DEDO: AT A GLANCE

Business Development
Supports business recruitment, retention, and expansion

Division of Small Business Opportunity
Creates and expands contract opportunities for small, minority, and women-owned businesses

Denver Workforce Services
Connects employers to a skilled talent pipeline
Connects jobseekers to employment and training opportunities

Neighborhood Equity & Stabilization (NEST)
Creates opportunities for residents and businesses in neighborhoods experiencing change

Global Business Development
Builds Denver's capacity to engage with and secure investment from global markets

Denver Construction Careers Program (DCCP)
Identifies, recruits, trains, and supports a strong pipeline of new and existing construction professionals

Executive Office
Drives overall strategic planning, agency operations, communications, and personnel management
DEDO:
Our vision is an innovative, inclusive economy that works for everyone.

Denver Workforce Services assists employers to hire, train, and retain a quality workforce while providing jobseekers the ability to access, explore, prepare, learn, and connect to employment, training, and other workforce development opportunities.
OUR CUSTOMERS

JOBSEEKERS

ACCESS: Virtual tools, three Workforce Centers, DWIN partner network

EXPLORE: Labor market and career pathway information

PREPARE: Job readiness training, career coaching

LEARN: Workshops, individual training accounts (tuition assistance)

CONNECT: Recruitment events, work-based learning
OUR CUSTOMERS

BUSINESSES

HIRE: Job postings, applicant referrals, recruitment events

TRAIN: On-the-job training, internships, apprenticeships

RETAIN: Upskilling and incumbent worker, consulting
Workforce Center at Webb – 201 W Colfax (NEW)
Workforce Center at Montbello – 4685 Peoria St.
Workforce Center at DEN – 8500 Pena Blvd. (Re-opening soon)

DENVER WORKFORCE INTEGRATION NETWORK (DWIN)

Roundtable of 30+ community-based organizations, nonprofits and resource providers throughout Denver, all of whom share a stake in serving our employers and jobseekers.

DWIN ensures:
• Coordination and alignment of services
• Sharing of best practices
• Awareness and leveraging of available funding and resources
• One-stop access to the workforce network

DWIN participants work together to align services for jobseekers who are experiencing barriers to success:
• Veterans
• Justice-involved
• Youth
• People experiencing homelessness
• People living with disabilities
• Older adults
• New Americans

WHO AND WHAT
DIRECT SERVICES

Workforce Centers
- Virtual services
- Self-directed services
- One-on-one assistance

Employer Services
- Sector Partnerships
- Work-Based Learning
- Certified Youth Employer Program

Programs & Initiatives
- Back-to-Work 50+
- New Americans Integration Network
- DEN Gateway Training Program
**Funded Partners**

- **WIOA and Related Funding**
  - Eckerd Connects
  - Denver Public Schools

- **Grants**
  - Volunteers of America, Bill Daniels Veterans Services Center
  - CommunityWorks
  - Technology Employment in Colorado Partnership (Five Local Workforce Areas)

- **CARES Act**
  - Denver Public Library

- **Community Development Block Grant – Coronavirus Relief**
  - Work Options for Women (WOW)
  - Center for Work Education and Employment (CWEE)
  - Jewish Family Services (JFS)

- **American Rescue Plan State Stimulus – Reskilling, Upskilling, Next-skillling**
  - Second Chance Center
  - Mile High Youth Corps
  - Prodigy Ventures
  - Denver Housing Authority

- **American Rescue Plan State Stimulus – Workforce Innovation**
  - Mi Casa Resource Center
  - Servicios de La Raza
  - Urban Peak

**Total: $11,993,325**
WHAT: Denver Economic Development & Opportunity (DEDO), on behalf of the Denver Workforce Development Board (DEDO-WDB), is seeking proposals from experienced organizations capable of providing workforce development solutions to assist Denver residents from priority populations who have been impacted by the COVID-19 pandemic, helping these residents obtain skills and credentials so they can gain employment.

WHO: We seek to engage experienced applicants who will, through partnerships, improve access to vital services for residents impacted by the COVID-19 pandemic. Proposals will focus on helping job seekers, especially those with barriers to employment, obtain industry-recognized credentials, access quality employment, education, training, and supportive services so they may succeed in the labor market.
The purpose of this Request for Proposal (RFP) is to support agencies with adapting and responding to our region’s workforce development needs throughout the COVID-19 pandemic, and building a strong, resilient, and equitable recovery by making investments in long-term growth and opportunity.

We are looking for proposals that advance:

• Reskilling, Up-skilling, and Next-skilling of Denver residents
• Programs and services offering training leading to an industry-recognized credential that reskill individuals displaced from COVID-19 affected jobs into career pathways in high growth industries and in-demand occupations
• Programs and services designed to improve digital literacy and reskill displaced and/or unemployed workers into middle-skill, middle-high wage occupations
• Programs and services designed to help low-income, unemployed and underemployed individuals achieve economic self-sufficiency
• Programs and services designed to build in-demand skills, connect workers and learners to quality jobs, and drive employer engagement in talent development
• Wrap-around supports that remove barriers to making progress on employment and career goals
• Programs and services aimed at placing Denver residents from priority populations on a continuum of quality education, training, workforce development, and economic security programs.
• Programs and services offering employment in a job along a career pathway, education/training, and economic security as a continuum with an integrated approach, where individuals can take advantage of multiple services to help them become economically self-sufficient.
The intent of this grant is to serve individuals who have been adversely and disproportionately affected by COVID-19 to build in-demand skills, which include, but are not limited to individuals experiencing the following conditions:

- Low-income
- Unemployment or Underemployment related to COVID-19
- Individuals with a disability
- Individuals who have limited English proficiency or are non-English speaking
- Households residing in Qualified Census Tracts
- Receiving public assistance
- Veterans
- Experiencing Homelessness
- Basic skills deficient
- Justice involved
- Other significant barriers to employment

Additionally, it is important that these investments are guided by the understanding that some populations are disproportionately impacted by this pandemic and an equity lens should be used to focus efforts, increase access, and support those who need it most.
Available Funding

The DEDO-DWD anticipates that total funding for this solicitation is expected to equal $4,000,000 in Reskilling Up-skilling Next-skilling (RUN) and Workforce Innovation Grant (WIG) funds available for contracts awarded through this RFP. Funding for this RFP is expressly contingent upon final budget approval of the U.S. Congress, written authorization from Colorado Department of Labor and Employment (CDLE), and approval by the Mayor and City Council of the City and County of Denver. The City, DEDO and the DEDO-WDB reserve the right to negotiate the final contracts.

Award amounts:
Award amounts will vary based on several factors, such as the scope of the proposed response and the number of grant requests received. To provide guidance for applicants, the suggested size of awards is anticipated to range from $250,000 - $1,000,000. Proposals that demonstrate a coordinated effort among two or more partners may be considered for larger grant awards. Total funding is subject to change based on increases and/or decreases in local, state and federal allocations.
Applicants must identify potential assistance from federal and state governments, County agencies, and private or nonprofit charity organizations (covered assistance) that it reasonably expects to be in a project or to otherwise be received by a beneficiary of ARPA assistance. Please refer to duplication of benefits guidance located HERE.

Applicants must also identify funding history and project funding sources in the General Program Requirements section of the on-line application portal.
• It is a tool to make creating the budget easier by automatically doing the math.

• This saves time for all of us and prevents errors.

• It will make budget modifications easier too!

• Certain cells are purposely locked to ensure automatic calculations are accurate. Do not unlock the spreadsheet.

• Only fill in the yellow highlighted cells – other cells do not need to be edited.

• Our partners need to be specific about what this money will be used for.

• Why? This will help finance ensure expenses are compliant and make it easier for our staff to reimburse expenses.
Which description for personnel is better?

A. The Director oversees operations.

B. The Director manages the technical assistance to small businesses, including consulting, strategic planning, and managing staff.

Which description for non-personnel is better?

A. Supplies

B. Printing subscription for $100 a month
Agreements are anticipated to have terms effective from July 1, 2023, through December 31, 2024.

The DEDO-WDB reserves the right to renew agreements for up to three additional one-year periods based on contractor performance, achievement of benchmarks, funding availability, ability to leverage funds, compliance with all applicable regulations and other program requirements.
Eligible respondents include governmental, 501(c)(3) not-for-profit organizations or agencies engaged in a public service.

- Priority will be given to community-based organizations with a track record of providing services to targeted populations of the city while maintaining high standards of program management and accountability.

- Priority will be given to proposals that incorporate partnerships and collaborations under this RFP. Partnerships focusing on seamless integration of services are strongly encouraged to ensure that there are no gaps in the continuum of programs and services. Partnerships are urged to include a broad spectrum of stakeholders, including but not limited to employers, higher education, adult basic education providers, and community-based organizations.

- Each applicant may apply as the lead applicant for only one proposal. Applicants may be members of more than one partnership under this RFP. Applicants may also serve as a fiscal agent for more than one organization.
SCHEDULE OF EVENTS

• RFP ISSUED – Monday, January 9, 2023, 2:00 p.m.
• PRE-PROPOSAL QUESTIONS Tuesday, January 17, 2023, 4:00 p.m.
  • All general questions regarding the RFP must be submitted in writing by e-mail to DEDO_BusinessDevelopment_Proposals@denvergov.org.
  • Additional questions may be asked at the Pre-Proposal Conference.
• PRE-PROPOSAL CONFERENCE Tuesday, January 24, 2023, 2:30 p.m.
• QUESTIONS ON RFP GUIDELINES DUE Tuesday, January 31, 2023, 4:00 p.m.
  • Any Final questions regarding the RFP must be submitted in writing by 4:00 p.m., Friday, January 31, 2023, to DEDO_BusinessDevelopment_Proposals@denvergov.org.
• ADDENDUM TO RFP RELEASED Wednesday February 3, 2023, 4:00 p.m.
  • If necessary, the City will issue an addendum with answers to questions and any significant changes to the RFP by 4 p.m. on Friday, February 3. The addendum will be made available through DEDO’s Funding Opportunities webpage.
• COMPLETED PROPOSAL SUBMISSION DEADLINE Monday February 13, 2023, 4:00 p.m.
  • Proposals must be received no later than date and time listed in the Schedule of Events.
  • Proposals not submitted through the on-line application will not be considered.
  • Individual proposals will not be read in public or available for public inspection until after an award determination has been made and agreement is executed.

Note: All times are Mountain Standard Time (MST). Technical questions and technical support regarding the on-line application will be accepted and answered individually up to the proposal submission deadline listed above in the Schedule of Events.
QUESTIONS?

DED0_BusinessDevelopment_Proposals@denvergov.org.