

Bidders Conference – WIOA Title I Adult and Dislocated Worker Services, On-The-Job Training (OJT) Program and One-Stop Operator Program Year 2025/2026
Monday, March 17, 2025
Land of Sky Regional Council office, West Asheville and via Zoom
3:00 pm

Attendees

1. Nathan Ramsey, Executive Director, Land of Sky Regional Council and Director, Mountain Area Workforce Development Board
2. Jason Chappell, Manager, NCWorks Career Centers in Henderson and Transylvania Counties, Blue Ridge Community College
3. Chris Haring, BuildEd Corporation
4. Kristin Kress, Goodwill of Northwest NC
5. Jennifer Saladis-Moscoso, EDSI
6. Chris Pinnisi, Director of Compliance, EDSI
7. Shamira Wright, Consultant, Urban League of Central Carolinas

Bidder's conference opened at 3:05 pm. Nathan Ramsey opened the bidders' conference and requested introductions from the attendees at the bidders conference. Nathan Ramsey provided a brief overview of the WIOA Title I Adult and Dislocated Worker Services, On-The-Job Training (OJT) Program and One-Stop Operator Program Year 2025/2026.

The RFP was released on February 24, 2025, and the notice was published the week of February 24, 2025. The current federal environment is uncertain and WIOA has not yet been re-authorized. Congress had included WIOA reauthorization in the December Continuing Resolution, but it was ultimately removed. Congress has introduced legislation to re-authorize WIOA referred to as "A Stronger Workforce for America Act" (ASWA) but this legislation has not been enacted into law.

The Board is required by federal law to competitively procure WIOA services and we must release a RFP at least once every three years. The timeline for this procurement was reviewed. Letters of intent to bid shall be submitted by Friday, March 28 at 5:00 pm. We will be accepting questions through Friday, April 11. Proposals are due by Friday, April 18. Contracts are cost reimbursement. We are expecting a contract from July 1, 2025, to June 30, 2026 and the contract may be extended. Funding available to the Board varies each year and we do not know the PY25-26 allocations until May or June.

The contact for this RFP shall be Nathan Ramsey at Nathan@landofsky.org. The RFP lists Zia@landofsky.org and she will be retiring effective Friday, April 4 so please contact Nathan Ramsey.

The procurement related to the On-the-Job (OJT) Training program is not required to be released this year as we are in the second year of that contract. We reserve the right to rescind the RFP related to the OJT program. All of the contracts executed pursuant to this RFP are contingent on

federal funding availability. For the A/DW RFP proposals may include all four counties or just combination of two counties, Buncombe and Madison Counties and Henderson and Transylvania Counties.

NCWorks Career Center system provides integrated service delivery in partnership with the NC Department of Commerce and other partners. We currently have a NCWorks Career Center in each of our four counties and we would like to continue offering a physical career center in each of these counties. We expect our contractors to help us meet our federal and state performance measures.

Nathan then opened up the floor for questions:

1. **With you not knowing how much funding will be available, do proposals need to submit a budget?** There is a budget template provided in the RFP and we are requesting budgets to be submitted as part of this procurement process. We encourage proposals to offer robust services for job seekers and employers in our region but we need the proposals to be as cost effective as possible. Proposals will offer service levels so the more funding available, the more services you can provide.
2. **What is the current funding available and performance measures?** We will share the Board's performance measures and historic funding availability. In my 10 years with the Board our funding for all programs and operations have ranged from around \$2.5 million to a low of around \$1.2 million.

The bidder's conference concluded at 3:22 PM.