



**REQUEST FOR PROPOSAL 24-02
TRAINING PROVIDER(S) FOR
“GOOD JOBS 4 THE CENTRAL VALLEY”**



This document was prepared by Fresno County EDC (EDC) using Federal funds under award ED22HDQ3070126 from the Economic Development Administration, U.S. Department of Commerce. The statements, findings, conclusions, and recommendations are those of the author(s) and do not necessarily reflect the views of the Economic Development Administration or the U.S. Department of Commerce.

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1.0 Introduction

The Economic Development Corporation Serving Fresno County (EDC) seeks proposals from qualified vendors to provide training programs addressing the needs of entry-level and/or incumbent workers in the following industry sectors: Business Services, Construction, Manufacturing, and Transportation/Logistics within one or more of the following counties in California: Fresno, Kings, Madera, and/or Tulare.

EDC seeks training providers with demonstrated experience addressing occupational needs in one or more of these sectors to help expand industry sector partnership(s) focused on establishing an equity-centered, employer-led approach that builds upon existing regional training systems to connect residents to jobs that offer prevailing wages (i.e., above average wages in the region for the occupation) and economic mobility.

EDC seeks to contract one or more entities for an estimated total award amount of **\$1,000,000**. EDC may adjust this planned award amount at its sole discretion and even decline to award contracts from this solicitation round at its sole discretion.

2.0 Anticipated Proposal Review and Contracting Timeline

EDC will issue this RFP on **Friday, May 31, 2024**, and close the RFP to all bidders on **Tuesday, July 9, 2024, at 12pm (NOON) Pacific Time**. EDC anticipates contracting with successful bidders in **July or August 2024 with direct training services anticipated to begin as quickly as possible and under no circumstances after January 10, 2024**. Questions may be submitted with the Subject Line: "GOOD JOBS RFP – TRAINING PROVIDERS" to the email address listed below on or before **Friday, June 14, 2024, at 5pm PT**. Questions which can be answered in compliance with rules and regulations, at EDC's sole discretion, may also be shared on an FAQ on or before **Friday, June 21, 2024**, on the Good Jobs page of EDC's website. It will be the responsibility of applicants to monitor the website for this FAQ, should EDC elect to provide this update.

3.0 Term

EDC anticipates programs funded through this RFP will deliver direct training services from **September 2024** through **August 2025**, however, adjustments to this timeline may be proposed. Ongoing data collection from participants is authorized for up to six months, i.e., through **February 2026**, post completion of training and should be appropriately resourced in the budgets of all respondents.

Sustainability is an important component of this RFP, and as such if there are additional funds obtained through the contribution of businesses or other granting of funds then the term(s) of the agreement(s) solicited through this RFP may be extended through mutual consent.

4.0 Available Funds

EDC seeks to contract with a provider or providers to launch dedicated cohorts of training in Good Jobs Challenge industry sectors as well as several smaller contracts for individual placements with established regional training providers. The estimated total of these contracts is **\$1,000,000**. EDC anticipates awarding **one contract of between \$500,000 to \$750,000** to a provider that would offer dedicated services and cohorts, described below, and multiple smaller contracts to providers that anticipate capacity to enroll Good Jobs Challenge funded participants into planned cohorts during the term described in this RFP.

EDC may, at its sole discretion, adjust the planned amount of funding and even decline to award any contracts. Furthermore, this amount of funding may be allocated through one or more rounds of contracting and/or solicitation. Total awards will be based on the total amount requested per student, multiplied by the number of students the training provider aims to serve.

EDC reserved the right to modify the award terms at any time during the application review and contracting process. The requested amount per student may not exceed \$9,000 for any proposed cohort dedicated to this funding source, and this amount is inclusive of all services required by this RFP including recruitment, screening, training, job search / placement assistance, and job retention reporting. See section 8.1. for the services related to this RFP.

In addition to proposing new cohorts dedicated to the Good Jobs project in the region, respondents are also encouraged to provide proposed price per participant rates for planned cohorts provided by the vendor open to enrollment to the public, or both. This may allow EDC and other Good Jobs partners to enroll individuals in these cohorts individually using Good Jobs Challenge and other leveraged funds. Proposals should clearly delineate the dedicated cohort services, associated costs, and the per participant rates for and any relevant requirements related to those cohorts.

More details on the services requested by this proposal are provided below.

5.0 Contractor Requirements

Unique Entity Identifier (UEI): As this is a federally funded grant, only organizations that have a Unique Entity Identifier (UEI) issued by System for Award Management (SAM) at the time an offer or quotation is submitted will be considered. However, if the UEI cannot be obtained at the time of an offer or quote submission, it may be submitted within 30 days after the award is made.

6.0 Employer Support Requirements

The Good Jobs Challenge prioritizes employer-led industry sector partnerships. With this vision in mind, both training providers and employers are expected to benefit from increased collaboration. Communities that have disproportionate rates of poverty, unemployment, and underemployment would also benefit from clearer training pathways leading to higher quality careers.

Employer support includes but is not limited to; financial support for the program through donated equipment, supplies, cost sharing, financial reimbursements for hiring, etc.; commitments to interview program graduates; conditional commitments to hire upon program completion, unconditional commitments to hire, etc. Support should be quantitatively measurable whenever possible to demonstrate robustness of response (e.g., hire 5 participants, pay the vendor \$1,000 per hire, etc.). All contributions from employers should be directed to the program to reduce costs charged to the contract or increase numbers served or do both.

Employers Benefit:

- Access to a qualified workforce with skills relevant to their industry needs.
- Potential to participate in shaping the curriculum through advisory boards.
- Opportunity to connect with potential hires through internships or apprenticeships.

Training Programs Benefit:

- Increased program effectiveness by ensuring training aligns with actual job demands.
- Stronger job placement rates for graduates through employer connections.
- Enhanced credibility with potential funding sources by demonstrating employer interest.

Please refer to the Scope of Work and Evaluation Criteria sections of this RFP for more information on employer support requirements.

7.0 Project Background

The Fresno County Economic Development Corporation (EDC) is a public-private nonprofit organization established in 1981 to market Fresno County as the premier location for business prosperity, specializing in business attraction, expansion, and retention, as well as workforce development.

In 2022, Fresno EDC secured \$23 million in workforce development funding through the Economic Development Administration’s Good Jobs Challenge (GJC), part of Pandemic Relief funding provided by Congress to the U.S. Department of Commerce.

The Good Jobs Challenge is intended to get more Americans engaged in the labor market and to improve not only participant outcomes but also economic and business development outcomes. These complimentary goals will be accomplished by providing high-quality participant support alongside industry-designed training programs to build skills in regional labor markets. The Central Valley project will ultimately support the training and subsequent job placement of 2,500 participants into high-quality jobs across multiple sectors, including business services, construction, manufacturing, and transportation / logistics.

Good Jobs 4 the Central Valley moved into its implementation phase, providing direct training and supportive services to participants, in December 2023. As of March 2024, the project had enrolled approximately 250 participants in training with a goal of placing 2,500 participants in high-quality careers by September 30, 2026.

8.0 Nature of Services Requested

As *Good Jobs 4 the Central Valley* ramps up services in the implementation phase, EDC seeks to procure one or more training providers to add to the existing partners in the project and create more opportunities for employer-informed upward economic mobility through training that demonstrably leads to “quality jobs,” as defined by the Good Jobs Challenge Notice of Funding Opportunity¹.

There are several options available to interested vendors and vendors are encouraged to apply for each option that they would be well suited to provide. The first option is to propose new cohorts of training programs funded by the Good Jobs project and potentially other leveraged funding (Section 8.1.1. below). The second option would be to apply for eligibility to have Good Jobs and other leveraged

¹ A “quality job” is defined as a job that exceeds the local prevailing wage for an industry in the region, includes basic benefits (e.g., paid leave, health insurance, retirement/savings plan), and/or is unionized, and helps the employee develop the skills and experiences necessary to advance along a career path. “Prevailing wage” is defined by the Department of Labor as “the average wage paid to similarly employed workers in a specific occupation in the area of intended employment.”

funding enroll individuals in planned training programs during the term of services anticipated with this RFP (Section 8.1.2. below). A vendor is also able to apply for both options. Awards for each option will be made on an independent basis using the criteria for each of these corresponding options. Unique project narrative requirements (see sections 9.1.1. and 9.1.2.) and evaluation criteria (see sections 10.1.1. and 10.1.2.) are in place for each option.

Additionally, the vendor may propose programming that has distinct tiers within the same occupation (e.g., entry-level and advanced) provided the requirements outlined in sections 8.1. and 9.1. are met.

8.1 Services and Scope of Work

8.1.1 New Cohorts Funded by the Good Jobs Challenge

For **new cohorts** funded by the Good Jobs Challenge through this RFP:

- Provide training in one or more of the following industry sectors:
 - business services,
 - construction,
 - manufacturing,
 - and/or transportation/logistics.
- Assist with participant recruitment for these training programs².
- Provide one or more scheduled orientations for each cohort of these training programs.
- Screen candidates at scheduled orientations to determine readiness to take the corresponding training programs³.
 - Some candidates may be prescreened via one or more widely used assessment tools.
 - Assist EDC in translating vendor requirements to other widely used assessment tools.
 - Provide screening results for candidates to EDC in a confidential manner⁴.
- Administer evaluation-related surveys for participants at the onset of training and at completion⁵. Provide scores to EDC for both evaluations in a confidential manner.
- Submit all required data collection forms provided by EDC according to schedule.
- Collect required client data required by the Good Jobs Challenge⁶.
- Improve processes and programming in response to employer partner feedback.

As the Good Jobs Challenge intends to create sustainable industry sector partnerships, vendors will also be evaluated on their plans for sustainability during and after this award's contract(s). One of many ways in which sustainability may be demonstrated includes direct and in-kind contributions from

² The Good Jobs Challenge has marketing dollars available for participant recruitment as well as multiple partners who will aid with recruitment and participant screening in some instances. Therefore, this service is described as "assistance" only.

³ Screening tools for participant barriers may be provided by EDC. These tools will be designed to contextualize impact to training and employment outcomes that result from common barriers, possible grant and leveraged funding that can assist with these barriers, and other resources to address these barriers.

⁴ The goal for this service is to evaluate participant referrals from other partners.

⁵ The respondent may propose their own evaluations. The goal for this service is to verify skills acquisition and evaluate participant referrals from other partners.

⁶ Client data currently includes the following: First Name, Middle Name, Last Name, Training Start Date (mm/dd/yyyy), Training End Date (mm/dd/yyyy), Completed Training (Yes/No), Job Start Date (mm/dd/yyyy), Employer, Starting Hourly Wage, Job Retention Update (Yes/No, 6 months post-employment), Job Retention Update Date (mm/dd/yyyy), Job Retention Current Hourly Wage, Date of Birth (mm/dd/yyyy), Address of Residence (Street 1, Street 2 [Apt., etc.], City, State, Zip). EDA may change these requirements.

businesses to the training programs. Direct contributions may include but are not limited to cost-sharing training, payments for placements, etc. In-kind contributions include supplies, equipment, etc.

Contributions to the project should have one or both of the following effects: lowering the cost per participants charged to the contract and/or increasing the number of potential cohorts, enrolled participants, etc.

8.1.2 Existing Cohorts Seeking Good Jobs Funding for Individual Placements

For **existing training programs** the provider plans to offer from July 2024 until August 2025 that may be open for individual placements through Good Jobs Challenge funds:

- Provide training in one or more of the following industry sectors: business services, construction, manufacturing, and/or transportation/logistics.
- Provide one or more scheduled orientations for each cohort of these training programs.
- Submit all required data collection forms provided by EDC according to schedule.
- Collect required client data, training enrollments, completions, and other relevant matters required by the Good Jobs Challenge.

A respondent may propose new cohorts funded by the Good Jobs Challenge and propose planned cohorts in which individuals may be placed through Good Jobs funds. A respondent may also propose only one of the following: new cohorts funded by the Good Jobs Challenge or cohorts in which individuals may be placed through Good Jobs funds.

Please note: Good Jobs partners would screen and refer participants on an individual basis to eligible cohorts. Good Jobs partners and the awarded vendor(s) will agree upon screening criteria in advance of participant referrals.

8.2 Participant Eligibility, Recruitment, and Approval

Unemployed and underemployed individuals are eligible for service with funding from this region's Good Jobs Challenge award. The Good Jobs Challenge also seeks to increase labor market participation through multiple means including supporting underrepresented, or sometimes referred to as non-traditional, workers in occupations and industries.

- Be at least 18 years of age.
- Be a current resident of Fresno, Kings, Madera, or Tulare Counties.
- Be permitted to work in the United States.
- Meet one or more of the following criteria:
 - Unemployed
 - Underemployed (i.e., working multiple part-time or minimum- or low-wage jobs to make ends meet)
 - Have a reported household income not exceeding 200% of federal poverty guidelines as outlined below⁷:

⁷ Current minimum wages in California may exceed the 200% Federal Poverty Guideline for some participants and their families / households. However, participants may still be deemed to be unemployed or underemployed due to the high cost of living in the state, the nature of their employment (e.g., working multiple part-time jobs), and potentially due to other factors. Documentation of income may be gathered through tax returns, pay stub samples, etc., however, if underemployment or unemployment would also be established in the screening process then such documentation would not be necessary.

Persons in the Family / Household	Poverty Guideline (2024)	200% of Poverty Guideline (2024)
1	\$14,580	\$29,160
2	\$19,720	\$39,440
3	\$24,860	\$49,720
4	\$30,000	\$60,000
5	\$35,140	\$70,280
6	\$40,280	\$80,560
7	\$45,420	\$90,840
8	\$50,560	\$101,120

8.3 Unallowable expenses

Please note: This information is provided solely to assist in determining the costs per participant to meet the requirements of this RFP and is not to be considered final guidance on allowability of costs.

Funding from this RFP cannot be used for the following: Direct compensation to participants (such as wages, bonuses, incentives, or stipends) or direct payments to participants to procure equipment, supplies, uniforms, childcare, housing assistance, car payments, insurance payments, or resolve debt. Limited wraparound and/or supportive service funding may be made available to assist participants with training completion and job search activities but are not included in the services for this RFP. **EDC reserves the right to ask clarifying questions during the proposal review process on budgetary matters as well as on any other matters at its sole discretion.**

9.0 Submission Requirements and Evaluation

Interested parties should submit their proposals by **Tuesday, July 9, 2024, at 12pm (NOON) Pacific Time**. Proposals should include the following to be considered for this contract:

9.1 Project Narrative

Project narratives should be submitted as an attached Word document or PDF. There is no word limit, however, vendors are encouraged to be concise and respond directly to the prompts provided. Documentation demonstrating employer support should be included either as an appendix to the submitted narrative or as a separate attachment. Employer contact information should be provided for vetting during the review process (including phone number, email, and mailing address).

If a vendor elects to propose services outlined in both sections 8.1.1. and 8.1.2., then the vendor must also submit two project narratives clearly identified as responding to the requirements below in sections 9.1.1. and 9.1.2. Failure to do so may result in proposals deemed nonresponsive and not evaluated at EDC's sole discretion.

9.1.1 New Cohorts Funded by the Good Jobs Challenge

Vendors who propose to conduct **new cohorts** funded by the Good Jobs Challenge and other leveraged resources must provide a Project Narrative that addresses the following:

- Describe the proposed number of cohorts offered between September 2024 and August 2025 including:
 - the intended occupation(s) for employment for each cohort,
 - minimum and maximum number of participants enrolled per cohort,

- anticipated calendar dates (beginning and end) for all proposed cohorts,
 - the reason each target occupation was selected⁸,
 - the vendor’s experience delivering training for the occupation(s) or for similar occupation(s),
 - employer support⁹ with corresponding supporting documentation (e.g., letters of support, reference lists, etc.) for each planned cohort,
 - cost per participant for each cohort including all services referenced in section 8.1.1. and how those services influence final costs.
 - anticipated outcomes in terms of training enrollments, completions, job placement, and job retention.
- Summarize employer support based on the included supporting documentation.
 - Describe the vendor’s ability to assist in recruitment to enroll participants in their proposed cohorts including the eligibility factors referenced in Section 8.2. and any related experience¹⁰.
 - State whether facilities, instructors, and equipment are available to begin the training proposed immediately in September 2024. If one or more of these resources is not yet available, describe the process and anticipated timeline to obtain these resources and any foreseeable risks, uncertainties, or technical assistance needed to be ready to begin training.
 - Describe the vendors track record of success offering the same or similar services including but not necessarily limited to region(s) served, enrollment, completion, job placement, and job retention rates.
 - Describe the vendor’s plan and processes to collect employer partner feedback and expand / increase employer engagement (i.e., bring in new businesses, increase employer support of the project, etc.).
 - Describe the vendor’s sustainability plans to continue offering programming through contributions (direct, in-kind, or both) from partnering employers, obtaining new grants, and/or any other forms of sustainable funding.

9.1.2 Existing Cohorts Seeking Good Jobs Funding for Individual Placements

For **existing training programs** the provider plans to offer from July 2024 until August 2025 that may be open for individual placements through Good Jobs Challenge funds:

- Describe the planned number of cohorts offered between September 2024 and August 2025 including in which Good Jobs funding is requested to enroll individuals. Include the following:
 - the intended occupation(s) cohort,
 - minimum and maximum number of participants enrolled per cohort,
 - anticipated calendar dates (beginning and end) for all proposed cohorts,
 - the reason each target occupation was selected¹¹,

⁸ Reasons for occupational inclusion may include but are not limited to: ease/duration of training, labor market needs, anticipated wages for program graduates, etc.

⁹ Employer support includes but is not limited to; financial support for the program through donated equipment, supplies, cost sharing, reimbursements for hiring, etc.; commitments to interview program graduates; conditional commitments to hire upon program completion, unconditional commitments to hire, etc. Support should be quantitatively measurable (e.g., hire 5 participants, pay the vendor \$1,000 per hire, etc.).

¹⁰ Marketing dollars and other partners will assist with recruitment, but the vendor is also asked to provide a plan to assist with recruitment as well.

¹¹ Reasons for occupational inclusion may include but are not limited to: ease/duration of training, labor market needs, anticipated wages for program graduates, etc.

- the vendor’s experience delivering training for the occupation(s) or for similar occupation(s),
- employer support¹² with corresponding supporting documentation (e.g., letters of support, reference lists, etc.) for each planned cohort,
- cost per participant for each cohort including all services referenced in section 9.1.2.
- Describe the vendors track record of success offering the same or similar services including but not necessarily limited to region(s) served, enrollment, completion, job placement, and job retention rates.
- Describe the vendor’s plan and processes to collect employer partner feedback and expand / increase employer engagement (i.e., bring in new businesses, increase employer support of the project, etc.).
- Describe the invoicing process the vendor anticipates EDC will need to follow to fund placements within these cohorts.

9.2 Cost Proposal

The vendor is required to submit a cost proposal in addition to the project narrative(s) described above. This proposal may take the form of a table presented in a Word Document, PDF file, or an accompanying Excel file.

In the accompanying cost proposal, the vendor should clearly state whether the proposal seeks funding for the services outlined in section 8.1.1. or 8.1.2. or proposes both options within the Services and Scope of Work Section (8.1.). The cost proposal should also clearly identify the cost per participant for each of the proposed cohorts and services. If services are proposed for multiple occupations (when responding to sections 8.1.1. and/or 8.1.2.), then the costs per participant for each unique occupation must be identified. Additionally, the vendor may propose programming that has distinct tiers within the same occupation (e.g., entry-level and advanced) but must also indicate the cost per participant for these different occupational tiers.

10. Evaluation Criteria

Proposals will be evaluated based on factors listed below. As a reminder, vendors may propose to meet the requested services of either section 8.1.1. or 8.1.2. or may propose to provide the services requested in both. Vendors will need to submit distinct project narratives for each section they propose as described in sections 9.1.1. and 9.1.2. Each corresponding project narrative must be accompanied by a separate cost proposal if a vendor applies to provide more than one of the services listed in Part 8.1.

If a vendor proposes distinct cohorts that provide training for distinct occupations, the vendor’s proposal will be evaluated based on the average of all identified cohorts using the criteria below. EDC reserves the right to request clarifying or other additional information during the proposal review period. Requesting this information in no way obligates EDC to fund a proposal’s activities to any extent.

¹² Employer support includes but is not limited to; financial support for the program through donated equipment, supplies, cost sharing, reimbursements for hiring, etc.; commitments to interview program graduates; conditional commitments to hire upon program completion, unconditional commitments to hire, etc. Support should be quantitatively measurable (e.g., hire 5 participants, pay the vendor \$1,000 per hire, etc.).

10.1.1 New Cohorts Funded by the Good Jobs Challenge

Category	Brief Summary	Possible Scores & Definitions			
Project fit	Focus on allowable sectors (i.e., Business Services, Construction, Manufacturing, and Transportation/Logistics)	3 Points: Yes		0 Points: No	
Justification for target occupations	The various factors used by the vendor to justify the inclusion of their proposed cohorts.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Vendor experience	The vendor's experience with the same or similar training programs with an emphasis on job placements.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Employer support with documentation	The extent of employer support for the cohorts. Includes but not limited to letters of support, hiring commitments, contributions of funding, etc.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Cost per participant	Cost competitiveness (i.e., number to be trained and anticipated outcomes) and detail of cost basis.	3 Points: Detailed. Cost competitive. Meets requirements of 8.1.1. and 9.1.1.	2 Points: Detailed. In line with maximum in RFP. Meets requirements of 8.1.1. and 9.1.1.	1 Point: Lacks some detail or slightly exceeds maximum.	0 Points: Lacks essential details or significantly exceeds maximum.
Ability to assist with recruitment	The vendor's ability to assist with recruitment.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.

Category	Brief Summary	Possible Scores & Definitions			
Availability of resources	The vendor's ability to quickly implement training.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Program Performance Track Record	The vendor's track record with similar projects.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Plan for employer feedback and expansion	The vendor's plan to increase / expand employer participation.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Sustainability plan	The vendor's plan to sustain the project beyond the contract term.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Point: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Total Points: 30					

10.1.2 Existing Cohorts Seeking Good Jobs Funding for Individual Placements

Category	Brief Summary	Possible Scores & Definitions			
Project fit	Focus on allowable sectors (i.e., Business Services, Construction, Manufacturing, and Transportation/Logistics)	3 Points: Yes		0 Points: No	
Justification for target occupations	The various factors used by the vendor to justify the inclusion of their proposed cohorts.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Points: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.

Category	Brief Summary	Possible Scores & Definitions			
Vendor experience	The vendor's experience with the same or similar training programs.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Points: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Employer support with documentation	The extent of employer support for the cohorts, including but not limited to letters of support, hiring commitments, references, etc.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Points: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Cost per participant	Cost competitiveness (i.e., number to be trained and anticipated outcomes) and detail of cost basis.	3 Points: Detailed. Cost competitive. Meets requirements of 8.1.1. and 9.1.1.	2 Points: Detailed. In line with maximum in RFP. Meets requirements of 8.1.1. and 9.1.1.	1 Points: Lacks some detail or slightly exceeds maximum.	0 Points: Lacks essential details or significantly exceeds maximum.
Program Performance Track Record	The vendor's track record with similar projects with an emphasis on job placements.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Points: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Plan for employer feedback and expansion	The vendor's plan to increase / expand employer participation.	3 Points: Clear, robust, and well supported	2 Points: Supported but lacks some essential evidence or is not always persuasive	1 Points: Lacks essential evidence and/or is not persuasive	0 Points: Absent, unclear, unsupported.
Total Points: 21					

Please note that the EDC intends to award the contract to the proposing vendor(s) whose proposal(s) is/are determined to be the most advantageous to the Good Jobs Challenge initiative and its stakeholders, after considering both technical merit and cost effectiveness. Proposals that deviate substantially from the scope of work outlined in this RFP will not be considered. EDC does not anticipate allowing a proposal that is deemed to be non-responsive to be amended and resubmitted. Determination of which proposals are responsive and application of the evaluation criteria in reviewing proposals will be based on EDC's sole discretion.

11. Contract Terms

The EDC anticipates entering into a contract with the selected vending firm or firms for this project. The contract will outline terms and conditions, project deliverables, payment schedule, and other relevant details. Interested parties may provide a sample contract or professional services agreement for this project in their proposal.

12. Proposal Responsiveness

The degree to which a proposal is deemed responsive and how it is evaluated will be at the sole discretion of EDC and any partners or individuals selected to assist in the evaluation process. EDC may elect to refrain from awarding funds for one or more components within a successful vendor's proposal at its sole discretion but will negotiate with said vendor on any required adjustments to costs that result.

13. Submission Deadline

EDC will issue this RFP on **Friday, May 31, 2024**, and close the RFP to all respondents on **Tuesday, July 9, 2024, at 12pm (NOON) Pacific Time**.

14. Questions

Questions may be submitted with the Subject Line: "GOOD JOBS RFP – TRAINING PROVIDERS" to the email address listed below on or before **Friday, June 14, 2024 at 5pm PT**. Questions which can be answered in compliance with rules and regulations, at EDC's sole discretion, may also be shared on an FAQ on or before **Friday, June 21, 2024**, on the Good Jobs page of EDC's website. It will be the responsibility of applicants to monitor the website for this FAQ, should EDC elect to provide this update.

15. Proposals

All responses should be submitted via email to Christopher Zeitz, Vice President of Workforce Development at czeitz@fresnoedc.com

The Subject Line for submitted proposals should be "GOOD JOBS RFP – SUBMISSION – TRAINING PROVIDERS"

Submissions will be accepted in Microsoft Word or PDF format, with hyperlinks included to evaluate previous work. No corrections or modifications to the submitted proposal will be accepted after the due date.

While the EDC shall endeavor to keep any confidential information private, it reserves the right to release the name of all consultants, as well as a summary of their proposals, to interested third party entities by request or to aid in the selection process or as required by law, regulations, and requirements of any current or future project funder(s).

For all inquiries pertaining to this RFP, please contact Christopher Zeitz at czeitz@fresnoedc.com