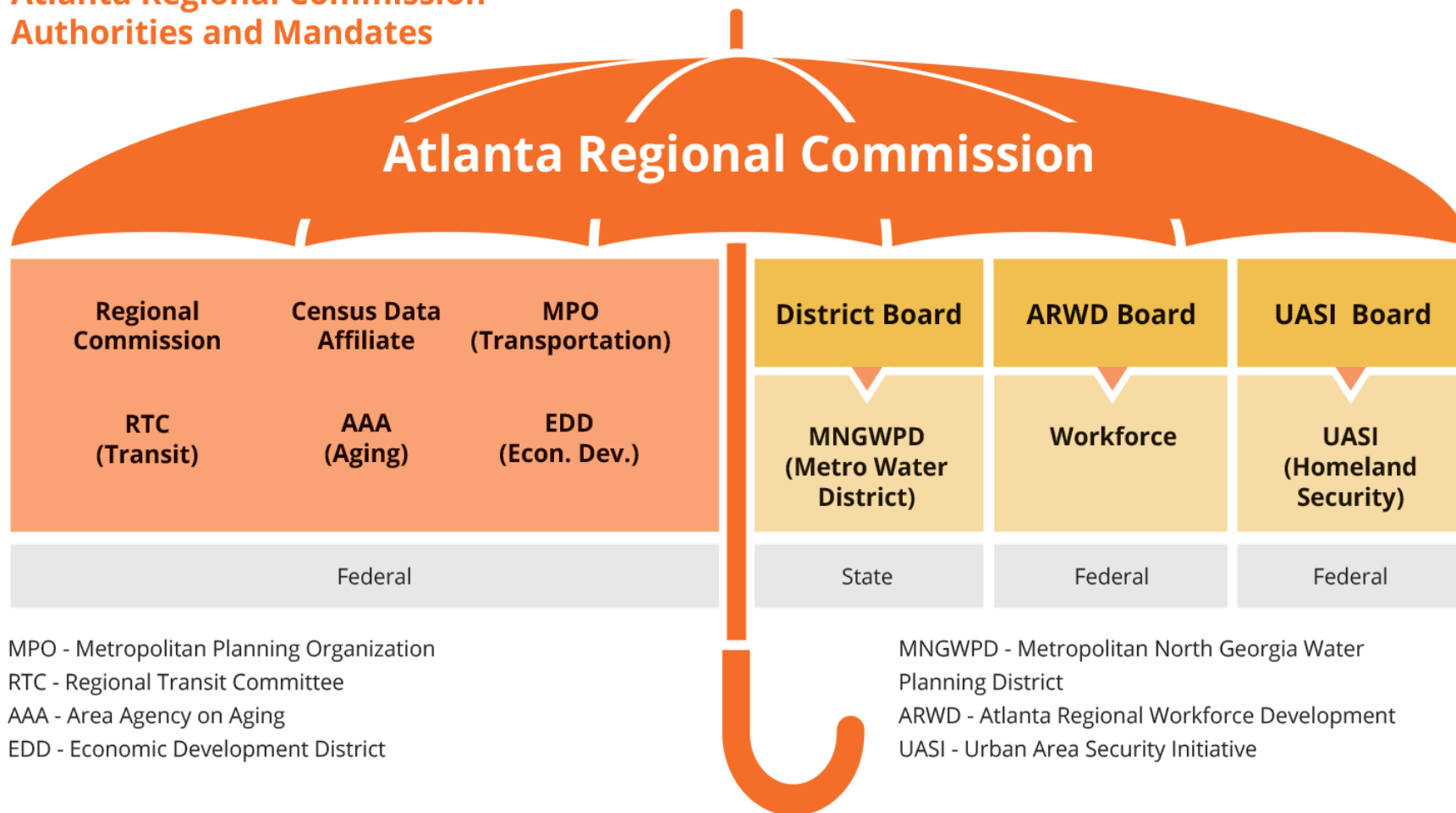# WORKFORCE SERVICES RFP
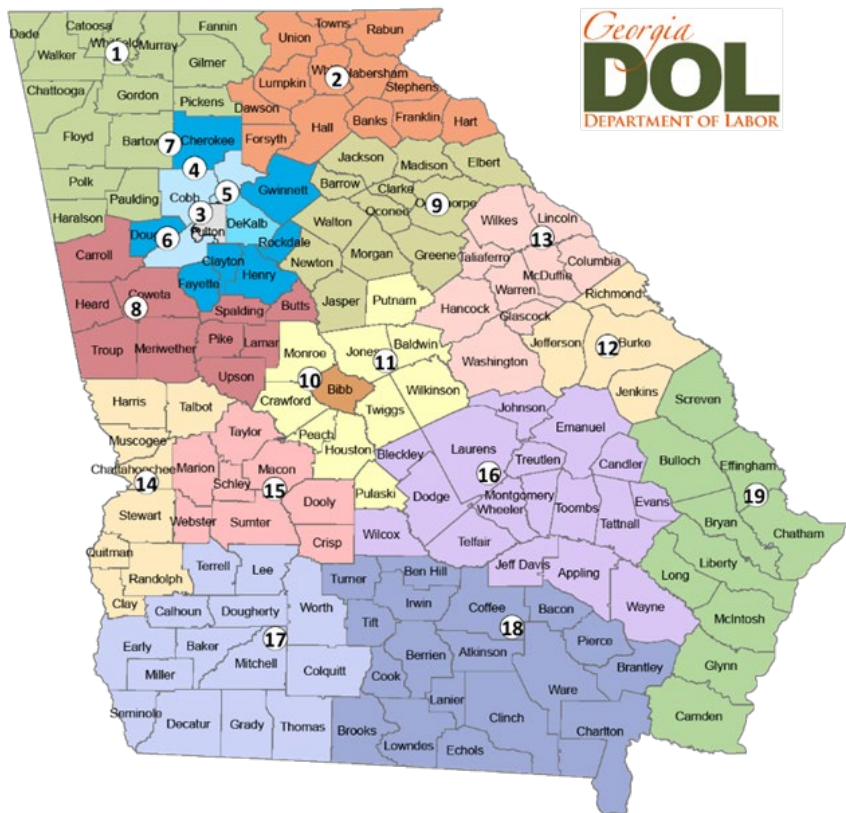## Pre-Bid Meeting

January 7, 2021

Meeting Agenda

- Welcome

- Introduction – ARC, ARWDB, WIOA

- One-Stop Operator

- Career Services

- Youth Services

- Finance and Budget

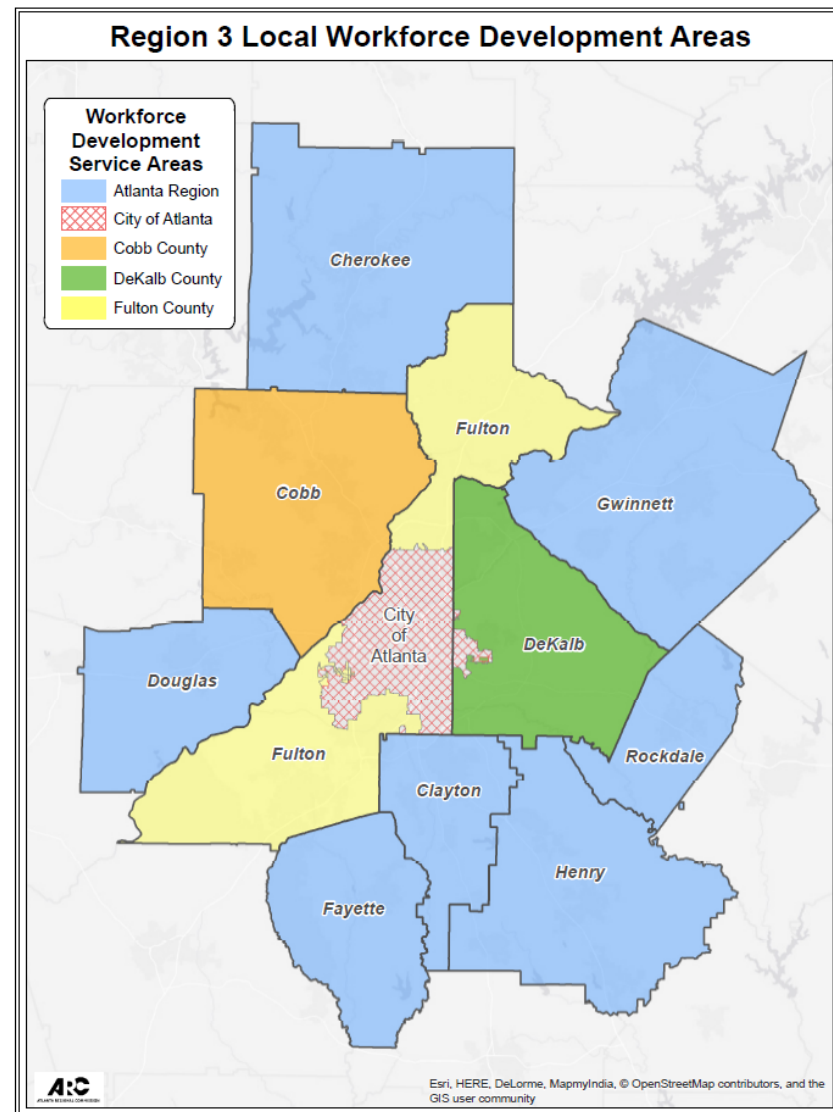- RFP Submittal Process

- Q&A

Atlanta Regional Commission

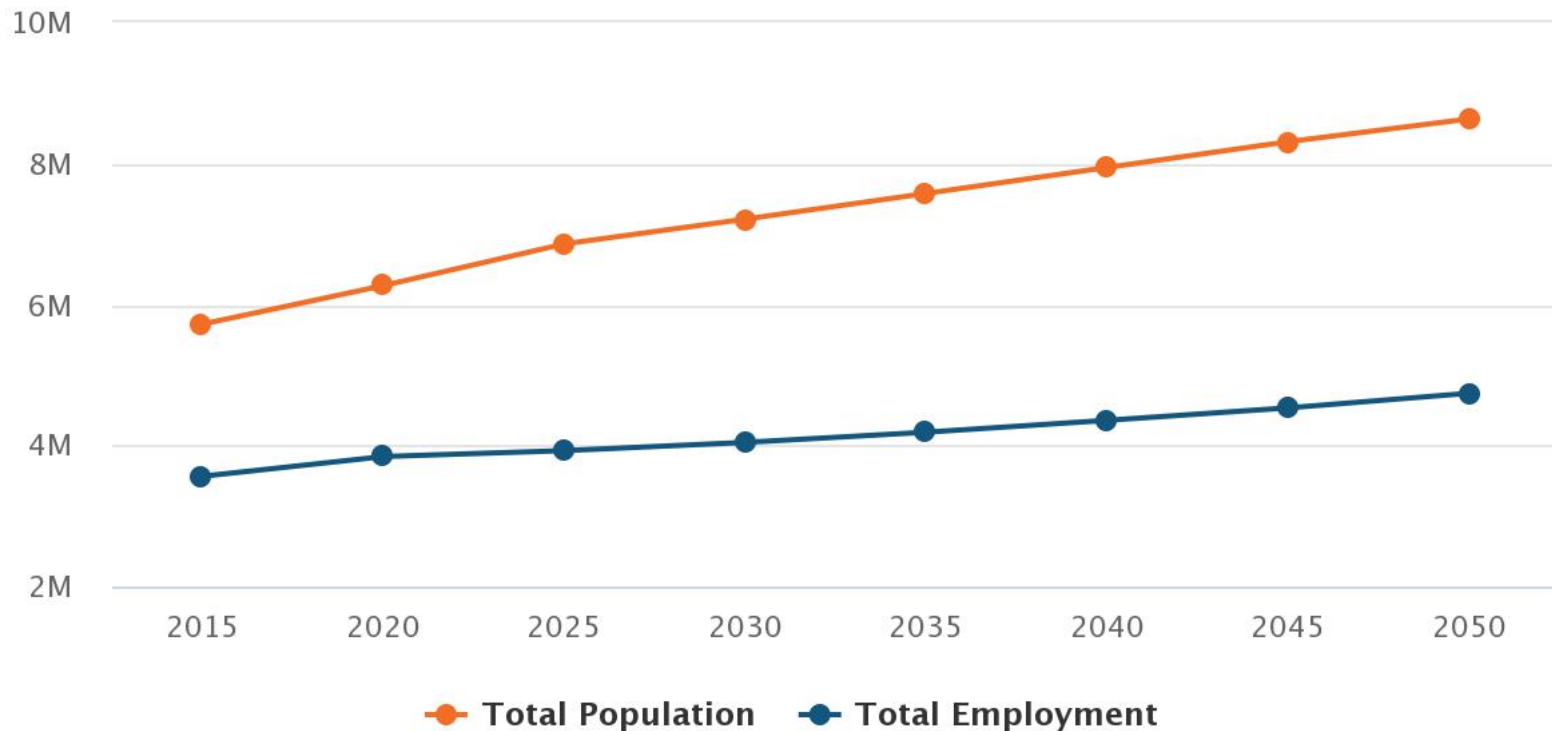**Atlanta Regional Commission Authorities and Mandates**

Atlanta Regional Commission

Regional Commission	Census Data Affiliate	MPO (Transportation)		District Board	ARWD Board	UASI Board
RTC (Transit)	AAA (Aging)	EDD (Econ. Dev.)		MNGWPD (Metro Water District)	Workforce	UASI (Homeland Security)
Federal				State	Federal	Federal

MPO - Metropolitan Planning Organization
RTC - Regional Transit Committee
AAA - Area Agency on Aging
EDD - Economic Development District

MNGWPD - Metropolitan North Georgia Water Planning District
ARWD - Atlanta Regional Workforce Development
UASI - Urban Area Security Initiative

Local Workforce Development Areas

LWDA 01 - Northwest GA
LWDA 02 - Georgia Mountains
LWDA 03 - City of Atlanta
LWDA 04 - Cobb County
LWDA 05 - DeKalb County
LWDA 06 - Fulton County
LWDA 07 - Atlanta Regional

LWDA 08 - Three Rivers
LWDA 09 - Northeast GA
LWDA 10 - Macon-Bibb
LWDA 11 - Middle GA
LWDA 12 - Central Savannah River Area
LWDA 13 - East Central GA

LWDA 14 - Lower Chattahoochee
LWDA 15 - Middle Flint
LWDA 16 - Heart of GA
LWDA 17 - Southwest GA
LWDA 18 - Southern GA
LWDA 19 - Coastal GA

Region 3 Local Workforce Development Areas

Workforce Development Service Areas
- Atlanta Region
- City of Atlanta
- Cobb County
- DeKalb County
- Fulton County

Metro Atlanta Forecast

Population & Employment Forecast

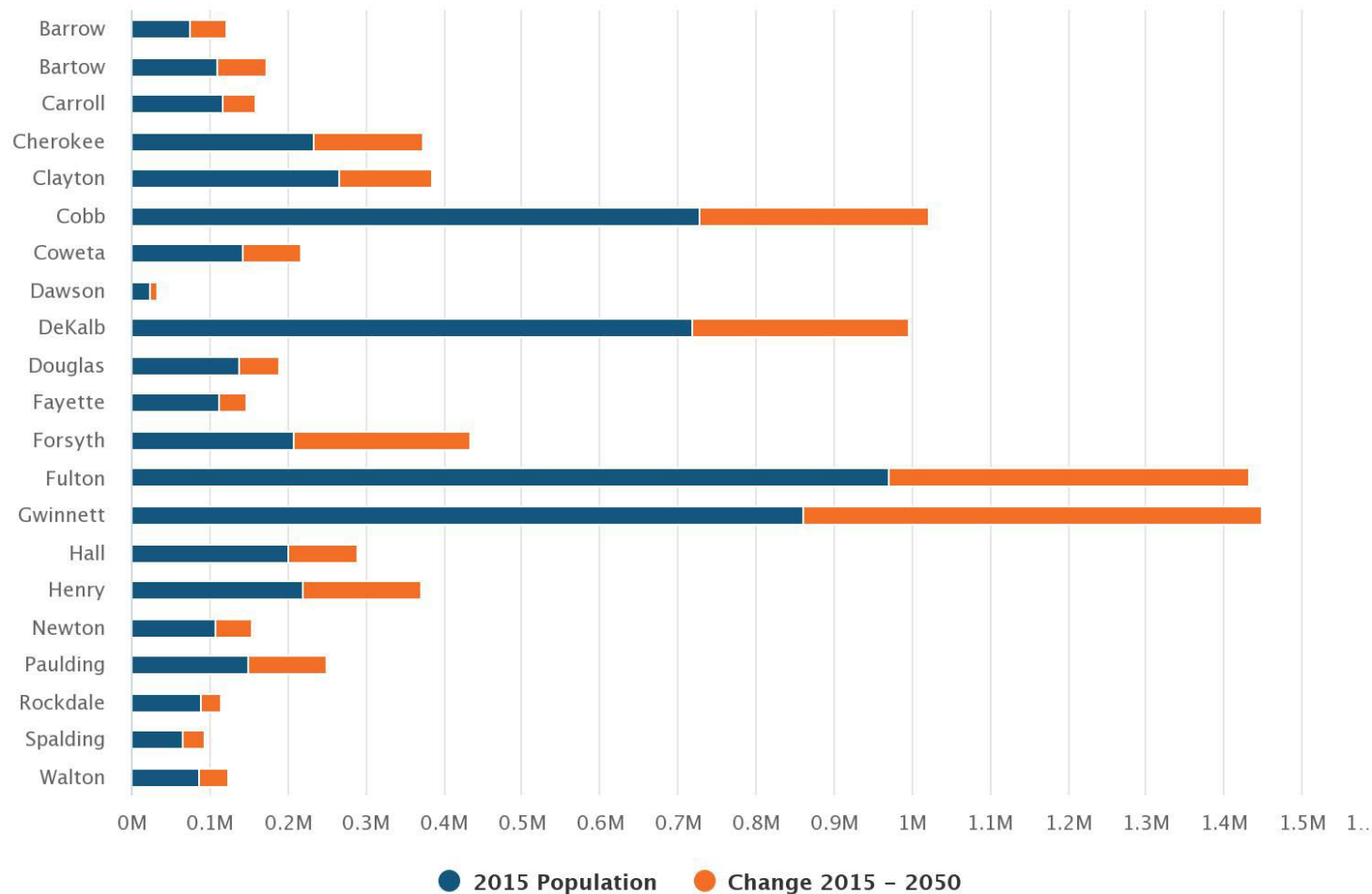### Metro Atlanta (21-County Region)

Source: Atlanta Regional Commission

Powered by Highcharts Cloud

Metro Atlanta Forecast

2050 Population Forecast

Source: Atlanta Regional Commission

● 2015 Population   ● Change 2015 – 2050

ARWDB Demographics

Demographics Overview - WorkSource Atlanta Regional

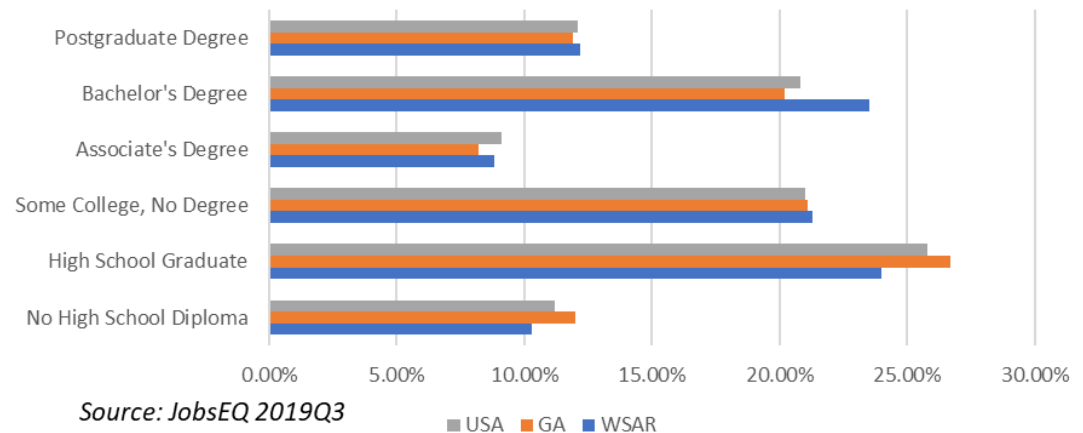|	Atlanta Regional	GA	USA
Population	2,924,705	10,297,484	322,903,030
Median Age	36.8	36.5	37.9
Labor Force Size	1,505,142	5,043,919	162,248,196
Labor Force Participation Rate	67.2%	62.8%	63.2%
Median Household Income	$ 69,940	$ 55,679	$ 60,293

Source: JobEQ 2019Q3

ARWDB Demographics

WorkSource Atlanta Regional Population By Age
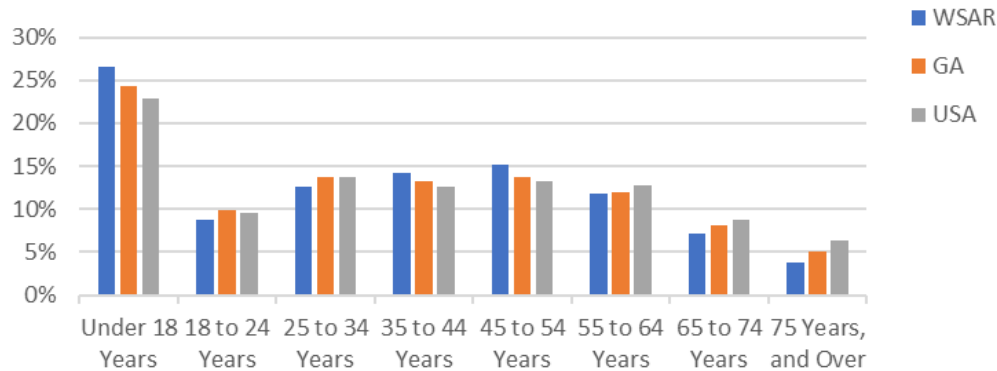
Source: JobsEQ 2019Q3

WorkSource Atlanta Regional Population by Education Level

Source: JobsEQ 2019Q3

ARWDB Service Delivery

Local Workforce Development Boards

One-Stop Career Resource Center

Affiliate Sites & Mobile Unit

Youth Programs

Business Services Direct Outreach

Customers: Job Seekers & Businesses

Adult & Dislocated Workers

Youth

Business Services
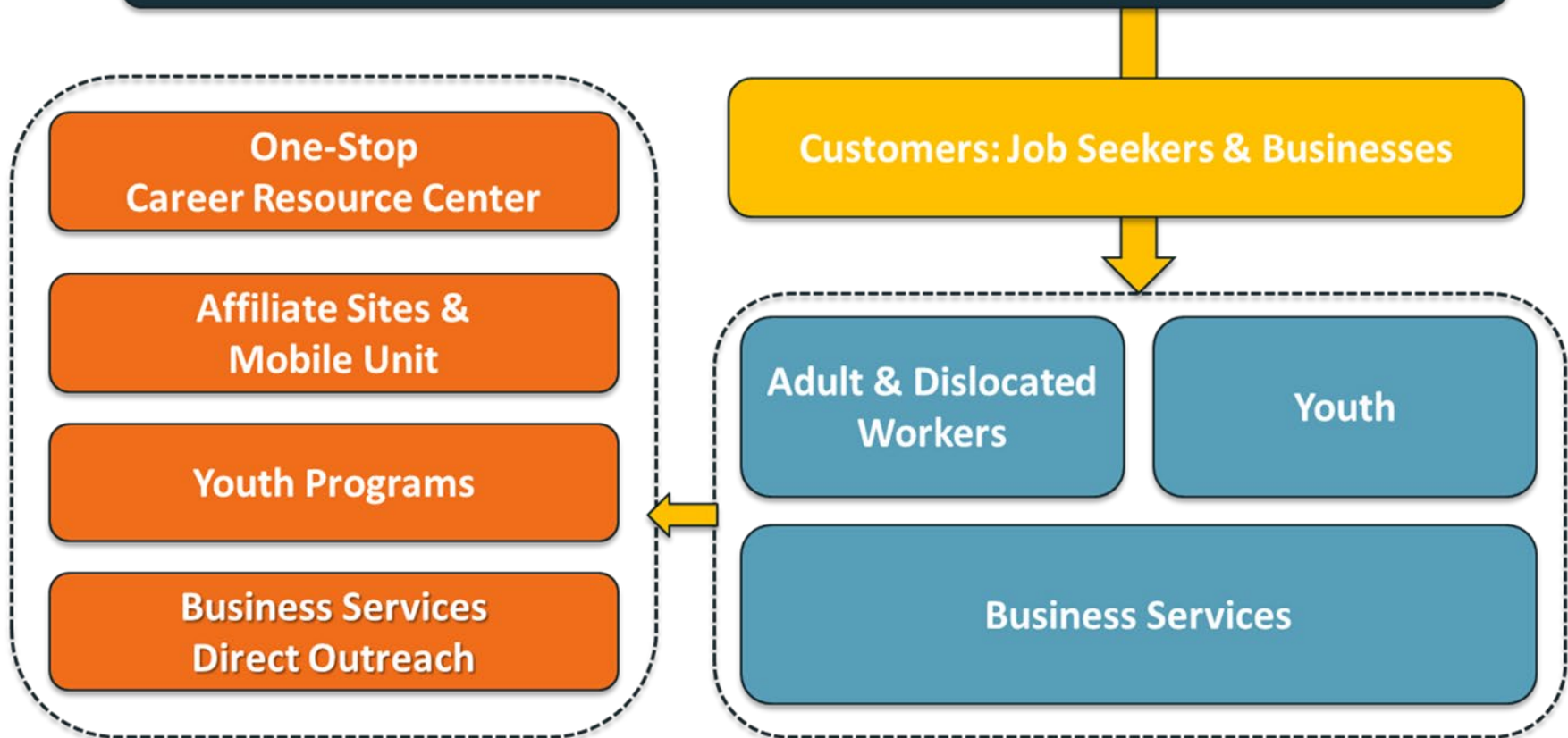
ARWDB Service Delivery

ARC is the fiscal and administrative agent for the Atlanta Regional Workforce Development Board

- Cherokee
- Clayton
- Douglas
- Fayette

- Gwinnett
- Henry
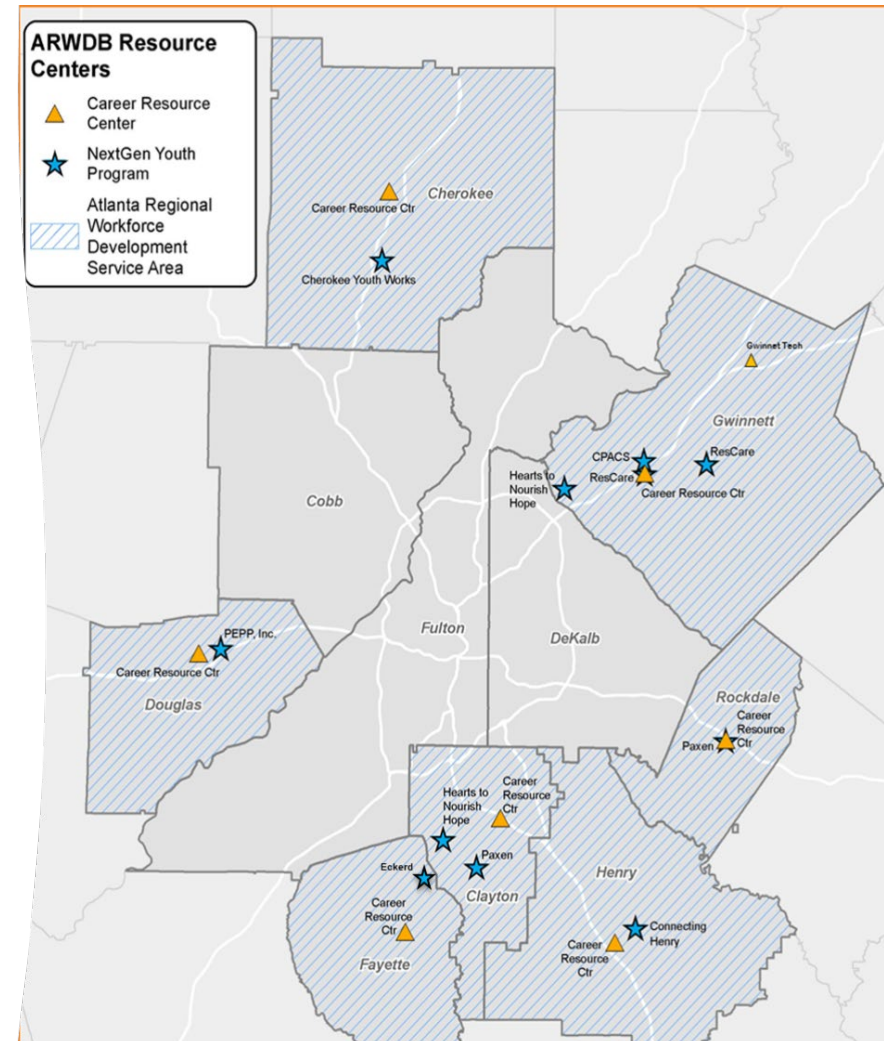- Rockdale

Career Resource Centers
- 1 One-Stop Center
- 7 Affiliate Sites

Youth Providers
- 10 Out-Of-School Locations
- 1 In-School Provider

Mobile Units
- 1 full-size mobile unit with 14 regular stops
- 1 full-size welding training lab

Performance Goals

	Percent of Annual Goals Achieved			PY19
Adult Program	**PY2017**	**PY2018**	**PY2019**	**N**
Employment Rate 2nd Quarter After Exit	107.0%	107.5%	106.5%	403
Employment Rate 4th Quarter After Exit	112.5%	107.0%	112.9%	471
Median Earnings 2nd Quarter After Exit	120.2%	122.4%	121.3%	
Credential Attainment	105.9%	107.3%	103.5%	352
Dislocated Worker	**PY2017**	**PY2018**	**PY2019**	
Employment Rate 2nd Quarter After Exit	109.9%	108.8%	100.0%	110
Employment Rate 4th Quarter After Exit	111.5%	107.5%	109.5%	182
Median Earnings 2nd Quarter After Exit	115.0%	124.9%	125.7%	
Credential Attainment	91.3%	99.4%	91.3%	119
Youth Program (NextGen)	**PY2017**	**PY2018**	**PY2019**	
Employment Rate 2nd Quarter After Exit	105.9%	100.2%	112.8%	149
Employment Rate 4th Quarter After Exit	110.6%	100.6%	109.8%	156
Credential Attainment	102.0%	80.0%	98.4%	132

Performance Goals

	Area 7 - Atlanta Regional	ARWDB Goals	
		PY20	PY21
Adult Program	Employment Rate 2nd Quarter After Exit	84.0%	85.0%
	Employment Rate 4th Quarter After Exit	81.5%	83.0%
	Median Earnings 2nd Quarter After Exit	$6,900	$7,100
	Credential Attainment	72.0%	73.0%
	Measurable Skills Gain	39.0%	41.0%
Dislocated Worker	Employment Rate 2nd Quarter After Exit	86.0%	87.0%
	Employment Rate 4th Quarter After Exit	86.0%	87.0%
	Median Earnings 2nd Quarter After Exit	$8,000	$8,200
	Credential Attainment	71.0%	72.0%
	Measurable Skills Gain	34.0%	36.0%
Youth	Employment Rate 2nd Quarter After Exit	70.0%	72.0%
	Employment Rate 4th Quarter After Exit	69.0%	71.0%
	Median Earnings 2nd Quarter After Exit	$3,100	$3,200
	Credential Attainment	63.0%	65.0%
	Measurable Skills Gain	30.0%	31.0%

Funding Trends

Program Year Total Operating Budget					
	2017	2018	2019	2020	4 Year Change
Year 1 Funding	$ 11,873,592	$ 10,430,592	$ 10,561,184	$ 8,171,144	$ (3,702,448)
Roll-Over	$ 7,644,858	$ 6,537,850	$ 3,890,627	$ 758,000	$ (6,886,858)
Additional Funding	$ 330,847	$ 161,740	$ 295,426	$ 1,912,000	$ 1,581,153
Total Available	$ 19,849,297	$ 17,130,182	$ 14,747,237	$ 10,841,144	$ (9,008,153)

Regional Coordination

- Regional Workforce Plan
- Metro Atlanta Industry Partnerships
- Systems Change for Economic Mobility
- Metro Atlanta Exchange for Workforce Solutions

- Equity@Work
- Monthly Directors Meetings
- Regional Outreach Campaign
- ATLworks.org

WIOA Goals

Signed into law July 14, 2014, WIOA is designed to strengthen and improve our nation's public workforce system and help get Americans, including youth and those with significant barriers to employment, into high-quality jobs and careers and help employers hire and retain skilled workers.

The purpose of WIOA is to achieve and maintain an integrated, job-driven workforce system that links the diverse, talented workforce to the nation's businesses and improves the quality of life for citizens.

In order to deliver these services, WIOA establishes a network of Local Workforce Development Areas to implement WIOA.

The needs of businesses and workers drive workforce solutions

One-stops provide excellent customer service and operate under continuous improvement conditions

Workforce system supports strong regional economies

3 Pillars of Workforce System

One Stop Operator

- The LWDA must use a competitive procurement process to select a One-Stop Operator.

- The primary function of the One-Stop Operator is to coordinate the service delivery of One-Stop partners and service providers located at the One-Stop Center.

- Staff the One-Stop Center reception desk and to greet customers, provide initial needs assessment screening, and assign customer to the most appropriate onsite partner (or self-service function) for service.

- Design and administer a customer satisfaction survey assessment tool that will be tabulated, analyzed and reported out at least annually.

Career Services

Career Services should include, but are not limited to:

- In-person and virtual service delivery

- Outreach/ Intake / Eligibility Determination

- Job Search and Job Placement assistance

- Workshops – Resume, Job Smart etc.

- Career Counseling

- Labor Market information

- Comprehensive Skills assessment

- Individual Employment Plan (IEP)

- Occupational Skills training

- Individual Training Account (ITA)

- Follow up Services

Youth Services

- Out-of-School & In-School Youth
  - Expenditure requirements
  - Program design expectations

- Recruiting & Serving Targeted Youth Populations
  - Youth who are English language learners
  - Youth with a disability
  - Foster youth
  - School dropouts
  - Youth who were or currently involved in the Justice System

- Fourteen Elements of Youth Services

- Work Experience
  - Expenditure requirements (Federal – 20% & ARC – 60/40%)
  - Employer of Record to provide year-round subsidized (paid) work experience.

- Performance Measures (Federal & ARC Stand-In/Goal Sheet)

Finance and Budget

- Funding for programs is provided by WIOA
  - Federal funds passed down to the State then to the LWDAs
  - All Federal, State and local/agency rules apply
  - Allocated in three funding streams: Adult, Dislocated Worker, Youth
  - Allocated to Contractors in the form of a Reimbursement Contract
  - Allocated amounts based on negotiations and availability of funds

- Prepare budgets per the instructions in the RFP
  - Each service option will use a separate Budget Template as provided
  - Youth Out of School and In School use separate budget templates
  - Youth Work Experience budget must include:
    - a minimum of 60% for direct services to participant
    - a maximum of 40% for operations related to Work Experience

- Do not exceed available amounts for each program per RFP

- ARC reserves the right to modify budgets

RFP Submittal Process

- ARC must <u>receive</u> the submittal by **5:00 pm, February 5th**

- 1 original, 1 USB (or electronic copy may be emailed)

- Provide separate proposal for each service

- Submit questions in writing by January 15th

- Section overview:
  - Cover Sheet/Application
  - Sufficiency Checklist
  - Executive Summary
  - Narrative
  - Attachments

Key Points to Remember

- Answer the questions while being clear and concise

- Use the checklist and follow all instructions

- Understand WIOA

- Understand the local community being served

- Be innovative

- Price matters, but is not the only factor

- ARC must <u>receive</u> the submittal by **5:00 pm, February 5, 2021.**

Questions & Answers