



County of San Mateo

Inter-Departmental Correspondence

Department: HUMAN SERVICES AGENCY

File #: 22-439

Board Meeting Date: 6/14/2022

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Ken Cole, Director, Human Services Agency

Subject: Revenue Agreement with AeroPress, Inc. for Warehousing and Shipping Services Performed by VRS Clients

RECOMMENDATION:

Adopt a resolution authorizing a revenue agreement with AeroPress, Inc. for warehousing and shipping and receiving services performed by Vocational Rehabilitation Services clients through the WorkCenter Training Program, for the term July 1, 2022 through June 30, 2024, with an anticipated revenue amount not to exceed \$700,000.

BACKGROUND:

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

VRS WorkCenter is a part of VRS Business Team, and provides hands-on job training to clients. WorkCenter is a competitively priced subcontractor for local companies providing high-quality, labor-intensive services such as packaging, shrink wrapping, labeling, pick up, and delivery and fulfillment. 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, VRS WorkCenter will contract with AeroPress, Inc., a local company in the Bay Area that manufactures manual coffeemakers. WorkCenter will package filters received from the manufacturer and provide International and Domestic Shipping and Receiving. 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 150 or more participants annually. The total revenue to VRS pursuant to this agreement is anticipated to be up to \$700,000. This amount may vary, based on the actual work requested by AeroPress.

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

It is anticipated for the term of this agreement that 35% of the clients participating in the job program will be designated as "job-ready" meaning they have gained skills needed to be employed.

PERFORMANCE MEASURE:

Measure	FY 2022-23 Projected	FY 2023-24 Projected
Percentage of participants that will be job-ready after training	35%	35%

FISCAL IMPACT:

The Agreement term is July 1, 2022 through June 30, 2024. The revenue amount of the agreement is not to exceed \$700,000 over its two-year period. This is a revenue agreement with AeroPress for services performed by Vocational Rehabilitation Services.