

EXECUTIVE COMMITTEE



ACTION ITEM #1.3

DATE: June 13, 2018

SUBJECT: Professional Service Agreement with Reach Out to serve as the Healthcare Industry Sector Consultant for an amount not to exceed \$60,000 for an estimated term of July 1, 2018 to June 30, 2019

RECOMMENDATION: That the Workforce Development Board (WDB) Executive Committee approve the Professional Service Agreement with Reach Out to continue serving as the Healthcare Industry Sector Consultant to the Inland Empire Regional Planning Unit (IERPU) under the Workforce Innovation and Opportunity Act for an amount not to exceed \$60,000 for an estimated term of July 1, 2018 to June 30, 2019, as recommended by staff and the agreement of members of the IERPU Steering Committee.

BACKGROUND: A Request for Qualifications for the procurement of a Healthcare Industry Sector Consultant under the Inland Empire Regional SlingShot Initiative took place in July 2016. Through close evaluation of the Statements of Qualifications submitted and interviews with the top candidates, Reach Out was recommended for the procurement. The SlingShot Steering Committee, made up of members of San Bernardino County WDB (SBWDB) and Riverside County Workforce Development Board (RCWDB) approved the selection on January 5, 2017. Reach Out was subsequently awarded a one-year contract in the amount of \$90,000 by Riverside County, funded by the SlingShot Initiative, for the term of March 15, 2017 to March 31, 2018.

As the regional Healthcare Sector Consultant, staff of Reach Out have served as regional liaisons between the SlingShot Steering Committee, RCWDB, SBWDB, healthcare employers, educational entities, and Deputy Sector Navigators. They have offered continued feedback and established relationships that will assist in the sustainability of the SlingShot Initiative, strengthening the connection between the WDBs and the industry. In the last year, Reach Out:

- Produced the in-depth Healthcare Workforce Report on trends and needs in the Inland Empire Region, based on 55 health occupations, including GIS mapping, which was presented to the Inland Empire Regional Planning Unit Steering Committee on April 26, 2018
- Assisted in the development of curriculum through the gathering of feedback from employers
- Conducted 24 in-depth healthcare employer interviews
- Served as liaison for employer, training provider, and staff, developing a cohort of trainees for an immediate need for Certified Nursing Assistants. Workforce Development Staff selected over 30 participants for interviews with Providence Care, who selected 15 candidates to begin training. Providence has now hired the 14 completers
- Facilitated 2 Industry Champion Meetings
- Facilitated training provider convening to debrief and evaluate the Community Health Worker pilot training programs to uncover similarities and provider norms and to discuss future engagement
- Increased employer engagement

- Worked closely with staff to identify strategies and make recommendations on the enhancement of the healthcare sector strategy

To continue the momentum produced by Reach Out within the sector, a contract between Riverside County Workforce Development and Reach Out, funded by the Regional Plan Implementation grant, will include the following Scope of Work:

- Development of training curriculum and deployment of training courses based on immediate need of the healthcare sector
- Incorporation of new healthcare companies to the SlingShot Initiative and stronger engagement of current champions
- Continuous surveyed information and reports showing trends and current needs of employers
- Partnering with Riverside and San Bernardino County experts and Deputy Sector Navigator
- Provision of project management support on identified project(s) that address skills gap or employer needs

More information regarding the contract with Reach Out will be presented at the next Inland Empire Regional Planning Unit Steering Committee Meeting.

<p>EXECUTIVE COMMITTEE</p> <p>Date: Approval: Yes/No</p>	<p>BOARD OF SUPERVISORS CONCURRENCE</p> <p>Required: Yes/No</p>
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