



Recommendation for Action

File #: 22-1157, Agenda Item #: 18.

2/3/2022

Posting Language

Authorize negotiation and execution of a contract with Capital Investing In Development & Employment Of Adults Inc. d/b/a Capital IDEA to provide workforce development services related to the American Rescue Plan Act, for a term of three years in an amount not to exceed \$1,500,000.

(Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the services required for this procurement, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

Lead Department

Financial Services Department.

Client Department(s)

Economic Development Department.

Fiscal Note

Funding is available from the U.S. Department of Treasury, American Rescue Plan.

Purchasing Language:

Professional Service.

For More Information:

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Additional Backup Information:

The contract will deliver training and supportive services to 30 students that are nontraditional, low income, and pursuing a career in the high demand field of healthcare.

Of Capital IDEA's 887 students, 47% aspire to be nurses. With high starting salaries, benefits, and opportunities for advancement, a career in nursing represents a lucrative opportunity for the economic advancement of low-income adults. Additionally, the demand for Registered Nurses in the community far outweighs the local supply. Capital IDEA will focus its efforts on helping its students obtain an Associate Degree in Nursing. It offers starting salaries of more than \$50,000 annually and is an academic gateway that can lead to a Bachelor of Science in Nursing (BSN) and beyond. Austin Community College (ACC) is the primary local institution offering, and they continue to be a crucial partner in fulfilling Austin's regional workforce needs.

The number of applicants to ACC's Traditional Track program far exceeds the number of spaces available. During the Spring 2021, Fall 2021, and Spring 2022 application cycles, ACC reported about 500-550

applications in each cycle while only being able to accommodate 160 per cycle. To circumvent the bottleneck, Capital IDEA is working with Concordia University to pilot a BSN pipeline for its students. The proposed pilot would allow Capital IDEA to support a cohort of students that would take 13-14 additional prerequisites courses at ACC before transferring to complete their BSN at Concordia University. This cohort is guaranteed seats at Concordia if they meet program requirements.

The City has an extensive history of working with Capital IDEA in contracting workforce development services. Over many years, Capital IDEA has established the partnerships and capacity needed to deliver both the training and supportive services needed by local job seekers. Capital IDEA is in good standing with the City, and the Economic Development Department has an existing contract for similar services.

This action will implement \$1.5 million of the \$15.0 million Workforce: General on the spending plan framework available from the U.S. Department of Treasury, American Rescue Plan. Council approved Resolution No. 20210610-077 adopting the American Rescue Plan Act Spending Framework and authorizing the City Manager to make the necessary allocations on June 10, 2021.

Strategic Outcome(s):

Economic Opportunity and Affordability.