



BOARD OF SUPERVISORS  
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Department Name:** Social Services  
**Department No.:** 044  
**For Agenda Of:** July 2, 2019  
**Placement:** Administrative  
**Estimated Time:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

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**TO:** Board of Supervisors

**FROM:** Department Daniel Nielson, Social Services Director  
Director(s) (805) 346-7101  
Contact Info: Raymond L. McDonald, Executive Director, Workforce  
Development Board (805) 884-6830

**SUBJECT:** Agreement with Goodwill Industries of Ventura and Santa Barbara Counties for  
Workforce-Related Services and Support to Youth in Santa Barbara County

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**County Counsel Concurrence:**

As to form: Yes

**Auditor-Controller Concurrence:**

As to form: Yes

**Other Concurrence:** Risk Management

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve, ratify and authorize the Chair to execute an Agreement with Goodwill Industries of Ventura and Santa Barbara Counties, to provide the Workforce Innovation and Opportunity Act Youth Services in Santa Barbara County (**North and South County**), for the period of July 1, 2019 through June 30, 2022, in a total contract amount not to exceed \$2,206,536 (Annual contract amount for North County shall not exceed \$404,532; Annual contract amount for South County shall not exceed \$330,980);
- b) Authorize the Director of Social Services or designee to adjust the Line Item Budget of the Goodwill Industries of Ventura and Santa Barbara Counties Youth Program Operator Services in Santa Barbara North and South County Agreements, without exceeding the total contract amount;
- c) Authorize the Director of Social Services or designee subject to appropriations and budget approval to amend the Agreement by increasing the maximum contract amount in an amount not to exceed amount of unused obligated funds from previous Fiscal Year to the next Fiscal Year; and

- d) Determine that the activity is not a “Project” subject to California Environmental Quality Act (CEQA) review per CEQA Guideline Section 15378(b)(5), since the activity is an organizational or administrative activity of government that will not result in direct or indirect physical changes in the environment.

**Summary Text:**

These items are on the agenda to approve and authorize the Chair to execute the Agreement with Goodwill Industries of Ventura and Santa Barbara Counties (Goodwill) to provide Workforce Innovation and Opportunity Act (WIOA) youth workforce-related services in Santa Barbara North and South County, for the period of July 1, 2019 through June 30, 2022 in a total amount not to exceed \$2,206,536.

In accordance with the Federal WIOA, Santa Barbara County Workforce Development Board (WDB) underwent a thorough and multi-pronged process to identify the strongest possible youth service provider for the Title I WIOA youth program for Santa Barbara County. Based on this in-depth process, Goodwill was selected and voted for approval by the WDB as the Youth Title I Program Operator for Santa Barbara County to begin July 1, 2019 through June 30, 2022.

**Background:**

The WIOA was signed into law on July 22, 2014. It supersedes the Workforce Investment Act of 1998 taking effect July 1, 2015 with the goal of providing job seekers access to employment, education, training and support services to succeed in the labor market and to match employers with skilled workers they need to compete in a global economy.

In accordance with the WIOA, which requires local workforce areas to competitively select youth providers, the WDB entered into a contractual agreement with consultant Racy Ming Associates to perform the tasks that would guarantee a fair and open solicitation process in line with WIOA and with direction from the WDB Ad Hoc Committee. On December 3, 2018, the Request for Proposal (RFP) was released to identify qualified organizations in North and/or South Santa Barbara County to provide the WIOA services.

As a result of the release of the RFP, four (4) proposals were received by the submittal due date of January 22, 2019. An Evaluation Panel made up of workforce practitioners and experts from across the State evaluated proposals. Based on panel’s ratings and recommendations, three organizations were invited to an in-person interview conducted by the WDB Executive Committee. Based on this in-depth review, the Executive Committee recommended Goodwill as the Youth Program Operator. This recommendation was accepted and approved by the Santa Barbara County Workforce Development Board Youth Standing Committee, March 28, 2019. Subsequently, on March 29, 2019 the WDB voted to accept the recommendations and directed staff to negotiate Agreements with Goodwill

In accordance with the roles and responsibilities outlined in the WIOA, the negotiated Agreements are now presented to the Board, acting as the WIOA designated Chief Local Elected Official, for approval.

**Performance Measure:**

1. Goodwill will enroll in the program, 450 unduplicated youth across Santa Barbara County over the course of the Agreement. Enrollment will be prioritized for out-of-school youth at 75% of the total enrollments in each area.

<b>Enrollment</b>	<b>North</b>	<b>South</b>	<b>Annual Total</b>
2019/2020	105	45	150
2020/2021	105	45	150
2021/2022	105	45	150
County Totals	315	135	450

2. Work Experience: Some of the youth enrolled in the program will be offered an opportunity to participate in a subsidized work experience activity. Goodwill shall provide paid work experience for a minimum of 286 youth, for 170 hours each, at prevailing wage.

<b>Work Experience</b>	<b>North</b>	<b>South</b>	<b>Annual Totals</b>
2019/2020	56	41	97
2020/2021	58	40	98
2021/2022	54	37	91
County Totals	168	118	286

3. Meet or exceed state established performance goals:

	<b>YOUTH PERFORMANCE INDICATORS</b>				
<b>PROGRAM</b>	<b>Employed 2nd Quarter</b>	<b>Employed 4th Quarter</b>	<b>Median Earnings</b>	<b>Credential Attainment</b>	<b>Measurable Skill Gain</b>
<b>YOUTH</b>	66.9%	64.0%	Baseline	54.0%	38.0%

*The performance goals for FY 2020/2021 and 2021/2022 will be negotiated with the State by the WDB and will be updated accordingly.*

4. Goodwill must meet or exceed additional performance goals established in this agreement.

WDB staff will monitor performance on a quarterly, or as needed, basis. Monthly meetings with Goodwill will be held to review the performance measures and discuss any issues that may arise. The Department of Social Services (DSS) will conduct fiscal monitoring during the term of the Agreements.

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

<b>Funding Sources</b>	<b>FY 2019/2020</b>	<b>FY 2020/2021</b>	<b>FY 2021/2022</b>	<b>Total Cost</b>
	<b>Cost</b>	<b>Cost</b>	<b>Cost</b>	
General Fund				
State				
Federal	\$ 735,512.00	\$ 735,512.00	\$ 735,512.00	\$ 2,206,536.00
Fees				
Other:				
<b>Total</b>	<b>\$ 735,512.00</b>	<b>\$ 735,512.00</b>	<b>\$ 735,512.00</b>	<b>\$ 2,206,536.00</b>

**Narrative:**

The County will fund the Agreements with Goodwill using \$2,206,536 of U.S. Department of Labor Employment and Training Administration (DOLETA) WIOA Youth Formula funds.

**Key Contract Risks:**

The risk assessment worksheet has been completed and DSS has determined that Goodwill is a medium risk vendor.

**Staffing Impacts:**

**Legal Positions:**

None

**FTEs:**

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**Special Instructions:**

Please scan, email and send one (1) duplicate original Agreement, and a copy of the minute order to:  
 DSS Contracts Unit  
 C/O Emma Duncan  
 2125 S. Centerpointe Parkway, 3<sup>rd</sup> Floor  
 Santa Maria, CA 93455  
[e.duncan@sbcsocialserv.org](mailto:e.duncan@sbcsocialserv.org)

**Attachments:**

1. Attachment - Agreement with Goodwill for WIOA Youth Services - North and South County

**Authored by:**

Raymond L. McDonald, Workforce Development Board Executive Director  
 Emma Duncan, Contracts Coordinator