

RFP24-02 Response to Questions & Clarifications

Question 1: Please expand on what "Business Services" means/includes.

In answer to your question on Business Services, categories include Professional and Financial Services. Information Technology careers may also be included in these categories. Some common occupations in the region include Office Clerks, Customer Service Representatives, Receptionists and Information Clerks, Human Resources Specialists, and Bookkeeping, Accounting, and Auditing Clerks. These occupations are provided as examples, and training focused on other occupations may be eligible and relevant to the project.

Question 2: Please expand on what "Transportation/Logistics" means/includes.

In answer to your question on Transportation/Logistics, categories include Transportation, Distribution, and Logistics. Some common occupations in the region include but are not limited to the following: Laborers and Freight, Stock, and Material Movers, Heavy and Tractor-Trailer Truck Drivers, Stockers and Order Fillers, Light Truck Drivers, Packers and Packagers, and Automotive Service Technicians and Mechanics. These occupations are provided as examples, and training focused on other occupations may be eligible and relevant to the project.

Question 3: Would you consider a proposal from a vendor who would supply training content for one or more of your priority industry areas?

There are three options available for proposals in response to this RFP. A proposal may offer services under the New Cohorts Funded by the Good Jobs Challenge category, the Existing Cohorts Seeking Good Jobs Funding for Individual Placements category, or propose offering services for both categories. The activities for these services, narrative guidelines, and evaluation criteria differ and are addressed in the RFP. A proposal may identify if any of these activities would be out of scope or would be met in non-traditional ways. A vendor that offers training content for self-directed or supplementary purposes may apply for any of the above options. A vendor who offers training content may also include a partner or a plan to partner to meet other activities listed in the RFP.

Question 4: Is it possible to know how many potential learners you're thinking of serving here?

It is difficult to give an exact answer as training for some occupations may cost much more than training for other occupations. Our project's goal is 2,500 placements by the end of 2026 across 4 industry sectors which include multiple potential occupations in each sector. It should be noted that training providers that qualify as subawards are also under agreement to support these efforts.

Our project narrative is available on EDA's grant website and can be reviewed to help identify occupations under consideration for training:

<https://www.eda.gov/funding/programs/american-rescue-plan/good-jobs-challenge/awardees/Fresno-County-Economic-Development-Corporation>

To help with determining possible train pathways, we can provide this resource:

<https://labormarketinfo.edd.ca.gov/data/employment-projections.html>

Question 5: For clarification: RFP lists that direct services must start as soon as Sept 2024 or as late as Jan 10, 2024? Is this supposed to be Jan 10, 2025? (Section 2)

The second date in the RFP, January 10, 2024, was an error. It should have read that direct services must start no later than January 10, 2025.

Question 6: How many people does Fresno EDC hope to serve during September 2024 – August 2025 in support of reaching the goal to place 2,500 participants in high-quality careers by September 2026?

Fresno EDC has as a goal placing about 800 people into employment per year to realize the objectives stated in the project narrative for the grant. To place 800 in employment, a greater number will need to complete training. Note there are many grant partners working on this goal across four counties in the region. The cost of training programs also varies greatly depending upon the population(s) served and the target occupation(s), among many other factors. Fresno EDC is therefore open to a wide range of proposals with this RFP.

Question 7: Does Fresno EDC partner with community colleges? If so, what kind of partnerships do they have?

Fresno EDC has an existing partnership with several community colleges in the region. These partnerships include Good Jobs subaward agreements and related and unrelated contracted training services. Fresno EDC has also been developing training programs for Good Jobs using traditional community college courses and shorter-term contract or non-credit programs.

Question 8: What kind of commitments do you see from employers who are engaging in the Fresno EDC Good Jobs Challenge? Where are areas of success and where are areas of growth?

Fresno EDC and its partners have obtained employer commitments to hire successful graduates from training programs. Other commitments include assistance with designing training curriculum, engaging job seekers, providing paid on-the-job training opportunities

or other work-and-learn models. Overall, employer participation and engagement has also increased in the project. These represent successes in the program to date.

Areas of growth include but are not necessarily limited to:

- **Expanding Employer Outreach and Sustainment:** We aim to expand our outreach efforts to engage a wider range of employers and sustain these partnerships over time.
- **Mentorship Programs:** We are exploring the development of mentorship programs connecting employers with program participants before completion of their programs, fostering relationships and potentially leading to job opportunities.
- **Targeted Skills Development:** All programs can continue to improve their design and outcomes. We are always interested in learning what can help participants be more successful both in training and job placement.