

George Latimer
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

70289

DATE: May 28, 2019

TO: Board of Acquisition and Contract

FROM: Kevin M. McGuire
Commissioner

SUBJECT: Authority to amend an agreement with Westhab, Inc. pursuant to which Westhab, Inc. agreed to 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, by increasing the not-to-exceed amount by an additional \$102,000.00 to enable Westhab to serve an additional 100 participants.

By resolution approved on March 2, 2017, your Honorable Board authorized the County of Westchester (the "Country"), 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 would 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 for an amount not to exceed \$600,000.00 payable pursuant to an approved budget (the "Agreement"). The Agreement was subsequently executed.

The Department estimates that by June 30, 2019, Westhab will have no funds left in its budget to run additional boot camps. Since the Department has recruited an additional 100 participants for boot camp training, it will be necessary to increase Westhab's budget

by an additional \$102,000.00 in order for Westhab to be able to provide additional boot camp services for these new recruits.

Accordingly, authority is respectfully requested to amend the agreement with Westhab pursuant to which Westhab agreed to 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 biotechnology for the period from January 1, 2017 through June 30, 2020 for an amount not to exceed \$600,000.00, payable pursuant to an approved budget, by increasing the not-to-exceed amount by an additional \$102,000.00, from an amount not-to-exceed \$600,000.00 to a new amount not-to-exceed \$702,000.00, to enable Westhab to provide additional boot camp services for 100 new recruits.

It should be noted that the Program services will continue to 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.

Except as specifically provided herein, all other terms and conditions contained in the Agreement shall remain in full force and effect

The Department previously 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. It should be noted that Westhab will continue to subcontract with The Workplace, Inc. 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 12/18/2019 KMM/AT/SECRETARY

RESOLUTION

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

RESOLVED, that the County of Westchester (the “County”), acting by and through its Department of Social Services, Office of Workforce Development, on behalf of the Westchester Putnam Local Workforce Development Board (the “Department”), is hereby authorized to amend an agreement with Westhab, Inc., pursuant to which Westhab, Inc. agreed to 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 (the “Agreement”), by increasing the not-to-exceed amount by an additional \$102,000.00, from \$600,000.00 to \$702,000.00, to enable Westhab, Inc. to provide additional boot camp services to 100 new participants recruited by the Department; and be it further

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

RESOLVED, that except as specifically provided herein, all other terms and conditions contained in the Agreement shall remain in full force and effect; and 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	\$102,000

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

Funding Source
\$102,000
(must match resolution)

Tax Dollars
State Aid:
Federal Aid: 100%
Other: