

California Jobs First Collaborative Meeting

April 26, 2024

8:30 to 10:00am

Zoom Video Conferencing


<https://us02web.zoom.us/j/86993468590?pwd=bkRibjZGaCtoSVFZMTNxNEtwN2ZJdz09>

Webinar ID:

869 9346 8590

AGENDA

1. Call to Order
2. Public Comments
3. Collaborative Comments and Updates
4. Update on Regional Plan Part II
5. **Priority Industry Selection**
6. Review Draft Sector Investment Coordinator RFQ
7. Review Strategy Refinement
8. Adjourn

An aerial photograph of a city at dusk, showing a mix of modern and older buildings, roads, and greenery. The sky is a deep blue with some clouds. A large blue rectangular frame is overlaid on the image, with a white rectangle inside it. The text is centered in the white rectangle. Two vertical red bars are positioned on the left and right sides of the white rectangle, partially overlapping the blue frame.

Update on Regional Plan Part II

Original RFQ

- Strategies for the Growth of Targeted Industries
- Strategies for Increasing Economic Diversification
- Strategies for Responding Effectively to Economic Shocks
- Strategies for Increasing Economic Equity
- Strategies for Increasing Health and Environmentally
(Collaborative decided to split in two)
- Strategies Aligning with State Strategies

Updated Guidance

- Target Sector Strategies
- Sector-Neutral and Economic Mobility Strategies
- Additional Regional and Community Development Strategies (Recommended)
- Institutionalizing Community-Led. Climate Forward Planning (Recommended)

Sector and Sector Neutral Strategy Categories

- Economic Diversification and Resilience
- Job Quality & Access
- Equity
- Climate (and Health)
- Workforce Development
- Alignment with State Strategies
- Strategy Implementation
- State comfortable accepting what we've already done.

An aerial photograph of a city at dusk, showing a mix of modern and older buildings, roads, and greenery. The sky is a deep blue with some clouds. A large blue rectangular frame is overlaid on the image, containing a white rectangle with the text. Two red vertical bars are positioned on the left and right sides of the white rectangle.

Priority Industry Selections

Background

- The Collaborative selected the two-digit NAICS code sectors of Health and Social Assistance, Manufacturing, Education Services, Construction and Accommodation and Food Services.
- The state requested we be more specific.
- You have a list of three-digit NAICS code sectors within the sectors listed above.
- There is not a maximum number to choose from, but we do need to reduce our options.
- Staff created conditions to provide recommended list of sectors to select by applying the following conditions:
 - Over 20,000 jobs (Good Number of Jobs)
 - Over \$38,370 (Based on UCI Labor Center Definition of Good Job)
 - Employment Concentration over 2 (Unique Industry to Orange County)
 - Meet 2 of the 3 conditions
 - Ensure all five sectors were still represented

Staff Recommendation

1. Ambulatory Health Care Services (Physician and Dentist Offices, Medical labs, Home Healthcare Services)
2. Hospitals
3. Nursing and Residential Care Facilities (Skilled Nursing Facilities, Development Disability, Assisted Living, etc.)
4. Apparel Manufacturing (Cut and Sew, Knitting)
5. Fabricated Metal Product Manufacturing (Structural Metals, Machine Shops, Coating and Engraving)
6. Computer and Electronic Product Manufacturing (Computers, Semiconductor, Electromedical)
7. Miscellaneous Manufacturing (Medical Equipment and Supplies)
8. Education Services
9. Construction of Buildings
10. Specialty Trade Contractors (Building Equipment and Building Finishing Contractors)
11. Accommodation
12. Request that Food Services and Drinking Places are included

Selection Process

1. Vote to approve staff recommendation or
2. Remove individual recommendations and vote to approve those not removed. Each removed recommendation will go to a poll for the collaborative to vote yes or no to include or
3. The collaborative decides how many sectors to focus on and votes on the full list with the top vote getters becoming the final list.

TO: Jobs First Collaborative, Orange County
FROM: Virginia Parks, PhD, Faculty Director, UCI Labor Center
DATE: April 24, 2024
RE: Good Jobs indicator

The UCI Labor Center is updating its research report on jobs and workers in Orange County submitted to CERF last year (June 2023) to reflect the most recently available Census data, including its “good jobs” analysis. The center identifies “good jobs” as meeting the following three criteria:

1. Earn a living wage, or \$27.63 for a household of two working adults and one child, according to the Massachusetts Institute of Technology (MIT) Living Wage Calculator
2. Receive employer-sponsored health care
3. Have a full-time (35 hours/week) and full-year appointment (50 weeks or more)

No single criterion should be used alone. However, as a benchmark, the minimum hours and living wage criteria yield a *baseline* annual earnings threshold of **\$48,353**.

The center identified the percentage of workers who hold good jobs in Orange County by industry (see table below). I advise an interpretation of this table guided by a common sense understanding of how local economies work and “sticky” industries (jobs that need to happen in a specific place, such as patient care at a clinic). The table ranks industries by size, or number of jobs. A considerable number of workers are employed in Orange County’s largest industries—industries with relatively few good jobs. For example, “Health Care and Social Assistance” represents the largest industry in Orange County by number of jobs, yet just over one-third of all jobs in this industry meet the “good jobs” criteria. “Retail Trade” is similar, as is “Accommodation and Food Services.” Yet each of these industries represents essential services that support critical sectors of the Orange County economy.

Orange County needs its retail stores, hospitals, restaurants, and tourist attractions. I encourage the Collaborative to consider how its resources and programs could be leveraged to *raise* job standards in industries critical to the Orange County economy, rather than focus on industries that already meet good job standards. Doing so leaves Orange County’s most disadvantaged residents and workers behind.

Good Jobs, By Industry, 2022

Industry	All Jobs	Good Jobs	
		Number	Percent
Health Care and Social Assistance	297,681	109,575	36.8%
Retail Trade	223,184	43,987	19.7%

Manufacturing	222,903	96,867	43.5%
Educational services	222,180	87,624	39.4%
Professional, Scientific, and Technical Services	185,442	112,145	60.5%
Accommodation and Food Services	143,093	8,941	6.2%
Finance and Insurance	128,644	79,201	61.6%
Construction	123,682	40,813	33.0%
Public Administration	82,864	49,103	59.3%
Transportation and Warehousing	82,234	24,146	29.4%
Administrative and support and waste management services	77,993	18,698	24.0%
Other Services, Except Public Administration	75,097	13,524	18.0%
Wholesale Trade	52,755	23,640	44.8%
Arts, Entertainment, and Recreation	47,034	9,798	20.8%
Information	39,938	21,647	54.2%
Real Estate and Rental and Leasing	37,919	15,700	41.4%
Utilities	16,857	11,461	68.0%
Agriculture, Forestry, Fishing, and Hunting	9,098	749	8.2%
Management of companies and enterprises	3,313	2,173	65.6%
Mining, Quarrying, and Oil and Gas Extraction	882	536	60.8%

Source: U.S. Census Bureau, American Community Survey, 1-year estimates, 2019, 2021, 2022

Orange County Jobs First Collaborative

Request for Qualifications- Catalyst Sector Investment Coordinators

Summary

The Orange County Jobs First Collaborative is soliciting proposals in response to Request for Qualifications, for the positions of Catalyst Sector Investment Coordinators. The Orange County Business Council is the program lead and will be your primary point of contact. Charitable Ventures (CV) is the grant fiscal agent and will be your contracting partner, if awarded.

The RFQ is comprised of the following parts:

Section 1 – Proposal Information, Organization, and Content Attachment

Section 2 – Description of Services

Attachment A – Title Page

Attachment B – Sector Investment Coordinator Catalyst Program Narrative Questions

Attachment C – Conflict of Interest Form

Attachment D – Evaluation Guidance

Attachment E – Pre-Development Activities

Attachment F – Preliminary Regional Investment Initiative Project Criteria

Attachment G – Priority Industries

Attachment H – Current Orange County Jobs First Collaborative Members

Attachment I – Letter of Intent to Apply

PROPOSAL TIMELINE (Subject to Change)	DATE
RFQ Released	May 17, 2024
Intent to Apply	June 1, 2024
Proposal Due Date	June 17, 2024
Evaluation of Proposals	June 18-July 3, 2024
Consultant Interviews – If necessary	June 18-July 3, 2024
Final Selection	July 14, 2024

Proposal Submission

Email one (1) PDF copy of your Proposal to jobsfirst@ocbc.org

Orange County Business Council must receive all parts of your proposal before the Proposal Due Date/Time. Any proposal received after the Proposal Due Date/Time will be rejected.

All submissions could be considered a matter of public record.

Note: “proposer,” “consultant,” and “firm” may be used interchangeably throughout this document.

OCBC contact

Maria Linares, Business Initiatives Manager

Orange County Business Council

Email: mlinaires@ocbc.org

Please notify Maria Linares of your interest in this RFQ to be added to a distribution list to be notified of updates about this RFQ.

Period of Performance

The estimated period of performance for this contract is 24 months

Selection Process

Proposers may or may not be invited for an interview.

Charitable Ventures (CV) does not reimburse proposers for any cost of proposal preparation, even if RFQ is cancelled.

With the release of this RFQ, communication between the proposer and any voting member of the Orange County Jobs First Collaborative (see attachment H), except when and in the manner expressly authorized in this RFQ. Violation of this restriction is grounds for disqualification.

CV shall award the contract for this RFQ to the firm(s) that the Orange County Jobs First Collaborative deems to have provided the best value, most responsive and/or the best qualified for contract award.

Section 1- Proposal Information, Organizations, and Content Attachment

All proposals shall contain the following information, at a minimum:

Completion of Title Page (Attachment A)

Profile of Firm

- Please provide a brief history/background of your organization, including a statement indicating if the firm is local or national and a summary of the representative's background and preferably recent or current clients/projects. (Max 250 words)
- Identification of the individuals who will perform the work, including officers, project manager and key staff. Include bios or resumes for key individuals. **Do not include social security numbers, non-business (personal) phone numbers or address in a resume as this information may become public under the California Public Records Act.**

Completion of Program Narrative Questions (Attachment B)

Cost Proposal

- Propose fully burdened hourly rate for each individual in the proposal and estimate of average monthly total hours.

References

- Provide a list of at least three references, including the names of contacts within the firms.

Letter of Intent to Apply (Attachment I)

- It is mandatory that an applicant complete and deliver a Letter of Intent to Apply that lists all tasks (see Description of Services Page) that the applicant will be applying for. This letter is due by 5:00 pm PST June 1, 2024.

Other Required Forms

- The Conflict-of-Interest Statement (Attachment C) must be fully completed by any current voting member of the Orange County Jobs First collaborative or has vested interest in the success of a voting member of the Orange County Jobs First Collaborative (prime and all subconsultants).

Background:

California Jobs First (formerly CERF) is a program developed by the state of California to build a community-led, climate-forward economy by aligning investments and maximize benefits across state agencies and departments who are responsible for economic, business, and workforce development.

\$5 million dollar planning grants were distributed to 13 different regions covering all of California to support the development of a highly diverse collaborative. These collaboratives will encourage engagement, create inclusive and equitable economic plans, build capacity, and break down silos. Plans developed during the Planning Phase (currently ongoing) will inform projects eligible for funding during the Regional Investment Initiative Phase. The Regional Investment Initiative will consist of \$275 million over three years to fund regionally approved projects to accelerate economic and workforce projects throughout the state. These projects should have the primary focus of uplifting disinvested communities and protecting our environment. For further details of the project criteria for the Regional Investment Initiative see Attachment F.

During the Planning Phase, the state introduced Catalyst funding to ensure the Regional Investment Initiative effects systemic changes in regional economies, the Catalyst Program reserves up to \$14 million for each California Jobs First region to bridge the gap between each region's Jobs First Strategies and implementing projects designed to achieve outcomes that align with those strategies. Catalyst funds will support each region's Jobs First Collaborative to invest \$9 million in pre-development activities, enabling regions to take projects from exploratory and last-mile to ready-to-go projects that can access local, state, and federal government funds, as well as private and philanthropic investments. The projects that will ultimately be realized through the support for Catalyst Funds will have similar if not the same criteria as the Regional Investment Initiative in Attachment F.

Objective:

This contract's purpose is to obtain services of up to five consultants, known as Sector Investment Coordinators, to support the Orange County Jobs First Collaborative in execution of the Catalyst grant awarded to the region. The collaborative seeks to engage sector investment coordinators, with the description of services listed below, to advise it on how to fund \$9 million in pre-development activities. A list of pre-development activities can be found in Attachment E. Although not a requirement, experience in Orange County, and especially in Orange County's historically disinvested communities, is preferred.

The proposal must describe the qualifications and proposed approach specific to the desired work assignments. The collaborative will select up to five sector investment coordinators for a contract term through September 2026 and may request on-call services for any of the elements listed in the description of services.

Section 2- Description of Services

Element 1

Support the collaborative in cataloguing projects that will support the proliferation of the prioritized industries and enhance high-quality job creation; label these projects as “exploratory” (agreed-upon ideas that are at the very initial phases) and “last-mile” (agreed-upon projects that need the final piece of the puzzle to begin development), or identify projects as non-viable and provide recommendations to the collaborative on which activities should receive funding. The Sector Investment coordinator will also need to aid prospective applicants to better understand what pre-development activities that are relevant to their project(s), and the overall process to get projects implementation funding eligible and/or support fellow Sector Investment coordinators in doing the same. A strong candidate would have experience with the pre-development activities listed in Attachment E and understand the project entitlement process. An understanding of any industries listed in Attachment G is preferred.

Element 2

Coordinate with state staff and regional partners to find and apply for state, federal and private grants. Based on the priority industries and strategies determined in the planning phase, and the applications for funding being received, the sector investment coordinator(s) will help provide grant writing consultation and direct support that could fund further pre-development activities and/or funding for ready to go projects. A strong candidate would have extensive experience in working on applications that were awarded local, regional, state, federal and private grants, especially in historically disinvested communities. An understanding of any industries listed in Attachment G is preferred.

Element 3

Align Collaborative-Identified projects with Federal Funding. Based on the priority industries and strategies determined in the planning phase, and the applications for funding being received, the sector investment coordinator(s) will help identify and provide grant writing consultation services that could fund "ready to go" projects. A strong candidate would have extensive experience working on applications awarded federal grants, especially in historically disinvested communities. An understanding of any industries listed in Attachment G is preferred.

Element 4

Liaise with workforce and economic development partners, High Road Training Partnerships, community-based organizations, and others capable of contributing to the success of the project to build an ecosystem around identified industries or sectors. This role will support the regional convener in promoting catalyst funding throughout the community, but especially historically disinvested ones. This role will also look to connect prospective or funded pre-development activities to other similar initiatives to support better collaboration and partnerships. A strong candidate would have familiarity with the partners listed above in Orange County, and especially in historically disinvested communities. Relationships and experience working with members of the Orange County Jobs First Collaborative (Attachment H) is preferred.

Element 5

Work with the collaborative and the regional convener on growing industries prioritized in the Planning Phase. Based on the priority industries and strategies determined in the planning phase this role will provide technical advice on how their fellow sector investment coordinators and the collaborative can grow those industries. This would entail recommendations on talent pipeline development, state and federal technical assistance and funding, financing mechanisms, landscape analysis of assets missing component to grow priority industries. The priority industries are listed in Attachment G. A strong candidate would understand successful regional economic development models locally, nationally, and/or internationally.

Element 6

Provide or procure Technical Assistance for pre-development activities and implementation grant applications and Administration. This role will provide support to the organization(s) whose implementation ready project receives funding from the Regional Investment Initiative.

Note that this RFQ will select up to five investment coordinators to satisfy the description of services. It is not expected that one entity/person be able to adequately complete every task. Each applicant will have the chance to respond to all tasks they believe are a good candidate for but do not need to respond to every task.

Projected Timeline

Anticipated tasks will occur from the execution of a contract with the fiscal agent (Charitable Ventures), until September 2026. However, activities outlined in the various assignments could see a significant drop off in work required once the funding allocated for “exploratory” and “last mile” funding are exhausted (\$9 million).

Attachment A-Title Page

SECTION 1. GENERAL CONTACT INFORMATION

Primary Contact _____
Title _____
Telephone No. _____
E-mail Address _____
Website _____
Address (If Applicable) _____

SECTION 2. REMITTANCE ADDRESS (IF DIFFERENT FROM FORM W-9)

Company Name _____
Address _____
City _____ State _____ Zip Code _____
Telephone No. _____

SECTION 3 PROPOSER’S/BIDDER’S LIST INFORMATION (REQUIRED)

Is your firm a Disadvantaged Business Enterprise (DBE)? Yes No

As defined in Title 49 Part 26.11 of the Code of Federal Regulations, complete the required information below regardless of whether your firm is a DBE or non-DBE:

Signed by:

Signature:

Date:

Attachment B- Sector Investment Coordinator Catalyst Program Narrative Questions

Instructions: Answer any applicable questions regarding the Sector Investment Coordinator application for Catalyst Program funds. Refer to Catalyst Sector Investment Coordinators RFQ

for more information, if needed. In this document, the term “disinvested communities” is referenced several times. One of the baseline requirements for this work is that at least 40% of funds provide direct, meaningful, and assured benefits to disinvested communities; applicants will need to identify and explain benefits in their applications. To see the census tracts that qualify as disinvested communities in Orange County can be found on Map 2 of 4, Map 3 of 4, and Map 4 of 4 [here](#). If you have any questions about this application, please contact jobsfirst@ocbc.org.

Below are the main elements that this position will undertake. As mentioned in the RFQ, there is not an expectation that any one applicant can satisfy all the requirements, but up to five of these positions will be selected to ensure that every task can be adequately addressed.

Element 1

Support the collaborative in cataloguing projects that will support the proliferation of the prioritized industries and enhance high-quality job creation; label these projects as “exploratory” (agreed-upon ideas that are at the very initial phases) and “last-mile” (agreed-upon projects that need the final piece of the puzzle to begin development), or identify projects as non-viable and provide recommendations to the collaborative on which activities should receive funding. The Sector Investment coordinator will also need to aid prospective applicants to better understand what pre-development activities that are relevant to their project(s), and the overall process to get projects implementation funding eligible and/or support fellow Sector Investment coordinators in doing the same. A strong candidate would have experience with the pre-development activities listed in Attachment B and understand the project entitlement process. An understanding of any industries listed in Attachment G is preferred.

Element 2

Coordinate with state staff and regional partners to find and apply for state, federal and private grants. Based on the priority industries and strategies determined in the planning phase, and the applications for funding being received, the sector investment coordinator(s) will help provide grant writing consultation and direct support that could fund further pre-development activities and/or funding for ready to go projects. A strong candidate would have extensive experience in working on applications that were awarded local, regional, state, federal and private grants, especially in historically disinvested communities. An understanding of any industries listed in Attachment G is preferred.

Element 3

Align Collaborative-Identified projects with Federal Funding. Based on the priority industries and strategies determined in the planning phase, and the applications for funding being received, the sector investment coordinator(s) will help identify and provide grant writing consultation services

that could fund "ready to go" projects. A strong candidate would have extensive experience working on applications awarded federal grants, especially in historically disinvested communities. An understanding of any industries listed in Attachment G is preferred.

Element 4

Liaise with workforce and economic development partners, High Road Training Partnerships, community-based organizations, and others capable of contributing to the success of the project to build an ecosystem around identified industries or sectors. This role will support the regional convener in promoting catalyst funding throughout the community, but especially historically disinvested ones. This role will also look to connect prospective or funded pre-development activities to other similar initiatives to support better collaboration and partnerships. A strong candidate would have familiarity with the partners listed above in Orange County, and especially in historically disinvested communities. Experience with working with the members of the collaborative (Attachment H) is preferred.

Element 5

Work with the collaborative and the regional convener on growing industries prioritized in the Planning Phase. Based on the priority industries and strategies determined in the planning phase this role will provide technical advice on how their fellow sector investment coordinators and the collaborative can grow those industries. This would entail recommendations on talent pipeline, state and federal technical assistance and funding, financing mechanisms, landscape analysis of assets missing component to grow priority industries. The priority industries are listed in Attachment G. A strong candidate would understand successful regional economic development models locally, nationally, and/or internationally.

Element 6

Provide or procure Technical Assistance for pre-development activities and implementation grant applications and Administration. This role will provide support to the organization(s) whose implementation ready project receives funding from the Regional Investment Initiative.

1. Based on the elements listed above, please list which one(s) you would like to do under this role. Please copy and paste element(s) and description into the body.

2. Based on the elements listed in Question 1. Please provide your qualifications to better understand why you would be a strong candidate for this role. Please list the element, and then provide your answer. Please keep your answers to a max of 500 words per assignment.

3. Please see attachment (Attachment C) in the RFQ. Please provide examples of projects or activities that you have experience with that would meet any or all the outcomes or criteria listed in the attachment. If possible, focus as much of your response around examples and outcomes in disinvested communities. Please keep your answers to 500 words max.

4. Please discuss the activities and approach that would address the intent of each element that you're proposing on?

Attachment C- Conflict of Interest Statement

SECTION I: INSTRUCTIONS

All voting members of the Orange County Jobs First Collaborative seeking this contract must submit a Conflict-of-Interest Statement along with the proposal. This requirement also applies to any proposed subconsultant(s). Failure to comply with this requirement may cause your proposal to be declared non-compliant. If you are not a voting member of the Orange County Jobs First Collaborative, you may disregard this section.

SECTION II: CONFLICT OF INTEREST STATEMENT

As a voting member of the Orange County Jobs First Collaborative, I acknowledge that I will be prohibited from voting on allocating catalyst funding to pre-development activities that directly benefit my current employer, and/or current client, and/or serve on a board or executive committee of. I will also not deliberately modify my approach or assessment of the activities that directly benefit my current employer, and/or current client, and/or serve on a board or executive committee of or any that would reasonably be considered as competition to those activities.

This Validation Statement must be completed and signed by at least one General Partner, Owner, Principal, or Officer authorized to legally commit the proposer.

DECLARATION

**I, (printed full name) _____, hereby declare that I am
 the (position or title) _____ of (firm name) _____,
 and that I am duly authorized to execute this Validation Statement on behalf of this
 entity. I hereby state that this Conflict-of-Interest Statement dated _____
 is correct and current as
 submitted. I acknowledge that any false, deceptive, or fraudulent statements on this
 Validation Statement will result in rejection of my contract proposal.**

Signature of Person Certifying for Proposer (original signature required) _____ Date _____

NOTICE

A material false statement, omission, or fraudulent inducement made in connection with this Conflict of Interest Form is sufficient cause for rejection of the contract proposal or revocation of a prior contract award.

Attachment D-Evaluation Guidance

Criteria	Maximum Points
Approach clearly described, meets or exceeds project intent	25
Experience with projects of the similar size and scope	25
Qualifications of key individuals	25
Cost is realistic for the services to be performed	25
References	Pass/Fail
Letter of Intent	Pass/Fail

Proposals must score 70 and above to be considered. Final decisions will be made to ensure that the applicant(s) that are selected can execute all aspects of the Request for Qualifications and at

or under the budget cap of \$1.5 million.

Attachment E- Pre-Development Activities

Pre-development activities include, but are not limited to:

i. Feasibility studies; market analysis; environmental assessments, surveys, and remediation; site acquisition; site and development plans; project designs; permitting; establishing a regional tax increment financing district (TIF); drafting and negotiating Community Benefits Agreements and Community Workforce Agreements; establishing public-private partnerships, Community Development Corporations and Community Development Financial Institutions; revolving loan

funds; joint powers authorities; financial planning (e.g., preliminary budget and construction financing); with the goal of establishing long-term funding opportunities for implementation of Planning Phase regional strategies;

ii. Basic environmental infrastructure pre-development, construction, and development of long-term operations and maintenance plans for infrastructure such as: clean water supply systems; wastewater systems; waste disposal systems; pollution control services;

iii. Support costs for building and sustaining the capacity of project leads and partners, such as: investments in partner and local staff development; funding new and/or critical positions; acquiring or utilizing tools and resources to increase partner capacity for project planning and implementation; organizational capacity activities such as access to financial services or legal review; developing new pilot or demonstration projects and programs; participation and/or partnership with existing workforce programs; providing or securing technical assistance for partners.

Attachment F- Preliminary Regional Investment Initiative Project Criteria

PURPOSE

This document outlines target outcomes and baseline criteria for California Jobs First: Regional Investment Initiative Catalyst and Implementation Projects.

TARGET OUTCOMES

Catalyst and Implementation Projects should aim to improve economic competitiveness and economic resilience across the region.

⊄ Economic Competitiveness

- Projects should aim to strengthen the region to compete effectively in the global economy and deliver prosperity to the region. This includes leveraging a region's comparative advantage, diversifying its economy, and training its workforce to prepare for jobs in emerging industries.
- Project activities may include, but are not limited to:
 - Expand access to capital
 - Expand capacity for innovation and entrepreneurship
 - Retain existing businesses or promote new business development or expansion
 - Build the region's skilled workforce

⊄ Economic Resilience

- Projects should improve the region's ability to avoid, withstand, and recover from economic shocks. This includes foreseeing, adapting to, and leveraging changing conditions to a region's economic advantage.
- Project activities may include, but are not limited to:
 - Build capacity of organizations serving disinvested communities to compete for and administer federal and state grants
 - Build wealth in disinvested communities
 - Diversify regional economy

PROJECT CRITERIA

Catalyst and Implementation projects will be subject to the following criteria to be eligible for California Jobs First Regional Investment Initiative funding. Included below are baseline requirements that all projects must meet, qualities that will lead to additional points on an Implementation application, and prohibitions on Catalyst and Implementation funds.

Baseline requirements that all Regional Investment Initiative projects must meet.

⊄ Equity

- At least 40% of funds provide direct, meaningful, and assured benefits to

disinvested communities; applicants will need to identify and explain benefits in their applications

- Include an applicant or co-applicant located in or serving a disinvested community
 - Align with EO N-16-22, Racial Equity Executive Order
 - Include equity impact assessment
 - Include displacement analysis (and avoidance strategy if necessary)
 - Include community engagement strategy with feedback mechanisms
- € Climate
- Align with major state climate goals and policies (e.g. SGMA, EO N-82-20, CARB SCoping Plan)
- € Job Quality and Access
- Promote the creation of family-sustaining jobs with healthcare and retirement benefits, upward mobility, access to training, consistent scheduling, safe working conditions, and opportunities for collective worker input
 - Ensure equitable access to quality jobs for communities throughout the region
- € Approval by the region's Jobs First Collaborative

Implementation projects that include any of the following will receive additional points on their applications.

- € Greater than 40% of funds provide direct, meaningful, and assured benefits to disinvested communities, with points increasing with higher percentages
- € Create assets or programs owned or controlled by members of disinvested communities
- € Include local or targeted hire provisions
- € Include a Project Labor Agreement (PLA) or Community Workforce Agreement (CWA), or a Community Benefits Agreement (CBA)
- € Target training and support services to workers with employment barriers as defined in Chapter 2 of the California Unemployment Insurance Code
- € Fund alternative models of ownership for land, businesses, or other assets, such as worker-owned cooperatives, community land trusts, community investment, funds, or others
- € Directly leverage regional assets, investments, and processes with have additional funding attached

Activities prohibited from using Regional Investment Initiative funds.

- € New fossil fuel extraction infrastructure or activity, or enhancements to expand fossil fuel production

Attachment G- Priority Industries (TBD)

Attachment H- List of Current Orange County Jobs First Collaborative Members

CEO Leadership Alliance Orange County
American Indian Chamber of Commerce of California
Apolonio Cortes
Boilermakers Local 92
Chapman University
Charitable Ventures
Chrysalis
Cielo
Citizens Climate Lobby
City of Garden Grove
City of Santa Ana
Climate Action Campaign
Coastal Corridor Alliance
Cogstone Resource Management/Member of Gabrielino Tongva Community
Community Action Partnership of Orange County
Concordia University Irvine
Cooperacion Santa Ana
Cox Business
CSUF
CSUF Center for Entrepreneurship
Donia Kayali
Family Assistance Ministries
First 5 Orange County
Goodwill of Orange County
Greater Irvine Chamber
Hope Builders
Hospitality Training Academy
International Association of Machinists and Aerospace Workers Local 1930
International Brotherhood of Electrical Workers Local 441
Iron Workers Local 416
Iron Workers Local 433
Irvine Valley College
Jamboree Housing
Johnice Williams
Karen Sarabia
Kevin Phung
LA/OC Building and Construction Trades
Latino Health Access
League of California Cities OC
Maria Guadalupe Villa Vasquez
North Orange County Community College District
OC Black Chamber of Commerce
Orange County Conservation Corps
OC Grantmakers

OC Labor Federation
OCAPICA
OCCORD
Octane
OCBC
Orange County Coastkeeper
Orange County Community Foundation
Orange County Department of Education
Orange County Hispanic Chamber of Commerce
Orange Workforce Alliance
Payomkawichum Kaamalam
Plumbers & Steamfitters, Local 582
Sarah Riggs
SCAG
Sheet Metal Worker Local 105
SoCal Gas
Sokollin Tes
Sunrise Movement Orange County
Sustain SoCal
The Cambodian Family Community Center
The Kennedy Commission
THRIVE Santa Ana
UA Local Union 250
UMass Global
UNITE HERE Local 11
United Way of Orange County
UCI
Vital Link

Attachment I-Letter of Intent to Apply

Orange County Jobs First Collaborative,

Please see this letter of intent on behalf of (organization name), as proof of our/my desire to serve as a sector investment coordinator under the Catalyst Program for the California Jobs First Initiative. Specifically, I/we have an interest in the element(s) (list element number(s))

Signed by:

Signature:

Date:



Planning Phase Deliverables

Regional Plan Part 2: Outline and Additional Guidance

Updated April 18, 2024

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 a) **Target Sector Strategies** 2

 b) **Sector-Neutral and Economic Mobility Strategies** 4

 c) **Additional Regional and Community Development Strategies (recommended)**... 6

4) A Path Forward: Institutionalizing Community-Led, Climate Forward Planning (recommended):..... 6

Purpose:

This document is intended to serve as additional guidance in the development and submission of the Regional Plan Part 2. The outline expands on the requirements for the Regional Plan Part 2 detailed in the [Planning Phase Solicitation for Proposals](#) on pages 15-17. Sections in the outline have been marked as either required or recommended based on the Planning Phase SFP. Staff recommend a maximum of 100 pages for the Regional Plan Part 2.

1) **Vision and Goals (required)**: Reiterate the narrative of the Regional Plan Part 1 and describe the region's anticipated goals and outputs for the strategy development process. Additionally, describe the region's ongoing and long-term strategy for incorporating community engagement and feedback throughout the strategy development process. Considerations include:

- Tailored engagement strategies
- Feedback mechanisms
- Transparent and accessible decision-making processes

- 2) **Regional Snapshot and SWOT (recommended):** Include a condensed version of the analyses from Regional Plan Part 1 that provides an overview of the region and a summary of the SWOT analysis.
- 3) **Regional Strategies:** Regions should develop strategies in all three categories.
 - a) **Target Sector Strategies** (Follow for each Target Sector)
 - i) **Define Sector and Justify Prioritization by Region (required)**
 - (1) **Sector Development:** This section should provide a snapshot of current trends and projected growth for the Target Sector. It should consider, but is not bound by, existing relevant plans such as CEDS (if applicable and appropriate) along with the following elements that work together to support creation of quality jobs:
 - (a) **Clear Local Market Signals:** Assess how proposed sector and affiliated investments align with market trends and local/state/federal policies.
 - (b) **Value Chain and Infrastructure:** Explain how investments support the growth and clustering of businesses in the value chain of the proposed sector. Identify specific infrastructure required to grow the sector.
 - (c) **Innovation Ecosystem:** Describe how investments connect the private sector to local innovation resources, facilitate the movement of new technologies to market, incubate early-stage businesses, etc.
 - (d) **Regional Assets:** Describe specific resources within the region – local services, expertise, natural resources, community spaces and networks, etc. – that will be leveraged to strengthen the development of the target sector.
 - (2) **Increasing Economic Diversification and Resilience:** Describe the growth, diversification, and/or resilience potential of the target sector.
 - ii) **Alignment with Job Quality & Access, Equity, and Climate (required):**
 - (1) **Job Quality & Access:** Explain how the Target Sector Strategy will prioritize family-sustaining jobs with healthcare and retirement benefits, career advancement opportunities, access to training, consistent scheduling, safe working conditions, and opportunities for collective worker input and representation. This could include creating new high-quality jobs, retaining existing high-quality jobs, or improving the quality of existing jobs. Quality jobs should focus on equitable access for members of disinvested communities,

including – but not limited to – tailored training programs, clear pathways for attaining necessary education or skills, and inclusive recruitment practices.

(a) Specifically, refer to the analyses of workforce and demographic trends and focus on closing gaps, reaching universal levels of service, and/or include outcomes disaggregated by race, ethnicity, income, etc.

(b) Strategy must support workers potentially impacted by at-risk industries and must prevent displacement of incumbent workers or replacement of high-road jobs with low-quality jobs.

(2) Equity: Explain how the Target Sector Strategy will provide indirect and/or direct community benefits, particularly to disinvested communities. Describe how the needs and interests of disinvested communities impacted the selection of the Target Sector Strategy.

(a) Analysis and recommendations must highlight how this strategy will serve historically marginalized and disinvested groups and how those groups will be engaged and learn about proposed interventions.

(3) Climate: Explain how the Target Sector Strategy will limit the impacts of economic development activities on the natural environment. The strategy must also avoid exacerbating the effects of climate change and include pathways for mitigating the effects of anticipated climate impacts on targeted industries and occupations. It must also address public health needs, with special attention to the needs of disinvested communities.

iii) Workforce Development (required): Explain how the strategy plans to match skills to available jobs, address talent and recruitment, and facilitate strategic collaboration among businesses, training and education institutions, labor, etc.

iv) Alignment with State Strategies (required): An assessment of how the Target Sector Strategy can align with, support, and be supported by existing state strategies in areas like clean energy, air pollution reduction, transportation decarbonization, climate adaptation, sustainable water management, and natural and working lands.

Examples of State Strategies include, but are not limited to:

- California Climate Adaptation Strategy
- California Climate Scoping Plan
- Sustainable Groundwater Management Act (SGMA)
- California's 30x30 Initiative

- v) Strategy Implementation (recommended):** Describe the necessary partnerships and resources required for sector development. Explain the Collaborative's and/or other partners' roles in the management and governance of the strategy. If possible, include an anticipated budget and/or possible funding sources, a high-level workplan with example tasks and assignments, and a mitigation plan for any potential risks associated with the strategy. Sector investment coordinators will continue this work during the Catalyst Predevelopment Phase.
- b) **Sector-Neutral and Economic Mobility Strategies** (e.g., building more climate-resilient infrastructure, strengthening locally serving sectors, etc.) (follow for each sector-neutral and/or economic mobility strategy)
- i) Identify Problem and Opportunity (required):** Define the strategy and demonstrate the need in the region. Incorporate findings from the Regional Plan Part 1 analyses, including information from the stakeholder mapping exercise, regional summary, labor market analysis, industry cluster analysis, and/or the SWOT analysis.
- (1) Regional Assets:** Describe specific resources within the region – local services, expertise, natural resources, community spaces and networks, etc. – that will be leveraged to strengthen the development of the strategy.
- ii) Increasing Economic Diversification and Resilience (required):**
Describe the growth, diversification, and/or resilience potential of the particular strategy.
- iii) Alignment with Job Quality & Access, Equity, and Climate (required):**
- (1) Job Quality & Access:** Explain how the strategy will prioritize family-sustaining jobs with healthcare and retirement benefits, career advancement opportunities, access to training, consistent scheduling, safe working conditions, and opportunities for collective worker input and representation. This could include creating new high-quality jobs, retaining existing high-quality jobs, or improving the quality of existing jobs. Quality jobs should focus on equitable access for members of disinvested communities, including – but not limited to – tailored training programs, clear pathways for attaining necessary education or skills, and inclusive recruitment practices.
- (a) Specifically, refer to the analyses of workforce and demographic trends and focus on closing gaps, reaching universal levels of

service, and/or include outcomes disaggregated by race, ethnicity, income, etc.

(b) Strategy must support workers potentially impacted by at-risk industries and must prevent displacement of incumbent workers or replacement of high-road jobs with low-quality jobs.

(2) Equity: Explain how the strategy will provide indirect and/or direct community benefits, particularly to disinvested communities.

Describe how the needs and interests of disinvested communities impacted the selection of the Target Sector Strategy.

(a) Analysis and recommendations must highlight how this strategy will serve historically marginalized and disinvested groups and how those groups will be engaged and learn about proposed interventions.

(3) Climate: Explain how the strategy will limit the impacts of economic development activities on the natural environment. The strategy must also avoid exacerbating the effects of climate change and include pathways for mitigating the effects of anticipated climate impacts on targeted industries and occupations. It must also address public health needs, with special attention to the needs of disinvested communities.

iv) Workforce Development (required): Explain how the strategy plans to match skills to available jobs, address talent and recruitment, and facilitate strategic collaboration among businesses, training and education institutions, labor, etc.

v) Alignment with State Strategies (required): An assessment of how the strategy can align with, support, and be supported by existing state strategies in areas like clean energy, air pollution reduction, transportation decarbonization, climate adaptation, sustainable water management, and natural and working lands. Examples of State Strategies include, but are not limited to:

- California Climate Adaptation Strategy
- California Climate Scoping Plan
- Sustainable Groundwater Management Act (SGMA)
- California's 30x30 Initiative

i) Strategy Implementation (recommended): Describe the necessary partnerships and resources required for this strategy. Explain the Collaborative's and/or other partners' roles in the management and governance of the strategy. If possible, include an anticipated budget and/or possible funding sources, a high-level workplan with example



tasks and assignments, and a mitigation plan for any potential risks associated with the strategy.

c) **Additional Regional and Community Development Strategies (recommended)** Include description of strategies that are critical to building resilient regions and communities but are outside the scope of the Regional Investment Initiative. These strategies include, but are not limited to:

- Housing
- Transportation
- Food Access and Security
- Mental Health Services

4) A Path Forward: Institutionalizing Community-Led, Climate Forward Planning (recommended):

Describe how the region plans to maintain the partnerships of the Collaborative and the governance structure beyond California Jobs First. Identify different resources needed to sustain the Collaborative, and discuss the Collaborative's vision for developing engagement opportunities for communities and stakeholders during and beyond the Catalyst Predevelopment and Implementation Phases, including project-specific engagement considerations.