



Request for Proposals Pre-Bid Webinar

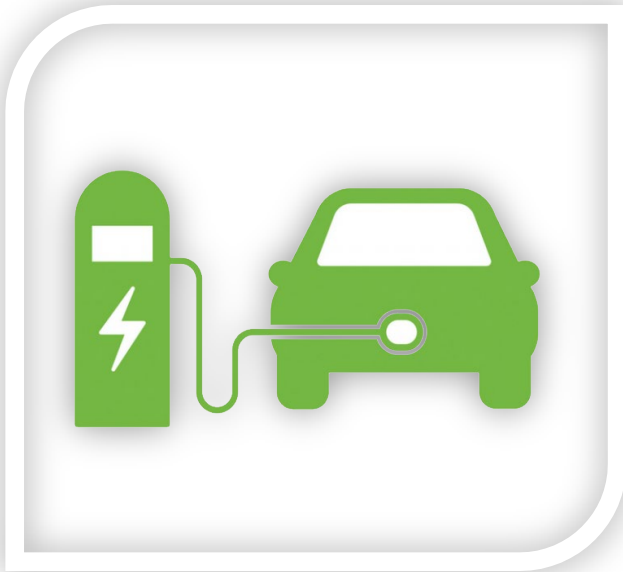
Michigan Revolution for Electrification of Vehicles Academy/Academies (MiREV)
October 1, 2021



Agenda: MiREV

- I. MiREV Grant Request for Proposals (RFP) Basic Information
- II. Purpose
- III. Background and Opportunity
- IV. Scope of Work / Activities
- V. Eligible / Ineligible RFP Respondents
- VI. Required and Recommended Partners
- VII. Allowable Use of Grant Funds
- VIII. Prohibited Uses of Funds
- IX. RFP Tools
- X. Timeline

I. Request for Proposal Basic Information



- **Award Amounts:**
Awards range from \$900,000 to \$1,500,000
- **Grant Program Dates:**
January 19, 2022 – January 17, 2027
- **Deadline for Proposal Submissions:**
Monday, November 8, 2021, by 5 PM



II. Purpose



- Creation of strategic partnerships and Employer Lead Collaborative (ELC)

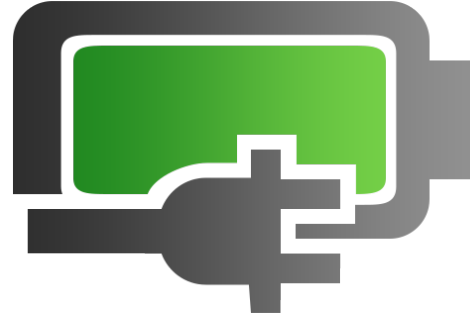


- Facilitate pre- and post-hire education and training academy/academies



- Support proactive reskilling and upskilling

III. Background and Opportunity



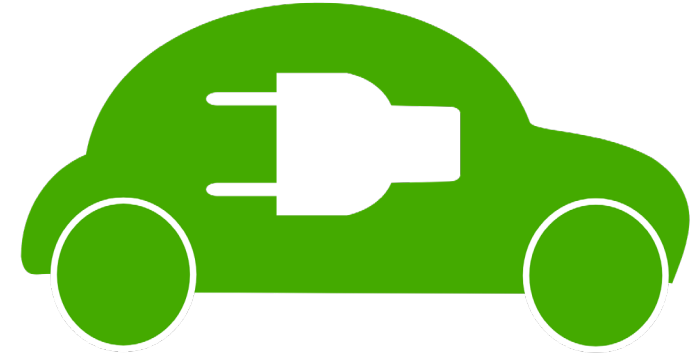
- Rapid growth of automotive mobility and electrification
- Projected between 1.4 and 2.6 million jobs lost by 2051
- Projected job creation of between 700,000 and 1.7 million
- Establishment of partnerships to support future workforce talent



IV. Scope of Work/Activities

Successful RFP Respondent(s) must:

- Be a neutral host organization
- Possess the capacity and experience to support ELC(s)
- Facilitate discussions about industry workforce challenges



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IV. Scope of Work/Activities (continued)

Successful RFP Respondent(s) must:

- Define a work plan to support the ELCs surrounding the production of an electrification and mobility talent pipeline
- Demand planning – identification of projected job openings
- Identification of competencies, credentials and hiring requirements
- Reskill and upskill incumbent workers
- Training opportunities for job seekers
- Career pathways
- Career awareness, exploration and promotion of the automotive mobility and electrification

IV. Scope of Work/Activities (continued)

Coordination between employers to share challenges and talent management strategies:

- Unfilled job openings
- Onboard, train, reskill, upskill and retain
- Expand customized talent solutions/strategies to close skill gaps
- Career advancement, turnover and retention
- Increase diversity, equity and inclusion
- Support employer activities
- Develop career pathways
- Economic development

V. Eligible/Ineligible RFP Respondents

Eligible Respondents:

- Chambers of Commerce
- Economic Development Organizations
- Employer / Business / Industry Associations
- ELCs (Groups of employers, multiple employers – three or more)
- Labor Organizations
- Michigan Works! Agencies (MWA) Workforce Development Boards
- Nonprofit Organizations

V. Eligible/Ineligible RFP Respondents (continued)

Ineligible Respondents:

- Single, individual employers
- Education and training institutions whose primary function is training
 - Education and training institutions are a required partner and should be used as a potential pipeline provider, not a driver of the ELC
- Organizations submitting multiple applications

VI. Required Partners

- Employers with documented electrification and mobility talent need (3 or more)
- Labor Organizations, if applicable
- MWAs
- Postsecondary Educational Institutions*
- Secondary Educational Institutions*

**** Required partners but are not eligible to respond to the RFP***

VI. Recommended Partners

- Apprenticeship Intermediaries (Region or Sector)
- Business Associations or Chambers of Commerce
- Other public agencies or non-profit organizations
- Mobility Talent Development Liaison
- Veteran Employment Services
- Vocational Rehabilitation

Important Note:

Proposals which include all Recommended Partners listed above will receive bonus points during proposal scoring

VII. Allowable Uses of Grant Funds

ELC Development and Implementation Activities

- Set up relevant partner discussion sessions and planning meetings
- Convene, coordinate and implement ELC planning
- Communication with communities related to ELC activities
- Research related to project goals and objectives
- Collect and review technical information to partners and stakeholders
- Monitor progress of participants in training and employment

VII. Allowable Uses of Grant Funds (continued)

Education and Training Activities

- Develop new and/or align existing education and training curriculum
- Develop industry-recognized credentials
- Training for skills gaps identified by employers
- School-to-work activities
- Apprenticeships
- Internships
- Co-op programs
- Recruiting students and job seekers

VII. Allowable Uses of Grant Funds (continued)

Employer Support

- Providing technical assistance and mentor training to employers

Administrative Costs

- General administrative costs (limited to 7% of program costs)
- Expenses not included in application budget require prior approval

Participant Training

- Grant funds may be used to support tuition and related education and training costs

VII. Allowable Uses of Grant Funds (continued)

Supportive Services

- Service costs are only allowed for enrollees of MiREV training
- Necessary needs-related payments to allow participation in apprenticeship
- Examples of supportive services:
 - transportation, childcare, dependent care and housing
- Costs for support services must be under 10% of grant funds

VIII. Prohibited Uses of Grant Funds



- **Participant Wages or Stipends**
- **Salary Caps**
- **Equipment**



IX. RFP Tools: Performance Measures

- Total employers involved in the ELC
- Total of other stakeholders / partners in the ELC
- Total participants enrolled in training
- Total participants completing training
- Total industry recognized credentials / certifications earned for high-wage, high-demand occupations
- Total participants unemployed / underemployed prior to training
- Total participants employed due to training completion
- Total employees retained after six months
- Total participants from all underrepresented populations
- Amount of participants' earnings increased annually due to skill attainment
- Respondent – Specific Performance Measure(s)

IX. RFP Tool: Budget

- Proposed budgets are negotiable and contingent upon grant award and availability of funds
- Project consideration factors
 - Budget
 - Available resources
 - Dollar amounts
 - Adherence to the RFP

Budget Detail		
Employer-Led Collaborative Development and Implementation Activities	Grant Costs	Leveraged Dollars
1. Salaries/Personnel		
2. Fringe Benefits		
3. Travel		
4. Supplies		
5. ELC Staff and Member Training		
6. Contractual Costs		
7. Outreach/Digital and Print		
8. Other		
Employer-Led Collaborative Activities Subtotals		
Training Activities*	Grant Costs	Leveraged Dollars
1.		
2.		
3.		
4.		
5.		
Training Activities Subtotals		
Administration (not to exceed 8%)		
Total Budget		

IX. RFP Tool: Proposal Checklist

- ☐ Cover Page
- ☐ Narrative
- ☐ Budget Worksheet
- ☐ Cost detail
- ☐ Costs match budget
- ☐ Budget narrative
- ☐ Projected performance outcomes
- ☐ ELC – required entities and recommended partners
- ☐ Letters of Commitment
- ☐ MiREV proposals are due **Monday, November 8, 2021, 5:00 PM**

Submit via email to LEO-MiREV@michigan.gov



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IX. RFP Tool: Proposal Scoring

- RFP Compliance (Up to 5 Points)
- Required Partner Composition & Experience Narrative (Up to 10 Points)
- Recommended Partner Bonus (1 Point/partner up to 5 Points)
- Scope of Work (Up to 30 Points)
- Project Work Plan (Up to 15 Points)
- Staff Competence, Experience & Capacity* (Up to 10 Points)
- Performance Measures and Proposed Outcomes (Up to 10 Points)
- Budget/Budget Narrative (Up to 10 Points)
- Sustainability Plan (Up to 10 Points)

****Bonus Points – Staff Experience***

- Talent Pipeline Academy (TPM) Completion (5 Points)
- Current student in TPM (3 Bonus Points)
- Commitment to apply to TPM (1 Point)

TOTAL POINTS AVAILABLE: 100/110

X. RFP Timeline

DATE	ACTIVITY
Wednesday, September 22, 2021	RFP Posted
Friday, October 1, 2021, 10:00 AM	Pre-Bid Webinar
Monday, November 8, 2021	Deadline for Submission
Monday, December 13, 2021	Awardees Notified
Wednesday, January 19, 2022	Awards Announced
Tuesday, December 21, 2021	Grant Orientation Meeting
January 19, 2022 – January 18, 2027	Grant Period of Performance



Pre-Bid Webinar Questions

- Recording of the Webinar, PowerPoint presentation and Frequently Asked Questions will be posted within two (2) business days at:
Michigan.gov/MICA
- Questions can be sent to: ***LEO-MiREV@michigan.gov***
- FAQs will be updated online (***Michigan.gov/MICA***) as questions are received



**Michigan Department of Labor & Economic Opportunity
Workforce Development**

MiREV RFP

EMAIL: LEO-MiREV@michigan.gov

WEB: www.michigan.gov/mica