

San Diego Consortium Policy Board – Meeting Agenda

Date Friday, October 27, 2017
Time 1:00 pm
Place 1600 Pacific Highway, San Diego, CA – Room 310

MEMBERS

Chair: Scott Sherman, San Diego City Councilmember, District 7
Vice Chair: Kristin Gaspar, San Diego County Supervisor, District 3
Ron Roberts: San Diego County Supervisor, District 4
Barbara Bry, San Diego City Councilmember, District 1
Dr. Laurie Coskey, United Way, President & CEO

CALL TO ORDER AND NOTE OF ATTENDANCE

ACTION ITEMS (Consent - Agenda Items #1, #2 and #3)

- Item #1: Minutes of the August 25, 2017 Policy Board Meeting
- Item #2: Lease Approval for North County Coastal Career Center
- Item #3: Workforce Development Board (WDB) Membership Nominations

INFORMATION ITEMS

- Item #4: RFP Update for the Operation and Management of the America's Job Center of California (AJCC) Network – Andrew Picard, VP of Programs
- Item #5: Workforce Development & Reentry Systems Update – Andrew Picard, VP of Programs
- Item #6: CEO & Staff Report – Peter Callstrom, CEO and Andy Hall, COO

ADJOURNMENT

- Next meeting – December 15, 2017

Partner Events

November 2 - 3 | California Economic Summit

Hilton San Diego Bayfront | Registration – caeeconomy.org/2017registration

November 8 | Live Well Advance!

11:00a – 4:00p | Town and Country Resort | Registration - www.livewellsd.org

SDWP designed and is moderating a breakout session re youth employment

November 8 | Maritime Gala Dinner and Award Ceremony

5:15p – 9:30p | Hornblower | Registration - www.bluetechweek.org

SDWP will be honored to receive the Education Outreach Award for our research and job-saving efforts in the sector

November 15 - 17 | 6th Annual Alternative Accountability Policy Forum

Marriott Coronado Island | Registration - www.alternativeaccountabilityforum.org

SDWP is part of a panel about our opportunity youth initiative and our strategies for elevating youth voice in program design and execution

November 18 | Central San Diego Black Chamber of Commerce Annual Gala

6:00p | San Diego Aero Space Museum | Registration – events@sdblackchamber.org

November 30 | CONNECT – 30th Annual Most Innovative New Products Awards

5:00p – 9:00p | Hyatt Regency La Jolla at Aventine | Registration – events@connect.org

PUBLIC COMMENT: Members of the public may address the Board on issues on this agenda (three minutes per subject) and/or other items within the Board’s scope. To speak, submit a “Request to Speak” form prior to the meeting. The SDWP will provide accommodations to persons who require assistance. Questions: (619) 228-2900.

Item #1: Minutes of the August 25 Policy Board Meeting

Members Present

Scott Sherman, Councilmember, City of San Diego, District 7 (Chair)
Barbara Bry, Councilmember, City of San Diego, District 1
Dr. Laurie Coskey, President & CEO, United Way of San Diego County

Members Absent

Kristin Gaspar, Supervisor, County of San Diego, District 3
Ron Roberts, Supervisor, County of San Diego, District 4

Legal Counsel Present

David Smith, County Counsel, County of San Diego

Location: County Administration Building, 1600 Pacific Highway, San Diego, CA – Room 310

All reports, memoranda and letters contained in the agenda or distributed at the meeting shall by this reference become part of the original minutes.

Meeting was called to order by Councilmember S. Sherman, at 1:02 pm, with a quorum.

Public Comment

None

The following items were approved:

- 1-08/25/2017 - Item 1* **Minutes of the June 23 Policy Board Meeting**
Approve the June 23 Board minutes.
- 2-08/25/2017 - Item 2* **Minutes of the January 20 Special Meeting of the San Diego Consortium Policy Board**
Approve the January 20 Board minutes.
- 3-08/25/2017 - Item 3* **Board Membership Nominations & Resignations**
Concur with the WDB and approve adding the following members:
- Dennis DuBard
 - Mark Starr
 - Mary Burton
 - Sandra Shuda
 - Shandon Harbour

4-08/25/2017 - Item 4 **Regional and Local Plans / WIOA Partner MOU**
Concur with the WDB and approve the WIOA Regional and Local Plans, including the Partner MOU.

5-08/25/2017 - Item 5 **Lease Renewal of South County Career Center**
Concur with the WDB and approve the renewal of the lease for the SCCC.

Consent Agenda Vote

Motion, Seconded, Carried Unanimously (Coskey\Bry)

The following items were reviewed and discussed:

9-08/25/2017 - Item 9 **CEO & Staff Report**

- City of San Diego Youth Program: City of San Diego has identified a plan to hire 450 opportunity youth. The program contains mentorship matching, life skills and financial literacy. They will also be providing bus passes. The program is a great chance for young adults to be exposed to the careers available through the City.

Councilmember S. Sherman expressed that he appreciated the focus on helping youth manage their money. A. Hall provided details regarding the financial literacy program.

Councilmember B. Bry volunteered to forward information about the program to Chula Vista Mayor Salas as well as National City and Imperial Beach representatives.

- TechHire – SDWP and the City of San Diego implemented a program with the goal of placing 1500 youth in entry level technology jobs.
- COO named 40 under 40 – A. Hall was named by San Diego Metro as one of the County’s best and brightest minds under 40. P. Callstrom nominated and thanked A. Hall for his exceptional work.
- CALPIA San Diego Employer Forum – SDWP is co-hosting the September 1 event. The purpose is to educate employers on the benefit of hiring the previously incarcerated. Sheriff Gore, Governor Jerry Brown and 500 are expected to be in attendance.

- Workforce Development Board Membership (WDB) Nominations – P. Callstrom presented on the new Board members that will be joining the WDB.
- Investigation Update – P. Callstrom provided an update on the litigation discussed in closed session. The accused pled guilty on August 3. Sentencing is expected in November. There was very little media coverage.
- Audit Committee – The Audit Committee has been strengthened with City and County representative’s involvement on the Committee. An internal review was conducted and the Committee was very pleased with SDWP internal controls.

DISCUSSION

Councilmember S. Sherman stated he appreciated SDWPs willingness to conduct the internal review and to make any needed improvements.

Adjournment

Adjournment

The meeting was adjourned at 1:20 pm

Next meeting is October 27, 2017.

Item #2: Lease Approval for North County Coastal Career Center

RECOMMENDATION

That the Policy Board approve the WDB's recommendation to approve the lease for the North County Coastal Career Center located at 1949 Avenida del Oro, Suite 106, Oceanside, CA 92056.

BACKGROUND

SDWP currently oversees multiple facilities throughout San Diego County which includes the administration of three property leases:

- 1) SDWP's offices at 3910 University Avenue, San Diego
- 2) South Metro Career Center at 4389 Imperial Avenue, San Diego
- 3) South County Career Center at 1111 Bay Boulevard, Suite E, Chula Vista

As of December 2017, the Employment Development Department (EDD) is transitioning all leases to local WDBs, which requires SDWP to take on the lease for the North County Coastal Career Center.

Terms of Lease:

The term of the lease is an eight-year term beginning December 1, 2017, and shall end on November 30, 2025. SDWP may terminate the lease with at least 60 days notice prior to the date the termination is effective. The Center is approximately 25,000 sq. ft., with roughly half of the facility subleased to partner agencies including EDD and the Department of Rehabilitation.

Costs and terms:

Term	Monthly Cost*	Annual Cost*	% Increase
FY18	\$49,525	\$594,298	
FY19	\$51,506	\$618,792	4.0%
FY20	\$53,566	\$642,792	4.0%
FY21	\$55,709	\$668,508	4.0%
FY22	\$57,937	\$695,244	4.0%
FY23	\$60,254	\$723,048	4.0%
FY24	\$62,665	\$751,980	4.0%
FY25	\$65,171	\$782,052	4.0%

*Not including maintenance and utilities.

Final negotiation of the lease is contingent on meeting EDD's facility regulations and requirements. Final lease negotiation is also contingent upon a requirement that SDWP management complete an analysis that facility costs are competitive and reasonable with other facilities in the region, and other programmatic requirements.

Item #3: Board Member Nominations

RECOMMENDATION

That the Policy Board approve the WDB's recommendation to add the following members:

Private Sector Seat:

Timothy West – Executive Director and Region Manager, Middle Market Banking

Organized Labor Seat:

Michael Zucchet – General Manager, San Diego Municipal Employees Association

BACKGROUND

SDWP bylaws state that a majority (51%) of Directors shall be private sector representatives. The Executive Committee reviewed all current applications.

Applicants are reviewed by the WDB executive committee. The committee then makes recommendations to the full WDB. All recommended members were unanimously approved by the WDB at its last meeting on October 19, 2017.

There are two remaining open seats for organized labor representatives. P. Callstrom has reached out to various labor leaders on multiple occasions for recommendations. Labor leaders have advised that they will forward applicants. The SDWP will continue to reach out. We are optimistic to fill the remaining seats in the near future.

ATTACHMENT

Board member applications.



Timothy C. West

EXECUTIVE DIRECTOR AND REGION MANAGER MIDDLE MARKET BANKING, SAN DIEGO

Tim West is the Executive Director and Region Manager for Chase Middle Market Banking in San Diego and Imperial Counties. As the San Diego market leader, Tim is responsible for the firm's middle market banking practice for business with revenues of \$20 million to \$500 million as well as being apart of the Region's cross line of business market leadership team.

At Chase, Tim leads a team of middle market banking professionals with disciplines in domestic and global treasury, credit products, liquidity management, international trade, foreign exchange and capital markets—among others; delivering the comprehensive financial solutions and strategic guidance to middle market companies needed to grow and sustain their businesses.

Through nearly 20 years of banking experience and local market presence, Tim has developed meaningful relationships throughout the community and is able to enhance his client's banking relationship by making his network available to them. Tim's banking experience includes commercial banking, private banking and community banking roles. He is active on the boards of the San Diego Regional Economic Development Corporation, CONNECT and the San Diego Regional Chamber of Commerce.

Tim has a Bachelor's degree in Industrial-Organizational Psychology and a graduate degree of Master of Business Administration (MBA) from the Fermanian School of Business at Point Loma Nazarene University. Tim has passed the FINRA Series 79 exam for Investment Banking Representative and holds the Risk Management Association's Credit Risk Certification (CRC) credential. Additionally, between 2009 and 2010, Tim served as an adjunct professor at the Fermanian School of Business at Point Loma Nazarene University.

Workforce Development Board (WDB) Board Applicant

Name

Michael Zucchet

Organization

San Diego Municipal Employees Association (MEA)

Job Title

General Manager

Category(s)

Organized Labor

Bio

Michael Zucchet has served as General Manager of the San Diego Municipal Employees Association (MEA) since 2009. Mike works with MEA's elected leadership to develop operational, legal, political and strategic direction for the organization; oversees MEA staff and benefits department; works with MEA's counsel on legal and negotiation matters; communicates with the City Council and other City officials and stakeholders regarding MEA business; and serves as MEA's representative on the San Diego City Employees Retiree Medical Trust.

From 1998-2002, Mike worked as Government Affairs Director for the San Diego City Fire Fighters Union. He served as City Councilmember and Deputy Mayor for San Diego's Second District from 2002 to 2005. Mike has degrees in business economics and environmental studies from UC Santa Barbara and a master's degree in environmental economics from Duke University.

Current and past experience serving on boards/committees

Community involvement includes service as Chair of the San Diego MADD Advisory Board; Boardmember of the Center on Policy Initiatives; Chair of the City of San Diego's Municipal Golf Committee; Boardmember of the San Diego Regional Climate Education Partnership; and as Delegate to the California Democratic Party. In June 2017, he was appointed by the San Diego City Council to serve as a City representative on the Board of Commissioners for the Port of San Diego.

Other / Personal:

Lives in Ocean Beach w/his wife Teresa, daughter Molly (14), son Carter (11) and dog Bruno (4).

Item #4: RFP Update for the Operation and Management of the America’s Job Center of California (AJCC) Network

INFORMATION ITEM – NO ACTION REQUIRED

Planning Process

Since May of 2015, the WDB, partners and SDWP took the following steps to identify and understand community priorities and plan for the RFP to manage the SDWP AJCC Network.

Phase 1: Capacity Building	<ul style="list-style-type: none"> A. Four sessions on How to Do Business with SDWP B. Continually building RFP Potential Bidder Contact Lists
Phase 2: Data Analysis	<ul style="list-style-type: none"> A. Community Conversations Events (total of 12 hosted in 2015-2016) B. Customer Satisfaction Surveys C. Mapping demographics, performance data analysis
Phase 3: Strategic Planning	<ul style="list-style-type: none"> A. Committee Retreat (August 2015) B. AJCC RFP Town Hall Sessions (north and south county)
Phase 4: RFP Process	<ul style="list-style-type: none"> A. Framework Development B. RFP Release (July) C. Respondents Orientation (August) <ul style="list-style-type: none"> a. 100+ attendees, 40+ organizations D. Proposals Due (October) E. Evaluation (October - November) <ul style="list-style-type: none"> a. Evaluator Orientation (October 12) b. Scoring Retreat (November 9) c. Oral Interviews (if necessary, October 15) F. Recommendation to the WDB (December 7)

Proposals SDWP Received:

SDWP received letters of interest from eight organizations and received proposals from four: KRA Corporation, MAXIMUS, ResCare Workforce Services and Career TEAM.

Evaluation and Scoring:

An RFP scoring panel will score and rank proposals and make a recommendation for funding. Respondents who receive the highest score and within ten points of the highest rated proposal will qualify for oral interviews (if necessary).

The following details the points assigned per section:

Proposal Section	Point Value
Proposal Narrative	
3.3.1 Innovations in Service Delivery	12
3.3.2 Strategies for Serving the Target Population	12
3.3.3 Business Engagement	9
3.3.4 Cost-Effective Access Points and Infrastructure	9
3.3.5 Partnership and Collaboration	8
3.3.6 Program Performance	8
3.3.7 Past Performance	10
3.3.8 Organizational Qualifications and Program Staffing	7
Proposal Narrative Total	75
Fiscal	10
Oral Interview	15
Total Points	100

Respondents must have a minimum score of 80 points or higher to be recommended for funding.

Term for Procured Entities:

The purpose of the RFP is to procure a qualified service provider for an initial one-year period with the option to extend contracts for three (3) additional one year periods based on need, performance, and funding availability. The period of performance for the first contract year will begin July 1, 2018 and ending June 30, 2019.

Geographic Distribution of Funds

SDWP anticipates that full funding allocations will be known on or about the time of the final negotiations of contracts in the spring of 2018. Funding for services will be allocated according to SDWP’s geographic distribution formula. Other special program funding through the AJCCs will be driven based on need and performance. Funding will be awarded based on the proposals submitted and recommendation of the RFP scoring panel.

Item #5: Workforce Development and Reentry Update

INFORMATION ITEM – NO ACTION REQUIRED

Andrew Picard, VP, will present highlights from the recent employer forum event with the California Prison Industry Authority (CalPIA) which included talks from Governor Jerry Brown, Sheriff Bill Gore and other community leaders on the benefits of employers hiring justice-involved individuals. Andrew Picard will also present an update of SDWP’s initiatives aligning public workforce development and reentry systems across San Diego County.

Item #6: CEO & Staff Report

INFORMATION ITEM – NO ACTION REQUIRED

Update on recent and upcoming SDWP activities.