

Summer Youth Employment Program Pre-Proposal
November 20, 2018

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NEW YORK CITY
DEPARTMENT OF YOUTH AND COMMUNITY DEVELOPMENT
SUMMER YOUTH EMPLOYMENT PROGRAM RFPs:
SCHOOL-BASED EPIN 26019I0004
COMMUNITY-BASED EPIN 26019I0005
SPECIAL INITIATIVES EPIN 26019I0006
PRE-PROPOSAL CONFERENCE

November 20, 2018

10:06 a.m.

Transcribed by:

Nicole Ellis

PANEL MEMBERS:

CHRISTOPHER LEWIS - Director of SYEP
ANDRE WHITE - Associate Commissioner of
Youth Workforce Development
SUSAN DIAZ - Director of
Enrichment Programs DOE
ROBERT FRENZEL-BERRA - Director of Research &
Program Development
DANA CANTELM I - Agency Chief
Contracting Officer
SHEANN WILSON - Assistant Deputy ACCO

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MS. WILSON: Good morning. On behalf of Commissioner Bill Chung, I would like to become you to the Department of Youth and Community Development pre-proposal conference for Summer Youth Employment Program.

My name is Sheann Wilson and I'm the Assistant Deputy Agency Chief Contracting Officer here at DYCD. Before we begin I'm going to ask that you please silence all cell phones and electronic devices.

Today's agenda. Welcome and panel introduction, RFP timeline, proposal expectations and instructions, pre-qualification and proposal submission, SYEP RFP overview, post award requirements, and question and answer session.

Now I'd like to introduce our panel. We have Chris Lewis, director of SYEP; Andre White, associate commissioner of Youth Workforce Development, he'll be here and available to answer questions;

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2 Robert Frenzel-Berra, director of Research
3 and Program Development, also available to
4 answer questions; Dana Cantelmi our Agency
5 Chief Contracting Officer here at DYCD,
6 she'll also be here and available to
7 answer questions; and we have Susan Diaz,
8 director of Enrichment Programs for the
9 DOE who will also be here to answer
10 questions.

11 DYCD's mission and vision.

12 Mission: The New York City Department of
13 Youth and Community Development, DYCD,
14 invests in a network of community-based
15 organizations and programs to alleviate
16 the effects of poverty and provide
17 opportunities for New Yorkers and
18 communities to flourish.

19 Vision: DYCD strives to improve
20 the quality of life of New Yorkers by
21 collaborating with local organizations and
22 investing in the talents and assets of
23 communities to help them develop, grow and
24 thrive.

25 Timeline. Proposal due date:

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The due date for the Community-Based SYEP RFP 26019I0005 is December 10th, 2018 at 2:00 p.m. in the HHS Accelerator System.

Anticipated contract term:

Service Option 1 Younger Youth and Service Option 2 Older Youth: March 1st, 2019 to February 28th, 2022, with an option to renew for an additional three years.

Service Option 3 Ladders For

Leaders: November 1st, 2019 to October 31st, 2021, with an option to renew for an additional four years.

The due date for the Special

Initiatives SYEP RFP 26019I0006 is December 10th, 2018 at 2:00 p.m. in the HHS Accelerator System.

Anticipated contract term for all

service options is March 1st, 2019 to February 28th, 2022, with an option to renew for an additional three years.

The due date for the School-Based

SYEP RFP 26019I0004 is December 17th, 2018 at 2:00 p.m. in the HHS Accelerator System.

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2 Anticipated contract term:

3 March 1st, 2019 to February 28th, 2022,
4 with an option to renew for an additional
5 three years.

6 Please note DYCD will not be
7 accepting any hard copies of proposals.
8 In order to respond to this RFP you must
9 be pre-qualified in the HHS Accelerator
10 System.

11 If you have questions after the
12 pre-proposal conference you may e-mail
13 DYCD at RFPquestions@dycd.nyc.gov. Please
14 note in order to ensure timely responses,
15 all questions must be received no later
16 than December 3rd, 2018.

17 Anticipated awards will be
18 announced -- sorry, excuse me. Awards are
19 anticipated to be announced early winter
20 of 2019.

21 Proposing in HHS Accelerator.

22 The HHS Accelerator System was launched to
23 simplify and improve the competitive
24 contract process for Health and Human
25 Services providers.

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Agencies publish all Request For Proposals, RFP, documents in the HHS Accelerator System.

Pre-qualified providers approved for relevant services are eligible to propose and can submit proposals after RFPs are released.

Providers must submit proposals through the HHS Accelerator System by the proposal due date and time, 2:00 p.m.

For assistance with the HHS Accelerator, you can reach out to MOCS help desk at help@mocs.nyc.gov.

I would now like to turn this conference over to our panel. I ask that you please hold questions until the end of panel presentation. Thank you.

MR. LEWIS: Good morning, everyone. My name is Chris Lewis, I'm the director of Summer Youth Employment Program here at DYCD. I'm going to take a moment now to give a bit of an overview on the various service option being offered in the SYEP RFP.

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The goal of the Summer Youth Employment Program is to introduce young people to the world of work and prepare them by providing foundational work-readiness skills and career opportunities as well as providing income for them to support their own interests as well as the interest of their households.

With that in mind, we wanted to take into consideration this new RFP. We wanted to take this as an opportunity to re-envision how not just the models of the program, in terms of its delivery, but also how we are engaging the young people that we endeavor to serve through our program.

Utilizing the resources and the connections that we as city government entities and our connections with the nonprofit and private sectors are trying to create connections and partnerships that help with targeting young people that are in high need populations and being able to more effectively direct resources

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to those groups.

We're doing that through breaking out our service -- the summer youth employment services into three separate RFPs, and those are the School-Based SYEP Program, the Community-Based Program and Special Initiatives.

Through School-Based SYEP, these services are meant to be provided. Any selected contractor to provide services through this option are to be partners with one of a group of DOE schools, it's a group of 64 schools across 49 separate DOE campus locations.

And the idea here is to work in tandem with a school partner to help provide concentrated enhanced work-readiness services to students of those schools during the school year, during after school or weekend hours where need be.

Again for this service option we are targeting young people in those schools so they are actually being served

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outside of the traditional lottery system that most of our current SYEP services are conducted through.

The age range for the young people that are being served in this group is 14 to 21 years old. And awarded contractors will receive \$800 for every youth served through this service option.

One thing to keep in mind is that while it is listed as two different service options for School-Based SYEP, the expectation is that any awarded contractors providing services in both tracks, so they would be providing services to both 14- and 15-year-old groups as well as 16- and 21-year-old, there's just a distinction in the way the services are being provided and I'll get into that in a later slide.

Another thing to keep in mind is that compared to -- because we have an extended time frame with which to provide that work-readiness training, these young people receive ten hours if they're 14 and

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2 15 years old or 15 hours of work-readiness
3 training if they are 16 to 21.

4 Our Community-Based SYEP RFP is
5 the -- this is the group that most closely
6 aligns with the current contract. And
7 this is where you have your options for
8 younger and older youth, again in this
9 case, it's ages 14 to 21 as opposed to
10 previous -- in the previous contract it
11 was 14 to 24, where you're providing
12 either project-based learning experiences
13 or job work-based experiences for
14 participants that apply to your
15 organization that must be residence within
16 the five boroughs and are selected
17 randomly via a lottery system.

18 All participants served through
19 these first two options, the younger and
20 older community-based, must complete
21 work-readiness training prior to beginning
22 work- or project-based learning
23 experiences to tune of four hours for 14
24 and 15 year olds or eight hours for 16
25 through 21 year olds and they are selected

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via a lottery process.

Awarded contractors would receive \$600 for younger youth participants and \$450 for older youth participants.

This is the only service option or RFP where providers would be able to choose whether or not they want to apply or propose for just one or both of the age groups in the RFP.

The third option in the community-based RFP is our Ladders For Leaders option. This is our competitive internship program for students that have prior work experience and are high achieving in school.

Providers are expected to recruit, train, provide extensive training which includes mock interviews and more expanded work-readiness training to the tune of up to 30 hours for each participant served.

And as I noted this is the competitive option so young people are expected to interview and be chosen for

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2 placement in a job opportunity through
3 this service option.

4 Groups would be reimbursed as a
5 rate of \$1,000 for every unsubsidized,
6 meaning employer-paid placement for youth
7 served, meaning the job opportunity that's
8 provided for those participants is being
9 paid directly by that employer -- the
10 wages for that job being paid directly
11 that employer, or they are being
12 reimbursed -- contractors are being
13 reimbursed at a rate of \$700 for
14 opportunities that are either directly
15 referred by DYCD or are subsidized,
16 meaning DYCD would be responsible for
17 covering the wages for those job
18 opportunities.

19 The expectation for awardees to
20 this service option is that a minimum of
21 60 percent of all placements would be
22 unsubsidized, meaning employer paid.

23 And then lastly the third service
24 option is what we're calling or Special
25 Initiatives option. This is another

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2 opportunity for us to provide carve-outs
3 for a certain population that we feel
4 either are in high-need circumstances or
5 are receiving services that most closely
6 align with the mission and goal of SYEP.

7 For Special Initiatives Service
8 Option 1, that's our Vulnerable Youth
9 option, it's a carry over from the
10 previous procurement. This is services
11 for young people that are in or aging out
12 of foster care, runaway or homeless,
13 previously justice involved or receiving
14 ACS preventative services. These young
15 people are recruited from -- either from
16 your provider organization or in tandem
17 with the City agencies that most directly
18 serve youth from these populations, namely
19 ACS, Department of Probation, Department
20 of Homeless Services, the DOE as well as
21 -- that's it, sorry. Yeah, those entities
22 that serve young people from those
23 populations.

24 For the next three service
25 options the age range for the youth served

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is 14 to 24, similar to the previous contract age range. And for vulnerable youth contractors they will be reimbursed at a rate of \$600 per youth served.

Work-readiness hours would be four hours for younger youth and six hours for older youth, again defined as 14 and 15 for younger and 16 to 24 for older.

And as I noted the selection process, the recruitment process, for these special initiatives is targeted so they would not be subject to the typical lottery system.

The next two service options go hand in hand. The first Service Option 2 SYEP for NYCHA MAP. This is services for residence of the 15 NYCHA developments that are part of the Mayor's action plan for neighborhood safety, those developments are listed in the RFP.

And the next option, the SYEP for NYCHA is an additional 15 developments that are meant to be an expansion of that same -- of the same services essentially.

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2 Residents of those -- of these
3 developments would be receiving services
4 directly from a provider organization,
5 essentially bypassing the lottery.

6 The age range again for this
7 group is 14 to 24. Younger youth served
8 in this option would be reimbursed at a
9 rate of \$600 and older youth at \$450.

10 Younger youth have to receive
11 four hours of work-readiness training and
12 older youth eight hours.

13 Again, this is direct recruitment
14 and any organization that's awarded a
15 contract would have to submit a proposal
16 for the development they intend to serve.
17 And the expectation is that they have a
18 presence and do direct recruitment in the
19 development and can provide work-readiness
20 -- job -- work-based experiences and
21 project-based learning experiences that
22 are convenient to the youth from those
23 developments.

24 And then lastly our Service
25 Option 4, Year-Round Sector Focus.

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2 Service option is for 16- to 21-year-olds
3 that are currently in non-DYCD funded
4 sector focus training programs, meaning
5 these are programs that are taking place
6 after school or during weekend hours that
7 has a stated focus on a particular sector
8 or industry and is providing training for
9 young people during the school year.

10 The purpose of this program is to
11 directly recruit young people in these
12 existing programs and provide six-week job
13 opportunities for those young people in
14 the sectors that they are receiving
15 training in.

16 Groups would be reimbursed at a
17 rate of \$450 for each slot rewarded in
18 that option, and work-readiness training
19 there would be for a total of eight hours.

20 As I noted previously, 14- and
21 15-year-olds are expected to participate
22 in the Summer Youth Employment Program
23 through what we're calling project-based
24 learning experiences. What we mean by
25 this is themed projects that serve to help

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foster the development of foundational work-readiness skills of the young people, provide them with a better understanding of markets, encourage civic engagement and also really work to help set them up for subsequent work-based experiences in their future.

We basically want to make sure that young people in this age range are given the tools necessary to succeed and find -- and thrive in a live work environment before going on into those environments as they go on in their professional careers.

These experiences are for a total of 15 hours. And as I stated here these services are across the board for every service option that's serving 14- and 15-year-olds, this is the model that is these services are going to be provided in.

They would be in these project-based learning experiences 15 hours a week for six weeks during the

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2 summer and would receive a stipend of
3 \$700. The stipend is paid by DYCD, the
4 earnings for all of the service options
5 with the exception of Ladders For Leaders
6 are subsidized by DYCD.

7 For our older youth contingent,
8 so all participants between the ages of 16
9 and 24, these young people would be placed
10 in work-based experiences, so
11 opportunities in external or even internal
12 employment sites where young people are
13 working and receiving a wage for six weeks
14 over the summer.

15 With this RFP we're working to
16 try to build a focus around the City's
17 priority sectors as stated in the Career
18 Pathways Report. Those sectors include
19 healthcare, information technology,
20 industrial manufacturing, construction,
21 retail, food service and hospitality.

22 Young people in these options
23 would be working for a total of 25 hours
24 per week for six weeks over the months of
25 July and August, and would be receiving

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the New York State minimum wage which as of 2019 will be \$15.

And then lastly our Ladders For Leaders cohort. These young people, as I noted previously, since they -- the young people in unsubsidized placements will be working in employer-paid experiences. They can work in excess of the 25 hours listed for the other service options and their wage can exceed the New York State minimum wage as it depends on how much money the employer would like to pay those young people.

Again in this instance this is -- those wages would not be subsidized by -- none of the wages or stipends that are paid to participants would be coming from the budget of the awarded contractee, it would either be subsidized by DYCD or paid for by the employer in the case of Ladders For Leaders.

Just wanted to have a brief slide to illustrate the change in price per participant or contractor fee for each of

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1
2 the different service options for this new
3 SYEP RFP.

4 As noted we added several service
5 options where young people were being
6 served from these populations but there
7 wasn't stated specific scopes of work or
8 specific contracts necessary to serve
9 those groups. As you can see there we
10 added our two school-based options, the
11 special initiatives for NYCHA, NYCHA MAP,
12 and our year-round sector focus.

13 For the existing models we did
14 increase our price per participant from
15 \$325 for younger and older youth to now
16 \$600 and \$450 for younger and older
17 respectively.

18 Our Ladders For Leaders option
19 for unsubsidized placements remains at
20 \$1,000. And then for our vulnerable youth
21 is also at \$600 but keeping in mind when
22 we initially procured the contract last we
23 were being reimbursed at a rate of \$400
24 per participant.

25 And as stated here, the other

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2 service options are reimbursed,
3 specifically in the case of school-based
4 at \$800 per slot, while the other two are
5 at \$600 for younger youth and \$450 for
6 older.

7 Lastly a note about proposed
8 staffing. Just wanted to give a general
9 statement. Each proposal must have a
10 complete staffing plan. While we
11 understand the nature of SYEP is that
12 especially a lot of groups are expected to
13 and encouraged to submit proposals across
14 multiple service options. Each one of
15 those proposal will need to have their own
16 staffing plan.

17 That being said, we understand
18 that there are instances where it makes
19 sense in practical nature in terms of best
20 utilizing resources that some staff may be
21 utilized across service options in terms.
22 Those circumstances are things that would
23 be taken care of during the contract
24 negotiation phase and we want to make sure
25 we ensure flexibility for you all, but we

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2 have to ensure that each proposal is being
3 evaluated on its own. So please ensure
4 that when you're submitting your proposals
5 you have a separate staffing plan for each
6 one of those proposals.

7 And then lastly, anticipating
8 growth. This RFP is designed with the
9 idea that we want to set up the structure
10 and framework for expanding services to
11 young people through SYEP beyond just the
12 levels that are even being contracted at
13 this point.

14 SYEP is in the spotlight,
15 workforce as a whole is in the spotlight
16 here locally and across the country, and
17 there are key stakeholders that have an
18 ambition or stated a goal to provide
19 additional services and fund additional
20 slots for SYEP.

21 So I say all of this to
22 acknowledge that while you propose a
23 certain slot amount and may or may not be
24 awarded a given amount, keep in mind that
25 there's typically always an opportunity to

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2 expand your contract size through
3 amendment. Those of you in the room that
4 have had an SYEP contract in the past know
5 that amendments are a very common thing,
6 as it pertains to the start of a coming
7 summer.

8 So just keep in mind that while
9 you may be proposing for a certain slot
10 level as your capacity or max, you may be
11 engaged at a later date about trying to
12 provide additional services to young
13 people.

14 Thank you, everyone.

15 MS. WILSON: Now I'll review a
16 few post award requirements.

17 Public Assistance Hiring
18 Commitment Rider. The Public Assistance
19 Hiring Commitment Rider is an initiative
20 administered by the Human Resources
21 Administration, HRA, through its Business
22 Link Program. The frequently asked
23 questions regarding this requirement has
24 been provided to you at the sign-in table.

25 Notice for Proposer Subcontractor

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2 Compliance. Please be advised there is a
3 requirement to utilize the Payee
4 Information Portal, PIP, to identify all
5 subcontractors and to enter all
6 subcontractors payment information and
7 other related information during the
8 contract term.

Responsibility Determination.

9
10 Please be advised that it is a requirement
11 for all prospective contractors to be
12 determined responsible in the post award
13 phase; therefore, please make sure your
14 charities filings are current and ensure
15 that any outstanding liens or adverse
16 information has been resolved. Unresolved
17 issues often cause significant delays in
18 the post award process.

NYC Liability Insurance

19
20 Requirement. Commercial General Liability
21 to include \$1 million per occurrence and
22 \$2 million aggregate.

Motor Vehicle Liability, if

23
24 applicable, to include \$1 million per
25 accident combined single limit.

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2 Workers' Compensation Disability
3 Benefits Insurance and Employer's
4 Liability.

5 DYCD will not be able to proceed
6 with processing any awarded contract until
7 it has been obtained acceptable proof of
8 the necessary insurance coverage.

9 DYCD reserves the right to notify
10 contractors of additional insurance
11 requirements at the time of contract
12 award.

13 Important information. MWBE
14 participation. DYCD encourages MWBE
15 participation and recommends the
16 utilization of certified MWBEs.

17 Transcripts, presentation and
18 attendance rosters will be posted to DYCD
19 website for viewing.

20 At this time we'll have our
21 question and answer session. Please note
22 this session is only for purposes
23 regarding the RFP. Moreover, this is your
24 only opportunity to ask the panel
25 questions. Once the Q&A session ends, the

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2 panel will not be able to answer any
3 questions; therefore, if you want to ask
4 the panel any questions this is your
5 opportunity to do so.

6 Once again, please make sure all
7 questions pertain to this RFP and this RFP
8 only.

9 Anyone who wishes to ask a
10 question or needs further clarification
11 please line up in front of the microphone.
12 Please make sure to state your name and
13 the name of your agency and reference the
14 page of the RFP that pertains to this
15 question.

16 MR. SUTNIK: Gary Sutnik with
17 CAMBA.

18 For the special initiatives RFP
19 with Service Options 1, 2 and 3, if we
20 have existing programs that already serve
21 the same target population can we recruit
22 our participants from those programs or
23 will participants be given to us by DYCD
24 and/or other City agencies?

25 MR. LEWIS: Yes, you can recruit

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participants from your existing programs;
however, you cannot deny any participants
that meets the eligibility requirements
for VY or any of the NYCHA MAP or SYEP for
NYCHA programs.

The idea is to expand access, so
while we do encourage leveraging the
resource and connection that your programs
already have, we do want to ensure that
there is a fair opportunity for all not
just youth in your existing programs.

MR. SUTNIK: One more question.

Are providers allowed to offer
incentives to participants and if so are
there any limitations on that?

MR. WHITE: How do you define
incentives?

MR. SUTNIK: Like for
school-based, like gift cards, that sort
of thing to get them -- these kids don't
stay after school that readily.

MR. WHITE: That's absolutely
fine, you could charge that to your
budget.

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MR. SUTNIK: Thank you.

MR. BEERY: Tal Beery. I work for an organization called Highway Grants working with a few different organizations to prepare this RFP.

This is a question specifically about the Option 1 younger youth option, community-based. Although we agree that the staffing model conveyed in the RFP is ideal for all programs and absolutely necessary for larger programs, the current funding is unrealistic for any program servicing 450 youth or fewer.

Our view is that the staffing requirements associated with Option 1 younger youth would need to be relaxed for providers proposing to serve 450 or fewer youth in the current RFP. This program is required to be staffed by a fully allocated full-time director in place year-round and a project developer and educational coordinator, each to be employed six months annually, and the staff-to-child ratio to be at 1 to 12.

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Given the reimbursement rate we believe it is feasible, albeit not optimal, for these smaller programs of 450 or fewer youth to be staffed as follows: Program director be a minimum of 50 percent allocated to this program and that the other two professionals each be employed three months annually, and the staff-to-child ratio be at 1 to 15 which is the legal ratio for this age.

Given the staffing model put forth in the RFP our opinion is that for programs servicing 450 or fewer participants it will be impossible to competently operate the program with the amount of funding made available via this RFP.

If the staffing requirements are adjusted in the way we have proposed the finances for the program will become manageable. If unwilling to significantly modify the reimbursement rates, will DYCD please alter the staffing requirements accordingly?

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MR. WHITE: Thank you for that very lengthy explanation for staffing plan.

So as a group, and my team is sitting in the front as well, we've been thinking internally in terms of what the staffing pattern should look like. And I want to be very clear of how DYCD got to this point.

What is important to us, what -- we do what's called a model budget, we look at the costs for the entire operation of any SYEP service option that Chris described. And based on those conversations and based on the numbers that we think makes sense, that's how we're determining what the staffing plan should look like.

Chris was very clear in his presentation that DYCD will absolutely consider an alternative way of running your programs in terms of the staff that you bring on board.

When we think about staffing

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2 pattern, it starts with SYEP, what we do
3 see providers typically have multiple
4 service options so they're either
5 operating a school-based model, VY model.
6 And what we've allowed in the past is that
7 you can serve the young people with the
8 same program director, you can potentially
9 have the same folks working on the
10 educational part of the program as well.

11 But Chris, again, was very clear
12 that that process takes place throughout
13 the negotiation, right. So you come, you
14 present a plan to us, we say if it's
15 compelling, it makes sense. If you could
16 achieve the goals of RFP we'll absolutely
17 approve it. If it doesn't make sense you
18 have to go back to the drawing board and
19 work with us closely 'cause we want to
20 make sure you have a plan that works with
21 your agency and that you have the
22 resources necessary to run the program.

23 So we will definitely take a look
24 at the requirements particularly around
25 education coordinator and the job

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developer. Right now in the RFP, yes, you are right they are full-time positions. We're definitely thinking about converting those to some part-time roles.

And, again, Chris made this clear these RFPs are separate, so if you're proposing for school-based you have to absolutely submit a plan that makes sense for that RFP, right. We can't assume that you're going have multiple contracts, we don't know if you're going to be awarded multiple contracts. So keep in mind and look out that we're going to be listing an addendum addressing the staffing structure.

You made a comment around the ratio for young people in the school-based model. Actually for younger youth across the board, it's actually 1 to 20 and not 1 to 12. So we're going release an addendum to clarify that as well.

Did that answer your questions?

MR. BEERY: Thank you.

FEMALE SPEAKER: ^ Check with

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2 headphones earn enjoy mass me of
3 consulting group. First of all I have
4 two, maybe three, questions.

5 First of all do you have target
6 for the MWBE participation?

7 MS. CANTELM: Hi. This is a
8 human service RFP so there's no MWBE
9 target.

10 FEMALE SPEAKER: ^ Name thank you
11 very much.

12 And we are trying to create this
13 -- not the curriculum, more computer-based
14 kind of training for the youth because it
15 was recommended and encouraged in the
16 station.

17 And but actually we don't have
18 that much experience, it's not -- you said
19 it's multiple three to four years of the
20 experience. How can we participate in the
21 RFP?

22 MR. WHITE: I'm sorry I just want
23 to make sure I understand your question.
24 You're saying that you have experience
25 teaching?

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2 FEMALE SPEAKER: ^ * yes, we
3 don't have experience in teaching. We
4 have subcontractor can be teachers, too.
5 But specifically in the solicitation it
6 says that we have to have a requirement as
7 experience in the environment for two to
8 three years.

9 MR. WHITE: Right. So the RFP
10 you have to demonstrate that your
11 organization has the ability to actually
12 -- it's not only around the teaching and
13 facilitation of the workshop but how do
14 you develop jobs, prepare the young people
15 for the world of work.

16 The RFP does allow for
17 subcontractors if there's an area that
18 you're not comfortable with as a
19 nonprofit, we absolutely allow you to work
20 with a subcontractor to come in and
21 actually deliver that part of program that
22 you're not able to do.

23 FEMALE SPEAKER: ^ * so we can
24 invite the subcontractor who has
25 experience?

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2 MR. WHITE: Correct.

3 FEMALE SPEAKER: ^ * and we can
4 have the individual very small RFP for
5 those kind of curriculum like
6 computer-based training part of it, too?

7 MR. WHITE: Right. So if you're
8 reference was a center-based program,
9 which is Special Initiatives Option 4, you
10 can absolutely subcontract but DYCD is not
11 necessarily -- what we're paying for in
12 that option is the provider fee which is
13 450 as well as the wages for the young
14 people.

15 And then based on that total
16 budget, based on the number of people
17 you're going to serve, you can determine
18 what your subcontractor ratio would be and
19 that's fine.

20 FEMALE SPEAKER: ^ * thank you
21 very much.

22 MR. LARSON: James Larson for the
23 Center for Court Innovation.

24 I have two questions. The first
25 one about Special Initiatives Service

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2 Option 2. It say that there's a minimum
3 of 200 slots per contract, could that be
4 200 slots per NYCHA development or could
5 it be combined over multiple sites?

6 MR. WHITE: Per development
7 that's awarded.

8 MR. LARSON: And then Special
9 Initiatives Service Option 4 for
10 standalone sectors or priority industry
11 focus out of school programs, do all 50
12 slots have to be in the same sector or
13 could it be multiple sectors?

14 MR. WHITE: Multiple sectors.

15 MS. VAZQUEZ: Danielle Vazquez, I
16 work for the New York Hall of Science. So
17 we actually run our own STEM focus youth
18 development youth employment program.

19 And we're wondering when we do
20 apply to this would we be required to
21 place our participants at other jobs or
22 can we apply to help cover the costs of
23 their employment at the museum?

24 They work on the museum floor,
25 they get training in addition to working

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2 on the museum floor.

3 MR. WHITE: What question are you
4 referencing? Which one of the RFPs are
5 you referencing?

6 MS. VAZQUEZ: It would probably
7 be Ladders For Leaders because we would
8 like the competitive option for
9 participants.

10 MR. WHITE: And your question is
11 can you place them currently at your
12 organization as the replacement?

13 MS. VAZQUEZ: Yeah.

14 MR. WHITE: Unfortunately you
15 cannot.

16 So as Chris mentioned with
17 Ladders we see yourself as sort of like
18 the gate openers for young people who
19 might not necessarily have connections to
20 get into the -- in into the training
21 summer program.

22 So what we want to do is develop
23 those opportunities for those people.
24 While you can place some of the folks with
25 your agency, obviously the large market of

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2 the jobs will be outside of your agency.

3 Does that make sense?

4 MS. VAZQUEZ: Yeah, that's
5 perfect. Thank you so much.

6 MS. TAYLOR: Good morning my name
7 is Keisha Taylor. Thank you all for this
8 opportunity, I'm with the childcare
9 corporation of 1199 SEIU and I have two
10 questions.

11 If possible can you clarify the
12 minimum/maximum for community-based
13 Option 2?

14 And also I saw that on a slide it
15 said lottery, but I believe someone had
16 asked the question about if you target
17 your own young people, do you have to
18 provide a lottery in that sense as well?

19 MR. WHITE: So I'm going to start
20 with your second question. You asked
21 about whether or not community Option 2 is
22 lottery based. It is lottery based, it's
23 not targeted, but you're responsible for
24 recruitment.

25 MS. TAYLOR: So when you recruit,

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2 you're then adding them to the system and
3 they become a part of the larger pool?

4 MR. WHITE: Yeah, so let me -- so
5 currently if you're awarded a contract
6 with SYEP, when we go live with our
7 participant application participants apply
8 online, they will see a drop-down of all
9 the agency. There will be some of you
10 guys working with us, and they have the
11 opportunity to select what CBO they want
12 to have their summer experience with,
13 right.

14 So once they select that CBO the
15 website will be listed kind of describing
16 the job opportunities that you have over
17 the years and the centers that you're
18 focusing on.

19 So young people have options,
20 they choose you, right, as their provider.
21 Then they actually do what we call a
22 lottery pool. So all the applications
23 that select you will be competing for a
24 slot in that particular pool.

25 So technically we're running a

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separate lottery for each provider, does that make sense?

And then I'm going to have Chris answer the first question.

MR. LEWIS: So to be clear for community-based options there is not a maximum service level that we have for our contractors. The minimum for younger youth is 175 slots, so that's Option 1.

The minimum for older youth Service Option 2 is 350.

MS. TAYLOR: Thank you.

MR. CONNELLY: Davis Connelly, Roads to Success.

Just a very basic question to clarify. Obviously for each RFP that's a separate application within one RFP. You can -- from what I understand, you can do multiple service options? You can do multiple community districts, correct? Are they separate applications for the same RFP or is that --

MS. CANTELMINI: So it depends which option and RFP you're talking about.

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2 We are going to release an
3 addendum to clarify the service options
4 that are citywide; however, for those that
5 state specific NYCHA developments and also
6 CD, those have to be separate
7 applications.

8 But we will be releasing an
9 addendum on how they should be submitted
10 'cause right now it does seem like you
11 have to submit a separate application for
12 every site that you have and in some
13 competitions that's not the case.

14 MR. CONNELLY: So for
15 community-based is it --

16 MS. CANTELM I: Which service
17 option?

18 MR. CONNELLY: I guess that's the
19 question, if it's multiple --

20 MS. CANTELM I: So for Service
21 Options 1 and 2 you can list multiple CDs
22 and sites. And the same thing goes for
23 Service Option 3, the Ladders which is a
24 citywide competition, you can submit one
25 application and then list the multiple

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2 sites as well.

3 MR. CONNELLY: Okay.

4 And so for -- if you were going
5 to do Service Option 1 and Service
6 Option 2 those are two different
7 applications?

8 MS. CANTELMY: Correct, 'cause
9 they are different service options.

10 MR. CONNELLY: Allowing multiple
11 districts --

12 MS. CANTELMY: Just note the
13 different competitions. So the way it's
14 set up in Accelerator, if you're
15 submitting a for a Bronx site, you can
16 submit one application and list multiple
17 Bronx sites. But if you're listing for
18 something in a Manhattan site, you won't
19 be able -- you would have to make sure
20 you're submitting it to Manhattan.

21 MS. BEHUM: My name is Faith
22 Behum from UJA Federation.

23 I have a quick question and then
24 a concern. So in the Special Initiatives,
25 under the Special Initiatives in the

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concept paper there was a youth with disabilities service option, and that has seemed to just disappear when the RFP was released.

And we're just wondering why it was removed from the service options in the RFP and how DYCD plans on providing assistance to this population in the future?

MR. WHITE: Thank you for your question.

So yes, you're absolutely right. A year ago when we released the concept paper there was a segment which really allocated slots for young people with disabilities, right.

As we did our listing tour, we got feedback from folks with regard to that paper. And internally we made a decision to actually infuse those slots into the overall program so young people with disabilities could work across the entire spectrum of SYEP.

And that was addressed in an

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2 addendum actually.

3 MS. BEHUM: And just more of a
4 concern about some of the time lines.

5 You know today's November 20th,
6 the proposals are due on December 10th,
7 December 17th. There's a lot of addendums
8 coming out. Is there any other
9 consideration about possibly pushing back
10 proposals or just any updating on time
11 lines?

12 It's a big press on providers to
13 get everything in when there's changing
14 information.

15 MR. WHITE: Tough question.

16 Sorry to be the bearer of bad
17 news, unfortunately we will not be able to
18 extend the deadline for the RFPs.

19 We at DYCD do understand that
20 folks want to write a very comprehensive
21 response to the RFP, and I know Thursday
22 is Thanksgiving and there's a lot of stuff
23 going on.

24 So we do understand the concern,
25 but our challenge there is we have to get

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2 awards out as early as possible so you
3 guys can actually start doing the work.
4 If we actually extend the contract -- I'm
5 sorry, the RFP proposal due date for
6 further to December or January,
7 contractors will not be registered for
8 folks to actually implement in the
9 program.

10 And when contractors are not
11 registered unfortunately you're not paid
12 or we can't give you the money for your
13 startup costs for the program.

14 So in order to prevent that we
15 want to make sure we have adequate time
16 for startup.

17 AUDIENCE MEMBER: Just one
18 question about for project-based
19 activities, would DOE or DYCD consider
20 waiving the cost of using the school space
21 for project-based activities? Currently
22 there isn't a -- currently like if we work
23 with a principal, we would have to pay for
24 school space to utilize it.

25 MR. WHITE: So you're referring

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2 to the school-based or outside the
3 school-based program?

4 AUDIENCE MEMBER: For
5 community-based Option 1.

6 MR. WHITE: So you're saying for
7 community-based Option 1 whether or not
8 DOE or the principal would allow you to
9 use that space for free?

10 AUDIENCE MEMBER: Yeah.

11 MR. WHITE: I mean we could
12 definitely take a look at that, have a
13 conversation about that. But it's really
14 on an individual basis. Every principal
15 is going to make their own decision on how
16 they want to use their space but we will
17 work with the DOE to look at that.

18 AUDIENCE MEMBER: Thank you.

19 MR. CAMPBELL: Gary Campbell from
20 1199 Childcare Fund. And you just spoke
21 to the 350 participant minimum for Service
22 Option 2.

23 My question is does that need to
24 be serviced annually or can that be
25 serviced over the course of the contract?

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2 MR. WHITE: Annually.

3 MR. CAMPBELL: Thank you.

4 And to be clear the contract is
5 three years long with the option to renew
6 for three more years?

7 MR. WHITE: Yes.

8 MR. CAMPBELL: Thank you.

9 MS. HOEY-BERNOWITZ: My name is
10 Marissa Hoey-Bernowitz, I'm from Queens
11 Law Associates.

12 Special Initiatives. So for the
13 specific housing with the staff, if we
14 meet the staff requirements but we don't
15 need the staff, our staff, to come out of
16 the budget? Like Queens Law Associates
17 would want to pay for the director, not
18 out of the budget 'cause we want to put
19 the budget --

20 MR. WHITE: You're talking about
21 in-kind services?

22 MS. HOEY-BERNOWITZ: Yes.

23 MR. WHITE: You're asking if
24 that's allowed?

25 MS. HOEY-BERNOWITZ: Can we do

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2 that?

3 MR. WHITE: Yes. That's allowed.

4 MS. HOEY-BERNOWITZ: Like the
5 overall CBO wants to cover the staff so
6 the budget doesn't have to go to the
7 personnel it can go elsewhere?

8 MR. WHITE: That's fine. You
9 have to make that clear in your proposal.

10 MS. HOEY-BERNOWITZ: One question
11 about the experience.

12 So it says that we have to have
13 at least three years experience within the
14 last five years. So we've been a
15 community partner and we have our MOUs --
16 I'm sorry for the lack of better words.

17 So we have community partnerships
18 with a whole bunch of organizations that
19 we've been doing summer youth with. Is
20 that considered experience even though we
21 haven't actually done our own work
22 development?

23 MR. WHITE: So again, I will say
24 in the proposal you have to demonstrate
25 that you have the ability or you actually

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develop any sort of project-based learning opportunities, whether it's not necessarily basing on people in the work site, but developing projects, community-based projects. It's just the way you frame it in the actual application, right.

MS. HOEY-BERNOWITZ: Okay.

MR. MYERS: Good morning. Aron Myers, I'm from Fedcap Services.

My question is for Special Initiatives. The area that requires services to students aging out of foster care, juvenile justice and disabilities. Do you have to provide services to all three? Because I understand there's only one contract going to be awarded for that area. Do you have to do all three communities or what's your thoughts about that? Is that what you prefer?

MR. LEWIS: So to kind of -- it's kind of an extension from the previous question I answered previously.

So while we do expect that there

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are certain groups that specialize in surveying young people in one or more of the barriers, there isn't an expectation that you're serving -- that have you to specialize and serve all of them.

That being said I want to reiterate that any youth that comes to your group or comes to your entity if you have a vulnerable youth contract that meets the eligibility requirement for vulnerable youth must be served under your contract.

So while we do understand that there are groups that say have a very strong background in serving young people that are justice involved, in serving youth that are runaway or homeless, you can have and should demonstrate that strength but at the same time you can't preclude serving young people from these other employment barriers.

MR. MYERS: Thank you.

MS. KAY: Good morning, everyone.

Nicole Kay from Jacob A Riis Neighborhood

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2 Settlement.

3 I have a couple questions for
4 you. One regarding the NYCHA housing
5 Option 3 under the Special Initiatives.
6 You have specific developments listed for
7 this option. My question is can you
8 provide some clarity around how many slots
9 are going to be provided to that specific
10 neighborhood? Because if there's only one
11 neighborhood listed, if there's a
12 community person that's trying to go for
13 this, we want to know if there's going to
14 be multiple providers based in that same
15 neighborhood if we go for the minimum
16 amount of slots or if we should consider
17 going for a larger amount of slots?

18 There's no clarity on that.

19 And then also if there's multiple
20 neighborhoods listed, do you have to
21 actually service all of those or can you
22 choose just one of those specific in
23 there?

24 MR. WHITE: I want to make sure I
25 understand what you're asking.

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2 So within the RFP Service
3 Option 3 we have nine competitions, right,
4 that's what we have. And in the nine
5 competitions we actually list the
6 different boroughs on the developments,
7 right.

8 And your question is as an
9 example, for example, if you are awarded
10 say Brooklyn East 1, right, which the
11 development is Cypress Hills, you're
12 asking if you should only serve
13 participants from Cypress Hills?

14 MS. KAY: No, sorry.

15 My question is that when the CBO
16 is proposing for this, we're unclear as to
17 how many providers may actually be given
18 the opportunity based on the fact that
19 there's not a number of slots per
20 neighborhood you guys are looking to do.

21 You understand? So if there's
22 1,000 slots and we're proposing to go for
23 250 of them, are you then actually going
24 to be giving four providers that same
25 exact neighborhood?

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2 MR. WHITE: It's actually one
3 provider to one development.

4 MS. KAY: Thank you.

5 And then my other question is:
6 Is there any consideration being given to
7 possibly implementing MetroCards for these
8 youth? I know it's come up before, but
9 with the stipend we are worried about
10 retention of the youth not be able to
11 physically get there because they can't
12 actually afford it on these stipends.

13 MR. WHITE: Yeah. Absolutely
14 makes sense, we would like to give every
15 kid a MetroCard to get to work. But when
16 we're dealing with competing partners with
17 that budget, you have to make some tough
18 decisions, right.

19 And as Chris illustrated before
20 when he was talking about the increase in
21 PPP. We're definitely increasing the
22 price per participant across all options
23 for SYEP and we had to make tough
24 decisions in terms of where we made those
25 developments.

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Unfortunately while we did have some internal conversations, really difficult conversations, around whether or not we should provide MetroCards, the budget was just not there for that.

Does that mean that this is the end of that conversation? No. The budget process, as you know, goes all the way through adopting for 2019. But as it stands now unfortunately there are no MetroCards, but we're absolutely thinking about those things, and I want you folks to walk away from this conference knowing that.

MS. KAY: Thank you.

MS. HABERLY: Hi, good morning. Allison from CAMBA. I have a couple questions.

We have staff from existing programs who are serving the same youth that we would serve in SYEP in the special initiatives, these are people we've actually chosen. Can we leverage the staff in the existing program to work in

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2 SYEP and still fulfil that requirement?

3 MR. WHITE: So making sure I
4 understand your question. So for example,
5 you have staff working a DOE-funded
6 program, right, and there is an SYEP
7 program and the population is similar, the
8 services are similar. You're asking if
9 that DOE staff would also work in the DYCD
10 program as an in-kind?

11 MS. HABERLY: Right. So let's
12 say we're applying for vulnerable youth,
13 we work in high school with this
14 population already, we have social workers
15 on staff, we have job developers on staff.
16 Does it fulfill your requirement if they
17 can do that with the same participants
18 in-kind?

19 MR. WHITE: Right. But again as
20 you know with DYCD you have to really
21 demonstrate that that staff member is only
22 allocated for a certain percent to work on
23 that other program.

24 So for example, on your non-DYCD
25 program if that person, say your program

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2 director, is working on that program for
3 50 percent of their time, they can't be on
4 SYEP working 100 percent 'cause that's
5 150 percent unless they are cloning
6 themselves.

7 So you have to demonstrate that
8 person will be dedicating a certain
9 percentage of their time to SYEP, but it
10 has to make sense. It can't be 10 percent
11 as a program director for an entire
12 service option.

13 MS. HABERLY: Okay.

14 And for NYCHA and NYCHA MAP
15 programs, will the SYEP programs be housed
16 at the NYCHA developments or would they
17 housed somewhere in the surrounding areas?

18 MR. WHITE: Good question.

19 MS. HABERLY: We're in a lot of
20 these and there's no space so we're
21 concerned about where you're thinking
22 about space.

23 MR. WHITE: So I'm thinking in
24 the RFP we said you have to set up shop
25 close to or actually in the development.

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2 So unfortunately if the development
3 doesn't have space I would suggest getting
4 a site that is close to the development.

5 MS. HABERLY: Okay. Last
6 question.

7 You mentioned before you were
8 going to be releasing addenda regarding
9 staffing requirements. When do you plan
10 on releasing those because we need to do
11 budgets and I'm sure a lot of us can't run
12 the program if we don't actually know what
13 the staffing requirement is.

14 MR. WHITE: Before Thanksgiving.

15 MS. HABERLY: Thank you.

16 AUDIENCE MEMBER: Can we apply to
17 special initiatives and community-based
18 RFP?

19 MR. WHITE: You could apply to as
20 many as you want.

21 AUDIENCE MEMBER: And then you
22 mention that we can apply to more than one
23 service option but it has to be separate
24 applications, right? So if let's say
25 Center for Court Innovation has multiple

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operating projects and our Queens project want to apply for more than one service option, they have to submit separate applications for each, right?

MR. WHITE: Right. So if you're talking about community-based you have to submit an application for that.

For special initiatives you have four service options. If you want to serve people from those categories, separate applications.

AUDIENCE MEMBER: Thank you.

MR. WERNHAM: Good morning. My name is Thomas Wernham asking questions regarding Special Initiatives Option 4.

I'm from 1199 Childcare Corporation. First question for Option 4 can students be 15 when they start the program?

MR. LEWIS: With regard to the program all aging distinctions are calculated based on July 5th of the program year in question. So if that young person would be turning 16 by

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July 5th then they can participate in the program.

MR. WERNHAM: And are non-New York residents allowed to benefit from the program?

MR. LEWIS: No.

MS. SANTIAGO-DEJESUS: Good morning. Carol Santiago-DeJesus from El Barrio's Operation Fight Back. Question about Special Initiative Service Option 4.

Page 17 says that both in school and out of school youth may be serviced under this option and I'm wondering if there was a required ratio between the two?

MR. WHITE: There's none. But I think for the option I would assume a large majority of those young people are already engaged, right. And I think a large majority of them should be in school. We're not precluding encouraging or recruiting people that aren't in school or working. But keep in mind out of school out of work youth is a very

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2 difficult population.

3 We have a number of youth
4 employment programs that focus on that
5 group here at DYCD and there's a lot of
6 challenges around that and that rate of
7 PPP. I don't think you'd be able to
8 provide services to serve that population.
9 But you might want to encourage a few who
10 actually work already.

11 MS. SANTIAGO-DEJESUS: Are there
12 any same service options -- are there any
13 pilot programs that DYCD either ran or
14 models that DYCD had in mind for this
15 service option that you might be able to
16 share? You guys share a lot of resources
17 on best practices, et cetera, and I
18 wondered for this option in particular if
19 there was anything -- it may not be off
20 the top of your head right now -- but
21 perhaps an addendum if there was something
22 like that, it would be helpful.

23 MR. WHITE: So I think I would
24 maybe talk to, for example, I'm not sure
25 if we're going to include that in an

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addendum because we want to get it out to you folks before Thanksgiving, right.

But I would use this example and I won't call or use the nonprofit name, but there's a very robust and well-known nonprofit that does training around IT for young girls in the city, right. So throughout the school year they are learning how to code, they are building websites, they are engaging in IT center focus work.

That nonprofit would then demonstrate to the RFP that, hey, these are things that we're doing with young people. The number of hours that they are working, the projects that they are working on, some of the goals and outcomes of those different promotions that they are working on, and also demonstrate in your response that you're going to be developing job opportunities in those -- in that particular sector, right.

So again the program exists so it's an existing program but you're just

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using the SYEP portion to pay for the wages.

MS. SANTIAGO-DEJESUS: So three to five years experience requirement applies for running the sector program for that long -- like the general SYEP experience requirements apply for the length of running that sector program.

MR. FRENZEL-BERRA: So the experience requirements are as stated in the RFP and we expect proposers to make their best case in their proposals.

So the more -- if you meet our requirements or exceed them, that's great. If you fall short you give us your best case relative to what we ask for.

MS. SANTIAGO-DEJESUS: Okay. Two quick questions.

NYCHA MAP, just want to confirm that is not a lottery, did I misunderstand that? NYCHA MAP residents automatically list until we reach the enrollment number?

MR. WHITE: Correct.

MS. SANTIAGO-DEJESUS: And my

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last question what expectations, if any, should proposers have regarding the future of the Work, Learn & Grow component of the current SYEP program?

MR. WHITE: Work, Learn & Grown is not a part of this RFP. As you know, Work, Learn & Grow has been funded on a year-to-year basis and joined by the administration of the City Council, and we're actually having those conversations with the council, so we won't know until the budget has ended which is next year.

MS. SANTIAGO-DEJESUS: Thank you.

MR. HOLBIN: Andrew Holbin with Graham Windham. I have two questions about Special Initiatives Option 1.

So the total annual budgets listed at 3.6 million and the price per participant is \$600. So just my little back of the napkin math would make it seem like there's 6,000 slots. So are we expected to -- there's a minimum of 200, are we expected to go up to 6,000?

And just want to make sure I

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2 understand the model correctly, so you're
3 going to choose one organization
4 throughout the City that's going to get
5 the contract for that, and then they are
6 expected to take referrals from the DOE,
7 ACS, as well as a number of homeless
8 shelters, other foster care agencies, and
9 that organization would just be the magnet
10 get that takes all of those referrals and
11 places them?

12 MR. LEWIS: Thanks for your
13 question.

14 To answer the first, no, it is
15 not the expectation that one organization
16 is going to receive all 6,000 slots. It
17 is the expectation that we put the total
18 funding down just as an indicator to
19 proposers the scale and scope at which we
20 plan to provide those services.

21 But we are -- the expectation is
22 that we will have multiple service
23 providers helping with delivering services
24 for the vulnerable youth population.

25 In terms of -- remind me again

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2 what your second question was?

3 MR. HOLBIN: Just trying to make
4 sure I understand. So if we're awarded a
5 contract we'd be expected to take
6 referrals from ACS, DOE, homeless
7 shelters, other foster care agencies. We
8 just have -- we couldn't just service our
9 own youth, we'd have to be open to
10 referrals from across the system?

11 MR. LEWIS: Correct, you would
12 have to accept referrals from the other
13 party agencies we have listed.

14 MR. WHITE: Just to add to what
15 Chris was saying. In the RFP, I'm not
16 sure exactly the number that we used for
17 VY in terms of how much slots we're
18 allocating there but the administration
19 has a focus on vulnerable populations,
20 particularly the Mayor he's very
21 passionate about this group of young
22 people, and the thinking is over the next
23 couple years that number is going to
24 increase. So if you're thinking about
25 applying for a VY contract and say for

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example, you're awarded 400 slots, at the end of contract term you might be serving close to 1,000 kids so keep that in mind.

MR. SUTNIK: Gary Sutnik from CAMBA.

Does the funding for SYEP allow providers to budget for COLA for staff in order to keep pace with the increase in the minimum wage?

MR. WHITE: Unfortunately my budget folks are not here but going forward I'm not sure what the process is with COLA. If you're awarded a contract and that's definitely in the table, we'll make sure that opportunity is presented to everyone in the portfolio.

MR. SUTNIK: Thank you.

MS. FOX: Carrie Fox from LaGuardia Community College.

For the school-based RFPs, the contract -- do I understand the contract would begin March 1st, 2019. If we have a current contract that runs through March 30th, there's -- I'm just confirming

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2 -- there's a one-month overlap if I'm
3 understanding that correctly?

4 MR. LEWIS: Yes, there is a
5 one-month overlap from existing services
6 to the new RFP, correct.

7 MS. FOX: Thank you very much.

8 MS. WILSON: Any further
9 questions?

10 (No response.)

11 MS. WILSON: As a reminder, the
12 due date for the Community-Based SYEP RFP
13 is December 10th, 2018 at 2:00 p.m. in the
14 HHS Accelerator System. The due date for
15 the Special Initiatives RFP is
16 December 10th at 2:00 p.m. in the HHS
17 Accelerator System. The due date for the
18 School-Based SYEP RFP is December 17th,
19 2018 at 2:00 p.m. in the HHS Accelerator
20 System --

21 MS. BUNYAVIROCH: Good morning,
22 Penni Bunyaviroch from Catholic Charities
23 Community Services.

24 I have several questions
25 regarding the school-based RFP. There's

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2 some campus-wide competitions and we're
3 wondering if the 200 slots apply to each
4 school within the campus or if it's only
5 for the entire campus?

6 MS. DIAZ: The 200 slots will
7 apply for the entire campus.

8 MS. BUNYAVIROCH: Thank you.

9 Is there a recommendation as to
10 how the 200 slots should be allocated for
11 school?

12 MS. DIAZ: That would be a
13 determination that the colleagues on the
14 campus should talk about and determine
15 when you're proposing.

16 MS. BUNYAVIROCH: Okay.

17 Would DYCD be willing to increase
18 the number of slots on the campus?

19 MS. DIAZ: I think that is a
20 determination that DYCD will look at in
21 subsequent years, yeah.

22 MS. BUNYAVIROCH: Okay.

23 And then regarding the career
24 include component, I believe there's --
25 there was a question regarding which

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2 schools would be selected to host the
3 career component under the RFP.

4 MS. DIAZ: So we wouldn't know
5 the answer to that until we know what
6 awards are made through the DYCD proposal
7 process, but we'll make that determination
8 a little later on.

9 MS. BUNYAVIROCH: Okay.

10 And there's another question
11 about the possibility of removing the
12 minimum career include component to allow
13 all schools to offer academic credit to
14 students. Is that --

15 MS. DIAZ: So can you repeat the
16 question?

17 MS. BUNYAVIROCH: I guess the
18 question is can we remove the minimum
19 career include component to allow all
20 schools to offer academic credit?

21 MS. DIAZ: No. So career include
22 is a very specific program that has a
23 curriculum that is approved by the
24 principal. So we are taking a look at
25 credentialing programs to be part of the

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2 larger school-based option. But for right
3 now the credit is for career include only.

4 MS. BUNYAVIROCH: And then in the
5 community-based RFP there was mention of a
6 subcontracting requirement for community
7 partners. Is there a linkage agreement or
8 form of subcontractors that will be
9 provided?

10 MS. CANTELMY: So there is no
11 linkage agreement for the community
12 partners and there is no form for the
13 subcontractors; however, you do have to
14 identify them in your proposal.

15 MS. BUNYAVIROCH: Okay.

16 And I'm sorry, related question.
17 Can the requirement that the partners be
18 external entities be eliminated or must
19 they be external partners? The community
20 partners, are they required to be external
21 entities or is it allowable to have them
22 be internal?

23 MR. FRENZEL-BERRA: They should
24 be external.

25 MS. BUNYAVIROCH: There's only

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2 one other question regarding staffing, but
3 I think you mentioned that it would be
4 addressed in an addendum.

5 We are just wondering if it's
6 possible for a single position to handle
7 two roles?

8 MR. WHITE: Yes. Once you're
9 awarded you have to make the case that
10 that one role will be able to serve those
11 two separate programs and do it well.

12 MS. BUNYAVIROCH: Okay.

13 AUDIENCE MEMBER: So one
14 individual could serve two roles
15 considering that their --

16 MR. WHITE: So I'm saying a
17 program director can potentially be the
18 program director for separate options.

19 AUDIENCE MEMBER: Even if they
20 are both 100 percent FT?

21 MR. WHITE: No, it would be
22 50/50.

23 MS. BUNYAVIROCH: Thank you.

24 MR. MYERS: Two additional
25 questions.

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2 One question is regarding
3 work-readiness training across the RFPs.
4 Is interactive web-based work readiness
5 platforms can be used as part of the hour
6 requirement for students to engage in
7 work-readiness requirements?

8 MR. WHITE: I need some more
9 context.

10 MR. MYERS: So there are a number
11 of really good work-readiness platforms
12 where students can log-in, you can see how
13 much time they have logged in, you can
14 monitor their progress.

15 Can traditional work-readiness
16 programs say, sit a student in front of an
17 instructor, but with the Millennials we've
18 learned that students who have their
19 telephones nonstop, is this a way to
20 transform how we're thinking about
21 engaging the work-readiness component with
22 DYCD be open to that construct versus an
23 instructor/student/classroom format?
24 Which we're learning in the learning
25 process isn't necessarily the most

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2 efficient.

3 MR. WHITE: No, I think that's
4 great, right. I think the question is how
5 do we do it, right. The proposals
6 obviously -- I'm sorry, the RFP obviously
7 sort of outlines what the work-readiness
8 piece should accomplish and sort of digs
9 into the social and emotional learning
10 aspect of it.

11 So my concern, to be honest with
12 you, is have the young people sit in front
13 of a computer outside of sort of like a
14 classroom setting, right, how can we
15 develop those social and emotional
16 learning skills. But we're -- I think
17 you're moving in the right direction
18 around how we implement that piece of it.

19 MR. MYERS: And then my last
20 question regarding staffing plan. I
21 understood you to say that in different
22 proposals you'd have to provide equal
23 opportunity but the assumption is that you
24 may not get all of the proposals you apply
25 for.

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And let's say I have workforce director who is skilled and I put that person in three proposals and then you come back and you say, Well you got two, then we'll say to you, We'll hire another person.

But because you want resumes and so we apply for nine, I don't have nine program director resumes but I have a workforce development expert who would add to the different proposals. And so is that going to be used against us in the application process if you see the same name in multiple proposals? I don't know if that was clear but...

MS. CANTELM: So we understand that you're not going to have nine directors upfront at the time of the proposal. We are open to negotiating staffing plans if you are awarded multiple contracts, so that is something we'd be doing during contract negotiations.

But in terms of the proposal as we mentioned earlier you should set forth

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your staffing plan as you would if you were to be awarded.

MR. HOLBIN: Okay.

MR. FRENZEL-BERRA: It wouldn't be held against you in the evaluation in proposing the same person in different proposals.

MR. MYERS: That's what I wanted to hear. Thank you.

MS. WILSON: Before we close are there any further questions?

(No response.)

MS. WILSON: All right. Please note that there will be addendums issued to these RFPs. Any additional addendums will be posted on DYCD website.

This concludes our pre-proposal conference. Thank you.

(Time noted: 11:23 a.m.)

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C E R T I F I C A T E

STATE OF NEW YORK)
 : ss.:
COUNTY OF QUEENS)

I, NICOLE ELLIS, a Notary Public for and within
the State of New York, do hereby certify:

I reported the proceedings in the
within-entitled matter, and that the within
transcript is a true record of such proceedings.

I further certify that I am not related to any
of the parties to this action by blood or by
marriage and that I am in no way interested in the
outcome of this matter.

IN WITNESS WHEREOF, I have hereunto set my hand
this 26th day of November 2018.

Nicole Ellis

NICOLE ELLIS

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