Regional Network Funding
2021 - 2023

April 14, 2021
Agenda

Welcome

Overview of the RFP

Q & A
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Goals of the RFP

Our goal for Career Connect Washington Regional Network funding is to help catalyze the development and growth of high-quality Career Connected Learning (CCL) programs across Washington State that will prepare students to succeed in our state's economy.

Our ambition is to enable all WA young adults to experience career connected learning.
Regional Networks are integral to achieving CCW’s Vision to ensure equitable CCL access and outcomes for Washington students

Every young adult in Washington will have multiple pathways toward economic self-sufficiency and fulfillment, strengthened by a comprehensive state-wide system for career connected learning.

In order for every young adult to succeed, we must intentionally focus on populations furthest from opportunity especially students of color, Indigenous students, low-income students, rural students, and students with disabilities.

We acknowledge that systemic racism has held students back, especially Black and Indigenous students, and we aspire to build an anti-racist system for career connected learning.
Role of the Regional Networks

The role of the Regional Networks is to convene and support all Career Connect partners in the region, help partners achieve their outcomes related to Career Launch endorsement and participation of young people (i.e. youth under 30 years old) in Career Launch, Career Prep, and Career Explore activities and ensure equitable inclusion of youth of color, low income youth, youth from rural communities and youth with disabilities.

- Serve as the CCL hub in their region
- Convene a network of employers, educators, labor, CBOs, and government leaders
- Create a regional CCL strategy aligned with economic and student needs and focused on expanding high-quality CCL opportunities
- Understand and share information about resources available and gaps in region
- Identify, recruit and be a resource to program intermediaries to create programs
- Guide and collaborate with CCL Coordinator to execute regional strategy
- Collaborate with leaders from other regional networks to share and scale great programs
Eligibility

The Bidder must provide evidence that it has experience performing the role of a regional network or substantially similar role, as defined in Section 1.7 and achieve objectives described in Section 1.2.

Such Bidders may include but are not limited to: regional education networks, school districts, educational service districts, higher education institutions, workforce development councils, chambers of commerce, industry associations, joint labor management councils, multiemployer training partnerships, economic development councils, and nonprofit organizations.

• Qualifying regional network applicants must demonstrate:
  – The ability to convene a cross-industry, cross-sector network as soon as possible after receiving funding and meet the vision and key elements described in Exhibit A;
  – Regional knowledge of existing CCL programs and gaps and opportunities in region;
  – Status as a trusted partner of industry and education stakeholders and demonstrated ability to convene these stakeholders (demonstrated by letters of support from these stakeholders);
  – A track record of success with career connected learning and aligned initiatives;
  – Commitment to equity, including the ability to convene communities of color, low-income communities, students/parents, and disability community (demonstrated by letters of support from these stakeholders); and
  – Commitment to sharing best practices with other regional networks across the state.
<table>
<thead>
<tr>
<th>Schedule of Activities:</th>
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<td><strong>Issue Request for Proposal Via WEBS (Washington’s Electronic Business Solution)</strong></td>
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<td><strong>Bidders Conference</strong></td>
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<td><strong>Bidders Submit Questions To RFP Coordinator</strong></td>
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<td><strong>Conduct bid evaluations</strong></td>
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Funding

• The Department has estimated a total budget amount between $1,800,000 and $3,200,000 for this project.

• Final amount will be determined once the biennial budget is signed into law (May/June 2021).

• Funding will be awarded on a Base Plus model:
  > We anticipate making nine grants – one per region – of $200,000 of ‘Base’ funding, plus additional funding based on the outcome of the Legislative Session and the proportion of the state’s secondary population served by the region (Please see Exhibit G for the enrollment numbers by Educational Service District).

• Initial contracts resulting from this RFP will be for base funding only.

• Activities and outcomes for Plus funding will be presented to and approved by a CCW-led committee and contracts will be amended accordingly. We anticipate that planning, approval, and amendments will occur in the first quarter of the performance period (July – September)

• In the event the level of available funding changes, any contract awarded may be amended or terminated at the sole discretion of the Department.
“Base” Deliverables

• Convene a board to refine, develop, and guide regional implementation of Career Connect Washington.
• Develop regional strategies to pursue growth of career connected learning programs
• Serve as a primary point of contact for industry, intermediaries, and community-based organizations providing support services to students;
• Support the entire region either directly or via work with partners in expanding existing career connected learning opportunities, growing new programs, removing barriers to student participation including needed support services, and building awareness of CCL programs and driving enrollment among those furthest from opportunity;
• Assist businesses, educators and intermediaries in obtaining Career Launch endorsement for new and existing programs and assist with Program Intermediary Grant funding applications;
• In coordination with partners, conduct local events to highlight the profile of Career Launch, Career Prep, and Career Explore opportunities;
• Champion Career Explore, Career Prep, and Career Launch as an integral part of the state’s educational system, helping establish these terms in common vocabulary;
• Using appropriate CCW branding, conduct outreach and marketing for Career Explore, Prep, and Launch via digital, print, social media, and other forms of communication;
• Serve as the regional lead for Career Connected Learning Directory: review content visible to students, identify and reach out to missing programs to incorporate them into the directory, embed the directory on Network’s website, promote the use of the directory within the region; and
• With assistance from the Data & Measurement Sub-Committee of the Career Connect WA Cross-Agency Work Group, analyze regional data, develop and implement strategies to address key issues, and report key learnings to the Work Group.
“Plus” Deliverables

Organizations selected to be Regional Networks will receive the initial base funding to commence their work at the start of the fiscal year. Regional Networks will then develop plans for ‘Plus’ deliverables during the first quarter of the performance period, participate in facilitated group planning sessions, and present their plans for approval to a CCW-led committee. ‘Plus’ deliverables will be:

– Measurable
– Regionally-appropriate
– Focused on growth of quality programming and driving greater awareness and enrollment among students furthest from opportunity (e.g. students identifying as BIPOC, low-income students, students with disabilities, rural students, etc.).

Regional Networks shall develop and implement strategies to:

– Cultivate new partnerships with community-based organizations focused on serving black, indigenous, and people of color;
– Drive greater equity in programs (i.e. program awareness, enrollment, and completion among students furthest from opportunity);
– Increase the number and diversify high-quality intermediary grant applications from the region; and
– Localize proven program models and innovations from other parts of the state.

Once approved, contracts will be amended with additional deliverables and updated budgets.

Please see a complete list of deliverables on pages 4-5 of the RFP
Proposal

Describe your plan for convening and managing a regional cross-industry, cross-sector network that will lead to the expansion of career connected learning opportunities.

• Network design (25 points)
• Partnerships (25 points)
• Track record of success (25 points)
• Equity (25 points)
• Cost proposal (10 points)
• Executive Order 18-03 Preference (5 points)
Cost Proposal:

As part of your application, please identify all costs to be charged for performing the ‘Base’ deliverables

Please use the provided Budget Template to identify budget categories and describe expenses within each budget category.

Allowable budget categories may include any of the following, provided costs are attributable to contract activities:

• Staff Salaries
• Staff Benefits
• Costs for outreach to business and education partners
• Travel directly related to network coordination
• Supplies/non-capital equipment
• Contracts to regional partners (please describe contractors’ roles/responsibilities)

Please see a complete list of deliverables on pages 4-5 of the RFP
Evaluation

- Items in Section 3, Proposal Contents, marked “MR” must be included as part of the proposal for the proposal to be considered responsive; however, these items are not scored. Items marked “MS” are those that are awarded points as part of the evaluation conducted by the evaluation team.

- The RFP Coordinator may contact the Bidder for clarification of any portion of the Bidder’s proposal.

- Responsive proposals will be evaluated by a team*, consisting of:
  - ESD
  - LnI
  - OSPI
  - SBCTC
  - Business
  - Career Connect WA Staff
  - Labor

- Evaluation team’s scores and feedback will be presented to an executive-level committee, representing labor, business, Office of the Governor, and Career Connect WA.

- Oral presentation may be required and will determine whether interviewees receive funding.

*Team membership may change
Of note:

- Please review all the requirements. Failure to properly fill out all the required forms – such as Letter of Submittal, Wage Theft Prevention form, Certifications and Assurances, and Executive Order 18-03 Preference – will result in disqualification.

- Please do not zip your files

- If you're not selected as an Apparent Successful Bidder (ASB), do contact ESD for a debrief within 3 business days of the announcement of the ASBs.

- Apparent Successful Bidders will be announced via WEBS (List of winning proposals will be uploaded as an amendment document) and via careerconnectwa.org e-mail list. Separate notifications will go to Regional Networks and Career Connected Learning Coordinators.

- Please check your Junk folder for bounce-back notification (may happen if message is above 30MB in size)

- Please respond to questions concisely and directly. The committee will not review information contained in links or supplemental attachments (other than letters of support)
Agenda

- CCW overview
- Overview of the RFP
- Q & A
Questions?

Please direct all questions by COB 4/14 to:

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esdgpbids@esd.wa.gov
360-890-3723