

# Merrimack Valley Workforce Investment Board

Vendor Meeting  
October 8, 2009



# Welcome & Overview

- American Recovery & Reinvestment Act (ARRA) signed into law February, 2009
- MVWIB awarded \$3.4 million ARRA funding
- Approximately \$1.5 million allocated to Youth Programming, including nearly \$1 million for Youth Summer Job Wages
- Nearly \$1 million allocated for WIA Title I Adult, Dislocated Worker, and Youth Training Programs

# Welcome & Overview

- MVWIB looking for new and innovative training programs and strategies
- ARRA training funds allocated to:
  - Group Training Programs
  - Customized Training Programs
- Encourage vendor collaborations that focus on:
  - Health Care, Manufacturing, Green Jobs, and Basic Skills Development (proficiency in Math, Reading and English)

# Individual Training Account (ITA) System

- Eligibility for training under the Workforce Investment Act
- Individual Training Accounts
- Training Pro, a web-based vendor eligibility software application.
- Training Pro Web Site-  
<http://web.detma.org/provider/prl.asp>
- Contact information for Training Pro:  
Mark Shore-617-626-5335; [mshore@detma.org](mailto:mshore@detma.org)

# Individual Training Account (ITA) System

- Minimum Criteria for ITA approval
  1. Fiscal Capacity, Financial Stability-satisfied by licensure/accreditation by the MA Department of Elementary and Secondary Education (DESE), MA Board of Higher Education, New England Association of Schools and Colleges (NEASC) or other recognized accrediting agencies
  2. Programmatic Capacity-satisfied by licensure/accreditation by DESE, MA Board of Higher Education, NEASC or other recognized accrediting agencies

# Individual Training Account (ITA) System

- Performance Measures:
  1. Program Completion Rate: 80%
  2. Entered Employment Rate: 75%
  3. Minimum Hourly Placement Rate: \$10.00

# Available Funding for ITAs

- Low Income Adults-\$200,000
- Dislocated Workers-\$43,000
- Eligible Youth-\$123,000

# Request for Proposals (RFP)

- A. Group Occupational Skills-  
Adult, Dislocated Worker, Older Youth
- B. Customized Training
- C. Youth
- D. Process

# Group Occupational Skills and Customized Training

- The MVWIB has set aside approximately \$630,000 for Occupational and Customized Skill Training activities
- Programs are targeted for WIA/ARRA eligible Low Income Adults, Dislocated Workers, and Older Youth
- Participants for all ARRA/WIA funded programs must be determined eligible by the Valley Works Career Center prior to enrollment in an activity.
- Priority for funding will be given to proposals providing training in the critical and emerging industries, occupations and sectors identified by the MVWIB in its Strategic Plan.
- The only positive outcome from these programs is: Full time employment in a training related occupation at the negotiated wage for 30 days. All outcomes must occur within 90 days of participants last program service.

# A. Group Occupational Skills Training RFP

- Designed to engage multiple participants in occupational skills training in a specific job or jobs
- Proposers in this category may identify specific eligible target groups (adults, dislocated workers, older youth, women, people with disabilities, etc.) and specific entrance requirements for the proposed training
- ABE/GED/ESOL training specific or required educational remediation may be incorporated within the program design
- Programs must ensure the attainment of national and/or industry recognized skill or educational credentials
- Proposers must demonstrate the active involvement of employers in program design and operation

# A. Group Occupational Skills Training RFP

- Targeted industries and occupations identified by the MVWIB Strategic Plan and ARRA funding will be given priority for funding. (Manufacturing, Healthcare, Life Sciences, Green Jobs)
- Labor market and employer justification will be required for training not included in the targeted industries and occupations.
- Training designs may be flexible and sequential in nature
- The MVWIB will not fund proposals for currently approved ITA training activities where there have been more than five enrollments via ITAs over the last two years.
- Proposals that include existing ITA training activities must demonstrate substantial additions/enhancement to the training program as well as financial economies gained through group funding.

## B. Customized Training RFP

- Opportunity for a company or group of companies to obtain training designed to meet their specific requirements.
- Requires a commitment by employer(s) to hire trainees successfully completing training program
- Requires matching cash or in kind support by the employer for at least 50% of the cost of training\*
- RFP will be issued on a rolling basis (likely quarterly)
- Priority will be given to proposers in the MVWIB identified targeted industries

\* The MVWIB has requested through the State that USDOL issue a waiver to the Commonwealth that will reduce the amount of required match from 10% to a maximum of 50% depending on the size of the employers workforce.

# C. Youth RFPs in Development

## In-School Youth RFP

- Goals – Drop-out prevention, work readiness, work experience and eventual unsubsidized employment in one of MVWIB's critical or emerging industries.
- Target group – Juniors/seniors at risk of dropping out with no immediate post-secondary aspirations.
- New services to In-School Youth ensuring that the limited Workforce Development Funds are not being utilized to replicate existing services.
- Group programming requiring provider partnerships.
- Examples: Schools, occupational skills trainers, CBOs, social service organizations, employers.

# C. Youth RFPs in Development

## Out of School Youth RFP

- Goal - Unsubsidized employment in one of MVWIB's critical or emerging industries.
- Target group - WIA Eligible out-of-school youth ages 16 – 21.

## D. Process

- Announcement and Legal Notice
- Technical Assistance Period
- Bidder's Conference/ RFP release

# Process

- Letter of Intent
- Proposal Submission
- Review and Award

# Process

- Negotiation
- Contracting
- Implementation



# Questions & Answers