



**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**

November 29, 2018

WDDP Bidders Conference

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



Introduction of WDDP

- A community-based alternative education/workforce development program that balances project-based learning and occupational skills training to prepare disadvantaged youth for long-term career success and opportunities for post-secondary education.
- This program will utilize a Pay for Success (PFS) model, which is a performance-based approach. OCFS will require applicants to provide verification of past success in delivering services.

WDDP Program Purpose

WDDP Program Purpose

- Support the goal of increasing positive youth opportunities within targeted communities
- Steer young people toward positive achievements and their future plans or endeavors



WDDP Program Purpose

- OCFS is prioritizing this alternative education/workforce development approach to provide opportunities for youth ages 16 to 24 with the following specific risk factors:
 - Court-involved or at risk of involvement in the justice system
 - Disconnected from positive supports
 - Residing in high-need communities
 - Currently in (or aging out of) foster care
 - Disabled or migrant youth
 - Not engaged in traditional education and/or employment opportunities and lacking the skills necessary to obtain education or employment
 - Participating in gangs or at risk of gang involvement
- Combinations of these risk factors place youth at a greater risk to become justice involved.



WDDP Program Purpose

Successful awardees will have:

- Experience providing alternative educational programming and workforce development to at-risk youth between the ages of 16-24;
- A strong, comprehensive approach to providing youth opportunities to learn and develop vocational skills; and
- Provided OCFS with an evaluation of past performance outcomes.

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



WDDP Program Model

WDDP Program Model

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

WDDP Program Model

Academic/Educational Support

Successful awardees will be required to:

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

WDDP Program Model – Occupational Skills Training

Successful awardees will be required to:

- Provide occupational skill instruction that may include, but is not limited to, building trades, service industries, information technology, healthcare, security, and maintenance;
- Prepare youth for further education and/or or training opportunities and develop career pathway strategies; and
- Provide a hands-on training component to demonstrate skill competencies through paid or unpaid internships/apprenticeships.

WDDP Program Model – Supportive Services

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

WDDP Program Model – Post-Program Job Support

Successful awardees will be required to assist graduating participants in the following:

- Completing college applications
- Searching for online jobs and completing online applications
- Developing effective interviewing skills
- Career exploration/guidance
- Applying for apprenticeship opportunities

WDDP Eligibility Requirements

WDDP Eligibility Requirements

Successful awardees must meet these mandatory eligibility criteria:

- Be a not-for-profit organization, charitable foundation, or a government entity.
 - The Pay For Success (PFS) budget appropriation funding this opportunity precludes for-profit entities from applying.
- Have at least three (3) years experience teaching youth occupational skills in high demand industries.
- Have at least three (3) years experience providing credentialed or registered educational services, including fostering post-secondary opportunities to high-risk youth.
- Propose to serve one of the eligible counties/sites listed in the RFP and on the next slide.
- Provide a 5% cash match.

WDDP Eligibility Requirements

- OCFS is initially allocating up to \$5.5 million, with \$1 million to applicants proposing to serve **Long Island (Nassau and/or Suffolk Counties)**.
- The remaining funds will be available to the following cities:

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



WDDP Eligibility Requirements

- The 5% match is a cash contribution from a private funding source to support the total program budget.
 - **They 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.**
- The documentation must indicate that the funds will be available during the term of the contract and, 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.

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 Innovation and Opportunity Act (WIOA), such as a local workforce investment board or American Job Center
- An educational institution, including a local school board, public school district, or community college
- A community action agency
- A state or local housing development agency
- An Indian tribe or other agency primarily serving American Indians
- 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

Organization's Demonstrated Performance

Bidders will provide documentation of their program's current performance outcomes by **one** of the following methods:

The organization's most recent independent/third party evaluation which is defined as:

- *An individual evaluation consultant,*
- *Or a firm specializing in program/project evaluation.*

OR

The organization's internal evaluation of specific performance targets that have been measured in the agency's programs.

Performance outcomes to be reported are:

- *Program enrollment and completion*
- *Academic achievement*
- *Post-program placement*
- *Skill training*



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 who 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 who will demonstrate basic competency in entry-level occupational skills	% of youth who will successfully complete program will be placed in paid jobs/ apprenticeships or go on to other higher educational opportunities	% of youth who will be assessed for supportive service needs within 30 days of program enrollment date
% of enrollees who will successfully complete the program within 2 years	% of enrolled youth who will receive a TASC or HS diploma or will be enrolled in post-secondary education	% of enrolled youth who will earn an industry recognized certificate	% of youth who will have previous justice involvement will have no arrests while in the program	% of youth who will receive services for needs identified

- Provide the percentage being proposed for each of the outcome targets on attachment 3 of this RFP and describe how the proposed outcome measures are reasonable and realistic.
- The outcome measurements are a scored component of the application.

WDDP Evaluation Process

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
 - Organizational Experience and Capacity
 - Performance Measures
 - Budget

Mandatory 5% Match

- WDDP awardees are required to provide a 5% cash match.
- This cash match may be reflected in any budget category *and must be*
 - From a private funding source to support the total program budget, and
 - From a non-government source.
- Awardees that meet all their proposed program performance outcome targets by the end of the contract term will be reimbursed their 5% match.

Potential Additional 5% Bonus

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



Example of Performance Outcome Targets from a Contract Awardee

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

Contract Awardee

\$100,000 Contract Budget

\$95,000

\$5,000 (5% Private Cash Match)

Contract awardee performance outcome targets established at the start of the contract term.

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

Contract awardee performance outcome targets achieved at the end of the contract term. As a result, the contract awardee 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

Contract awardee performance outcome targets achieved at the end of the contract term. As a result, the contract awardee will be reimbursed their 5% cash match, but not the additional 5%.

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

Contract awardee performance outcome targets achieved at the end of contract term. Contract Awardee will be reimbursed their 5% cash match and will also be paid the additional 5%.

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

Minority and Women Owned Business Enterprise Compliance Information

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



Timeline Review

Deadline for Submission of Written Questions	12/05/2018 by 5 p.m. EST
Responses to Written Questions Posted in the Grants Gateway (on or about)	12/14/2018
Recommended Deadline to Prequalify in the Grants Gateway	12/14/2018
Deadline for Submission of Proposals	12/28/2018 by 4 p.m. EST
Interviews/Site Visits, (optional) (not earlier than the week of)	Not Applicable
Anticipated Notification of Award (not earlier than)	1/15/2019
Anticipated Contract Start Date (not earlier than)	5/1/2019

Questions

