Bidders Conference: RFP 2023-02

Career Connect Washington Regional Networks 2023

April 20, 2023

Agenda

Welcome

Overview of the RFP

Q & A

Welcome: Resources for Prospective Bidders

- **Appendix: Career Connect Washington Q2 2023 Overview**

- **Career Connect Washington website**
  - (https://careerconnectwa.org/)
    - Career Directory (https://careerconnectwa.org/directory/)
    - Student Support Resources (https://careerconnectwa.org/support-resources/)
    - Partners (https://careerconnectwa.org/partners)
    - Progress & Priorities (https://careerconnectwa.org/our-progress/)
    - Program Map & Outcomes Data (https://careerconnectwa.org/program-map-and-outcomes-data/)

- **Chapter 28C.30 RCW Career Connect Learning**
  - (https://app.leg.wa.gov/RCW/default.aspx?cite=28C.30&full=true)

- **Questions**
  - Email Jennifer Watson and Aaron Pittelkau at esdgpbids@esd.wa.gov

Agenda

Welcome

Overview of the RFP

Q & A

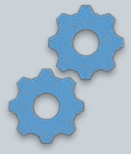
Overview of the RFP

- Role of the Regional Network
- RFP Outline & Structure
- Purpose & Intent
- Funding Information
- Resulting Contracts
- Eligibility & Qualifications
- Expected Objectives & Deliverables
- Proposals & Mandatory Content
- Scoring & Evaluation
- Timelines

Career Connect Washington seeks to ensure equitable outcomes for Washington Students through career connected learning opportunities and career pathways

Every young adult in Washington will have multiple pathways toward economic self-sufficiency and fulfillment, strengthened by a comprehensive statewide system for career connected learning.

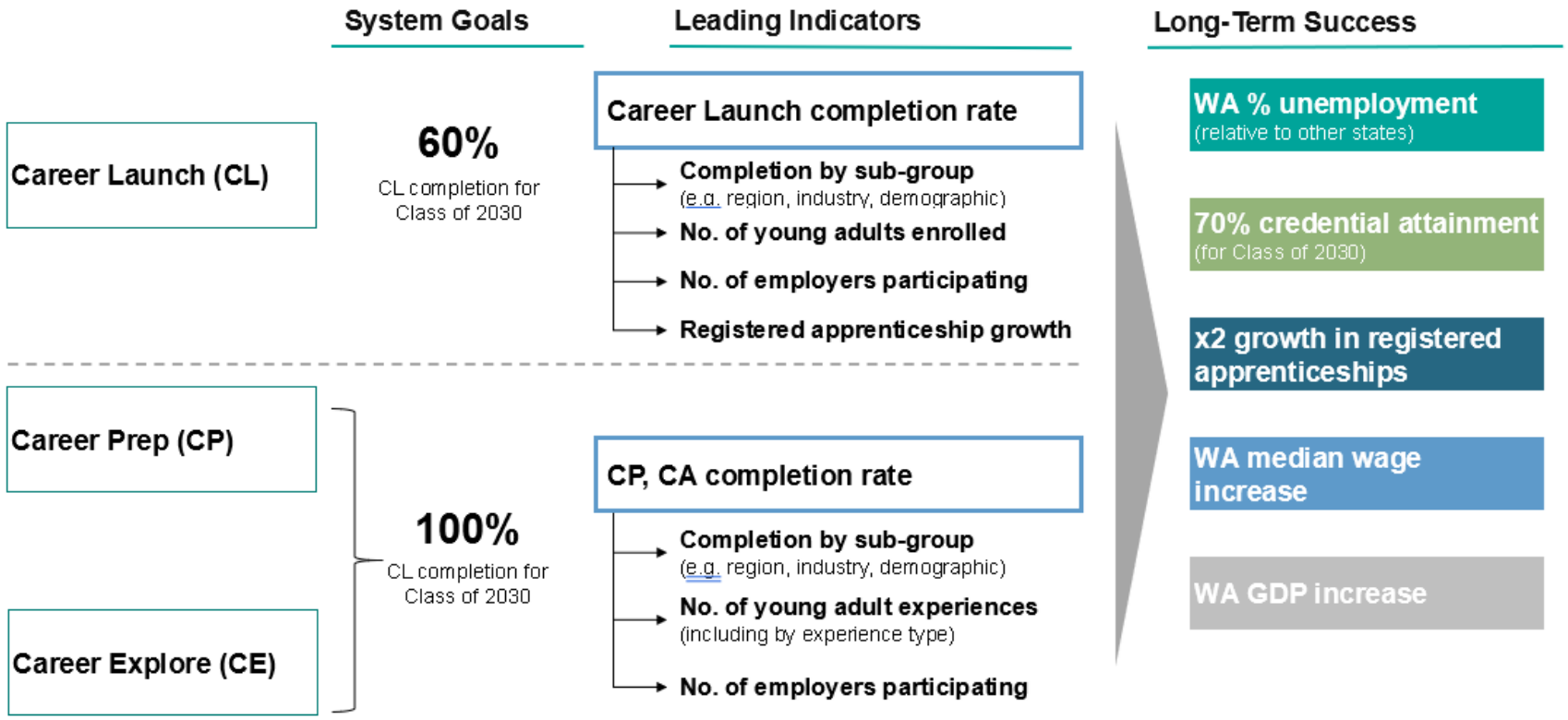
In order for every young adult to succeed, we must intentionally focus on populations furthest from opportunity especially students of color, Indigenous students, low-income students, rural students, and students with disabilities.



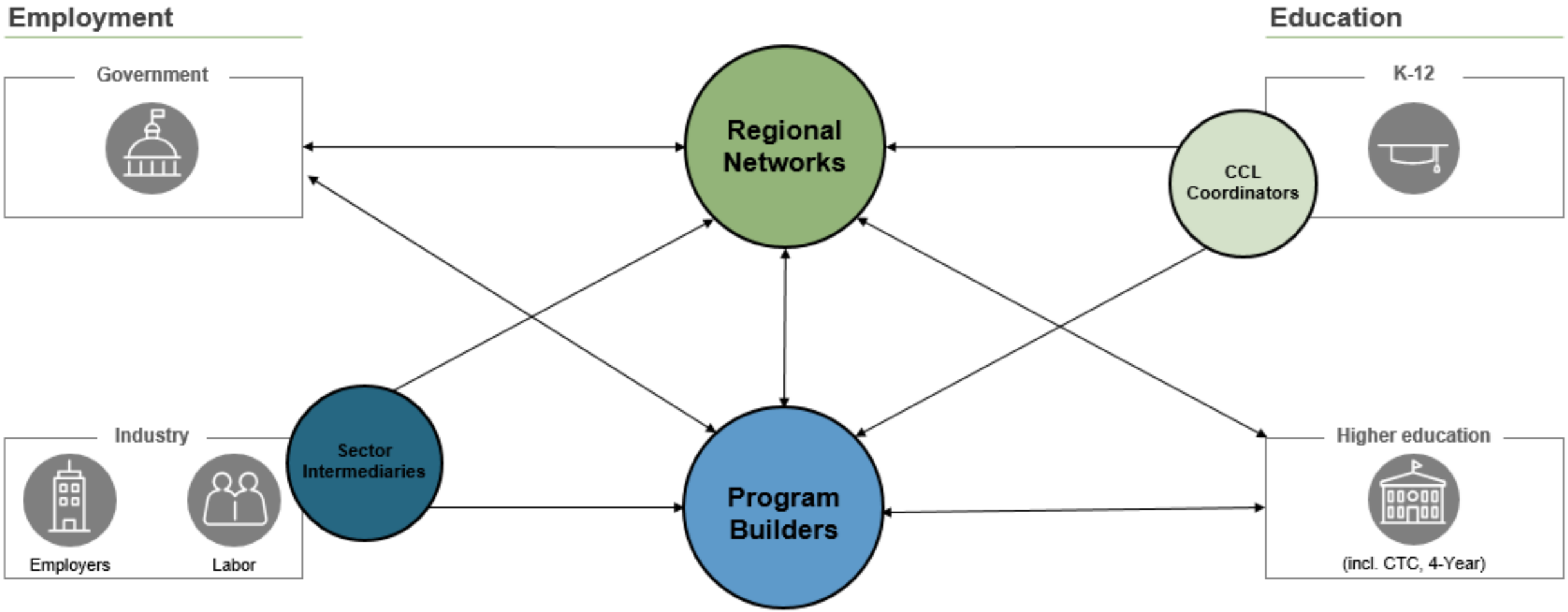
We acknowledge that systemic racism has held students back, especially Black and Indigenous students, and we aspire to build an anti-racist system for career connected learning.

High-Level Goals and Success Measures for CCW

Career Connect Washington (CCW) seeks to enable all students across the state to experience career connected learning, preparing them to succeed in Washington's economy. Funding for Career Connect Washington, including for Regional Network leaders, is an investment intended to help catalyze the development and growth of high-quality Career Connected Learning (CCL) programs across Washington State. The following graphic outlines high-level goals for CCW and indicators for its overall success:



CCW Coalition of Partners



Roles and Responsibilities of CCW Regional Networks

Regional Networks advance CCW objectives which are focused on ensuring that every young adult in Washington, particularly those kept furthest from opportunity, has equitable access to multiple pathways toward economic self-sufficiency and fulfillment, strengthened by a comprehensive statewide system of career connected learning programs.

More specifically, regional network leaders' main purpose is to align and guide the efforts of system actors in regions via explicit strategies for equitably expanding career explore, prep, and launch opportunities. Which include focus on populations kept furthest from opportunity including students of color, Indigenous students, low-income students, rural students, and students with disabilities.

2021 – 2023	**2023 – 2025**
● Expand Career Launch, Prep, and Explore opportunities ● Promote Career Launch, Prep, and Explore opportunities ● Develop and implement a regional equity strategy which increases equitable participation in CCL programs ● Engage in CCW community of practice ● Increase capacity to identify, recruit, and support program builders (Program scaling) ● Increase capacity to support and participate in sector strategies (Industry scaling)	● Lead a cross-industry regional network of system actors working to expand Career Launch, Career Prep, and Career Explore opportunities in the region ● Inclusively engage and convene stakeholders in order to align system actors around regional goals and priorities, aligned to CCW statewide goals, including a focus on equitable outcomes ● Own and lead a strategy that informs and guides system actors' contributions towards established priorities and regional goals ● Serve as a regional champion and leader for Career Connect Washington in the region ● Participate in CCW communities of practice

RFP Outline & Structure

Section	Contents & Purpose	Page(s)
Cover Page	RFP title, number, description, and points of contact	1
Procurement Schedule	Timelines, events, and due dates	2
1. Summary of Opportunity	Context, intent, goals, qualifications, and inquiry and complaint processes	3 - 8
2. Bid Proposals - Mandatory Content	Mandatory contents of a proposal, both scored and unscored	9 - 10
3. Protocols for Submission of Proposal	How to submit a proposal to ESD	10 - 11
4. Evaluation and Award	How ESD will score proposals and award contracts	12 - 14
5. Debrief and Protests	How to request a 1:1 with ESD or submit a protest after announcements are made	14 - 16
6. General Additional Provisions	Terms and conditions that apply to this RFP	16 - 19

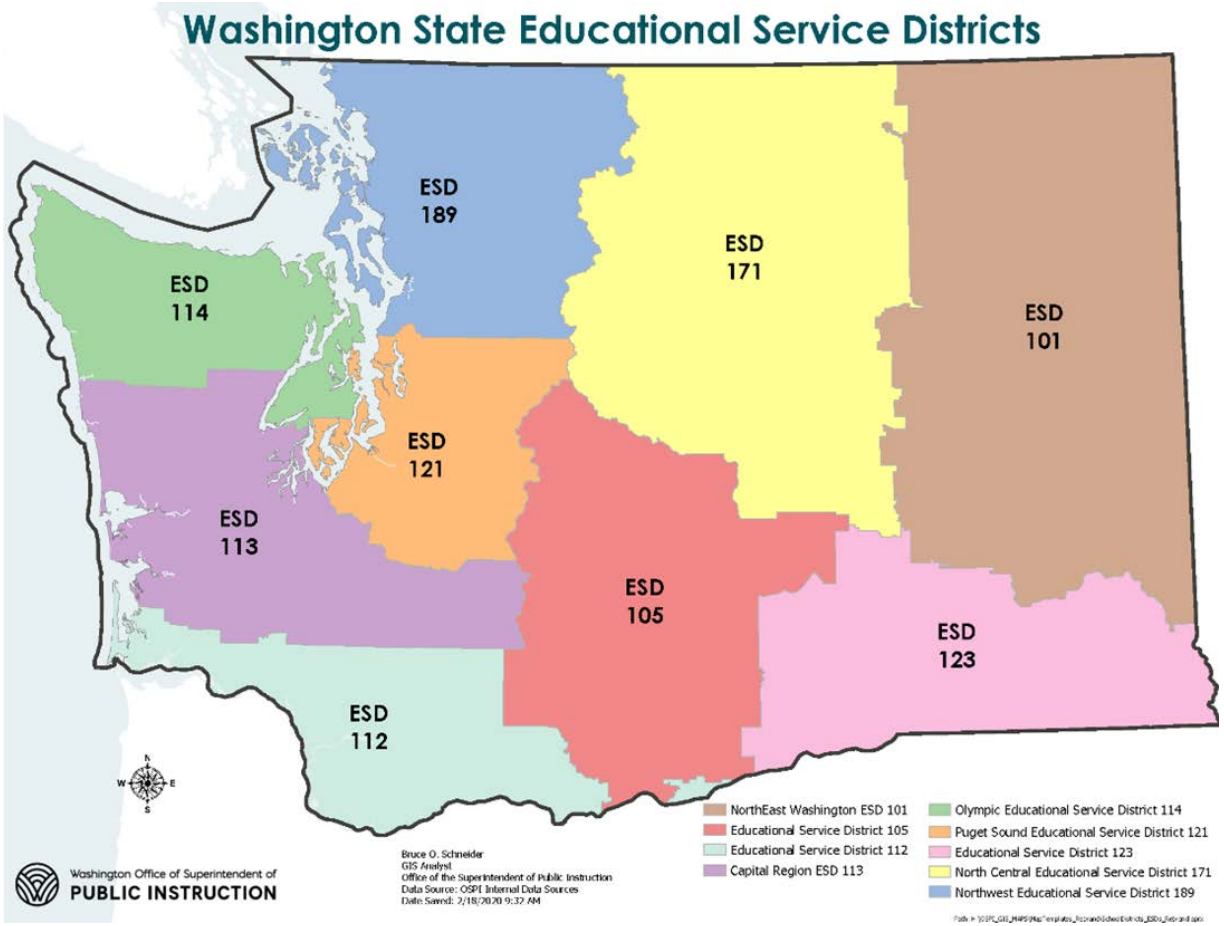
Purpose & Intent

Purpose

- To select, by competitive solicitation, a CCW Regional Network within the geographic areas of each educational service district

Intent

- Every young adult, particularly those kept furthest from opportunity, has equitable access to multiple pathways toward economic self-sufficiency and fulfillment, strengthened by a comprehensive statewide system of career connected learning programs
- Every region is led and served by a Regional Network that aligns stakeholders and system actors in the development and implementation of a regional strategy to equitably expand Career Launch, Career Prep, and Career Explore opportunities for all students
- Employers adopt career connected learning programming as their preferred talent solution and Washington's educators adopt career connected learning as their preferred strategy to support students on pathways to post-secondary achievement and living-wage careers
- Students see themselves, and their futures, in career connected learning programming



Funding Information

Region	Corresponding Service District	Maximum Initial Award
1	ESD 101	$435,408
2	ESD 105	$410,364
3	ESD 112	$439,162
4	ESD 113	$417,986
5	ESD 114	$391,397
6	ESD 121	$739,554
7	ESD 123	$420,698
8	ESD 171	$394,040
9	ESD 189	$501,391

Funding

- ESD will award $4.15 million total
- Funding levels were determined using a formula
  - > Roughly 75% base funding ($3.15m total)
  - > Roughly 25% population-based funding ($1m total)

Allowable Fund Use

- Personnel costs
  - > Including salaries, benefits, travel, allocated direct costs
- Subcontracts
  - > Including awards to partners
- Indirect costs

Disallowed Costs

- Student and participant support costs
- Grants for CCW system actions
  - > Including Program Builder, Sector Leader, and Career Connected Learning Coordinator activities
- Instructional costs
  - > Including classroom instruction, teacher stipends, and teacher in-service costs

Resulting Contracts

- ESD will issue nine distinct contracts, one for each region
- Periods of Performance 7/1/2023 - 6/30/2025
  - ESD may extend for 7/1/2025 - 6/30/2027
- Statements of Work
  - Common elements across all regions
  - Unique elements per selected proposals
  - Measures and outcomes of regional system
    - Program expansion
    - Industry engagement
    - Equitable access and student outcomes
  - ESD may award additional funds for additional deliverables
- All Regional Networks will receive technical assistance
  - Including seminars, peer-to-peer learning opportunities, convenings of statewide CCW partners, and 1:1 assistance from subject matter experts
  - Technical assistance will cover programming, strategy, grant administration and oversight, and other topics
- Contractors who do not meet performance expectations will develop corrective action plans with ESD
  - Success is the goal - additional TA and support will be available
  - ESD may terminate a contract if corrective actions are not effective
  - In the event a contract is terminated, ESD will reissue an RFP for the specific region

Eligibility & Qualifications

Legal Framework

- Eligibility
  - > Licensed, or able and willing to obtain a license, to do business in the State of Washington
  - > Single entities and consortia
  - > Per RCW 28C.30.050(5)(b)
    - – Regional career connected learning networks may include, but are not limited to, regional education networks, school districts, educational service districts, higher education institutions, workforce development councils, chambers of commerce, industry associations, joint labor management councils, multiemployer training partnerships, economic development councils, and nonprofit organizations.
- Qualifications
  - > Per RCW 28C.30.050(5)(b)
    - – Regional career connected learning and work-integrated learning network applicants must demonstrate regional knowledge and status as a trusted partner of industry and education stakeholders, a track record of success with career connected learning and aligned initiatives, and a commitment to equity.

Qualifications In Detail

- Demonstrated knowledge and status as a trusted partner of industry and education stakeholders;
- Track record of success with career connected learning and aligned initiatives
- Commitment to pro-equity anti-racist work
- Demonstrated capability to work with stakeholders to mitigate barriers and improve outcomes for low-income students, students of color, students with disabilities, and other students furthest from opportunity
- Knowledge of CCW, including state-level system partnerships, program policies, and statewide goals and strategy
- Demonstrated understanding of employers' workforce development needs and the current landscape of career connected learning and talent pipelines in the region
- Capability to leverage established connections with employers, education partners, and other system actors in the region to assist Program Builders as they build, expand, and enhance career connected learning programs
- Capability to work within the Career Connect Washington system, including Regional Networks, Career Connected Learning Coordinators, Program Builders, Sector Leaders, and the Statewide Team

Expected Objectives & Deliverables

Objectives & Deliverables

- Convene and manage a regional, cross-industry network that will lead to the expansion of Career Launch, Career Prep, and Career Explore opportunities.
- Align system actors across the region toward shared goals for the equitable expansion of career connected learning. Establish a Regional Network which creates and owns a regional strategy that directly contributes to the achievement of statewide Career Connect Washington goals for career connected learning and equity.
- Regularly convene regional stakeholders to provide input on the regional strategy and determine priorities. Stakeholders should include (but are not limited to) business, organized labor, Program Builders and apprenticeship representatives, higher education, K12, non-profits and community-based organizations, and Local Workforce Development Boards. Networks should seek racial, ethnic, gender, and disability representation among their stakeholder groups.
- Serve as the **regional champion and leader** for Career Connect Washington in the region.

Regional Champion & Leader

- Recruit new employers, labor, education, community, and program partners to the CCW coalition.
- Provide strategic guidance and technical assistance to Program Builders and system actors working to develop, expand, and enhance career connected learning programs.
- Co-develop and implement pro-equity anti-racist strategies to ensure equitable program access and outcomes for students kept furthest from opportunity.
- Educate key leaders and decision makers about career connected learning, Career Connect Washington, and statewide and regional strategies growth and equity goals.

Proposals & Mandatory Content: Five Mandatory Sections

- Section 2 describes all mandatory content in a Regional Network RFP proposal

- There are **five** mandatory sections
  - > Appendix A Bidder Profile
  - > Appendix B Regional Network Proposal
  - > Appendix C Budget Proposal
  - > Appendix D Letters of Support
  - > Appendix E Certifications and Disclosures

- Only proposals that contain all five completed sections will be scored

- Submissions with incomplete or missing materials may be disqualified

2. BID PROPOSALS - MANDATORY CONTENT:

This section identifies and explains the content that MUST be included in each bidder's submission. Below is a checklist that identifies all of the responsive materials that must be turned in as part of the bidder's submission.

All below materials to be turned in as Bidder's proposal submission

- ☐ Appendix A – Bidder Profile
- ☐ Appendix B – Regional Network Proposal
- ☐ Appendix C – Budget Proposal
- ☐ Appendix D – Letters of Support
- ☐ Appendix E – Certifications and Disclosures

Note: For purposes of evaluation and scoring, only those materials that are contained in an Appendix need to be turned in as part of the Bidder's proposal submission. If a request is not contained in an Appendix, then it is for informational purposes only, and does not need to be submitted in order for the Bidder's proposals to be accepted and scored.

Proposals & Mandatory Content: Appendix A Bidder Profile

- **<u>Appendix A Bidder Profile is mandatory.</u>**
- It is **<u>not</u>** scored.
- This appendix provides ESD with basic information about the bidder.
- If submitting a consortium bid, this form should be completed by the lead entity.

APPENDIX A: Bidder Profile

Bidder must provide all requested information in the space provided next to each numbered section below.

ENTITY INFORMATION:

(A)	Firm Legal Name*	
	Street Address	
	Mailing Address:	
	City, State, ZIP	

***Legal Name**: Many entities use a "Doing Business As" name or a nickname in their daily business. However, the State requires the legal name of your entity as it is registered in the State of Washington or the state in which your entity was registered. This should include the type of entity – Inc., LLC, LP, etc. and the full legal name.

(B)	DBA (if any)	
	Telephone Number(s)	

(C -1)	Name and contact information for person who will be responsible for communications and notices associated with this RFP.		
	Name & Title:		
	Address:		
	Email Address(s):		
	Telephone Number(s)		
	Area Code:	Number:	Extension:

(C -2)	Name and contact information for "contract manager" who will be responsible for communications and the general administration of the ensuing contract.		
	Name & Title:		
	Address:		
	Email Address(s):		
	Telephone Number(s)		
	Area Code:	Number:	Extension:

Proposals & Mandatory Content: Appendix B Regional Network Proposal

- **Appendix B Regional Network Proposal is mandatory.**
- It **is** scored. Maximum score is **50 points**.
- This appendix outlines narrative proposal requirements. It contains three sections.
- ***The questions to which you must respond appear in bold and italicized font.***
- We strongly recommend your narrative proposal delineate and respond to each question separately.

APPENDIX B: Regional Network Proposal

All Bidders must submit a written Regional Network Proposal. This proposal must respond to all three (3) sections and the associated prompts identified and described herein. The exact prompts to which bidders must respond are shown in ***bold and italicized*** font.

Bidders must submit responses as a single Word/pdf file, using the naming convention "RFP 2023-02 Appendix B – [Region] - [Entity Name]". Evaluators will not review content in any secondary file. All content must be contained in the single Word/pdf file.

Only Section 3 is scored. Each of the five prompts in Section 3 is score independently. As such, bidders are strongly advised to demarcate each Section 3 prompt in their Regional Network Proposal. Bidders who run multiple prompts together, or who do not adequately identify where a response begins and ends, are more likely to receive lower scores (or even no score) for a given prompt. Evaluators should not have to guess as to which prompt certain content in the Bidder's proposal applies. Such uncertainties will very likely yield a lower score.

Section 1: Region Selection

This section lists the nine regions for which this RFP will determine a CCW Regional Network. These regions correspond to the geographic areas of Washington's nine educational service districts. Please consult this map to review these geographic regions (https://www.k12.wa.us/sites/default/files/public/maps/downloadfiles/SchoolDistrictsESDs-17x11_2020.pdf).

Written proposals must identify the single region, corresponding educational service district, and maximum initial award amount for which the bidder submits the proposal.

Region	Corresponding Educational Service District	Maximum Initial Award
1	ESD 101	$435,408
2	ESD 105	$410,364
3	ESD 112	$439,162
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7	ESD 123	$420,698
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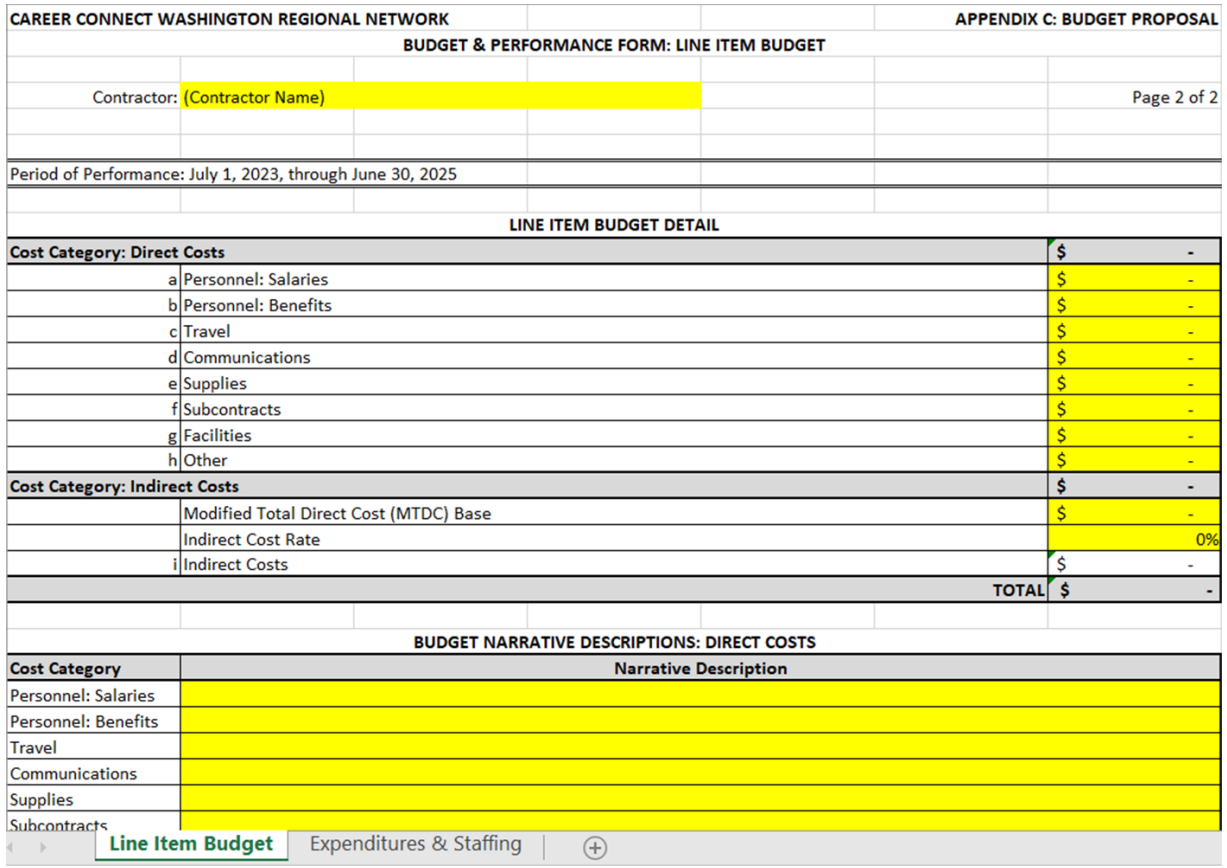
9	ESD 189	$501,391

Proposals & Mandatory Content: Appendix C Budget Proposal

- **<u>Appendix C Budget Proposal is mandatory.</u>**
- It is **<u>not</u>** scored. However, it is reviewed.
- This appendix includes multiple sections.
  - > Tab 1
    - – Line Item Budget Detail
    - – Budget Narrative Descriptions
  - > Tab 2
    - – Projected Total Expenditures
- ***You must complete the yellow-highlighted cells.***
- Instructions are provided.



CAREER CONNECT WASHINGTON REGIONAL NETWORK — APPENDIX C: BUDGET PROPOSAL

BUDGET & PERFORMANCE FORM: LINE ITEM BUDGET

Contractor: (Contractor Name) — Page 2 of 2

Period of Performance: July 1, 2023, through June 30, 2025

LINE ITEM BUDGET DETAIL

Cost Category: Direct Costs		$ -
a	Personnel: Salaries	$ -
b	Personnel: Benefits	$ -
c	Travel	$ -
d	Communications	$ -
e	Supplies	$ -
f	Subcontracts	$ -
g	Facilities	$ -
h	Other	$ -
Cost Category: Indirect Costs		$ -
	Modified Total Direct Cost (MTDC) Base	$ -
	Indirect Cost Rate	0%
i	Indirect Costs	$ -
	TOTAL	$ -

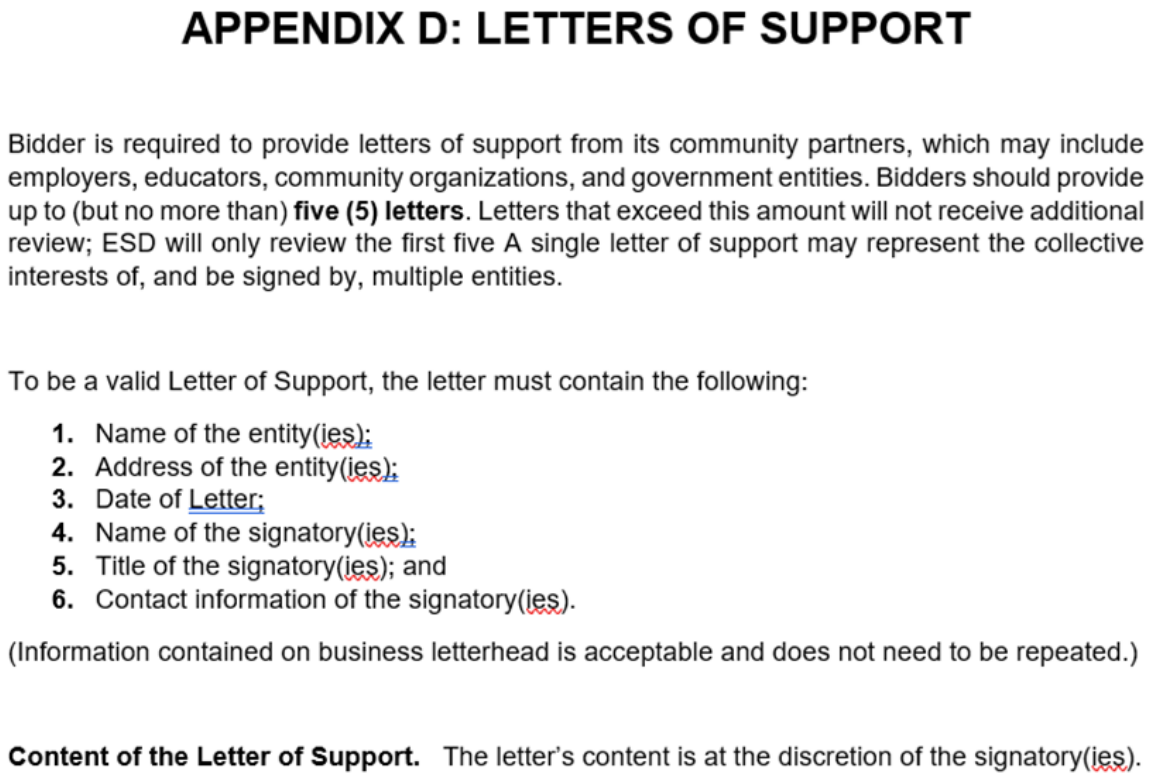
BUDGET NARRATIVE DESCRIPTIONS: DIRECT COSTS

Cost Category	Narrative Description
Personnel: Salaries	
Personnel: Benefits	
Travel	
Communications	
Supplies	
Subcontracts	

Line Item Budget | Expenditures & Staffing

Proposals & Mandatory Content: Appendix D Letters of Support

- **Appendix D Letters of Support is mandatory.**
- It **is** scored. Maximum score is **25 points**.
- This appendix describes required letters of support.
- No more than **five** letters will be accepted.
- A single letter may represent the collective interests of, and be signed by, multiple entities.



APPENDIX D: LETTERS OF SUPPORT

Bidder is required to provide letters of support from its community partners, which may include employers, educators, community organizations, and government entities. Bidders should provide up to (but no more than) **five (5) letters**. Letters that exceed this amount will not receive additional review; ESD will only review the first five A single letter of support may represent the collective interests of, and be signed by, multiple entities.

To be a valid Letter of Support, the letter must contain the following:

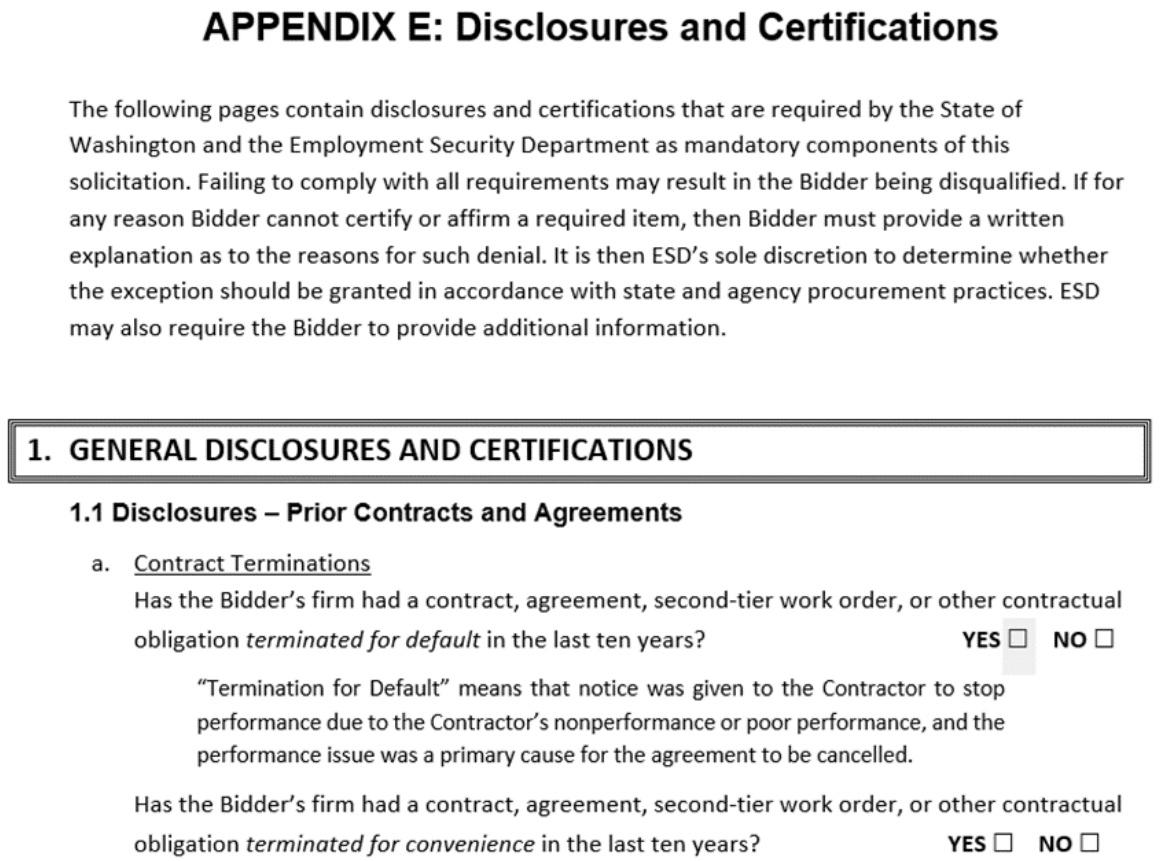
1. Name of the entity(ies);
2. Address of the entity(ies);
3. Date of Letter;
4. Name of the signatory(ies);
5. Title of the signatory(ies); and
6. Contact information of the signatory(ies).

(Information contained on business letterhead is acceptable and does not need to be repeated.)

Content of the Letter of Support. The letter's content is at the discretion of the signatory(ies).

Proposals & Mandatory Content: Appendix E Disclosures and Certifications

- **<u>Appendix E Disclosures and Certifications is mandatory.</u>**
- It is not scored.
- This appendix includes standard legal attestations required of all State and ESD procurements.
- Failure to comply with all requirements may result in disqualification.
- In the event a bidder cannot certify a required item, instructions are provided for written next steps.



APPENDIX E: Disclosures and Certifications

The following pages contain disclosures and certifications that are required by the State of Washington and the Employment Security Department as mandatory components of this solicitation. Failing to comply with all requirements may result in the Bidder being disqualified. If for any reason Bidder cannot certify or affirm a required item, then Bidder must provide a written explanation as to the reasons for such denial. It is then ESD's sole discretion to determine whether the exception should be granted in accordance with state and agency procurement practices. ESD may also require the Bidder to provide additional information.

1. GENERAL DISCLOSURES AND CERTIFICATIONS

1.1 Disclosures – Prior Contracts and Agreements

a. <u>Contract Terminations</u>

Has the Bidder's firm had a contract, agreement, second-tier work order, or other contractual obligation *terminated for default* in the last ten years? **YES** ☐ **NO** ☐

"Termination for Default" means that notice was given to the Contractor to stop performance due to the Contractor's nonperformance or poor performance, and the performance issue was a primary cause for the agreement to be cancelled.

Has the Bidder's firm had a contract, agreement, second-tier work order, or other contractual obligation *terminated for convenience* in the last ten years? **YES** ☐ **NO** ☐

Scoring & Evaluations

- ESD will convene an evaluation panel to review and score all responsive proposals.

- Evaluators will be free of any conflicts of interest and will complete anti-bias and pro-equity, anti-racist training.

- To fully and fairly evaluate each proposal, the panel may:
  - > Request ESD bring in subject matter experts to offer consultation; and/or
  - > Request ESD facilitate a question and answer process with a bidder.

- Panelists will independently score all proposal materials and then caucus to determine the Apparent Successful Bidder in each region.

Schedule of Activities

RFP posted on WEBS	April 7, 2023
Bidders Conference	April 20, 2023, 1:00 PM - 2:30 PM
Questions due	April 25, 2023, at 5:00 PM
Answers posted	April 28, 2023, at 5:00 PM
Proposals due	**May 19, 2023 at 5:00 PM**
Evaluations *(estimated)*	May 22 – May 26
Interviews *(estimated)*	**May 24, 2023** (if needed)
Announce Apparent Successful Bidders *(estimated)*	May 29, 2023

Agenda

CCW overview

Overview of the RFP

Q & A

Questions?

Please direct all questions by April 25, 2023, at 5:00 PM to:

Jennifer Watson & Aaron Pittelkau

ESD Procurement Coordinators

esdgpbids@esd.wa.gov

CAREER CONNECT WASHINGTON

Appendix

Career Connect Washington Q2 2023 Overview

Welcome!

What is Career Connect Washington?

Business, labor, education, and community leaders who are creating work-based and academic programs for young people to explore, learn, and earn money or college level credit.

Over the next five years, our state will have 750,000 new career opportunities that keep us on the leading edge of global innovation and influence. We have the talent right here at home to fill those opportunities.

Career Connect Washington bridges the gap between employers and educators by providing the connection, funding, and support they need to deliver high quality academic and work-based experiences for Washington students, especially those furthest from opportunity.

Career Connect Washington's vision for our State

Our long-term vision is for every young adult in Washington to have multiple pathways toward economic self-sufficiency and fulfillment, strengthened by a comprehensive statewide system for career connected learning

CCW partners with a broad coalition of stakeholders across business, labor, public sector, non-profits, and philanthropy to identify and fill gaps while strengthening existing systems to meet student and industry needs

Career Connect Washington (CCW) is a statewide movement to create a high-quality career connected learning (CCL) system

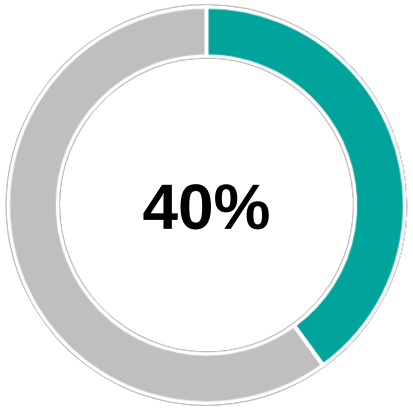
In May 2017, Governor Inslee charged CCW to find ways for young people to explore, prepare, and participate in “real world” employer-based learning opportunities as a way to increase life fulfilment and self-sufficiency, advance more students past high school with a degree or credential, and improve the state’s economy

CCW scope:

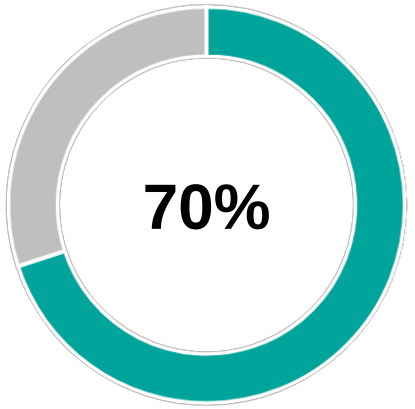
- Serve young people through age 29
- Introduce students early (elementary and middle school) to opportunity around them
- Build off of existing great CCL opportunities in K-12, postsecondary (2- and 4-year)
- Learn from and grow Registered Apprenticeships as a critical player in the system

In spring 2019, HB 2158 (WEIA) was passed by the Legislature, which codified our state’s 3-step CCL framework, and provided funding to implement CCW statewide through competitive, performance oriented, grants

The Problem: Students lack sufficient pathways to great careers



Percent of Washington students **gaining a credential or degree beyond high school**



Percent of Washington jobs **requiring a postsecondary credential**

Goal: Connect young people to great careers while advancing their education

Finding a Solution: Plan was built with the help of thousands of our citizens

Education

- Students & Parents
- Teachers & Counsellors
- Superintendents
- 4-Year and Community College Presidents

Business & Industry Leaders

Government / State Agency Staff

Labor Leaders

Community Leaders and Non-profits

Regional Leaders

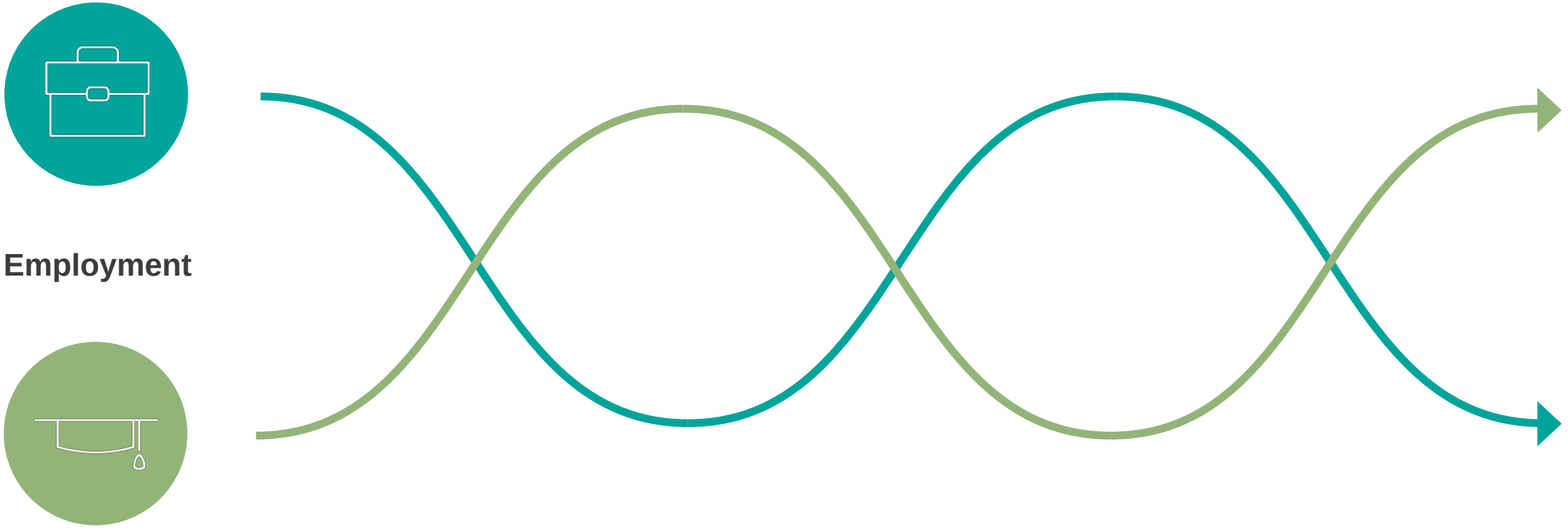
The Reality Today: Disconnected pathways between education and employment

Education

(K-12 and Postsecondary)

Employment

The Solution: Career connected learning is a braided pathway that connects students to the career opportunities around them, starting early in their schooling



Employment

Education

(K-12 and Postsecondary)

The Solution: Connected pathways require a connected system

Employment

Government

Industry

Employers

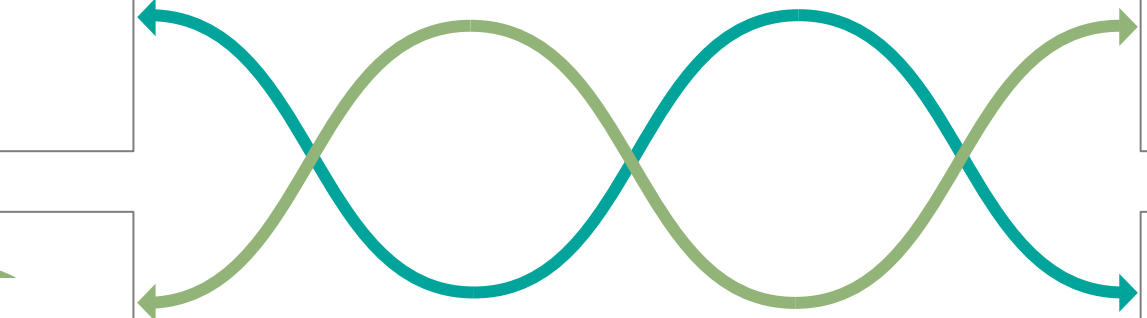
Labor

Education

K-12

Higher Education

(incl. CTC, 4-Year)

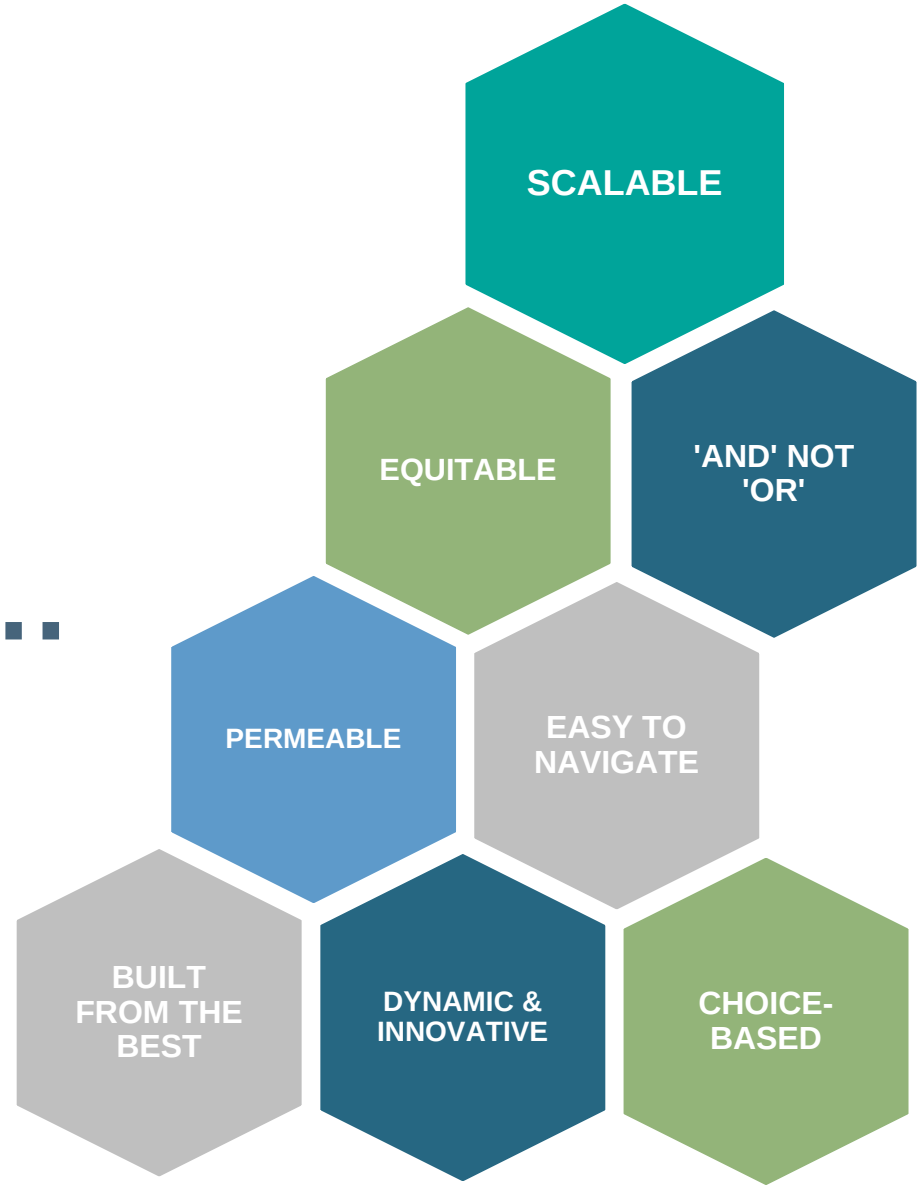


CCW provides the connective tissue to grow CCL programs statewide

CCW Vision and Principles

To reach our vision and ambition, we need a comprehensive system that follows a set of core principles

SYSTEM DESIGN PRINCIPLES…



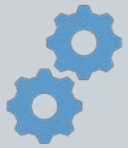
…AND PROGRAM DESIGN PRINCIPLES

- Provide **positive ROI for employers;** built on skills and competencies **defined by employer**
- Be **high-quality** and lead to positive outcomes for young adults
- Leverage modern **digitally-connected tools**

CCW's Vision is to ensure equitable CCL access and outcomes for Washington students

Every young adult in Washington will have multiple pathways toward economic self-sufficiency and fulfillment, strengthened by a comprehensive statewide system for career connected learning.

In order for every young adult to succeed, we must intentionally focus on populations furthest from opportunity especially students of color, Indigenous students, low-income students, rural students, and students with disabilities.



We acknowledge that systemic racism has held students back, especially Black and Indigenous students, and we aspire to build an anti-racist system for career connected learning.

Equity Measurement

Race, income, geography, gender, citizenship status, and other demographics and student characteristics will no longer predict the outcomes of Washington's students.

Career Connect Washington will build a career connected learning system that enables students who participate in Career Explore, Career Prep, and Career Launch to complete programs, attain sustaining-wage entry-level jobs, and reach family-sustaining wage careers (across industries and occupations) at equitable rates across population demographics.

Achieving this goal means that CCW will build a system that ensures that every young adult:

- Has ***equitable access*** to Career Connect Washington programs, including Career Explore, Career Prep, and Career Launch
- Is ***enrolling in and completing*** Career Launch programs at equitable rates across population demographics
- Is ***entering living wage careers or college level learning*** after their Career Launch programs at equitable rates

Detail: 5-part strategy to advance equity in career connected learning

Data

Identify system, resource, and outcome gaps by region, measure progress and outcomes against equity goals, and provide transparent and timely updates to stakeholders.

Technology

Connect students and families to existing programs and wraparound supports via in-development CCW program directory. Advocate for internet and technological access for students.

Student Supports

Implement policy and legislative changes to lower barriers to participation and completion for students furthest from opportunity.

Provide Best Practices

Develop professional toolkits and guides to support CCW partners in identifying and addressing equity challenges. Solutions will be informed by community relationships and tailored to achieve equity goals.

System Accountability

Measure performance of system partners including state agencies, regional networks, and intermediaries against agreed upon equity goals and outcomes.

We are building the infrastructure to create new and grow existing CCL programs

Definition

Work-based programs with aligned classroom learning that culminate in a postsecondary credential*, producing a competitive candidate for meaningful employment (includes Registered Apprenticeship programs)

Career Launch

Career-specific instruction at a worksite or in a classroom for academic credit

Career Prep

Early exposure opportunities to careers and career options (e.g. career fairs, worksite tours)

Career Explore

*Postsecondary credential means certificate, or at least one year towards an associates or bachelor's degree

Career Launch definition

Career Launch Programs: Positioning young adults for promising careers

Meaningful, high quality on-the-job experience

- ☑ At worksite
- ☑ Paid and academic credit
- ☑ Occupation-aligned
- ☑ Employer supervisor at ratio typical of occupation
- ☑ Defined competencies and skills gained
- ☑ Full compliance with existing legal regulations

+ Aligned classroom learning

- ☑ Curriculum and program requirements developed in partnership with employers and industry
- ☑ Aligned with academic and employer standards
- ☑ Qualified instructors
- ☑ Dedicated student support (academic and career)

→ Competitive candidate

- ☑ Able to continue in employment **OR** successfully compete for jobs leading to financially-sustainable and fulfilling careers

+ Valuable credential beyond high school diploma

- ☑ Credential attained

OR

- ☑ Significant progress (at least one year) towards a 2- or 4-year credential

Quality Control: Industry and Education-led endorsement process for Career Launch

Career Launch Programs will be endorsed in a rigorous CCW-led process including

- Industry-validated (e.g. students work-ready, critical mass of employers participating, valued across industry, high-potential career pathway)
- Academically-validated (e.g. state-wide recognition and transferability, aligned with high-quality academic standards)
- Endorsement will be reviewed periodically based on student outcomes

Only endorsed Career Launch Programs will have access to increased support (including capacity funding) and count towards CCW goal

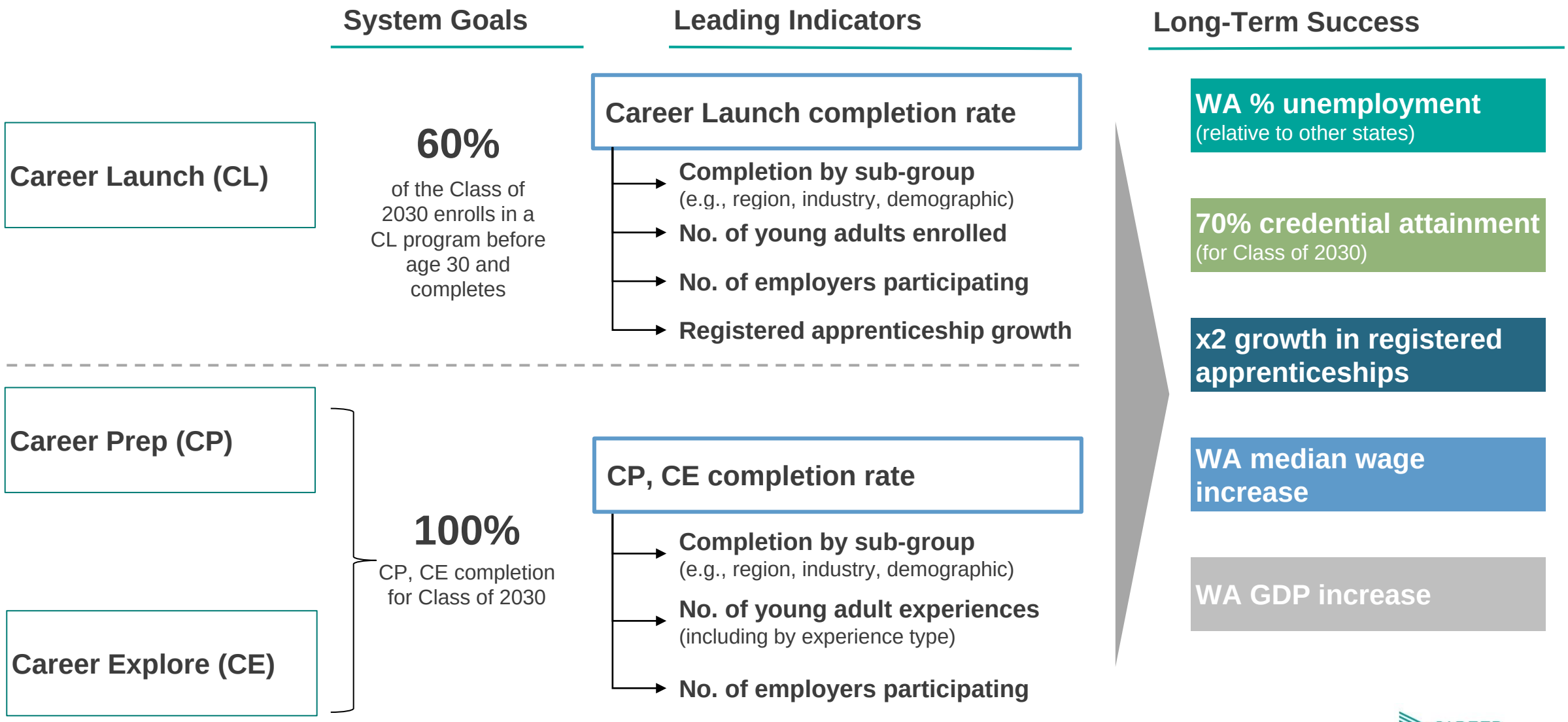
Career Launch endorsement applications reviewed monthly

Endorsement application available on SBCTC website

- Programs can be offered at community and technical colleges, training centers, universities and K-12 schools that partner with higher-education institutions
- Further information regarding K-12 Career Launch 1.2 FTE funding available via slides and webinar

CCW Scaling and Sustainability

Ambition: Enable all WA young adults to experience career connected learning



Progress to Date

16,043

Over 14,000 students enrolled in Career Launch programs (data from July 2021 – June 2022)[1]

4,474

Career Launch completions by students enrolled before age 30

(data from July 2019 – June 2022)

125

New Career Launch programs created

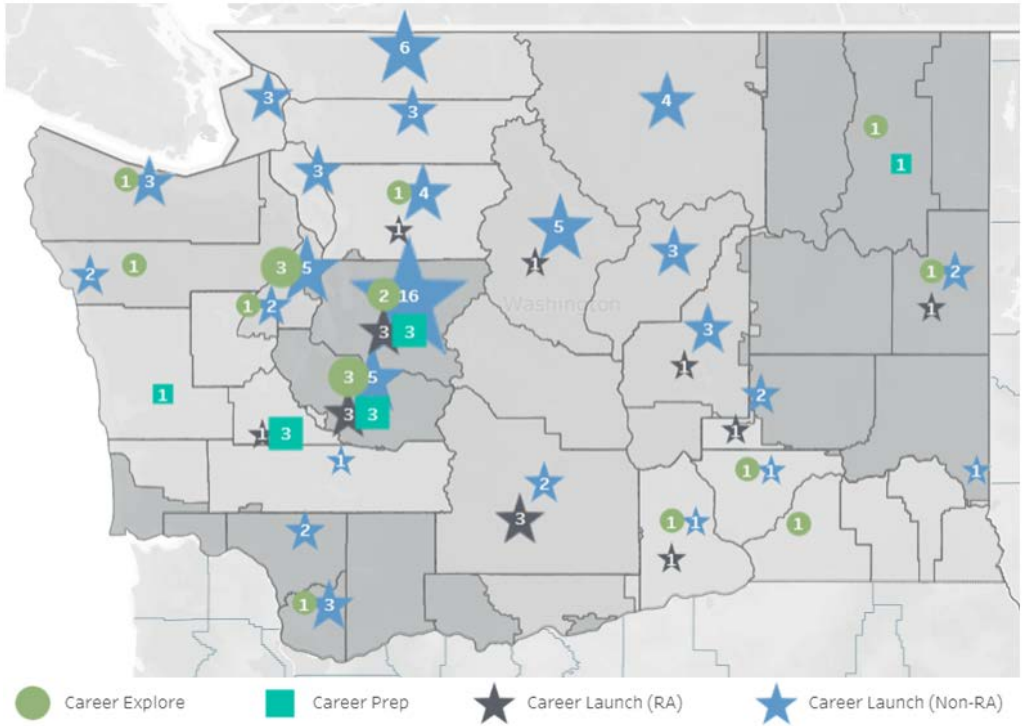
- Of which 31 are Registered Apprenticeships

$29.2M

Good Jobs Challenge (Dept. of Commerce): $23.5M over three years to grow career connected learning programs

Apprenticeship Building America (Dept. of Labor): $5.7M over four years to grow Registered and Pre-Apprenticeships

CCW Grant-Funded Programs

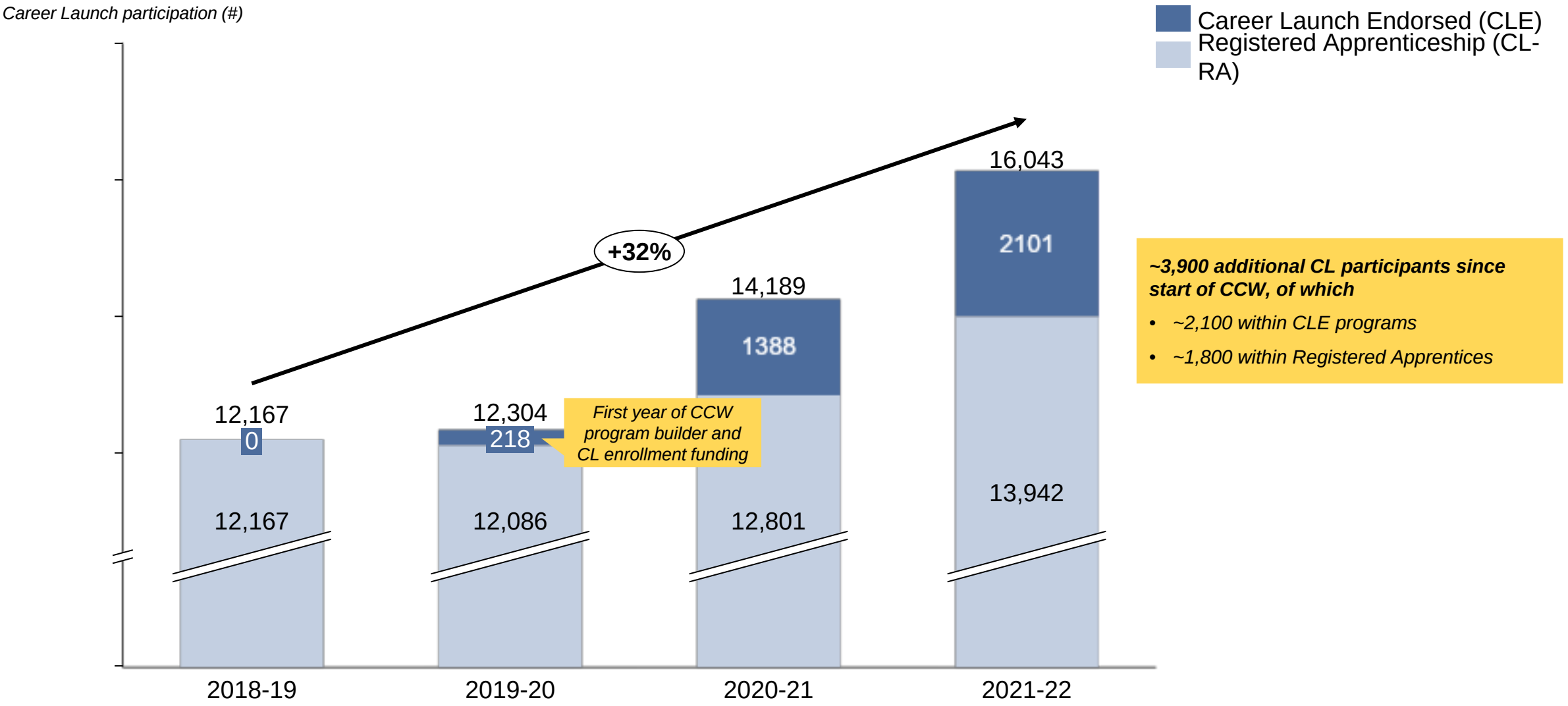


1. Enrollment of students under 30 years old as of June 2022, includes active state Registered Apprenticeships and Career Launch students; Apprenticeship numbers reflect total growth, influenced by a variety of factors, including economic expansion prior to the COVID-19 pandemic.

CAREER CONNECT WASHINGTON

32% growth in Career Launch programs (inclusive of RA) since implementation of CCW legislation – growth continued despite pandemic and related challenges

Career Launch participation (#)



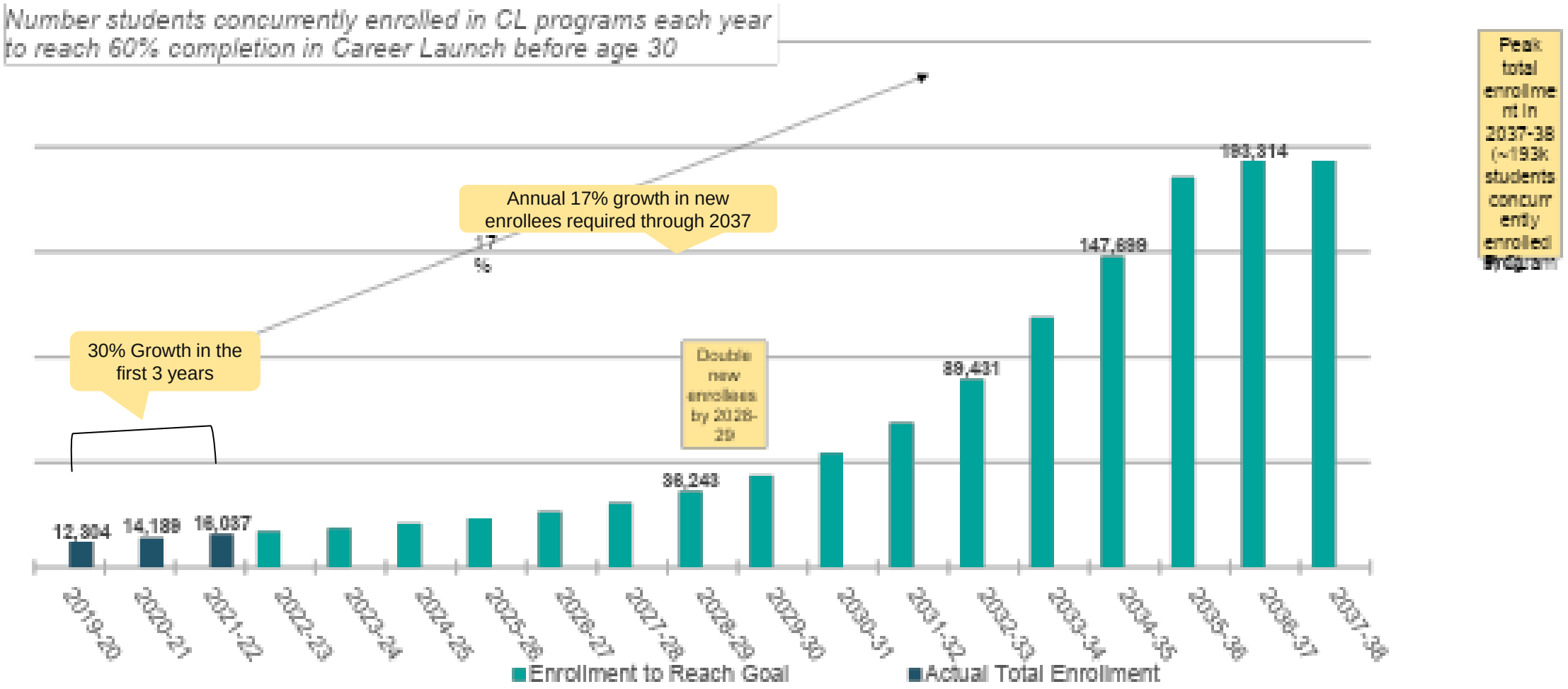
~3,900 additional CL participants since start of CCW, of which

- *~2,100 within CLE programs*
- *~1,800 within Registered Apprentices*

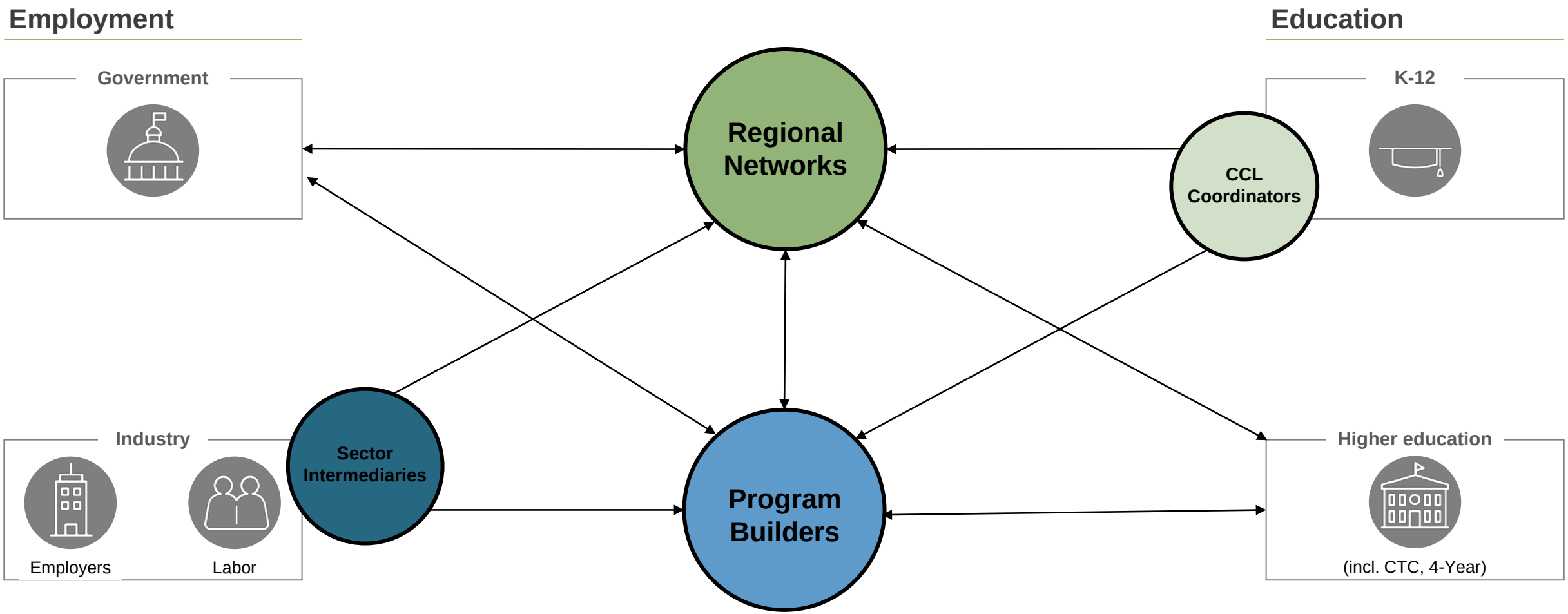
Participation includes only those under 30 years old; Registered Apprenticeship (CL-RA) numbers reflect total growth, influenced by a variety of factors including economic expansion prior to the COVID-19 pandemic

CAREER CONNECT WASHINGTON

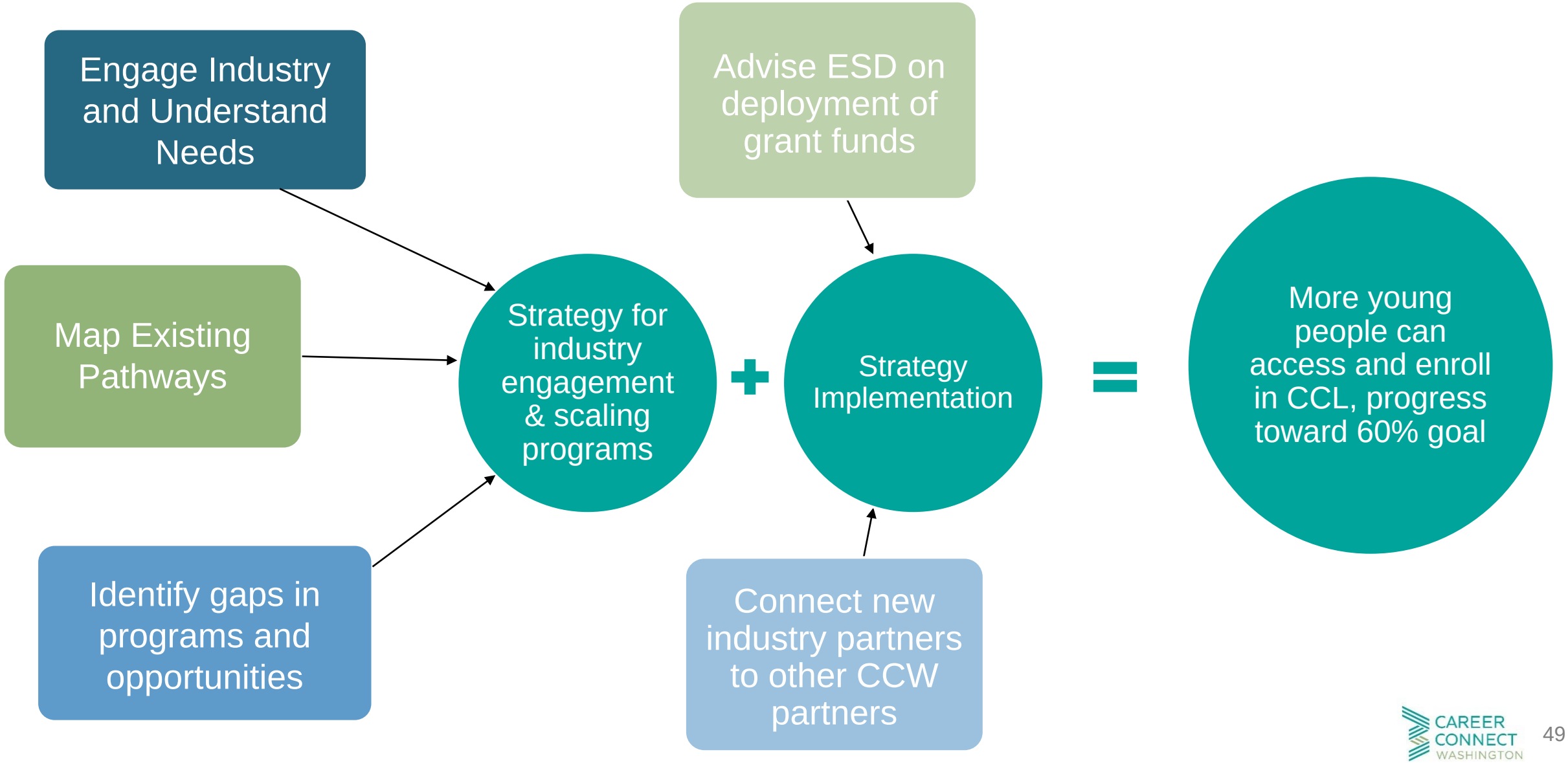
CCW making early progress against long-term goal



CCW Coalition of Partners



Addition of Sector Intermediaries helps to scale existing CCL programs through engagement with employer and labor partners across sectors



Looking ahead: CCW developing proposals now for FY23-25 session to achieve long-term sustainability and scale

Equitable Outcomes

- Hold **system and institutions accountable** to achieve CCW **racial and social justice goals**
- Expand **supports for students to enroll in and complete CCL programs**

Sustainability

- Ensure **resources** required **for long-term success**
- Increase **agency & partner ownership/accountability**

High-Quality

- Ensure **outcomes are at least equivalent to academic-only pathways**

Communications

- **Spread the word & increase awareness**
- Ensure messaging **reaches students furthest from opportunity**

Employer Partnerships

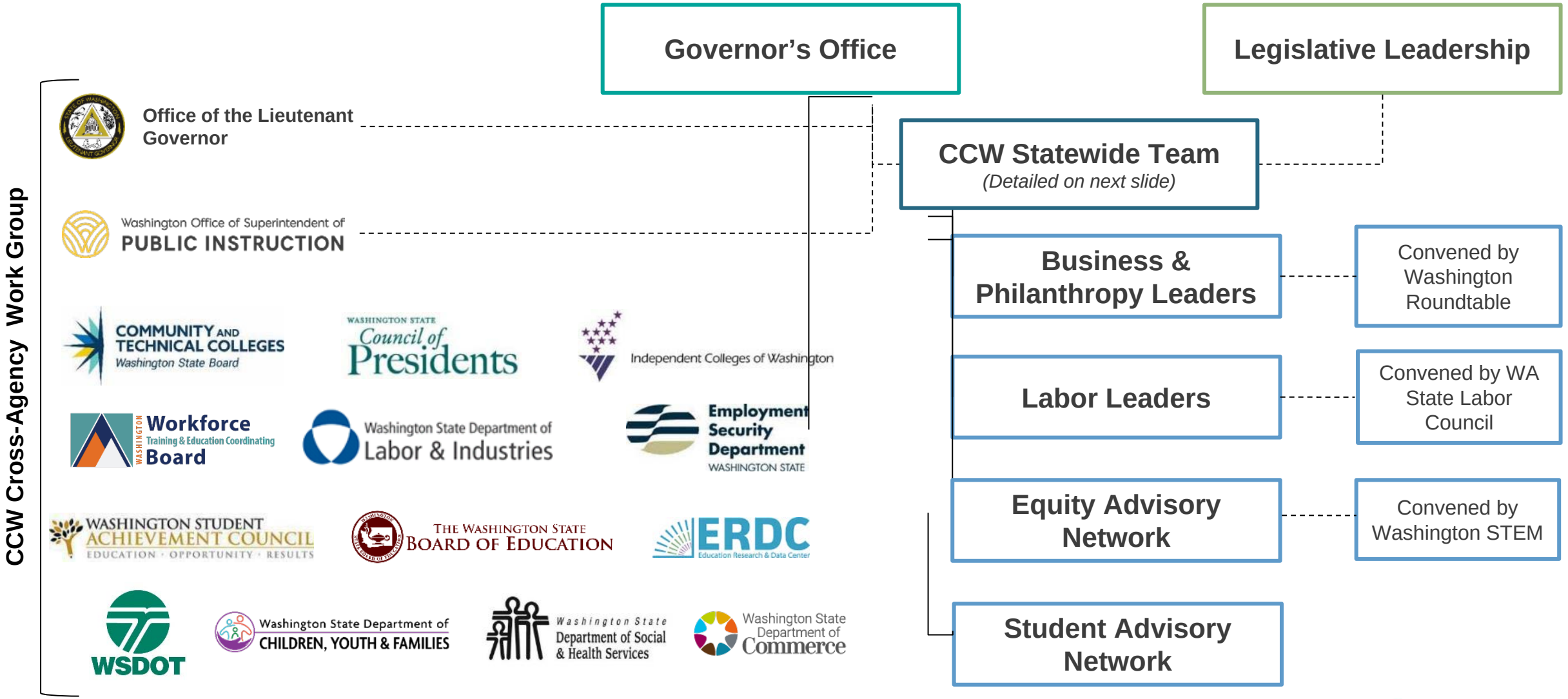
- Continue **building even stronger corporate champions**
- Dramatically expand **employer participation in paid Career Launch training**

K-12, CTC, & 4-Year Partnerships

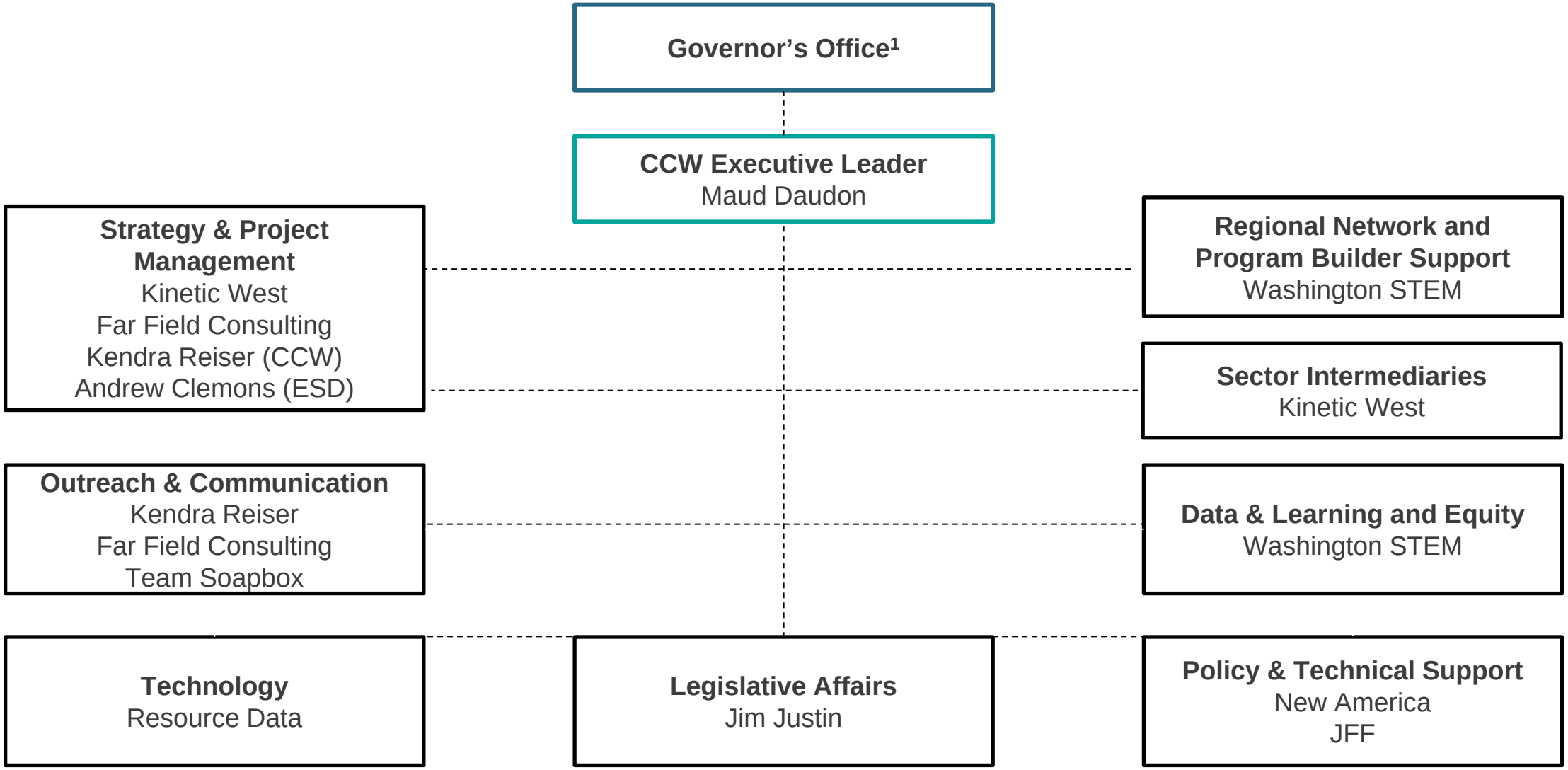
- Grow **Career Launch programs and enrollment in K-12, CTC, and 4-year**
- Create **Career Explore and Prep programs in K-12**

How CCW is organized

CCW Coalition of Partners: CCW Statewide Advisory Agency, Industry, and Equity Partners



CCW Coalition of Partners: CCW Statewide Advisory Team Structure



1. Lead by Jamila Thomas, John Aultman, Maddy Thompson, and Ramona Nabors

The CCW Coalition of Partners includes Regional Networks and CCL Coordinators

Network: Kareen Borders
borders@skschools.org

CCL Coordinator: Kimberly Hetrick
khetrick@oesd114.org

Counties: Clallam, Jefferson, Kitsap, and Mason

Network: John Bonner
john@wabsalliance.org

CCL Coordinator: Walter Jackson
wjackson@psesd.org

Counties: King and Pierce

Network: Lorie Thompson
lthompson@esd113.org

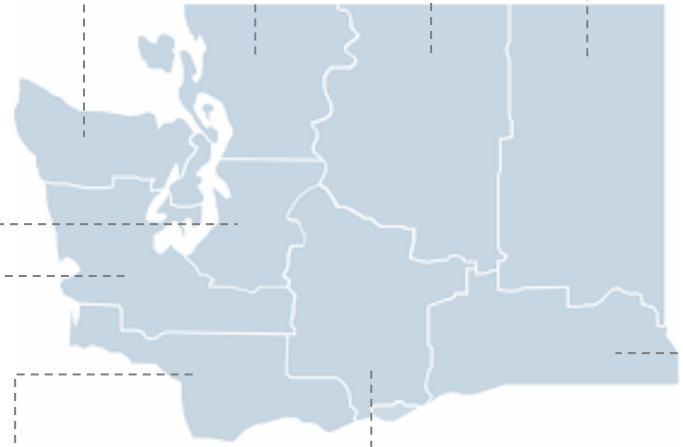
CCL Coordinator: Cecily Kiester
ckiester@esd113.org

Counties: Grays Harbor, Lewis, Mason, Pacific, and Thurston

Network: Vickei Hrdina
vickei.hrdina@esd112.org

CCL Coordinator: Chad Mullen
chad.mullen@esd112.org

Counties: Clark, Cowlitz, Klickitat, Pacific, Skamania, and Wahkiakum



Network: Jenny Veltri
jveltri@nwesd.org and Alyssa Jackson
alyssaj@snohomishstem.org

CCL Coordinator: Sinead Plagge
splagge@nwesd.org

Counties: Island, San Juan, Skagit, Snohomish, and Whatcom

Network: Sue Kane
suek@ncesd.org and Aaron Parrott
aaronp@skillsource.org

CCL Coordinator: Sue Kane
suek@ncesd.org

Counties: Chelan, Douglas, Grant, and Okanogan

Network: Cassidy Peterson
cpeterson@greaterspokane.org

CCL Coordinator: Jessica Dempsey
jdempsey@esd101.net

Counties: Adams, Ferry, Lincoln, Pend Oreille, Spokane, Stevens, and Whitman

Network: Debra Bowen
deb@STEMlearning.org

CCL Coordinator: James Kindle *jkindle@esd123.org*

Counties: Asotin, Benton, Columbia, Franklin, Garfield, and Walla Walla

Network: Mark Cheney
mark.cheney@esd105.org and Hugo Moreno *hugo.moreno@esd105.org*

CCL Coordinator: Shelly O'Neill
shelly.oneill@esd105.org

Counties: Grant, Kittitas, Klickitat, and Yakima

New sector leader cohort across 10 industries building statewide strategies to grow career connected learning

Advanced Manufacturing & Aerospace
AWB Institute / Aerospace Future Alliance

Agriculture & Natural Resources
Agriculture & Natural Resources Center of Excellence

Clean Technology & Energy
CleanTech Alliance

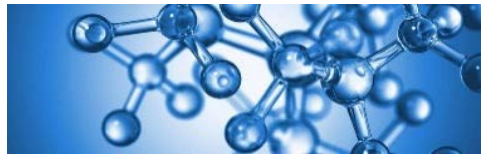
Construction
AGC Education Foundation

Education
Professional Educator Standards Board (PESB)

Finance
Washington Bankers Association

Healthcare
SEIU Healthcare 1199NW Multi-Employer Training and Education Fund

IT & Cybersecurity
Computing for All



Life Science
Life Science Washington

Maritime
NW Center of Excellence for Marine Manufacturing & Technology

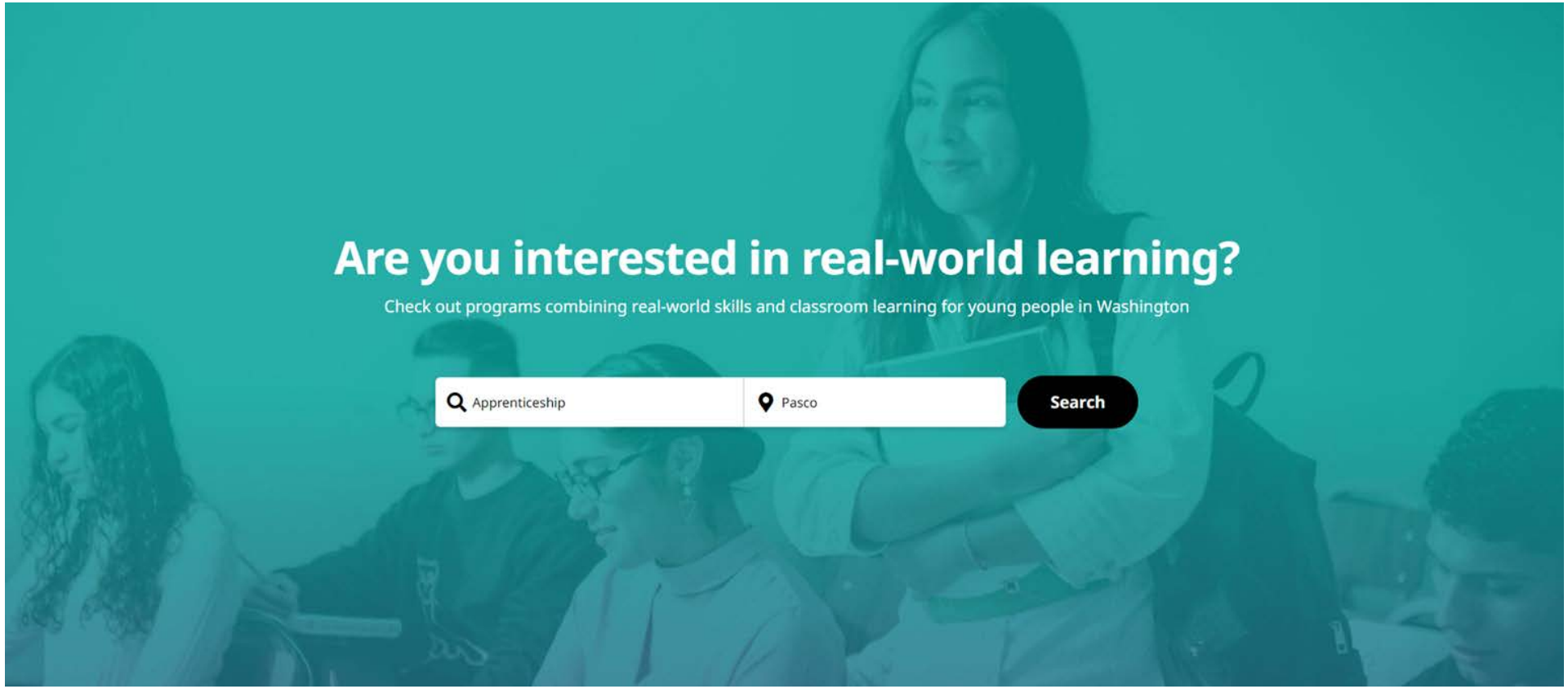
Seven inaugural strategies posted to CCW website in March 2023, remainder expected in June

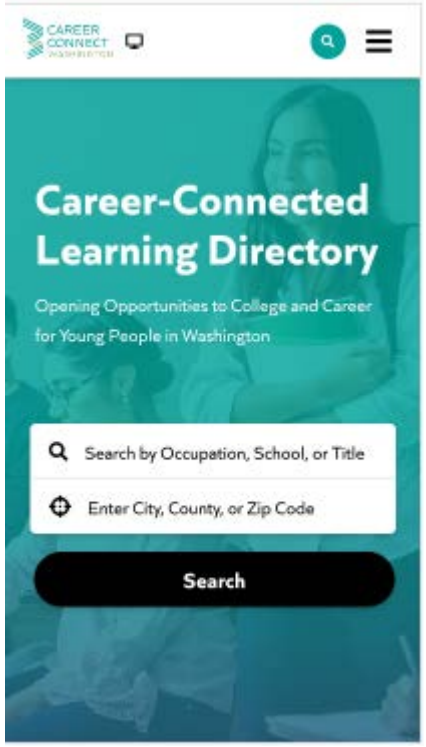
https://careerconnectwa.org/partners/sector-leaders/

CCW Program Directory

Idea for CCW Program Directory Emerges from Student & Family Research

CCW Program Directory: CareerConnectWA.org/Directory/

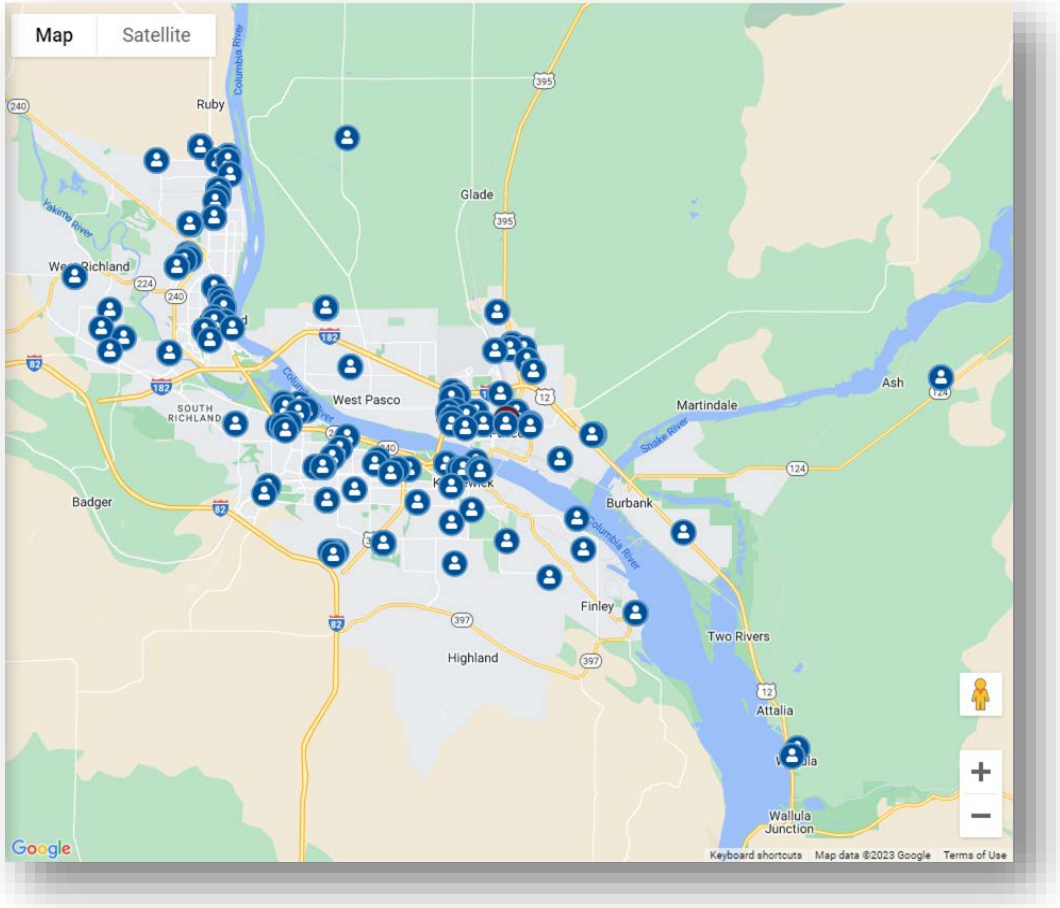




Responding to demand, CCW launched comprehensive career connected learning program directory and equity supports directory

Features:

- Users can search by:
  - Type of program: Explore, Prep, or Launch
  - Area of interest, occupation, or keyword
  - Geographic location
  - Hourly wage range
  - Educational Institution or Skill Center
- Connected to a directory of student support services
- Mobile device-friendly
- Embeddable on partners' websites
- Tested by students, teachers, counselors and feedback used to improve features



Example of search results of career connected learning programs in Pasco, WA

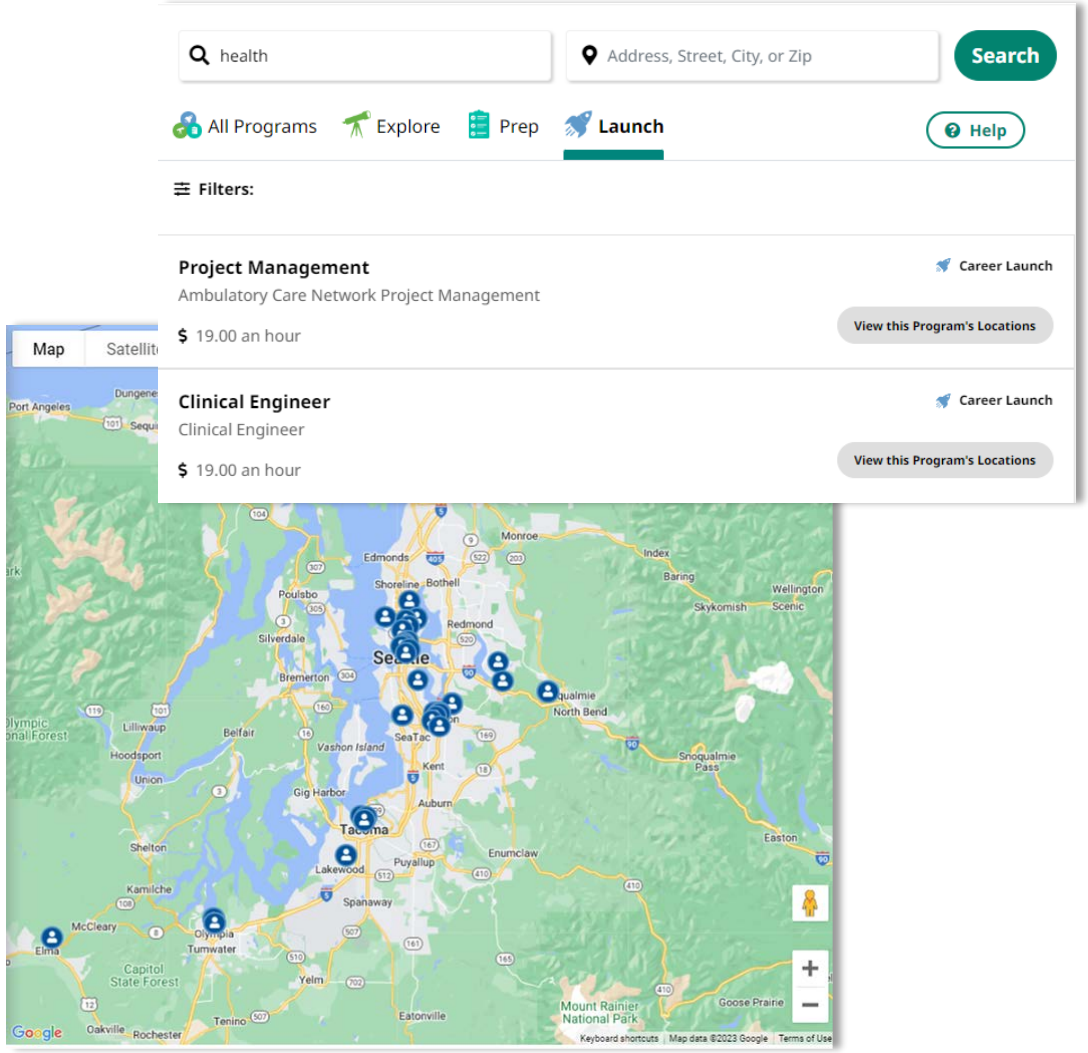
Responding to demand, CCW launched comprehensive career connected learning program directory and equity supports directory

Progress over the last 12 months:

- Top used resource: Equity Support Search, which is populated by FindHelp.org (formerly Aunt Bertha)
- Top visited programs in the past 12 months:
    - Healthcare pathways in the King-Pierce region
        - Ex: Certified Nurse Assistant, Allied Health Clinical Engineer, Ambulatory Care Network Project Manager, Home and Community Care Nursing Assistant Pathway
    - Career Explore fairs statewide
    - IT programs statewide like the Software Developer and Cybersecurity Technician programs

What's Next:

- Search upgrade so results can be filtered and sorted, to increase accuracy of search results



Example of search results for healthcare Career Launch programs in the King-Pierce region

Integrated database of student support services

Career Launch

Automotive Technicians

Automotive Technology

509-682-6614 | Visit Program Website | jwalter@wvc.edu

Wage:	$13.50 an hour
Program Length:	250 worksite hours, 1160 class hours
Start Date:	September 1, 2020
End Date:	September 1, 2023

How to Apply

Program Information

Minimum Requirements

High School Diploma or Equivalent

Other Requirements

Must have a valid driver's license

Tags

Accessible by Public Transportation
Financial Aid Available

Locations

Operating in the Following Counties

Chelan, Douglas, Okanogan

Institutions

- Wenatchee Valley College
  116 West Apple Avenue, Omak, WA

Resources to Help You

Financial Assistance

Find financial assistance options to help pay for school and everyday needs.

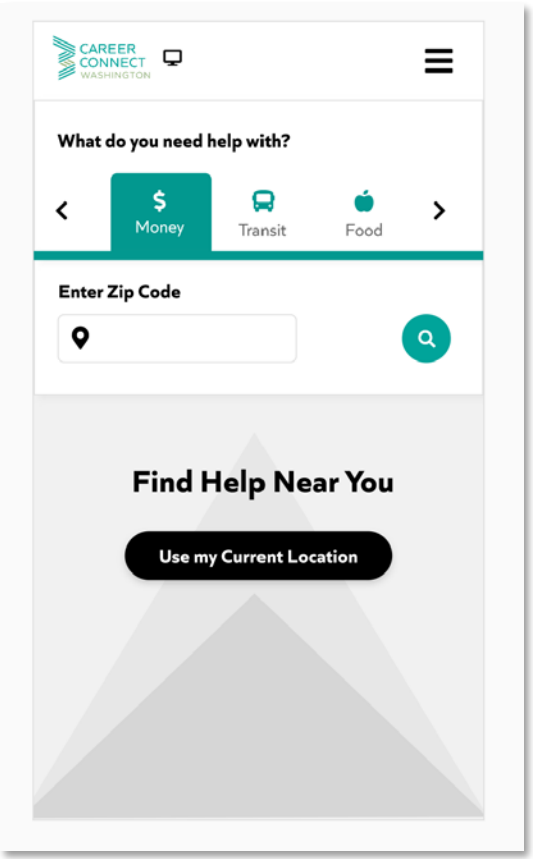
View Info

Transportation

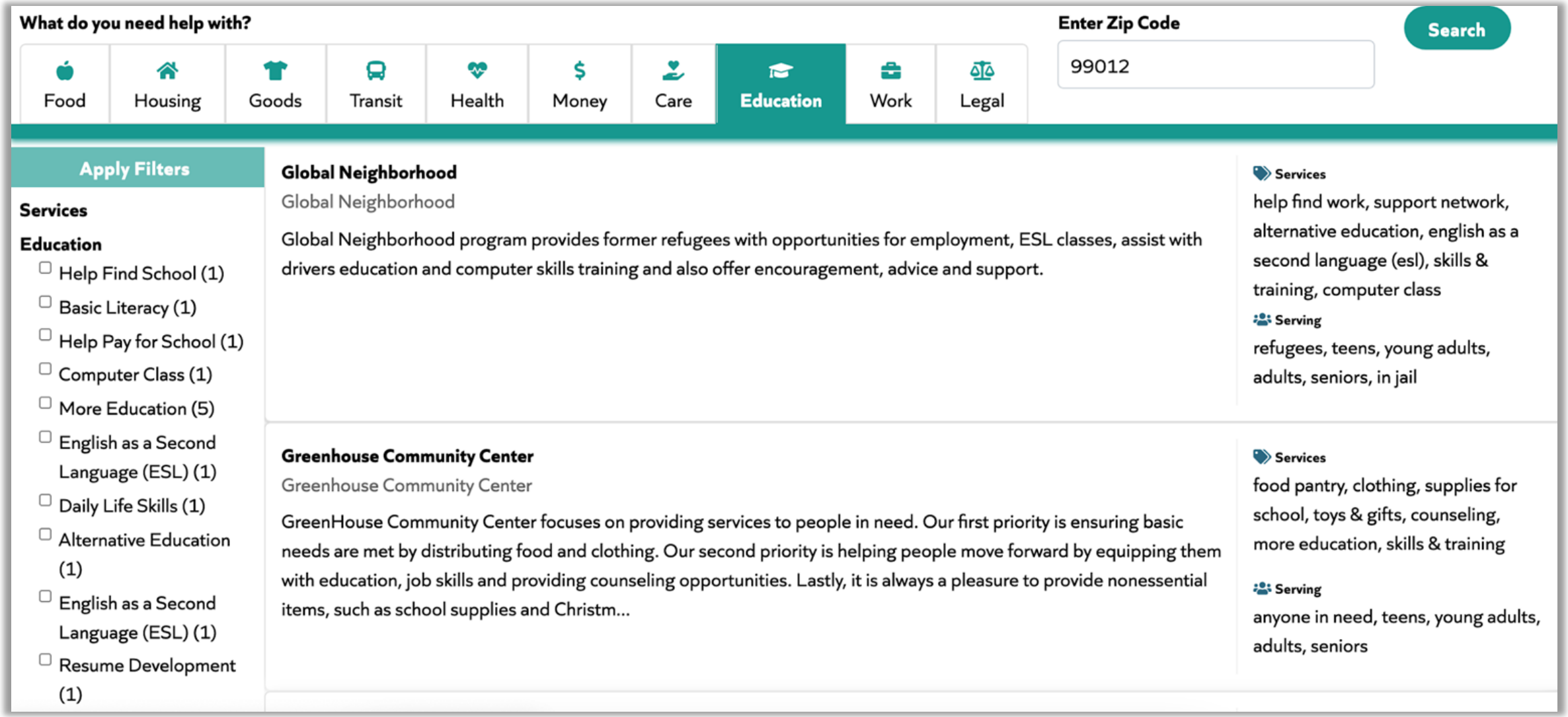
Find services in your area that can help you pay for transit.

View Info

View Info



Integrated database of student support services



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