

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

142



FROM: Economic Development Agency/Workforce Development Division

SUBMITTAL DATE:
July 2, 2014

SUBJECT: Approval of Allocation of Title I Workforce Investment Act Rapid Response Funds for Program Year 2014-2015 to Deisell Martinez Consultants, LLC and California Manufacturing Technology Consulting, for the Provision of Layoff Aversion and Business Retention Services to Businesses in the County of Riverside, All Districts, [\$217,800], Title I Workforce Investment Act Rapid Response Funds

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve an allocation of Title I Workforce Investment Act (WIA) Rapid Response Funds in the not to exceed amount of \$217,800 to the following consultants (i) California Manufacturing Technology Consulting, a California corporation, in the not to exceed amount of \$117,800, and (ii) Deisell Martinez Consultants, LLC, a Florida limited liability company (Deisell) in the not to exceed amount of \$100,000, subject to Deisell being registered to do business in California with the California Secretary of State, to provide layoff aversion and business retention services to County of Riverside businesses under the WIA Rapid Response Program during the period of July 1, 2014 through June 30, 2015 for Program Year 2014/15; and

(Continued)

Robert Field
Assistant County Executive Officer/EDA

| FINANCIAL DATA | Current Fiscal Year: | Next Fiscal Year: | Total Cost: | Ongoing Cost: | POLICY CONSENT (per Exec. Office) |
|------------------------|----------------------|-------------------|-------------|---------------|---|
| COST | \$ 217,800 | \$ 0 | \$ 217,800 | \$ 0 | Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/> |
| NET COUNTY COST | \$ 0 | \$ 0 | \$ 0 | \$ 0 | |

SOURCE OF FUNDS: Title I Workforce Investment Act (WIA) Rapid Response Funds
Budget Adjustment: No
For Fiscal Year: 2014/15

C.E.O. RECOMMENDATION:

APPROVE
BY:
Rohini Dasika

County Executive Office Signature

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Tavaglione, seconded by Supervisor Jeffries and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Tavaglione, Stone, Benoit and Ashley
Nays: None
Absent: None
Date: July 29, 2014
xc: EDA

Kecia Harper-Ihem
Clerk of the Board
By:
Deputy

Prev. Agn. Ref.: N/A

District: ALL

Agenda Number:

3-28

FORM APPROVED COUNTY COUNSEL
BY:
DATE: 6/24/14
JHALA R. BROWN

Departmental Concurrence

FISCAL PROCEDURES APPROVED
PAUL ANGLADE, CPA, AUDITOR-CONTROLLER
BY:
Esteban Hernandez

- A-30
- Positions Added
- 4/5 Vote
- Change Order

SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA

Economic Development Agency

FORM 11: Approval of Allocation of Title I Workforce Investment Act Rapid Response Funds for Program Year 2014-2015 to Deisell Martinez Consultants, LLC and California Manufacturing Technology Consulting, for the Provision of Layoff Aversion and Business Retention Services to Businesses in the County of Riverside, All Districts, [\$217,800], Title I Workforce Investment Act Rapid Response Funds

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Page 2 of 3

Recommended Motion: (Continued)

2. Authorize the Assistant County Executive Officer/EDA or designee to negotiate and execute separate contracts with Deisell (subject to Deisell being validly registered to do business in California) and California Manufacturing Technology Consulting, in connection with the provision of layoff aversion and business retention services to County of Riverside businesses under the WIA Rapid Response Program during the period of July 1, 2014 through June 30, 2015 and as set forth in Table A below, and any subsequent amendments, provided the amount of each contract is not increased above what was approved by the Board of Supervisors, and further provided that each contract and any amendments thereto are approved as to form by County Counsel.

BACKGROUND:

Summary

In support of the Workforce Investment Board's (WIB) Strategic Plan with regards to rapid response services, a Request for Proposal (RFP) was issued in the County of Riverside on February 3, 2014 to procure services for a business process improvement services consultant in program year (PY) 2014/2015. The RFP is attached. Business process improvement services include, but are not limited to identifying businesses that are at risk, or need assistance with lay-off aversion, job-retention services, strategic and financial business planning, quality assurance, energy efficiency, IT systems and human resource development. Three proposals were received on the RFP closing date of March 3, 2014. Upon reviewing the proposals, only two bidders, Deisell Martinez Consultants, LLC, a Florida limited liability company ("Deisell"), and California Manufacturing Technology Consulting, a California corporation (CMTC), were determined to satisfy the specifications in the RFP and therefore, are being recommended for funding. The third bidder did not meet the minimum specification as outlined in the RFP.

Deisell and CMTC are recommended to this Board to serve as business improvement services consultants. Both consultants demonstrated a thorough understanding of the local Workforce Investment Act (WIA) system and theory behind retaining businesses in the County of Riverside. By serving businesses and assisting in maximizing local resources, businesses will be better equipped to provide quality products, while growing their businesses financially.

The necessity of two consultants is two-fold. Due to the large geographic area the County of Riverside covers two consultants are needed to serve businesses in the east, west and southwest areas. Second, each consultant has expertise in one or more WIB approved industry sectors. CMTC's primary focus and expertise is with advanced manufacturing, while Deisell focuses on healthcare, professional services, logistics/transportation, and infrastructure across the County of Riverside.

Staff recommends the County enter into separate contracts with Deisell and CMTC for the provision of business process improvement services. If the allocation of funds is approved by the Board, each contract (i) shall contain the County's standard contract terms and provisions and shall incorporate the applicable terms and provisions of the attached RFP, (ii) shall not exceed the respective contract amounts approved by the Board, and (iii) shall be approved as to form by County Counsel.

(Continued)

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Page 3 of 3

BACKGROUND:

Summary (Continued)

Table A

| Proposed Consultant | Number of Businesses | Total |
|---|--|------------------|
| Deisell Martinez Consultants, LLC | 10 businesses in five approved Workforce Investment Board priority industry sectors. | \$100,000 |
| California Manufacturing Technology Consulting (CMTC) | 10 businesses in Manufacturing and one ExporTech Consortia | \$117,800 |
| TOTAL AMOUNT NOT TO EXCEED | | \$217,800 |

Impact on Residents and Businesses

SUPPLEMENTAL:

When businesses close plants or lay off workers, the Business Solutions Team of the Workforce Development Division provides immediate on-site services to assist workers facing job losses. Rapid response provides early intervention assistance designed to transition workers to their next employment as soon as possible. Rapid Response services are tailored to each company, based on the needs of the affected employees.

Additional Fiscal Information

In FY 2014/15 there will be \$217,800 in costs. No county costs will be incurred and no budget adjustment is required.

Contract History and Price Reasonableness

There is no established contract history with these two consultants. Price reasonableness was established by competitive procurement and cost analysis review with other Local Workforce Investment Areas offering similar services.

Attachment

Request for Proposal Business Process Improvement Services