



**Office of Children
and Family Services**

Request for Proposals

**Division of Juvenile Justice and Opportunities for Youth
Office of Community Partnerships
Workforce Development Demonstration Project**

February 21, 2019

WDDP Bidders Webinar

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Webinar Objectives

- Introduction of the Workforce Development Demonstration Project (WDDP)
- Program Purpose
- Program Model
- Eligibility Requirements
- Funding Availability
- Performance Outcomes
- Evaluation Process
- Questions and Answers

Timeline Review

Deadline for Submission of Written Questions	2/22/2019 by 4 p.m. EST
Responses to Written Questions Posted in the Grants Gateway (on or about)	3/06/2019
Recommended Deadline to Prequalify in the Grants Gateway	3/08/2019
Deadline for Submission of Proposals	3/15/2019 by 4 p.m. EST
Interviews/Site Visits, (optional) (not earlier than the week of)	Not Applicable
Anticipated Notification of Award (not earlier than)	4/10/2019
Anticipated Contract Start Date (not earlier than)	7/01/2019

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WDDP Purpose

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Introduction of WDDP

- A community-based alternative education/workforce development program
- Integrates project-based learning and occupational skills training
- Prepares disadvantaged youth for long-term career success and opportunities for post-secondary education

Introduction of WDDP

- This program will utilize a Pay for Success (PFS) approach, which is performance-based.
- PFS requires applicants to demonstrate, document, and provide verification of past success delivering the services proposed by the applicant.
- OCFS expects to award up to \$5,500,000 statewide over a two-year period under this RFP.

WDDP Program Purpose

OCFS is prioritizing this approach to work-based learning to provide education and learning opportunities designed specifically for youth 16-24 years old with one or more of the following risk factors:

- Court-involved or at-risk of involvement in the youth or criminal justice system
- Disconnected from positive supports
- Members of high-need communities, in foster care (including youth aging out of foster care), disabled, not receiving positive family support, or a migrant youth
- Not engaged in traditional education and/or employment opportunities
- At-risk of being gang-involved or participating in gangs
- Lacking the skills necessary to obtain education or employment

WDDP Program Purpose

Successful applicants will :

- Have experience providing alternative educational programming and on-the-job training to at-risk youth between the ages of 16-24 with an emphasis on service and leadership development, and
- Provide OCFS with an evaluation or evidence of past performance outcomes.

Note: Those that provide an independent/third party evaluation will be given preference during the evaluation process.

Evaluation or Evidence of Past Performance Outcomes

Organization's most recent **independent/third party evaluation**

OR

Organization's **internal evaluation of specific performance targets** that have been measured in the organization's current programs.

Independent/Third Party Evaluation

An independent/third-party evaluator is defined as either an individual evaluation consultant or a firm specializing in program/project evaluation.

WDDP Key Components

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Key Components

- Academic/Educational Support
- Occupational Skill Training
- Supportive Services
- Post-Program Job Support

Key Components – Academic Support

Successful awardees will be required to:

- Provide an alternative education/workforce development program for youth to obtain a high school diploma or state high school equivalency credential to youth below grade level or who have dropped out; and
- Demonstrate the ability to develop local partnerships that enable youth to pursue post-secondary educational opportunities.

Key Components – Occupational Skills Training

Successful awardees will be required to:

- Provide occupational skill instruction which may include, but is not limited to: building trades, service industries, information technology, healthcare, security, and maintenance;
- Prepare youth to gain access into career pathways and/or further education or training; and
- Provide hands-on training components to demonstrate skill competencies through paid or unpaid internships/apprenticeships.

Key Components – Supportive Services

- Successful awardees will be required to effectively assess and meet each participant's support needs outside of educational and vocational domains such as basic life skills, financial literacy, or managing trauma.
- This may be accomplished through services such as these:
 - Case management
 - Direct support services on site
 - Partnerships with external social services

Key Components – Post-Program Job Support

- Successful awardees will be required, at a minimum, to assist graduating participants to move on to careers, post-secondary institutions and apprenticeships.
- Programs must provide instruction/assistance in each of the following:
 - Completing college applications
 - Searching for online jobs and completing online applications
 - Developing effective interviewing skills
 - Career exploration/guidance
 - Applying for apprenticeship opportunities
 - Conflict resolution

WDDP Eligibility Requirements

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WDDP Eligibility Requirements

Successful awardees must meet these mandatory eligibility criteria:

- Be a not-for-profit organization, charitable foundation, not-for-profit educational institution, or a government entity.
 - The Pay For Success (PFS) budget appropriation funding this opportunity precludes for-profit entities from applying.
 - **For-profit entities may not apply.**
- Have at least three (3) years of experience teaching youth occupational skills in high demand industries either on their own or in combination with the experience of their subcontractor(s) that have worked with the applicant for at least three (3) years.
- Have at least three (3) years of experience providing credentialed or registered educational services, including fostering post-secondary opportunities to high-risk youth either on their own or in combination with the experience of their subcontractor(s) that have worked with the applicant for at least three (3) years .
- Propose to serve one of the eligible counties or sites.
- Provide and document 5% cash match.

WDDP Eligibility Requirements

- This match is a cash contribution from a private funding source to support the total program budget.
 - **Funds must be private funds from a non-governmental source.**
- The documentation must be in the form of a **letter** or an **agreement** that is **dated and signed before a notary.**

WDDP Eligibility

Of the \$5,500,000 available, OCFS is initially allocating up to \$1,000,000 to eligible applicants proposing to serve the following locations on Long Island:

- Suffolk County - Town of Islip
- Suffolk County - Town of Huntington
- Suffolk County - Town of Babylon
- Nassau County - Town of Hempstead

WDDP Eligibility Requirements

- The remaining funds will be available to eligible applicants proposing to serve the following locations at an initial maximum state award amount of \$500,000 over the two-year project period:

Albany County – City of Albany	Rockland Co. – Village of Spring Valley
Onondaga County – City of Syracuse	Erie County – City of Buffalo
Broome County – City of Binghamton	Schenectady Co. – City of Schenectady
Orange County – City of Newburg	Monroe County – City of Rochester
Orange County – City of Middletown	Westchester County – City of Yonkers
Chautauqua County – City of Jamestown	Westchester County – City of Mt. Vernon
Rensselaer County – City of Troy	Niagara County – City of Niagara Falls
Dutchess County – City of Poughkeepsie	Ulster County – City of Kingston
Oneida County – City of Utica	

WDDP Eligibility Requirements

Agencies that are encouraged to apply include, but are not limited to:

- Faith-based and community organizations
- An entity carrying out activities under the Workforce Investment and Opportunity Act (WIOA)
- An educational institution
- A community action agency
- A state or local housing development agency
- An Indian tribe or other agency primarily serving Native Americans
- A community development corporation
- A state or local youth service conservation corps
- Any other public or private non-profit entity that is eligible to provide education or employment training under a federal program

WDDP Outcome Measures

Proposed Performance Outcome Targets:

- Provide the **percentage being proposed** for each of the outcome targets;

AND

- Describe how the proposed outcome measures are **reasonable and realistic.**

WDDP Evaluation Process

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WDDP Evaluation Process

- All proposals will be reviewed and scored by a select group of OCFS personnel based upon criteria outlined in the RFP.
- Scoring will be based upon the following:
 - Project Description
 - Performance Measures
 - Organizational Experience and Capacity
 - Budget

WDDP 5% Cash Match and 5% Bonus Guidelines

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Mandatory 5% Match

- This match must be a cash contribution, which may be met with a private source/donations or existing organizational funds if the source of those funds are non-governmental.
- In-kind donations do not satisfy the 5% match requirement.
- Awardees who meet all their proposed program performance outcome targets by the end of the contract term will be reimbursed their 5% match.

5% Match Documentation

- The documentation **MUST**:
 - Be in the form of a **letter or agreement**,
 - Be **signed and dated**, and
 - Be **notarized** by a notary public
- The documentation must **indicate**:
 - The funds will be available **during the term of the contract**.
 - The dollar amount of the cash-match funds being contributed, which must be calculated by multiplying the amount of funds being requested from OCFS by 5%.
 - If the signatory to the document is signing on behalf of the donor of funds, then the documentation **must be signed by an individual authorized by law to bind the donor**.
- For applicants that are using their own cash or cash reserves, the letter must be **submitted by the applicant indicating that their entity is using existing funds** and the letter must meet the all the other requirements.

Example of 5% Match Calculation

An applicant seeking an award from OCFS of \$100,000 will require \$5,000 in cash-match funds to support total project expenditures of \$105,000

\$100,000	OCFS Requested Funds
<u>+ \$5,000</u>	<u>5% Cash Match From Applicant</u>
\$105,000	Total Project Cost

Example of 5% Match Calculation If A Bidder Includes Additional Resources

- Some applicants may choose to contribute additional resources to the project, which will increase the Total Project Cost.
- This is allowable, and will not impact the amount of the required 5% cash match.
- **The 5% cash match will still be calculated by multiplying the amount of funding being requested from OCFS by 5%.**

\$100,000	OCFS Requested Funds
+ \$5,000	5% Cash Match From Applicant
+ \$45,000	Additional Funds Contributed by Applicant
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\$150,000	Total Project Cost

Potential Additional 5% Bonus

Contract awardees who exceed all their proposed performance outcome targets at the end of the contract term will be paid an additional 5% of the OCFS awarded funding amount at the end of the contract term.

WDDP Outcome Measure Examples

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Performance Measures

Performance outcomes to be reported on are:

- Program enrollment and completion;
- Academic achievement;
- Skill training;
- Post-program placement, and
- Support services.

WDDP Outcome Measures

Category A	Category B	Category C	Category D	Category E
Program Enrollment Outcome Measurements	Academic Outcome Measurements	Skill Training Outcome Measurements	Post-Program Placement	Support Services
% of youth enrolled in the program that will have at least 3 of the identified risk factors listed in RFP section 2.1	% of youth who will complete the program experience literacy/ numeracy gains	% of youth that will demonstrate basic competency in entry-level occupational skills	% of youth who successfully complete the program that will be placed in paid jobs/ apprenticeships or go on to other higher educational opportunities	% of youth that will be assessed for supportive service needs within 30 days of program enrollment date
% of enrollees that will successfully complete the program within 2 years	% of enrolled youth that will receive a TASC or HS diploma or will be enrolled in post-secondary education	% of enrolled youth will earn an industry recognized certificate	% of youth who have previous justice involvement that will have no arrests while in the program	% of youth that will receive services for needs identified

Applicants are encouraged to propose reasonable goals, as the outcome measurements are a scored component of your application.

Example of Performance Outcome Match

- The performance outcome percentages and contract value included in this example are for **demonstration purposes only**

Contract Awardee: Agency XYZ

\$100,000 OCFS Awarded Funds

\$5,000 5% Cash Match

\$105,000 Total Contract Cost

\$5,000 Potential for Additional 5% Bonus

Performance outcome targets established at the start of the contract term by Agency XYZ.

Category A	Category B	Category C	Category D	Category E
Program Enrollment Outcome Measurements	Academic Outcome Measurements	Skill Training Outcome Measurements	Post-Program Placement	Support Services
20% of youth enrolled who will have at least 3 of the identified risk factors listed in RFP section 2.1	20% of youth who will complete the program experience literacy/ numeracy gains	20% of youth who will demonstrate basic competency in entry-level occupational skills	20% of youth who will successfully complete the program will be placed in paid jobs/ apprenticeships or go on to other higher educational opportunities	20% of youth who will be assessed for supportive service needs within 30 days of program enrollment date
25% of enrollees who will successfully complete the program within 2 years	25% of enrolled youth who will receive a TASC or HS diploma or will be enrolled in post-secondary education	25% of enrolled youth who will earn an industry recognized certificate	25% of youth who will have previous justice involvement will have no arrests while in the program	25% of youth who will receive services for needs identified

Performance outcome targets achieved by Agency XYZ at the end of the contract term. As a result Agency XYZ will be reimbursed their 5% cash match.

Category A	Category B	Category C	Category D	Category E
Program Enrollment Outcome Measurements	Academic Outcome Measurements	Skill Training Outcome Measurements	Post-Program Placement	Support Services
20% of youth enrolled who will have at least 3 of the identified risk factors listed in RFP section 2.1	20% of youth who will complete the program experience literacy/ numeracy gains	20% of youth who will demonstrate basic competency in entry-level occupational skills	20% of youth who will successfully complete the program will be placed in paid jobs/ apprenticeships or go on to other higher educational opportunities	20% of youth who will be assessed for supportive service needs within 30 days of program enrollment date
25% of enrollees who will successfully complete the program within 2 years	25% of enrolled youth who will receive a TASC or HS diploma or will be enrolled in post-secondary education	25% of enrolled youth who will earn an industry recognized certificate	25% of youth who will have previous justice involvement will have no arrests while in the program	25% of youth who will receive services for needs identified

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Agency XYZ met some and **exceeded** other performance goals. Agency XYZ will be reimbursed their 5% cash match, but **not** the additional 5% Bonus.

Category A	Category B	Category C	Category D	Category E
Program Enrollment Outcome Measurements	Academic Outcome Measurements	Skill Training Outcome Measurements	Post-Program Placement	Support Services
22% of youth enrolled who will have at least 3 of the identified risk factors listed in RFP section 2.1	20% of youth who will complete the program experience literacy/ numeracy gains	20% of youth who will demonstrate basic competency in entry-level occupational skills	23% of youth who will successfully complete the program will be placed in paid jobs/ apprenticeships or go on to other higher educational opportunities	20% of youth who will be assessed for supportive service needs within 30 days of program enrollment date
25% of enrollees who will successfully complete the program within 2 years	28% of enrolled youth who will receive a TASC or HS diploma or will be enrolled in post-secondary education	25% of enrolled youth who will earn an industry recognized certificate	25% of youth who will have previous justice involvement will have no arrests while in the program	29% of youth who will receive services for needs identified

Agency XYZ exceeded all performance outcome targets by at the end of contract term. Contract awardee will be reimbursed their 5% cash match **and will also be paid the additional 5% bonus.**

Category A	Category B	Category C	Category D	Category E
Program Enrollment Outcome Measurements	Academic Outcome Measurements	Skill Training Outcome Measurements	Post-Program Placement	Support Services
22% of youth enrolled who will have at least 3 of the identified risk factors listed in RFP section 2.1	24% of youth who will complete the program experience literacy/ numeracy gains	24% of youth who will demonstrate basic competency in entry-level occupational skills	23% of youth who will successfully complete the program will be placed in paid jobs/ apprenticeships or go on to other higher educational opportunities	26% of youth who will be assessed for supportive service needs within 30 days of program enrollment date
27% of enrollees who will successfully complete the program within 2 years	28% of enrolled youth who will receive a TASC or HS diploma or will be enrolled in post-secondary education	29% of enrolled youth who will earn an industry recognized certificate	30% of youth who will have previous justice involvement will have no arrests while in the program	29% of youth who will receive services for needs identified

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Additional Items

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Letters of Agreement for Primary Bidder to Subcontract/Partner to Provide Direct Services

Upon notification of award, successful applicants will be expected to execute subcontracts with each subcontractor or partner they proposed in their RFP submission.

Minority and Women Owned Business Enterprise Compliance Information

<https://ocfs.ny.gov/main/bcm/Presentation-MWBE-Understanding-Compliance.pdf>

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Questions



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