



## MEMORANDUM

To: Executive Finance Committee  
From: William Westmoreland  
Chief Executive Officer

Date: April 25, 2022  
Subject: Recommendation for Approval of the WIOA Title Ib Adult/Dislocated Worker/Youth Provider

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### Background

The Department of Labor released the PY22 WIOA Formula Funding estimates for the state of Washington in late January. For the second consecutive year, the State will receive 10% less funding than the previous year. Last year's state cut resulted in approximately 15% or a \$500,000 cut to PacMtn's allotment. These cuts have a direct impact on PacMtn's operational budget and the funding amounts of all (5) WIOA contracts.

On March 11, 2022, PacMtn released a Request for Proposal for the WIOA Title Ib Adult/Dislocated Worker/Youth service provider. PacMtn solicited for service providers who will have demonstrated experience and capacity to work with PacMtn and other partners to achieve the following:

- Region wide service delivery within PacMtn's five counties, this includes development of partnership and engagement with communities in each county and also requires participation at each PacMtn region WorkSource office.
- Integrated Service Delivery (ISD) - Support of Functional Teams, Common Measures, and Voice of the Customer.
- Alignment of Priority Industry Sectors and Career Pathways
- Technology & Accessibility - the use of technology to increase accessibility of One-Stop Career Centers and services
- Universal Access Across the Workforce System
- Identified Priority Populations - PacMtn places high value on services for the most marginalized individuals who struggle to prepare for, find and maintain employment.

PacMtn received proposals for services from three providers, CareerTeam, Career Path Services, and Equus Workforce Solutions. All proposals were reviewed and evaluated by an internal review team comprised of PacMtn staff, an external review team with one PacMtn

**PacMtn's mission is to lead dynamic regional workforce development that enhances economic success**



Board member, a fiscal staff from another WDC, a previous fiscal staff from PacMtn, and a staff from the Department of Children, Youth and Families. The proposal was graded on the following areas:

- Technical Proposal
- Financial Accountability
- Organizational Capacity
- Interview

The Technical Proposal was the main component of the review with scoring based on demonstrated expertise in particular areas of service and experience providing equal or similar services. The interview was also important for the final decision. Review criteria included:

1. The organization's ability and experience to provide services similar to those described in the RFP;
2. Intended outreach and partnership strategy and plan to embed meaningful services across the PacMtn region in WorkSource locations, community-based organizations and other resource-based agencies, and with regional business communities;
3. Commitment and experience in providing services to priority populations;
4. Organizational experience maintaining, tracking and reporting use of federal dollars;
5. Commitment to ISD model

After a thorough review of the proposals, scores were aggregated and interviews were scheduled with all three respondents. A panel of interviews were scheduled on Tuesday April 19, 2022 where respondents were asked to deliver a presentation and respond to questions regarding functional teams and WIOA primary indicators. After interviews, the PacMtn Executive Leadership Team held a blind vote and Equus Workforce Solutions was the unanimous winner.

The team felt that the Equus proposal demonstrated a clear understanding of the region's ISD model and how best to support the system of partners in implementing functional teams. Further, Equus brings to the table key resources that can be leveraged to drive success and a demonstrated history of meeting the WIOA primary indicators.

**Action Item: Motion to Approve**

Move to authorize Equus Workforce Solutions as the WIOA Title Ib Adult/Dislocated Worker/Youth Service Provider and begin contract negotiations.