3

SUBJECT: WORKFORCE DEVELOPMENT AND EDUCATION TRAINING SERVICES

BID #: ESC-0317-24 **OPEN DATE: 02/21/24**

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: Service Contract - June 1, 2024 through May 31, 2025 with three (3) one (1) year renewal options

AGENCY: Kids Hope Alliance

BASIS OF AWARD: Highest Scoring Bidder Based on Evaluation Criteria

NUMBER OF BIDS INVITED: 92 **NUMBER RECEIVED:** 20 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Preliminary evaluation was done of the twenty (20) responses received for Workforce Development and Education Training Services.

KHA is hereby requesting approval to negotiate with the top three (3) providers, Goodwill Industries of Northeast Florida, Inc., Lutheran Services Florida, Inc., and Krumpin 4 Success, Inc., as outlined in Exhibit 1. The results will be documented and presented to the CSPEC Committee for approval.

Upon successful negotiation and approval, KHA will proceed with a request for award to the highest scoring applicants until all funding is exhausted.

Attachments: Recommendation Memo, Bid Tabulation, Scoring Sheets, Evaluation Matrix, Terms of Agreement/Scope

ANALYST: _____ **RESPECTFULLY SUBMITTED** _____
Olive Wallace-Cohen DUSTIN FREEMAN, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: **Saralyn Grass, CEO, Kids Hope Alliance**

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF CSPEC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

KIDS HOPE ALLIANCE

MEMORANDUM

TO: Dustin Freeman, Chief of Procurement

FROM: Saralyn Grass, Chief Executive Officer
Kids Hope Alliance (KHA)

Saralyn Grass

CC: Kenneth Darity, Chief Programs Officer

SUBJECT: Request for KHA to negotiate with three applicants for BID # ESC-0317-24, Workforce Development and Education Training Services

DATE: March 13, 2024

Kids Hope Alliance, a public body acting on behalf of the City of Jacksonville, a consolidated political subdivision and municipal corporation existing under the laws of the State of Florida ("KHA") respectfully requests the following:

1. KHA has completed its preliminary evaluation of the twenty total responses received for BID # ESC-0317-24, Workforce Development and Education Training Services, and is requesting approval to negotiate with Goodwill Industries of North Florida, Inc., Lutheran Services Florida, Inc., and KRUMPIN' 4 SUCCESS, INC. These three applicants scored the highest within the KHA goal area indicated within their applications (see Exhibit 1).

   Funding in the total amount of $382,500.00 is available to fund three agencies. The top three agencies are outlined in black and are eligible for funding. The agencies outlined in red will not be funded at this time.

Upon approval of this request, KHA will proceed with a request to Procurement to award a contract with the qualified applicants listed on Exhibit 1 until all funding is exhausted.

KHA anticipates funding as follows:

Account Name	Fund	Center	Account	Project	Activity	Interfund	Future
Jacksonville Upward Mobility Program (JUMP)	10906	181001	549006	000000	00000000	00000	0000000

Total Funding: **$382,500.00**

Attachment(s): ESC-0317-24 Tabulation Sheet
Exhibit 1: Total Scores Average

For additional information, please contact Kenneth Darity at (904) 255-4422 or KDarity@coj.net.

Cc: Olive Wallace Cohen, Buyer
Jessica Pitts, Director, Finance
Joyce Watson, Director, Administration, Contracts, and Purchasing
John Everett, Director of Workforce Development

1095 A. Philip Randolph Blvd., Jacksonville, FL 32206 | (904) 255-4400 | Fax: (904) 255-4502

Exhibit 1
Total Scores Average ESC-0317-24
Workforce Development and Education Training Services

ID	Supplier	Sourcing Event ID	Sourcing Event Title	Question #8: 1)Professional/ Career Development Services OR 2)Career Technical Education/Training OR 3) BOTH	Requested Funding Amount	Question #9: Proposed # of students	Murphy	Wakefield	Wirth	Ganues	Morse	Taylor	Average
374	Goodwill Industries of North Florida, Inc.	65	Workforce Development Education and Training Services	BOTH	$82,500.00	30-40	212	222	216				217
376	Lutheran Services Florida, Inc.	65	Workforce Development Education and Training Services	BOTH	$158,883.73	60	210	222	214				215
378	KRUMPIN 4 SUCCESS INC	65	Workforce Development Education and Training Services	BOTH	$249,997.50	40-120	196	222	217				212
372	Fresh Ministries	65	Workforce Development Education and Training Services	BOTH	$228,780.44	50	217	199	200				205
371	Pearls of Perfection	65	Workforce Development Education and Training Services	BOTH	$194,910.00	100	169	216	210				198
381	Jacksonville Urban League, Inc.	65	Workforce Development Education and Training Services	Professional/Career Development Services	$250,000.00	125	179	208	203				197
382	I.M. Sulzbacher Center for the Homeless	65	Workforce Development Education and Training Services	BOTH	$95,200.00	35				181	212	187	193
387	El - Beth - El Development	65	Workforce Development Education and Training Services	BOTH	$250,000.00	40-60				172	197	209	193
386	Tiphne Darshay Hollis Foundation	65	Workforce Development Education and Training Services	BOTH	$263,050.11	120 (Prof/Career); 140 Career Tech Ed/Training				169	195	205	190
377	Center for Children's Rights	65	Workforce Development Education and Training Services	Professional/Career Development Services	$250,000.00	15 Paid Fellows; 100 youth	150	207	206				188
384	Girls Incorporated of Jacksonville	65	Workforce Development Education and Training Services	Professional/Career Development Services	$83,333.33	100				179	198	184	187
375	Family Foundation of Northeast Florida	65	Workforce Development Education and Training Services	BOTH	$75,000.00	100+	158	194	204				185
390	Cathedral Arts Project, Inc.	65	Workforce Development Education and Training Services	Professional/Career Development Services	$93,300.00	40				168	218	162	183
380	The First Coast Leadership Foundation	65	Workforce Development Education and Training Services		$75,250.00		178	200	165				181
383	Dove Outreach Center, Incorporated	65	Workforce Development Education and Training Services	BOTH	$245,867.50	24				193	174	176	181
389	Jacksonville Arts & Music School Inc.	65	Workforce Development Education and Training Services	BOTH	$100,000.00	25				182	188	166	179
391	Encore Community Outreach	65	Workforce Development Education and Training Services	BOTH	$69,150.00	20				169	193	167	176
392	Florida Economic Consortium, Inc.	65	Workforce Development Education and Training Services	BOTH	$499,920.00	128				164	198	167	176
				TOTAL	$3,265,142.61								
373	D Squared 2 Corporation	65	Workforce Development Education and Training Services	Professional/Career Development Services	$224,186.72	100	151	109	127				129
385	Network for Teaching Entrepreneurship	65	Workforce Development Education and Training Services	BOTH	$179,323.34	25-50				65	90	59	71

TITLE: Workforce Development Education and Training Services BID NO.: ESC-0317-24 OPEN DATE: 02/21/24 ANALYST: Olive Wallace-Cohen No. Invited: (92) No. Received: (20) No Bids: (0) Recorded By: MELISSA PIERCE Announcer: JOHN HERNANDEZ	FAMILY FOUNDATIONS OF NORTHEAST FLORIDA, INC.	LUTHERAN SOCIAL SERVICES OF N.E. FL	JACKSONVILLE URBAN LEAGUE	EL-BETH-EL DEVELOPMENT CENTER	THE FIRST COAST LEADERSHIP FOUNDATION	NETWORK FOR TEACHING ENTREPRENEUR SHIP, INC	PEARLS OF PERFECTION, INC.	ENCORE COMMUNITY OUTREACH	DOVE OUTREACHCEN TER, INC.	CENTER FOR CHILDREN'S RIGHTS, INC.
Mandatory Virtual Pre-bid meeting held January 30 & 31, 2024 @ 1:00 pm and 10:00 am respectively	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
NOTES:	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included
MINIMUM REQUIREMENTS	✓	✓	✓	✓	IRS tax exempt letter not included	✓	✓	✓	✓	✓
Attachment A - Response:	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Attachment N - Submission Checklist:	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Form 1 - Price Sheet:	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Form 2 - Conflict of Interset Certificate:	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Form 3 - Goals and Perfromance Measures:	Yes	Yes	Yes	Yes	Yes	Yes	Yes		Yes	Yes
Addenda 1 - 4:	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4

Minimum Requirements for Contractors

Contractors must satisfy the following mandatory minimum requirements in order to have their Responses evaluated. By submitting a Response, Contractor warrants and represents that it satisfies these requirements. Contractors must indicate their response to each requirement in Attachment A to this RFP. Failure to meet these requirements will result in the Response not being evaluated and being rejected as non-responsive:

1. Contractor must be a tax-exempt organization under Section 501(c) (3) of the Internal Revenue Code.

2. The Contractor must have registered as an entity under the laws of the State of Florida prior to January 1, 2022, and have an "Active" status as shown on the FL Department of State's Sunbiz site: https://dos.myflorida.com/sunbiz/.

3. Contractor (not just individuals employed by the Contractor) must have successfully completed workforce development education and training services.

TITLE: Workforce Development Education and Training Services BID NO.: ESC-0317-24 OPEN DATE: 02/21/24 ANALYST: Olive Wallace-Cohen No. Invited: (92) No. Received: (20) No Bids: (0) Recorded By: MELISSA PIERCE Announcer: JOHN HERNANDEZ	TIPHNE DARSHAY HOLLIS FOUNDATION, INC.	CATHEDERAL ARTS PROJECT	FLORIDA ECONOMIC CONSORTIUM	GOODWILL INDUSTRIES OF NE FL.	D SQUARE 2 CORP.	JACKSONVILLE ARTS AND MUSIC SCHOOL, INC.	FRESH MINISTRIES, INC.	GIRS INC. OF JACKSONVILLE	KRUMPIN 4 SUCCESS, INC.	I.M SULZBACHER CENTER FOR THE HOMELESS, INC.
Mandatory Virtual Pre-bid meeting held January 30 & 31, 2024 @ 1:00 pm and 10:00 am respectively	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
NOTES:	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included	Flash Drive included
MINIMUM REQUIREMENTS	IRS tax exempt letter not included	✓	✓	✓	IRS tax exempt letter/SunBiz verification not included	IRS tax exempt letter not included	IRS tax exempt letter/SunBiz verification not included	✓	✓	✓
Attachment A - Response:	Yes	Yes	Yes	Yes	Unsigned	Yes	Yes	Yes	Yes	Yes
Attachment N - Submission Checklist:	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
Form 1 - Price Sheet:	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Form 2 - Conflict of Interset Certificate:	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Form 3 - Goals and Perfromance Measures:	No	Yes	Yes	Yes	Yes	Yes	No	No	Yes	Yes
Addenda 1 - 4:	1,2,3,4	1,2,3,4	1,2,3,4	1,2,3,4	No	1,2,3,4	No	1,2,3,4	1,2,3,4	1,2,3,4

Minimum Requirements for Contractors

Contractors must satisfy the following mandatory minimum requirements in order to have their Responses evaluated. By submitting a Response, Contractor warrants and represents that it satisfies these requirements. Contractors must indicate their response to each requirement in Attachment A to this RFP. Failure to meet these requirements will result in the Response not being evaluated and being rejected as non-responsive:

1. Contractor must be a tax-exempt organization under Section 501(c) (3) of the Internal Revenue Code.

2. The Contractor must have registered as an entity under the laws of the State of Florida prior to January 1, 2022, and have an "Active" status as shown on the FL Department of State's Sunbiz site: https://dos.myflorida.com/sunbiz?

3. Contractor (not just individuals employed by the Contractor) must have successfully completed workforce development education and training services.

In the event of conflicting provisions, the following sections of this RFP will have priority in the order listed: Section 1, Section 4, Section 2, Section 3, the Attachments, and the Forms.

1.2 Scope of Services

Kids Hope Alliance, KHA, seeks proposals from qualified contractor(s) to work with youth/young adults (ages 16-24) and prime age adults (ages 25-54) in the following areas:

1. **Career and Technical Education/Training**: provide non-degree certificate and credentialling training and sector specific workforce pathways.
2. **Professional and Career Development Services**: Design and deliver comprehensive soft skills training aimed at improving essential interpersonal and professional competencies.

Please see Section 4 for a full description of the services and deliverables required under this RFP.

1.3 Term of Agreement

The initial term of agreement will commence on June 1, 2024, through May 31, 2025. Buyer will have the option to renew such agreement for up to three (3) additional one-year periods upon satisfactory performance. The Contract is subject to early termination as set forth elsewhere in this RFP.

The option to renew shall be at the sole and complete discretion of the Kids Hope Alliance, and subsequent renewal periods may be subject to renegotiated performance measures, deliverables, and contractual terms.

1.4 Minimum Requirements for Contractors

Contractors must satisfy the following mandatory minimum requirements in order to have their Responses evaluated. By submitting a Response, Contractor warrants and represents that it satisfies these requirements. Contractors must indicate their response to each requirement in Attachment A to this RFP. Failure to meet these requirements will result in the Response not being evaluated and being rejected as non-responsive:

1. Contractor must be a tax-exempt organization under Section 501(c) (3) of the Internal Revenue Code.

2. The Contractor must have registered as an entity under the laws of the State of Florida prior to January 1, 2022, and have an "Active" status as shown on the FL Department of State's Sunbiz site: https://dos.myflorida.com/sunbiz?

3. Contractor (not just individuals employed by the Contractor) must have successfully completed workforce development education and training services.

1.5 Equal Business Opportunity Program

It is an official policy of the City of Jacksonville to encourage the maximum participation of Jacksonville Small and Emerging Businesses (JSEBs) in its contract awards based upon availability. To participate as a JSEB on Buyer projects, a company must be certified as a JSEB with the City's Equal Business Opportunity Office.

This RFP and the resulting Contract are subject to requirements of the "Encouragement Plan," which is fully described on Attachment C to this RFP.

Contractors may contact Buyer's Equal Business Opportunity Office at 904-255-8840 or find the JSEB directory on Buyer's website. Please contact the Contact Person identified in Section 1.12 if Contractor is uncertain of Buyer's website address or if Contractor experiences problems accessing it.

comparable to alert the reader of Contractor's claim of a public records **exemption, cite the specific statutory citation for the exemption and otherwise comply with the requirements** of Section 2.12 of this RFP.

3) One (1) digital copy of the entire Response, on a separate flash drive. The files must be labeled as follows:
   Contractor Name – Application
   Contractor Name – Budget
   Contractor Name - Required Documents and Forms (Name by Title of Document/ Form keep each separate)

All hard copies and the digital copy are to be placed in a sealed package. The outside must be marked with (i) the RFP title and number, and (ii) contractor's name, address, contact person, and telephone number.

It is the sole responsibility of each Contractor to assure all digital copies are EXACT duplicates of the original Response.

2.5 Evaluation of Responses

Buyer will determine the qualifications, interest, and availability of Contractors by reviewing all Responses.

The evaluation of RFP responses will be conducted by both KHA staff and external subject matter experts (SMEs) within the child and family services field. Each Scorer will evaluate up to 5 applications and each application will be evaluated by at least three scorers. Batches of up to five responses will be created based on the KHA goals initially selected by the applicant during the application process so that like applications will be evaluated against each other.

Contractors that score the highest within the KHA goal area indicated in their application would then be selected for either award or negotiation with intent to award.

Before making an award, Buyer reserves the right to seek clarifications, revisions, and information it deems necessary for the proper evaluation of Responses. Failure to provide any requested clarifications, revisions or information may result in rejection of the Response.

Buyer reserves the right to accept or reject any and all Responses, or separable portions thereof, and to waive any minor irregularity, technicality, or omission if Buyer determines that doing so will serve Buyer's best interests. Buyer may reject any Response not submitted in the manner specified by the RFP.

2.6 Award of Contract

a. The process for contract award is set forth in Jacksonville Ordinance Code Sections 126.204. Generally, Buyer will award the Contract to the responsible and responsive contractors whose responses are determined in writing to be the most advantageous to the City of Jacksonville, based solely on the relative importance assigned to price and of the criteria set forth in Attachment B. The award may be contingent on the outcome of direct negotiations under Section 126.201(d)(4) and 126.201(n), *Ordinance Code.* If an agreement cannot be reached with the highest ranked Contractors, Buyer reserves the right to make an award to the next highest ranked Contractor or subsequent Contractor(s) until an agreement is reached. Contractors must score a minimum of 75% of the total possible points to be considered for an award See other required elements contained in other sections of this RFP.

b. Buyer may make an award within sixty (60) days after the date the Responses are due, during which period the Responses shall remain firm and shall not be withdrawn. Any Response that expresses a shorter duration may, in Buyer's sole discretion, be accepted or rejected. If award is not made within sixty (60) days, the Response shall remain firm until either the Contract is

awarded, or Buyer receives from Contractor written notice that the Response is withdrawn. [Note: Withdrawal of a Response may be requested within 72 hours (excluding State holidays, Saturdays, and Sundays) after the date and time Responses are due. Buyer will not accept an amended Response after the date and time Responses are due.]

c. Except as may otherwise be expressly set forth in the RFP, Buyer may award multiple contract(s) or to reject all Responses. Contracts will be awarded to the highest scorers down the list until funds are depleted.

d. Based on the evaluation results, Buyer shall electronically post a notice of intended award at the City of Jacksonville's website. Please contact the Contact Person if Contractor is uncertain of the City's website address or if Contractor experiences problems accessing it. Any person who is adversely affected by the decision shall file with Buyer a notice of protest in accordance with the Protest provisions of the RFP. Buyer does not intend to provide tabulations or notices of award by telephone.

2.7 **Terms of Agreement** After award to the successful Contractor, Buyer will promptly enter into a written agreement (the "Contract") incorporating the terms of the RFP, the successful Response, and other terms and conditions as may be agreed to between the parties. To the extent the Response contains exceptions to or modifications of the RFP, such exceptions or modifications are stricken unless Buyer affirmatively accepts the exceptions or modifications in the Contract. The Contract will be substantially in the form set forth in an attachment to the RFP. Buyer will not be obligated to pay Contractor for the RFP services until the Contract is signed by both parties and all required documents are received. Buyer retains the right to reject all bids and/or amend its notice of award at any time prior to the full execution of the Contract.

If a successful Contractor fails to perform the Services as agreed, Buyer reserves the right to (i) issue a new solicitation for the Services; (ii) reopen the RFP for the purpose of awarding a contract to another Contractor in accordance with the criteria and processes set forth herein; and/or (iii) take such other actions permitted by law.

2.8 **Public Meetings and Special Accommodations** Any meetings of the RFP evaluation committee (i.e., the Competitive Sealed Proposal Evaluation Committee), shall be noticed on the City of Jacksonville's website and shall comply with Florida's Open Meetings Laws. Please contact the Contact Person if Contractor is uncertain of Buyer's website address or if Contractor experiences problems accessing it. Persons requiring special accommodation because of a disability should contact the Contact Person identified in Section 1 at least forty-eight (48) hours prior to the meeting.

2.9 **Ex-Parte Communications** Communications regarding the RFP by a potential vendor, service provider, bidder, lobbyist or consultant to city employees, staff, or hired consultants are prohibited. This prohibition includes communications with the Buyer's Office of General Counsel unless the Contact Person has authorized those communications in advance. Violations may result in the rejection/disqualification of a Response.

These prohibitions on ex-parte communications do not apply to the following:

- communications regarding the RFP to the Chief of the Procurement Division or the Contact Person, provided the communication is limited strictly to matters of process or procedure already contained in the RFP.
- communications with the city employee responsible for administering the Jacksonville Small Emerging Business Program, provided the communication is limited strictly to matters of programmatic process or procedures.
- communications at any pre-bid conferences.

Attachment B
Evaluation Matrix

The evaluations will be based upon the following criteria. Failure to provide adequate information on any criterion will result in lower scores and could result in rejection of the Response as non-responsive. The response to each of the criterion will be evaluated relative to the other responses received. Contractors are encouraged to arrange their responses in the exact format as the application in Attachment A, which will offer ready review and evaluation of each criterion. Please note that the final score will be the percentage of points received. For example, receiving 204 points out of a possible 255, would result in a score of 80%. **Contractors must score a minimum of 75% of points overall to be considered for funding.**

APPLICATION REFERENCE POINT	0-6 Points	7-12 Points	13-15 Points
Contractor Detail Question #1 (Maximum Points 15)	Agency history is less than one year. Description of agency mission or services provided is missing, unclear, or minimally described. If applicable, partnerships are listed but fails to define the role of each partner and the areas of expertise that they contribute to the proposed program.	Agency history is less than three years. Agency mission and history somewhat support the plan to provide services for the program described in the RFP. If applicable, somewhat define the role of each partner and the areas of expertise that they contribute to the proposed program.	Agency history is three years or more. Agency mission and history clearly support the provision of services for the program described in the RFP. If applicable, clearly define the roles of each partner and the areas of expertise that they contribute to the proposed program.
Diverse Populations Question #2 (Maximum Points 15)	Limited prior experience working with diverse population. Proposed strategies do not address retention efforts that demonstrate an understanding of diverse populations.	Some prior experience working with diverse populations is clearly described. Proposed strategies somewhat demonstrate an understanding of diverse population and retention efforts are stated but not clearly defined.	Extensive prior experience working with diverse populations is clearly described. Proposed strategies demonstrate an understanding of diverse populations as well as clearly defined retention efforts.

APPLICATION REFERENCE POINT	0-6 Points	7-12 Points	13-15 Points
Community Collaboration Question #3 (Maximum Points 12)	The response does not address participation or reflects little participation in local strategic planning/community collaboration efforts. There is little to no prior involvement in related systems of care.	The response reflects in-depth participation in local strategic planning/community collaboration efforts. There is significant prior involvement in related systems of care.	Not Applicable
Staffing Chart Question #4 (Maximum Points 15)	Staffing chart is incomplete, or the number/type of staff included does not seem appropriate/adequate for the positions & services identified. Staff education & experience requirements do not appear appropriate or do not align well with job duties.	Staffing chart is somewhat complete. Duties for each position are somewhat described, but only some education & experience appear reasonable for job duties. The number of professional staff may or may not be sufficient for the number of participants to be served & service model.	Staffing chart is fully complete. Duties for each position are clearly described, & education & experience appear reasonable for job duties. The number of professional staff is sufficient for the number of participants to be served & service model.
Staff Hiring/ Training Plan Question #5 (Maximum Points 12)	The timeline and/or process for the program to become fully operational is missing, not clearly defined, or unreasonable.	The timeline and process for the program to become fully operational is clearly explained and comprehensive. The plan fully supports the program being operational by the deadline.	Not Applicable
Staff Training and Supervision Question #6 (Maximum Points 12)	A plan to train staff is not supplied or does not directly correlate to serving the desired population and addressing important subject areas in need of staff training. There are	The plan to train staff is comprehensive and directly correlates to serving the desired population and addressing important subject areas in need of staff training. Staff supervision strategies are	Not Applicable

APPLICATION REFERENCE POINT	0-6 Points	7-12 Points	13-15 Points
Staff Retention Question #7 (Maximum Points 12)	Staff retention strategies are minimally explained and lack detail. The Contractor has a history of poor staff retention.	Staff retention strategies are clear and represent positive reinforcement and encouragement to maintain consistent employment. The agency explains efforts (monetary and non-monetary) to increase retention rates and includes clear self-care strategies for staff. Strategies appear to be effective, and the Contractor has a	Not Applicable
Program Component Question #8 (Maximum Points 15)	Organization does not address and describe in detail the services the organization will implement to address the proposed program component(s) including the use of subcontractors.	Organization somewhat address and describe in detail the services the organization will implement to address the proposed program component(s) including the use of subcontractors.	Organization addresses and describes in detail the services the organization will implement to address the proposed program component(s) including the use of subcontractors.
Participants Served Question #9 (Maximum Points 15)	The number of participants to be served appears unrealistically high or low in alignment with program design.	The number of participants to be served appears manageable and cost effective.	The number of participants to be served is well aligned with the program design and cost effective.
Participant Engagement and Retention Question #10 (Maximum Points 15)	Proposed population and/or recruitment strategies are not clearly defined or are not likely to attract participants. Retention goals are not defined or lack effectiveness.	The proposed population description and recruitment strategies are adequately defined and are likely to attract participants. Retention goals lack detail.	The proposed population description and recruitment strategies are strong, well defined, include school and community partners, and are likely to attract and retain participants.

APPLICATION REFERENCE POINT	0-6 Points	7-12 Points	13-15 Points
Education and Training Services Question #11 (Maximum Points 15)	Proposed services are not clearly defined and do not include workforce development credentials and/or certificates.	Proposed services are defined but activities do not include workforce development credentials and/or certificates.	Proposed services are clearly defined and creatively designed to address the need for workforce development credentials and/or certificates
Successful Completion Question #12 (Maximum Points 15)	There is little or no discussion of how participants will successfully complete the program. Does not include guidelines, requirements and timeframes used to determine successful completion. and incorporate participant or staff feedback.	There is some discussion of how participants will successfully complete the program. The response includes some details of the guidelines, requirements and timeframes used to determine successful completion.	There is discussion of how participants will successfully complete the program. The response includes details of the guidelines, requirements and timeframes used to determine successful completion
Participants' Needs Question #13 (Maximum Points 12)	The provision of transportation and technology needs are not clearly described and do not include anticipated resources. Lacks community partners or they are not clearly stated.	The provision of transportation and technology needs is clearly demonstrated. A detailed plan including anticipated resources is outlined. The use of community partners is clearly stated, and the roles and responsibilities of parents are outlined.	Not Applicable

APPLICATION REFERENCE POINT	0-6 Points	7-12 Points	13-15 Points
Methods to pursue data-driven performance management. **Question #14** **(Maximum Points 12)**	There is little or no discussion of how performance measures and related data will inform service delivery and incorporate participant or staff feedback.	A detailed description of how performance measures will inform service delivery and process improvements is included, as well as a clear and relevant description of how participant and staff feedback will be incorporated.	Not Applicable
Measure participant progress and program impact **Question #15** **(Maximum Points 15)**	There is no plan that describes specific details regarding the internal controls and processes to ensure high quality data collection and reporting to measure participant progress and program impact.	There is somewhat of a plan that describes specific details regarding the internal controls and processes to ensure high quality data collection and reporting to measure participant progress and program impact.	There is a plan that describes specific details regarding the internal controls and processes to ensure high quality data collection and reporting. This includes supervisor oversight, data report analysis, and use of an internal tracking system with clear guidelines for use. A clear and robust process for training and motivating staff to collect and meaningfully utilize performance measure data is provided.
Budget **Question #16** **(Maximum Points 15)**	The budget form is missing, incomplete, or incorrect. Budget amounts seem unreasonable or unnecessary to support the program.	The budget form is complete and accurate. Expenses appear reasonable and support the proposed program. Budget detail adequately describes and justifies anticipated expenses.	The budget form is complete and accurate. Expenses are cost-effective, reasonable, and support the proposed program. Budget detail clearly describes and justifies anticipated expenses.

Scoring Attestation
Workforce Development Education and Training Services
ESC-0317-24

Evaluator	Pearls of Perfection	Fresh Ministries	DSquared S	Goodwill Industries of North Florida, Inc	Family Foundation of Northeast Florida	Lutheran Services Florida, Inc.	Center for Children's Rights	KRUMPIN 4 SUCCESS INC	The First Coast Leadership Foundation	Jacksonville Urban League, Inc
Colin Murphy	169	217	151	212	158	210	150	196	178	179
Aszloyn Wakefield	216	199	109	222	194	222	207	222	200	208
Tina Wirth	210	200	127	216	204	214	206	217	165	203

The above scores accurately reflect my evaluation of the listed Supplier Responses for ESC-0317-24.

DocuSigned by:
72EE30AC030B4E8...
Colin Murphy

3/11/2024
Date

The above scores accurately reflect my evaluation of the listed Supplier Responses for ESC-0317-24.

DocuSigned by:
Aszloyn Wakefield
260BD42BDCED04A1...
Aszloyn Wakefield

3/12/2024
Date

The above scores accurately reflect my evaluation of the listed Supplier Responses for ESC-0317-24.

DocuSigned by:
Tina Wirth
AF0C8B8EE68E4CD...
Tina Wirth

3/12/2024
Date

Scoring Attestation
Workforce Development Education and Training Services
ESC-0317-24

Evaluator	I.M. Sulzbacher Center for the Homeless	Dove Outreach Center, Incorporated	Girls Incorporated of Jacksonville	Network for Teaching Entrepreneurship	Tiphne Darshay Hollis Foundation	El - Beth - El Development	Jacksonville Arts & Music School Inc.	Cathedral Arts Project, Inc.	Encore Community Outreach	Florida Economic Consortium, Inc.
Mari Ganues	181	193	179	65	169	172	182	168	169	164
Cheryl Taylor	187	176	184	59	205	209	166	162	167	167
Jan Morse	212	174	198	90	195	197	188	218	193	198

The above scores accurately reflect my evaluation of the listed Supplier Responses for ESC-0317-24.

DocuSigned by:
Mari Ganues
26B2E87087B74E0

Mari Ganues — Date: 3/11/2024

The above scores accurately reflect my evaluation of the listed Supplier Responses for ESC-0317-24.

DocuSigned by:
Cheryl Taylor
[illegible]

Cheryl Taylor — Date: 3/11/2024

The above scores accurately reflect my evaluation of the listed Supplier Responses for ESC-0317-24.

DocuSigned by:
Jan Morse
E4F020D40BD144C

Jan Morse — Date: 3/11/2024