



California Department of Community Services and Development
Low Income Weatherization Program Regional Administrators RFP

Building Workforce Partnerships

November 15, 2016

Agenda: Building Workforce Partnerships

8:30 – 8:40

Welcome & Overview

Lynn Wiley, CSD

8:40 – 9:00

Workforce Development in the RFP. Desired Outcomes

Cecilia Estolano, ELP Advisors and CSD Staff

9:00 – 10:00

Round Robin Introductions

Who's Who. Who Does What. (And What Can They Do for You).

1. State Name and Organization
2. What Workforce Services Do You Provide (or Need)
3. What Role Can You Play in a LIWP Proposal (Regional/Statewide, etc).

10:00 – 10:15

Q&A and Wrap-Up

10:15 – 10:30

Break

10:30

Bidders' Conference Begins

Workforce Development: RFP

From the RFP:

“Outline a short-term Workforce Development approach to engage unemployed and underemployed residents of the regional DACs and provide opportunities for training and employment.”

Workforce Development: RFP

From the RFP:

“The approach should take into consideration the wage floor for each region, the cultural, linguistic and socio-economic composition of the DACs residents and should to the extent possible leverage partnerships with regional workforce development agencies to provide recruitment, referral, and/or training services. “

Workforce Development: RFP

From the RFP:

- The **Overall Approach** section is worth a total of 70 points.
- 15 of those points are related to WFD.

Workforce Development: Scoring

From the RFP:

- The **Organizational Description** section is worth a total of 90 points.
- 15 of those points are for WFD experience.

Workforce Partnerships

Cooperative relationships between two or more organizations to increase programmatic impact through shared, combined, or complementary services.

Workforce Partnerships

What do Partnerships Look Like?

- Partnering with community based organizations to disseminate information on upcoming job opportunities, in order to hire residents from DACs;

Continued...

Workforce Partnerships

What do Partnerships Look Like?

- Enter into a first source hiring agreement with a local workforce development provider, and commit to consider in good faith, any qualified individual referred to the contractor;

Continued...

Workforce Partnerships

What do Partnerships Look Like?

- Continue partnership with workforce development organizations to provide ongoing case management services for hired referrals;

Continued...

Workforce Partnerships

What do Partnerships Look Like?

- Enter into a partnership with a local community college or training provider to hire qualified graduates of a weatherization training program.

Workforce Partnerships

Who Can I Partner With?

- High Schools
- Community Colleges
- Workforce Development Boards
- Regional Occupational Programs
- Pre-Apprenticeship Programs
- Community Based Organizations
- And more...

Workforce Development Boards

- Many Workforce Development Boards offer case management and job placement services to populations such as:
 - Low income job seekers;
 - Recently laid-off individuals;
 - Young people entering the job market;
- Many Workforce Development Boards have programs that provide paid work experience to job seekers that meet certain criteria:
 - Transitional Subsidized Employment Program (TSE)
 - Youth employment funds

Workforce Partnerships

Community Colleges

- Many Community Colleges offer industry-recognized, short-term, energy efficiency and weatherization training.
- Many Community College programs enable individuals to be prepared to take the entry level certification exams in the various areas such as: Solar PV and Weatherization.
- Current students and/or recent graduates are always in need of internship experience or full-time employment.

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***GENERAL QUESTIONS
AND ANSWERS?***

***Thank You for
Participating!***

***Bidder's Conference will
begin shortly.***