

**Governor's
Workforce
Board**
Rhode Island



Today's Vision... Tomorrow's Opportunity.

FY2015 Industry Partnerships

Request for Proposals

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Pre-Proposal Conference
May 1, 2014



Industry Partnerships *Meeting Agenda*

- **Introductions**
- **Governor's Workforce Board – Overview**
- **Industry Partnerships – Background**
- **Industry Partnerships – Request for Proposals**



Industry Partnerships

Governor's Workforce Board

- **18-member board**
- **Plan, coordinate, fund and evaluate workforce development activities for State of Rhode Island**
- **Fund pre-employment and incumbent worker training to support employers, youth, adults, and workforce development system**



Industry Partnerships Background

- **Since 2006**
- **Workforce Intermediaries**
- **Vital sectors**
- **Align workforce development system resources with sector workforce needs**
 - **skills gap studies, labor market trends, promotion of jobs and career opportunities, identifying training and education resources, developing career pathways, and preparing current and future workers for jobs**



Industry Partnerships *Background*

➤ Industry “Sectors”

- Multiple businesses that produce similar products or services and share similar supply chains, labor markets, infrastructure requirements, business services, and/or obstacles and challenges that impact their potential for growth and success
- Current sectors
- Wildcard sector



Industry Partnerships *Background*

- **Separately funded Industry Partnership activities:**
 - **pre-employment training**
 - **incumbent worker training**
 - **non-trade apprenticeships**



Industry Partnerships

RFP Overview

- **\$1.25 million available for partnerships**
- **Grant range:**
 - **Current sectors (except healthcare): \$90,000 – 150,000**
 - **Healthcare: \$150,000 – 200,000**
 - **Wildcard sector: Up to \$100,000**



Industry Partnerships ***Eligible Applicants***

- **Trade associations, not-for-profits, for-profits**
- **Multi-employer partners and other stakeholders**
- **Administrative and fiscal capacity**



Industry Partnerships *Proposal Narrative*

- **Twenty-five pages** (1½ spaced, Arial, 11 point; 1" margins)
- **Abstract**
- **Partnership profile**
- **Needs statement**
- **Qualifications and experience**
- **Scope of work**
- **Leveraging and sustainability plan**
- **Project management plan**



Industry Partnerships *Proposal Narrative*

➤ **Abstract (5 points)**

- **Applicant & partners**
- **Challenges & opportunities**
- **Strategies & activities**



Industry Partnerships Proposal Narrative

- **Partnership Profile (10 points)**
 - **Description of applicant**
 - **Representation of sector diversity**
 - **Trade associations: Inclusion of non-members**
 - ***Non-employer partners (WDS, CBO, labor, etc)**
 - **Memoranda of Agreement**
 - **Wildcard only:**
 - **Identification and function as sector**
 - **Non-duplication of current GWB sectors**



Industry Partnerships *Proposal Narrative*

➤ Needs Statement

(current sectors: 10 points; wildcard sector: 15 pts)

- Description of labor market trends, workforce challenges and opportunities
- Strategic importance of sector
- Relationship of workforce and economic development of sector



Industry Partnerships Proposal Narrative

➤ **Qualifications and Experience**

(current sectors: 15 points; wildcard sector: 10 pts)

- **Promoting and addressing sector interests**
- **Engaging employer partners around pre-employment workforce development activities**
- **Supporting career pathways development**
- **Providing “workforce intelligence”**
- **Increasing alignment of workforce and economic development**



Industry Partnerships *Proposal Narrative*

- **Scope of Work: Employer Partnerships (10 points)**
 - **Increasing number and engagement**
 - **Sector diversity of employer partners**
 - **Inclusion of non-trade association members**
 - **Promotion of workforce development programs**
 - **Enrollment in EmployRI**
 - **Connecting job seekers and employers**
 - **Expansion of GWB employer contacts**



Industry Partnerships Proposal Narrative

- **Scope of Work: Career Pathways (10 points)**
 - **Produce at least three career pathway outlines**
 - **Develop a standard articulation process**
 - **Complete one articulated educational pathway**
 - **Assist in review and evaluation of Eligible Training Provider List (ETPL)**
 - **Career coaching**



Industry Partnerships *Proposal Narrative*

- **Scope of Work: Work Readiness & Experiential Learning (10 points)**
 - **Feedback and evaluation of work readiness training and credential**
 - **Engagement of employers to provide experiential learning for youth and adults**



Industry Partnerships *Proposal Narrative*

- **Scope of Work: Workforce Intelligence and System Integration (10 points)**
 - **Workforce intelligence: quarterly updates, information for Biennial Plan, other developments and trends**
 - **Workforce intelligence: employer surveys; skills gaps studies or updates (if any)**



Industry Partnerships *Proposal Narrative*

- **Scope of Work: Workforce Intelligence and System Integration (10 points)**
 - **System integration: collaboration with workforce system partners**
 - **System integration: collaboration with other GWB Industry Partnerships**



Industry Partnerships *Proposal Narrative*

- **Scope of Work: Outcomes Chart (Appendix A)**
 - **Activity, timeline, quantitative and qualitative targets**
 - **Will be scored as part of the Scope of Work**
 - **Will serve as basis for quarterly reporting form**



Industry Partnerships *Proposal Narrative*

- **Leveraging and Sustainability (5 points)**
 - **Leveraging: Consistent with mission of applicant and partners; builds upon other funding sources**
 - **Sustainability: Potential new funding sources to increase sustainability**



Industry Partnerships

Other sections

- **Budget and Budget Narrative – Appendix B
(10 points)**
 - **Budget form: Itemize, include match**
 - **Budget Narrative : Describe line items, match, and cost allocation plan**



Industry Partnerships

Other sections

- **Project Management (5 points)**
 - **Statement of qualifications**
 - **Resume of project manager**
 - **Internal monitoring plan**
 - **Statement of willingness to track performance**
 - **Statement of willingness to participate in 3rd party evaluation**
 - **Copy of audit and/or audited financial statement**



Industry Partnerships

Additional information

➤ **Period of Performance**

- **Current sectors: August 1, 2014 – June 30, 2015**
- **Wildcard: September 1, 2014 – June 30, 2015**

➤ **Payment**

- **Cost reimbursement**
- **Monthly or quarterly**

➤ **Fiscal Management / Internal Oversight**

- **Record Keeping**
- **Monitoring**



Industry Partnerships Selection Process

- **Qualified, independent review team**
- **Confidentiality**
- **Conflicts of interest**
- **Minimum required score: 70 points**
- **Proposals awarded based on highest average score**
- **Scores presented to GWB Strategic Investment Committee for final recommendation and vote**
- **Final contract subject to negotiation**



Industry Partnerships *Important Dates*

- **Q & A deadline: Friday, May 9 (gwbinfo@dlt.ri.gov)**
- **Proposal submission deadline:**
 - **Current sectors: Friday, June 13 by 3:00 PM**
 - **Wildcard sector: Friday, July 11 by 3:00 PM**
- **Grant awards announced:**
 - **Current sectors: Thursday, July 10**
 - **Wildcard sector: Thursday, August 7**



Industry Partnerships *Proposal submission*

- **Deliver seven complete sets of the proposal (3 with original signatures) to **GWB, 1511 Pontiac Ave, Cranston, RI 02920****
- **Email PDF copy of entire application to scarello@dlt.ri.gov**
- **Proposals received after the deadline will not be considered**