

Webinar

Regional Entrepreneurial Collaborative Request for Proposals Virtual Bidders Conference

May 19, 2010

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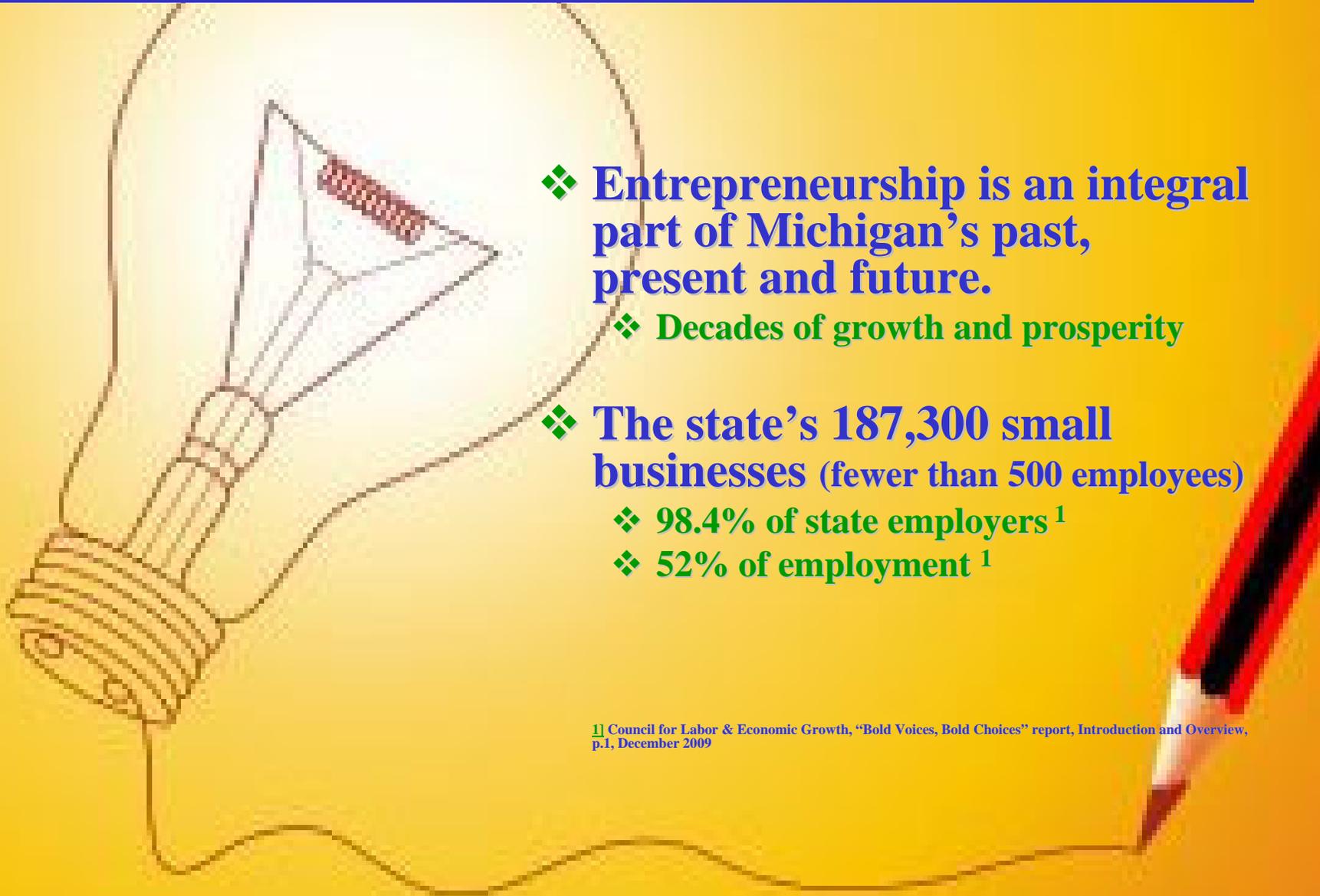
Meeting Employer Needs Division Director

Bureau of Workforce Transformation



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Michigan is No Stranger to Entrepreneurship

- 
- ❖ **Entrepreneurship is an integral part of Michigan's past, present and future.**
 - ❖ **Decades of growth and prosperity**
 - ❖ **The state's 187,300 small businesses (fewer than 500 employees)**
 - ❖ **98.4% of state employers ¹**
 - ❖ **52% of employment ¹**

¹ Council for Labor & Economic Growth, "Bold Voices, Bold Choices" report, Introduction and Overview, p.1, December 2009

Entrepreneurship Matters in MI

Bold Voices, Bold Choices

Making Michigan "the place" to start, grow
& retain a business

Prepared by:

Council for Labor & Economic Growth's

*Supporting & Growing a State
Culture of Entrepreneurship
Committee*

December 2009

- ❖ Council for Labor & Economic Growth Report
- ❖ Creating a Culture of Entrepreneurship in MI
- ❖ 6 categories of recommendations:
 - ❖ Alternative Mindset
 - ❖ System Integration
 - ❖ Education and Training
 - ❖ Structural Barriers
 - ❖ Global Partnerships
 - ❖ Capacity for Change



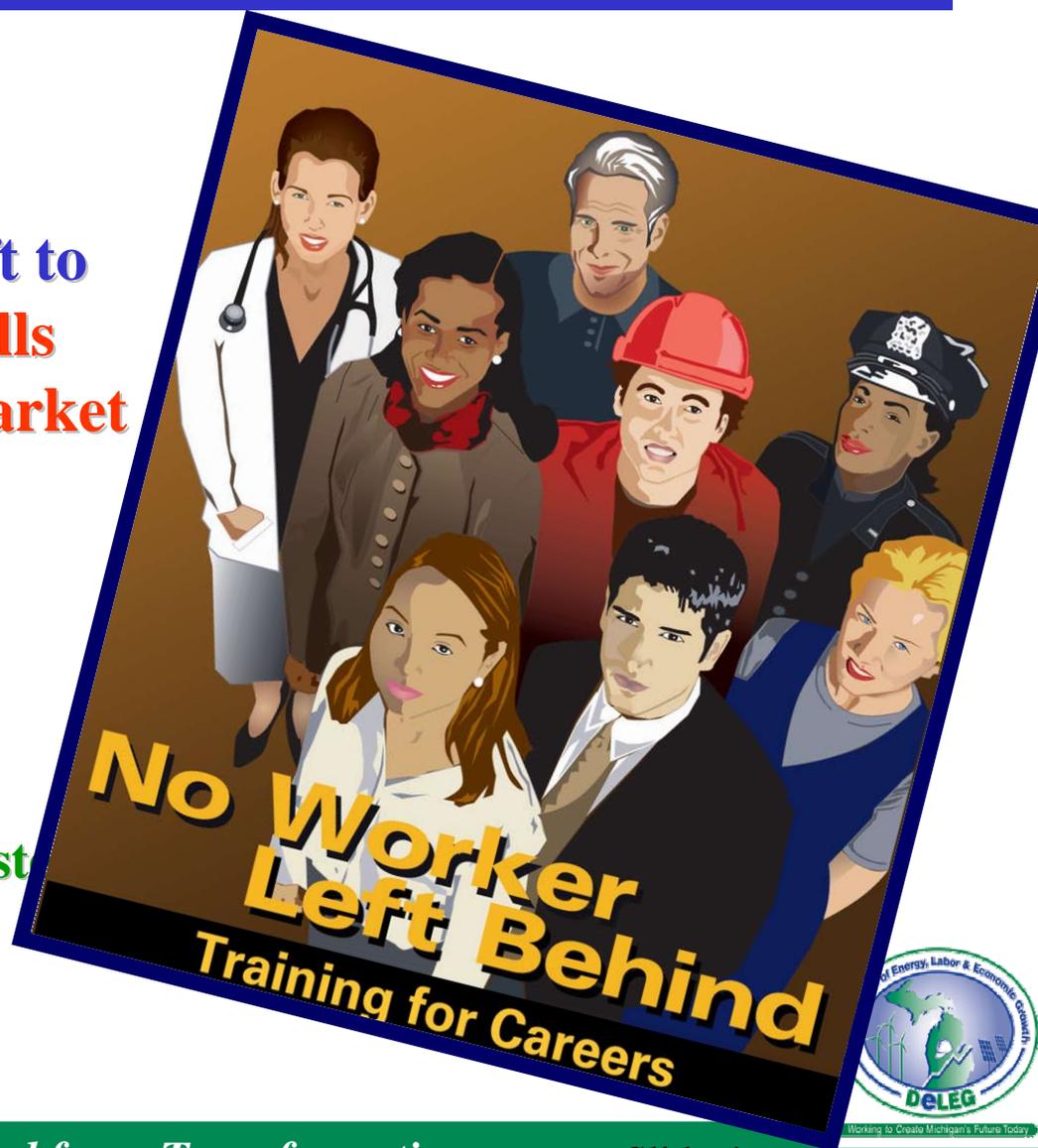
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Alignment with State's Workforce Strategy

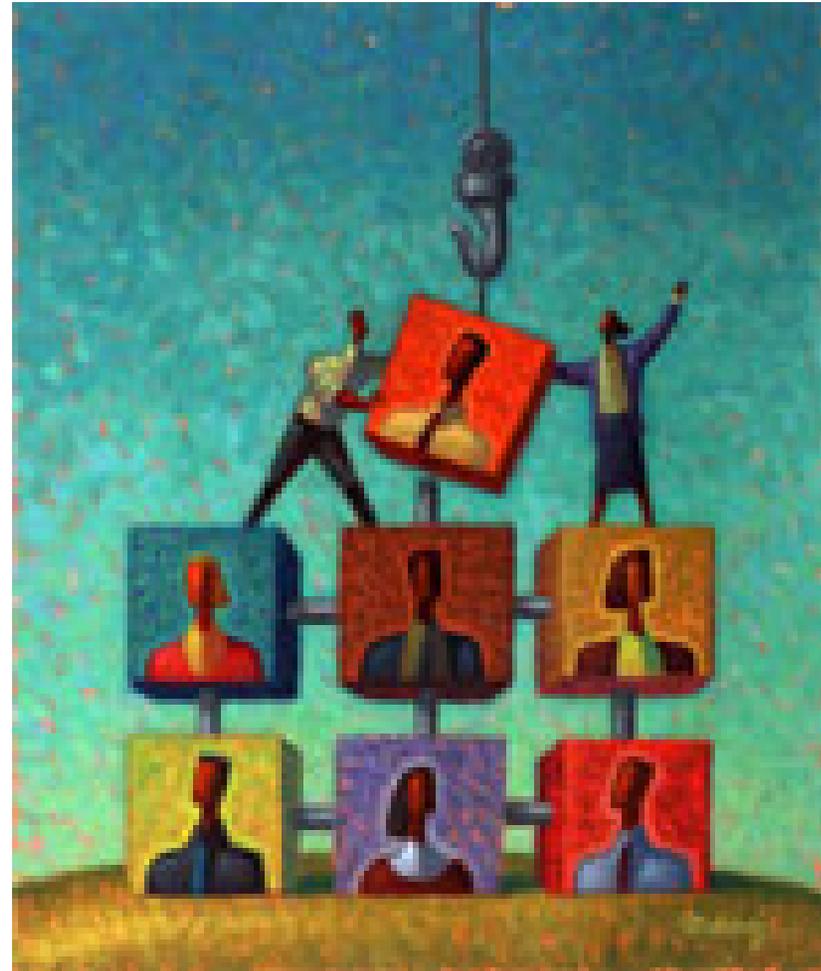
- ❖ Support economic and workforce development through fundamental shift to long-term **training for skills demanded in the labor market**
- ❖ **Regional Entrepreneurial Collaboratives**
 - ❖ Prepare entrepreneurs for business start ups
 - ❖ Establishment of entrepreneurial support system



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Regional Entrepreneurial Collaboratives

Entrepreneurial support systems that foster the creation and growth of small business.



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Proposal Components

- ❖ Applicant Information & Proposal Cover Sheet
- ❖ Proposal Narrative (20 page limit)
- ❖ Budget Narrative (Limit 3 pages)
- ❖ Budget Summary – Attachment A
- ❖ Listing of Partners
- ❖ Letters of Commitment from Partners
- ❖ Project Manager's Resume/Curriculum Vitae



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Entrepreneurial Issues

- ❖ Describe the local entrepreneurial issues experienced by your region over the past two years including trends and any unusual circumstances that are region-specific.
- ❖ Outline the various actions taken by the region designed to address and support the growth of entrepreneurship within your region within the past two or more years.



Regional Reach

- ❖ **Identify and describe the geographic composition of your self-defined Entrepreneurial Collaborative Region**
- ❖ **Self-defined regions may be comprised of the following, but are not limited to multiple or individual:**
 - **Counties**
 - **Communities**
 - **Workforce Areas**



Champion



- ❖ Identify a local organization and project champion who will lead the collaborative in the entrepreneurial and small business development strategy initiative and will act as the primary entrepreneurial resource center.
- ❖ Explain why and how the project champion organization is qualified to lead the **Regional Entrepreneurial Collaborative** process.



Champion

Regional Entrepreneurial Collaborative
Champions will vary based upon regional resources. They can include:

- **Business & Industry Associations**
- **Labor Organizations**
- **Workforce Development Boards**
- **Post Secondary Education Institutions**
- **Nonprofit Organizations**



Partnerships

Required:

- Chamber(s) of Commerce
- Michigan Works! Agencies / Workforce Development Boards
- Michigan Small Business Technology & Development Center
- SCORE
- Economic Development Organizations
- Financial Institutions
- Post Secondary Educational Institutions / Universities

Recommended:

- K-12 educational Systems
- Private Post secondary Providers
- Industry and Trade Associations
- Community and Faith-Based Organizations
- State and Local Governments
- Private Foundations
- Advocacy or Interest Groups



Leveraged Resources/Sustainability

- ❖ Grant funds are meant to jumpstart the development of and/or strengthen existing **Regional Entrepreneurial Collaboratives**
- ❖ It is expected that the **Regional Entrepreneurial Collaboratives** will become permanent community business start up programs beyond initial funding

- ❖ Combining and leveraging regional resources to sustain the **Regional Entrepreneurial Collaboratives** is expected



Work Plan

- Attract partners to the **Regional Entrepreneurial Collaborative**
- Identify regional entrepreneurial goals
- Monitor goals and outcomes
- Identify local entrepreneurial resources
- Conduct entrepreneurial training
- Identify local entrepreneurs



Work Plan

- Direct business start-ups to all appropriate resources – regardless of entry point in the system
- Conduct entrepreneurial needs and wants analysis
- Create entrepreneurial mentoring programs
- Implement a business plan review that financial institutions see as an endorsement of the plan
- Track an entrepreneur's progress
- Implement a process so that entrepreneurs become members of the **Regional Entrepreneurial Collaborative**

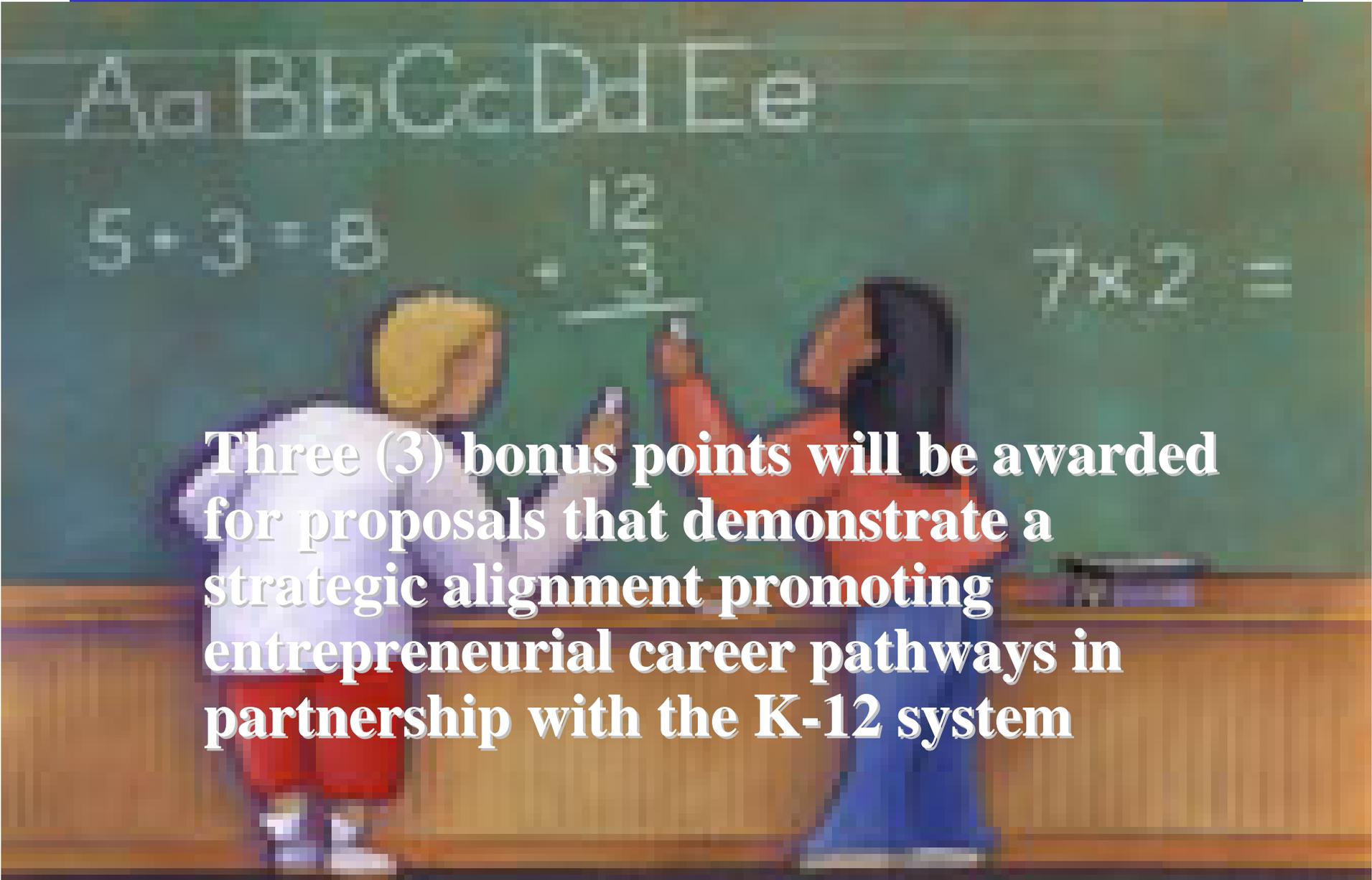


Work Plan

- **Increase awareness and support of the benefits of regional entrepreneurship**
- **Promote the regional collaborative system internally and externally**
- **Explain how the entrepreneurial collaborative grant money will be spent**
- **Demonstrate sustainability after the grant ends**
- **Maintain concept, plans and financial data confidentiality**
- **Provide DELEG/BWT with quarterly data updates**



Bonus Points

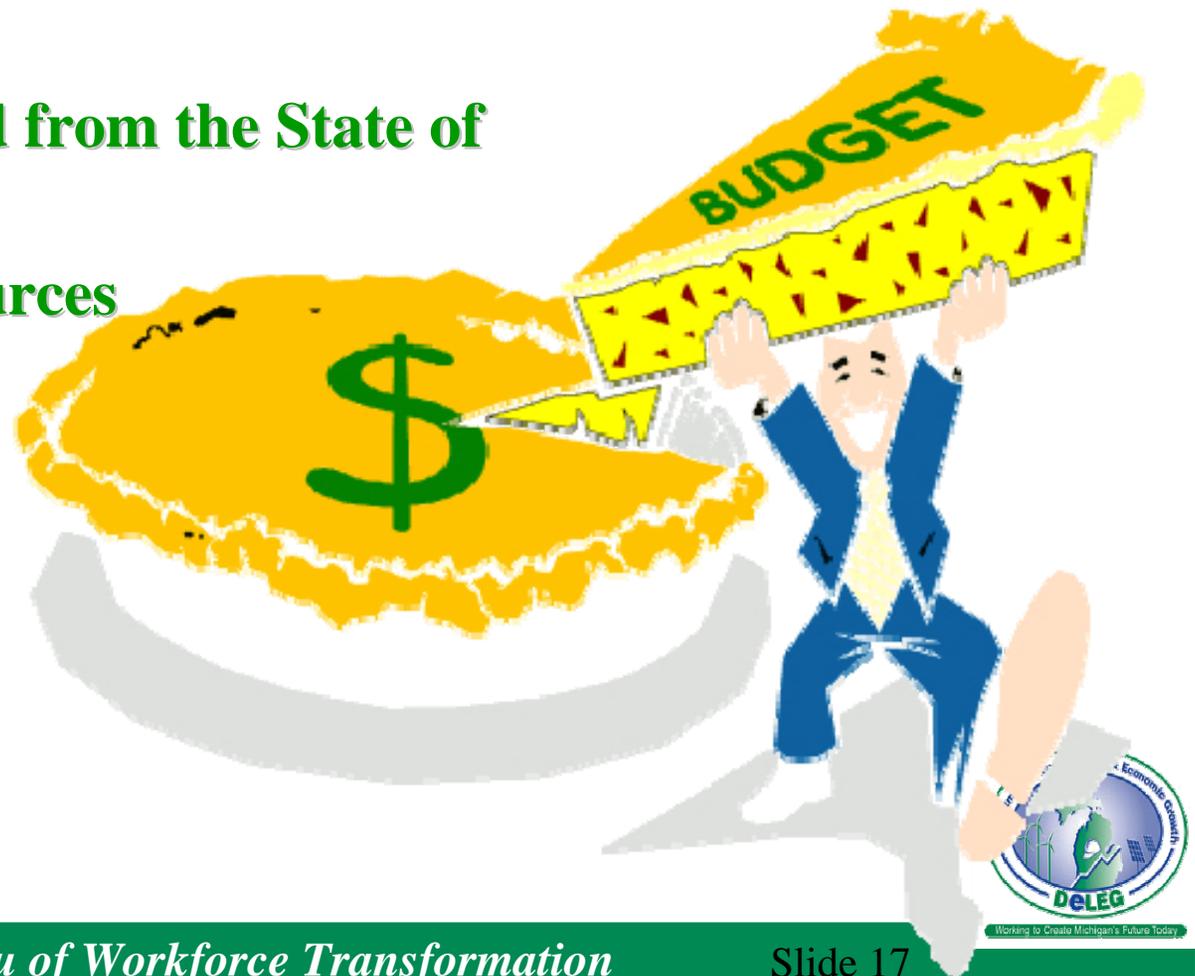
A classroom scene with a chalkboard. The chalkboard has the letters 'Aa Bb Cc Dd Ee' written on it. Below the letters are three math problems: $5 + 3 = 8$, $12 \div 3 = 4$, and $7 \times 2 =$. In the foreground, two children are standing, looking at the chalkboard. One child is wearing a white shirt and red pants, and the other is wearing a red shirt and blue pants.

Three (3) bonus points will be awarded for proposals that demonstrate a strategic alignment promoting entrepreneurial career pathways in partnership with the K-12 system

Budget & Budget Narrative

Provide up to a three (3) year budget outlining:

- Funds requested from the State of Michigan
- Leveraged resources



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Budget & Budget Narrative



Regional Entrepreneurial Collaborative

Request for Proposal Budget Summary - Attachment A

Double click on worksheet to access form.

Complete the highlighted areas below. If an area is not applicable, enter a zero in that field.

Name of Applicant: _____

Expense Category	Pre Grant Period						Post REC Grant Sustainability Period		
	Months 1-6		Months 7-12		Months 13-18		Months 19-24	Months 25-30	Months 31-36
	In-Kind/ Other Funding	REC Grant Funds	In-Kind/ Other Funding	REC Grant Funds	In-Kind/ Other Funding	REC Grant Funds	In-Kind/ Other Funding	In-Kind/ Other Funding	In-Kind/ Other Funding
Administration / Personnel									
Fringe Benefits									
Marketing Materials									
Supplies & Materials									
Web Presence									
Database Development									
Educational Programming									
Contractual Agreements									
Phone & Fax									
Postage & Shipping									
Other									
Program Subtotal Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Program Annual Costs	0.00		0.00		0.00				

Note: A comprehensive budget narrative is required in the Budget and Budget Narrative section.

Page 1

Benchmarks & Reporting

Collaboratives must have a system to capture data to:

1. Measure performance across activities
2. Drive decision-making
3. Monitor progress on a regular basis



Benchmarks & Reporting

The Proposal must include the following performance measures:

- 1. Number of **Regional Entrepreneurial Collaborative** members**
- 2. Number of entrepreneurs/small businesses within the defined collaborative region**
- 3. Number of entrepreneurs with existing businesses entering the system**
- 4. Number of potential entrepreneurs entering the system**
- 5. Number of services received by existing and potential entrepreneurs – and specific types of services provided/received**
- 6. Number of new businesses started by entrepreneurs served by the **Regional Entrepreneurial Collaborative****



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Submission Requirements

- The proposal submission deadline is **Friday, June 25, 2010 at 5:00 p.m.**
- **20 page limit**
- Email to deleg-mend@michigan.gov
- Mail 4 hard copies
- Questions emailed to deleg-mend@michigan.gov
- FAQ section includes all questions at www.michigan.gov/rsa

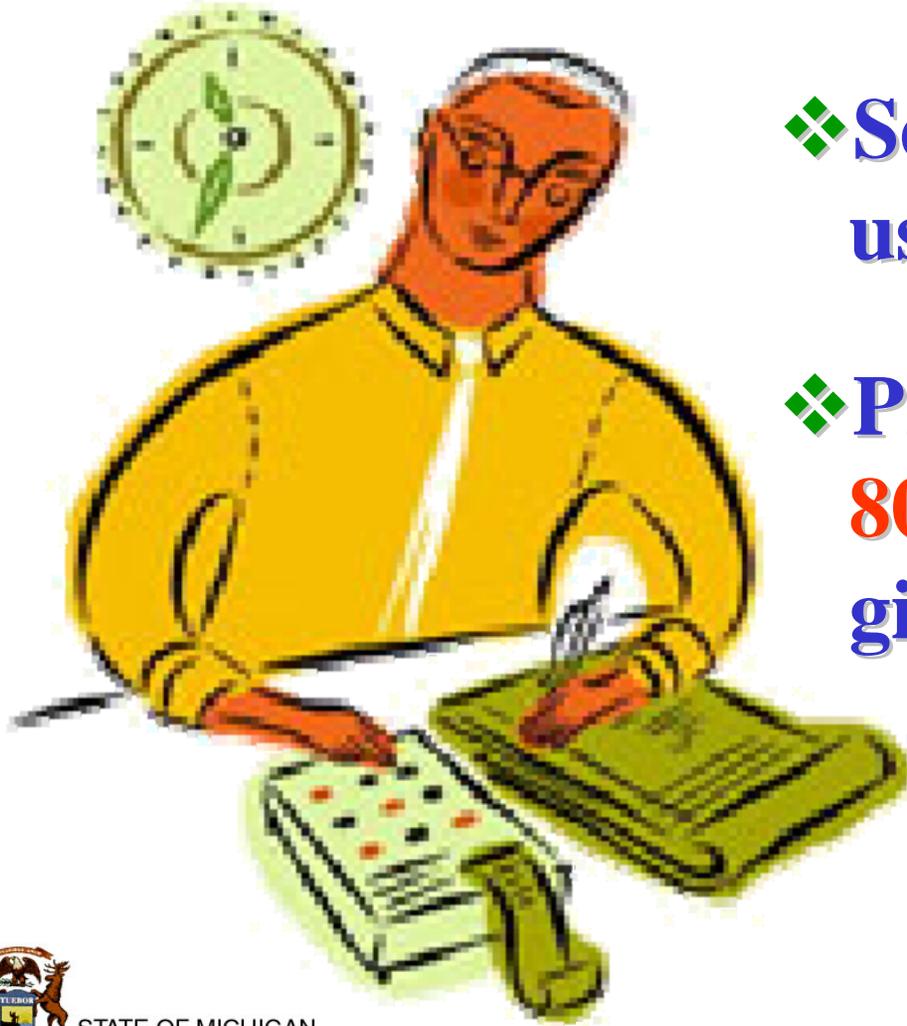


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Proposal Review & Evaluation



- ❖ Section point totals are used as a ranking system
- ❖ Proposals with a score of **80%** or above will be given review priority



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Questions & Answers



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