

CITY OF LONG BEACH

DEPARTMENT OF ECONOMIC AND PROPERTY DEVELOPMENT

333 West Ocean Boulevard 3rd Floor • Long Beach, CA 90802 • (562) 570-6099 • Fax (562) 570-6380

C-14

July 18, 2017

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt specifications No. RFP EP17-051 and authorize the City Manager, or designee, to execute agreements and all related documents with 28 recommended firms, including seven Long Beach businesses, to provide various workforce development services delivered through America's Job Center of California (AJCC), in an annual aggregate amount not to exceed \$1,500,000, for a period of two years, with the option to renew for two additional one-year periods, at the discretion of the City Manager. (Citywide)

DISCUSSION

City Council approval is requested to enter into contracts with various service providers for workforce development services delivered through America's Job Center of California (AJCC) in support of strategies that provide training and employment services to residents and job seekers.

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

The Request for Proposals (RFP) was advertised in the Long Beach Press-Telegram on February 17, 2017, and 4,826 potential firms specializing in workforce development services were notified of the RFP opportunity. Of those firms, 101 downloaded the RFP via the City's electronic bid system. The RFP document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website, at www.longbeach.gov/purchasing. An RFP announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 22 local, minority and women-owned business groups. Thirty proposals were received on March 14, 2017. Of those 30 proposers, six were Minority-owned Business Enterprises (MBEs), six were Women-owned Business Enterprises (WBEs), ten were certified Small Business Enterprises (SBEs), and nine were Long Beach businesses (Local).

HONORABLE MAYOR AND CITY COUNCIL

July 18, 2017

Page 2

A selection committee, comprised of staff from the Workforce Development Bureau in the Economic and Property Development Department and a manager from the State of California's Employment Development Department's Workforce Services Branch reviewed the proposals, and determined the following 28 firms, including seven Long Beach-based businesses, to be the most qualified to meet the City's needs.

FIRM	CITY, STATE	MBE/WBE/SBE	SUBJECT MATTER EXPERTISE CATEGORY(IES)
AbilityFirst	Long Beach, CA		<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops • Workforce Intermediary
Brandman University	Irvine, CA		<ul style="list-style-type: none"> • Workforce Intermediary • Curriculum Development
California Conference for Equality and Justice (CCEJ)	Long Beach, CA		<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops • Workforce Intermediary
California Manufacturing Technologies Consulting (CMTC)	Torrance, CA		<ul style="list-style-type: none"> • Workforce Intermediary
Carey & Associates	Long Beach, CA	WBE/SBE	<ul style="list-style-type: none"> • Grant Writing / Project Development • Quality Assurance / Oversight • Project Management
Dynamic Workforce Solutions	Waukesha, WI		<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops • Curriculum Development
EDU Consulting, LLC	Huntington Beach, CA		<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops • Curriculum Development
ETA Advertising	Long Beach, CA	SBE/WBE	<ul style="list-style-type: none"> • Media Graphic Design
ETES, Inc.	Long Beach, CA	MBE/WBE/SBE	<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops • Curriculum Development

HONORABLE MAYOR AND CITY COUNCIL

July 18, 2017

Page 3

FIRM	CITY, STATE	MBE/WBE/SBE	SUBJECT MATTER EXPERTISE CATEGORY(IES)
ICF Consulting	Fairfax, VA		<ul style="list-style-type: none"> • Economic and Workforce Analysis • Media / Graphics Designer • Quality Assurance / Continuous Improvement • Workforce Intermediary • Quality Assurance / Oversight Monitoring • Asset Mapping • Asset Mapping Board/ System Development • Project Management • Curriculum Development
Innovative Workforce Strategies	Menifee, CA		<ul style="list-style-type: none"> • Quality Assurance / Continuous Improvement • Grant Writing / Project Development • Quality Assurance / Oversight Monitoring • Project Management
Intercede Media	Long Beach, CA	MBE/SBE	<ul style="list-style-type: none"> • Media / Graphic Design
International Trade Education Programs	Carson, CA		<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops • Workforce Intermediary • Project Management
JagTag Enterprises, Inc.	Redondo Beach, CA	SBE	<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops
Logistics Specialties	Layton, UT		<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops • Economic and Workforce Analysis • Media / Graphics Designer • Quality Assurance / Continuous Improvement • Grant Writing / Project Development • Workforce Intermediary • Quality Assurance / Oversight Monitoring • Asset Mapping • Asset Mapping Board/ System Development • Project Management • One-Stop Operator • Curriculum Development

HONORABLE MAYOR AND CITY COUNCIL

July 18, 2017

Page 4

FIRM	CITY, STATE	MBE/WBE/SBE	SUBJECT MATTER EXPERTISE CATEGORY(IES)
Noe Montes	Los Angeles, CA	SBE	<ul style="list-style-type: none"> • Media / Graphic Design
Performance Excellence Partners	Huntington Beach, CA		<ul style="list-style-type: none"> • Media / Graphics Designer • Quality Assurance / Continuous Improvement • Grant Writing / Project Development • Workforce Intermediary • Asset Mapping Board/System Development • Project Management • One-Stop Operator
PCG Human Services	Boston, MA		<ul style="list-style-type: none"> • Economic and Workforce Analysis • Quality Assurance / Continuous Improvement • Grant Writing / Project Development • Workforce Intermediary • Quality Assurance / Oversight Monitoring • Asset Mapping • Asset Mapping Board/System Development • Project Management • One-Stop Operator • Curriculum Development
Purple Reign	Gardena, CA	MBE/WBE/SBE	<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops
Resource Development Associates	Oakland, CA		<ul style="list-style-type: none"> • Economic and Workforce Analysis • Grant Writing / Project Development • Asset Mapping • Asset Mapping Board/System Development • Project Management
Robbin and Associates	Oakland, CA		<ul style="list-style-type: none"> • Skills Development / Pre-Vocational Workshops
SJM Consulting	Philadelphia, PA	WBE/SBE	<ul style="list-style-type: none"> • Workforce Intermediary • Project Management

FIRM	CITY, STATE	MBE/WBE/SBE	SUBJECT MATTER EXPERTISE CATEGORY(IES)
Studio El Rey	Long Beach, CA	MBE/SBE	<ul style="list-style-type: none"> Media / Graphics Designer
The Grant Works	Bend, OR		<ul style="list-style-type: none"> Grant Writing / Project Development
The Monares Group	West Covina, CA	MBE	<ul style="list-style-type: none"> Grant Writing / Project Development Workforce Intermediary Asset Mapping Project Management
Thomas Miller & Associates	Indianapolis, IN		<ul style="list-style-type: none"> Economic and Workforce Analysis Quality Assurance / Continuous Improvement Grant Writing / Project Development Asset Mapping Asset Mapping Board/System Development
TLPhillips Consulting	Glastonbury, CT		<ul style="list-style-type: none"> Economic and Workforce Analysis Grant Writing / Project Development Asset Mapping Asset Mapping Board/System Development
Uplift California	Costa Mesa, CA		<ul style="list-style-type: none"> Skills Development / Pre-Vocational Workshops Workforce Intermediary Curriculum Development

Local Business Outreach

In an effort to align with the City's outreach goal, Long Beach businesses are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the PlanetBids database to download the RFP specifications. Through outreach, 554 Long Beach vendors were notified to submit proposals, of which 21 downloaded and nine submitted a proposal. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Amy R. Webber on June 29, 2017 and by Revenue Management Officer Geraldine Alejo on June 23, 2017.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. RFP EP17-051 and award contracts concurrently is requested on July 18, 2017, to ensure contracts are in place expeditiously.

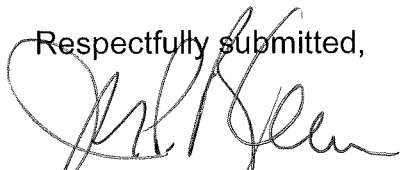
FISCAL IMPACT

The total annual aggregate amount will not exceed \$1,500,000 for a two-year period. Sufficient WIOA grant funding is currently appropriated in the Community Development Grants Fund (SR 150) in the Economic and Property Development Department (EP). In addition to WIOA funding, the City continues to pursue funding from other similar grants that may also be used to fund the cost of these agreements. The award of these contracts will provide continued support to our local economy by delivering job training, skills enhancement, and employment opportunities to hundreds of residents.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



JOHN KEISLER
DIRECTOR OF ECONOMIC
& PROPERTY DEVELOPMENT



JOHN GROSS
DIRECTOR OF FINANCIAL MANAGEMENT

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APPROVED:



PATRICK H. WEST
CITY MANAGER