



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 2

Agenda Date: November 6, 2024

In Control: City Council B Session

DEPARTMENT: Workforce Development Office

DEPARTMENT HEAD: Michael Ramsey

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Pre-Solicitation High Profile Briefing for education and training providers to train RTW participants in-house and provide intake and case management services

SUMMARY:

The City of San Antonio's Workforce Development Office will present a pre-solicitation briefing for a select, high-profile solicitation seeking proven-effective education and training providers interested in delivering training, along with intake and case management services for the San Antonio Ready to Work (RTW) program. This briefing will allow an opportunity for input from Council members.

BACKGROUND INFORMATION:

In November 2020, San Antonio residents approved the San Antonio Ready to Work (RTW) initiative, which is designed to promote economic mobility by increasing access to education, training, and wraparound services for San Antonio residents; and by aligning with the talent needs of local businesses. RTW is funded by a 1/8-cent sales and use tax collected through December 2025 estimated to generate approximately \$240 million.

On February 17, 2022, City Council approved agreements with four local workforce development

providers for implementation services for the Ready to Work program to include intake and assessment, case management, wraparound support services, tuition reimbursement and emergency funding disbursements. The four organizations, often referred to as the 'prime partners' are Alamo Colleges, Project Quest, Restore Education, and Workforce Solutions Alamo. Agreement with these four organizations include an initial three-year term, with three additional one-year extensions.

RTW aims to achieve the following goals: assist 39,000 applicants through intake and initial assessment; enroll 28,000 participants in training programs; and place 15,600 training completers into well-paid, in-demand jobs. Currently in its third year, the RTW initiative seeks to expand its prime partner organizations to scale service delivery and streamline the process between participant intake and enrollment into training. These enhancements will better position RTW to meet the stated program goals.

Due to the significant contract value and high community interest, this solicitation is identified as select, high-profile, requiring a briefing with the City Council at a B Session prior to issuance.

ISSUE:

The Workforce Development Office (WDO) will issue a solicitation seeking responses from education and training providers with programming in select high-demand industries who can provide all RTW services including intake and assessment, case management, wraparound support services, tuition reimbursement and emergency funding disbursements to participants seeking to enroll in or attending their institution and are pursuing a credential leading to a RTW approved job. Staff recommends this approach to leverage the access education and training providers have to local residents seeking training; to streamline reimbursement payments for tuition and emergency funding; and to tap into the training provider's established employer partnerships which can lead to stronger job placement and job verification responses.

WDO has solicited feedback from targeted stakeholders and will brief the San Antonio Ready to Work Advisory Board at its next meeting. This pre-solicitation briefing will cover the estimated contract value, projected timeline, scope of work, terms of the contract, proposed scoring criteria, evaluation committee members, project considerations, local preference applicability, veteran-owned small business preference program applicability and SBEDA program requirements.

ALTERNATIVES:

This item is for briefing purposes only.

FISCAL IMPACT:

This item is for briefing purposes only.

RECOMMENDATION:

This item is for briefing purposes only.