

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-13

July 18, 2017

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Authorize the City Manager, or designee, to execute all documents, and any necessary subsequent amendments, with various Pacific Gateway service and product providers for training and employment services to residents, to increase the aggregate amount by \$1,938,276 for a revised total aggregate amount not to exceed \$3,450,000, and to extend for one additional one-year period, with an option to renew for two additional one-year periods. (Citywide)

DISCUSSION

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 Career Transition Center, Harbor Gateway WorkSource Center, and selected community-based organizations to assist local residents acquire skills leading to employment in high-demand occupations with local employers.

Additionally, Pacific Gateway utilizes labor market information, industry feedback and trends to monitor hiring needs, and to ensure that local skill training design and investments are in industries that will most quickly improve, leading to re-employment for residents. For training programs that are not part of Pacific Gateway initiatives connected with local colleges and universities, customers are required by WIOA to select training providers procured and/or approved through the State's Eligible Training Provider List (ETPL). Vendors under this State list are exempt from other local procurement, as mandated by Workforce Innovation and Opportunity Act. Once customers select a vendor from the State list, Pacific Gateway initiates an agreement and a Blanket Purchase Order (BPO) to accommodate costs of training. Once the BPO is anticipated to exceed \$100,000, Pacific Gateway obtains City Council approval to initiate an increase in BPO and, as applicable, a full contract.

Relative to program participants in the Work Experience or Paid Internship Programs, Pacific Gateway maintains Workers Compensation insurance for these participants under coverage directly through the State Compensation Insurance Fund. The existing BPO has exceeded \$100,000, due to an increase in the monthly premium. Pacific Gateway also anticipates an increase in the number of participants due to additional grants received, including the annual Youth Jobs Summer Program.

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

SERVICE PROVIDER	PRIMARY AREA OF INSTRUCTION / SERVICES / PRODUCT	CURRENT CONTRACT/ BPO TERMS	REQUESTED AMENDMENT/ NEW TERMS	NEW CONTRACT /BPO TERMS
Leadership Long Beach	<ul style="list-style-type: none"> ▪ Leadership Development 	7/1/15 – 3/31/17 \$220,000 CN: 34197 BPEP16000041	Add: 9 Months Add: \$50,000	7/1/15 – 9/30/17 \$270,000
State Compensation Insurance Fund	<ul style="list-style-type: none"> ▪ Workers Compensation for Program Participants 	7/1/16 – 6/30/17 \$151,724 BPEP16000048	Add: 1 Year Add: \$223,276	7/1/16 – 6/30/18 \$375,000
West Los Angeles College	<ul style="list-style-type: none"> ▪ Customer Service Training ▪ Retail Federation 	1/1/17 – 12/30/17 \$95,000 BPEP17000035	Add: 1 Year Add: \$100,000	1/1/17 – 12/30/18 \$195,000
Airstreams Renewables	<ul style="list-style-type: none"> ▪ Wind Turbine Technician 	10/1/16 -9/30/17 \$95,000 BPEP17000005	Add: 1 Year Add: \$95,000	10/16/16 – 9/30/18 \$190,000
Instrument Personnel, Inc.	<ul style="list-style-type: none"> ▪ Truck Driving ▪ Heavy Equipment Operation 	10/15/16 – 10/15/17 \$95,000 BPEP17000001	Add: 1 Year Add: \$150,000	10/15/16 – 9/30/18 \$245,000
Pathways College	<ul style="list-style-type: none"> ▪ CNA ▪ Home Health Aide 	10/15/16 – 10/15/17 \$95,000 BPEP17000002	Add: 1 Year Add: \$170,000	10/15/16 – 10/15/18 \$265,000
247 Classroom, LLC	<ul style="list-style-type: none"> ▪ Business Management 	12/1/16 – 12/1/17 \$95,000 BPEP17000025	Add: 1 Year Add: \$150,000	12/1/16 – 11/30/18 \$245,000
CSULB College of Continuing & Professional Ed	<ul style="list-style-type: none"> ▪ Medical Billing ▪ Global Logistics ▪ Clinical Med Asst. 	1/1/17 – 12/30/17 \$95,000 BPEP17000012	Add: 1 Year Add: \$195,000	1/1/17 – 12/30/18 \$290,000
Goodwill SOLAC	<ul style="list-style-type: none"> ▪ CAN ▪ Security Guard 	1/1/17 – 12/30/17 \$95,000 BPEP17000014	Add: 1 Year Add: \$100,000	1/1/17 – 12/30/18 \$195,000
Professional Career Institute	<ul style="list-style-type: none"> ▪ Healthcare ▪ Information Tech 	1/1/17 – 12/30/17 \$95,000 BPEP17000034	Add: 1 Year Add: \$245,000	1/1/17 – 12/30/18 \$340,000

SERVICE PROVIDER	PRIMARY AREA OF INSTRUCTION / SERVICES / PRODUCT	CURRENT CONTRACT/ BPO TERMS	REQUESTED AMENDMENT/ NEW TERMS	NEW CONTRACT /BPO TERMS
UCLA Extension	<ul style="list-style-type: none"> ▪ Project Management ▪ Paralegal 	1/1/17 – 12/30/17 \$95,000 BPEP17000033	Add: 1 Year Add: \$85,000	1/1/17 – 12/30/18 \$180,000
TGA Truck Driving School	<ul style="list-style-type: none"> ▪ Truck Driving 	1/1/17 – 12/30/17 \$95,000 BPEP17000030	Add: 1 Year Add: \$100,000	1/1/17 – 12/30/18 \$195,000
Employed Security Service Center	<ul style="list-style-type: none"> ▪ Security Guard 	1/1/17 – 12/30/17 \$95,000 BPEP17000037	Add: 1 Year Add: \$100,000	1/1/17 – 12/30/18 \$195,000
Career Dev't Solutions	<ul style="list-style-type: none"> ▪ Information Technology 	1/1/17 – 12/30/17 \$95,000 BPEP17000042	Add: 1 Year Add: \$175,000	1/1/17 – 12/30/18 \$270,000
TOTAL			\$1,938,276	\$3,450,000

This matter was reviewed by Deputy City Attorney Linda T. Vu on July 5, 2017 and by Revenue Management Officer Geraldine Alejo on July 3, 2017.

TIMING CONSIDERATIONS

City Council action is requested on July 18, 2017, to expedite processing of required documents.

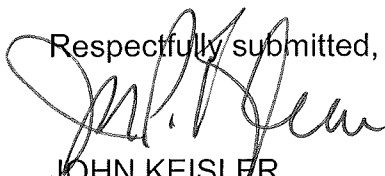
FISCAL IMPACT

Sufficient WIOA grant funding is currently appropriated in the Community Development Grants Fund (SR 150) in the Economic and Property Development Department (EP). Approval of this recommendation will result in job training, skills enhancement, and employment opportunities for hundreds of residents.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



JOHN KEISLER
 DIRECTOR OF ECONOMIC AND
 PROPERTY DEVELOPMENT

MC:NS:ES:mh

APPROVED:


 PATRICK H. WEST
 CITY MANAGER