



**REQUEST FOR PROPOSAL 26-01 FOR  
TRAINING PROVIDER(S)**



*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.*

## Table of Contents

1	Introduction .....	3
2	Anticipated Timeline .....	4
3	Anticipated Term .....	4
4	Estimates of Available Funds .....	4
4.1	Example training pathways .....	5
4.2	Purpose of these Funds .....	5
5	Eligible Applicants .....	6
6	Contractor Requirements .....	7
7	Program Indicators of Quality .....	7
7.1	Employer Letters of Support .....	7
8	Project Background .....	8
8.1	Project Performance to Date .....	8
8.2	Project Cost Effectiveness to Date .....	9
9	Nature of Services Requested .....	9
9.1	Services and Scope of Work .....	9
9.1.1	Programmatic Requirements .....	9
9.2	Participant Eligibility .....	10
9.3	Unallowable expenses .....	10
10	Submission Requirements and Evaluation .....	11
10.1	Project Narrative .....	11
10.1.1	Project Narrative Prompts .....	12
10.2	Cost Proposal and Budget Narrative .....	12
11.	Evaluation Criteria .....	12
11.1	Evaluation Rubric .....	13
12.	Contract Terms .....	15
13.	Proposal Responsiveness .....	15
14.	Submission Deadline .....	15
15.	Questions and FAQ Document .....	15
16.	Costs of Proposal Preparations and Pre-Contract .....	15
17.	Proposal Submission .....	15

# 1 Introduction

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

Fresno County Economic Development Corporation (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**<sup>1</sup>. Training programs must be employer-led with clear connections to jobs offering increased economic mobility and that meet the threshold for successful placements as defined by the funding agency, the Economic Development Administration<sup>2</sup>.

EDC anticipates **contracting with multiple providers as soon as July 2026 to provide training program services as soon as July / August 2026**. EDC estimates an initial funding round supporting these contracts will total approximately **\$500,000** to be distributed across multiple compelling proposals, as evaluated by the rubric and criteria provided below. **EDC anticipates 4-5 contracts ranging between \$100,000 to \$150,000 but reserves the right to award contracts below and/or above that range at its sole discretion**. EDC also reserves the right to decline to select any and all proposals responding to this RFP based on its sole discretion.

EDC anticipates additional funding may become available<sup>3</sup> in late 2026 or early 2027. 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; and/or
- 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; and/or
- Increasing the funds available to previously selected proposals responding to any previous allowable procurement process without issuing a new competitive procurement solicitation.

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 responses to this RFP are insufficient to carry out the objectives of this RFP and/or would not best effectuate the goals of the Good Jobs Challenge.

---

<sup>1</sup> Participants are eligible if they work, reside, or may work in one of these four counties.

<sup>2</sup> 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."

<sup>3</sup> 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.

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.

## 2 Anticipated Timeline

EDC will issue this RFP on **Monday, June 1, 2026**, and close the RFP to all bidders on **Wednesday, July 1, 2026, at 11:59pm Pacific Time**. EDC anticipates contracting successful bidders in **July 2026 with direct training services anticipated to begin as quickly as possible. *Time is of the essence with this grant as there remains less than one year in its period of performance as of the date this RFP is issued.***

Questions may be submitted with the Subject Line: “GOOD JOBS RFP 26-01 – TRAINING PROVIDERS” to the email address listed below on or before **Tuesday, June 9, 2026 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 **Friday, June 12, 2026**, on the Good Jobs RFP page of EDC’s website. It will be the responsibility of all potential applicants to monitor the website for this potential FAQ.

## 3 Anticipated Term

EDC anticipates programs funded through this RFP will deliver direct services from **July/August 2026** up until the end of **May 2027**. Applicants are allowed to propose a shorter timeline with or without the potential to extend the contract through mutual agreement if additional participants could be served and funds were to become available. Other Adjustments to this timeline may be proposed by applicants but should include justification(s) for these adjustments.

The grant period of performance concludes, with no possibility of extension, on May 31, 2027, meaning training of participants must conclude on or before that date. Ongoing support of and data collection from participants is authorized for up to 60 days post completion of the period of performance and should be appropriately resourced in the budgets of all respondents.

If additional funding is secured from other sources, EDC may elect at its own discretion to seek to extend contracts or seek to issue distinct contracts from qualified proposals solicited through this RFP throughout the remainder of the 2027 calendar year. However, the allocation of additional funding does not require EDC to extend or issue any contracts procured through this RFP.

## 4 Estimates of Available Funds

EDC anticipates contracting with multiple entities as soon as July 2026 to provide training program services beginning in July / August 2026. **EDC estimates that the initial funding supporting these initial contracts will total \$500,000** to be distributed across multiple compelling proposals as evaluated by the rubric provided below, conditioned upon the continued availability of funding.

EDC anticipates an additional \$500,000 in funding may become available within 180 days of the deadline for responses to this proposal. The amount of available funding may decrease or increase depending upon various circumstances. For these reasons, respondents should include a clause indicating that their proposal is valid for 90-180 days. However, based on the availability of funding and/or the performance of subcontractors procured previously, EDC may elect to forgo new contracts based on this RFP.

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.
- Increasing the funds available to the previously selected proposals responding to any previous RFP without issuing a new procurement solicitation.

#### 4.1 Example training pathways

The following list of example training pathways are provided to illustrate the occupations that may be supported by 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 to clarify any questions on these matters or any other matters arising from their review of this RFP. As noted elsewhere in this RFP, incumbent workers are eligible for training in these or other allowable pathways.

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>• <b>Business Services</b> <ul style="list-style-type: none"> <li>○ Bookkeeping</li> <li>○ Human Resources Generalist</li> <li>○ Customer Service Representative</li> <li>○ Data Analyst</li> <li>○ IT Support Specialist</li> <li>○ Information Security Analyst</li> </ul> </li> <li>• <b>Construction</b> <ul style="list-style-type: none"> <li>○ Carpenter's Apprentice</li> <li>○ Plumber's Helper</li> <li>○ Electrician's Helper</li> <li>○ HVAC Installation and Repair</li> <li>○ Solar Panel Installation</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• <b>Manufacturing</b> <ul style="list-style-type: none"> <li>○ Machine Operator</li> <li>○ Machine Programmer</li> <li>○ CAD/CAM</li> <li>○ Welder</li> </ul> </li> <li>• <b>Transportation, Logistics, and Distribution</b> <ul style="list-style-type: none"> <li>○ Truck Driver</li> <li>○ Warehouse Worker / Material Mover</li> <li>○ Bus Driver</li> <li>○ Automotive Repair</li> <li>○ Automotive Mechanic</li> </ul> </li> </ul> |
|--|--|

While the examples listed above focus on specific occupations within the project's four target sectors, this RFP also welcomes training programs centered on essential leadership, supervisory, and managerial competencies, etc. Recognizing that effective leadership and/or management is a critical driver of workforce retention and operational success across all fields; proposals may focus partially—or even exclusively—on industry-agnostic professional development. Allowable training programs under this expanded scope include, but are not limited to, frontline supervision, project management, operational leadership, and team management. Applicants proposing these cross-cutting leadership programs must demonstrate how their curriculum equips participants with adaptable skills that directly support the needs of employers within the grant's target sectors.

Both entry-level and incumbent workers are eligible for the project's 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.

#### 4.2 Purpose of these Funds

With the initial round of funding discussed above, **EDC anticipates awarding four to five contracts estimated to range between \$100,000 to \$150,000 each** to providers that would significantly expand

the project's training capacity in one or more industry sector(s)<sup>4</sup>. EDC would also consider proposals that cost less than \$100,000 but is not likely to consider proposals for more than \$150,000. Respondents may submit multiple proposals for reasonably unique projects.

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.

Benchmark completion and job placement rates will be included in these contracts and proposed or historical performance measures for these metrics are strongly recommended to 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 through this RFP are expected to provide all of the following services, if applicable: recruitment, screening, onboarding, soft skills training, vocational training, job search assistance, and job placement results reporting. Respondents may provide these services through partnerships with other providers and/or employers. See section below for more information on the services related to this RFP.

Funds may be used to provide training, along with other reasonable and allowable accompanying costs permitted by the grant. Applicants may propose to charge the grant on an expense basis that includes costs associated with salaries, benefits, travel, supplies, subcontractors, participant support costs, and other allowable costs such as advertising directly related to program operations. Applicants may also propose flat-fee expenses based on per-participant or per-cohort services. In either case, the proposed number of participants must be included in the project and budget narratives.

Equipment purchases, as defined<sup>5</sup> by Uniform Guidance (i.e., 2 CFR 200) effective September 1, 2022, **will not be accepted** through this RFP due to the limited remaining time for this project and the requirements of 2 CFR 200.439 (Sept. 1, 2022).

Applicants are encouraged to confirm through the FAQ process whether their proposed expenditures would be generally allowable.

## 5 Eligible Applicants

This RFP is open to a diverse range of qualified organizations with a documented track record of delivering effective vocational training, workforce development, or professional leadership programs. Eligible entities include but are not necessarily limited to non-profit and for-profit entities, such as community colleges, public or private postsecondary vocational training providers, adult schools, community-based organizations (CBOs), labor-management partnerships, and private sector corporate

---

<sup>4</sup> "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.

<sup>5</sup> *Equipment* means tangible personal property (including information technology systems) having a useful life of more than one year and a per-unit acquisition cost which equals or exceeds the lesser of the capitalization level established by the non-Federal entity for financial statement purposes, or \$5,000. See also the definitions of *capital assets*, *computing devices*, *general purpose equipment*, *information technology systems*, *special purpose equipment*, and *supplies* in this section.

training firms. All applicants must possess the administrative capacity, instructional expertise, and necessary employer support to successfully execute the proposed training curriculum and support participants toward measurable employment outcomes. Although support from employers is essential, as described below, a business seeking to train its own incumbents is not eligible to apply.

## 6 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. Applicants without an active UEI are encouraged to begin the registration process as soon as possible. For more information, please refer to this government website:

<https://sam.gov/entity-registration>

## 7 Program Indicators of Quality

Respondents should include as many relevant 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.). Example indicators of quality include but are not limited to:

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

Program / Provider Experience and/or Credentials

- Representative client lists
- Experience and/or credentials of the trainer(s)

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.

### 7.1 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. Robust employer letters of support, defined below in this section and addressed in the evaluation criteria, are required for an application to be deemed responsive.

For employer letters of support to be deemed “robust” they must meet the following criteria:

- Clearly identify the pathway(s) proposed by the respondent;

- Include a commitment to interview, hire, and/or promote from the pathway(s);
- Include a specific number or estimated range of program graduates the employer intends to interview, hire, or promote over a defined period;
- For incumbent workers, include a specific number or estimated range of referrals the employer intends to make to the program(s). The letter must also describe how the training will improve those employees' skills and commit to a good faith evaluation of employee skills gained and the potential for higher pay or promotions as a result.

Additional evidence of strong employer support could include but is not limited to:

- Detail active employer involvement in curriculum development, validation, or alignment with industry-recognized credentials;
- Specify any work-based learning opportunities to be provided, such as internships or structured mentorships;
- Outline any cash or in-kind resource contributions, including equipment donations, facility use, or voluntary staff time dedicated to instructional support;
- Define clear career advancement pathways or wage increases for existing employees undergoing upskilling or supervisory training.

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

## 8 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, 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 Americans back to work 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 across multiple sectors, including business services, construction, manufacturing, and transportation / logistics.

### 8.1 Project Performance to Date

To aid all potential respondents in understanding the project’s current results, preliminary reporting as of April 2026 is provided in the table below:

Sector	Started	Completed	Completion Rate	Started GJC Employment	Employment Rate
<b>Business Services</b>	684	350	64.9%	200	57.1%
<b>Construction</b>	723	467	71.6%	308	66.0%
<b>Manufacturing</b>	532	311	76.0%	190	61.1%

Sector	Started	Completed	Completion Rate	Started GJC Employment	Employment Rate
Transportation and Logistics	764	531	85.5%	321	60.5%
<b>Total</b>	<b>2,703</b>	<b>1,659</b>	<b>74.7%</b>	<b>1,019</b>	<b>61.4%</b>

As indicated by the above table, Success Rates (defined as employed divided by exited) range from 37.1% to 51.7%. Overall, the grant’s Success Rate is 45.8%. To be competitive, respondents must meet or exceed the grant’s overall Success Rate based on their planned or historical completion and placement rates in their proposal.

**8.2 Project Cost Effectiveness to Date**

The current cost per job placement for the grant ranges from approximately \$6,000 to \$15,000 depending upon the provider, training pathway, duration of the program, populations served, and many other factors. Informal surveys of employers indicate to EDC that some incumbent worker training efforts may cost as little as \$2,000 but may also cost much more and be otherwise unfeasible given operational constraints.

EDC understands that comparing the cost effectiveness of different training pathways requires nuance. However, for the purposes of this RFP, EDC seeks highly cost-effective proposals due to limited remaining grant funds.

**9 Nature of Services Requested**

As noted earlier, EDC seeks to procure multiple training providers to add to the existing partners in the grant and create more opportunities for employer-informed economic mobility.

**9.1 Services and Scope of Work**

Respondents to this RFP are expected to provide all of the following services, if applicable to their respective projects: recruitment, screening, onboarding, soft skills training, vocational training, job search assistance, and job placement reporting. Respondents may provide these services through partnerships with one or more additional provider and/or committed employers.

**9.1.1 Programmatic Requirements**

Programmatic requirements for successful respondents to this RFP 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.
  - and/or provide training to incumbents in industry-agnostic roles such as frontline supervision, project management, operational leadership, and team management with committed support from one or more employer in the project’s four target sectors.
- Demonstrate the capacity, either directly or through partnerships, to recruit participants for these training programs.
- Screen candidates to determine readiness to take the corresponding training programs.

- Submit all required data collection reports provided by EDC according to grant’s monthly reporting schedule.
- Collect client data required by the Good Jobs Challenge<sup>6</sup>.
- Improve processes and programming in response to employer and participant feedback.
- Support participants in their job search efforts with demonstrated capacity to place individuals, including incumbents, in high-quality jobs.

## 9.2 Participant Eligibility

The following criteria are used to determine eligibility for vocational services from this region’s Good Jobs Challenge award. Eligibility requirements for participants include:

- Be at least 18 years of age.
- Be a current resident of Fresno, Kings, Madera, or Tulare Counties, or have the reasonable potential 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 additional criteria:
  - Unemployed;
  - Underemployed (i.e., working multiple part-time or minimum- or lower-wage jobs to make ends meet); and/or
  - Have the demonstrated ability to advance into a better, qualifying Good Jobs role as defined previously.

## 9.3 Unallowable expenses

***Please note: This information is provided solely to assist with the budget narrative as part 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 for expenses such as procuring 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. These services and applicable policies will require review by EDC before they can be initiated. A vendor may propose offering additional services as part of their project including marketing/advertising. Expenses must also conform with federal Cost Principles and the grant’s terms and conditions. As described above in Section 4.2, Equipment purchases as described under Uniform Guidance (2 CFR 200) effective on September 1, 2022, are not allowed under this proposal.

***EDC reserves the right but is not required to ask clarifying questions during the proposal review process on all matters including budgetary matters at its sole discretion.***

---

<sup>6</sup> 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.

## 10 Submission Requirements and Evaluation

Interested parties should submit their proposals by **July 1, 2026, at 11:59pm Pacific Time**. Vendors may also submit more than one application for separate and distinct pathways.

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 must 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 must also identify a primary contact person with contact information. The cover letter does not count toward the page limit for the project narrative.

**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. Employer letters of support do not count toward the page limit for the project narrative.

**Important Note:** At least one "robust" employer letter of support, as defined in Section 7.1, must be included in your proposal for the proposal to be deemed responsive. Proposals not deemed responsive, at EDC's sole discretion, will not be considered.

### 10.1 Project Narrative

Project narratives should be submitted as an attached Word document or PDF. Project Narratives (responding to the prompts listed below under 10.1.1) should not exceed 5 pages, single spaced. Any project narrative content after the 5<sup>th</sup> page will not be reviewed. Vendors are further encouraged to be concise and respond directly to the prompts provided below. 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 company, title, phone number, email, and mailing address).

### 10.1.1 Project Narrative Prompts

To be deemed responsive to this RFP, applicants must provide a Project Narrative that addresses the following:

- Describe the proposed number of participants to be served through your proposal between approximately August 2026 and May 2027 including:
  - the intended occupation(s) for employment for each training pathway proposed,
  - anticipated calendar dates for the start and end of your proposed services,
  - the reason each target occupation was selected<sup>7</sup>,
  - 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,
  - anticipated outcomes in terms of training enrollments, completions, and job placements or meaningful wage progressions when training incumbents.
- Describe the design of your program for each proposed training pathway, why the design was selected, and how it relates to the skills / occupations you seek to develop among participants.
- Summarize employer support based on the included supporting documentation.
- Describe the vendor’s ability (or its partner’s ability) to lead recruitment to enroll participants in their proposed pathways.
- State whether facilities, instructors, and equipment are available to begin the training proposed immediately in August 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.).

### 10.2 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. The Cost Proposal and Budget Narrative do not count toward the page limit for the Project Narrative.

**The cost proposal should also clearly identify the factors that were included in determining the proposal’s budget and how the budget would be impacted if the proposal were to be accepted at a reduced rate or scaled to increase services contingent upon availability of funding.**

## 11. Evaluation Criteria

Proposals will be evaluated based on the factors listed below. Vendors may submit multiple, complete proposals for clearly distinct projects.

---

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

If a vendor proposes separate pathways in one proposal, the proposal will be evaluated based on the average for these pathways against 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.

11.1 Evaluation Rubric

Category	Brief Summary	Possible Scores & Definitions			
<b>Program Design</b>  <b>(Worth 10 Points)</b>	The various factors used by the vendor to justify the inclusion of their proposed training pathway(s).	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.
	The vendor's experience with the same or similar training programs with an emphasis on job placements and/or meaningful wage progressions.	4 Points: Clear, robust, and well supported	3 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.
	The historical metrics and other factors included in the reported Indicators of Quality for each pathway and collectively for the respondent.  See Section 8.1 for the current project’s programmatic track record.	3 Points: Clear, robust, and well supported. Far exceeds the Success Rate(s) in Section 8.1	2 Points: Supported but lacks some essential evidence or is not always persuasive. Exceeds the Success Rate(s) in Section 8.1	1 Point: Lacks essential evidence and/or is not persuasive. Comparable to the Success Rates in 8.1	0 Points: Absent, unclear, unsupported, inferior Success Rates than those in Section 8.1.
<b>Project Readiness, Capacity, and Implementation Timeline</b>  <b>(Worth 5 Points)</b>	The respondent's demonstrated ability to accomplish the project, the timeline in which the project can launch, and the project’s capacity to further the grant’s goals for significant job placements.	5 Points: Clear, robust, and well supported. Is able to start within weeks of contract completion.	3 Points: Supported but lacks some essential evidence or is not always persuasive. Can start within one month or so of contract completion.	1 Point: Lacks essential evidence and/or is not persuasive. Can not start for many months.	0 Points: Absent, unclear, unsupported, timeline is not specified or is too far in the future to serve the requirements of the grant.

Category	Brief Summary	Possible Scores & Definitions			
<b>Cost Effectiveness</b>  <b>(Worth 5 Points)</b>	Cost competitiveness (i.e., projected costs, number to be placed in employment and anticipated outcomes) and thoroughness of cost proposal and budget narrative.  See Section 8.2 for more on Cost Effectiveness.	5 Points: Detailed. Highly cost competitive. Meets all requirements	3 Points: Detailed. In line with maximum cost in RFP and historic costs discussed in Section 8.2. Meets requirements.	1 Point: Lacks detail and/or exceeds historic costs discussed in Section 8.2.	0 Points: Lacks essential details and/or significantly costs more than those discussed in Section 8.2.
<b>Documented Employer Support</b>  <b>(Worth 20 Points)</b>	The extent of employer support for the proposed pathway(s). Includes but not limited to the quality and quantity of letters of support, robustness of letters as demonstrated by hiring commitments, etc., as discussed in Section 7.1.	20 Points: Clear, robust, and well supported either with multiple robust letters or substantial commitments, i.e., greater than 75%, relative to the proposal.	14 Points: Supported by at least one robust letter of support that validates at least 50% of the planned participation for the proposed pathway(s).	8 Points: Supported by at least one robust letter of support that validates at least 20% of the planned participation for the proposed pathway(s).	0 Points: Is not supported by a robust letter of support from an employer as defined in Section 7.1
<b>Total Points: 40</b>					

**Use of Incremental Scoring:** The point values listed in the above evaluation rubric represent baseline tier scores. Reviewers are permitted to award intermediate or incremental points (for example, scoring an 8 or 9 on a 10-point maximum criteria) to more precisely evaluate a proposal’s quality and effectively differentiate between competitive applications.

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. However, EDC reserves the right to allow for a curing process for applications that have minor issues. This does not require EDC to conduct a curing process in any way.

Determination of which proposals are responsive, and application of the evaluation criteria in reviewing proposals will be based on EDC’s sole discretion.

There will be no appeal process due to the limited time remaining on this grant, i.e., the end of the period of performance is May 31, 2027.

## 12. Contract Terms

The EDC anticipates entering into a contract with the selected vending firms for this project in the month of July 2026. 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.

## 13. 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.

## 14. Submission Deadline

EDC will issue this RFP on **Monday, June 1, 2026**, and close the RFP to all bidders on **Wednesday, July 1, 2026, at 11:59pm Pacific Time**.

## 15. Questions and FAQ Document

Questions may be submitted with the Subject Line: "GOOD JOBS RFP 26-01 – TRAINING PROVIDERS" to the email address listed below on or before **Tuesday, June 9, 2026 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 **Friday, June 12, 2026**, 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.

## 16. Costs of Proposal Preparations and Pre-Contract

All costs and expenses incurred by a respondent in the preparation, development, submission, or presentation of their proposal are the sole responsibility of the respondent. The organization will not, under any circumstances, provide financial reimbursement or compensation for the creation of proposals or any other activities resulting from the response to this proposal. Furthermore, should a contract be offered and mutually agreed upon, the EDC will not reimburse any expenses or services rendered prior to the official effective date of the executed agreement. No work should begin, and no costs should be incurred, until a formal contract is fully signed by both parties.

## 17. Proposal Submission

All responses should be submitted via email to Christopher Zeitz, Vice President of Workforce Development at [czeitze@fresnoedc.com](mailto:czeitze@fresnoedc.com)

The Subject Line for submitted proposals should be "GOOD JOBS RFP 26-01 – 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 applicants, 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 [czeit@fresnoedc.com](mailto:czeit@fresnoedc.com)