

Office of Refugee and Immigrant Assistance

Economic Services Administration | Community Services Division

REQUEST FOR APPLICATIONS LIMITED ENGLISH PROFICIENT (LEP) PATHWAY ENGLISH LANGUAGE TRAINING AND EDUCATION SERVICES

The Washington State Department of Social and Health Services’ Office of Refugee and Immigrant Assistance (ORIA) is accepting applications from qualified organizations interested in providing adult English language training and education services to qualified Washington residents. The application deadline is 5:00 p.m., April 21, 2023.

This document provides an overview of ORIA’s English Language Training and Education Program and instructions on how to complete the application.

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- Attachment B: Applicant Certifications and Assurances
- Attachment C: Applicant Narrative Form
- Attachment D: LEP Pathway – English Language Training and Education Services Annual Budget Spreadsheet
- Attachment E: Contractor Intake Form
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SECTION A CONTRACT REQUIREMENTS

1. Purpose

The Washington State Department of Social and Health Services' (DSHS) Office of Refugee and Immigrant Assistance (ORIA) is seeking qualified contractors to submit competitive proposals to assist eligible adult refugees and immigrants in improving their English language skills to obtain and maintain employment and integrate into their new communities.

The purpose of this Request for Applications is to solicit proposals for high quality English language training and education services that provide interactive instruction to eligible refugees, humanitarian immigrants and limited English proficient adult recipients of Washington's cash assistance programs. The objective of this program is to help eligible participants gain the language proficiency necessary to meet their personal goals. Qualified applicants must have the capacity to provide specialized services that are culturally responsive and linguistically appropriate. ORIA intends to award multiple contracts statewide covering a diverse range of geographic and ethnic communities in Washington state.

2. Background

Washington has a large and dynamic immigrant community and is traditionally among the top refugee receiving states in the nation¹. During State Fiscal Year (SFY) 2022, Washington was one of the top destinations for Afghans arriving through Operation Allies Welcome (OAW) and Ukrainians arriving through the Uniting for Ukraine (U4U) program. According to the 2022 Census, out of Washington's total estimated population of 7,740,775, approximately 14.7% are foreign-born. In King County, the state's most populous county, 24.2% of families speak a language other than English at home².

For over 25 years, the Limited English Proficient (LEP) Pathway program has provided a range of services developed to meet the needs of individuals with limited English proficiency from a wide variety of countries and cultural backgrounds. The LEP Pathway plays an important role in [Washington's WorkFirst program](#). WorkFirst is Washington state's program to assist recipients of Temporary Assistance for Needy Families (TANF) or State Family Assistance to meet their goals and provide for their family. The LEP Pathway provides specialized services, which address the unique employment, education, and English language learning needs of people who are refugees, humanitarian entrants and WorkFirst parents. The LEP Pathway has two distinct program areas that include employment assistance and English language training and instruction. This Request for Applications focuses solely on English language acquisition programs and services in order to open doors towards successful integration, specialized

¹ Refugee Processing Center: <http://www.wrapsnet.org/admissions-and-arrivals/>

² US Census Bureau, Quick Facts: [U.S. Census Bureau QuickFacts: Washington](https://www.census.gov/quickfacts/washington)

education and employment.

3. Project Scope

ORIA is interested in proposals that include creative and innovative approaches to providing English language training and education services to eligible refugees and immigrants. Applicants may propose a range of English language services, but it is important to note that organizations receiving referrals for Temporary Assistance for Needy Families (TANF) participants must be prepared to provide 12 hours of instruction per week in order to meet mandatory participation requirements. Successful applicants must also be able to serve clients ranging from English Level 1 through Level 6 as determined by the Comprehensive Adult Student Assessment System (CASAS) and ORIA-approved assessment tools.

Applicants must be able to work successfully in coordination with other organizations serving refugees and immigrants to ensure strong public/private partnerships, maximize community resources, create a seamless service delivery system and provide the best value for funded services.

Services:

The LEP Pathway – English Language Training and Education Program provides services that assist eligible refugees and immigrants in acquiring English language skills. Services may include, but are not limited to:

- Intake and Assessment: To determine a participant’s English language level, strengths, barriers and goals
- In-person English Language Training and Instruction
- Virtual English Language Training and Instruction
- Hybrid English Language Training and Instruction (combination of in-person and virtual instruction)
- Intensive Life Skills: Life Skills training prepares participants to meet the demands of everyday life and employment. It may be employment related and an up-front introduction that helps prepare them to participate in activities effectively. It can also include topics such as communication skills, money management and balancing work and personal life
- Intensive, on-boarding for pre-literate populations to prepare them to enter formal/structured English language instruction
- Work place focused English with a specific employer
- Specialized English for a targeted employment field
- English language innovations that meet the specific goals and needs of a particular population.

Eligibility:

Eligibility for the LEP Pathway English language training services is based on a participant's immigration status and/or the type of cash benefits they receive. Eligible participants include:

- (1) LEP TANF/SFA participants who have been referred by DSHS; or
- (2) RCA recipients who have been referred by DSHS; or
- (3) Individuals age sixteen (16) and older residing in the US for less than sixty (60) months, who have not naturalized as a US citizen and have current or entry status of a:
 - (a) Refugee
 - (b) Asylee
 - (c) Certified Victim of human trafficking
 - (d) Amerasian
 - (e) Cuban-Haitian entrant
 - (f) Iraqi or Afghan Special Immigrants and eligible family members
 - (g) Afghan Humanitarian Parolee
 - (h) Ukrainian Humanitarian Parolee

Staffing:

Applicants shall identify the key personnel to perform the services and include their experience and qualifications in the application. If awarded a contract, the applicant must immediately inform ORIA of any changes to key personnel.

Consortium:

Applicants may either submit an application on their own or within a consortium, but not both in the same county. For example, an applicant cannot submit an application as a primary contractor in King County and be a consortium member for another primary contractor in King County. An applicant may submit an application as a primary contractor in Snohomish County and be a consortium member for another primary contractor in King County.

Additional Information:

All organizations interested in providing ORIA LEP Pathway – English Language training and education services must submit an application under this request. This includes organizations that currently hold an ESL | ELA service contract with ORIA. There is no

guarantee of an award to any current contractor. There is no guarantee that current contractors who are awarded a contract will receive the same level of funding.

All applicants are strongly encouraged to review the attached sample contract, which includes definitions, services and requirements from the current LEP Pathway ESL I ELA contract.

4. Applicant Minimum Qualifications

All applicants and their subcontractors, if applicable, must meet the following minimum qualifications:

- a. Have a current State of Washington business license.
- b. Provide interpretation and/or translation services.
- c. Have at least two years of experience within the past three years providing English language training and education services to eligible refugees and immigrants.
- d. Ensure instructors have the following credentials: Bachelor's degree with a TESOL/TESL/TEFL certification or three years of experience teaching English to adults; or have a combination of credentials and experience. Alternative credentials may be submitted to the ORIA Program Manager for review.
- e. An instructional environment that has suitable classroom space or virtual/remote learning platform that is conducive to teaching and learning.
- f. Conduct pre- and post-assessments in a location where travel to testing site is not a barrier to students.
- g. Have the requisite electronic hardware and software to communicate with DSHS and to provide invoices, participant data, supporting documentation and other information through DSHS' secure email system. Minimum hardware requirements include a computer with internet access. Minimum software requirements include Microsoft Windows and Microsoft Office.
- h. Have a service location and space that is accessible to refugees and immigrants with disabilities and conveniently located near public transportation.
- i. Have the capacity to serve eligible participants in their primary language and in culturally appropriate ways.

Applicants failing to demonstrate in their applications that they meet these minimum qualifications will be considered non-responsive and will be disqualified from further consideration.

5. Period of Contract Performance

ORIA intends to award multiple contracts for the services described in this Request for

Applications. The period of performance under the contract shall be July 1, 2023 through June 30, 2024. Amendments extending the period of performance after June 30, 2024, if any, shall be at the sole discretion of ORIA. Additional services that are appropriate to the scope of this Request for Applications, as determined by ORIA, may be added to the contract in a mutually agreeable amendment.

6. Funding

ORIA will fund the LEP Pathway English language training and education programs through a combination of federal TANF, federal Office of Refugee Resettlement (ORR), and general state funds designated for employment-related services. Total funding for this statewide program during State Fiscal Year (SFY) 24 will range from \$4,000,000 to \$6,000,000. Contracts will be awarded contingent upon the availability of funding.

SECTION B
EXPLANATION OF APPLICATION PROCESS

1. Application Schedule

The application schedule set forth below outlines the tentative schedule for important events relating to this Request for Applications.

Item	Action	Date
1.	ORIA posts Request For Applications and Attachments	3/17/2023
2.	Applicants may submit questions until 5 p.m. Pacific Time to be included in the Q&A document	3/24/2023
3.	ORIA will post response to questions (Q&A document) on the ORIA Webpage	3/31/2023
4.	Applicants must submit complete Applications by 5:00 p.m., with the naming convention in the email subject line: (Your Agency Name) Application for LEP Pathway – English Language Training and Education Service Contract Pacific Time, to LEPPathway@dshs.wa.gov	4/21/2023
5.	Evaluation of Applications (three or more Evaluators)	4/24/2023- 4/30/2023
6.	Review Application Scores	5/8/23- 5/10/23
7.	Announcement of Successful Applicant(s) and beginning of contract negotiations	5/11/2023
8.	ORIA notifies unsuccessful Applicant(s)	5/11/2023
9.	Unsuccessful Applicants may request a debriefing conference until 5:00 p.m. Pacific Time. Unsuccessful Applicants shall submit request to LEPPathway@dshs.wa.gov	5/18/2023
10.	ORIA holds debriefing conferences, if requested	5/19/2023
11.	DSHS sends contracts for signatures	6/1/2023
12.	Successful Applicants must return signed contracts by 5:00 p.m. Pacific Time	6/27/2023
13.	Contract Execution/Start Date	7/1/2023

2. Posting of Request for Applications Documents

ORIA will post this Request for Applications, and all documents and announcements relating to this Request for Applications, on the DSHS ORIA webpage at <https://www.dshs.wa.gov/esa/office-refugee-and-immigrant-assistance>.

3. Communications regarding Request for Applications

Upon the posting of this Request for Applications, all communications concerning this request must be directed to this email address: LEPPathway@dshs.wa.gov. Please note in the email subject line that this is regarding the LEP Pathway – English Language Training and Education. ORIA may disqualify any organization who communicates with anyone in DSHS in any other way regarding this Request for Applications.

ORIA considers all oral communications unofficial and non-binding on ORIA. Applicants should rely only on written statements issued by ORIA.

4. Questions and Answers

Applicants may send questions concerning this Request for Applications to ORIA at LEPPathway@dshs.wa.gov and should include “LEP Pathway – English Language Training and Education Service RFA” in the subject line. ORIA will respond to all questions, but may consolidate the questions as needed.

Questions received by 5:00 p.m., March 24, 2023 will be included in a question and answer document posted on the DSHS ORIA webpage at <https://www.dshs.wa.gov/esa/office-refugee-and-immigrant-assistance> on March 31, 2023.

5. Minority & Women’s Business Enterprises (MWBE) and Veteran-Owned Business Enterprises

In accordance with the legislative findings and policies set forth in RCW 39.19, 43.60A.200, 39.26.240 and 39.26.245, the State of Washington encourages participation by veteran-owned business enterprises and Minority-Owned and Women-Owned Business Enterprises (MWBE), either self-identified or certified by, respectively, the Department of Veterans Affairs or the Office of Minority and Women’s Business Enterprises (OMWBE). While the State does not give preferential treatment, it does seek equitable representation from the veterans, minority and women’s business communities.

Participation by veteran-owned and MWBE contractors may be either on a direct basis in response to this Request for Applications or as a subcontractor to a contractor. However, no preference will be given in the evaluation of Applications, no minimum level of MWBE or veteran-owned business participation shall be required, and Applications will not be evaluated, rejected, or considered non-responsive on that basis.

Applicants may contact the Office of Minority and Women’s Business Enterprises (OMWBE) at <http://omwbe.wa.gov/> and/or the Department of Veterans Affairs at <http://www.dva.wa.gov/program/veteran-owned-business-certification> to obtain information on certified firms for potential subcontracting arrangements or for information on how to become certified. Nothing in this section is intended to prevent or discourage participation from non-MWBE firms or non-veteran-owned businesses.

6. Auxiliary Aids and Limited English Proficient (LEP) Services

ORIA will provide access to this Request for Applications document to individuals with disabilities and Limited English Proficient individuals. Please contact ORIA at LEPPathway@dshs.wa.gov to request more information and assistance.

If an individual believes that the Department has discriminated against them on the basis of a protected status, please contact the DSHS Investigations Unit for the Nondiscrimination Policy Brochure and complaint process. The brochure can be found at <https://www.dshs.wa.gov/sites/default/files/publications/documents/Non-discrim%2022-171.pdf>

7. Cost to Prepare Application

ORIA will not be liable for any costs incurred by organizations in preparing, conducting a site assessment or submitting a response to this Request for Applications.

8. Joint Proposals

Organizations submitting a joint application must designate a lead organization or primary applicant. The primary applicant will be the sole point of contact through the Request for Application process. If selected as the successful applicant, the primary applicant shall sign the contract and any amendments, and will be liable and responsible to ORIA for all performance under the contract.

9. Withdrawal of Applications

After an application has been submitted, applicants may withdraw their application by notifying ORIA at LEPPathway@dshs.wa.gov.

10. Ownership of Applications

All materials submitted in response to this Request for Applications become the property of ORIA, unless received after the deadline in which case the application shall be returned to the sender. ORIA shall have the right to use any of the ideas presented as part of the process in any manner as it deems appropriate or beneficial, regardless of whether it is contained in an application that results in selection for a contract.

11. Announcement of Successful Applicant(s)

ORIA shall notify the successful applicant(s) on May 9, 2023. All announcements of successful applicants are subject to satisfactory negotiation with ORIA.

Applicants may request a debriefing conference to LEPPathway@dshs.wa.gov to discuss information regarding the review and/or evaluation of their application.

12. Ethics, Policies and Law

This Request for Applications, the evaluation of applications, and any resulting contract will be made in conformance with applicable Washington State laws and Policies.

Specific restrictions apply to contracting with current or former state employees pursuant to RCW 42.52. Applicants should familiarize themselves with the requirements prior to submitting an application. Applicants must include, in their application, information regarding any current or former state employees who are employed by, or subcontracted with, the applicant.

SECTION C
INSTRUCTIONS REGARDING CONTENT, FORMAT AND SUBMISSION OF
APPLICATIONS

Applicants shall submit their application documents to ORIA at LEPPathway@dshs.wa.gov by 5:00 p.m., April 21, 2023.

Each attachment represents a separate section of the application and should be submitted as separate documents when submitting the complete application. Failure to complete and submit all required documents, and to sign them, if applicable, may result in the disqualification of an application. Applications should be typed in 12-point font and should be submitted in the following order with each section of the application clearly labeled.

1. Attachment A: Cover Sheet

All applicants must submit a completed Cover Sheet with the minimum contents, which include all of the required acknowledgments and information. The Cover Sheet must be signed by a legally authorized individual to bind the applicant contractually.

2. Attachment B: Applicant Certifications and Assurances

All applicants must submit the Applicant Certifications and Assurances form set forth on Attachment D, signed by an individual legally authorized to bind the organization contractually. Applicants may not alter or redline the Applicant Certifications and Assurances form in their application. Submitting altered or redlined terms or requirements in the application may result in disqualification.

3. Attachment C: Applicant Narrative Form

Applicants must provide answers to all questions on the Applicant Narrative Form to demonstrate satisfaction of administrative requirements, as well as their qualifications, approach and proposed budget to provide the services as outlined in this Request for Applications. The number of points allocated to each answer is indicated next to the question.

The Applicant Narrative Form is posted separately from this document in Microsoft Word format. Except for limits that are noted on the Applicant Narrative Form, applicants may utilize as much space as needed to respond to each question. Applicants should not submit brochures, white papers, testimonials or other pre-prepared materials in response to any of the questions unless specifically requested.

Applicants must submit complete, well-organized answers that address all of the questions asked in the Applicant Narrative Form. Applicants should not assume that evaluators will be familiar with their businesses before conducting the evaluation.

Use of Attachment B, Applicant Narrative Form, assures that the applicant responds to specific questions in the proper order. In awarding points, evaluators will not be obligated to search through the applicant's answers to questions other than the one being reviewed in order to locate text that is responsive to the question being reviewed.

4. Attachment D: LEP Pathway – English Language Training and Education Services Annual Budget Spreadsheet

Applicant must describe the annual costs for providing proposed services for one year using Attachment D.

5. Attachment E: Contractor Intake Form

All applicants must complete and sign the Contractor Intake Form (Form 27-043) attached to this Request for Applications as Attachment E. This form can also be downloaded in Microsoft Word format for ease of completion at <https://www.dshs.wa.gov/office-of-the-secretary/forms>.

6. Submission of Applications

Applications must be saved in an acceptable electronic format and emailed directly to ORIA at LEPPathway@dshs.wa.gov. Applications must be received by ORIA in their entirety by 5:00 p.m., April 21, 2023. Applicant's completed version of each of the Attachments A, B, C, D and E should be included as separate attachments.

Applicants assume all risks for the timely submission of the application. Applicants are responsible to ensure timely electronic receipt of their application by ORIA. ORIA does not assume responsibility for problems with the applicant's email or network. However, if DSHS email is not working properly, appropriate allowances will be made.

ORIA will not accept late applications, nor grant time extensions for individual applicants. ORIA will disqualify any applications and withdraw it from consideration if it is received after the application submission due date and time.

7. Acceptable Electronic Formats for Submission of Applications

Attachments A, B, D, E (Cover Sheet, Certification & Assurances, Applicant Narrative and Contractor Intake form) must be submitted in Microsoft Word or Adobe PDF format. Attachment C, English Language Training and Education Services Annual Budget, must be submitted in Microsoft Excel as an unprotected file.

NOTE: DSHS cannot receive emails that are larger than 30MB. To keep file sizes to a minimum, applicants are cautioned not to use unnecessary graphics in their applications.

8. Alternative Submission Methods

Applicants wishing to request an alternative method for submitting their Application must contact ORIA at [LEP Pathway@dshs.wa.gov](mailto:LEP.Pathway@dshs.wa.gov) at least ten (10) calendar days before the application submission date. No alternative submission method will be accepted unless agreed to by ORIA in writing prior to the application deadline.

SECTION D
EVALUATION OF APPLICATIONS

1. Application Responsiveness; Administrative Review

All applications will be reviewed by ORIA to determine compliance with administrative and minimum qualification requirements and instructions specified in this Request for Applications. ORIA may reject an application as nonresponsive at any time for any of the following reasons:

- Incomplete application
- Submission of an application that proposes services that deviate from the scope and technical requirements set forth in this document and Attachment F, Sample Contract
- Failure to meet the minimum applicant qualifications or to comply with any requirement set forth in this Request for Applications document, including attachments
- Submission of incorrect, misleading, or false information

ORIA may contact any applicant for clarification of the application. If an application is deemed non-responsive, it shall be removed from further consideration. ORIA shall notify non-responsive applicant(s) of this determination and the supporting reasons. Applications found to be non-responsive will be disqualified from further evaluation and applicants shall be notified electronically in writing.

If an applicant meets all administrative and applicant qualification requirements and submittal instructions, ORIA shall continue with the evaluation.

2. Errors in Application

Applicants are responsible for all errors or omissions contained in their applications. Applicants will not be allowed to alter application documents after the deadline for application submissions.

ORIA reserves the right to contact any applicant for clarification of application contents.

ORIA reserves the right to waive minor administrative irregularities contained in any applications.

3. Evaluation Criteria and Scoring of Applications

Following the administrative review, applications shall be evaluated and points shall be awarded for the management and budget components of the application, as applicable, based upon applicant's responses to the questions set forth in Attachment C, Applicant

Narrative Form and Attachment D, English Language Services Program Annual Budget Spreadsheet.

The maximum number of points available for each applicant is 100. The maximum number of points that may be assigned with respect to specific questions is set forth on Attachment C, Applicant Narrative form.

4. Application Evaluation Process

ORIA shall designate an evaluation team of at least three evaluators to review, evaluate and score the written question responses. These evaluators will be selected based on their qualifications, experience, capability and background.

Evaluators shall assign scores up to the maximum points available. Individual evaluator points will be totaled and the average points for each applicant will be calculated. The applicant's average points earned for each question will be added together to determine the applicant's total written evaluation points.

5. Evaluation Points to Small and Veteran-Owned Businesses

In accordance with [DES Policy 090-060](#) Supplier Diversity, ORIA shall consider awarding evaluation points to Veteran-Owned and/or Washington Small Businesses.

ORIA will evaluate applications for best value and provide an application preference point in the amount set forth in Attachment B, Applicant Narrative Form, to any applicant who certifies that they are Small Business (as defined in [RCW 39.26.010\(22\)](#)) or Veteran-Owned Business.

6. Applicant's References

Once the evaluations are completed, ORIA may request references from applicants in order to review past performance and validate information submitted in the application.

7. Selection of Successful Applicant

Applicants that receive the highest total number of points from evaluators will be presented to ORIA for consideration for a contract. ORIA will consider total funding available and the funds requested by successful applicants in order to determine the total number of final contracts awarded.

The selection process will determine which applicants provide the best value in providing high quality English language training and education services that respond to the needs of refugee and immigrant communities in Washington State. Selection of the successful applicants depends upon ORIA's assessment of multiple factors, including the applicant's qualifications, proven experience, reliability, quality of proposed services and deliverables, timeliness, cost and potential impact.

ORIA may consider the following criteria in making final determinations:

- Ensuring services in diverse geographic areas in Washington state;
- Ability to serve diverse language and cultural groups;
- Realistic cost estimates that demonstrate efficiencies.

ORIA may also consider the past performance on prior contracts, and may reject an application from any organization who has failed to perform satisfactorily under any previous contract with the state or another party. ORIA reserves the right to select an applicant whose application is deemed to offer the best overall value, and that is in the best interests of serving the immigrant and refugee community in Washington State.

ORIA will make the final determination as to which applicant(s), will be designated as apparently successful applicants on May 11, 2023. ORIA will notify successful applicants and unsuccessful applicants of its determination via email on May 11, 2023.

ORIA's decision will be subject to the execution of a contract satisfactory to ORIA within a reasonable period of time following the announcement of the successful applicant. In the event the parties are unable to reach agreement on the final details of a contract, consistent with Attachment F or G, Sample Contracts, ORIA shall have the option of negotiating with the next highest ranked applicant.

**SECTION E
APPLICANT DEBRIEFING
PROCEDURE**

1. Debriefing Conferences

No later than 5:00 p.m. on the third business day following the announcement of successful applicants, applicants may send an email to LEPPathway@dshs.wa.gov requesting a debriefing conference. Unless a different date is agreed upon by ORIA, the debriefing conference will be held on May 19, 2023. Discussion at the debriefing conference will be limited to the following:

- If the applicant's proposal was rejected, the reason for its rejection
- Evaluation and scoring of the application
- Critique of the application based on the evaluation
- Review of applicant's final score in comparison with the other final scores

No comparisons between applications will be allowed during the debriefing conference, which shall be conducted by telephone and shall last for a maximum period of 30 minutes.

SECTION F
CONTRACTING PROCEDURES

1. Contract Execution

The successful applicant is expected to sign a contract with ORIA that is similar to Attachment F or G, Sample Contracts, and to enter into any subsequent contract amendments that may be required to address specific work or services.

ORIA reserves the right to negotiate the specific wording of the Statement of Work, based on the requirements of this Request for Applications and the terms of the application submitted by the successful applicant. If changes are requested as part of the application, ORIA may consider, but shall be under no obligation to agree to, modifications to the General Terms and Conditions of Attachment F or G, Sample Contracts.

If the successful applicant fails or refuses to sign a contract by June 27, 2023, ORIA may elect to designate the next highest-ranked finalist as the successful applicant.

2. Electronic Payment

The State prefers to utilize electronic payment in its transactions. The successful applicant will be required to register in the [Statewide Vendor Payment system](#), prior to submitting a request for payment under their contract. No payment shall be made until the registration is completed.