

Additional Bidder Questions from Bid Conference on December 17, 2018

& Additional Written Questions

1. Does the RFP response need to be double spaced or single spaced?
Single spaced is fine
2. Do you need to submit a separate response for each sector strategy focus?
Yes
3. In the Comprehensive Career Services why are In-School youth mentioned?
To allow for a few in-school youth to be enrolled.
4. What is the differentiation between Comprehensive Career Services and Sector Strategies?
Sector Strategies is not expected to serve PATH or FAE&T population. Sector strategies/industry focus is discussed in background information of RFP.
5. Under the background organizational questions, which questions require substantial information?
Questions where additional information may be required regarding grievances, complaints, etc. These can be listed and included as an addendum, not part of the 5-page limit.
6. For Employment Services staffing, do you mean 9 positions or 9 bodies?
Nine (9) bodies. The \$35,000 is an average salary. These positions would be located in Flint, Fenton and Owosso offices and must be merit-based staffing.
7. Number of participants or frequency for Specialized services?
This will vary. You may propose any program design for consideration. The Financial Opportunity Center serves 100-300 with multi-meetings and participation over several months. Other specialized services are listed but that does not limit what can be proposed.
8. Is there an age or grade restriction for In-School youth?
No – you may propose to serve any WIOA eligible youth. However, please keep performance measures in mind as the younger youth may be harder to obtain credentials and/or employment in a timely fashion.
9. May multiple geographically based offices of a single entity submit bids for staffing services?
Yes
10. Are WIOA programs operated on an open enrollment process or will there be a deadline for enrolling for services?
Open enrollment.
11. What is the expectation of frequency of meeting with participants?
Variable but all policies must be met; i.e. frequency of case noting.
12. Is there flexibility in where in-school youth may be served?
Yes. Programs may be funded in Genesee and Shiawassee counties.

Bidder Questions Submitted Via Email – GST Requests for Proposals – December 2018

1. Please provide the current providers for each program?

Comprehensive Career Services:

- Action Management
- SVRC Industries

Career Services – Sector Strategy Focus

- Greater Flint Health Coalition

In-School Youth

- Genesee Intermediate School District
- Shiawassee Regional Education Service District

Jobs for Michigan’s Graduate - Youth

- Mott Community College

Staffing Services – Employment Services, Business Services and Additional Staffing

- Mott Community College
- Action Management
- EDSI
- Sanilac ISD
- Tuscola ISD
- Quality Staffing

One Stop Operator

- Strategic Policy Consultants

Specialized Services

- Financial Literacy
- Digital Literacy
- Computer Class
- Workshop for Returning Citizens
- Adult Literacy
- Bridges Out of Poverty
- Global Career Development Facilitator Training

2. How many service providers do you anticipate contracting for Comprehensive Career Services?
Two (2)
3. What is the difference between the Career Services: Sector Strategy Focus and the Genesee ADW/OSY portion of the Comprehensive Career Services?
Career Services: Sector Strategy Focus does NOT include operation of the PATH and FAE&T programs.
4. Will the new providers be required to hire existing staff?
No
5. What Specialized Services have you funded in the past year?
` See question 1.
6. In the Comprehensive Career Services RFP, are training costs (ITA's and OJT's) to be included in the projected budgeted amounts on page 3?
Yes
7. In the Comprehensive Career Services RFP, are supportive services to be included in the projected budgeted amounts on page 3?
Yes
8. Are you expecting that career services identified in the Comprehensive Career Services RFP would be located in the current service centers in Genesee and Shiawassee counties?
Yes
9. Is there a cost sharing/rent amount for providing career services in the current service centers of Genesee and Shiawassee counties? If so, what is the cost?
No
10. Youth Page 3: Includes projected In School Youth funds for Genesee and Shiawassee Counties. Are proposal budgets capped at these amounts or can proposals be submitted for amounts higher than the \$75,000?
Cap of WIOA \$ available at \$75,000 per county.
11. Page 23: GSTMW Board Members and Staff: page states: "... indicate and describe any business, employment or family relationships your organization or staff members of your organization may have with any GSTMW Board Members or staff." Is this limited to staff directly involved with the WIOA program or all staff of the organization?
Staff directly involved in the WIOA program.
12. Page 32: Where should participant wages/fringe benefits be included in the budget?
Direct service portion of the budget.

13. Page 32: Please provide additional clarification as to the information requested in the column of the budget page titled *Budget Explanation and Narrative*.
Optional area for brief budget clarification information such as definitions.
14. On the staffing proposal for subsidized employment, is that also for PATH participants? It says Adult and youth.
It could also be used for participants of any current or future program. The purpose is to identify costs for “staffing”.
15. For the subsidized staffing can you just go for one county or does it have to be all counties?
Cover page allows for designation of counties.
16. May in-school youth providers enroll students within the ages 14-21? (not restricted to only seniors in high school)
Youth program proposals may include any WIOA eligible youth. However, please keep WIOA performance measures in mind while designing your program. Youth returning to school are no longer excluded from performance as was the case under WIA. All in-school youth are included in the WIOA credential measure. Enrolling younger high school aged youth may require that the youth is enrolled and engaged for several years before achieving a positive credential attainment. Also, for every year an in-school youth is enrolled, they would be subject to the Measurable Skill Gains performance metric.

17. What is the current performance requirement for each program?

Performance Measure	PY 2018	PY 2019
WIOA Adult		
Employed 2 nd quarter after exit	80.7%	80.7%
Employed 4 th quarter after exit	73.3%	73.3%
Median Earnings 2 nd quarter after exit	\$5,522 (\$10.62/hr FT, or \$22,088/year)	\$5,522 (\$10.62/hr FT, or \$22,088/year)
Credential attainment 4 th quarter after exit	70.3%	71.3%
WIOA Dislocated Worker		
Employed 2 nd quarter after exit	87.1%	87.1%
Employed 4 th quarter after exit	80.2%	80.2%
Median Earnings 2 nd quarter after exit	\$6,550 (\$12.60/hr FT, or \$26,200/year)	\$6,550 (\$12.60/hr FT, or \$26,200/year)
Credential attainment 4 th quarter after exit	75.5%	76.5%
WIOA Youth		
Placement 2 nd quarter after exit	70.8%	70.8%
Placement 4 th quarter after exit	69.8%	69.8%
Credential attainment 4 th quarter after exit	65.5%	65.5%
Wagner Peyser		
Employed 2 nd quarter after exit	65.8%	65.8%
Employed 4 th quarter after exit	63.2%	63.2%
Median Earnings 2 nd quarter after exit	\$4,550 (\$8.75/hr FT, or \$18,200/year)	\$4,600 (\$8.85/hr FT or \$18,400/year)