

LISTING OF PROPOSERS

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FOR: ONE FRESNO YOUTH JOBS CORPS PROGRAM WORKSITESRFP No. 12302546
RFP Opening: 06/13/23

<u>PROPOSERS</u> (In alphabetical order)	<u>TOTAL PROPOSAL AMOUNT</u>
1. Career Nexus 700 Van Ness #116 Fresno, California 93721	\$50,000.00
2. Community Media Access Collaborative 1555 Van Ness Ave, Suite 201 Fresno, California 93721	\$53,223.62
3. Fresno Area Hispanic Foundation 1444 Fulton Street Fresno, California 93721	\$50,000.00
4. Fresno County EOC 1920 Mariposa Street Fresno, California 93721	\$200,000.00
5. Neighborhood Industries 353 E Olive Ave Fresno, California 93728	\$200,000.00
6. Poverello House, Naomi House, Amici Del 412 "F" Street Fresno, California 93706	\$200,000.00
7. The Downtown Association 845 Fulton Street Fresno, California 93721	\$282,769.00
8. Binational of Central California 4949 E Kings Canyon Rd Fresno, California 93727	Withdrawn

Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

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DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

<input checked="" type="checkbox"/> Award a contract to in the amount of Career Nexus	\$50,000.00
Community Media Access Collaborative	\$53,223.62
Fresno County EOC	\$200,000.00
Neighborhood Industries	\$200,000.00
Poverello House, Naomi House, Amici Del	\$200,000.00
The Downtown Association	\$282,769.00

in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

Department Head Approval 

Title Director Date 11/21/2023

- | | |
|--|---|
| <input checked="" type="checkbox"/> Approve Dept. Recommendation | <input checked="" type="checkbox"/> Approve GSD/Purchasing Recommendation |
| <input type="checkbox"/> Disapprove | <input type="checkbox"/> Disapprove |
| <input type="checkbox"/> See Attachment | |

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FOR: ONE FRESNO YOUTH JOBS CORPS PROGRAM WORKSITES

RFP No. 12302546
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GENERAL SERVICES DEPARTMENT CITY MANAGER

 11/30/2023
Purchasing Manager Date

 12/1/2023
City Manager or Designee Date

 Dec 1, 2023
Brian Barr (Dec 1, 2023 09:17 PST)
General Services Director Date

RFP COMMITTEE REPORT

REPORT FROM EVALUATION COMMITTEE

REQUEST FOR PROPOSALS FOR ONE FRESNO YOUTH JOBS CORPS PROGRAM WORKSITES

RFP NO. 12302546

COMMITTEE MEMBERS

TJ MILLER – Assistant City Manager
JENNIFER RUIZ – Deputy City Manager
SUSAN CHUDY – Program Administrator

FACILITATOR

DYAN AYALA – Procurement Specialist

BACKGROUND

The City of Fresno solicited proposals from local not-for-profit entities to provide meaningful work experiences to Fresno Youth (ages 16-30) designed to promote the development of positive work habits and specific skills required for successful participation in the workforce. Work experiences were to be a maximum of six months in duration. Prior to the deadline of the RFP, eight proposals were received and are as follows:

1. Binational of Central California
2. Career Nexus
3. Community Media Access Collaborative (CMAC)
4. Fresno Area Hispanic Foundation
5. Fresno County Economic Opportunities Commission (FCEOC)
6. Neighborhood Industries
7. Poverello House
8. The Downtown Association of Fresno

The selection committee determined that negotiations would be necessary in order to make a sound business judgement and obtain the best value contracts. However, certain proposals, upon initial evaluation, were inferior to others and a competitive range was established in order to identify those proposals that have a reasonable chance of being selected for award given their relative technical strengths and weaknesses.

RFP Release – May 17, 2023

RFP Deadline – June 13, 2023

Committee Meeting – June 30, 2023
Committee Meeting – August 17, 2023
Competitive Range Determination – August 18, 2023
Bidder Interviews – August 28 – 31, 2023
Final Committee Evaluation – September 15, 2023

The following factors as identified in the solicitation were evaluated. For reference, the criteria are listed in order of importance below:

- a. Cost – The reasonableness and competitiveness of the total price for services rendered, the adequacy of source data and information provided to support cost quotes and figures, the allowability of specific types of costs relating to the source grant funding requirements, and the use of industry and government recognized measurements when compiling estimates. The committee also considered the total cost in comparison to the number of youth job corps participants proposed to be served by the worksite.
- b. Ability to Meet the Stated Service Requirements – The Offeror’s demonstrated ability to meet the requirements as stated in the Scope of Work on page 43, including the extent to which the proposal provides “meaningful work experiences that support initiatives to beautify downtown Fresno, the Tower District, or addresses homelessness.”
- c. Past Performance and Experience – Based on the City’s past dealings with the bidder, interview process, and reference responses.
- d. Conformance – to the terms and conditions of the RFP.
- e. Financial Stability – based on information provided in the Statement of Qualifications.
- f. Other – the committee considered the strength of the career pathways in order to provide diverse experiences for youth and the opportunity to learn skills that will increase job opportunities at the program’s completion. The committee also considered the structure and plan of the proposal which ensures proper supervision and learning opportunity for youth participants.

The committee used a two-step procurement and evaluation procedure which provided the opportunity for full and open competition. This included review of written proposal materials and an interview with each of the vendors that submitted a proposal.

COMMITTEE NOTES

Binational of Central California – This proposer withdrew their proposal prior to the interview.

Career Nexus – Career Nexus proposes to provide meaningful work experiences for youth participants through their existing partners in the manufacturing, banking, healthcare, and public sectors. Career Nexus cost proposal included allowable expenses with a low cost per employee. The proposal was decreased to allow for more proposals. Strong connections within the community with over 40 partnerships with employers and established relationship with the City of Fresno.

Community Media Access Collaborative – Community Media Access Collaborative proposes to train youth participants as part of a production team to work on various media projects. Projects include live broadcasts and multi-camera productions that take place at their facility and in the community. Community Media Access Collaborative proposal included allowable expenses with an average cost per employee with no changes. The strength of the proposal was the meaningful work experience and knowledge of the opportunity. Community Media Access Collaborative has an established partnership with the City of Fresno.

Fresno Area Hispanic Foundation – Fresno Area Hispanic Foundation proposes technical assistance, educational workshops, loan programs, networking events, etcetera but does not want to serve as the employer of record for the youth participants. The bidder proposed to focus on rural areas and serve a broader area than the City of Fresno. The budget proposal consisted almost entirely of costs that are unallowable to the grant that funds this program. During the interview, the bidder did not clearly articulate the plan for supervision nor the skills the youth would gain during the work experience assignment. For these reasons, this bidder was not recommended for funding.

Fresno County EOC – Fresno County EOC proposes to offer job training opportunities through placement in local business partner sites in the landscaping, conservation, recycling, solar, construction, and healthcare industries. Fresno County EOC cost proposal included allowable expenses with an average cost per employee. The proposal was decreased to allow for more proposals. Fresno County EOC is an established organization in the community and with the City of Fresno. The variety of opportunities will allow a candidate to explore a strong career pathway.

Neighborhood Industries – Neighborhood Industries proposes to promote the learning of job skills through placement in one of their associated businesses in the Tower District. The proposer has an existing structure in place to employ and mentor individuals experiencing employment barriers. Neighborhood Industries cost proposal included allowable expenses except for supervision costs, so the award was decreased. Neighborhood Industries is established within the community and will create a variety of employment opportunities for employees.

Poverello House – Poverello House proposes that youth participants will serve as Culinary Hospitality and Logistics fellow with the development of a new service model at Papa's Mike's Café. Participants will learn hospitality and restaurant-industry related

skills and learn to work directly with the unhoused population. Poverello House cost proposal included allowable expenses with two cohorts, so only one was selected and the award was decreased. Poverello House is a strong organization within the community and an established partner with the City of Fresno.

The Downtown Association of Fresno – The Downtown Association of Fresno will focus on the Downtown Fresno area and offer work experiences as part of a “clean team” focused on beautification of the area and a “hospitality team” focused on greeting and assisting visitors with wayfinding, event information, etcetera. The Downtown Association of Fresno cost proposal included mostly allowable expenses, except for supervision, office space, and wrap around service costs, so the award was decreased. The Downtown Association of Fresno is a strong community supporter and partner with the City of Fresno.

COMMITTEE RECOMMENDATION

Based on proposal documents, interviews, reasonableness of budget, and the plan for meaningful work experiences the committee recommends the following contract awards:

Awards	Proposer
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\$200,000	Neighborhood Industries
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\$200,000	Poverello House
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\$282,769	The Downtown Association of Fresno
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\$200,000	Fresno County EOC
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\$53,224	Community Media Access Collaborative
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\$50,000	Career Nexus
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\$0	Fresno Area Hispanic Foundation
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withdrew	Binational of Central California
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\$985,993	TOTAL
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