

Financial Empowerment Center (F.E.C.) RFP #8286

Pre-Bid

Presented by Washtenaw County Office of Community and Economic
Development

Monday, January 24th at 2PM,

Session Overview

Welcome & Introductions (5 Minutes)

FEC 101 (10 minutes)

Partnership Key Components (10 minutes)

Key Proposal Points (10 minutes)

RFP Timeline (5 minutes)

Questions & Answers (20 minutes)

FEC 101: Core Elements of the FEC Model

Free

One-on-One

Sustainable

Data Driven

Government-
Branded

Public-Private
Partnership

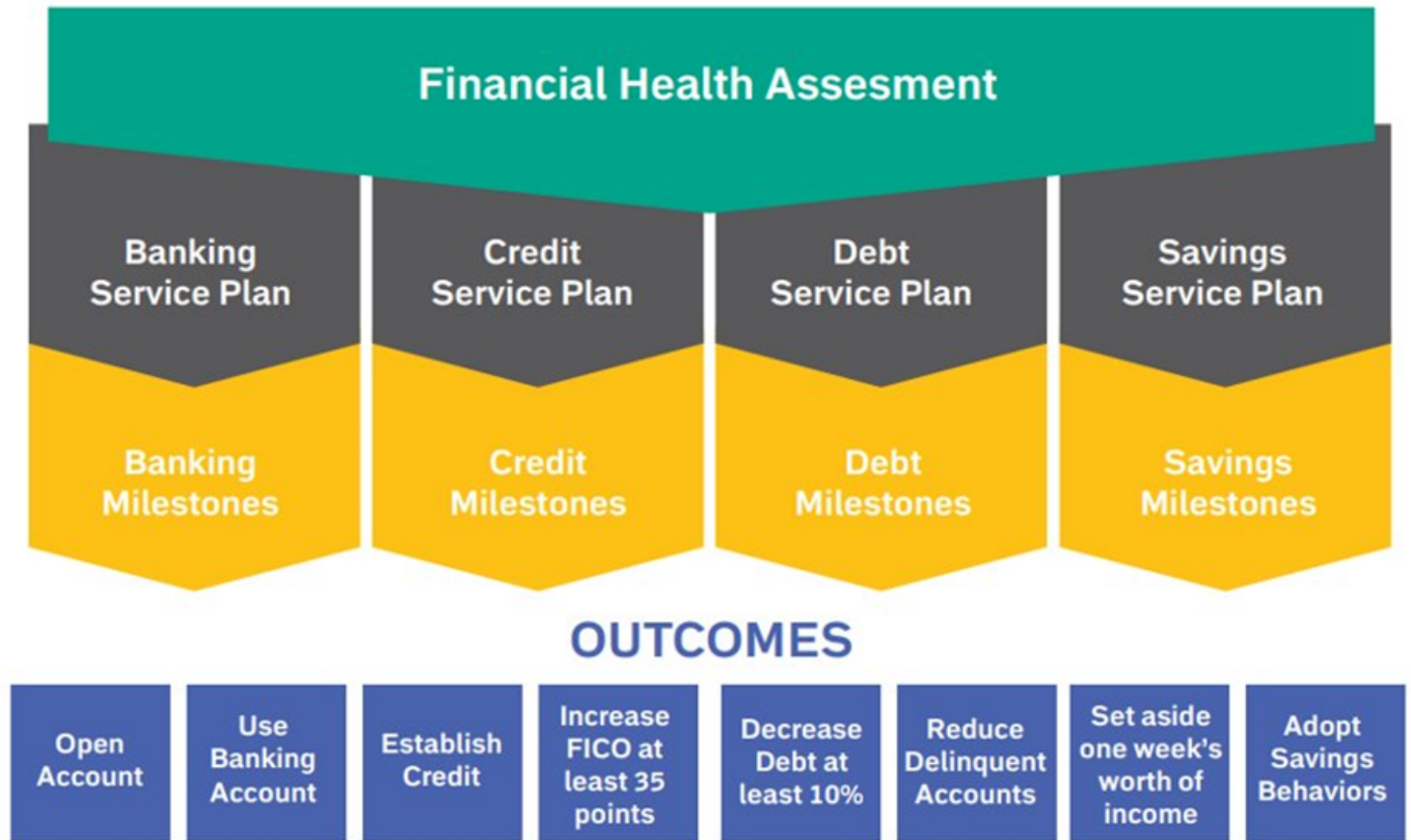
Professional

Integrated

FEC 101: Engagement Stages



FEC 101: Counseling Process & Outcomes



Partnership Model: Scope of Work

- As part of CFE Fund replications of the Financial Empowerment Center (FEC) model, which promotes scale and sustainability for the growing movement of one-on-one financial counseling as a free public service, Washtenaw County was one local government selected to work on replicating the FEC model in 2019.
- Professionally trained FEC counselors help consumers with low incomes manage their finances, pay down debt, increase savings, establish and build credit, and access safe and affordable mainstream banking products. At the core of the FEC model is the integration of counseling into other social services, including housing and foreclosure prevention, workforce development, prisoner reentry, benefits access, domestic violence services, and more.
- Key elements of CFE-Fund FEC model and operations include:

MODEL

- Professional, one-on-one and free public service.
- Systematically track data and outcomes for client management and evaluation.
- Connected to a range of local government and nonprofit service delivery systems.
- Prioritizes sustainability efforts to become a permanent service in the locality.

Partnership Model: Scope of Work continued

OPERATIONS

- Program implementation and management is led and overseen by the local government.
- Service provision is conducted by one or more qualified nonprofit partners or local government agencies.
- Counselors conduct financial triage with clients to determine the nature of their financial situation, set goals, and establish a specific plan of action with each client focused in four primary areas: banking, savings, debt, and credit.
- Client retention, critical to outcome achievement, is prioritized as counselors work with clients to make progress on their action plan.
- All counselors must be trained based on the CFE Fund's training standards and pass a CFE Fund-administered final exam.
- The FEC model is a partnership between local government and community-based organizations, with critical and distinct roles for each partner.

Application Components

- Organization overview
- Description of services and timeline
- Note area or areas of focus and relationship to CFE recommendations
- Requested amount, and full programmatic budget
- Description of services to be delivered, those to be impacted, and related outputs and outcomes.
- Note any leverage, and/or partnerships and coordination
- Note relationship to broader efforts, Blueprint to End Homelessness, CoC goals and priority areas, goals of Youth Mapping Initiative, Washtenaw County Racial Equity Initiative, et cetera.
- Budget

Timeline

- RFP Closes - 9AM March 3rd
- Winning bid - March 31st
- Local Training Plan & FEC Focus Discussions – April 1st-April 31st
- CFE-Fund Matching Fund proposal submission – May 15th
- CFE-Fund Matching Fund decision – June or July
- Counseling Agency Contracting – August
- Hiring & Training of Counseling Staff – Fall 2022 (3 months)
- FEC goes live – First quarter 2023

Questions & Answers

- Additional Information Memo
- Purchasing & Procedural Questions to Angela Perry at perrya@washtenaw.org
- Programmatic Questions to Veronica Brandon at brandonv@washtenaw.org and Angela Perry at perrya@washtenaw.org
- RFP Questions Deadline – February 16th
- RFP FAQ Updated – February 23rd
- Questions?