



County of San Mateo

Inter-Departmental Correspondence

Department: HUMAN SERVICES AGENCY

File #: 24-564

Board Meeting Date: 6/25/2024

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors
From: Claire Cunningham, Director, Human Services Agency
Subject: Revenue Agreement with Green Toys, Inc. for Warehousing, Packaging, and Shipping Services Performed by VRS Clients

RECOMMENDATION:

Adopt a resolution authorizing a revenue agreement with Green Toys, Inc. for warehousing, packaging, and shipping and receiving services performed by Vocational Rehabilitation Services clients through the WorkCenter Training Program, for the term of May 21, 2024, through May 20, 2027, with an anticipated revenue amount not to exceed \$500,000.

BACKGROUND:

San Mateo County residents with disabilities and/or barriers to employment benefit from hands-on training to obtain jobs. The Human Services Agency's Vocational Rehabilitation Services (VRS) provides training and transitional employment opportunities to such residents (clients).

The VRS WorkCenter is a part of the VRS Business Team and provides hands-on job training to clients. The WorkCenter is a competitively priced subcontractor for local companies providing high-quality, labor-intensive services such as packaging, shrink wrapping, labeling, pick up, delivery, and fulfillment. The WorkCenter offers a closely supervised workforce of more than 100 trainees in a 35,000 square foot production facility.

DISCUSSION:

With the Board's approval, the VRS WorkCenter will contract with Green Toys, Inc., a California-based business that manufactures children's toys from 100% recycled materials. The WorkCenter will package toys from the manufacturer and prepare pick-ups and deliveries of packaged products. VRS Trainees assigned to this task learn warehousing and shipping and receiving skills. Additionally, Trainees will learn to drive trucks, receive forklift certification, gain the skills to build and move pallets, and load containers. Trainees will also learn to load materials on and off vehicles and practice safety procedures.

This contract will create revenue to offset the cost of the Training Program.

The Training Program is designed to serve 100 or more participants annually. The total revenue to VRS pursuant to this agreement is anticipated to be up to \$500,000. This amount may vary, based on the actual work requested by Green Toys, Inc.

The County Attorney has reviewed and approved this agreement and the resolution as to form.

PERFORMANCE MEASURE:

Percentage of participants that will be job-ready after training	35%
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FISCAL IMPACT:

The term of the Agreement is May 21, 2024, through May 20, 2027 with Green Toys, Inc. The anticipated revenue of this Agreement is not to exceed \$500,000. There is no Net County Cost.