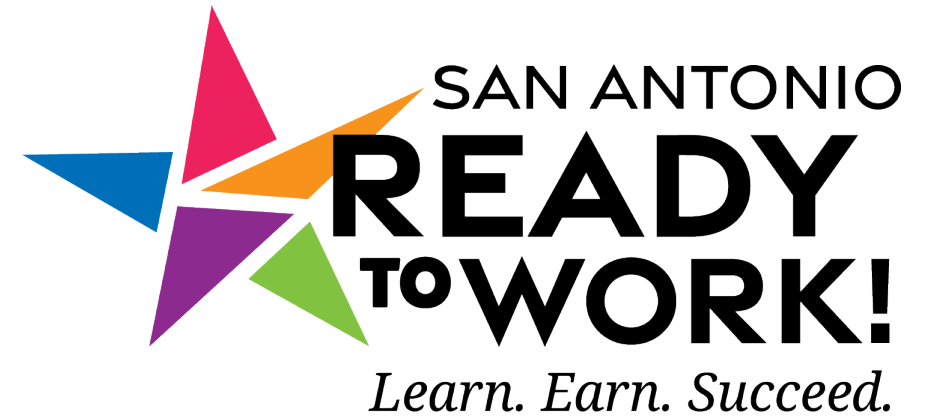




# San Antonio Ready to Work

Pre-Solicitation Briefing:  
Education and Training Provider RFP  
Item #2

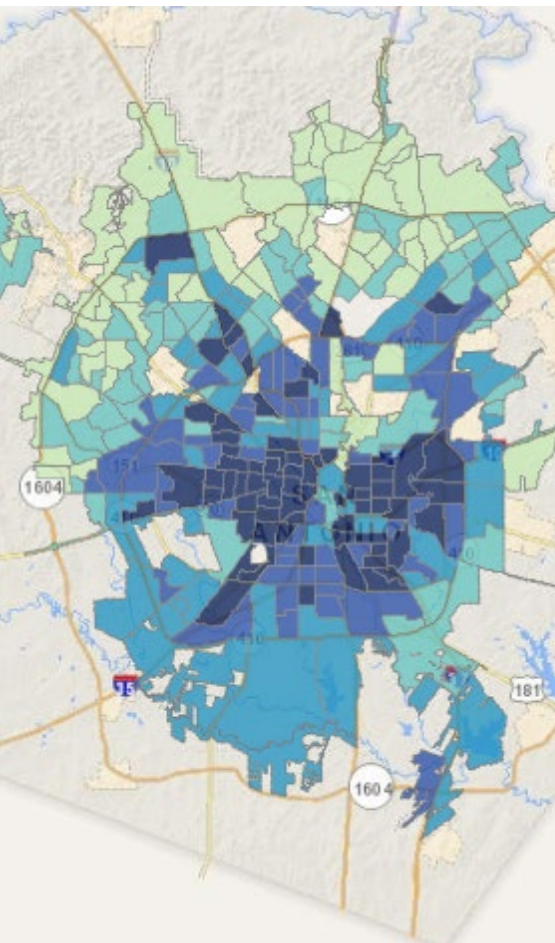
Mike Ramsey  
Executive Director of Workforce  
Development  
November 6, 2024



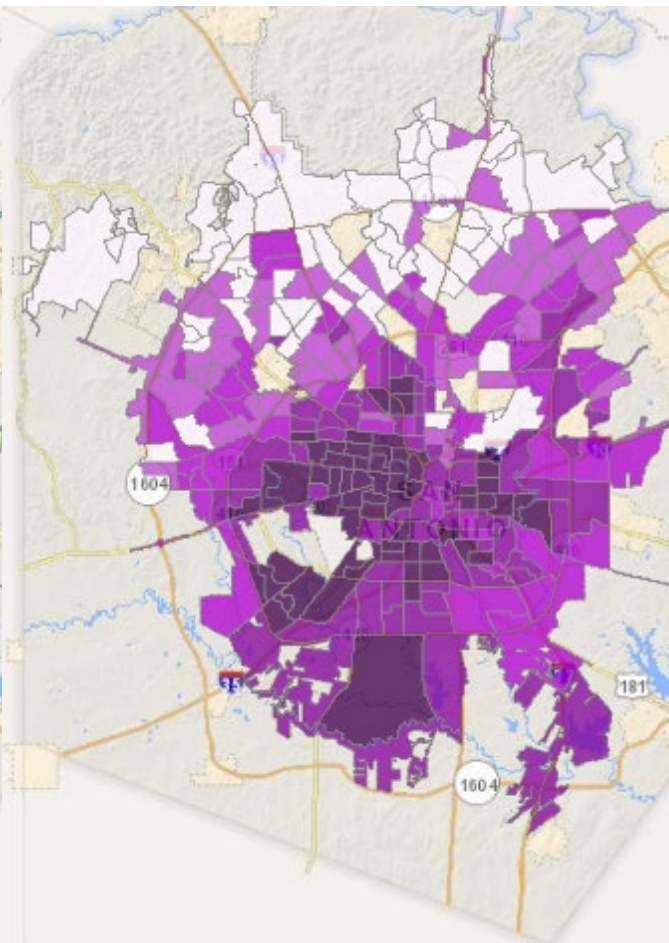
**WORKFORCE  
DEVELOPMENT**



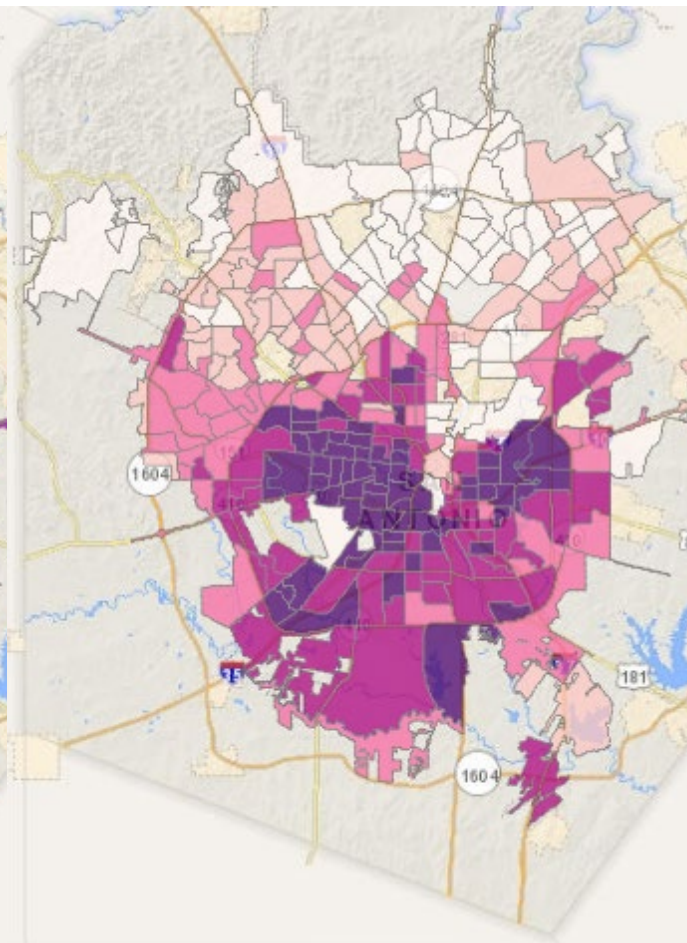
# Why are we investing in Ready to Work?



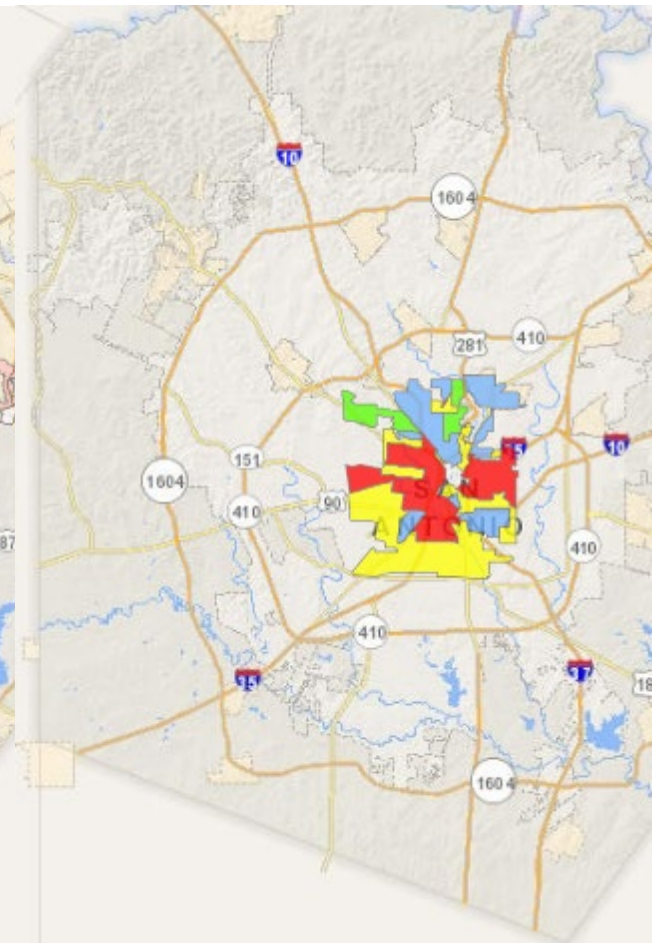
**Income  
Inequality**



**Low Educational  
Attainment**



**75.2%  
People of Color**



**Historic  
Redlining**

# Ballot Proposition

## San Antonio, Texas, Proposition B, Allocate Previously Approved Sales Tax to Early Childhood Education Municipal Development Corporation (November 2020)

**San Antonio Proposition B**, an **allocate previously approved sales tax to early childhood education municipal development corporation measure**, was on the ballot as a referral in San Antonio on November 3, 2020. It was **approved**.

A **"yes"** vote supported reallocating revenue from an 0.125% sales tax to job training and scholarships for the Early Childhood Education Municipal Development Corporation through 2025 that was previously approved by voters to fund the Edwards Aquifer Protection Venue and Parks Development and Expansion Venue projects.

A **"no"** vote opposed this measure reallocating revenue from an 0.125% sales tax to job training and scholarships for the Early Childhood Education Municipal Development Corporation through 2025 that was previously approved by voters to fund the Edwards Aquifer Protection Venue and Parks Development and Expansion Venue projects.

A simple majority was required for the approval of Proposition B.

### San Antonio Proposition B



**Election date**  
November 3, 2020

**Topic**  
Local sales tax and  
City budget

**Status**  
✔ Approved

### Election results

San Antonio Proposition B		
Result	Votes	Percentage
✔ Yes	<b>386,445</b>	76.96%
No	115,698	23.04%



# Guiding Principles



## Focused Approach

A strategic program should seek to reduce poverty through targeted solutions for maximum impact.



## Alignment

High-quality training and education, aligned with employer needs, drives long-term success. Today's and tomorrow's well-paid jobs require specialized preparation and knowledge.



## Equity

A workforce program should consider benefits and burdens to historically underserved populations. Additional supports are necessary to afford all San Antonio residents opportunities to succeed, regardless of their current circumstances.



## Collaboration

Through community collaboration and shared innovations, we can build a stronger a more inclusive workforce ecosystem.

# RTW Sales Tax Projections

(Dollars In Millions)

<b>FY21 Actual</b>	<b>FY22 Actual</b>	<b>FY23 Actuals</b>	<b>FY24 Actuals</b>	<b>FY25 Projected</b>	<b>FY26 Projected</b>	<b>Total Projected</b>
<b>12.9</b>	<b>46.7</b>	<b>49.1</b>	<b>49.7</b>	<b>53.5</b>	<b>27.4</b>	<b>239.3</b>

**RTW sales tax collection authorization concludes  
December 31, 2025**

**RTW programming is projected to sunset in 2029**

# Ready to Work Overview



## Basics

- **Training, Education, and Employment Program**
- **Approved by 77% of Voters**
- **\$200+ Million funded by 1/8-Cent Sales Tax**



## Tuition Assistance

- **Credentials & Certifications**
- **Associate's Degrees**
- **Bachelor's Degrees**
- **Aligned with Employer Needs**



## Unprecedented

- **Scale**
- **Employer Engagement**
- **Community Collaborative**
- **Central Data Platform**
- **Approved Training Catalog**



## Wraparound Services

- **Career Coaching**
- **Benefit Navigation**
- **Job Placement**
- **Job Retention**

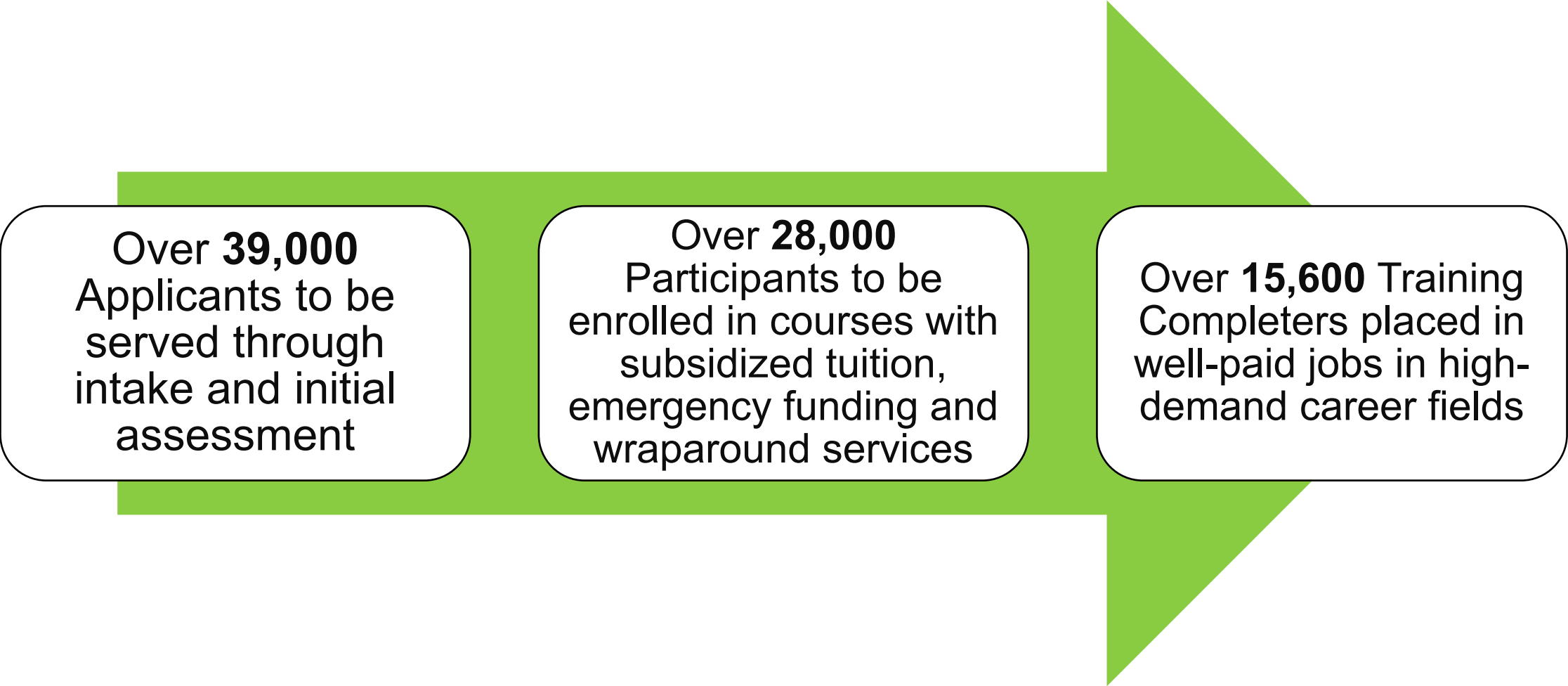


## Referrals

- **Mental Healthcare**
- **Family Violence**
- **Substance Abuse**
- **Long-term Assistance**

# Scale

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Over **39,000**  
Applicants to be  
served through  
intake and initial  
assessment

Over **28,000**  
Participants to be  
enrolled in courses with  
subsidized tuition,  
emergency funding and  
wraparound services

Over **15,600** Training  
Completers placed in  
well-paid jobs in high-  
demand career fields

# Scope and Solicitation

## Scope of Services

Selected Respondent will serve as an additional RTW Prime Partner conducting the following services:

- Train RTW participants through in-house training programs
- Determine eligibility for future and current students
- Perform Intake Assessments and conduct referrals
- Provide wraparound services
- Tuition Reimbursement
- Emergency Support Services
- Training Completion Confirmation
- Job Placement and Verification

## Evaluation Committee:

- Alex Lopez, Assistant City Manager, City Manager's Office
- Michael Ramsey, Executive Director, WDO
- Joel Morgan, Assistant Director, WDO
- Lori Zamora, Assistant to the Director, WDO
- Jennifer Cantu, RTW Advisory Board Member, Bank of America
- Jerry Graeber, RTW, Advisory Board Member, Rogers-O'Brien Construction

### Solicitation Type

- Request for Proposals (RFP)

### Proposed Term

- 3 years with one 1-year renewal option

### Estimated Value

- \$32.5 million total

### Funding Source

- Ready to Work Sales Tax Fund



# Solicitation Overview

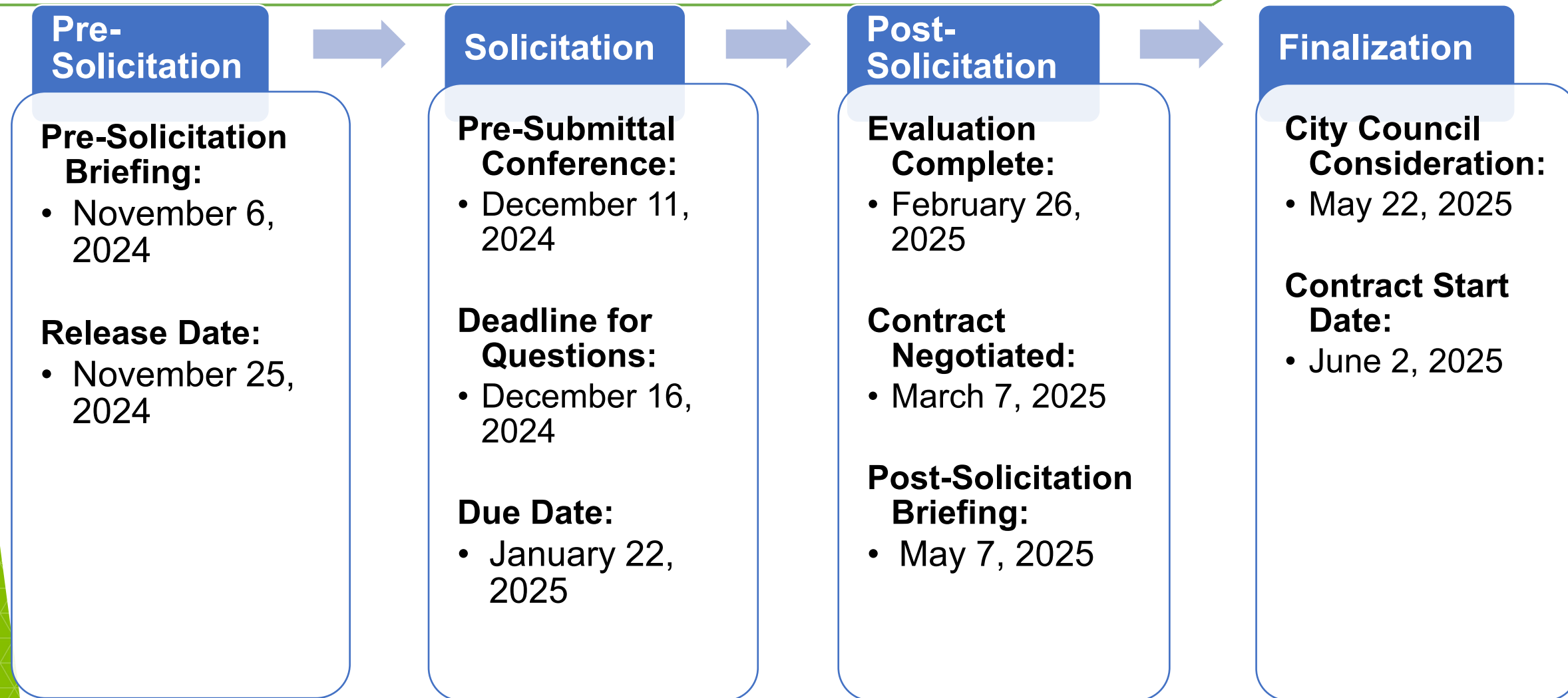
## Evaluation Criteria for RFP

- Experience, Background and Qualifications: 30 points
- Proposed Plan: 25 points
- Pricing: 20 points
- Local Preference Program: 10 points
- Veteran Owned Small Business Preference Program: 5 points
- SBE Prime Contract Program: 5 points
- MWBE Prime contract Program: 5 points

## Additional Requirements

- Audited Financial Statements: Not Required
- SBEDA Program: 5% Subcontracting Goal

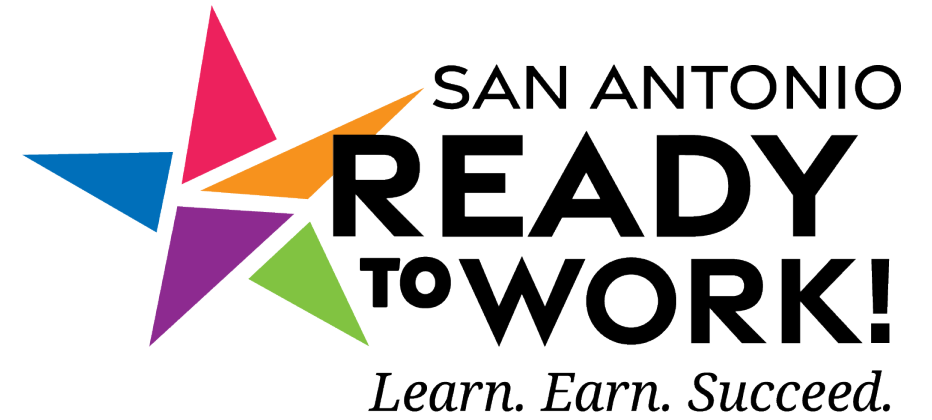
# Solicitation Overview





# Questions?

[RTW.Help@sanantonio.gov](mailto:RTW.Help@sanantonio.gov)



**WORKFORCE  
DEVELOPMENT**