

## C-6

September 12, 2023

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

### RECOMMENDATION:

Authorize the City Manager, or designee, to execute all documents necessary to amend Contract No. 36619 with Dialysis Education Services, LLC, of Bellflower, CA, Contract No. 36621 with Dolphin Trucking School, of Vernon, CA, and Contracts with Airstream, of Tehachapi, CA, Career Development Solutions – New Horizons, of Anaheim, CA, and Reich Industries, Inc., of Montebello, CA, for training and employment services to residents, to increase the aggregate contract amount by \$300,000, for a revised total aggregate amount not to exceed \$1,050,000. (Citywide)

### DISCUSSION

City Council approval is requested to amend Contract No. 36619 with Dialysis Education Services, LLC, Contract No. 36621 with Dolphin Trucking School, and Contracts with Airstream, Career Development Solutions – New Horizons, and Reich Industries, Inc., to continue providing training and employment services to Long Beach residents.

On April 4, 2023, City Council authorized the City Manager to enter into contracts with various Pacific Gateway Workforce Innovation Network (Pacific Gateway) training providers to provide training and employment services to Long Beach residents. As a result, contracts were awarded to the aforementioned providers. Contracts with Dialysis Education Services, LLC and Dolphin Trucking School are fully conformed, but Contracts with Airstream, Career Development Solutions – New Horizons, and Reich Industries, Inc., are still in the contracting process in accordance with the City of Long Beach (City) standard policies and procedures. However, additional funds are required and are being requested in this action. Through customer choice and high-demand training, an increase in the contract is needed to upgrade skills for unemployed adults, dislocated workers, and youth through education and training.

Pacific Gateway administers the Federal Workforce Innovation and Opportunity Act (WIOA) and other employment and training funds received annually by the City. Those funds support job training programs and business services delivered by the Workplace, Harbor Gateway WorkSource Center, Future LB, and selected community-based organizations to assist residents to acquire skills leading to employment in high-demand occupations with local employers.

Pacific Gateway will continue to partner with these various training and service providers outlined below, based on customer demand. Pacific Gateway requests contract increases for the coming months for existing vendors with current agreements with the City.

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The following provides the proposed amounts for each intended contract:

<b>Service Provider</b>	<b>Primary Area of Instruction/ Services/ Product</b>	<b>Current Contract Term/Amounts</b>	<b>Requested Amendment</b>	<b>New Current Contract Term/Amounts</b>
<b>Airstream (Tehachapi, CA)</b>	Renewable Energy & Communications Tower Technician	3/21/23 – 12/31/23 \$150,000	Add: \$100,000	3/21/23 – 12/31/23 \$250,000
<b>Career Development Solutions – New Horizons (Anaheim, CA)</b>	Network – Cybersecurity - Web Design – Cisco – CompTIA A+, Microsoft	3/21/23 – 12/31/23 \$210,000	Add: \$90,000	3/21/23 – 12/23/23 \$300,000
<b>Dialysis Education Services, LLC (Bellflower, CA)</b>	Hemodialysis training	3/21/23 – 12/31/23 \$150,000	Add: \$50,000	3/21/23 – 12/31/23 \$200,00
<b>Dolphin Trucking School (Vernon, CA)</b>	Commercial Driver's Training Class A & B	3/21/23 – 12/31/23 \$140,000	Add: \$60,000	3/21/23 – 12/31/23 \$200,000
<b>Reich Industries, Inc. – TGA (Montebello, CA)</b>	Professional Truck Driver Training Program	3/21/23 – 12/31/23 \$100,000	Add: \$0	3/21/23 – 12/31/23 *\$100,000 <i>*No Change</i>
<b>TOTAL:</b>		<b>\$750,000</b>	<b>\$300,000</b>	<b>\$1,050,000</b>

This matter was reviewed by Deputy City Attorney Monica Kilaita on August 16, 2023, Purchasing Agent Michelle Wilson on August 15, 2023, and by Budget Management Officer Nader Kaamouh on August 18, 2023.

**TIMING CONSIDERATIONS**

City Council action to amend Contracts with the selected vendors is requested on September 12, 2023, to ensure there are no interruptions to services.

**FISCAL IMPACT**

The requested action increases aggregate contract authority by \$300,000, for a revised total aggregate contract amount not to exceed \$1,050,000. Sufficient WIOA grant funding is currently appropriated in the Community Development Grants Fund Group in the Department

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of Economic Development. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. Approval of this recommendation will result in job training, skills enhancement, and employment opportunities for hundreds of residents.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



BO MARTINEZ  
DIRECTOR  
ECONOMIC DEVELOPMENT

APPROVED:



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THOMAS B. MODICA  
CITY MANAGER