



**REQUEST FOR PROPOSAL 25-02
TRAINING PROVIDER(S) FOR**



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1.0 Introduction

The Good Jobs Challenge, an initiative of the Department of Commerce through the Economic Development Administration, supports regional workforce training systems to establish or strengthen sectoral partnerships that place workers into good jobs.

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 one or more of the following industry sectors: **Business Services, Construction, Manufacturing, and/or Transportation, Distribution, and 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 strengthen the grant's industry sector partnership(s) focused on employer-led approaches to connect residents to jobs offering economic mobility and meet the threshold for successful placements as defined by the Economic Development Administration¹.

EDC anticipates **contracting with multiple entities** as soon as December 2025 **to provide training program services as soon as January 2026**. EDC estimates an initial funding round supporting these initial contracts will total between **\$1,000,000 to \$1,500,000** to be distributed across multiple compelling proposals, as evaluated by the rubrics provided below.

EDC anticipates additional funding may become available² in early 2026. At EDC's sole discretion, any and all additional funds above and beyond this initial funding round may be allocated in one or more of the following ways:

- Increasing the funds available to the previously selected proposals responding to this RFP without issuing a new procurement solicitation;
- Selecting additional proposals that responded to this RFP and initiating new contracts as funding becomes available without issuing a new procurement solicitation; and/or
- Issuing a new RFP if in EDC's sole discretion that would serve the best interests of the project.

Decisions made through this RFP process will be at EDC's sole discretion and EDC is under no obligation to award any contracts if in EDC's sole determination the collective responses to this RFP are insufficient to carry out the objectives of the Grant intended to be met by this RFP and/or would not meet the best interests of the project. EDC reserves the right to reject any and all bids if doing so, at its sole discretion, would best serve the interests of this project.

¹ A qualifying job placement for this project 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."

² These funds may become available through one or more of the following means: reallocating funds in the grant from other cost categories to subcontractors for training services, de-obligating and/or reducing obligations made to other programs that have experienced challenges in terms of performance or have unexpended obligations surpassing their capacity to expend in their current agreements, and/or the addition of new funds from other public and private sources consistent with the objectives of this RFP.

2.0 Anticipated Proposal Review and Contracting Timeline

EDC will issue this RFP on **Wednesday, October 15, 2025**, and close the RFP to all bidders on **Sunday, November 30, 2025, at 11:59pm Pacific Time**. EDC anticipates contracting with successful bidders in **December 2025 with direct training services anticipated to begin as quickly as possible**. Questions may be submitted with the Subject Line: "GOOD JOBS RFP25-02 – TRAINING PROVIDERS" to the email address listed below on or before **Wednesday, October 29, 2025, at 5pm PT**. Questions which can be answered in compliance with applicable rules and regulations, at EDC's sole discretion, may also be shared on an FAQ on or before **Wednesday, November 5, 2025**, on the Good Jobs page of EDC's website. It will be the responsibility of all potential 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 services from **January 2026** through **September 2027**. The grant period concludes, with no possibility of extension, on September 30, 2027. EDC anticipates all training funded by the grant to conclude no later than June 30, 2027, to allow 3 months of job placement assistance and reporting but is also willing to consider programs that extend beyond that end date on a case-by-case basis. Other Adjustments to this timeline may be proposed by applicants but should include justification(s) for these adjustments. Ongoing support of and data collection from participants is authorized for up to six months post training completion or until September 30, 2027, whichever comes first, and should be appropriately resourced in the budgets of all respondents.

4.0 Estimates of Available Funds

EDC anticipates \$2,000,000 and \$2,500,000 in funding may become available within 180 days of the deadline for responses to this proposal, although \$1,000,000 to \$1,500,000 is secured to fund the previously discussed initial round of contracts from this RFP. The amount of available funding may also increase to a sum greater than these amounts. For these reasons, respondents should include within their proposals a clause indicating that their proposal is valid for 180 days. However, based on the availability of funding and the performance of subcontractors, EDC may elect to modify or enter into new contracts responding to this RFP after the 180-day period.

EDC anticipates contracting with multiple entities as soon as December 2025 to provide training program services as soon as January 2026. **EDC estimates the initial funding supporting these initial contracts will total between \$1,000,000 to \$1,500,000** to be distributed across multiple compelling proposals as evaluated by the rubrics provided below, conditioned upon the continued availability of funding. EDC anticipates the additional funding, as discussed above, may become available in early 2026. At EDC's sole discretion, any and all additional funds may be allocated in one or more of the following ways:

- Increasing the funds available to the previously selected proposals responding to this RFP without issuing a new procurement solicitation;
- Selecting additional proposals that responded to this RFP and initiating new contracts as funding becomes available without issuing a new procurement solicitation; and/or
- Issuing a new RFP if in EDC's sole discretion that would serve the best interests of the project.

4.1 Example training pathways

The following list of example training pathways are provided to illustrate the occupations that may be supported under the industry sectors of the grant. If an occupation does not appear on this list, it does not mean that the occupation would be ineligible. Applicants are encouraged to use the FAQ period for this RFP to help clarify any questions on these matters or any other matters arising from their review of this RFP. However, questions will only be accepted via email as described below.

- **Business Services**
 - Bookkeeping
 - Administrative Assistant
 - Human Resources Generalist
 - Customer Service Representative
 - Data Analyst
 - IT Support Specialist
 - Information Security Analyst
- **Construction**
 - Laborer
 - Carpenter's Apprentice
 - Plumber's Helper
 - Electrician's Helper
 - HVAC Installation and Repair
- Solar Panel Installation
- **Manufacturing**
 - Machine Operator
 - Machine Programmer
 - CAD/CAM
 - Welder
- **Transportation, Logistics, and Distribution**
 - Truck Driver
 - Warehouse Worker / Material Mover
 - Bus Driver
 - Automotive Repair
 - Automotive Mechanic

Both entry-level and incumbent workers are eligible for these training programs and selected training providers may accept direct referrals from employers if employers have offered an assurance that the individual will transition from a lower-wage job to a higher-quality job qualifying as a Good Jobs placement as described in this RFP.

Funds may be used to provide training, along with all reasonable and allowable accompanying costs permitted by the grant. The applicants may also include in their proposals funding for marketing to recruit participants and/or employers, either to hire from the program(s) or to place eligible incumbents. Good Jobs also has supportive services funding available for some services. Applicants for this RFP will not be directly issuing these services and as such should not include them in their proposals. However, Good Jobs staff at EDC will be able to provide these services to those who are eligible.

4.2 Purpose of these Funds

With the initial round of funding discussed above, EDC anticipates awarding **one (Tier 1) contract of between \$500,000 to \$750,000** to a provider that would significantly expand the project's training capacity in one or more industry sector(s)³. EDC also anticipates awarding **multiple (Tier 2) smaller contracts, from between \$25,000 to \$150,000** to providers that demonstrate the capacity to enroll Good Jobs Challenge funded participants into either previously planned or smaller, less expensive cohorts during the term described in this RFP. Respondents may submit multiple proposals for each funding level discussed in this section and may also submit proposals for both the larger contract(s) and

³ "Significant" in this instance would mean approximately 40-100 additional training completions although higher rates of this metric and high rates of proposed job placements would be more competitive. Many other factors would be evaluated as noted in the rubric. EDC will take into consideration the cost of training programs with an understanding that some programs are more expensive to administer.

the smaller contract(s). EDC understands that this may impact pricing based on economies of scale and will accept those differences if adequately justified in the proposal's narrative and budget.

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. Benchmark completion and job placement rates will also be included in these contracts and proposed rates for these metrics must be included in proposals responding to this RFP. EDC reserves the right to modify the award terms at any time during the application review and contracting process.

Respondents seeking funding in either or both contract tiers are expected to provide most if not all the following services: recruitment, screening, onboarding, soft skills training, vocational training, job search assistance, and job placement results reporting. See section 8.1. for more information on the services related to this RFP.

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 a contract is offered will be considered.

6.0 Program Indicators of Quality

Respondents should include as many indicators of program quality, discussed further below, as possible to demonstrate the competitiveness of their proposal. The following is a partial list of quality indicators provided for illustrative purposes only. Additional indicators of quality not included in this list may be considered. Respondents should be as specific and detailed as possible about their included indicators and refrain from referencing only non-numerical indicators (e.g., "great completion rate," "high job placement rate," etc.). Data that is more current will be evaluated as more persuasive unless there is a rationale to include older outcomes in the proposal.

Program Outcomes and Participant Success Metrics:

- Completion Rates (define and include numbers enrolled, completed, and time period)
- Employment Rates (define and include the denominator, numerator, and time period)
- Average and median earnings (define and include the sample size and period used for the data)

Program Accreditation and Related Reviews:

- State and federal agencies specializing in education or workforce development, e.g., eligible training provider lists
- Regional accreditation bodies and similar organizations, e.g., Council on Occupational Education

Please note that this list in this section is provided as an example only and other metrics, program reviews, or other indicators of quality will be considered. Applicants should be as detailed as possible in addressing these requirements.

6.1 Employer Letters of Support

The Good Jobs Challenge prioritizes employer-led industry sector partnerships. For this reason, employer letters of support that specifically address the potential of a respondent's proposal will be considered as described below.

Employer support includes but is not limited to; financial support for the program through donated equipment, supplies, cost sharing, financial reimbursements for placements, etc.; commitments to interview program graduates; commitment for direct referrals into the program with accompanying wage gains; 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 to be allocated back into the training program, 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.

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 are 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 jobs across multiple sectors, including business services, construction, manufacturing, and transportation / logistics.

To aid all potential respondents in understanding the project's current results, preliminary reporting as of August 2025 is provided in the table below:

Sector	Started	Completed	Completion Rate	Started GJC Employment	Employment Rate
Business Services	486	217	71.9%	98	45.2%
Construction	493	309	71.2%	183	59.2%
Manufacturing	408	207	76.7%	105	50.7%
Transportation and Logistics	397	265	82.3%	141	53.2%
Total	1784	998	75.2%	527	52.8%

8.0 Nature of Services Requested

As noted earlier, EDC seeks to procure multiple training providers to add to the existing partners in the project and create more opportunities for employer-informed economic mobility. 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. Multiple, different applications may be submitted from the same vendor for one or both funding Tiers.

The first option or Tier seeks to fund a single provider or a single partnership of providers to significantly increase the number of enrollees, completers, and employed in one or more of the eligible Good Jobs sectors. This significant increase may be accomplished either through new, Good Jobs specific, cohorts of training programs or by enrolling Good Jobs funded participants into available programs within the service area. See Section 8.1.1. below for further details regarding this “Tier 1” option. **Fresno County EDC anticipates funding one applicant at this Tier with a contract ranging between \$500,000 to \$750,000 and an anticipated program start as early as January 2025.**

The second option or Tier seeks to fund multiple smaller contracts that enable Good Jobs participants to join established training programs alongside others funded by different revenue sources and/or support the project in other ways. Providers who would have the capacity to support smaller cohorts exclusively dedicated to Good Jobs participants would also be considered in this funding Tier. An example of these smaller, exclusive Good Jobs cohorts may be a program offered only during limited periods in a given calendar year due to availability of resources or anticipated demand for participants. Providers who wish to expand their services in alignment with the Good Jobs grant, including but not limited to increasing the availability or effectiveness of an existing training program or assisting with employer engagement and job placement for multiple occupations in each sector may also apply under this Tier. See Section 8.1.2. below for further details regarding this “Tier 2” option. **Fresno County EDC anticipates funding multiple applicants at this Tier with contracts ranging between \$25,000 to \$150,000 and an anticipated program start as early as January 2025.**

The same vendor or partnership among vendors may apply to both Tier 1 and Tier 2 options and may submit multiple, different projects to one or both tiers. 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.

As noted earlier, Fresno County EDC anticipates additional funding will become available in early 2026 and would therefore consider additional projects responding to this RFP based on the best interests of the grant. EDC also reserves the right to allocate some or all of the additional funding to the projects previously selected without issuing a new procurement if based on EDC’s sole discretion that decision would best serve the interests of the grant. EDC also reserves the right to offer a Tier 2 level contract to Tier 1 respondents and vice versa if in its sole discretion that would best serve the interests of the grant. Tier 1 and/or Tier 2 contracts may also be increased beyond the proposed funding range at EDC’s sole discretion either in the initial contracting phase or at a later date if in EDC’s sole discretion that would also serve the best interests of the grant.

8.1 Services and Scope of Work

8.1.1 Tier 1: New Cohorts and/or Significant GJC Enrollments Funded by this Grant

For **new cohorts or the significant expansion of training enrollments and placements** funded by the Good Jobs Challenge through this RFP, programmatic requirements include but are not necessarily limited to the following:

- Provide training in one or more of the following industry sectors:
 - business services,
 - construction,
 - manufacturing,
 - and/or transportation/logistics.
- Demonstrate the capacity to recruit participants for these training programs.
- Provide one or more scheduled orientation for each cohort of these training programs.
- Screen candidates to determine readiness to take the corresponding training programs.
- Submit all required data collection forms provided by EDC according to grant's monthly reporting schedule.
- Collect required client data required by the Good Jobs Challenge⁴.
- Improve processes and programming in response to employer feedback.
- Support participants in their job search efforts with demonstrated capacity to place individuals in high-quality jobs.

8.1.2 Tier 2: GJC Placements in Existing Cohorts, Smaller Scale Programs, and Other Good Jobs Challenge Aligned Activities

Providers who offer existing cohorts with the anticipated capacity to enroll Good Jobs funded participants, i.e., "open seats," beginning as soon as January 2026, or providers that seek to provide a limited number of cohorts, or providers who propose to support aligned activities such as assisting with job placement and employer engagement may submit applications for contracts at this Tier for this RFP. Programmatic criteria for respondents in this category include:

- Provide training and/or support job placement or other aligned activities in one or more of the following industry sectors: business services, construction, manufacturing, and/or transportation/logistics.
- Provide one or more scheduled orientation for each cohort of these training programs, if offered.
- Submit all required data collection forms provided by EDC according to grant's monthly reporting schedule.
- Collect required client data, training enrollments, completions, job placements, and other relevant matters required by the Good Jobs Challenge [see footnote from previous section].

⁴ 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, Employer, 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. If participants do not wish to disclose some information, that is generally not an issue provided most information is reported.

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. Eligibility requirements include:

- Be at least 18 years of age.
- Be a current resident of Fresno, Kings, Madera, or Tulare Counties, or be likely to find employment in one or more of these four 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); and/or
 - Are not currently working in what would be a qualifying Good Jobs role as defined previously.

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. A vendor may propose offering additional services as part of their project including marketing/advertising. Costs for supplies directly related to training are also eligible provided these expenditures are compliant with federal Cost Principles and the grant's terms and conditions.

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 **November 30, 2025, at 11:59pm Pacific Time**. Proposals must include the following to be considered for this contract:

Cover Letter: A brief cover letter on the firm's letterhead, signed by an authorized representative. The letter should include:

- a statement of interest in the project,
- an overview of the firm's qualifications,
- a commitment that the proposal is valid for at least 90 days and preferably up to 180 days, and
- a commitment to meet the objectives of the project.
- confirm proper licensing to do business in the State of California.
- attest to compliance with all applicable laws and regulations, no suspensions, no debarments, and no apparent conflicts of interest.

The cover letter should also identify a primary contact person with contact information.

Project Narrative: See more details below.

Required Attachments:

- Cost Proposal: See more details below.
- Budget Narrative: See more details below.

Employer Partnerships and Letters of Support: Demonstrate your organization's relationships with employers, especially in the Business Services, Transportation, Distribution & Logistics, Manufacturing, and/or Building & Construction sectors. Provide specific examples of employer partners that have hired participants in the past or would be willing to do so. Include letters of support from employer partners (on their company letterhead) as attachments.

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 corresponding 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 Tier 1: New Cohorts and/or Significant GJC Enrollments Funded by this Grant

Vendors who propose to conduct **new cohorts or significant enrollment and placement opportunities** funded at least in part by the Good Jobs Challenge must provide a Project Narrative that addresses the following:

- Describe the proposed number of cohorts or enrollments offered between January 2026 and June 2027 including:
 - the intended occupation(s) for employment for each cohort or the estimated number of potential GJC enrollments,
 - if proposing dedicated cohorts, include the 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 selected⁵,
 - the vendor's experience delivering training for the occupation(s) or for similar occupation(s),
 - provide a comprehensive overview of the program(s)' indicators of quality,
 - employer support⁶ with corresponding supporting documentation (e.g., letters of support, reference lists, etc.) for each planned cohort,

⁵ Reasons for occupational inclusion may include but are not limited to: ease/duration of training, labor market needs, anticipated wages for program graduates, etc.

⁶ 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.).

- 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 lead recruitment to enroll participants in their proposed cohorts including the eligibility factors referenced in Section 8.2. and any related experience.
- State whether facilities, instructors, and equipment are available to begin the training proposed immediately in January 2026. 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 feedback and expand / increase employer engagement (i.e., recruit businesses, increase employer support of the project, etc.).
- Describe the vendor's sustainability plans for a potential future partnership and 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 Tier 2: GJC Placements in Existing Cohorts, Smaller Scale Programs, and Other Good Jobs Challenge Aligned Activities

Providers who offer existing cohorts with the anticipated capacity to enroll some Good Jobs funded participants, i.e., "open seats," beginning as soon as January 2026, or providers that seek to provide a limited number of cohorts, or providers who propose to support aligned activities such as assisting with job placement and employer engagement may submit applications for contracts at this Tier for this RFP:

- For those proposing "open seats" in training cohorts or limited dedicated cohorts for Good Jobs enrollments, describe the planned number of cohorts offered between January 2026 and June 2027 including the following:
 - the intended occupation(s) for the cohort(s),
 - minimum and maximum number of participants enrolled per cohort and anticipated number of "open seats" for Good Jobs participants,
 - anticipated calendar dates (beginning and end) for all proposed cohorts,
 - the reason each target occupation was selected⁷,
 - the vendor's capacity and experience in recruiting, screening, onboarding, and retaining participants,
 - the vendor's experience delivering training for the occupation(s) or for similar occupation(s),
 - program indicators of quality,
 - employer support⁸ with corresponding supporting documentation (e.g., letters of support, reference lists, etc.) for each planned cohort,

⁷ Reasons for occupational inclusion may include but are not limited to: ease/duration of training, labor market needs, anticipated wages for program graduates, etc.

⁸ 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.).

- anticipated outcomes in terms of training enrollments, completions, job placement, and job retention.
- cost per participant for each cohort including all services referenced in section 9.1.2.
- For those proposing training seats, cohorts, and/or other aligned services, 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, as applicable. If the vendor's track record in these specific outcomes is more limited, describe your capacity to support the Good Jobs project in the region with its primary goal of high-quality job placements for underemployed and unemployed individuals.
- For those proposing training seats, cohorts, and/or other aligned services, describe the vendor's plan and processes to collect employer feedback and expand / increase employer engagement (i.e., bring in new businesses, increase employer support of the project, etc.).

9.2 Cost Proposal and Budget Narrative

The vendor is required to submit a cost proposal in addition to the project narrative(s) described above. A unique cost proposal must be submitted alongside each proposed project. This proposal may take the form of a table presented in a Word Document, PDF file, or an accompanying Excel file. A detailed budget narrative is also required to substantiate the proposed costs of the project and facilitate the review of competing applications.

In the accompanying cost proposal, the vendor should clearly state whether the proposal seeks funding for the services outlined in section 8.1.1. ("Tier 1") or 8.1.2. ("Tier 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 applicable.** 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 incumbent) but must also indicate the cost per participant for these different occupational tiers if these costs vary.

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 or both section 8.1.1. ("Tier 1") and/or 8.1.2. ("Tier 2"). 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 and budget if a vendor applies to provide more than one of the services listed in Part 8.1. Vendors may also submit multiple, complete proposals to one or both tiers offering different programmatic options.

If in a single proposal a vendor proposes separate programs 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. EDC does not anticipate but reserves the right to authorize a "curing" process for proposals.

10.1.1 Tier 1: New Cohorts and/or Significant GJC Enrollments Funded by this Grant

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.
Program Indicators of Quality	The historical metrics and other factors included in the reported Indicators of Quality for each program and collectively for the respondent.	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., projected costs, number to be placed in employment 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.

Category	Brief Summary	Possible Scores & Definitions			
Ability to facilitate recruitment	The vendor's ability to facilitate 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.
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.
Total Points: 30					

10.1.2 Tier 2: GJC Placements in Existing Cohorts, Smaller Scale Programs, and Other Good Jobs Challenge Aligned Activities

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 and/or other services.	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 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 and/or the services, 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., projected costs, number to be placed in employment 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. Program indicators of quality are included in this section's rubric.	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 EDC intends to award contracts to the vendors whose proposals 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 firms for this project in the month of December 2025. 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 or after notice of intent to award a contract to assist EDC in drafting a contract.

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 **Wednesday, October 15, 2025**, and close the RFP to all bidders on **Sunday, November 30, 2025, at 11:59pm Pacific Time**. EDC anticipates contracting with successful bidders in **December 2025 with direct training services anticipated to begin as quickly as possible**.

14. Questions

Questions may be submitted with the Subject Line: "GOOD JOBS RFP25-02 – TRAINING PROVIDERS" to the email address listed below on or before **Wednesday, October 29, 2025, at 5pm PT**. Questions which can be answered in compliance with applicable rules and regulations, at EDC's sole discretion, may also be shared on an FAQ on or before **Wednesday, November 5, 2025**, on the Good Jobs page of EDC's website. It will be the responsibility of all potential 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 czeitze@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, and Excel as an option for cost proposals and/or budgets. No corrections or modifications to the submitted proposal will be accepted after the due date.

While 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 czeitze@fresnoedc.com