



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:** 11/8/16  
**Placement:** Administrative  
**Estimated Time:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

---

**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) 681-4446

**SUBJECT:** Agreement with KRA Corporation for One Stop Operator and Adult and  
Dislocated Worker Program Operator in Santa Barbara County

---

**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 and authorize the Chair to execute an Agreement with KRA Corporation, to provide One Stop Operator and Adult and Dislocated Worker Program Operator Services in Santa Barbara County (**North** County), for the period of November 15, 2016 through June 30, 2019, in an amount not to exceed \$1,697,355.00 (FY 16/17 the contract amount shall not exceed \$339,471.00; for FY 17/18 the contract amount shall not exceed \$678,942.00; and for FY 18/19 the contract amount shall not exceed \$678,942.00) (Attachment 1); and
- b) Approve and authorize the Chair to execute an Agreement with KRA Corporation, to provide One Stop Operator and Adult and Dislocated Worker Program Operator Services in Santa Barbara County (**South** County), for the period of November 15, 2016 through June 30, 2019, in an amount not to exceed \$1,262,195.00 (FY 16/17 the contract amount shall not exceed \$252,439.00; for FY 17/18 the contract amount shall not exceed \$504,878.00; and for FY 18/19 the contract amount shall not exceed \$504,878.00) (Attachment 2); and
- c) Determine that the approval and execution of the Agreements are exempt from the California Environmental Quality Act (CEQA) pursuant to CEQA Guidelines Section 15061(b)(3), finding that the execution of the Agreements are covered by the general rule that CEQA applies only to

projects which have the potential for causing a significant effect on the environment, and where it can be seen with certainty that there is no possibility that the activity may have a significant effect on the environment, the activities are not subject to CEQA.

### **Summary Text:**

This item is on the agenda in order to approve the Agreements with KRA Corporation to provide One Stop Operator and Adult and Dislocated Worker Program Operator Services in Santa Barbara County.

It is the recommendation of DSS to authorize and execute these Agreements with KRA Corporation.

### **Background:**

The Workforce Innovation and Opportunity Act (WIOA) was signed into law on July 22, 2014. It repeals the Workforce Investment Act of 1998 and replaces it with new authorization language that is in effect from July 1, 2015 through June 30, 2020.

In accordance with the WIOA, the County Executive Office (CEO) released a Request for Proposal (RFP) on April 15, 2016 to identify qualified service provider(s) for the One Stop Operator and Adult and Dislocated Worker Program Operator in Santa Barbara County. The California Workforce Association (CWA) provided technical support and guidance to the CEO throughout the procurement process. CEO issued a press release and posted the RFP online. As a result, four (4) proposals were received for the South County competition and three (3) proposals were received for the North County competition by the submittal due date of May 27, 2016.

Following a comprehensive evaluation, an Evaluation Panel made up of workforce practitioners and experts from across the State, recommended awarding both North and South County contracts to KRA Corporation. At its July 15, 2016 meeting the WDB, after a presentation by the CEO and CWA, voted to accept the Evaluation Panel's recommendation and directed staff to negotiate Agreements with KRA. In accordance with the roles and responsibilities outlined in the Federal WIOA, the negotiated Agreements are now presented to the BOS, acting as the WIOA-designated Chief Local Elected Official, for execution.

Finally, it should be noted that KRA is recognized as a national leader in workforce development for its innovative solutions, exceptional service, and trusted results. Since 1981, KRA Corporation has supported the mission of federal, regional, state, and local agencies that are dedicated to improving the lives of individuals and strengthening communities.

### **Performance Measure:**

1. Enroll 494 unduplicated participants in North County and 329 unduplicated participants in South County over the term of the Agreements.
2. Enroll the following number of participants in the North and South County:

Santa Maria				Santa Barbara			
# Enrolled Participants	Adult	DW	Total	# Enrolled Participants	Adult	DW	Total
Year 1	50	46	96	Year 1	33	32	65
Year 2	101	98	199	Year 2	67	65	132
Year 3	101	98	199	Year 3	67	65	132
Totals	252	242	494	Totals	167	162	329

3. Meet or exceed State established performance goals:

Performance Measures	FY 16 - 17		FY 17 - 18	
	Adult	Dislocated Worker	Adult	Dislocated Worker
Employment Rate (2 <sup>nd</sup> Quarter after Exit)	65.0%	68.0%	68.0%	71.0%
Employment Rate (4 <sup>th</sup> Quarter after Exit)	62.5%	66.5%	65.5%	69.5%
Median Earnings (2 <sup>nd</sup> Quarter after Exit)	\$4,957	\$7,308	\$5,157	\$7,523
Credential Attainment within 4 Quarters after Exit	52.9%	60.0%	55.9%	63.0%

*The performance goals for FY 18-19 will be negotiated with the State by the Workforce Development Board (WDB).*

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

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

<u>Funding Sources</u>	<u>FY 2016/17</u> <u>Cost</u>	<u>FY 2017/18</u> <u>Cost</u>	<u>FY 2018/19</u> <u>Cost</u>	<u>Total Cost</u>
General Fund				
State				
Federal	\$ 591,910.00	\$ 1,183,820.00	\$ 1,183,820.00	\$ 2,959,550.00
Fees				
Other:				
Total				

Narrative:

The County will fund the Agreements with KRA Corporation using \$2,959,550.00 of U.S. Department of Labor Employment and Training Administration (DOLETA) Workforce Innovation and Opportunity Act (WIOA) Adult and Dislocated Worker Formula funds. The Department is requesting approval and

authorization to execute Agreements in FY 2016-17 of \$591,910.00 for Services and Supplies to provide workforce-related services and support to youth in Santa Barbara County.

The Department will include appropriations of \$1,183,820.00 for the Agreements for Services and Supplies in the Department's FY 2017-18 and FY 2018-19 recommended budgets. There is no impact to the General Fund.

**Key Contract Risks:**

The Contract Risk Assessment worksheet has been completed. DSS has determined that KRA Corporation is a higher risk vendor as this is a large contract with a term of three years. KRA is a new vendor for the County with significant experience as One Stop provider in other Counties. The risk will be mitigated with performance monitoring conducted on a quarterly, or as needed basis. KRA Corporation is insured for General and Professional Liability.

**Staffing Impacts:**

**Legal Positions:**

None

**FTEs:**

1

**Special Instructions:**

Please send two (2) duplicate originals of each 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

**Attachments:**

1. Attachment 1 - Agreement with KRA for North County
2. Attachment 2 - Agreement with KRA for South County

**Authored by:**

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