to be One-Stop Operator

Question	Ventura
Type of Procurement	
1	Competitive Procurement
2	DNA
3	DNA
Documentation Requirements for Competitive Process	
2	Procurement guide that is attached clearly delineates the procedures necessary to have a local area bid as the AJCC operator
3	Procurement guides includes documentation necessary. The local board was the only applicant for the AJCC operator RFP.
6(b)	Clearly identified the Ventura WDB (WDBVC) did not apply to be the AJCC operator, applicant was Human Service Agency of Ventura County Adult and Family Services with a consortium consisting of CalWORKS/EDD/and CET. WDBVC is staffed by Workforce Admin section of HAS and focus on local area governance and not AJCC operations. Firewalls are in place.
6(c)	AJCC Consortium partners have worked together for 20 years. Additionally, as the WDBVC is not applying to be the operator, they will continue to focus on strategic planning, local and regional workforce and economic development policy. The WDBVC will serve in an oversight role, not operational functions
Documentation for Sole Source Procurement	
1	Ventura indicated this section does not apply as this is not a sole source procurement.
4	
5(c)	
6	
8	
Recommendation	Approve

Question	Richmond
Type of Procurement	
1	Sole Source
2	Yes, a competitive process was offered
3	After a solicitation of a number of sources, competition was determined inadequate
Documentation Requirements for Competitive Process	
2	Attachments that include a conflict of interest policy and procurements procedure policy have been provided
3	Documents attached includes: 1) AJCC operator procurement process timeline, 2) request for proposal - AJCC operator, 3) bids online report for RFP solicitation, 4) RFP solicitation results/outcome, 5)sole source documents, 6) public notice information
6(b)	The application indicates the roles and responsibilities are defined and distinguished in the RWDB admin entity policy manual.
6(c)	The RWDB admin entity ensures a seamless and successful delivery of services for the AJCC system in Richmond.
Documentation for Sole Source Procurement	
1	No bids were received for the RFP solicitation for AJCC Operator services.
4	Attached documents for the following: 1)conflict of interest policy, 2) procurement policy & procedures, 3) incident reporting policy
5(c)	Internal controls and measures have been established by the City of Richmond's Finance Department and the Richmond WDB
6	Attached proof of the 30-day public notice and subsequent comments regarding RWDB AJCC operator procurement via sole source
8	Attached the RWDB Board meeting agenda from 2/24/17, showing the information was reviewed
Recommendation	Approve through July 1, 2019

Question	SETA
Type of Procurement	
1	Competitive – failed procurement
2	Yes, a competitive process was offered
3	After a solicitation of a number of sources, competition was determined inadequate
Documentation Requirements for Competitive Process	
2	Attachments that include a conflict of interest policy and procurements procedure policy have been provided
3	SETAs application to be the One Stop Operator is included. However, there is no documentation provided for the public notice, preparation of the RFP, the receipts of bids, or evaluation. A letter of interest is provided, but no timelines. It is indicated the public notice was published in the Sacramento Bee
6(b)	Documentation is provided regarding the issue of conflict of interest and firewalls as well as achieving high performance outcomes.
6(c)	Discussion of strategic planning is very scarce. This practice has been in place at SETA since 1978.
Documentation for Sole Source Procurement	
1	The procurement process utilized was an RFQ. Initially there was interest from 4 organizations, but they subsequently did not apply.
4	Documentation included
5(c)	This is a process that has been in place since 1978. The roles and responsibilities are SETA are separate and have been in place for years. SETAs Workforce Development Deputy Director will oversee and report on all WIOA planning processes to the SETA Executive Director
6	Attached is proof of the 30-day public notice and subsequent comments regarding SETA AJCC operator procurement via sole source
8	Documentation was attached and signed
Recommendation	Approve through July 1, 2019

Question	Sonoma
Type of Procurement	
1	Sole Source
2	Yes
3	After a solicitation of a number of sources, competition was determined inadequate
Documentation Requirements for Competitive Process	
2	A clear and thorough overview of the conflict of interests and firewalls are indicated. Additionally, there is no clear indication of the procurement procedure.
3	None of this documentation is included.
6(b)	The local board Bylaws clearly distinguishes the roles, firewalls, and potential conflicts of interest
6(c)	No documentation provided
Documentation for Sole Source Procurement	
1	A copy of the RFP is attached, along with the justification that no other entity applied for the AJCC Operator role.
4	The County Council oversaw the bidding process and specifically looking at the conflict of interest and firewall policy for the local board, and determined the AJCC operator met all appropriate WIOA requirements. Additionally, the bylaws of the local board are attached
5(c)	This AJCC operator has been in place since 2000.
6	Admin staff will continue their focus on strategic planning and accountability. This is highlighted by the submission of the Sonoma local plan.
8	The required documentation has been submitted.
Recommendation	Approve through July 1, 2019

Question	Mother Lode
Type of Procurement	
1	Competitive
2	Yes
3	After a solicitation of a number of sources, competition was determined inadequate
Documentation Requirements for Competitive Process	
2	Documentation of local internal controls, conflict of interest, and firewall policies adhered to during the AJCC Operator policy are included
3	The RFP was still in draft as of 3/1/17, but it was anticipated to be released 3/3. The draft of the RFP is not included.
6(b)	The local board will distinguish its roles and responsibilities by adhering to the policies and procedures for local internal controls, conflict of interest, and firewalls. This section seems a little lacking as well
6(c)	The WDB has successfully operated One Stops in the past with no findings from either the state, federal, or required audits.
Documentation for Sole Source Procurement	
1	N/A
4	N/A
5(c)	N/A
6	N/A
8	N/A
Recommendation	Delay approval until procurement process is complete.

Attachment 2: Selection of AJCC Adult and Dislocated Worker Career Services Provider

Question	NOVA
1	Factors for this request: 1) Demonstrated experience, 2) Effectiveness and accountability, 3) Efficiencies, 4) Administrative and fiscal oversight, 5) City of Sunnyvale (CEO) policy
2	In addition to the proven quality services, there are other factors to consider. High cost of services given the nature of Silicon Valley, continuous churn, and low interest from outside entities. During the last round of procurement, only two bids were from out of the area.
4	San Mateo joined the NOVA consortium July 1, 2015. Given the fact that NOVA utilizes the ISD model, it's hard to compare performance outcomes from adjoining local areas. **This section seems to be lacking in the comparison asked for in the directive
5	Testimonials are provided, but are not verifiable (ie no signatures). Nevertheless, the satisfaction survey shows a high level of satisfaction by the customers - 95% were satisfied with the level of customer service; 96% were satisfied with the overall quality of offerings at the job center.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Ventura
1	1) Successful operating program, 2) range of services that are available, 3) effective service delivery design with a 99% satisfaction rate
2	There is a longstanding history between key partners and the employment and business needs of the local workforce community. Some of these partners include: WIOA Title 1, HAS, TANF, CalWORKS, EDD, JVSG, MSW, and CET.
4	Compared to the other local areas in their designated RPU, Ventura's outcomes are comparable. In some cases they are lower than other local areas, and in others they are higher. The Adult & DW outcomes in particular are fairly high.
5	Ventura attached an impressive list of signed testimonials from various partners and customers.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Richmond
1	Richmond WDB has been the service provider since its inception in 1998. The Richmond local board leverages existing resources, find new resources, and continuously look for new funding opportunities.
2	The AJCC is located in the heart of downtown, and the RWDB admin staff has a track record of success, including: 1) RichmondBUILD pre-apprenticeship academy, 2) contractor's resource center, 3) Prop 39, 4) Governor's "Project Hire", 5) WAF 4.0.
4	A part of the East Bay Region, Richmond has been comparable to, or exceeded, other local areas across all WIA Title 1 outcomes.
5	While there aren't many testimonials, attached were a litany of resources that the Richmond AJCC makes available to participants. It is clear they not only try to find their customers job, but they try to find them good jobs and careers.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Contra Costa
1	The WDB has been a high performing board, which includes an Adult and Career Services role. This involves many partners across multiple agencies such as: CalWORKS, EDD, Adult Ed, Community Colleges, CBOs, and SparkPoint.
2	The staff development department offers One-Stop management training from UC Davis and a leadership academy. The WDB leverages resources across multiple partner agencies, in the spirit of WIOA. Additionally, the WDB pays no rent for the four AJCCs operated within the area.
4	While not all RPU data were available for comparison (missing data for Youth attainment), the Contra Costa WDB outcomes met or exceeded all other local boards in the East Bay RPU.
5	Contra Costa attached an impressive list of signed testimonials from various partners and customers.
6	While there is verification of Board of Supervisor approval, the required signatures were not provided.
Recommendation	Conditionally Approve

Question	SELACO
1	SELACO has invested heavily to create a system and culture that reflects the Governor's basic edict to put customers into good, stable jobs that can translate into good careers. With one of the top Adult and Dislocated Worker performance records in the State over a period of time, SELACO has results. SELACO believes it would be unlikely a contractor could provide the same level of results delivered.
2	In addition to the results SELACO have produced, there are qualitative benefits that might be lost with not having the WDB continuing to be the career services provider. SELACO also has a wide array of networking connections that they have capitalized on for the last 10 years - most of the WDB staff have been employed for over 15 years. The WDB is focused on relevant industry sectors and career pathways that will help customers. Finally, SELACO has a proven track record of employer satisfaction and business engagement.
4	SELACO's performance outcomes over the last three years varies. While in my areas they are ranked first in their RPU (LA Basin), the dislocated worker earnings put SELACO consistently at #6 or #7 in the RPU.
5	SELACO has been providing services from JTPA, WIA, and now they hope WIOA. Numerous testimonials have been attached.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Imperial
1	Imperial staff have been providing services for over 20 years with proven results. Additionally, the connections developed in the community is seen as invaluable. The WDB also has the resources in place to provide the services needed in all three AJCC comprehensive centers, as well as the three satellite centers. The WDB has also developed partnerships for OJT, vocational education, and TANF.
2	The WDB has been providing AJCC services for over ten years, and most of the WDB staff have over 15 years of work experience. The ten years has created and nurtured relationships across many organizations and entities. All lead staff at each AJCC have extensive knowledge of WIOA and its adjoining regulations. The professional development provided by the WDB enables customers to get the best service possible.
4	Both Imperial and San Diego have exceptionally high performance outcomes numbers. They are both performing at or above their negotiated levels.
5	Imperial attached an impressive list of signed testimonials from various partners and customers.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Monterey
1	Limited in response, but the WDB highlights they will leverage their institutional knowledge, continuity of services, successful performance, and maintain existing relationships
2	The WDB indicates the following as their goals: develop a competitive workforce, better connect job seekers with employers, and build a pipeline of talent
4	Data are provided that indicates the performance outcomes are comparable to other local areas in the RPU.
5	No testimonials or supporting documentation is attached. The response to #5 includes a statement of over 15 years of service, as well as serving over 1000 clients every year.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Verdugo
1	The main factors analyzed were efficiency and firewall. As it pertains to efficiency, the WDB acknowledges there may be a cost saving involved with a competitive bid process, but that could result in lower quality of services. The decision by the Executive Committee was that it would not be prudent to proceed with a procurement process. Regarding the firewall, it was concluded there is a distinct firewall between admin staff and operations staff. Operations staff report to a VJC Manager while the admin staff reports to the Executive Director.
2	Because the WDB serves many special populations including: ELL, Veterans, people with disabilities, and recipients of public assistance, it could lead to a disruption of services. Other factors to consider include: previous experience, special populations, business services, and partnerships
4	The WDB traditionally exceeds performance on five of the six performance areas. The WDBs performance outcomes are comparable across the rest of the LA Basin region. It is worth noting that Verdugo serves many special and vulnerable populations
5	Verdugo attached an impressive list of signed testimonials from various partners and customers - including members of Congress.
6	Signatures were included.
Recommendation	Conditionally Approve

Question	Yolo
1	The HHSA has traditionally been the career services provider (no time length included). The staff has the experience and training to provide the appropriate services
2	The operations of the Health and Human Services Agency (HHSA) is overseen by the Yolo BOS. The HHSA administers over 50 state and federally mandated programs and services.
4	There are no data comparing performance outcomes with other local areas in the region, but Yolo has exceeded most of their goals over the last three years.
5	Minimal documentation, and no testimonials from customers.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	San Bernardino
1	The business services provided to the business community needs to remain intact. The WDB has met or exceeded their proposed goals. Ensure no disruption of services to customers. The continued leveraging of partnerships with other agencies
2	The WDB serves a high number of Dislocated Worker and Adult customers. This is a high performing and award winning board. The WDB has already implemented the human centered design.
4	The WDB shares close alignment with the other local board in their RPU, Riverside. San Bernardino has met or exceeded all of their proposed goals for the last three years.
5	Numerous testimonials attached.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Golden Sierra
1	The WDB staff are union represented, and have a proven history of results. Contracting our career services would cause a disruption of services to customers, as well as an "unnecessary financial burden" on WIOA funding.
2	The WDB have extensive knowledge of workforce development programs and targeted populations identified in WIOA section 3(24)(a)-(m). Additionally, the WDB has a historical presence in the community.
4	The WDB is a high performing board and consistently exceeds negotiated target levels. However, there are no comparisons to other local areas in the Capital RPU, as two of the areas have implemented the ISD model.
5	Decent number of partner testimonials attached, but a limited amount of customer testimonials.
6	Yes required documentation is included

Recommendation	Conditionally Approve
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Question	Solano
1	The WDB serves as both the administrative and operations entity for services. It is not clear how a firewall is in place, however. The WDB has a track record of success since JTPA.
2	The WDB has been providing career services for over 34 years. Additionally the WDB is a high performing board.
4	Solano has exceeded negotiated performance goals for the last three years, and while there are no data for the other local areas in the RPU, Solano provided a chart showing they have exceeded all of their goals, while other local areas have not done the same
5	No documentation or testimonials have been provided. The justification provided is that EDD and the CWDB are the primary testimonial providers.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Madera
1	The CEO has designated the WDBs the local grant recipient for federal, state, and local funds, as well as the AJCC operator (I don't see that application however?). A reduction in funding over the last 10 years makes it difficult to procure out the services. Additionally, if the local board were not the Career Services provider, a lot of layoffs would be necessary.
2	The WDB has a longstanding history of partnership with community agencies and other AJCC partners that has enabled identification of available resources and effectively connecting these resources to the customers. It would also prevent a potential disruption of services to the customer.
4	There are no comparison data with other local areas in the region, although Madera points out that their results are comparable to adjoining local areas in their RPU, especially considering they are a rural area. The data shows Madera have come close to meeting, or have exceeded, their negotiated performance goals for the last three years
5	Extensive partner and customer testimonials are provided.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Riverside
1	For the last three years, Riverside has met or exceeded negotiated performance. The WDB staff, on average, 15 years of work experience. The WDB also has extensive and longstanding relationships with partners and businesses in the area. The WDB offers integrated services in a seamless and streamlined fashion.
2	Providing continued and uninterrupted services would benefit the customer. The WDB has always been considered on the forefront of workforce activities. With a population of over 2 million, it would be difficult for a new service provider to provide the best services available in a seamless manner. Additionally, the WDB offers mobile career services and has established local area offices.
4	The WDB has exceeded its negotiated performance outcomes for the last three years, specifically in the area of Adult and Dislocated Worker services.
5	Extensive partner and customer testimonials are provided. Additionally, minutes and approval from the board are attached.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Kern, Inyo, Mono
1	The WDB has been providing services since CETA, has highly qualified staff, and the ability to continuously adapt. All staff who provide career services have extensive training in CalJOBS and I-Train, as well as a multitude of other work based trainings. The WDB is also a high performing board.
2	With over forty years of services provided, continuity of services is vital for the WDB. Staff has extensive experience and training in leveraging resources. The WDB also has established relationships in the community that ultimately helps the customers.
4	The WDB has not reached 100% or higher of the negotiated performance target twice over the last three years.
5	KIM attached an impressive list of signed testimonials from various partners and customers.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	South Bay
1	For over thirty years, the South Bay WDB has administered employment and training programs for the local area. Strong workforce collaboration in the community including: business, education, labor, social services, philanthropy, faith-based and CBOs. The CLEO has ensured a separation of the non-profit portion of the WDB, ensuring a firewall and no conflict of interest.
2	The local area operates four AJCCs and serve over 100,000 Title 1 participants annually.
4	While South Bay has provided their performance numbers over the last three years, they argue numbers are not comparable mostly due to the fact they run the ISD model, which effects their performance negotiations. Attachment II provides a comparison of other local areas in their RPU.
5	Attachment III provides a thorough and comprehensive list of signed testimonials with partners, customers, and the business community.
6	Yes required documentation is included
Recommendation	Conditionally Approve

Question	Sonoma
1	The WDB cites their services, known as Job Link as having a track record of success providing services to customers and businesses since 2000. The other factor is being a part of the Sonoma Human Services Department allows for the added ability to braid and leverage funding and staff and help the customers.
2	This section is a little short, but does indicate that the WDB and career services has been an integrated part of the community for many years.
4	Again, this section is pretty sparse. There is no comparison of other local areas in the region, outside of stating that outcomes are comparable. The performance of the WDB have close to meeting negotiated goals for the last three years.
5	Some testimonials from customers are provided, as well as a CalWORKs section manager
6	Required documentation is included
Recommendation	Conditionally Approve

Question	Ventura
1	The WDB has been providing services for over 20 years that includes a high level of customer experience and business engagement. 99% of customers would recommend the services to other people. Additionally, the WDB is working alongside the HAS to develop a consortium framework.
2	Due to the longstanding history of collaboration and partnership, a change in services could disrupt customer employment opportunities. The before-mentioned consortium includes: WIOA Title 1, HAS, TANF, CalWORKs, EDD, JVSG, and CET. Customers are primed to get the best services possible in this local area.
4	The WDB provides data indicating they have met or exceeded all negotiated performance targets for the last three years. Additionally, data of adjoining local areas in the RPU are provided.
5	While there are no customer testimonials, there are a number of letters of support from partners included that speak to the effectiveness and qualifications of serving the community and continuing to serve the workforce field.
6	Required documentation is attached.
Recommendation	Conditionally Approve

Question	Stanislaus
1	The Alliance Worknet has a successful track record, contacts in the community, and is trusted and prepared to provide WIOA services
2	Outsourcing these services would likely yield a contract organization that does not have the technical knowledge, expertise, or experience of WDB staff.
4	High level comparisons of adjoining local areas are provided, but no actual numbers. However, negotiated and actual performance outcomes for the area is provided. The WDB met or exceeded all negotiated goals for the last three years.
5	Numerous testimonials attached.
6	Required documentation is included
Recommendation	Conditionally Approve

Question	Anaheim
1	The WDB is focusing on: establishing policy and conducting oversight for services, encouraging participation from employers, developing the local plan, selecting the One Stop Operator, selecting providers for Title 1 services, and convening summits amongst partners.
2	The WDB can provide services that most satisfy the labor market needs of the local area.
4	The WDB met or exceeded all negotiated performance goals and were awarded "high performing board" status. There are no comparison data for adjoining local areas.
5	Numerous testimonials attached.
6	Required documentation is not included, but expected to be available by March 17 th
Recommendation	Conditionally Approve

Question	San Joaquin
1	The WDB has been providing services since JTPA. The WDB also leads a public/private partnership between many business entities in the community
2	The administrative entity works in partnership with other agencies such as CalWORKS, TANF, and community colleges. The WDB also has developed a high performance accountability system that goes beyond the negotiated standard.
4	The data provided shows the WDB is lacking in availability to compare results against negotiated numbers, and well as results against adjoining local areas in the RPU. Data are provided of actuals, however
5	Testimonials have been provided
6	Required documentation is included
Recommendation	Conditionally Approve

Question	Mother Lode
1	The WDB experience in conjunction with the mission and vision of the local area, local and regional knowledge of the workforce system, and comprehensive workforce delivery
2	The WDB incorporates the customer-centered design, which is laid out in more detail in the WDBs local plan. The WDB has been successful in the collaboration of co-locating partners to AJCCs.
4	The data provided shows the local area met or exceeded all negotiated performance goals. Mother Lode is the only local area in their RPU.
5	Numerous testimonials attached.
6	Required documentation is included
Recommendation	Conditionally Approve

Question	Foothill
1	For the last 35 years, the WDB has served a six city aggregate. The WDB also has a diverse population (data were included), and developed strong partnerships in the community.
2	The WDB (through a JPA) has been the administrative entity for over 35 years. There are numerous partnerships that have been established across the six cities, and a discontinuation of career services could affect the population.
4	The WDB provides extensive data on the performance outcomes. Additionally, there are comparable data points for all adjoining local areas in the RPU
5	Extensive partner and customer testimonials are provided.
6	Required documentation is included
Recommendation	Conditionally Approve

Question	Santa Ana
1	The WDB run AJCC has been in operation since 1996, thus developing longstanding relationships and partnerships with other organizations. Additionally, the WDB has always been responsive to the needs of the customers
2	In addition to a proven track record of performance related results, has developed long term ties in the community, strong relationships in the business community and a successful pre-employment program. There is also concern about a new career services provider making it difficult to reach performance goals
4	The WDB has met or exceeded negotiated performance goals for the last three years. However, there is no comparison data with adjoining local areas in their RPU.
5	Extensive partner and customer testimonials are provided.
6	Required documentation is included
Recommendation	Conditionally Approve

Question	Kings
1	The WDB has been providing services for over forty years, as shown with being awarded high performing board status in the past
2	Personnel has work experience ranging from fifteen to forty years. Additionally, any change in services could lead to a disruption in long standing relationships.
4	Extensive data have been provided by the WDB. We can see the WDB met or exceeded most of their negotiated performance goals for the last three years, as well as having performance outcomes that are comparable to the adjoining local areas in their region/
5	Both customer and partner testimonials are attached.
6	Required documentation is included
Recommendation	Conditionally Approve

Question	Merced
1	The WDB has over forty years of experience, highly qualified frontline staff, consistent high performing career services, proven results based services, ability to lead regional efforts, and the ability to adapt to the evolving legislative landscape.
2	A new service provider would have a lack of local knowledge/relationships, and lack of regional knowledge/relationships.
4	Extensive data have been provided by the WDB. We can see the WDB met or exceeded most of their negotiated performance goals for the last three years, as well as having performance outcomes that are comparable to the adjoining local areas in their region/
5	Extensive partner and customer testimonials are provided; by far the most provided by any local area
6	Required documentation is included
Recommendation	Conditionally Approve

WSD16-14: Career Service Provider Applicants			
Local Board	AJCC Operator	How selected?	Submitted Assurance of Firewall/Conflict of Interest
NOVA	Cenetri Group LLC	Competitive Procurement	yes
Ventura	Consortium of LWDB, EDD, CET	Competitive Procurement	yes
Verdugo	Glendale Youth Alliance	Competitive Procurement	yes
Golden Sierra	Michael Indiveri	Competitive Procurement	yes
Contra Costa	Procurement in Process	Competitive Procurement	due date 4-27-17
Foothill	Procurement in Process	Competitive Procurement	yes
Imperial	Will submit application for Imperial County to be AJCC Operator	Failed Procurement/Sole Source	not yet received
Kern, Inyo, Mono	Procurement in Process	Competitive Procurement	due date 4-27-17
Monterey	Procurement in Process	Competitive Procurement	yes
Riverside	Procurement in Process	Competitive Procurement	yes
San Bernardino County	Workforce Solutions	Competitive Procurement	yes
SELACO	Procurement in Process	Competitive Procurement	yes
Yolo	Procurement in Process	Competitive Procurement	yes
South Bay	ProPath, Inc.	Competitive Procurement	yes
Kings County	Regional Procurement in Process	Competitive Procurement	yes - if regionally procured
Madera	Regional Procurement in Process	Competitive Procurement	yes - if regionally procured
Merced	Regional Procurement in Process	Competitive Procurement	yes
San Joaquin	Regional Procurement in Process	Competitive Procurement	yes - if regionally procured
Stanislaus	Regional Procurement in Process	Competitive Procurement	yes - if regionally procured
Anaheim	Utilizing Orange County AJCC Operator	Competitive Procurement	yes
Santa Ana	Utilizing Orange County AJCC Operator	Competitive Procurement	yes
Richmond	City of Richmond E&T Department	Failed Procurement/Sole Source	yes
Solano	Failed Procurement-identifying operator now	Failed Procurement/Sole Source	yes
Mother Lode	Procurement in Process	Failed Procurement/Sole Source	due date 4-27-17
SETA	SETA	Failed Procurement/Sole Source	yes
Sonoma	Sonoma County	Failed Procurement/Sole Source	due date 4-27-17