

# America's Job Centers of California (AJCC) **Modernization** Request for Proposals (RFP) Update

Los Angeles County Workforce Development Board Quarterly Meeting

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# Agenda

- 01.** MODERNIZATION OVERVIEW
- 02.** PROCUREMENT RECAP
- 03.** TIMELINES AND MILESTONES
- 04.** SNAPSHOT OF RESULTS
- 05.** NEXT STEPS
- 06.** Q&A

# AJCC Modernization Overview

Through significant research and public engagement efforts, DEO identified the **North Star Principles** and 7 overarching modernization strategies to strengthen our AJCC system and increase the overall effectiveness of the services we provide. The North Star Principles include:

*Equitable Outcomes, Inclusive Economic Growth, Economic Mobility, Climate Resilience and Job Quality.*

The **7 modernization strategies** include practices to:

- Empower and Include Community-Based Organizations (CBOs)
- Establish Population and Industry-Specific Centers of Excellence
- Incentivize Quality Outcomes and Impact
- Grow Place-Based and Virtual Service Delivery
- Increase Community Outreach and Engagement
- Prioritize High Road Pathways
- Invest in Effectively Staffed AJCCs that Serve as High Road Employers

# AJCC Modernization Overview *Cont'd*

## Modernization Strategies in Procurement

- **Empower and Include CBO's:** To further LA County's goal of implementing equity in county contracting, DEO required AJCC providers to co-apply with a small CBO with expertise in serving community in their proposal.
- **Establish Population and Industry-Specific Centers of Excellence:** The COE is a function of our AJCCs that allow each comprehensive area to lead in developing key strategies and planning for the County in one pre-identified industry sector and one pre-identified priority population. Additionally, DEO will lead a COE for recipients of Public Social Service Benefits and County Employment/Public Sector Employment.
- **Invest in AJCCs to Serve as Model High Road Employers:** DEO developed a proposed staffing model that ensures AJCCs have at least 20 full-time benefited staff responsible for direct delivery of services, COE activities, community engagement, and quality assurance. DEO ensured in the staffing model that AJCCs provide at minimum a living wage (\$21.89/hr) to all entry-level employees.

# AJCC Procurement Recap

On **March 30th**, DEO Launched the **AJCC Modernization RFP** via a dedicated webpage.

Resources pertaining to RFP announcement, Bidders Conference, Q&A Addendums, and background on the AJCC Modernization Strategies can still be found on our webpage at: [Modernizing LA County's AJCCs - Department of Economic Opportunity](#).

On **June 22nd**, the Procurement officially closed.

In July DEO launched the evaluation process by first providing training and on-boarding to a team of **28 evaluators** representing local Workforce Development Boards, Workforce Development Boards across the State, EDD, Department of Rehabilitation, Department of Public Social Services (DPSS), Justice, Care, and Opportunity Department (JCOD), Chief Sustainability Office (CSO), and others.

The **28 evaluators formed 7 review committees**, ensuring representation on each committee included a Workforce Development expert, an EDD representative and an expert in the Centers of Excellence.

Evaluators convened to validate all final scores and ensure all proposers met the minimum requirements.

DEO received **31 proposals across 16 lead applicants** with proposals across each of the sub-regions and Veterans specialized center.

# AJCC Procurement Recap *Cont'd*

**Subregions** – Geographically, the AJCC will continue to provide services to the 58 Cities and all of LA County's unincorporated areas. To best serve the region, DEO has designated 8 subregions along with 1 specialized center in which proposers were eligible to apply. This translates to 18 AJCCs across our region.

## The 8 subregions include:

- Rancho Dominguez (1 Comprehensive AJCC and 2 Affiliate AJCCs)
- Antelope Valley (1 Comprehensive AJCC and 2 Affiliate AJCCs)
- Rio Hondo (1 Comprehensive AJCC and 1 Affiliate AJCC)
- Pomona Valley (1 Comprehensive AJCC and 1 Affiliate AJCC)
- East San Gabriel Valley (1 Comprehensive AJCC and 1 Affiliate AJCC)
- East LA/West San Gabriel Valley (1 Comprehensive AJCC and 1 Affiliate AJCC)
- Southeast LA (1 Comprehensive AJCC and 1 Affiliate AJCC)
- The West Los Angeles AJCC co-located and co-funded with Los Angeles City (1 Comprehensive AJCC)

## The 1 Specialized Center:

- The Veterans AJCC co-located with LA County's Military and Veterans Affairs Department (1 Affiliate AJCC)

# Timelines and Milestones: Implementation

**March 2023**

Release LA County AJCC  
Modernization RFP

**June 22, 2023**

Proposals Due

**July 2023**

Launch Evaluation on  
boarding and training

**August/September 2023**

Evaluation and review  
committee convenings

**October/November 2023**

Validation of scores and final  
procurement closure

**December 2023**

Release of award and  
non-award notices

**Milestone Highlight:** On December 14, 2023 DEO released notifications to proposers who received highest scores in each subregion and all other proposers who did not achieve the highest score. DEO is offering conferences with all proposers in late December through January 19, 2024 to answer any questions regarding the scores of their proposals. Upon conclusion of the conferences, proposers may protest the results of the procurement.



# Timelines and Milestones: Implementation

## January 2024

Existing AJCC  
Contracts Extended,  
BOS Approvals

## February 2024

Protest Period Close

## April/May 2024

Contract Negotiations

## June 2024

Final close-out of current  
system and on-boarding of  
new providers

## March 2024

Final BOS Approvals

## July 2024

Full implementation of the  
modernized AJCC system

**Milestone Highlight:** DEO will be implementing 6-month extensions across all current providers through June of 2024. During the extensions, DEO may roll-out AJCC Modernization Strategies across the system with current providers. Early implementation of the Modernization Strategies will inform final policy for full implementation in July.

# Snapshot of Results by Subregion

## Highest Scores by Region and Veterans AJCC

\*Providers also applied and scored highest for Rapid Response Services. An additional \$212k annually is proposed to be added to each proposer's budget to support Rapid Response Services.

Based on the proposals and the data analysis on population and industry growth by region, the following **Centers of Excellence** are being recommended:

### West LA

- LGBTQIA+
- Creative Economy

### Rancho Dominguez

- Justice System Impacted
- Healthcare

### Antelope Valley

- Foster Youth
- Aerospace

### East San Gabriel Valley

- English Language Learners
- Construction

### Southeast Los Angeles

- Individuals Experiencing Homelessness
- Hospitality

### Pomona Valley

- Individuals with Disabilities
- Early Care and Education

### Rio Hondo

- Older Workers
- Trade and Logistics

### East LA/West San Gabriel Valley

- Immigrants and Refugees
- Biotech/Life Sciences

### Veterans AJCC

- Veterans
- Technology

**Current Provider:** AYE

**Highest Scoring Proposer:** DB Grant Associates, Inc

**Co-Applicant CBO:** Treehouse Impact Group

Recommended Funding FY24/25: **\$4.659M + \$200K FOR CBO**

Current Funding FY23/24: **\$3.9M**

### East LA/West San Gabriel Valley

**Current Provider:** HUB Cities

**Highest Scoring Proposer:** DB Grant Associates, Inc

**Co-Applicant CBO:** Treehouse Impact Group

Recommended Funding FY24/25: **\$4.659M + \$200K FOR CBO**

Current Funding FY23/24: **\$4.19M**

### Southeast Los Angeles

**Current Provider:** JVS

**Highest Scoring Proposer:** JVS SoCal

**Co-Applicant CBO:** N/A

Recommended Funding FY24/25: **\$1.657M**

Current Funding FY23/24: **\$1.45M**

### West LA

**Current Provider:** JVS

**Highest Scoring Proposer:** JVS SoCal<sup>3/24</sup>

**Co-Applicant CBO:** N/A

Recommended Funding FY24/25: **\$1.657M**

Current Funding FY23/24: **\$1.2M**

### East San Gabriel Valley

**Current Provider:** Goodwill

**Highest Scoring Proposer:** Managed Career Solutions

**Co-Applicant CBO:** Neighborhood Housing Partners

Recommended Funding FY24/25: **\$4.659M + \$200K FOR CBO**

Current Funding FY23/24: **\$3.97M**

### Rio Hondo

**Current Provider:** Southeast Area Social Services Funding Authority (SASSFA)

**Highest Scoring Proposer:** SASSFA

**Co-Applicant CBO:** Eastmont Community Center

Recommended Funding FY24/25: **\$4.659M + \$200K FOR CBO**

Current Funding FY23/24: **\$3.81M**

### Rancho Dominguez

**Current Provider:** MCS

**Highest Scoring Proposer:** KRA

**Co-Applicant CBO:** R.I.S.E (Reaching Independence through Support & Education)

Recommended Funding FY24/25: **\$4.859M + \$200K FOR CBO**

Current Funding FY23/24: **\$3.91M**

### Antelope Valley

**Current Provider:** JVS SoCal

**Highest Scoring Proposer:** JVS SoCal

**Co-Applicant CBO:** Lost Angels

Recommended Funding FY24/25: **\$4.859M + \$200K FOR CBO**

Current Funding FY23/24: **\$4.14M**

### Pomona Valley

**Current Provider:** Managed Career Solutions

**Highest Scoring Proposer:** Managed Career Solutions

**Co-Applicant CBO:** God's Pantry

Recommended Funding FY24/25: **\$4.659M + \$200K FOR CBO**

Current Funding FY23/24: **\$4.32M**

### Veterans AJCC

department  
of economic  
opportunity

COUNTY OF LOS ANGELES

# Next Steps

## DECEMBER/JANUARY

- Extensions for Current Providers
- Individual Conferences for all Proposers
- Board of Supervisors Approvals for uncontested regions.

## FEBRUARY/MARCH

- Protests and Resolutions
- Implementation Planning for Early Roll-out of AJCC Modernization Strategies
- Final Board of Supervisors Approvals

## APRIL/MAY

- Contract Negotiations
- Early Roll-out of AJCC Modernization Strategies

## JUNE/JULY

- Provider Close-out and On-boarding
- Full Implementation of AJCC Modernization Strategies
- Vendor Onboarding and Training
- Launch of Modernization Branding for FY25

**Questions?**  
**Thank you!**