



Robert P. Astorino
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

55398

DATE: December 13, 2016
TO: Board of Acquisition and Contract
FROM: Kevin M. McGuire
Commissioner

SUBJECT: Authority to enter into an agreement with Westhab, Inc. pursuant to which Westhab, Inc. will conduct a TechHire boot camp to accelerate re-employment, short-term and long-term training, and work opportunities for youth, the hard-to-serve, and long term unemployed individuals in high-demand H-1B-eligible technology industries such as IT, healthcare, advanced manufacturing, and bio-technology for the period from January 1, 2017 through June 30, 2020 for a total aggregate amount not to exceed \$600,000.00 payable pursuant to an approved budget and to include The Work Place, Inc. as a Sub Contractor to Westhab to provide the Platform to Employment boot camps.

Authority is hereby requested from your Honorable Board for the County of Westchester, acting by and through its Department of Social Services, Office of Workforce Development (the "Department"), on behalf of the Westchester Putnam Local Workforce Development Board (the "WDB"), to enter into an agreement with Westhab, Inc. ("Westhab") pursuant to which Westhab will conduct a TechHire boot camp to accelerate re-employment, short-term and long-term training, and work opportunities for youth, the hard-to-serve, and long term unemployed individuals in high-demand H-1B-eligible technology industries such as IT, healthcare, advanced manufacturing, and bio-technology (the "Program") for the period from January 1, 2017 through June 30, 2020. In consideration for services to be rendered, Westhab shall be paid a total aggregate amount not to exceed \$600,000.00 pursuant to an approved budget (the "Agreement").

America has about 5.4 million open jobs today, substantially more than in any year since 2001. The new openings in information technology (IT) fields including software development, network administration, and cybersecurity are projected to grow at a rate that is two-thirds higher than the average for all jobs. The average salary in a job

that requires IT skills – whether in manufacturing, advertising, retail or banking – is more than 50 percent higher than the average private-sector American job. Helping more Americans train and connect to these jobs is an important opportunity to get more people into the middle class, but it is also an economic imperative for America’s continued leadership in global innovation. Today our IT training pipeline is dramatically under-producing workers to fill these good jobs, which is costing employers, workers, and the U.S. economy. As this is the case, communities across the country are in need of more cost-effective, timely, agile, and market-responsive training pipelines for these jobs. In an effort to address this issue, the County recently applied for and was awarded a grant from the USDOL under its H1-B TechHire Partnership Grant program. The Grant will be used to fund a portion of the Program services under the Agreement.

It should be noted that the Program services will be provided by Westhab in coordination with the *Hudson Valley Tech-Hire Partnership* (the “HVTHP”). The HVTHP is comprised of the WDB, the Yonkers Workforce Development Board, the Rockland Workforce Development Board, the Orange Workforce Development Board, the Sullivan Workforce Development Board, the Dutchess Workforce Development Board, the Ulster Workforce Development Board and the Westchester-Putnam Workforce Development Board and a host of training providers and employers in need of technologically trained workforces.

The Department has complied with sections 6 and 13 of the Westchester County Procurement Policy. On September 1, 2016, the Department issued an RFP seeking proposals from qualified entities to provide Program services. The RFP was posted on the County and One Stop websites, was advertised in the Journal News and was emailed to various One Stop partners. The Department received two proposals in response to the RFP: one from Westhab and the other from The WorkPlace, Inc. (the “WorkPlace”). However, the WorkPlace’s proposal was deemed non responsive because it only had expertise in one of the three boot camps described in the RFP. As such, the Department awarded the contract to Westhab. Westhab’s proposal was rated by the review committee based on evaluation criteria set forth in the RFP, as set forth below:

Proposers	Rater 1	Rater 2	Rater 3	Average Score
Westhab, Inc.	91	70	65	75.3

Although it submitted the only responsive proposal, the review committee nevertheless recommended that it would be in the best interests of the County to award the contract to Westhab because Westhab has experience in providing the STRIVE and READI curriculum to the low-income youth with barriers to employment between the ages of 17 and 29. The WorkPlace, Inc. will be a subcontractor to Westhab to provide the Platform to Employment boot camps.

The Agreement will serve a public purpose by helping young adults between ages of 17 and 29 with barriers to employment who resides in Westchester, Putnam, Rockland, Dutchess, Sullivan, and Ulster counties secure employment and job training.

The goals and objectives of this program will be to prepare Westchester, Putnam, Rockland, Dutchess, Sullivan, and Ulster residents with job readiness training, vocational training needed to secure employment in a high demand industry.

The goals and objectives of this program are in the best interests of the County in terms of terms of fiscal responsibility because it will assist the individuals between the ages of 17 and 29 with barriers to employment in Westchester County to gain financial independence, thus making them less reliant on government assistance.

The goals and objectives will be tracked and monitored by Westchester- Putnam Workforce Development Staff.

Accordingly, I most respectfully recommend the adoption of the annexed Resolution.

KMM/AT/jpg
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACTS - 03/02/2017 - USA MPAJ, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of Social Services, be it hereby

RESOLVED, that the County of Westchester, acting by and through its Department of Social Services, Office of Workforce Development, on behalf of the Westchester Putnam Local Workforce Development Board, is hereby authorized to enter into an agreement with Westhab, Inc. pursuant to which Westhab, Inc. will conduct a TechHire boot camp to accelerate re-employment, short-term and long-term training, and work opportunities for youth, the hard-to-serve, and long term unemployed individuals in high-demand H-1B-eligible technology industries such as IT, healthcare, advanced manufacturing, and bio-technology for the period from January 1, 2017 through June 30, 2020 for a total aggregate amount not to exceed \$600,000.00, payable pursuant to an approved budget; be it further

RESOLVED, that The Workplace, Inc. will be a subcontractor to Westhab to provide the Platform to Employment boot camps; be it further

RESOLVED that the County Executive or his duly authorized designee Is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Account to be
Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
275	22	797R	7350	T797	\$600,000

Budget Funding Year(s): 2016 (Grant Year) Start Date: 01/01/2017 End Date: 06/30/2020
(must match resolution)

Funding Source

\$600,000

(must match resolution)

Tax Dollars

State Aid:

Federal Aid: 100%

Other: