

Bidders Conference

Workforce Development Services Contract

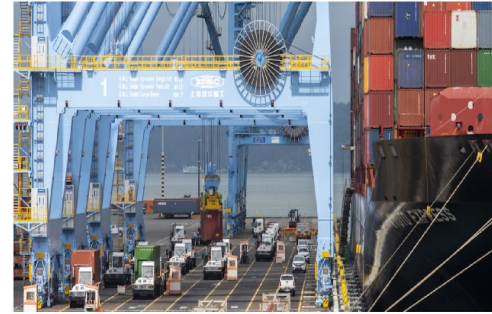
Sean Eagan and Leslie Barstow
August 19, 2026



- Sean Eagan
 - Director of Government and Community Affairs
 - Presenter
- Leslie Barstow
 - Manager of Community Affairs and Workforce Development
 - Contract manager
- Axa Turney
 - Senior Contracts Administrator
 - Leading the procurement process for this RFP

Background

- Workforce Development Strategy adopted 8/12/22 (updated 5/7/26)
- 3-year contract for internships & paid work experiences with third party employers (2024-26)



Workforce Development Strategic Plan

Background- what is different?

- Broader scope
- More money
 - \$100K/year to \$260K
- Potential for multiple vendors



- The service provider is to provide occupational job training and placement, job advancement and job retention training, pre-apprenticeship training, occupational education or internship programs associated with the maritime, logistics, manufacturing, and/or construction trades.
- See RCW 53.08.245

Provide annual quantitative information...

- The number of workers recruited, trained, placed in jobs, and/or retained.
- The types of jobs and range of compensation.
- The number and types of businesses that are served;
- Any other tangible benefits realized by the port, the workers, businesses, and the public.

- For demonstrating your specialized knowledge and experience, use numbers if you have them.
- Please include an estimate of the number of individuals you intend to train annually through this contract and how this figure compares to the number of individuals already served by your organization.

Initial evaluation phase (continued)

2. Project Approach Narrative 50 PTS

Proposals should clearly outline the team's recommended approach and methodology for accomplishing the Scope of Services by describing the following:

- A detailed written project plan to identify and recruit individuals to participate in the program. (15 PTS)
- A detailed written project plan to provide occupational job training, job advancement and job retention, pre-apprenticeship training, or occupational education programs associated with the maritime, logistics, manufacturing, and/or construction trades. Please include an estimate of the number of individuals you intend to train annually through this contract and how this figure compares to the number of individuals already served by your organization. (20 PTS)

3. A detailed written project plan for placing individuals in jobs in the maritime, logistics, manufacturing, and/or construction trades. (15 PTS) Communications 10 PTS

The Port will evaluate the proposal as an example of the team's ability to provide clear, concise, and accurate communications to the Port, businesses and strategic partners and individuals served

Initial evaluation phase (continued)

Updated:

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2. Communications 10 PTS

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- The Port is prepared to award one or more contracts
- The accumulative contracts will not exceed a total of \$260,000.00 per year.
- While organizations can request up to \$260,000 per year, they should not feel obligated to request the entire amount.
- The Port is interested in scalability for all proposals
 - Make sure to complete all three bullets under Question 4 (Compensation)
 - Quantify all three bullets
 - Please list “Not applicable” if you do not wish to apply for or cannot deliver your proposed scope of work within an identified percentage range.

- Make sure your proposal covers every element identified under the scoring section of the Initial Evaluation Phase.
- Partnerships, subcontractors etc.

Questions & Discussion

