

**Partners Economic Opportunities Program**

**The purpose of the Partners Economic Opportunities Program (EOP)** is to ensure that employment, training, contracting, and other economic opportunities generated by Partners for Progress, Inc. projects shall, to the greatest extent feasible, and consistent with existing Federal, State, and local laws, be directed toward low- and very low-income persons\*, particularly those who reside in the area where the Partners projects are located; and to those business concerns\*\* that provide economic opportunities to low- and very low-income persons.

The HUD Area Median Income (AMI) for East Baton Rouge Parish is \$74,800.

*Low and very- low income persons are identified below based on household size as established by HUD for FY 2018.*

**2014 EBR Parish Area Median Income Limits**

Household Size	Very Low Income	Low Income
1 Person	\$26,200	\$41,900
2 Persons	\$29,950	\$47,900
3 Persons	\$33,700	\$53,900
4 Persons	\$37,400	\$59,850
5 Persons	\$40,400	\$64,620
6 Persons	\$43,400	\$69,450
7 Persons	\$46,400	\$74,250
8 Persons	\$49,400	\$79,050

**\*\* Low- and very low-income businesses concerns are identified by the following: (a) a business that is fifty-one (51%) percent or more owned by a person who is a low- or very low-income individual; or (b) whose permanent, full-time employees includes persons, at least 30 percent of whom are current low- or very low-income individuals, or were low- or very low-income individuals within three (3) years of the date of first employment with the business; or (c) or businesses that provide evidence of a commitment to subcontract at least 25% of the dollar award to a business(es) that meet the qualification set forth in (a) or (b).**

The respondent will submit a utilization strategy for meeting or exceeding the numeric goals. The response should demonstrate a feasible strategy for directing training, employment, contracting, and other economic opportunities generated by the project to low- and very low-income persons and the business concerns that substantially support low- and very low-income persons.

**Partners EOP numerical goals**

It is the PFP’s mission to achieve the goals through the following means:

**Hiring**

**At least 30%** of the aggregate number of full-time new hires must be low- and very low-income persons, with a preference for residents at the development where the work is being performed.

**Contracts**

**At least 3%** of the total dollar amount of all other contracts, including professional services to low- and very low-income business concerns as described above.

The contract award shall be made to the responsible firm whose proposal is determined most advantageous, considering price and all other factors specified in the RFP.

**Partners Economic Opportunities Program Compliance**

**Utilization Strategy**

In order to receive the maximum points, the strategy should include innovative and creative approaches to providing economic opportunities for low- and very low-income individuals and low- and very low-income business concerns. At a minimum, the bid should demonstrate that the Partners EOP strategy addresses the items listed below:

**Low- or Very Low- Income Business Concern or Joint Venture**

**Low- or Very Low- Income Business Concern**

Provide evidence if you are a low- or very low- income business concern. The business must reside in the EBR HUD Metro FMR Area which consists of the following areas: Baton Rouge, Louisiana.

**Joint Venture**

If this is a Joint Venture, provide evidence of the low- or very low- income business concern and the written joint venture agreement that clearly defines the portion of the work to be performed; the management responsibilities; and evidence that the low- or very low- income business concern will perform at least thirty percent (30%) of the work and is contractually entitled to compensation proportionate to the work.

*\*Intent to Perform with low- or very low- income business concern – The respondent agrees to provide Partners with complete and accurate information regarding actual*

*work performed by the low- or very low- income business concern in this solicitations. Any material misrepresentation or misleading statement or omission will be grounds for terminating any subsequent contract and initiating action under Federal, State or local laws concerning false statements.*

**Facilitation of Training & Employment**

Types and amounts of employment, training and contracting opportunities to be generated as a result of proposed project activities; i.e., apprenticeships and internships, clerical, administrative, management, and professional positions.

**Coordination of Compliance with Sub Contractors**

Specific actions that will be taken to ensure that low- and very low- income persons, and low- or very low- income business concerns will be given priority consideration for employment and contracting opportunities.

**Outreach and Marketing**

Process to be used for notifying low- and very low- income persons, and low- or very low- income business concerns about the availability of training, employment, and contracting opportunities;

Partners encourages coordination and cooperation with the following organizations to assist with these endeavors:

- Urban League of Louisiana
- Louisiana Workforce Commission
- Employ BR (Workforce Development Board)

## **Additional Information and Examples of Training, Employment, Contracting and Outreach**

### **Examples of Training & Employment:**

1. Establishing training programs.
2. Sponsoring a job informational meeting; arranging assistance in conducting job interviews and completing job applications; arranging for a location where job applications may be delivered to and collected by a contractor representative or representatives.
3. Consulting with agencies administering training programs to assist with recruiting low- and very low- income individuals for the contractor's training and employment positions.
4. Undertaking job counseling, education and related programs in association with local educational institutions. Undertaking such continued job training efforts as may be necessary to ensure the continued employment opportunities.
5. After selection of bidders but prior to execution of contracts, incorporating into the contract a negotiated provision for a specific number of low- and very low- income individuals to be trained or employed on the PFP project.

### **Examples of Efforts to Award Contracts to Low- and Very Low- Income Business Concerns**

1. Contacting business assistance agencies, minority contractors associations and community organizations to inform them of contracting opportunities and requesting their assistance in identifying low- and very low- income business concerns which may solicit bids or proposals for contracts.
2. Advertising contracting opportunities by posting notices, which provide general information about the work to be contracted and where to obtain additional information.
3. Providing written notice to all known low- and very low- income business concerns of the contracting opportunities. This notice should be in sufficient time to allow the business concerns to respond to the bid invitations or request for proposals. Advertising the contracting opportunities electronically, through trade association papers and

newsletters, and through the local media, such as community television networks, newspapers of general circulation, and radio advertising.

4. Following up with low- and very low- income business concerns that have expressed interest in the contracting opportunities by contracting them to provide additional information on the contracting opportunities.
5. Carrying out workshops on contracting procedures and specific contract opportunities in a timely manner so that low- and very low- income business concerns can take advantage of upcoming contracting opportunities, with such information being made available in languages other than English where appropriate.
6. Arranging solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in ways to facilitate the participation of low- and very low- income business concerns. Where appropriate, breaking out contract work items into economically feasible units to facilitate participation by low- and very low- income business concerns. Coordinating pre-bid meetings at which low- and very low- income business concerns could be informed of upcoming contracting and subcontracting opportunities.
7. Actively supporting joint ventures with low- and very low- income business concerns; encouraging financial institutions, in carrying out their responsibilities under the Community Reinvestment Act, to provide no or low interest loans for providing working capital and other financial business needs.

### **Examples of Outreach & Marketing**

Advertising the training and employment positions by distributing flyers (which identify the positions to be filled, the qualifications required, and where to obtain additional information about the application process) in the development communities.

Advertising the jobs to be filled through the local media, such as community television networks, newspapers of general circulations, and radio advertising.