CAREER CONNECT WASHINGTON

Intermediary Funding

Round 7

July 26, 2021

Agenda

CCW Overview

Overview of the RFP

Elements of a Successful Application

Q & A

Vision for career connected learning in Washington

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

We will achieve this vision by connecting employers, labor, education, and government to create and scale career connected learning opportunities

Employment

Government

Industry

Employers

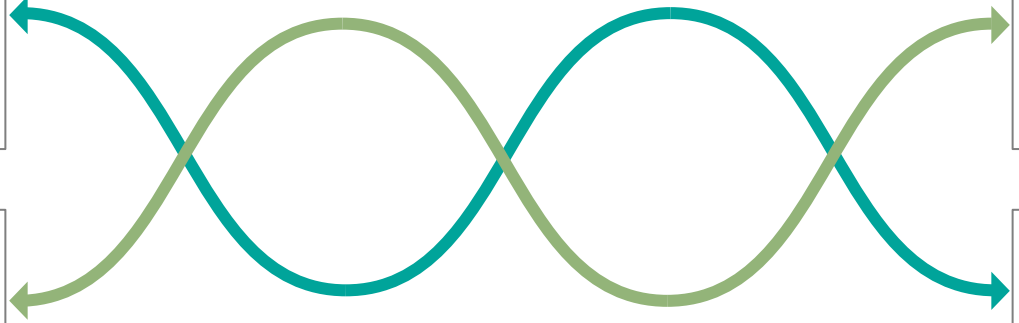
Labor

Education

K-12

Higher Education

(incl. CTC, 4-Year)

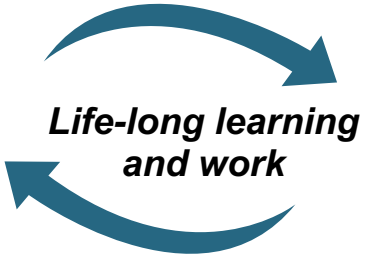


CCW can provide the connective tissue to grow CCL programs state-wide

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. **Registered Apprenticeships are included as Career Launch**



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 CONNECT WASHINGTON

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

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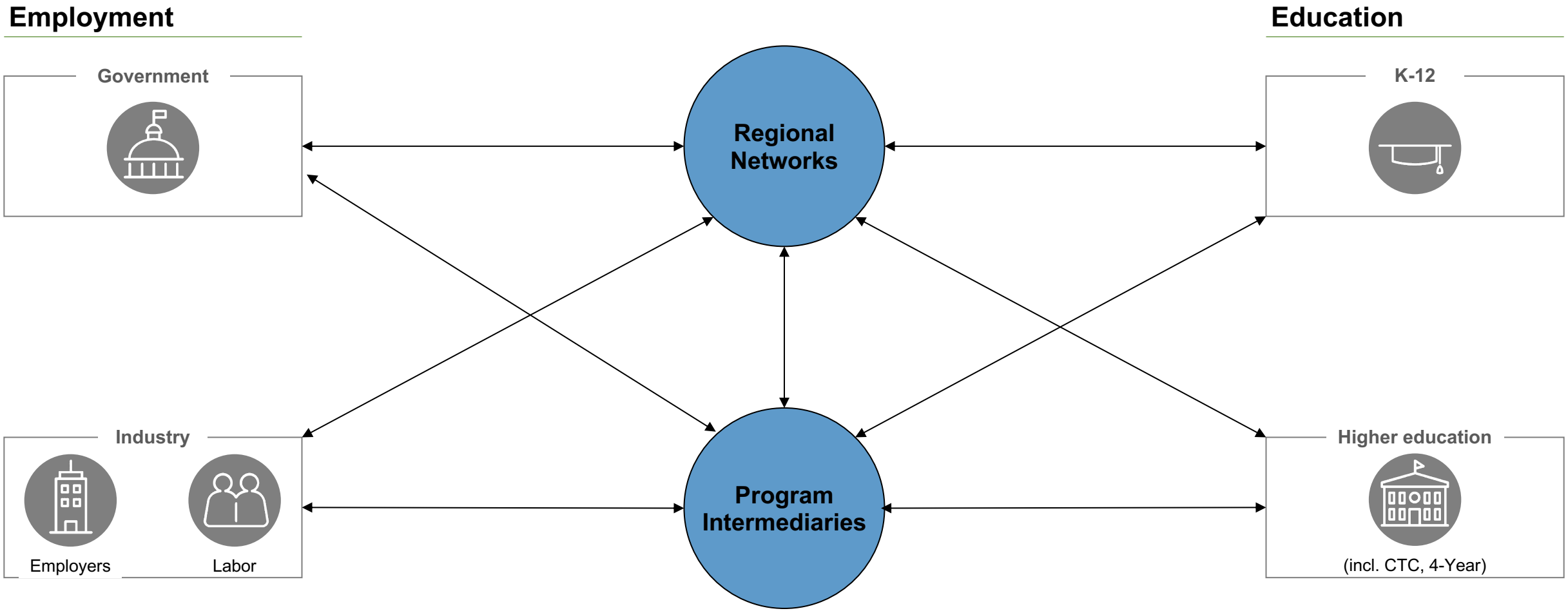
Valuable credential beyond high school diploma

- Credential attained

OR

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

Regional networks and program intermediaries provide the necessary connections



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: Angie Sievers
angies@snohomishstem.org and Jenny Veltri jveltri@nwesd.org

CCL Coordinator: Sinead Plagge
splagge@nwesd.org

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

Network: Sue Kane
suek@ncesd.org

CCL Coordinator: Tami McBride
tamim@ncesd.org

Counties: Chelan, Douglas, Grant, and Okanogan

Network: John Bonner
john@wabsalliance.org

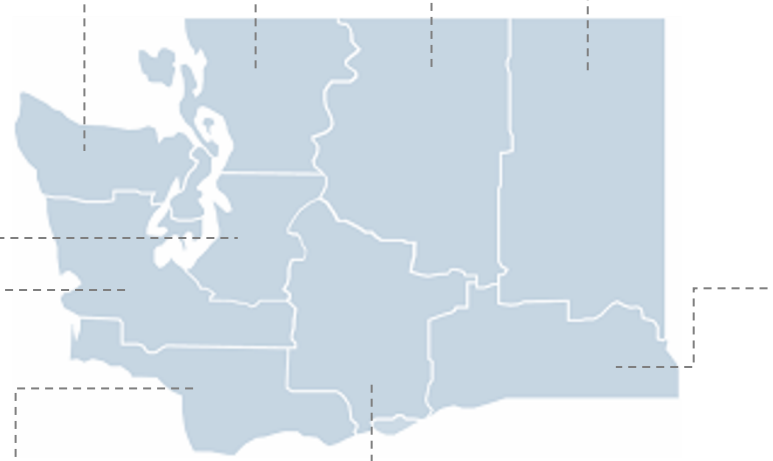
CCL Coordinator: Walter Jackson
wjackson@psesd.org

Counties: King and Pierce

Network: Cassidy Peterson
cpeterson@greaterspokane.org

CCL Coordinator: Dennis Conger
dconger@esd101.net

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



Network: Lorie Thompson
lthompson@esd113.org

CCL Coordinator: Pat Lange
plange@esd113.org

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

Network: Debra Bowen
deb@STEMlearning.org

CCL Coordinator: James Kindle jkindle@esd123.org

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

Network: Vickei Hrdina
vickei.hrdina@esd112.org

CCL Coordinator: Scott Culbertson
scott.culbertson@esd112.org

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

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

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

Program endorsement: Approval process overview

The purpose of the endorsement process is not to evaluate or "score" programs, but to ensure each programs meets the standards of the Career Launch definition

Career Launch program application has three parts:

Program checklist

Industry checklist

Academic checklist

A subset of the CCW cross-agency work group will review applications at least quarterly to endorse Career Launch programs

CLER membership includes representatives from education, employers, labor, and government

- Education stakeholders from K-12, CTCs, and 4-year institutions
- Industry (employers and / or labor when appropriate)
- Governor's office / CCW Team
- An "open chair" for **additional experts, leaders** as needed for specific Career Launch programs

Membership varies based on Career Launch applications received and feedback provided by applicants and the CCW cross-agency work group

See SBCTC website for more information on application components and to see example applications from endorsed programs

Our equity goal

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

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Overview of the RFP

Details of the Proposal

Q & A

Goals of the RFP

The goal of this funding is to catalyze the development and scaling of high-quality Career Launch programs across Washington.

Program intermediaries will work with regional networks, career connected learning coordinators at the Educational Service Districts, and industry and education partners to develop new curricula for career launch programs or expand the use of current curricula.

Intermediaries will develop Career Launch programs, apply for state endorsement, and work with business and education partners to launch the program.

Proposals to develop Career Prep or Career Aware programs are also welcome and will also be considered for funding.

Schedule of Activities:

Issue Request for Proposal Via WEBS (Washington's Electronic Business Solution)	July 19, 2021
Bidders Conference	Right now!
Bidders Submit Questions To RFP Coordinator	**By 2:00 p.m. PST August 2nd, 2021**
ESD Responses To Bidder Questions Via WEBS	August 6, 2021
Bidder Proposals Due	**By 5:00 p.m. PST September 13, 2021**
Conduct bid evaluations	September 20, 2021 (estimated)
Announce Apparent Successful Bidders Via WEBS	October 5, 2021
Projected Contract Work Begins	On or after November 1, 2021

Updates in Rounds 3, 4, 5, 6 & 7

- One program per proposal. Bidders can submit multiple proposals – new in Round 3
- Budget section is scored – new in Round 3
- Career Launch proposals receive a 10-point preference – new in Round 3
- Scoring rubric updated to include a 5-point COVID-19 Response Preference – new in Round 4
- Federal WIOA funds – same as Rounds 1-3, 5-6
- **NEW Question:** 3.2.1.5. Why is grant funding necessary to complete the proposed activities? – Round 6
- **NEW Question:** 3.3.1.6.. How will you collaborate with Career Connected Regional Networks, Career Connected Learning Coordinators, and Local Workforce Development Boards? – Round 7

Deliverables

For new programs:

Endorsement-ready Career Launch program that includes the following elements:

- Skills, competencies, and relevant credentials for targeted occupations, outlined with employer partners
- Classroom curriculum (RSI for registered apprenticeships), developed with education partners with review and input from employers
- Supervised paid work experience with employer partners
- A plan for future partnerships and/or scalability of the program within and across sectors and/or geographic locations (e.g. articulation, degree pathways, partnerships involving multiple education institutions and employers).

Please see a complete list of deliverables on pages 4-5 of the RFP

Deliverables

For existing programs:

Scale an existing program to increase enrollment across industries and regions that includes:

- New or expanded existing articulation agreements between high schools and post-secondary institutions
- New employer partners (including letters of endorsement and commitment to hire participants into Career Launch)
- Committed education partners (including letters of endorsement and commitment to participate)

OR

Enhance an existing program to meet Career Launch requirements

Please see a complete list of deliverables on pages 4-5 of the RFP

Goal: submit program for Career Launch Endorsement at end of contract

To be designated as a Career Launch program, the program must be endorsed.

- To receive the Career Launch endorsement, you will need to complete the Career Launch Endorsement Review (CLER) application. The application is available at www.sbctc.edu/career-launch.

- Please see Application Requirements for Program Endorsement at: https://www.sbctc.edu/career-launch/career-launch-endorsement-review.aspx.

Receiving the grant does not guarantee that the program developed with the funds will receive endorsement.

Funding

- Approximately $3,000,000 of Workforce Innovation and Opportunity Act (WIOA) is available for Round 7.
- We will award multiple contracts in this round.
- The target amount for awards is $100,000-$150,000 each.
- Awards will not exceed $250,000 per contract.

Proposal

The RFP includes mandatory and scored requirements. Please see the RFP document starting with page 12 for the details.

Items in Section 3, Proposal Contents, marked “mandatory” must be included as part of the proposal for the proposal to be considered responsive; however, these items are not scored.

Items marked “scored” are those that are awarded points as part of the evaluation conducted by the evaluation team.

- Program design (35 points)
- Partnerships (20 points)
- Track record of success (15 points)
- Equity (15 points)
- Cost proposal (15 points)
- Career Launch preference (10 points)
- Executive Order 18-03 Preference (5 points)

Cost Proposal:

As part of your application, please identify all costs to be charged for performing the activities described in the Proposal Part of the application.

Please use Exhibit G – Budget Template to identify budget categories and describe expenses within each budget category.

Funding will support program development costs and will not support enrollments, wrap around services, instruction, or any other direct services to participants.

Allowable budget categories may include any of the following, provided costs are attributable to contract activities:

- Staff Salaries
- Staff Benefits
- Costs for outreach to business and education partners
- Travel directly related to program development
- Supplies/non-capital equipment
- Contracts for curriculum development

Please see a complete list of deliverables on pages 4-5 of the RFP

Evaluation

- Each program proposed by any given Bidder will be scored separately.
- Items in Section 3, Proposal Contents, marked “MR” must be included as part of the proposal for the proposal to be considered responsive; however, these items are not scored. Items marked “MS” are those that are awarded points as part of the evaluation conducted by the evaluation team.
- The RFP Coordinator may contact the Bidder for clarification of any portion of the Bidder’s proposal.
- Responsive proposals will be evaluated by a team*, consisting of:
    - ESD
    - LnI
    - OSPI
    - SBCTC
    - Labor
    - Industry
    - Career Connect WA Staff
    - Regional Network Director
    - Career Connected Learning Coordinator
    - Former Intermediary
- Evaluation team’s scores and feedback will be presented to an executive-level committee, representing labor, business, Office of the Governor, and Career Connect WA.
- Oral presentation may be required and will determine whether interviewees receive funding.

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Program design:

- Strong preference for Career Launch programs
- Concise description of the program you are seeking to create or expand – including demonstration of understanding of how the program aligns with the CCW framework (e.g. need to demonstrate how the Career Launch definition applies to ALL the elements of the proposed program)
- Clear purpose and outcomes for the planning phase (e.g. pre-endorsement for Career Launch programs)
- Clear outcome metrics with timelines (e.g. number of students to be enrolled by when)
- Demonstrate appropriate scope (tasks can be accomplished during contract's performance period of approximately 12 months and within the proposed budget)
- Applications for program expansion should be to expand to new industries, geographies, and / or with a *significant* increase in student enrollment
- For Career Explore and Prep programs, strong preference for applications with significant enrollment potential

Partnerships:

- Partner roles are clearly defined and supported by detailed / customized letters of support that demonstrate the partner's understanding of their role in the program (i.e. general letters commenting on the past performance of the applicant do not qualify as a letter of support for the program proposed)
- Preference for programs that already have employer partners secured – focus should be on building the curriculum rather than sourcing partners for already-developed programs
- Diversity of partners represented including business, labor, regional networks, education organizations, etc. (specific stakeholder groups represented will vary by application)

Budget:

- Detailed description for each budget line item
- When using subcontractors, should include details on scope of work and deliverables
- Funding request should be no higher than $250,000, but shoot for $150,000
- Should the proposal scope indicate that the scope of the project is beyond $250,000, there should be details on how the remaining funding will be secured or how the CCW award amount would be used should no additional funding be secured

Equity:

- Details on the specific supports available and how students will be made aware of these supports
- Equity supports provided by partner organizations should be included in the partner letter of support

Other considerations

- Please review all the requirements. Failure to properly fill out all the required forms – such as Wage Theft Prevention form, Certifications and Assurances, and Executive Order 18-03 Preference – will result in disqualification.
- Please do not zip your files
- If you're not selected as an Apparent Successful Bidder (ASB), do contact ESD for a debrief within 3 business days of the announcement of the ASBs.
- Apparent Successful Bidders will be announced via WEBS (List of winning proposals will be uploaded as an amendment document) and via careerconnectwa.org e-mail list. Separate notifications will go to Regional Networks and Career Connected Learning Coordinators.
- Please check your Junk folder for bounce-back notification (may happen if message is above 30MB in size)
- Please respond to questions concisely and directly. The committee will not review information contained in links or supplemental attachments (other than letters of support)

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Questions?

Please direct all questions by 8/6 to:

Andrea Goff

RFP Coordinator

esdgpbids@esd.wa.gov

360-890-3723

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