



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 11, 2023  
**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: Luis Servin, Workforce Development Board Director  
(805) 614-1543  
**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

Other Concurrence: Risk Management

As to form: Yes

**Auditor-Controller Concurrence**

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, for the period of July 1, 2023 through June 30, 2026, in a total contract amount not to exceed \$2,206,536, inclusive of an amount not to exceed \$735,512 per fiscal year for fiscal years 2023-2024, 2024-2025, and 2025-2025;
- 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 Workforce Innovation and Opportunity Act Youth Services in Santa Barbara County Agreement 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 yearly contract amount to include unused funds from previous fiscal years to the following 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 County, for the period of July 1, 2023 through June 30, 2026 in a total amount not to exceed \$2,206,536.

Goodwill, through this Agreement, will act as the WIOA Youth Program Operator in Santa Barbara County. As the operator, Goodwill will provide comprehensive youth services that focus on assisting primarily out-of-school youth, with one or more barriers to employment, prepare for employment and postsecondary education opportunities; attain educational and/or skills training credentials; and secure employment with career/promotional opportunities. Examples of youth with barriers to employment include high school dropouts, parenting youth, English language learners, justice-involved youth, homeless individuals, youth with disabilities, or youth that might need additional assistance to complete an educational program or secure employment.

As required under WIOA, Goodwill shall provide the 14-mandated program elements to participants. Goodwill will serve 450 unduplicated youth over the life of the contract with a cost per participant of \$4,900. Goodwill case managers will provide direct services including eligibility determination, enrollment into the youth program, development of an individual employment plan, career planning, work-based learning placements (including paid work experience), job search, and job retention services. Additional services include tutoring, access to occupational skills training, leadership development activities, adult mentoring, financial literacy education, entrepreneurial skills training, and activities that prepare youth for post secondary education.

Nearly half of the contract amount is reserved to support participants' paid work experience and supportive service activities. Paid Work experience is a planned, structured learning experience that takes place in a workplace (local employer) and provides youth with opportunities for career exploration and skill development. Work experience may take place in the private for-profit section, the non-profit sector, or the public sector. Supportive services enable an individual to participate in WIOA activities such as, but not limited to, assistance with transportation, childcare, housing, health care, educational testing, interview attire, and work-related tools.

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.

**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 Workforce Development Board (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 November 29,

2022, the Request for Proposal (RFP) was released to identify qualified organizations in Santa Barbara County to provide the WIOA services.

As a result of the release of the RFP, three (3) proposals were received by the submittal due date of January 20, 2023. An evaluation panel made up of workforce practitioners and experts from across the State evaluated proposals. Based on panel’s ratings and recommendations, the top-scored organization was 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. On March 24, 2023, the WDB voted to accept the recommendation and directed staff to negotiate the Agreement with Goodwill.

Goodwill has been the existing WIOA Youth Program Operator since July 1, 2019. Goodwill has performed satisfactorily, serving over 600 youth. As of the last report issued by the State for FY 2021-2022, Goodwill had successfully placed over 71% of their participants in employment, post-secondary education, or training.

**Performance Measure:**

1. Goodwill will enroll in the program, 450 unduplicated youth across Santa Barbara County over the course of the Agreement.
2. Work Experience: Goodwill shall provide paid work experience for a minimum of 246 youth.
3. Meet or exceed State-established performance goals:

Employment, Education, or Training	Retention	Earnings	Degree or Credential Attainment	In Program Skills Gain
71.0%	64.5%	\$3,490.00	60.0%	66.0%

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><u>Funding Sources</u></b>	<b><u>FY 2023/2024</u></b>	<b><u>FY 2024/2025</u></b>	<b><u>FY 2025/2026</u></b>	<b><u>Total Cost</u></b>
	<b><u>Cost</u></b>	<b><u>Cost</u></b>	<b><u>Cost</u></b>	
General Fund				
State				
Federal	\$ 735,512.00	\$ 735,512.00	\$ 735,512.00	\$ 2,206,536.00
Fees				
Other:				
Total	\$ 735,512.00	\$ 735,512.00	\$ 735,512.00	\$ 2,206,536.00

Narrative:

DSS appropriated funds in its fiscal year 2023-24 budget to make payments under this Agreement. Funds are derived from the County's Workforce Innovation and Opportunity (WIOA) Title I formula fund allocation for youth programs. DSS will include funding for the remainder of the contract term in its future budgets, subject to Board approval. The agreement contains non-appropriation clauses in the event that no or insufficient funds are appropriated or funds are not otherwise available for payment during the term of the agreement. There is no impact to the General Fund.

**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:**  
0

**FTEs:**  
0

**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 Tricia Beebe  
2125 S. Centerpointe Parkway, 3<sup>rd</sup> Floor  
Santa Maria, CA 93455  
Email: tbeebe@countyofsb.org

**Attachments:**

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

**Authored by:**

Luis Servin, SBWDB Executive Director  
Tricia Beebe, Contracts Coordinator