

## Adult Programs Committee (APC) Agenda

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|--|------------|
| <b>Welcome &amp; Introductions</b>   | <b>5m</b>  |
| <ul style="list-style-type: none"><li>- <b>Linda Kavanagh, Chair</b><ul style="list-style-type: none"><li>o Introductions: Your Name, Organization, Title</li></ul></li></ul>  |            |
| <b>Discussion of Agenda Item #2</b>  | <b>10m</b> |
| <ul style="list-style-type: none"><li>- <b>Andrew Picard, Director of Adult Programs</b><ul style="list-style-type: none"><li>o Discussion of Contract Action for America's Job Center of California (AJCC) Network for Program Year 2016-2016</li></ul></li></ul> |            |
| <b>Discussion of Agenda Item #4</b>  | <b>10m</b> |
| <ul style="list-style-type: none"><li>- <b>Dan Cabrera, Manager of Business Programs</b><ul style="list-style-type: none"><li>o Discussion of Contract Action for Kitchens for Good Customized Training</li></ul></li></ul>  |            |
| <b>Discussion of Agenda Item #5</b>  | <b>15m</b> |
| <ul style="list-style-type: none"><li>- <b>Andrew Picard, Director of Adult Programs</b><ul style="list-style-type: none"><li>o Discussion of Action Item RFP for AJCC Network for Program Year 2017-2018</li></ul></li></ul>                                      |            |
| <b>Discussion of Agenda Item #8</b>  | <b>5m</b>  |
| <ul style="list-style-type: none"><li>- <b>Alex Becker, Strategic Initiatives Coordinator</b><ul style="list-style-type: none"><li>o Discussion of SDWP's Newly Awarded Grants</li></ul></li></ul>   |            |
| <b>Conclude Agenda Items / Open Discussion on Workgroups</b>   | <b>5m</b>  |
| <ul style="list-style-type: none"><li>- <b>Andrew Picard, Director of Adult Programs</b></li></ul>   |            |
| <b>Adjournment</b>   |            |
| <ul style="list-style-type: none"><li>- <b>Next meeting – June 23, 2016</b></li></ul>  |            |

## Adult Programs Committee (APC)

*date* Thursday, May 26, 2016

*time* 8:00a – 10:00a

*place* San Diego Workforce Partnership  
Julie Benedict Community Room, 3rd Floor  
3910 University Ave.  
San Diego, CA 92105

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## Meeting Packet – Table of Contents

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PUBLIC COMMENT: members of the public may address the WDB on issues on this agenda (three minutes per subject). To speak, submit a “Request to Speak” form prior to the meeting. In compliance with the Americans with Disabilities Act, the SDWP will provide accommodations to persons who require assistance. If you require assistance, please call (619) 228-2900.

**Item #1: Minutes of the March 24, Adult Programs Committee Meeting**

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**Members Present**

Linda Kavanagh  
Marlene Taylor  
Petros Alemelassie  
Thomas Frost

Chaz Compton  
Lorraine Collins  
Steve Niemeyer  
Maurice Wilson

Rebecca A-Gardiner  
Stephanie Murphy  
Judy Lawton  
Stormy Miller

**Members Absent**

Trevor Blair  
Jose Cruz  
Cathy Scavone  
Annie Taamilo

Vicki Brannock  
Michael Jones  
Walter Lam

Joe Mackey  
Fernando Nunez  
Gary Schwartzwald

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

Location: SDWP

The meeting was called to order by Linda Kavanagh, at 8:05am, with a quorum.

**Public Comment**

None

**Reports**

- A. Picard reviewed the discussion on APC membership held at the January APC meeting.
- The following required partners will be asked to join the APC: representative from Adult education – Gary Schwartzwald and a AJCC representative – Steve Niemeyer
  - Continue efforts to engage businesses from priority sector industries. It was suggested that R. Aguilera-Gardiner would be a good representative for veterans with disabilities.
  - APC candidates will be selected by the APC Chair, Vice Chair and Adult Director.

**The following item was approved**

*1-03/24/2016 - Item 1*

**Minutes of the January 28 Adult Programs Committee Meeting**

Approve the minutes of the January 28, 2016 APC meeting

*Disposition (Compton/Lawton)*  
Abstention: Stormy Miller

**The following items were reviewed:**

2-03/24/2016 - Item 3

**Re-entry Works San Diego Program Update**

A Picard reported that SDWP hosted the DOL Deputy Secretary Chris Lu for two days. He toured the Reentry Works Job Center at the East Mesa Reentry facility. We were selected for the visit because we are the only funded organization that is already up and running. SDWP is ahead of the game because of the support of the community and the Sheriff's Department.

2-03/24/2016 - Item 4

**Contracted Education in San Diego Program Update**

T. Ngo presented on the upcoming RFP for Contracted Education in San Diego's Priority Sectors which will be released in a few weeks.

WIOA requires that we think critically about what training we are offering our customers, providing more opportunities for cost effective training in priority sectors.

03/24/2016 - Item 5

**Procurement of the America's Job Centers of California (AJCC) Network 2017-Updates**

A. Picard presented on SDWP's plan for the upcoming RFP for the AJCC Network and led a discussion on what the Committee would like to see in the RFP.

**DISCUSSION**

- Common customers, greater focus on educational institutions and small local community based organizations have the opportunity to apply.
- Services for individuals with barriers to employment which would include disabilities.
- North County needs, gaps in the region.
- Footprint in San Marcos
- More business outreach, plan for working with SDWP as a region.
- Industry recognized credentials i.e. Work Keys how do you incorporate into the system, needs to be business recognized.

APC members requested more information on the new WIOA measures for Title I participants. Staff will update the APC when more information is available.

### **Informal Group Discussion – Membership on Subcommittees**

Committee members discussed what sub-committees may be created and when they would meet; following the regular APC scheduled meetings or separate stand alone meetings. A decision was not made.

Suggested sub-committees

- WIOA
- Veterans – how do we prepare them and connect them to employers
- Legislation Update
- As it relates to WIOA – changes to MOUs w/mandatory partners.

Staff will provide an outline/description of the purpose of the sub-committees for all APC members.

The meeting was adjourned at 9:26 am.

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Linda Kavanagh, Chair

**Item #2:** Contract Action: America’s Job Center of California (AJCC) Network for Program Year 2016-2017

**RECOMMENDATION**

That the APC recommend to the WDB to approve the following allocations to the AJCC Network providers for next Program Year 2016-2017:

**Recommendation 1:** Allocate estimated WIOA formula funds in an amount *not to exceed* \$7,380,200.

**Recommendation 2:** Pursuant to the County of San Diego’s Expanded Subsidized Employment Program (ESE) contract award, allocate estimated funds in an amount *not to exceed* \$658,125.

**Recommendation 3:** Allocate estimated funds from the Department of Labor (DOL), Workforce Innovation Fund (WIF) grant, locally known as the Breaking Barriers San Diego Program, in the amount *not to exceed* \$1,010,742.

**Recommendation 4:** Allocate estimated Workforce Accelerator Funds (WAF) to oversee the Individual Placement and Support (IPS) program that will operate out of the Zero8Hundred’s offices located onsite at Camp Pendleton, in the amount *not to exceed* \$80,000.

Funding is allocated to each region based on the approved geographic distribution of funds (with the exception of ESE funding). Not to exceed funding amounts for AJCC contracts for each contractor are shown in the table below:

Contractor	Region	WIOA Funding	ESE Funding	WIF Funding	WAF Funding	Total Funding Allocation
KRA	Metro	\$3,234,744	\$222,487	\$449,780	-	\$3,907,011
ResCare Workforce Services	North	*\$1,552,389	\$85,572	\$200,127	*80,000	\$1,918,088
ResCare Workforce Services	South	\$1,415,022	\$172,699	\$212,256	-	\$1,799,977
Grossmont Union High School District	East	\$1,178,045	\$177,367	\$148,579	-	\$1,503,991
<b>Total:</b>		<b>\$7,380,200</b>	<b>\$658,125</b>	<b>\$1,010,742</b>	<b>\$80,000</b>	<b>\$9,129,067</b>

\*Period of performance is June 30, 2016 to June 30, 2017.

In November 2011, SDWP conducted procurement for operators of the AJCC. The above agencies were awarded a one-year contract with the option to extend the contract for four additional one-year periods based on need, performance, and funding availability. Due to the limited amount for funding released to SDWP from the State for the first quarter of operations, SDWP will allocate 25% of the above allocations to the AJCC Network for the first quarter commencing July

1, 2016 through September 30, 2016. The remaining 75% of the total WIOA allocation will be allocated to contracts beginning October 1, 2016 through June 30, 2017.

**NO ATTACHMENTS**

**Item #3: Contract Action: Layoff Aversion Services**

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**RECOMMENDATION**

That the APC recommend to the WDB to approve the award of the Layoff Aversion Services (LAS) contract to California Manufacturing Technology Consulting (CMTC) to serve San Diego businesses at risk of laying off current employees. The allocation is not to exceed \$225,000. The period of performance will be from July 1, 2016 to June 30, 2017.

**BACKGROUND**

With over 220 Workforce Adjustment and Retraining Notifications (WARNs) from employers, and over 16,500 positions laid off in San Diego County between 2010 and 2013, SDWP issued a Request for Proposals (RFP) on May 21, 2013 for the provision of LAS.

LAS includes consultation with San Diego businesses and provision of alternative activities to layoffs. Alternatives to layoffs include business process improvement, product development, business development and operations management. To facilitate LAS, the State of California annually awards grants to local workforce areas based on the regions’ layoffs, unemployment rates, poverty levels and past performance by the Workforce Development Boards and/or their contractors. CMTC was awarded the first LAS contract on August 1, 2013 for PY12-13 and the contract extended into PY14-15 and PY15-16.

On January 26, 2016, SDWP issued a RFP to businesses, economic development councils, chambers of commerce, nonprofits and other organizations to provide LAS in San Diego County for the new contract period, PY16-17. The LAS RFP was sent out to over 200 contacts, published on a legal public notice and listed on SDWP’s website. On March 18, 2016, SDWP received one proposal from CMTC. The budget for the RFP amounted to \$225,000. The following demonstrates CMTC’s performance from PY13-14 to PY15-16:

Program Year	Contract Amount	Number of Companies Served	Number of Jobs Saved	Number of Jobs Created
13-14	\$100,000	10	106	55
14-15	\$180,000	16	176	69
15-16	\$200,000	20	221 <sup>1</sup>	9 <sup>2</sup>
Total	\$480,000	46	503	133

By providing alternatives to layoffs, businesses were not only able to retain employees, but also able grow, adding new jobs to the region.

**EVALUATION PROCESS REVIEW**

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<sup>1</sup> The Number of Jobs Saved includes estimates by CMTC. PY15-16 final numbers will be reported in July 2016.  
<sup>2</sup> The Number of Jobs Created includes year-to-date numbers. PY15-16 final numbers will be reported in July 2016.



An evaluation committee made up of five external evaluators reviewed CMTC’s proposal for the LAS RFP. First, the review panel conducted a written evaluation, scoring the proposal based on the evaluation criteria stated on the RFP, for a total of 85 possible points:

Evaluation Criteria on the RFP	Total Possible Points
Title Page, Table of Contents and Executive Summary	3
Proposal Content	65
Employer Recommendations	7
Cost Reasonableness	10
	85

Then, the review panel conducted an oral interview with CMTC on April 18, 2016. During the oral interview, evaluators asked clarifying questions about the contents of the proposal. Only material that was written in the proposal was allowed to be presented and discussed. Upon conclusion of the interviews, evaluators finalized their scores with the following points:

Criteria	Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5	Average	Possible Points
Written Eval	75	82	71	76	79	76.6	85
Oral Interview	13	13	13	12	12	12.6	15
Total	88	95	84	88	91	89.2	100

Therefore, based on past performance and the RFP evaluation process, it is recommended that the APC support the review panel’s recommendation for CMTC to be awarded the contract for Program Year 2016-2017. Subsequent contracts, if any, will be awarded consistent with funding availability.

**NO ATTACHMENTS**

## **Item #4:** Contract Action: Kitchens for Good Customized Training

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### **RECOMMENDATION**

That the APC recommend to the WDB to approve the award of a \$46,000 Customized Training (CT) contract to Kitchens for Good (KFG) to train prep and line cooks for KFG's social enterprise and other employers in the hospitality, tourism, accommodation and food service industries. The period of performance will be from June 27, 2016 to October 31, 2016.

### **BACKGROUND**

Customized Training is a training reimbursement program that offsets the costs<sup>3</sup> associated with training new or existing workers. By entering into a CT agreement, an employer (or a representative of a group of employers) agrees to share the cost of training with SDWP and commits to employ, or in the case of incumbent workers, continue to employ, individuals who successfully complete the training.

On January 19, 2016, SDWP entered into a CT agreement with KFG for a job training program that prepares participants for careers in the culinary arts. The hospitality, arts, entertainment, recreation, food services and accommodation industries account for 11 percent of all jobs in the region.<sup>4</sup> Employers in these industries report an increasing need for skilled kitchen positions. 77 percent of restaurant operators and managers in the food service industry report to have started out in entry-level positions.<sup>5</sup>

In addition to filling these industries' need for cooks, KFG serves special populations that are difficult to employ and have high barriers to employment. KFG provides vocational and life skills training to individuals who have experienced incarceration, drug, alcohol and domestic abuse problems, homelessness, lack of education and other programs.<sup>6</sup> KFG's 13-week program uses curriculum from the LA Kitchen and DC Central Kitchen, two organizations that have graduated over 1500 individuals over the past 25 years, with a 90 percent success rate of full-time employment within 3 months of graduation.<sup>7</sup>

SDWP co-funded KFG's inaugural class in San Diego County, which graduated on April 19, 2016. Of a total program/cohort cost of \$91,906, SDWP covered \$48,418 and KFG matched 43, 488. This first cohort graduated on April 19, 2016. The graduates reported that the program was more than training for a job. Participant and graduation speaker Greg Martin said, "If it wasn't for this program, I can guarantee that I would be one of two things, dead or in jail." All 10 WIOA participants are currently working and making an average of \$13.50 per hour, including tips. Some of these participants are already seeing rapid career advancement, with line cooks having a career pathway and the potential to earn \$15-\$20 per hour. One graduate received two

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<sup>3</sup> CT can reimburse up to 50 percent for companies with 50 employees or up to 75 percent for companies with less than 50 employees.

<sup>4</sup> Economic Modeling Specialists, International. Data as of May 2016.

<sup>5</sup> Kitchensforgood.org

<sup>6</sup> sandiegouniontribune.com/news/2016/apr/19/kitchens-for-good-project-launch-graduation/3/?#article-copy

<sup>7</sup> Kitchensforgood.org

promotions and another graduate will be promoted when she completes her 90-day probation period. Many of the graduates that KFG trains and employs face substantial barriers such as: No high school diploma or GED, individuals with mental and physical disabilities, substance abuse and mental health diagnosis, homeless, domestic violence survivors, no work history, former foster youth, and criminal backgrounds.

**UPDATE**

KFG started a second cohort on May 2, 2016. The total number of students to be trained and hired will be 14. SDWP will cover \$47,207 of those training costs and KFG will match \$47,207. Employers such as San Diego Unified School District, Town and Country Resort, Urban Solace, Cork and Platter and Bracero Cocina have expressed strong interest in hiring graduates once they complete the KFG CT program.

With such rapid industry growth and career opportunities for difficult to serve populations, KFG would like to continue participation in the CT program for a third cohort and requests a training reimbursement amount of \$46,000 from SDWP.

**NO ATTACHMENTS**

**Item #5: Request for Proposal (RFP) Framework for America’s Job Center of California (AJCC) Network**

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**RECOMMENDATION**

That the APC recommend to the WDB to approve of the Request for Proposal (RFP) framework to procure service providers for the AJCC Network for WIOA, County of San Diego ESE and DOL WIF grant programs.

**BACKGROUND**

***Planning Process***

Beginning in May of 2015, the APC and SDWP staff have taken the following steps to plan and build capacity, identify and understand community priorities, and plan for the release of the RFP (currently in Phase 4 of the process):

<b>Phase 1: Capacity Building</b>	A. 4 Sessions on How to Do Business with SDWP B. Building RFP Potential Bidder Contact Lists
<b>Phase 2: Data Analysis</b>	A. Community Conversations B. Customer Satisfaction Surveys C. Mapping demographics, performance data analysis
<b>Phase 3: Strategic Planning</b>	A. APC Retreat (August 2015) B. AJCC RFP Town Hall Sessions
<b>Phase 4: RFP Process</b>	A. Framework Development B. RFP Draft Release (June 2016) C. RFP Final Release (August 2016) D. Proposals Due (October 2016) E. Evaluation and Board Approval (November-December 2016)

***Program Components:***

***a) Partnerships***

Proposals will be required to demonstrate local partnerships and gather agreements in writing for how they build a network of partners with community-based organizations, government agencies, education providers and other relevant workforce partners.

***b) Employer Connections***

Proposals will be required to describe their relationship with employers and strategy for job development.

**c) Understanding Target Population**

Proposals will be required to demonstrate their understanding of the demographics of the regions they are applying for, from both a customer and business perspectives, and outline how they will address the specific needs of that region.

**d) Access Points**

Proposals will be asked to demonstrate how they will create in-kind partnerships and strategies to increase the physical access points and presence of the AJCC Network throughout their region.

**e) Performance**

Proposals will be required to submit projected performance targets above and beyond SDWP's minimally required performance to demonstrate their capacity and ability to deliver increased results for their region.

**Term of Procurement**

The purpose of the RFP is to procure qualified service providers for an initial one-year period with the option to extend contracts for four (4) additional one year periods based on need, performance, and funding availability. The period of performance for the first contract year will begin July 1, 2017 and ending June 30, 2018.

**Geographic Distribution of Funds**

SDWP anticipates that full funding allocations (administrative and programmatic funding) will be known on or about the time of the final negotiations of contracts in Spring 2017. Funding for WIOA and WIF services will be allocated according to SDWP's geographic distribution formula, which was updated and approved by the Policy Board on September 25, 2015. ESE funding will be driven based on performance within each region. Funding will be awarded based on the proposals submitted and recommendation of an RFP scoring panel. Respondents will only be allowed to apply for funding in a maximum of two regions. Figure 2 below shows the geographic distribution and estimated project funding available by region:

Region	Geographic Distribution – Adult	Geographic Distribution – Dislocated Worker	Projected WIOA Adult Funding	Projected WIOA Dislocated Worker Funding	Projected ESE Funding*	Projected WIF Funding
Metro	38.2%	37%	\$1,533,111	\$1,701,633	\$222,487	\$449,780
North	25.27%	24.2%	\$682,148	\$870,241	\$85,572	\$200,127
South	18.95%	24.2%	\$723,491	\$691,531	\$172,699	\$212,256
East	17.59%	19.5%	\$506,444	\$621,601	\$177,367	\$148,579
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>\$3,445,194</b>	<b>\$3,885,006</b>	<b>\$658,125</b>	<b>\$1,010,742</b>
<b>Grand Total: \$8,999,067</b>						

\*Not subject to geographic distribution.

***Performance Outcomes***

Performance outcomes will align with the required DOL performance measures and all local performance measures as set by the WDB. Some measures are still being defined by DOL and will be outlined in the RFP as much as possible. Broadly, the measures focus on enrollment, placement, retention, earnings gain, credential attainment, in program skills gain, and employer satisfaction. Additional tracking and outcome measures may be developed in partnership with the APC to assess AJCC system impacts.

**NO ATTACHMENTS**

## **Item #6:** America's Job Centers of California (AJCC) Network Q2 Performance Summary

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### **INFORMATIONAL ITEM – NO ACTION REQUIRED**

This informational item provides a performance summary for the second quarter period ending December 31, 2015 for the AJCC Network.

### **BACKGROUND**

SDWP holds each contractor to an agreed set of performance measures that align with the goals and objectives of the local, state, and national public workforce system. SDWP AJCC contractors are responsible for each of the four regions:

1. Metro: KRA Corporation
2. North: ResCare Workforce Services (ResCare)
3. South: ResCare
4. East: Grossmont Union High School District

### **PERFORMANCE SUMMARY**

**Enrollments:** The AJCC Network collectively enrolled 1,487 new participants through the second quarter of PY '15/16. Each AJCC contractor has exceeded 100% of their enrollment target for the second quarter.

**Entered Employment Rate:** The entered employment rate measures the number of participants who have successfully gained employment as a result of the services provided through the AJCC Network. The target entered employment rate (EER) is 75% for both Adults and Dislocated Workers (DW). Below are system wide results showing that overall, the AJCC Network exceed target EER:

- Adult: 87.4%
- DW: 89.4%

Each AJCC region performed above target level for the EER measure for the second quarter. North region, ResCare was below corrective action level for the Adult and DW measure in the first quarter and was placed on corrective action but has since been able to successfully increase their measure and is no longer on corrective action.

**Credential Attainment:** The Credential Attainment Rate measures the number of participants who successfully completed training and attained a credential by the time of exit. The target for credential attainment is 86.9%, and each AJCC performed at or above target level.

### **ATTACHMENTS**

Attachment A: Second Quarter AJCC Network Performance

## Program Year 2015 - 2016: Quarter 2

July 1, 2015 - December 31, 2015

Data as of April 11, 2016

New Enrollments (07/01/2015 - 12/31/2015)						
Operator/Region	New Enrollments		Performance Levels New Enrollment Targets			
	Adult	DW	Adult	DW	Adult Rate	DW Rate
KRA Corporation (Metro Region )	309	313	260	292	118.8%	107.2%
ResCare (North Region )	179	177	126	142	142.1%	124.6%
ResCare (South Region )	172	129	112	126	153.6%	102.4%
Grossmont Union High School District (East Region )	100	108	90	102	111.1%	105.9%
<b>AJCC Network</b>	<b>760</b>	<b>727</b>	<b>588</b>	<b>662</b>	<b>129.3%</b>	<b>109.8%</b>

Entered Employment Rate (EER) - (Exits 07/01/2015 - 12/31/2015)								
Operator/Region	Adult			Dislocated Worker			Performance Levels	
	# Placed In Employment	Total Included	Rate	# Placed	Total Included	Rate	Corrective Action Level	Target
KRA Corporation (Metro Region )	130	133	97.7%	185	193	95.9%	65%	75%
ResCare (North Region )	86	106	81.1%	123	140	87.9%		
ResCare (South Region )	86	107	80.4%	68	83	81.9%		
Grossmont Union High School District (East Region )	66	75	88.0%	64	76	84.2%		
<b>AJCC Network</b>	<b>368</b>	<b>421</b>	<b>87.4%</b>	<b>440</b>	<b>492</b>	<b>89.4%</b>		

Credential Attainment - (Exits 07/01/2015 - 12/31/2015)					
Operator/Region	Adult and Dislocation Worker			Performance Levels	
	Obtained Credential	Total Included	Rate	Corrective Action Level	Target
KRA Corporation (Metro Region )	136	162	84.0%	80%	85%
ResCare (North Region )	56	62	90.3%		
ResCare (South Region )	62	71	87.3%		
Grossmont Union High School District (East Region )	71	79	89.9%		
<b>AJCC Network</b>	<b>325</b>	<b>374</b>	<b>86.9%</b>		



# Item #7: Platform2Employment (P2E) Program Performance Summary

## **INFORMATIONAL ITEM – NO ACTION REQUIRED**

This informational item provides a cumulative performance summary for the Platform2Employment (P2E) program through May 20, 2016.

## **BACKGROUND**

On April 29, 2015 the DOL announced the funding availability of the Sector Partnerships National Emergency Grant (SP NEG). The SP NEG funds are targeted at reemployment activities for Dislocated Workers through sector partnerships and strategies. The State of California was one of the states awarded the grant from DOL. The SDWP in collaboration with the Imperial County WDB, submitted an application proposing a program design around the Workplace’s P2E intervention, a unique national model that has proven successful in serving long-term unemployed (LTU). P2E intervention plans to enroll 100 LTU individuals, three cohorts of 25 in San Diego County and one cohort in Imperial County.

## **PERFORMANCE SUMMARY**

Below you will find The Workplace’s cumulative performance summary which includes data from the first and second cohorts of the P2E program. SDWP has been working closely with The Workplace to provide assistance with recruitment efforts and CalJOBS training ensure data entry is entered accurately and on a timely basis in order to help increase their performance.

Performance through May 20, 2016		
Performance Measure	Target	Actual
# of Enrollments into Training	50	38
# of Training Completions	43	36
# Placed in Unsubsidized Employment	16	*7

\*Please note that the placed in unsubsidized employment measure has not yet been captured in CalJOBS and may change due to failure to enter data in CalJOBS in a timely manner.

## **ANALYSIS**

The Workplace, contractor for SP NEG has been placed on corrective action for the following reasons:

- Performing under in enrollments and entered employment through May 2016. Performance to date exhibits a total of thirty-eight (38) participant enrollments in the P2E program, twenty-one (21) completed training, and Zero (0) participants have been placed in unsubsidized employment. According to the project-operating plan a total of fifty (50) participants were to be enrolled, forty-three (43) were to complete training, and sixteen (16) participants were to be placed in unsubsidized employment for the performance period ending May 2016.

- Failed to enter data in CalJOBS in a timely manner, as well as entering incorrect data resulting in incorrect placement reporting.
- Performing under in expenditures through the end of April with cumulative expenditures at \$31,558.27 or (8%) of the total allocated budget which is below the projected expenditures of \$221,000 or (31%) through the end of April.

To resolve the issues presented above, SDWP is requesting that a comprehensive corrective action plan be completed by The WorkPlace to address the areas of deficiency.

**NO ATTACHMENTS**

## **Item #8: Update on SDWP's Newly Awarded Grants**

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### **INFORMATIONAL ITEM – NO ACTION REQUIRED**

This informational item is a summary of SDWP's most recent grant awards.

#### **UPDATE**

##### **RetailWorks**

**Funder:** Chicago Cook Workforce Partnership

**Amount:** \$800,000

**Project Start Date:** May 1, 2016

**Duration:** 2 years

**Project Description:** Retail can be negatively perceived as a “dead end” job, given its reputation for low-skill low-paying entry level positions and the lack of opportunities for promotions and growth. SDWP will work to foster stronger connections between retail and the workforce development system in San Diego by 1) conducting labor market research on retail career pathways and developing a communication plan to promote career pathways opportunities in retail; 2) upskilling entry level retail workers to fill middle-skill positions; and 3) placing out-of-school youth from our WIOA Youth and CONNECT2Careers program in retail jobs.

##### **Pay for Success**

**Funder:** Third Sector Capital Partners

**Amount:** \$200,000 in consulting services

**Project Start Date:** July 1, 2016

**Duration:** 1 year

**Project Description:** SDWP will receive consulting services to prepare for using Pay-for-Success contracting in our youth programs. This contracting model attracts private investment in cutting-edge workforce development services. Investors, such as corporations, banks, or foundations, receive a return on their investment if the service is effective, but must foot the bill if the project doesn't meet the expected targets.

##### **Workforce Accelerator Fund 3.0**

**Funder:** California Workforce Development Board

**Amount:** \$150,000

**Project Start Date:** July 1, 2016

**Duration:** 1 year

**Project Description:** In partnership with Zero8Hundred, SDWP will supply transitioning Marines and other returning veterans a complete spectrum of services prior to, during, and after their release from the military to ensure that they are employed and financially stable as they and their families adapt to civilian lifestyle. The project team will regularly provide services and enrollment on-site at Camp Pendleton and will use a vocational rehab approach specifically designed to help people with behavioral or mental health issues to find and keep competitive jobs.

### **NO ATTACHMENTS**