



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: June 28, 2022
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) 884-6830
SUBJECT: **Agreements with Managed Care Solutions, SPC for America’s Job Center of California Operator, and Adult and Dislocated Worker Career Services Provider in Santa Barbara County, and Comprehensive and Accessible Reemployment through Equitable Employment Recovery National Dislocated Worker Grant project Provider.**

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 Managed Care Solutions, SPC (not a local vendor), to assume the role of America’s Job Center of California Operator, and Adult and Dislocated Worker Career Services Provider in Santa Barbara County for a total contract amount not to exceed \$3,164,904 which includes \$90,000 Direct Job Seeker Costs contingency training funds for the period of July 1, 2022 through June 30, 2025;
- b) Approve and authorize the Chair to execute an Agreement with Managed Care Solutions, SPC (not a local vendor), to provide Comprehensive and Accessible Reemployment through Equitable Employment Recovery National Dislocated Worker services for a total contract amount not to exceed \$1,468,353 for the period of July 1, 2022 through September 23, 2023;
- c) Authorize the Director of Social Services, or designee, to extend the Comprehensive and Accessible Reemployment through Equitable Employment Recovery National Dislocated Worker Agreement and allocate the amount of unused funds from the previous Fiscal Year budget to the next Fiscal Year Budget, subject to appropriations and budget approval;

- d) Authorize the Director of Social Services, or designee, to adjust the Line Item Budget of the Managed Care Solutions, SPC for America's Job Center of California Operator, and Adult and Dislocated Worker Career Services Provider, and Equitable Employment Recovery National Dislocated Worker Grant Agreement and the Comprehensive and Accessible Reemployment through Equitable Employment Recovery National Dislocated Worker services Agreement, without exceeding the total contract amounts;
- e) Authorize the Director of Social Services or designee, subject to appropriations and budget approval, to amend the Agreements by increasing the maximum contract amount in an amount not to exceed amount of unused funds from previous Fiscal Year to the next Fiscal Year; and
- f) 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:

This item is on the agenda in order to approve the following Agreements with Managed Care Solutions, SPC (MCS):

- 1. America's Job Center of California (AJCC) Operator, and Adult and Dislocated Worker Career Services (ADWCS) Provider in Santa Barbara County for a total contract amount for to exceed \$3,164,904 for the period from July 1, 2022 through June 30, 2025. Total contract amount include contingency for estimated Direct Job Seeker Costs that may be obligated from previous Fiscal Year (FY).

In accordance with Federal Workforce Innovation and Opportunity Act (WIOA), Santa Barbara County Workforce Development Board (WDB) underwent a thorough and multi-pronged process to identify the strongest possible provider for the Title I WIOA AJCC Operator and ADWCS provider for Santa Barbara County. Based on this in-depth process, the WDB voted to approve MCS as the AJCC Operator and ADWCS provider for Santa Banta Barbara County.

- 2. Comprehensive and Accessible Reemployment through Equitable Employment Recovery (CAREER) National Dislocated Worker Grant (NDWG) project for a total contract amount not to exceed \$1,468,353.

The CAREER NDWG project will enable job seekers including English Language Learners and those in underserved communities to address and recover from the unprecedented unemployment and economic impacts of the COVID-19 pandemic.

Background:

AJCC Operator and ADWCS Provider

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. The AJCC is the One-Stop system model in Santa Barbara County.

In accordance with the WIOA, which requires local workforce areas to competitively select AJCC Operator and ADWCS 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. On January 10, 2022, the WDB released a Request for Proposal (RFP) to identify qualified service provider(s) for the One Stop AJCC Operator and Adult and Dislocated Worker Program Operator Services in Santa Barbara County.

As a result of the release of the RFP, three (3) proposals were received by the submittal due date of February 28, 2022. An Evaluation Panel made up of workforce practitioners and experts from across the State evaluated all proposals. After the panel reviewed and rated the proposals, the highest ranked organization was invited to an interview conducted by the WDB Executive Committee. Based on this in-depth review, the Executive Committee recommended MCS as the AJCC Operator and ADWCS Provider. Subsequently, on April 1, 2022 the WDB Executive Committee voted to accept the recommendation and directed WDB staff to negotiate the Agreement with MCS.

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

CAREER NDWG

On June 29, 2021, the United States Department of Labor Employment and Training Administration (DOLETA) announced the funding of approximately \$43 million in grants to help reemploy dislocated workers most affected by the economic and employment fallout of the coronavirus pandemic. The CAREER NDWG focus on workers from historically marginalized communities or groups, and those unemployed for an extended period or who have exhausted unemployment insurance or other pandemic unemployment insurance programs.

On September 24, 2021, the County of Santa Barbara Workforce Development Board was awarded \$2,500,000 in CAREER NDWG funds to serve job seekers affected by the COVID 19 pandemic, more specifically English Language Learners and those residing in underserved communities. Job seekers will receive job and training services. In addition, Community Navigators will work throughout the County to establish “access points” where job seekers can receive career services in trusted locations that are accessible to them.

On December 7, 2021, the Board of Supervisors authorized the Director of the Department of Social Services (DSS) to accept the funds and to begin the process of entering into agreements with partners for the use of CAREER NDWG Project funds.

Performance Measure:

1. ADWCS Goals:

a. Enrollment Goals

Enroll the following unduplicated number of participants:

	Adults	Dislocated Workers	Total
Year 1	114	47	161
year 2	124	57	181
Year 3	114	47	161
Total	352	151	503

b. WIOA State Performance Goals

Meet or exceed State’s negotiated annual performance goals.

WIOA Title I Adult	2022/2023 Projected Goals
Employment Rate 2nd Quarter After Exit	77.3%
Employment Rate 4th Quarter After Exit	66.0%
Median Earnings 2nd Quarter After Exit	\$6,200 Quarterly Earnings
Credential Attainment 4th Quarter After Exit	60.0%
Measurable Skill Gains	50.0%

WIOA Title I Dislocated Worker	2022/2023 Projected Goals
Employment Rate 2nd Quarter After Exit	76.8%
Employment Rate 4th Quarter After Exit	72.5%
Median Earnings 2nd Quarter After Exit	\$8,070 Quarterly Earnings
Credential Attainment 4th Quarter After Exit	60.0%
Measurable Skill Gains	50.0%

The performance measure listed represent projected goals. Performance Measures are negotiated by WDB with the State each program year. The final performance goals for FYs 2022/2023, 2023/2024, and 2024/2025 have not yet been negotiated with the State. Once negotiated, performance goals will be updated accordingly.

c. Additional Yearly Performance Goals

DSS staff have established additional performance indicators to ensure a strong return on investment and adequate levels of service and outcomes for the participants served. MCS must meet or exceed the following performance goals for FY 2022/2023:

WIOA Title I Adult and Dislocated Workers	2022/2023 Projected Target
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Employment Rate at Program Exit	60%
Median Earnings at Program Exit	\$2,690 Monthly Earnings
Credential Attainment at Program Exit	30.0%

2. CAREER Goals:

- a. Enrollment Goals: Enroll 100 unduplicated number of participants.
- b. Provide Basic Career Services to a minimum of 200 job seekers through the CAREER Access Points.
- c. Provide Paid Work Experience to 100 job seekers.
- d. Enrolled participants must meet WIOA State Performance Goals.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

<u>Funding Sources</u>	<u>FY 2022-2023</u>	<u>FY 2023-2024</u>	<u>FY 2024-2025</u>	<u>Total</u>
	<u>Cost:</u>	<u>Cost:</u>	<u>Cost:</u>	<u>Project Cost</u>
Federal - AD/DW	\$ 1,114,968	\$ 1,024,968	\$ 1,024,968	\$ 3,164,904
Federal - CAREER	\$ 1,163,432	\$ 304,921		\$ 1,468,353
Total	\$ 2,278,400	\$ 1,329,889	\$ 1,024,968	\$ 4,633,257

Narrative:

DSS appropriated funds in its FY 2022/2023 budget to make payments under these agreements with MCS. DSS will include these agreements in its budget in FY 2023/2024 and FY 2024/2025, as applicable.

The agreement to operate AJCC, which will not exceed \$3,164,904 over a three-year period beginning in FY 2022/2023, will be funded with annual allocations of WIOA Adult and Dislocated Worker Formula Grant funds awarded by DOLETA and passed through the State of California Employment Development Department. 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.

The agreement to provide CAREER services will be funded with CAREER NDWG awarded by DOLETA. The agreement amount will total \$1,468,353 and will be effective from July 1, 2022 to September 23, 2023. 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:

DSS has determined that MCS is a High-risk vendor. Per the Contract Risk Assessment Worksheet, the agreements were rated as “high risk” primarily due to their contract sizes, contract type (cost reimbursable), and the percent of work that will be subcontracted. Additionally, MCS is a new contractor with the County. MCS has experience as an AJCC operator and provider of federally funded

services. To mitigate risks, DSS will provide payments to MCS for costs incurred under the agreements after the satisfactory performance of services and demonstration that costs were eligible and appropriate.

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 Emma Duncan

2125 S. Centerpointe Parkway, 3rd Floor

Santa Maria, CA 93455

eduncan@countyofsb.org

Attachments:

1. Attachment - Agreement with MCS - WDB One Stop Operator and WIOA ADWCS Provider FY 22-25
2. Attachment - Agreement with MCS for CAREER Provider FY 22-23

Authored by:

Luis Servin, Workforce Development Board Program Manager

Emma Duncan, Contracts Coordinator

cc: