



# City of San Antonio

## Agenda Memorandum

### File Number:

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**Agenda Item Number:** 24

**Agenda Date:** May 19, 2022

**In Control:** City Council A Session

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**DEPARTMENT:** Workforce Development Office

**DEPARTMENT HEAD:** Michael Ramsey

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

SA: Ready to Work Education and Job Placement Program.

**SUMMARY:**

An Ordinance amending five existing agreements and awarding two new agreements to provide the City with services in connection with the SA: Ready to Work education and job placement program. The Community Outreach and Marketing Services agreement with Creative Noggin will be amended to include funding toward television and radio media purchasing. The Implementation Services contracts for Workforce Solutions Alamo, Project Quest, Restore Education, and Alamo Colleges District to be amended to include an increase in funding for emergency services due to increased sales tax revenue. New contracts with Alamo Colleges District and Restore Education to be implemented for high school equivalency support services.

**BACKGROUND INFORMATION:**

In November 2020, San Antonio voters approved the "SA: Ready to Work" program to increase access to quality training, education, and jobs with benefits for thousands of San Antonio residents. In May 2021, City Council and the Pre-K 4 SA Board approved the SA: Ready to Work FY 2021 and FY 2022 Budgets and associated personnel complements. After competitive procurement processes, in February 2022, City Council approved agreements for Implementation

Services with Restore Education, Project Quest, Workforce Solutions Alamo, and Alamo Colleges District, and for Community Outreach and Marketing Services with Creative Noggin.

City Council allocated funding in the FY 2022 General Fund Budget for high school equivalency training and support services, to assist residents lacking this credential but interested in SA: Ready to Work. Interest from nonprofit organizations to provide high school equivalency training and support services was solicited through the SA: Ready to Work request for proposals. Staff recommends the approval of Professional Service Agreements with Restore Education and to Alamo Colleges District to provide academic instruction and intensive staff support to ensure attainment of a high school equivalency credential, which puts participants on a pathway to post-secondary education and/or stackable credentials. Executing these agreements in line with the launch of the Ready to Work program will establish a clear pathway that leads to enrollment in the program. The flexible courses offered will target San Antonio residents over the age of 18.

The updated Forecast and Budget increased funding for emergency assistance made possible through higher than anticipated sales tax revenue, which will increase the amount of financial support for participants in emergency situations up to \$1,500. Eligible costs include housing, utilities, daycare, food, transportation, internet access, cell phone service plan, and legal assistance relating to job placement. Amendments to the Implementation Services contracts are necessary to make additional emergency funding available to participants.

#### **ISSUE:**

The professional service agreements with Restore Education, Project Quest, Workforce Solutions Alamo, and Alamo Colleges District for Intake, Initial Assessment, and Case Management Services are for a term of three years, with three one-year renewal options, for a total amount not to exceed \$189,483,142.00. The recommended amendment to these agreements will increase the total not to exceed amount by \$6,203,401.00, which provides FY 2022 funding for intake, assessment, case management, tuition/training, and emergency services of \$8,643,021 (\$1,469,782 of which is for emergency services) and FY 2023 funding for intake, assessment, case management, tuition/training, and emergency services of \$42,791,038 (\$7,100,505 of which is for emergency services).

The professional services agreement with Creative Noggin provides for Community Outreach and Marketing Services are for a three-year term, with three one-year renewal options, for a total amount not to exceed \$1,600,000.00 . Staff recommends an amendment to the Creative Noggin agreement to add up to \$400,000.00 for television and radio media purchasing. This will increase the contract maximum value to \$2,000,000.00.

New professional service agreements for high school equivalency support services are for a one-year term for each provider. Restore Education will serve and enroll up to 500 participants within the contract year while, Alamo Colleges District will serve and enroll up to 600 participants. Funding for these services is available in the FY 2022 General Fund for up to \$1,890,000.00.

Approval of these agreements will allow the City's Workforce Development Office to more effectively implement the voter-approved initiative designed to promote economic recovery by

increasing access to education, training, wraparound services, job placement, and job retention services for San Antonio residents. Additional community outreach, emergency funding, and high school equivalency services will provide easier access to higher education and to high-quality jobs.

## **ALTERNATIVES:**

Should these agreements not be approved, it would reduce the potential outreach to eligible candidates, funding to remove barriers to completion faced by participants, and pathways to post-secondary education for residents without a high school equivalency credential.

## **FISCAL IMPACT:**

This ordinance is amending five existing agreements and awarding two new agreements to provide the City with services in connection with the SA: Ready to Work education and job placement program:

A. The Community Outreach and Marketing Services agreement will have a value not to exceed \$2,000,000.00. Funding in the amount of \$340,067.00 is available in the FY 2022 Ready to Work Budget. Funding in the subsequent years is contingent upon approval of City Council and the San Antonio Early Childhood Education Municipal Development Corporation Board of Directors.

i. Creative Noggin, LLC (amendment increasing total contract value from \$1,600,000.00 to \$2,000,000.00 to purchase additional media).

B. The four agreements for Implementation Services will have a combined value not to exceed \$189,483,142.00. Funding in the amount of \$8,643,021.00 is available in the FY 2022 Ready to Work Fund Budget. Funding in the subsequent years is contingent upon approval of City Council and the San Antonio Early Childhood Education Municipal Development Corporation Board of Directors.

i. Alamo Workforce Development, Inc. (amendment increasing total not to exceed contract value from \$102,390,463.00 to \$105,781,953.00).

ii. Project Quest, Inc. (amendment increasing total not to exceed contract value from \$26,413,833.00 to \$27,357,733.00)

iii. Restore Education (amendment increasing total not to exceed contract value from \$5,147,858.00 to \$5,306,540.00).

iv. Alamo College District (amendment increasing total not to exceed contract value from \$49,327,587.00 to \$51,036,916.00).

C. The High School Equivalency Support Services agreements will have a combined value not to exceed \$1,890,000.00. Funding is available in the FY 2022 Workforce Development Delegate Agencies General Fund Budget.

i. Alamo College District (new one-year contract to serve up to 600 participants in an amount not to exceed \$900,000.00).

ii. Restore Education (new one-year contract to serve up to 500 participants in an amount not to exceed \$990,000.00).

## **RECOMMENDATION:**

Staff recommends approval of this ordinance that authorizes contract amendments with Creative Noggin, LLC, Alamo Workforce Development, Project Quest, Inc., Restore Education, and Alamo College District, and new contracts with Restore Education and Alamo College District.

These contracts were procured through a Request for Proposal process and Contract Disclosure forms are required.