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In the Matter of
DEPARTMENT OF YOUTH & COMMUNITY DEVELOPMENT
WORKFORCE INNOVATION AND
OPPORTUNITY ACT (WIOA)
OUT OF SCHOOL YOUTH PROGRAM
-----x

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Transcript of Proceedings

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Department of Youth and Community Development
December 2, 2015

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A P P E A R A N C E S:

Zenaida Marie White, Moderator, Assistant Deputy ACCO

Teddy Latimore, Program Overview: WIOA Programs;
Senior Director of WIOA Youth Programs

Megan Keenan-Berryman, Program Overview: WIOA
Programs; Senior Director of Youth Development

Robert Frenzel-Berra, Planning, Research and Program
Development

Natasha Mast, HHS Accelerator

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MS WHITE: Good morning, everyone.
Good morning and welcome. On behalf of
Commissioner Bill Chong, I would like to
welcome you to the Department of Youth and
Community Development's Pre-Proposal
Conference for the Workforce Innovation and
Opportunity Act Requests for Proposals for
Out of School Youth. My name is
Zenaida Marie White. I am the Assistant
Deputy Agency Chief Contracting Officer
here at DYCD. So thank you for joining us
today. We look forward to answering all of
your questions today.

And just to start off, everyone here
should have signed in, one representative
per organization, and you should have
picked up an HHS Accelerator handout and a
Work Innovation and Opportunity Act budgets
and payment information sheet.

Everyone got that? Great.

Now, to introduce our panel, we have
a dynamic stunning panel right here, ready
and available to present and answer
questions. And we're going to begin with

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2 Natasha Mast who has come all the way from
3 Brooklyn, New York. She will be presenting
4 on HHS Accelerator. And we have our very
5 own Bob Frenzel-Berra who will be here,
6 ready and willing to answer any questions
7 regarding RFP content. And then from our
8 program overview -- I mean for our program
9 overview, we have the Senior Director of
10 the Work Innovation, we have
11 Teddy Latimore, and then we have our Senior
12 Director of Youth Development,
13 Megan Keenan-Berryman.

14 So we also have a couple of other
15 special guests that I'll introduce later on
16 when we get to that point. And -- well,
17 actually, let me just let you know that we
18 do have from our HRA's Business League, we
19 do have James Flaum, and he's going to
20 speak later with you after the conference
21 if you have any questions.

22 So before I turn over to the panel
23 to present, I want to go over some
24 important dates and information. The
25 proposal due date for this RFP is

1 Proceedings

2 December 22nd at 2:00 p.m. Please note
3 that these proposals will be submitted
4 through the HHS Accelerator system. No
5 hard copies of the proposals will be
6 accepted.

7 How many of you here have used HHS
8 Accelerator?

9 (Hands are raised.)

10 MS. WHITE: Great. For those of you
11 who have not raised your hands, don't
12 worry, we have Natasha Mast who's going to
13 give you some more information and walk you
14 through the system. Okay.

15 Also note that we do not accept
16 proposals after the specified due date and
17 time. 2:01, we can't accept your
18 proposals, so please, as your planning and
19 getting your proposals ready, please make
20 note of that very important due date and
21 time.

22 We anticipate that the awards will
23 be announced late February of 2016. The
24 contract term for these proposals is
25 July 1st, 2016 through June 30th, 2020,

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2 with an option to renew for an additional
3 two years. If you have questions after
4 today's pre-proposal conferences, you can
5 submit your questions in writing to
6 rfpquestions@dycd.nyc.gov. Please note
7 that you have up to December 15th to submit
8 your questions because we want to make sure
9 we have time to respond to your questions.

10 For this RFP, there are two service
11 options and just please note that there are
12 seven different categories for which you
13 will be evaluated as outlined in the RFP.
14 Organizational experience will have a
15 maximum of 25 points; Staffing Plan, a
16 maximum of 15 points; Staff Development, a
17 maximum of 5 points; Program Approach Part
18 1, a maximum of 30 points; Program Approach
19 Part 2, 15 points; Program Facilities,
20 Record Keeping and Reporting, a maximum of
21 5 points; and Budget Management, a maximum
22 of 5 points.

23 As we get ready to go over our HHS
24 Accelerator system, I want to make sure
25 that you take this time to jot down your

1 Proceedings

2 notes, your questions. We are going to get
3 to the part where you get to ask any
4 questions you have. We ask you to make
5 note of the pages in the RFP, give us a
6 reference so we can answer your questions
7 quickly and the best way possible. Okay.

8 And one other thing to mention: One
9 addendum has been issued for this RFP
10 already. It was issued on November 25th,
11 and that addendum was just to let you know
12 that a version of the RFP with page numbers
13 was reissued.

14 Without further ado, let us welcome
15 Natasha Mast who's going to over HHS
16 Accelerator. Thank you.

17 MS. MAST: Hi. Welcome. If you've
18 heard this before, sorry. My name is
19 Natasha Mast. I work with the Mayor's
20 Office of Operations and we oversee HHS
21 Accelerator.

22 HHS Accelerator is the -- is an
23 electronic portal for you to be able to
24 review RFPs and also to submit proposals.
25 So gone are the days of running to DYCD at

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2:00 p.m. with your paper box. Yay!

So just to get a sense, whoever is prequalified, if you don't mind just putting up your hand so I have a sense.

(Hands are raised.)

MS. MAST: That's great.

If you're not prequalified, I'm not going to go into too much detail right now but come and find me, I'm here all day and we can talk about getting you prequalified and what you need to do. The short answer is, we have webinars, we have videos, we have guides, we have everything you need to know on how to get prequalified, and we have a help desk and we are offering onsite, in-person sessions right now. We have one tomorrow if you want to come and, you know, bring your papers and have us work with you. So if you're not in the right spot, just know we're here for you. For the majority of you, you are in the right spot so we'll focus on how you can submit your proposals.

So Accelerator is a place where

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2 instead of asking you for all of your
3 foundational documents every time you
4 submit proposals, you have to be
5 prequalified and we ask you for those
6 documents upfront once every three years.
7 In addition to that, you must show us that
8 you are up-to-date in your filings in the
9 system in order to stay prequalified. So
10 that's on an annual basis. Everything else
11 we just need every three years.

12 So the RFP, if you're able to
13 download the RFP then you are prequalified
14 and you are able to submit proposals. You
15 have to be eligible to propose to be able
16 to submit a proposal, so if you're not in
17 the right spot, you won't be able to submit
18 on the day of, so just make sure. You have
19 a couple of weeks to get to that right
20 spot.

21 The deadline is 2:00, so if you call
22 us after the deadline and it's in draft and
23 you never clicked submit, there's nothing
24 that we can do. The rules are the rules
25 and your application won't be reviewed. So

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it's very important that you submit your application through the system in time for the deadline.

If you have any questions, we have an info account right there that's on your handout. That's our help desk. We run between 9:00 and 5:00. We have several people on help desk. You can always e-mail us and say call me and you can put your phone number. We don't give out a phone number but you can put your phone number and we'll call you right back, and we try to respond to your questions within an hour, so we're pretty responsive. But this is where you ask us questions about how to get prequalified, how do I submit an account, how do I submit a proposal. We don't answer content questions about the RFP. Those have to go to DYCD. So sometimes if you pass the 15th deadline that was mentioned before, we start getting those questions, we are not able to clarify what DYCD is looking for in their RFP.

So our system has four sections.

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There's a document vault where you can upload documents and share it with each other and City agencies. There's the prequalification application. We have 14 City agencies that release RFPs using our system. So once you're prequalified, you're prequalified for many opportunities. For instance, the Department of Education has a universal Pre-K that they're releasing next week and all different opportunities from different agencies. Once you're prequalified, you can review all the opportunities and you can submit proposals.

Some of the agencies are actually doing financials where you get to do your budget, invoicing and payment, and get paid through our system as well, so just a heads up on -- for a lot of you, this is from the beginning, the first opportunity of seeing the money in your bank account, this might be where you're doing a lot of your work.

This is the Accelerator homepage. If you're not prequalified, you would click

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2 on the applications tab and you would
3 complete the application. If you are
4 prequalified, go to the procurements tab.
5 You can actually start your proposal for
6 this opportunity today, and as you get the
7 documents together you can just upload
8 them, and when you're all ready, you just
9 click submit. So you can start it -- it's
10 basically a very simple process and it's
11 just an electronic way to get these
12 documents to DYCD.

13 The prequalification has a business
14 application where we look at your
15 background documents and it has a service
16 application where you show us that you have
17 some experience in at least one of the
18 services for this opportunity that you're
19 trying to apply to today. We're trying to
20 be upfront that if you don't have any
21 experience, you need experience in order to
22 be able to receive an RFP, so we're trying
23 to be up front about that in the
24 prequalification. You also need to be
25 up-to-date and be a sound organization in

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order to be able to receive City funding,
so that's what the prequalification is
about.

Once you're prequalified, you would
go to the roadmap and you would find the
opportunity, and that's where you can see
how many contracts DYCD is planning on
awarding, and for how much money, and what
the deadlines are. You can also see
everybody else in the City who is
prequalified for the opportunity, and you
can read all the RFPs and all the addendums
that are released.

And when you're ready to submit,
this is where I was saying, you can start
your proposal right there. You can click
add proposal and you can start working on
it. If you're -- typically, if you're
applying to multiple sites, you have to
submit a proposal for every single site,
just as a general rule.

It's very simple. When you start
your proposal, you just enter in basic
information where you're putting in your

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proposal title, who the point of contact is. It's very important that your point of contact -- we don't recommend that anybody here is logging in as somebody else.

Has anybody ever done that?

(No response.)

MS. MAST: Nobody. But if you did that, sometimes what we find is if DYCD has a -- if you uploaded a pizza menu or something and they're trying to get in touch with you to correct it or if we're trying to get in touch with you the day before about it's in draft and it's due tomorrow, sometimes when we're calling, at least our offices the day before, we notice that the number and name that you're putting as the primary contact for the RFP and the proposal is not the person submitting that. So you want to make sure that the name, and the e-mail, and the phone number is who, if we or DYCD needs to get in touch with them, that's the appropriate contact information. You will answer any questions DYCD has and you enter

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2 into a site location.

3 This is where all the required
4 documents and optional documents will be.
5 One of the most common questions we get to
6 the help desk is if you don't have a
7 required document in every single one of
8 the spots, you will not be able to submit.
9 The other important item is you can do all
10 this work, but unless you click submit and
11 put in your e-mail and password, DYCD does
12 not review this proposal. So that's very
13 important. You need to be a level 2 user
14 in order to click submit. So maybe you're
15 having somebody more junior work on it,
16 they might be done and not see the submit
17 button because in their -- for their
18 rights, they've done everything they can.
19 So it's very important that you go in and
20 click submit.

21 And especially if you look at the
22 deadline being December 22nd, make sure you
23 have a level 2 user on that day that's in
24 your offices that's able to click submit so
25 you don't have that person on vacation and

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2 nobody with that ability is in the office.
3 If that happens, contact, you know, us and
4 we can, you know -- we recommend that you
5 kind of plan for that in advance. So only
6 level 2 users can submit, and the deadline
7 is 2:00 p.m. Once -- you have to put in
8 formally your user name and password and
9 then you click submit proposal.

10 So I, you know, it's sort of like
11 the college paper. I recommend you do it
12 the day before. Don't wait until 2:00.
13 Why do we need that stress in our life? I
14 know by how many times I -- we track how
15 many drafts and we're -- I know most people
16 wait till 2:00, but don't do it.

17 If you submit and you realize you
18 made a mistake, you're able to retract it
19 all the way up until the deadline, swap out
20 that document and resubmit. So you might
21 as well submit it and then you can make
22 adjustments if you realize you made a
23 mistake.

24 For our website, this is in the
25 packet on Accelerator, so we have the

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2 help desk which is underneath the -- you can
3 contact us. We have trainings, in-person
4 and webinars, we have have videos, guides,
5 FAQs. We try to cover everything we can.
6 So if something seems hard in the system,
7 not about the proposal but in the system,
8 let us know because my guess is that maybe
9 you're not doing something correctly.

10 Sometimes with the prequalification
11 especially, organizations over think what
12 we're requiring of them. We don't need
13 every resume of every staff member who has
14 ever provided childcare, for instance, we
15 just need one. So if something seems hard,
16 check with us and we can clarify if that's
17 necessary. Thank you very much.

18 MS. WHITE: Thank you, Natasha.

19 Okay. And now for our program
20 overview we have Megan Keenan-Berryman.

21 MS. KEENAN-BERRYMAN: Good morning,
22 everybody. How are you?

23 AUDIENCE: Good morning.

24 MS. KEENAN-BERRYMAN: Good. Okay.

25 So I'm going to walk you through,

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2 very broadly, the RFP. There is nothing
3 surprising or new here. It's just to kind
4 of give you the broad brushstrokes of
5 what's included and then we'll move on to
6 Q&A, which I'm sure everybody is much more
7 anxious to get to anyway.

8 So we'll start off with the goals.
9 The goals of this program are to provide
10 the work readiness, academic and
11 occupational skills that out of school,
12 usually out of work young people need to be
13 successful. We're really trying in this
14 RFP to take a more career pathway, sort of
15 centric focus, so we want programs that
16 could connect young people to a larger path
17 to a career.

18 We are definitely very interested in
19 making sure that youth development
20 principles and practices are integrated
21 into everything you do. We feel that it's
22 incredibly important to provide all the
23 support that these young people need
24 because they need a lot of help. So we're
25 definitely looking for that. And as per

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2 the federal legislation placement in
3 employment, education, training or the
4 military once they're done with you, is
5 very important.

6 So Zenaida sort of eluded to this,
7 but just to be clear because there were a
8 few questions, there are two Service
9 Options, 1 and 2. There are five
10 competitions for each, one per borough, and
11 we're anticipating approximately 24
12 contracts all together. So you can see the
13 chart sort of lays out what the
14 competitions are, but that doesn't mean one
15 contract per borough, just to be clear.

16 Service Option 1: The contractor
17 will be expected to provide basic skills
18 and high school equivalency preparation as
19 needed by the young person. We want to see
20 training leading to credentials in one of
21 the areas listed, customer service for
22 retail, ServSafe for food service,
23 Microsoft Office user, or New York State
24 commercial driver license. Everybody
25 should plan to provide supportive services.

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Again, that goes back to the whole youth development approach that we feel is important and that can really be anything that runs the gamut. If you work with young people, you know what I'm talking about.

Work-based learning experiences, that includes paid internship piece that we talked about in the RFP, but it's not exclusive to that. It can include guest speakers to talk about, you know, what they do in their job. It can include workplace tours. You can really make that very, very broad. It doesn't have to cost money, but the idea is to provide career awareness, career exposure, and let young people know what's out there. That's sort of what we're trying to get to with that.

For this option, we would like to see 50 percent of the participants referred onto advanced occupational training that DYCD is going to organize and manage in the areas listed on the bullet below. We're anticipating that we're going to be able to

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2 connect your participants to further
3 training in healthcare, IT, construction,
4 culinary arts; there may be some more but
5 that's what we're looking at right now.

6 And then again, placement. I can't
7 really say it enough because it's what they
8 want us to do so we have to do it. But I
9 think it's key to note that it's
10 unsubsidized employment. There is an error
11 in the RFP that we'll fix, but it's
12 unsubsidized. It's not subsidized. It's
13 not a paid internship through somebody
14 else. It's unsubsidized employment.

15 Service Option 2: Youth training
16 network. So in this option, rather than
17 have a more free or more open or, you know,
18 maybe you're thinking about in Option 1
19 young people who come in and they really
20 don't know what they want to do and you're
21 providing with sort of foundational skills,
22 in this option your advanced training is
23 defined up front. You are providing the
24 training, whatever it is.

25 15 percent of the young people or

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15 percent of the slots that we award across this entire Option will need to go to young people who are not quite ready to enter the training, and the expectation is that the contractor will prepare them to enter the training.

And this list is exactly the same as for Option 1. Basic skills and high school equivalency preparation; very, very key. I think we can probably all agree that the most important credential that a young person can have if they don't have it is a high school diploma or an equivalency, so that is really important to us. Training, supportive services, again, work-based learning, again, and placement.

Eligibility: Out of school, which is not as straightforward as you might -- or maybe you know that, but we can get into that if you have questions. Having a barrier to employment, which are clearly spelled out in RFP. We want to serve young people who are residents of New York City and they need to be 16 to

1 Proceedings

2 24 years of age.

3 These are the outcomes. This is the
4 list that is taken directly from the RFP.
5 I need to say about this that we don't have
6 final regulations yet for this piece of
7 legislation that governs this money. So
8 aside from the placement and retention
9 measures and the credential rate, it's not
10 clear yet how these things are going to be
11 measured, what we're actually going to have
12 to ask you for, what the rates will be. We
13 have no idea. We're sorry, but we're
14 waiting on Washington and we all know how
15 that goes, so just keep that in mind.

16 If you have a WIOA contract now or
17 if you've talked to people who do, you know
18 that administration is very important. So
19 just to be clear, all 14 program elements
20 must be made available directly or through
21 linkages if the young person needs it.
22 Those elements are on pages 14 and 15 of
23 the RFP. Everybody must adhere to local,
24 state and federal nondiscrimination
25 provisions. You are going to be required

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2 to use DYCD data and fiscal systems for
3 reporting, Capricorn and PBMFR. You also
4 must keep, because I guess we're still in
5 like 1990, a hard copy case file on each
6 participant. For whatever reason, the
7 State Department of Labor and I think maybe
8 the federal, they do not want -- they want
9 hard copy. So we'll just kill more trees
10 but this is what they want, and they have
11 to be really comprehensive so just plan for
12 that. And again, the final regs are
13 expected in hopefully a month, but who
14 knows, don't hold your breath.

15 Okay. This part is for Zenaida.

16 MS. WHITE: Thanks, Megan.

17 Okay. Before we get to questions, I
18 just want to review post award
19 requirements. There is a Public Assistance
20 Hiring Commitment Rider. There's also
21 general information and regulatory
22 requirements, and a Notice for Proposer
23 Subcontractor Compliance, which is in your
24 RFP. So please make sure you pay attention
25 to those question sections.

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When it comes to subcontractor compliance, we want to make sure that you note that all subcontractors are subject to DYCD approval before any expenses are incurred or any payments are made to them by the prime contractor, and they must be reported using the Payee Informational Portal.

So with that said, it is important to identify all subcontractors as soon as possible. And what's not on this slide is the determination and responsibility process. Even though we're in the proposal submission phase, we want you to make sure that you are now taking the time to look at your vendex filings and that you're also taking a look at your compliance with the Attorney General's Charities Bureau of Registration. Those are things that really offset the registration process, and these contracts, again, are due to start July 1st, 2016, and we're working really hard to make that happen so we just want to put that out there.

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Also for additional information, we are encouraging M/WBE participation as outlined in the RFP, and we recommend the utilization of certified M/WBEs.

If you have any questions about the transcript, presentation, attendance rosters, they will be posted on our website for viewing. And lastly, as I mentioned before, we have James Flaum from the Business Link at HRA, and he is present here with materials to discuss anything -- any questions you may have and you can do that right in our lovely reception area after the conference. James will be out there with materials and available to answer any of your questions.

So now we get to the part that you've all been waiting for, the opportunity to ask questions, get clarification regarding the RFP. But before you do, we just want to make sure that you know that this session is being recorded so when you come to the microphone, whether you come for the first

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2 time, the 10th time, just make sure every
3 time that you are stating your name and the
4 organization you're representing. And
5 again, if you have questions, and if at all
6 possible, please cite your page number so
7 we can quickly get to the answer for your
8 question.

9 So what you're going to do now is,
10 I'm going to move this mic to this side,
11 you can form a line this way and come ask
12 your questions. Thank you.

13 MS. SHELDEN: Hi. I'm Janet Sheldon
14 from Catholic Guardian. I have three
15 questions. One is on the budget
16 management, page 17. It says, "Contractors
17 will receive 85 percent of their annual
18 budget during the first 12 months and the
19 additional 15 percent for followup services
20 in the second year." So when we do the
21 budget, we're going to do an annual, let's
22 say for 10 slots at 8,500, so the budget
23 would be 85,000. If we get awarded, we
24 only get 85 percent of that during the
25 first year, and if that's true, what

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happens in the second year?

MR. LATIMORE: That is correct. In the second year, the 15 percent is for the followup for participants from the first year and for the second year, for any new participants you would get an additional 85 percent.

MS. SHELDEN: Okay. So the first year it's really 85 percent and the second year would be basically 100 percent of the total. But we submit the budget based on 100 percent?

MR. LATIMORE: Correct, yes.

THE WITNESS: One other question or statement. On page 11, population to be served, it said we must meet all three criteria as follows, but I only see an A and a B.

MR. FRENZEL-BERRA: Okay. You're correct. There's A and B. There's not a C. Maybe just our labelling, A as a 16 to 24, and possible B, not attending school.

MS. SHELDEN: Can you say that again?

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MR. FRENZEL-BERRA: Age 16 to 24, B, not attending school and falling within one of the following categories. We'll clarify that in an addendum.

MS. SHELDEN: Okay. And my final question is, you mentioned in the presentation that we must keep hard copies of what? Is it the hard copy of the backup to the bills we'd be submitting or -- is it hard copies to the bills we're submitting?

MS. KEENAN-BERRYMAN: Participant files. So you will be creating documents in Capricorn. You will be retaining work that students do, you will be generating case notes, you will be proving eligibility. So you need to keep hard copies of all that.

MS. SHELDEN: Because I was looking at the financial piece of the Finance Department and it mentioned about we had to submit hard copies so I wanted to make sure, you were talking about two different things. Okay. Thank you.

MS. NYE: Hi. Lauren Nye from The

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Door. So page five of the RFP you talk about submitting a separate proposal for each program site. I just want to confirm that if we're applying for comp 1 and comp 2, it's one proposal, one site, right?

MS. KEENAN-BERRYMAN: Two.

MS. NYE: Two proposals. Great.

Five separate competitions for each borough but are you expected if you're applying for Manhattan to only serve youth from Manhattan or could you serve youth from borough-wide?

MS. KEENAN-BERRYMAN: You can serve any youth who's eligible no matter where your site is located, as long as they're a New York City resident.

MS. NYE: Page nine, when you talk about staffing expectations, could you just clarify if we're applying for one OSY program but with comp 1 and comp 2, are the staffing expectations for the OSY program or are they for each separate competition?

MS. KEENAN-BERRYMAN: It would be for each separate proposal that you put in.

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2 MS. NYE: And then can you confirm
3 or talk about what the advanced credentials
4 are for competition 2?

5 MR. LATIMORE: That's a program
6 design. That's left up to you. It should
7 be in one of the six sectors.

8 MS. NYE: But you don't have any
9 suggestions?

10 MS. KEENAN-BERRYMAN: No, we don't
11 have any suggestions. I would say that you
12 need to keep in mind though, that it has to
13 be a nationally recognized, industry-based,
14 something that -- it can't be with The
15 Door, and you know, Julie Shapiro's
16 signature. It has to be something --

17 MS. NYE: Are you sure?

18 MS. KEENAN-BERRYMAN: -- that
19 employers will recognize.

20 MS. NYE: All right. Thank you.

21 MR. ROBERTS: Good morning. My
22 question is for the -- Michael Roberts,
23 Comprehensive Development, Inc., CDI -- and
24 my question is, if you're submitting with a
25 partner, are they considered a

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subcontractor or are you putting them in as part of your methodology and program?

MS. KEENAN-BERRYMAN: Are you giving them money?

MR. ROBERTS: Yes.

MS. KEENAN-BERRYMAN: So it sounds like they're a subcontractor.

MR. ROBERTS: Okay. That's the question. She asked the other question I was going to ask.

MS. BELLENBAUM: Hi.
Page Bellenbaum, Settlement Housing Fund. I have two questions. First, the total funding amount of close to \$13,000,000, is that annually or is that in the four-year contract is that the total amount?

MS. KEENAN-BERRYMAN: That's annual anticipated.

MS. BELLENBAUM: Annual anticipated?

MS. KEENAN-BERRYMAN: Yeah.

MS. BELLENBAUM: So then my second question would be, then the minimum number of youth with both programs combined is 1,370 annually or in total over the

1 Proceedings

2 four-year grant period?

3 MS. KEENAN-BERRYMAN: Annually.

4 MS. BELLENBAUM: So then my last
5 question would be, is there a low-end and a
6 high-end of an annual cohort that you're
7 looking for for applicant agencies to hit;
8 20 kids, 30 kids a year?

9 MS. KEENAN-BERRYMAN: It's up to
10 you. It's program design.

11 MS. BELLENBAUM: But there's not
12 like something so low that would disqualify
13 you?

14 MS. KEENAN-BERRYMAN: Not disqualify
15 you, but if I can maybe -- you need to
16 think carefully about how, you know, what
17 you need to be able to do and provide and
18 can you support that, so which I'm sure you
19 will do anyway but --

20 MS. BELLENBAUM: Thank you.

21 MS. CINELLI: Jessica Cinelli from
22 the Center for Economic & Workforce
23 Development. A few questions. The first
24 one is with the fiscal agent, so Attachment
25 C, 3,800. Is there -- \$10,000, is that the

1 Proceedings

2 max that we can pay for the fiscal agent,
3 maximum amount? There was a list of a few
4 different ones based on how much we're
5 applying for.

6 UNIDENTIFIED SPEAKER: Can you
7 repeat the question again?

8 MS. CINELLI: Sure. So it's
9 Attachment C, I think it's Section 3,800,
10 there's a listing based on how much we're
11 applying for and the max one, I think it
12 starts at 250,000. For \$10,000, is that
13 the max that we can pay for our fiscal
14 agent?

15 MR. BASHIRU: Hi. How are you? My
16 name is Akeem Bashiru. I'm actually from
17 DYCD. Based on what the question that she
18 was asking, I think the max that you can
19 actually do is 10,000 and if you want to do
20 more, you know, than that, you know, you
21 have to submit some kind of a requirement
22 to DYCD for approval.

23 MS. CINELLI: Are we required to
24 serve 16 and 17 year-olds or is it -- can
25 we do 18 to 24 year-olds?

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2 MS. KEENAN-BERRYMAN: You can't bar
3 an interested and otherwise qualified young
4 person from coming in. If, you know -- but
5 you can recruit who you want to recruit,
6 but you have to understand that if people
7 come in, you can't turn them away.

8 MS. CINELLI: Last question I'll
9 ask. Stipends, is that just a fancy way of
10 saying internship wages?

11 MS. KEENAN-BERRYMAN: Stipends and
12 wages are not the same, and that's an
13 important distinction. So can you provide
14 more -- like what --

15 MR. LATIMORE: Details.

16 MS. CINELLI: Not right now.

17 Can I ask more questions later on?

18 MS. KEENAN-BERRYMAN: Sure.

19 MS. CINELLI: Okay. Perfect. Thank
20 you.

21 MR. HALPERT: Les Halpert, Institute
22 for Career Development. I've got some
23 followup questions. One is about the
24 100 percent versus 85 percent. You said in
25 year two, there's always a withhold, every

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year there's a withhold of 15 percent and so the second year one would get the 85 percent of year two plus the leftover 15 percent of year one; is that what you're saying?

MR. LATIMORE: That is correct.

MR. HALPERT: There's always a withhold. Okay.

I have a question about Option 1. It says that all participants will receive at least one of these certifications. In order to what; in order to get 100 percent of the money requested? I mean, what happens if 100 percent don't receive in the cohort?

MS. KEENAN-BERRYMAN: Well, there's a few considerations. The main one being you will be held, at some point, responsible for meeting a credential rate.

MR. HALPERT: Correct. And clearly, nothing's 100 percent, so clearly 100 percent are not going to reach that, clearly.

MS. KEENAN-BERRYMAN: Right. I

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think what we want to ensure is that everybody gets the training. The goal should be that every young person sits down, gets the training. We understand that not every single kid is going to take and pass the exam --

MR. HALPERT: Well, that's not how it's written.

MS. KEENAN-BERRYMAN: -- but everybody should get the training.

MR. HALPERT: Well, can you clarify that then some way like formally, because the way it's written, all participants would attain at least one which is different from all participants would participate in training.

MS. KEENAN-BERRYMAN: Okay. We'll clarify it in the addendum.

MR. HALPERT: Okay. Great.

Then can I go over the number of proposals that you're going to accept. There's Option 1 and Option 2 times five boroughs, right? So you said 24, but how did you figure that?

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2 MS. KEENAN-BERRYMAN: That was
3 contracts awarded.

4 MR. HALPERT: So let's say in
5 Option 2 in a borough, somebody puts in for
6 a course in office tech and another agency
7 puts in a course for construction in the
8 borough, is that two contracts awarded or
9 do you only -- I mean, how would that work
10 within the borough?

11 MS. WHITE: This is Dana Cantelmi,
12 our Agency Chief Contracting Officer.

13 MS. CANTELMEMI: So it's an open
14 competition. So I think you might be
15 getting the number of awards which may be
16 referencing confused with the number of
17 proposals that we're actually receiving.
18 It's an open competition so construction,
19 other industry -- we're going to accept
20 everything that comes in by that due date
21 and time and then an evaluation process is
22 going to happen where proposals will be
23 evaluated based on the criteria set in the
24 RFP, and those awards would be created from
25 the evaluations that come out of it.

1 Proceedings

2 MR. HALPERT: So let me get this
3 straight. So within a borough, is there
4 like one Option 2 per borough awarded; is
5 that what you're saying?

6 MS. CANTELMY: Depending on how the
7 competition comes through. We want to
8 ensure that there's geographic distribution
9 for these services, so ideally we would
10 want to make sure that there is a contract
11 in each borough for each service. But
12 again, we have to see how the competition
13 comes in. So we can get 50 proposals for
14 each borough, we can get 60, we don't know
15 what the competition is going to be.

16 MR. HALPERT: I guess my question
17 is, if one were to submit for one borough
18 for Option 2 for one course and then
19 someone else submits an equally valid
20 competition -- proposal for Option 2 to the
21 same borough for a second course, how are
22 you going to decide which of the two you're
23 going to fund?

24 MS. CANTELMY: So it's going to be
25 evaluated and whoever scores -- you know,

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we're going to use the evaluation criteria and make sure that we stay within that realm.

MR. HALPERT: By the criteria, these 15 points, 25 points, 15 points, is kind of irrespective of the content of the course. So if two agencies get the same total number and one has one course and one has another course, what are you going to do?

MS. CANTELMINI: We'll have to take that into consideration when it actually comes in. Again, we'll follow the criteria, the actual award procedure outline, but we don't know how the competition is going to be.

MR. FRENZEL-BERRA: And I think I can add that it may not boil down to -- we could potentially fund two proposals --

MR. HALPERT: That's my question. Per borough?

MR. FRENZEL-BERRA: -- in one borough. Our goal is at least one in each borough but we have to see --

MR. HALPERT: There could be more?

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MR. FRENZEL-BERRA: There could be more.

MR. HALPERT: So that was the answer to that. All right. Thank you.

MS. NORBACK: Hi. Annie Norback from Opportunities For a Better Tomorrow. A couple of questions. First, if we are running an Option 2 program, do we have access to recruit from participants who have finished Option 1 and enroll them into the Option 2 advanced training? Say somebody completes Option 1 in the first year and they're exiting and we enroll them into an advanced training, either one of ours or another provider who has an Option 2 advanced training program, is that allowed?

MS. KEENAN-BERRYMAN: No. You're going to -- no. I mean, because they have to be placed and if they're exited --

MS. NORBACK: They're in a different advanced training, they're enrolled in a new advanced training program.

MS. KEENAN-BERRYMAN: The placement

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2 cannot be paid for by WIOA, so it's got to
3 be something different.

4 MS. NORBACK: Okay. If we propose
5 to run two sites in Brooklyn for Option 1,
6 right now what the proposal says is that we
7 must submit two proposals because we're
8 operating -- we're proposing two sites in
9 Brooklyn. Is there any way that DYCD is
10 going to consider one proposal for two
11 sites if the training proposal proposed is
12 the same so that we don't have to submit
13 multiple exact copies with different
14 locations?

15 MS. KEENAN-BERRYMAN: Are you
16 providing the same -- so it's not like you
17 are providing some portion of the program
18 at one site and another portion
19 at -- you're running the identical --

20 MS. NORBACK: The same, yeah.
21 Identical proposals -- or identical
22 programs at two different locations.

23 MS. KEENAN-BERRYMAN: To me, that's
24 two proposals.

25 MS. NORBACK: That's a lot of

1 Proceedings

2 proposals. Okay.

3 You mentioned earlier when we were
4 talking about the program enrollments being
5 required, either offered by the provider or
6 through linkages or subcontracts.

7 MS. KEENAN-BERRYMAN: The elements?

8 MS. NORBACK: Yes, the elements.

9 Thank you. Those are required if a young
10 person needs it?

11 MS. KEENAN-BERRYMAN: Yes.

12 MS. NORBACK: So are we required
13 then to provide mentoring to all program
14 participants or program participants that
15 need mentoring? Because the way it's
16 stated in the RFP is to last not less than
17 12 months but it looks like it could be
18 one-on-one mentoring, and then in another
19 location it says group mentoring is an
20 option. We're trying to understand what
21 exactly the mentoring requirement is.

22 MS. KEENAN-BERRYMAN: So do you want
23 to --

24 MR. LATIMORE: It should be as
25 needed based on the individual service

1 Proceedings

2 strategy.

3 MS. NORBACK: And then for Option 1,
4 on page five, it says that the occupational
5 sectors are broad but that the participants
6 have the opportunity to take training in
7 the specified six sectors. For advanced
8 training beyond the 50 percent and for
9 placements, are work placements allowed out
10 of the -- and advanced trainings also
11 allowed outside of the six sectors?

12 MS. KEENAN-BERRYMAN: Can you repeat
13 that? I'm not sure I --

14 MS. NORBACK: For Option 1,
15 50 percent go into DYCD trainings, right?

16 MS. KEENAN-BERRYMAN: Which is not a
17 placement.

18 MS. NORBACK: Right. No, no, no.
19 Understood. But for other folks as they're
20 exiting either advanced training or for
21 placements, can they be outside of those
22 six sectors as well?

23 MS. KEENAN-BERRYMAN: Yeah.

24 MS. NORBACK: I just want to confirm
25 because it says both broad and within the

1 Proceedings

2 training within the six sectors, so if
3 they're going into advanced training after
4 exiting they can still be outside of the
5 other sectors?

6 MS. KEENAN-BERRYMAN: Yeah. I
7 think, though -- I mean, it's sort of
8 academic because where the employment
9 opportunities are for people is going to be
10 in the six sectors so it would be, I think
11 rare that you would want to place a young
12 person in a training that's not connected
13 to one of those, unless there's a really
14 clear pathway to a job that they can get,
15 but yes. Technically, yes.

16 MS. NORBACK: Okay. And if we can
17 demonstrate that there is a clear pathway,
18 that's acceptable?

19 MS. KEENAN-BERRYMAN: Yes.

20 MS. NORBACK: Okay. Thank you.

21 MS. BROOKS: Good morning.

22 Deborah Brooks, FEDCAP. I'm very delighted
23 about this -- the potential of this because
24 we need it. So I just have two questions
25 for you. One, and I'm sorry, my RFP is not

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the one that's numbered, I grabbed the one with the notes, I apologize. So what I would like to know, under the linkages section, we have some organizations that we give memorandums of understanding with, so can we use those or do we need to convert those to linkages? Would you accept an MOU or do we need to convert all of those across the board to the standard linkage form?

MR. LATIMORE: They should be on the standard linkage form.

MS. BROOKS: Okay. Got you.

Second question. When it says the HSE -- and I'm an educator and I'm definitely involved in that, a lot of our young people need pre-HSE and/or ABE -- is that considered and can we use that as part of our program and implement it that way as well? That's considered --

MS. KEENAN-BERRYMAN: Yes.

MS. BROOKS: Thank you. Thank you very much.

MR. YANG: Good morning. Dong Yang

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with the Chinatown Manpower Project. Two questions. First, on table two, Attachment B, table two, it says one period only. One period, does that mean one program a year, one contract term? Can you please specify?

MS. KEENAN-BERRYMAN: Where are you again?

MR. YANG: That's Attachment B, that's the structured proposal, page two.

MR. FRENZEL-BERRA: Which item are you referring to?

MR. YANG: It's Attachment B, structured proposal.

MR. FRENZEL-BERRA: Table two?

MR. YANG: Table two, yeah, under program one it says time period and in the parentheses it says one period only. One period, how long is one period; one program a year or one contract term?

MR. FRENZEL-BERRA: That's up to you to decide. As you see in the table, it's pretty open and it's for you to select in that parameter what time period, select the outcomes that you want to present in the

1 Proceedings

2 table, etc.

3 MR. YANG: Thanks.

4 Question number two, on page 8 and
5 page 13, the proposal referred to
6 work-based learning experiences but on page
7 8, it says, "DYCD will reserve money to pay
8 for participant wages.", but on page 13 it
9 says, "Contractors are expected to pay the
10 wages for the participants." It seems to
11 be a conflict. Page 8, the bottom, and
12 page 13.

13 MR. LATIMORE: Dong, on page 8,
14 we're basically stating that we are paying
15 for 50 percent of the participants' wages,
16 on page 8. Now, on page 13, we're
17 referring to the contractor paying
18 15 percent of their budget, basically
19 allocated for work experience services.

20 MR. YANG: But I think on page 13 it
21 also says the 15 percent budget that we
22 should be setting aside which will cover
23 the participant wages.

24 MR. LATIMORE: It says it could
25 include. So I'll give you an example. If

1 Proceedings

2 you wanted to do internships that were
3 beyond the 150 hours that we're going to
4 subsidize at DYCD, that 15 percent you can
5 actually pick go to that category,
6 basically. There's also other things
7 around work experience services that you
8 have to basically allocate 15 percent of
9 your funding toward; paid work experience,
10 pre-apprenticeships, site visits, job
11 shadowing, on-the-job training
12 opportunities.

13 MR. YANG: So basically, let's say
14 the work-based learning experience is
15 funded separately. It's in addition to the
16 awarded contract?

17 MS. KEENAN-BERRYMAN: So the wages
18 are separate as it is now, I believe,
19 correct? Yes. The 15 percent on page 13
20 is part of your budget. It's not over and
21 above.

22 MR. YANG: Okay. Thanks.

23 Another quick question, is this
24 going to be 100 percent line item or is it
25 going to be a mixture of line item and

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2 performance-based?

3 MS. KEENAN-BERRYMAN: That is to be
4 determined.

5 MR. YANG: Thanks,

6 MS. ASHARE: Hi. Caryn Ashare,
7 Catholic Guardian Services. I have a
8 couple of questions. If we have -- if we
9 provide services or already currently, our
10 current program provides services in 13 out
11 of the 15 things that we need to provide
12 and we don't currently have linkages for
13 the other two, do those linkages need to be
14 in place by the time that we submit our
15 application or can we say in our proposal
16 that between contract award date and
17 contract start date that we'll develop
18 those linkages?

19 MS. KEENAN-BERRYMAN: I mean, yeah.
20 I think if you really want to compete, you
21 should have them in place. You can submit
22 it the second way that you suggested but I
23 think it behooves you to try to get them in
24 place prior to submitting the proposal.

25 MS. ASHARE: Then I'm sorry, because

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I don't have my numbered copy, but under experience, the different experiences that we have to show that we have, if we don't have one of those areas but one of our partners does, that can be put into our proposal to count towards having that experience? Obviously yes?

MR. LATIMORE: Yes.

MS. ASHARE: And if we're using a partner to do the education piece, not the training education, but the actual education piece, we do not need our own education specialist; is that correct?

MR. LATIMORE: That is correct. You can do that for a partnership.

MS. ASHARE: Thank you.

MS. CINELLI: Jessica Cinelli again, and it's not related to the stipends internship piece. If we're submitting for Option 2, can we also be a subcontractor for Option 1, and if we win both --

MR. LATIMORE: Yes.

MS. CINELLI: Okay. Thank you.

MR. THOMASES: Hi. Ben Thomases,

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2 Queens Community House. So the chart on
3 page five says that Service Option 1 is
4 broad and exploratory across different
5 sectors, and then in the service scenarios
6 in Attachment J, for Option 1 it describes
7 a project where everybody is encouraged to
8 get the ServSafe credentials, so I just
9 wanted to hear if you could say anything
10 more to maybe clarify what might be seen as
11 a contradiction or just a nuance of what
12 you meant by broad and exploratory? Or in
13 another way to ask the question, are
14 projects which are more focused on one or
15 two sectors indeed acceptable for service
16 Option 1, as would be indicated by --

17 MS. KEENAN-BERRYMAN: Absolutely,
18 yes. If you only want to do one, that's
19 fine.

20 MR. THOMASES: Can you say anything
21 more about how DYCD will manage the
22 training placements under Service Option 1,
23 like what the handoff will be like, how
24 we'll -- as we're planning to try to get 50
25 percent of our participants into those

1 Proceedings

2 places? It would be helpful to know what
3 the process would be.

4 MS. KEENAN-BERRYMAN: Yes. We would
5 all like to know that. It is being
6 determined and there's not much specific
7 information we can provide because
8 obviously if we had it, it would be in
9 here. But I will say that we are sensitive
10 to the fact that any time there is a
11 handoff, that it has to be very well
12 facilitated and we need to make sure that
13 everybody is absolutely on the same page
14 and that appropriate supports are in place
15 for young people once they are in that
16 training.

17 So I don't know if that really
18 answers your question. I know it's not
19 really getting into the details of the
20 technical handoff of it, but we're doing
21 our best to make sure that this does
22 incorporate what we know about youth
23 development and about this population and
24 their needs.

25 MR. FRENZEL-BERRA: I would add that

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on the bottom of page six and the top of seven in the RFP, there's some discussion about responsibilities in this arrangement and broadly how it would take place. I don't know if you've seen that but --

MR. THOMASES: I guess one followup question is just to ask whether DYCD is planning to make advanced training in the variety of sectors available in a variety of geographies, if all of the, you know, I don't know, IT advanced trainings in the Bronx, and all of the healthcare advanced training in Queens, and that would impact for the recruitment in the strategy?

MS. KEENAN-BERRYMAN: We are doing our best to make sure that it's spread out.

MR. THOMASES: Okay. And then similarly, I'm not expecting a lot more information, but on the question of performance payment versus line item reimbursement, I guess, if there's any further information you could provide, even information about at what point in the contracting process DYCD intends to make

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1
2 that information available. I think that
3 for many providers, the structure of the
4 payment might be a deal breaker, so one
5 might go through all the trouble of
6 submitting a proposal and then have to make
7 a fiscally responsible decision at the risk
8 of a performance-based structure is
9 not -- is too high for us to bear.

10 MS. KEENAN-BERRYMAN: So this is
11 going to be addressed in an addendum, but
12 we will not pay more than 15 percent in
13 performance-based.

14 MR. THOMASES: 1, 5?

15 MS. KEENAN-BERRYMAN: 1, 5. So it's
16 not 100 percent, it's not 50 percent. It
17 will be no more than 15 percent, if we do
18 it.

19 MR. THOMASES: That's very helpful.
20 Thank you.

21 The last question, followup to an
22 earlier question that was asked about the
23 multiple sites in one borough, and that was
24 clarified for a specific case where the
25 programs are identical, two identical

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1 programs offered at two different sites.

2 But if we are planning a program where
3 different program components are offered at
4 different sites so, you know, it would be a
5 HSE program component is offered at one
6 site and a CDL is offered at another site
7 as programs go through the program, or
8 something like that, is that, I mean, sort
9 of has to be one proposal I would think but
10 just --

11 MR. LATIMORE: One proposal.

12 MR. THOMASES: Okay. Thank you.

13 MS. MCLOUGHLIN: Hello.

14 Kim McLoughlin from United Activities
15 Unlimited, and I'm going to continue with
16 that whole one proposal, two proposals.
17 Just as an example, ISY, one contract, two
18 high schools that we service. SYEP because
19 we're from Staten Island, the kids cannot
20 make it from the North Shore to the South
21 Shore so it's one contract for each
22 category, but we will provide the
23 activities in different locations. So for
24 our purposes, I was hoping it's one
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2 proposal for whichever option it is but we
3 would more than likely try to use our two
4 Beacon centers offering the exact same
5 activities but because of logistics you
6 can't get some of the children from the
7 South Shore to the North Shore or vice
8 versa. So I'm thinking kind of like
9 precedent, we have a certain number of
10 participants and we place them according to
11 where it is locally that they can get to.

12 Does that come back to the one
13 proposal possibility with just two
14 locations because of geographics?

15 MR. FRENZEL-BERRA: If you have two
16 programs, they would need two proposals.

17 MS. MCLOUGHLIN: Two different
18 locations that you're using. Okay. It's
19 still two proposals. I don't like that
20 answer.

21 MS. GOLDSMITH: Hi. I'm
22 Joy Goldsmith from Good Shepherd Services.
23 My first question is about Option number 1,
24 I'm looking at page six. So in terms of
25 the 50 percent of participants that have to

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2 be enrolled in advanced occupational
3 training, that's something -- those
4 trainings DYCD is going to connect us to,
5 as the gentleman spoke about before. But
6 in the previous bullet when it talks about
7 how 100 percent of the young people are
8 supposed to either get the credential or
9 work towards these credentials, those
10 trainings are not something DYCD is hooking
11 us up to; that's something we have to
12 connect with or is that also something --

13 MR. LATIMORE: That's correct. It's
14 something that you have to manage.

15 MS. GOLDSMITH: And my second
16 question is about paid work experiences,
17 which are referred to in a few places
18 including page eight, versus work-based
19 learning experiences, also referred to in a
20 few places including page six. Are those
21 the same or two different things?

22 MS. KEENAN-BERRYMAN: Paid work
23 experiences are part of work-based learning
24 so that could be -- it's a component of it,
25 but it's not all of it.

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2 MS. GOLDSMITH: Okay. Thank you.
3 That helps.

4 MS. CONNELLY: Hi. Patty Connelly
5 from Maximus. I have a question about
6 Attachment C, the budget summary, and I
7 think this may answer the question. This
8 was given to me when I came in. So there
9 is some flexibility for us to add expenses
10 and make some alterations to that template
11 for costs like assessment tools, things
12 like that that aren't clearly delineated?

13 MR. BASHIRU: Can you repeat the
14 question again?

15 MS. CONNELLY: Attachment C, the
16 budget summary, I'm asking for
17 clarification around the ability to make
18 alterations to that form.

19 MR. FRENZEL-BERRA: So you can
20 change the form. You can use the form
21 that's provided and then find the cost
22 category that best fits the item you want
23 to include so, you know, there are
24 categories like other costs.

25 MR. LATIMORE: And explain that in

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your budget narrative.

MR. FRENZEL-BERRA: And explain it in the budget narrative.

MS. CONNELLY: So these costs in here would be ones that you would be considering as reasonable costs that you've listed on the other than personnel services?

MR. LATIMORE: Yes.

MS. CONNELLY: Thank you.

MR. FRENZEL-BERRA: Explain it in your budget narrative so it's clear to the reviewer.

MS. CONNELLY: Okay. Perfect.

I have one more question about the payment structure for performance if you do the performance. The 15 percent, is that a clawback from the 100 percent annual budget or is it 15 percent on top of your annual budget that you're eligible?

MS. KEENAN-BERRYMAN: It's part of the annual budget.

MS. CONNELLY: Okay. Thank you.

MS. LASHER: Nancy Lasher, St. Nicks

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Alliance. I have a question on the credentials on Service Option 1 on the chart on or about page five. You have -- none of those credentials are related to some of the sectors, specifically healthcare, or construction, or industrial. Can we propose additional credentials that would qualify under that credential?

MR. LATIMORE: So credentials for Option 1 are set. I think, if you're talking about something outside of those credentials, that really should be Option 2 you should be applying for.

MS. LASHER: I'm going to push back a little bit on that. Let's take construction. To work on a construction site you need an OSHA 10, so I'm not sure how you're going to do something that helps young people get in --

MR. LATIMORE: OSHA 10, I'll just give you some reference on that. U.S. Department of Labor does not count OSHA 10 as a recognized credential, even though I

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know it's needed on a construction site,
they do not count it as a recognized
credential.

MS. LASHER: So if we were to do
something in construction, we would be
required to have someone get a ServSafe
that they'll never use or a high school
equivalency?

MS. KEENAN-BERRYMAN: So can I ask
you a question? If you wanted to do
something in construction, why wouldn't you
propose for Option 2?

MS. LASHER: We may. And a related
question is, to get a CDL is not really a
simple process compared to ServSafe. So
I'm curious on why that wouldn't be
considered advanced.

MS. KEENAN-BERRYMAN: So whether or
not this is a satisfactory answer, a lot of
thought was given to the intersection of
the typical young person who comes in, what
we have to get done for U.S. DOL and what's
realistic given the time and money. So
these are the credentials that are on the

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table for Option 1. If you want to propose something else, you should think about Option 2. I can't really go into much more than that.

MS. LASHER: Okay. Thank you.

MR. CONROY: David Conroy, Hostos Community College. Two related questions. This is about the separately funded advanced training program. In the concept paper, you indicated that it would probably be done through CUNY and then that dropped out of the RFP. So we're interested in what's the status of involving CUNY in the provision of the separately funded advanced training? And secondly, can one of the CUNY colleges be a provider of that advanced training but also be an applicant for this program?

MS. KEENAN-BERRYMAN: CUNY colleges can apply for Service Option 1 or 2.

MR. CONROY: And that's the status of the advanced training?

MS. KEENAN-BERRYMAN: I can't discuss that.

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MS. NYE: Lauren, again, from The Door. Just a quick question on page 14 and 15 with the mentorship. Is there an hour requirement or any other guidelines that you can talk to? And you say that the mentor can't be from an OSY program, but could it be say, another staff member from The Door or does it have to be an outside agency or outside mentor?

MR. LATIMORE: There is no hour requirement and the staff member could be a member -- staff member from a different program, other than the WIOA program.

MS. NYE: Okay. Perfect. Thank you.

MR. GARCIA: Good morning. Ralph Garcia, Local 28 Sheet Metal Workers. One program with occupational training site in Queens, administrative site in Manhattan. Is that two proposals or one, and which borough should I use?

MR. LATIMORE: One proposal, Queens.

MS. WHITE: Just making sure that there aren't anymore questions, and if

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there aren't anymore questions -- do you have a question? Oh, I thought someone was raising their hand.

Since there aren't any more questions, this concludes our Pre-Proposal Conference, but before you leave, please be reminded the deadline again is December 22nd, 2:00 p.m. in the HHS Accelerator system. And you heard mentioned the word addendum or addenda, and any additional addenda to this RFP will be released via the HHS Accelerator system.

You've been great. Thank you. Have a good day.

(Time noted: 11:24 a.m.)

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