



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: 6/1/10
Placement: Administrative
Estimated Tme:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: Department Kathy Gallagher, Social Services Director
Director(s) (805) 346-7101
Contact Info: Maria Gardner, Division Chief
(805) 346-8289

SUBJECT: **Contract with Arbor Education & Training, LLC to provide California Work Opportunity & Responsibility to Kids (CalWORKs) Welfare-To-Work (WTW) Employment Support Services**

County Counsel Concurrence

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Recommended Actions:

Approve and authorize the Chair to execute a contract with Arbor Education & Training, LLC, not a local vendor, for the purpose of providing state mandated Orientation, Appraisals, Job Services/Job Club, Assessment Testing, Career Advancement/Job Bridging and Training & Site Support for Work Experience/Community Services for the period July 1, 2010 through June 30, 2013, at a cost not to exceed \$3,343,233; annual payments are not to exceed \$1,081,911 for the first year, \$1,113,671 for the second year and \$1,147,651 for the third year.

Summary Text:

AB1542 Statutes of 1997 mandate the CalWORKs program. The level of Job Services is also mandated for recipients who are not exempt from Welfare-to-Work. As part of the Department of Social Services (DSS) plan to help clients reach self-sufficiency DSS has also elected to offer these services to our volunteer population. Santa Barbara County has a long history (dating back to the former GAIN program days) of successfully providing volunteer WTW services up-front to applicants of CalWORK's assistance. The Employment Services described above are included in DSS's County CalWORKs Plan, initially approved by the Board of Supervisors on 12/16/97 and amended on 12/05/06 subsequent to the federal Deficit Reduction Act of 2005 (TANF Reauthorization) and pursuant to Welfare and Institutions Code Section 10534.

Background:

Beginning in 1995 with DSS's former Greater Avenues for Independence (GAIN) program, the Board has supported and approved contracts to provide Employment Services to CalWORKs Welfare-to-Work participants. Since that time, the Department of Social Services has had a widely successful government-business partnership that provides mandated services to participants, while supporting them positively towards a goal of attaining self sufficiency.

A Request for Proposal (RFP) was released on February 19, 2010 and was publicized through direct mail to over 50 agencies, 27 of which were local (in Santa Barbara County). Additionally, the RFP was posted on the department website and advertised through public notices in the local newspapers of Santa Barbara, Santa Maria and Lompoc. Only one proposal was received in response to our efforts. Following a comprehensive evaluation from both internal County staff (from DSS and CEO) and staff from a neighboring County the contract was awarded to Arbor Education & Training, LLC a wholly owned subsidiary of Res-Care, Inc.

Arbor has been extremely flexible in adjusting staffing levels and contract services over the years as we have experienced fluctuations in caseload and funding. This flexibility will continue to be of particular importance as we recover during this economic downturn. Arbor has conservatively scoped their staffing levels to remain at current levels throughout the three year contract term and will utilize efficiency measures to mitigate caseload growth and maintain the projected staffing level. Arbor is nationally recognized and has proven locally to have the ability to respond expeditiously to new program mandates and financial pressures. A great deal of credit must be given to this dynamic partnership between the County and the contractor that has over the years assisted thousands of participants in getting jobs and improving their lives and the well-being of our community.

Performance Measure:

Arbor will provide state mandated Employment Services to CalWORKs and Welfare-to-Work participants designed to help program participants achieve self-sufficiency. The performance measures focus on early engagement in Welfare-to-Work activities and securing employment.

- Measure #1 - Place 55% of participants attending at least one day of Job Services into unsubsidized employment,
- Measure #2 - Ensure 55% of those starting employment will be working 32 or more hours a week and earning minimum wage or above; and
- Measure #3 - Ensure 60% of clients scheduled for Job Services attend within the first week.

The vendor has consistently met and exceeded the above performance measures set forth in the prior contract. As such, Measure #3 was increased from the previous goal of 52% to 60%, a 15% increase in expected performance.

In addition to the performance measures listed above, Arbor and DSS participates in monthly contract monitoring meetings to discuss and resolve any contract issues, as well as periodic CalWORKs and Welfare to Work program team meetings.

Fiscal and Facilities Impacts:

Budgeted: Select_Budgeted

<u>Funding Sources</u>	<u>FY2010/11</u>	<u>FY2011/12</u>	<u>FY2012/13</u>	<u>Total Cost</u>
	<u>Cost</u>	<u>Cost</u>	<u>Cost</u>	
General Fund				\$ -
State				\$ -
Federal	\$ 1,081,911.00	\$ 1,113,671.00	\$ 1,147,651.00	\$ 3,343,233.00
Fees	\$ -			\$ -
Other:	\$ -			\$ -
Total	\$ 1,081,911.00	\$ 1,113,671.00	\$ 1,147,651.00	\$ 3,343,233.00

Narrative:

The projected contract cost is approximately \$1,081,911 for FY2010-11, \$1,113,671 for FY 2011-2012 and \$1,147,651 for FY 2012-2013. The entire contract is 100% funded with Federal TANF funds. The projected contract amount will be utilized for Welfare-to-Work program for the entire contract period and American Recovery and Reinvestment Act-Paid Work Experience (ARRA-PWEX) for FY2010-11 only. Appropriations and revenue associated with this contract have been included under the Client Services Division, CalWorks-Welfare-to Work sub-division of the Department's FY 2010-11 recommended budget.

Staffing Impacts:

Legal Positions:

FTEs:

Special Instructions:

Please send one (1) duplicate original Agreement and one copy of the minute order to:
 Contracts Unit
 C/O Linda Rodriguez
 2125 S. Centerpointe Parkway, 3rd Floor
 Santa Maria, CA 93455

Attachments:

Agreement for Services of Independent Contractor
 Performance Measures/Outcomes

Authored by:

Maria Gardner, Division Chief

cc:

Arbor Education & Training Performance Objective Outcomes

Period Under Review:

FY 07/08: July 1, 2007- June 30, 2008
 FY 08/09: July 1, 2008 – June 30, 2009
 FY 09/10: July 1, 2009 – February 28, 2010 (contract services still in progress through June 30, 2010)

Contract Performance Measures:

1. Measure #1 - Place 55% of participants attending at least one day of Job Services into unsubsidized employment.
2. Measure #2 - Ensure 55% of those starting employment will be working 32 or more hours a week and earning minimum wage or above.
3. Measure #3 - 52% of those scheduled into Job Services must attend, within the first week.

Measure Outcomes:

FY 07/08: July 1, 2007- June 30, 2008

1. **57%** Measure #1 - Goal 55%
2. **57%** Measure #2 - Goal 55%
3. **82%** Measure #3 - Goal 52%

FY 08/09: July 1, 2008- June 30, 2009

1. **56%** Measure #1 - Goal 55%
2. **57%** Measure #2 - Goal 55%
3. **84%** Measure #3 - Goal 52%

FY 09/10: July 1, 2009- February 28, 2010

1. **58%** Measure #1 - Goal 55%
2. **57%** Measure #2 - Goal 55%
3. **82%** Measure #3 - Goal 52%

Arbor Performance Goals & Outcomes FY 07/08 – FY 09/10					
Performance Measure	Goal	Status	FY 07/08 Achievement Details	FY 08/09 Achievement Details	FY 09/10 Achievement Details
Measure #1 (employment)	55%	Always Met	57%	56%	58%
Measure #2 (hours & earnings)	55%	Always Met	57%	57%	57%
Measure #3 (attendance)	52%	Always Met	82%	84%	82%