

# Webinar

## Michigan Skills Alliances Virtual Bidders Conference

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**Bureau of Workforce Transformation**



Working to Create Michigan's Future Today

# *Our Next Generation*

## *Skills Alliance Approach*



- 1. Builds on current successes.**
- 2. Aligns with state's strategic focus on workforce training.**
- 3. Drives focus of efforts regionally *and* in various sectors.**
- 4. Drives long term sustainability of efforts.**

# RFP Part A & Part B

- **Part A: Regional Skills Alliance (RSA)**
  - Tailored specifically to RSAs



- **Part B: Sectoral Skills Alliance (SSA)**
  - Specifically related to SSAs



# Proposal Cover Sheet

- Applicant Information
- Authorized Signatory Information
- Technical Assistance Request
- Funding Request
- Regional/Sectoral Skills Alliance Focus
- Convener Information
- Fiscal Agent



# Galvanizing Issue

- The workforce issue or challenge the Skills Alliance will address
- Applicants will be rated on the identification of the galvanizing issue, description of the issue, and description of the research performed



# Align with State's Strategic Focus on Workforce Training

- MiSAs provide upskilling and career pathway opportunities.
- MiSAs support the state's employers and economic development needs.



# Part A: Regional Reach

Regional Skills Alliance = Specific Region

Cities of Promise



WIRED Regions



Green Economy Hubs



Targeted  
Regions



# Part B: Sectoral Reach

Sectoral Skills Alliance=Specific Industry

**Agriculture**



**Utilities**



**Construction**



**Manufacturing**

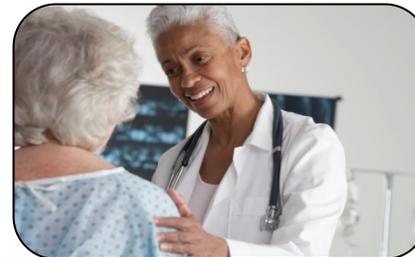


**Targeted Industries**

**Film & Animation**



**Health Care**



# Green



## Green Regional Skills Alliances



## Green Sectoral Skills Alliances



# Eligible Convener Organizations

- Non-Profit Organization
- Local Unit of Government
- Labor Organization
- Business Association
- Economic Development Organization
- Post Secondary Education Institution
- Michigan Works! Agency/Workforce Development Board



# Leadership Requirements



- Coherence
- Voice
- Leadership



# Partnerships

**Education**



**Michigan  
Works!  
Agencies**

**Employers  
DELEG**



# Partnerships

- ✓ Employers
- ✓ Public Workforce System
- ✓ Post Secondary Education Institutions
- ✓ Department of Energy, Labor & Economic Growth (DELEG)
- ✓ Additional Partners...



# Leveraging Resources

**Private  
Sector**



**Public  
Sector**

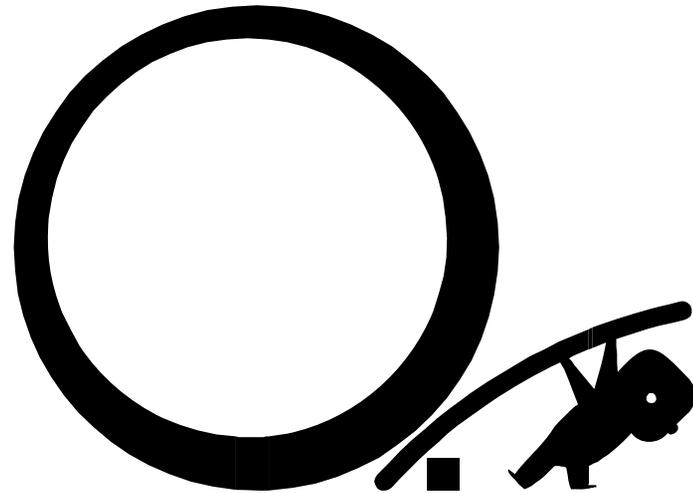
**Others**

**Foundations**



# Leveraged Resources

- Public Sector
- Non-Profit Sector
- Private Sector
- Investor Community
- Philanthropic Community
- Economic Development Community



# Work Plan

- ✓ Address Galvanizing Issue
- ✓ Detail key strategies to achieve goals
- ✓ Identify short and long range goals
- ✓ Labor Market Analysis
- ✓ Assessments of progress
- ✓ Outline deliverables



# Budget & Budget Narrative



- Describe the types of support the Skills Alliance will request
- Budget covering up to 4 years
- Budget Narrative



# Budget & Budget Narrative



Michigan Skills Alliance

## Michigan Skills Alliances

Request for Proposals

Budget Summary-Attachment A



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

Name of Applicant:

	Year 1		Year 2*		Year 3*		Year 4*		Total	Total
	In-Kind/ Other Funding	MiSA Grant Funds								
Personnel									0.00	0.00
Fringe Benefits									0.00	0.00
Travel									0.00	0.00
Supplies & Materials									0.00	0.00
Phone and Fax									0.00	0.00
Postage, Overnight Mail, Shipping									0.00	0.00
Contractual									0.00	0.00
Other									0.00	0.00
<b>Program Subtotal Costs</b>	<b>0.00</b>	<b>0.00</b>								
<b>Program Annual Costs</b>	<b>0.00</b>									

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

\*If applying for multiple-year funding

*Under WIA Title I, Subtitle E, Section 181 (e), funds may not be spent on employment generating activities, economic development and other similar activities unless they are directly related to training for eligible individuals. The focal point of the Michigan Skills Alliances initiative is to solve workforce needs of an industry and to address the need for good jobs by community residents, with the main focus being on the provision of training workers or potential workers at the lower wage end of the industry. The improvement of opportunities in those jobs through training, as well as in jobs at the higher levels of a career ladder through employer outreach and job development activities by the Michigan Skills Alliances is key to the success of the initiative.*

*Section 667.262 of the WIA regulations specifies employment-generating activities that are directly related to the training of eligible individuals as allowable programmatic costs. Because employer outreach and job development activities are intrinsic to the Michigan Skills Alliances activities being performed under the convener roles, the Department of Energy, Labor & Economic Growth has determined that the WIA-funded portion of the Michigan Skills Alliances initiative being used for the convener role are programmatic in nature, and therefore, the WIA administrative cost limitations would not apply.*

DELEG/BWT/RS&D 11/2009

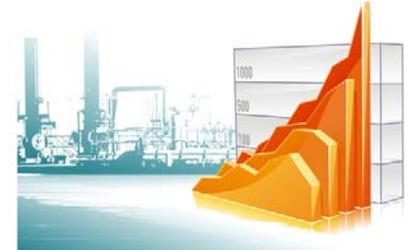


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# Benchmarks & Reporting

- Outcome driven
- Data management
- Systemic changes
- Values to industry
- Impact on economy
- Self evaluation



# Submission Requirements

- ✓ 20 page limit
- ✓ Email to [MiSA@michigan.gov](mailto:MiSA@michigan.gov)
- ✓ Mail 4 hard copies
- ✓ Questions emailed to [MiSA@michigan.gov](mailto:MiSA@michigan.gov)
- ✓ FAQ section includes all questions at [www.michigan.gov/rsa](http://www.michigan.gov/rsa)



# Proposal Review & Evaluation



Michigan Skills Alliances<sup>SM</sup>

- Section point totals are used as a ranking system
- Site visits are a requirement



# Questions & Answers



# Contact Information

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Building a Greener Michigan, a Stronger Future