



# Next Generation Industry Partnership Grants

November 2018



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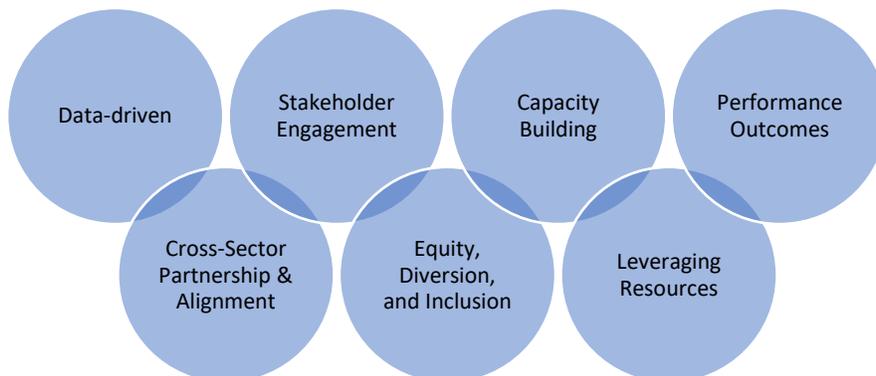
## Application Materials and Bidder’s Webinar

All PAsmart funding application materials, including the PAsmart Framework, proposal requirements and forms, FAQs, and webinar information are posted:

<https://www.governor.pa.gov/PAsmart-Grants>

The bidder’s webinar for the Next Generation Industry Partnership convening and implementation grants will be: Thursday, November 15 at 9:30 AM and Monday, November 19, 2018 at 11:30 AM.

All Next Generation Industry Partnership convening and implementation grant applications are due Friday, December 14, 2018 at 11:59 PM EST; and will be scored on a first come first served basis.



## PAsmart Framework

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### What is PAsmart?

In response to the Governor's Middle Class Task Force findings, Governor Wolf proposed the PAsmart initiative, a new strategic approach to education and workforce development. The PAsmart initiative is designed to address the feedback Pennsylvanians shared with the Middle Class Task Force, to better align education, workforce, and economic development initiatives and funding.

By working in a smarter, more coordinated way, PAsmart makes public programs and initiatives more accessible and easier to navigate so Pennsylvanians can develop the skills and abilities they need to obtain quality jobs, and businesses can recruit and retain skilled workers.

PAsmart is based on four goals:

1. Strategically investing resources in initiatives to support economic growth, and education and training opportunities;
2. Achieving successful outcomes for Pennsylvania students, workers, businesses, and communities;
3. Improving coordination and alignment of education and workforce development programs, services, and funding; and
4. Transforming inter-agency, cross-sector collaboration around education, workforce, and economic development at state, regional, and local levels.

As part of the PAsmart initiative, the FY2018-19 Enacted Budget included \$30 million for strategic, competitive, and cross-sector investments focused on meeting the education and workforce development needs of students, workers, employers, and communities across Pennsylvania, including those disconnected from education and workforce opportunities (e.g. opportunity youth and young adults, long-term unemployed, etc.). PAsmart grants funded by this investment will support cross-sector partnerships to address unique local, regional, and statewide education, workforce, and economic needs. Funding will support a variety of projects, but should be data-driven, align with and leverage existing initiatives and resources, and have a measurable impact.

### PAsmart Framework Principles and Funding Priorities

PAsmart is designed to provide flexible resources to support innovation, and cross-sector alignment and collaboration, to increase equity, remove barriers to access, and build on existing initiatives and fill gaps, to better serve Pennsylvania students, workers, businesses, and communities. PAsmart grants will support the following principles and funding priorities:

For more information on the PAsmart Framework principles and funding priorities for the 2018 PAsmart grant opportunities, refer to: <https://www.governor.pa.gov/PAsmart-Grants>

## Supporting Next Generation Industry Partnerships

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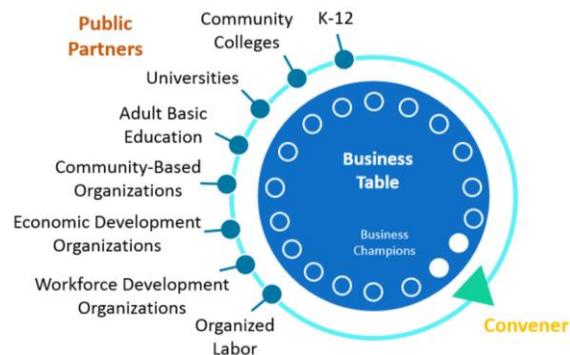
The information below is provided to applicants with developing proposals for the 2018-19 Governor's PAsmart Next Generation Industry Partnerships grants. Awarded grantees will be selected based on the evaluation criteria described below.

## What are Next Generation Industry Partnerships?

Pennsylvania is a national leader in Next Generation Industry Partnerships (Next Gen IPs), a sector strategy to coordinate and align workforce, education, economic development, and other public and community partners to support an industry. A Next Gen IP is a partnership of businesses, from the same industry and in a shared labor market region, that work with economic development, education, workforce development, and other public and community partners to address the overall competitiveness needs of the targeted industry. By addressing these business-driven priorities, Next Gen IPs not only support the overall competitiveness of an industry and regional economy, but also benefit workers, students, and the broader community.

Next Gen IPs facilitate businesses identifying their workforce, education, and economic development needs, and coordinate regional support teams, consisting of public and community partners, responding to business-identified priorities. This structure supports businesses driving the partnership's agenda and the regional support team working together with business to support these priorities. Since Next Gen IPs are organized around the topics that impact business leaders most, they are sustainable over time.

Pennsylvania has embraced this model because Next Gen IPs support training and credential attainment, increased wages, talent recruitment, networking and collaboration across an industry, and increased career and industry awareness, among other benefits. Effective Next Generation IPs enhance industry competitiveness, strengthen regional economies, connect people to career pathways, and promote cross-sector collaboration.



The goals of these Next Gen IP grants are to:

- Improve the coordination and alignment of economic development, education, and workforce development programs, services, and funding to better engage industry, achieve the goals of the WIOA Combined State Plan, and realize Governor Wolf's goals of creating Jobs that Pay, Schools that Teach, and Government That Works.
- Address the workforce and economic development needs of Pennsylvania industries through strategies that address economies of scale, and demand-driven, continuous improvement, coordination of effort.
- Increase the number Next Generation IPs at the local, regional and state level representing key targeted industry sectors.

### Next Generation Industry Partnership Grants

The Pennsylvania State Workforce Development Board (PA WDB), in partnership with the Department of Labor & Industry (L&I), is pleased to issue this Notice of Grant Availability for up to \$4.6 million in grants to fund the development, launch, implementation, and technical assistance of Next Generation IPs that are demand-driven in addressing the workforce, economic development, and educational needs of Pennsylvania industries. Applicants may apply for two types of funds, each with its own purpose:

1. **Convening Grants:** Up to \$750,000 for the convening and coordination of Next Gen IPs, including preparing to launch to implementation.
2. **Implementation Grants:** Up to \$3.85 million for the implementation of a Next Gen IP's business-driven priorities and action plan.

Applicants are eligible to apply for both convening and implementation grants for the same partnership. Applicants are not required to be awarded a convening grant to be eligible to apply for an implementation grant. Funds will be awarded to partnerships that adhere to the business-driven Next Gen IP model and meet the criteria outlined herein.

### Targeted Industry Clusters

Next Generation IPs grants are available to partnerships in the following twelve (12) recognized industry clusters:

- Advanced Manufacturing
- Agriculture and Food Production
- Bio Medical
- Building and Construction
- Business Services
- Education
- Energy
- Healthcare
- Hospitality, Leisure, and Entertainment
- Logistics and Transportation
- Real Estate, Finance, and Insurance
- Wood, Wood Products, and Publishing

### Next Generation Industry Partnership Grant Activities

Effective partnerships will utilize Next Gen IP funding to support the business-driven priorities that enhance the competitiveness of the industry. The activities supported may include but are not limited to the following:

- Identifying the shared competitiveness needs of the industry:
  - **Workforce development** needs (e.g. creating career pathways, creating Registered Apprenticeships and Pre-apprenticeships, worker training, closing skill gaps, credential and certification attainment critical to competitiveness and innovation in the industry cluster, etc.);
  - **Economic development** needs (e.g. infrastructure, supply chain issues, access to capital, permitting issues, expansion/relocation); and
  - **Education needs** (e.g. career and industry awareness, creating curriculum to meet the needs of business in the region, work-based learning opportunities and pipeline development, etc.).
- Sharing information, ideas, challenges, and best practices common to the industry.
- Creating economies of scale by addressing the workforce, economic development, and education needs of multiple businesses.

- Collaborating with PA CareerLink® Centers, youth councils, business-education partnerships, intermediate units, secondary and postsecondary educational institutions, educators, parents, career counselors, career and technical educational institutions, and higher education providers to address the challenges of connecting adults and youth with barriers to employment to careers.
- Assisting companies in addressing common human resource challenges and implementing best organizational practices that grow more jobs that pay, including but not limited to employee recruitment and retention, retraining incumbent workers, adopting new technologies, fostering experiential and contextualized on-the-job learning, developing and strengthening career pathways within and across companies, and enabling entry-level workers to improve skills and advance to higher-wage jobs.

### Regional Support Teams

In addition to being business-led, each partnership must have a strong regional support team. The regional support team should consist of public and community partners that work collaboratively with the industry to address the partnerships' business-led priorities. Each partnership must have workforce, education, and economic development partners. In addition to this requirement, partnerships should also collaborate with other public and community partners, if available in the region and industry. Regional support teams should include, but are not limited to:

- Economic Development Partners
  - PREP Partners
  - Chambers of Commerce
  - Local Development Districts
  - Small Business Development Centers
- Education Partners
  - K-12/ Local Education
  - Intermediate Units
  - Career & Technical Education
  - Colleges and Universities
  - Adult Basic Education
  - Public Libraries
- Workforce Development Partners
  - Local Workforce Development Boards
  - PA CareerLink® Partners
  - Business Service Teams
  - WIOA Core Programs
- Labor and Apprenticeship Organizations
- Industry Associations
- Human Services Partners
- Criminal Justice Partners
- Nonprofits and Community-Based Organizations

Not all public and community partners on the regional support team must be involved in all activities of the Next Gen IP. Once Next Gen IP priorities are established, the partnership must form action teams to address each priority. The formation of action teams is a critical step that requires as much care as preparing for the original partnership launch. Over time, this includes selecting the right public partners,

thoughtfully bringing together businesses and regional support team partners to create an effective action team, and taking steps to sustain the action team in driving results.

### **Technical Assistance**

Technical assistance is offered by a state Next Gen IP Leadership Team consisting of commonwealth staff, and public and private partners. Awarded grantees are required to frequently report on and interact with the Next Gen IP Leadership Team to provide feedback on partnership progress, the role of the regional support team, and inform state-level policies and strategies that support industry competitiveness. Technical assistance is also available to support partnerships transitioning to the Next Gen IP model or looking for general strategic guidance. For more information on technical assistance, please email [PAsmart@pa.gov](mailto:PAsmart@pa.gov).

## **1. Convening Next Generation Industry Partnerships**

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Up to \$750,000 of Next Generation Industry Partnership funds is available to support the convening and coordination of Next Gen IPs. Convening grant applications will be accepted until December 14, 2018 at 11:59 PM EST. Additional rounds may be announced, based on the availability of funds.

Grant awards are contingent on the availability of funds. The applicant understands that this program is funded with public tax dollars and certain information about use of funds and activities of the Next Gen IPs may be made available to the public.

### **Eligibility**

Local Workforce Development Boards (LWDB) will serve as fiscal agent for all grant awards. Eligible applicants include LWDBs, labor organizations, economic development organizations, industry associations, local education agencies, education intermediaries, post-secondary education providers, community-based organizations, libraries, and nonprofits.

### **Funding**

The Governor's PAsmart Next Generation Industry Partnership initiative offers eligible applicants the opportunity to apply for competitive funding up to \$45,000 per partnership, depending on appropriateness and regional size of partnership. A multi-LWDB partnership must elect one (1) LWDB from the areas being served to act as fiscal agent for the collaborative.

The Next Generation Industry Partnership Convening Grants require at least a \$1:1 in-kind match.

### **Funding Priorities**

Convening grants will support the development, coordination, implementation, and sustainability of partnerships as they develop into a high-performing partnership.

- Partnership aligns with the PAsmart Framework principles and funding priorities.
- Applicants must demonstrate their ability and approach to convene a partnership that meets criteria outlined in Appendix A.
- Preference will be given to partnerships that demonstrate innovative financial models that leverage additional funding (e.g. public, private, corporate, philanthropic, nonprofit, community-based organization), or exceed the in-kind match requirement or provide a cash match.

## Eligible Expenses

Next Gen IP convening grants may be used for pre-launch and post-launch activities including, but not limited to:

- Building and maintaining a regional support team.
- Defining the scope of industry focus using labor market information and on-the-ground knowledge about regional industries.
- Facilitating a Next Gen IP launch.
- Procuring consulting and/or facilitation services that use the Next Generation Industry Partnership model.
- Attending commonwealth-sponsored Next Gen IP trainings or events.
- Recruiting business champions and business partners from the defined industry of focus.
- Organizing and facilitating partnership meetings for businesses and the regional support team to discuss local competitiveness needs.
- Working with businesses to determine the partnership priorities.
- Developing a post-launch action plan.
- Maintaining and sustaining partnership post-launch.
- Procuring consulting, technical assistance and convening/facilitation services that use the Next Generation Industry Partnership model.

Next Gen IP convening grant funds may not be used for:

- Indirect costs, alcohol, entertainment, and other unallowable expenses as listed in state guidance.
- Procurement of lobbying services or payment of fines or reparations resulting from lawsuits; citations, or regulatory actions.
- Foreign travel.
- Leasing and capital expenses such as construction and equipment.
- Costs incurred outside of the activity period identified in the grant agreement between L&I and the applicant.
- Other expenses deemed ineligible by L&I.

Due to the limited amount of funding available, only items and activities directly related to eligible programs and activities covered in this request for application will be funded by the Next Gen IP convening grant. Applicants may not request more than 10 percent of the total grant for administration.

All budgets will be reviewed to evaluate appropriateness and connection to proposed grant activities and goals.

## Evaluation Criteria-Convening

Applications will be evaluated by an inter-agency team and reviewed based on the following criteria:

### 1. **Goals and Objectives (5 points)**

Summarize the goals and objectives of the partnership and any activities to-date, including the launch/relaunch process, meetings, convener and regional support team priorities and activities, partnership strategies and challenges, as well as alignment to the goals of the Governor's PAsmart initiative and the PAsmart Framework principles and funding priorities. Demonstrate how the partnership meets the convening criteria in Appendix A.

2. **Partnership Analysis (20 points total)**

Provide a detailed summary of your proposed partnership. Your summary must align with the attached Partnership Form. Your summary must:

- **Industry Cluster:** Describe how the region and scope of the industry cluster were determined and the need for the partnership.
- **Partnership Convener/Convening Team:** Identify and provide contact information for the individual(s) that will serve as partnership convener or as members of a co-led convening team. Include details on roles and responsibilities of each convener. If utilizing a convening team, please explain how the responsibilities be distributed. Include information on who will facilitate the launch meeting.
- **Regional Support Team:** Identify or outline a strategy to identify the public and community partners that will make up the partnership’s regional support team. Each proposal must also submit at least three (3) letters of support from regional support team members as an attachment, including at least one (1) from an economic development partner, one (1) from an education partner, and one (1) from a workforce development partner.
- **Business Membership and Champions:** Identify or outline a strategy to identify and recruit businesses and business champions to participate in the partnership and highlight the business champions. Identify any potential recruitment challenges, and strategies to address them.
- **Partnership Launch:** If the partnership has not launched, provide details on the steps the partnership will take to launch, including a target launch date within three months of award. If the partnership has launched, summarize the launch, subsequent meetings, including the date(s), attendance, business-driven priorities, action plan, action teams and members, and outcomes.

3. **Convening Activities (25 points)**

Describe the proposed activities using the Next Gen IP convening grant and how the funds will advance the partnership.

4. **Cross-Sector Alignment (15 points)**

Summarize how the partnership will align with existing workforce, education and economic development initiatives and programs, including current labor market information, the Pennsylvania WIOA Combined State Plan and relevant Regional and Local Plans, Future Ready and School Guidance Plans, Engage!, WEDnet, Registered Apprenticeship and Pre-apprenticeship grants, Teacher in the Workplace and Business-Education Partnerships, etc.

5. **Expected Program Outcomes and Assessment (10 points)**

Describe how the partnership will measure its success. Outcomes are stated in measurable and timely terms including baseline information and expected improvement, and there is a clear plan for assessing the impact of the program being funded through the grant. All partnerships are expected to report on the Next Gen IP statewide metrics as approved by the PA WDB.

**6. Partnership Sustainability (10 points)**

Partnerships must indicate their ability and approach to define and demonstrate being demand-driven and its return on investment to the industry sector. Specifically, addressing sustainability across administration and operational functions by leveraging multiple funding sources as well as a declining reliance on fluctuating levels of public funding over partnership growth periods. Public sector partners must also demonstrate commitment to their ability to effectively and efficiently coordinate business engagement and utilize public sector policies and funds, as appropriate.

**7. Budget information (15 points)**

Budget information is accurate and itemized using a per-unit cost and total expenditure. Applicants must use the required Budget Form as part of its submission.

**Required Attachments**

- Letter of Support – Economic Development
- Letter of Support – Education
- Letter of Support – Workforce Development
- Partnership Membership Form
- Budget Form

Applications that do not include all the required information will not be considered for funding.

## **2. Implementing Next Generation Industry Partnerships**

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Up to \$3,850,000 of Next Generation IP funds are available to support the implementation of Next Generation IP business-driven priorities and action plans. Implementation grant applications will be accepted until December 14, 2018 at 11:59 PM EST. Additional rounds may be announced, based on the availability of funds.

Grant awards are contingent on the availability of funds. The applicant understands that this program is funded with public tax dollars and certain information about use of funds and activities of the Next Gen IPs may be made available to the public.

**Eligibility**

Local Workforce Development Boards (LWDB) will serve as fiscal agent for all grant awards. Eligible applicants include LWDBs, labor organizations, economic development organizations, industry associations, local education agencies, education intermediaries, post-secondary education providers, community-based organizations, libraries, and nonprofits.

**Funding**

The Governor’s PAsmart Next Generation Industry Partnership Initiative offers eligible applicants the opportunity to apply for competitive funding up to \$250,000 per partnership, depending on appropriateness and regional size of partnership. A multi-LWDB partnership must elect one (1) LWDB from the areas being served to act as fiscal agent for the collaborative. The Next Generation Industry Partnership implementation grants require a private sector cash match of at least 50 percent.

## Funding Priorities

Implementation grants will support the implementation of a partnership's business-driven priorities and action plan to support the overall competitiveness of the industry.

- Partnership aligns with the PAsmart Framework principles and funding priorities.
- Applicants must demonstrate their ability and approach to partnership implementation that meets criteria outlined in Appendix B.
- Preference will be given to partnerships that demonstrate innovative financial models that leverage additional funding (e.g. public, private, corporate, philanthropic, nonprofit, community-based organization), or exceed the 50 percent cash match requirement.

## Eligible Expenses

Implementation activities will vary based on the partnership's business-driven priorities and action plan. Implementation grant applications must specify how implementation grants align with other funding sources that can support implementation. Next Gen IP implementation grants may be used for, but are not limited to:

### Workforce Development

- Definition and resolution of key talent recruitment and retention issues
- Worker Training (Short-term training, Consortia training, Long-term training and education programs - including career pathways)
- Work experience/internships
- Registered Apprenticeships/Work-based learning

### Education

- Aligning curriculum with business needs
- Aligning/Providing career awareness to students, parents, educators, and administrators
- Leveraging programs of study and career readiness activities across secondary and post-secondary education

### Economic Development

- Coordinated outreach of the region and industry
- Supply chain mapping and coordination
- Business-to-business networking

### Other Costs

- Aligning public sector business engagement services to a demand-driven approach that benefits Pennsylvania workers and businesses
- Developing and implementing sector strategies that promote in-demand as well as competitive opportunities for Pennsylvania industries and occupations.
- Addressing workforce gaps and readiness factors (e.g. workforce supply, skills gaps) within and across targeted industry clusters

### Next Gen IP Implementation grant funds may not be used for:

- Indirect costs, alcohol, entertainment, and other unallowable expenses as listed in state guidance.
- Procurement of lobbying services or payment of fines or reparations resulting from lawsuits; citations, or regulatory actions.

- Foreign travel.
- Leasing and capital expenses such as construction and equipment.
- Costs incurred outside of the activity period identified in the formal grant contract between L&I and the applicant.
- Other expenses deemed ineligible by L&I.

Due to the limited funding available, only items and activities directly related to eligible programs and activities covered in this request for application will be funded by the Next Gen IP implementation grant. Applicants may not request more than 10 percent of the total grant for administration of the partnership.

All budgets will be reviewed to evaluate appropriateness and connection to proposed grant activities and goals.

### **Evaluation Criteria-Implementation**

Applications will be evaluated by an inter-agency team and reviewed based on the following criteria:

**1. Goals and Objectives (5 points)**

Goals and objectives of the partnership and its activities to-date, including the launch/relaunch process, meetings, convener and regional support team priorities and activities, partnership strategies and challenges, as well as alignment to the goals of the Governor’s PAsmart initiative and the PAsmart Framework principles and funding priorities. Demonstrate how the partnership meets the convening implementation criteria in Appendix B.

**2. Partnership Analysis (10 points)**

Describe the partnership, including:

- **Business-driven Priorities and Action Plan:** Provide the current business-driven priorities and action plan. Include the required completion of the Partnership Form.
- **Partnership Convener/Convening Team:** Identify the individual(s) that will serve as convener and demonstrate the roles, responsibilities and level of expertise of the convener/convening team members.
- **Regional Support Team:** Describe the partnership’s strategy to sustain public and community partners engagement in the regional support team. Each proposal must also submit at least three (3) letters of support from regional support team members as an attachment, including at least one (1) from an economic development partner, one (1) from an education partner, and one (1) from a workforce development partner.
- **Business Engagement Strategies:** Describe the plan to sustain business engagement and partnership membership, including the strategies and techniques to operationalize the partnerships’ plan, membership and meeting activities, and how the team measures and addresses business-drive priorities.

**3. Proposed Implementation Activities (25 points)**

Describe the work the be done using Next Gen IP implementation grant funds. In this description, include:

- a. How the implementation funds will be used to address business-driven priorities and

action items.

- b. Which business-driven priorities will be addressed in priority order.
- c. Identify other funding sources that can supplement the implementation grant.

**4. Cross-Sector Alignment (15 points):**

Summarize how the partnership will align with existing workforce, education and economic development initiatives and programs, including currently labor market information, the Pennsylvania WIOA Combined State Plan and relevant Regional and Local Plans, Future Ready and School Guidance Plans, Engage!, WEDnet, Registered Apprenticeship/Pre-Apprenticeship grants, Teacher in the Workplace and Business-Education Partnerships, etc.

**5. Performance Outcomes and Assessment (10 points)**

Describe how the partnership will measure its success. Specific deliverables and outcomes are stated in measurable and timely terms including baseline information and expected improvement, and there is a clear plan for assessing the impact of the program being funded through the grant. Performance outcomes may include metrics such as hiring, recruitment, participation, and accomplishing business-driven priorities and action items. All partnerships are expected to report on the Next Gen IP statewide metrics as approved by the PA WDB.

**6. Partnership Sustainability (20 points)**

Partnerships must indicate their ability and approach to define and demonstrate being demand-driven and its return on investment to the industry sector. Specifically, addressing sustainability across administration and operational functions by leveraging multiple funding sources as well as a declining reliance on fluctuating levels of public funding over partnership growth periods. Public sector partners must also demonstrate commitment to their ability to effectively and efficiently coordinate business engagement and utilization of public sector policies and funds, as appropriate.

**7. Budget information (15 points)**

Budget information is accurate and itemized using a per-unit cost and total expenditure. Applicants must use the required Budget Form as part of its submission and describe the match funds, leveraging of resources, and overall budget cost categories.

**Required Attachments**

- Letter of Support – Economic Development
- Letter of Support – Education
- Letter of Support – Workforce Development
- Partnership Membership Form
- Budget Form

Applications that do not include all the required information as will not be considered for funding.

## PAsmart Grant Details

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### Proposed Timeline and Grant Period

PAsmart funding can be used for grant-related activities between February 1, 2019, and June 30, 2020. All awarded grantees will be required to sign the appropriate agreement the Pennsylvania Department of Labor, unless otherwise noted. The agencies observe the right to seek repayment of funds if it is determined that funds were not utilized for the original stated and approved purpose.

### Application Evaluation Process

Applications that meet the eligibility criteria will be evaluated by a cross-sector, inter-agency team of evaluators. Evaluation criteria must align with the PAsmart framework and is detailed under the solicitation for applications.

### Program Reporting and Evaluation

Grantees will be required to submit program and fiscal reports during and upon conclusion of the funded project. All required forms will be supplied by the commonwealth, and outlined in the award package including all final reports to be submitted no later than August 1, 2020, or within 60 days of full award expenditure (whichever occurs first). In addition to report submissions, awardees are required to communicate with agency staff (e.g. technical assistance support, calls, webinars, statewide meetings, etc.), as determined necessary by the commonwealth, to provide progress reports, share best practices, and receive technical assistance support. Additional information will be provided upon award selection.

Based on financial status reports, de-obligations may take place for those projects that show little to no drawn down of funds and cannot demonstrate a significant amount of obligated funds. Partnerships that have unencumbered fund balances by mid-term may be required to return funds to L&I for reallocation to other partnerships.

### Grant Award Administration

Awardees are required to enter into a grant agreement with the PA Department of Labor & Industry unless a current grant agreement is already in place.

L&I reserves the right to award grants ensuring program diversity and alignment with other public funding and/or initiatives. L&I reserves the right to request modifications to applications based on questions raised during the review process. L&I shall notify all applicants whose applications are not accepted for funding under this NGA. Based on the availability of funds, L&I reserves the ability to make additional grant rounds if necessary.

The commonwealth reserves the right, without qualification, to reject any or all applications received in response to this announcement and to select any application, in whole or in part, as a basis for negotiation and/or award. The commonwealth reserves the right to award grants on a conditional basis if there are concerns surrounding one or more sections of the application(s). In the instance that a conditional award is made, the applicant is responsible to take immediate and appropriate action to remedy the area of concern in accordance with Department guidance.

The contracting officer is the only individual who can make awards or commit the commonwealth to the expenditure of public funds. A commitment by other than the contracting officer, either explicit or implied, is invalid.

## Key Dates

<b>Date and Time</b>	<b>What</b>	<b>Funding Initiative</b>
November 2, 2018	Release of PAsmart Grant Information <a href="https://www.governor.pa.gov/PAsmart-Grants">https://www.governor.pa.gov/PAsmart-Grants</a>	PAsmart - \$30 million
November 15, 2018 – 9:30 AM	Bidder’s Webinar	Next Generation Industry Partnerships
November 19, 2018 – 11:30 AM	Bidder’s Webinar	Next Generation Industry Partnerships
December 14, 2018 – 11:59 PM EST	Application Deadline: Convening and Implementation	Next Generation Industry Partnerships

## Appendix A

To receive a Next Generation Industry Partnership convening grant, applicants must demonstrate the partnership's meets the following criteria:

### **Regional support team is committed to and understands Next Gen methodology.**

- A regional support team is in place and committed to working together to launch a Next Gen IP. Team partners must include workforce, education, and economic development.
- Each team partner has a defined role in the partnership and a point person identified.
- Identify potential industry sectors driving the regional economy.
- Plan for recruiting business champions to co-sign invitation letter and host launch meeting.

### **Proposed partnership will operate in a labor market.**

- Partnership defines its geographic scope based on locations of companies, commuter patterns, and other important labor market information, not per the confines of a workforce area, city, county or other geopolitical boundary.

### **Partnership is supported by a comprehensive regional support team of non-business partners, with demonstrated commitment to each other.**

- Partnership includes critical and engaged partners across economic development, education, workforce development, community organizations, and other partners.
- Regional support partners are actively involved in responding to industry's priorities, and contribute to partnership initiatives in measurable ways (e.g. in-kind or financial resources, staff time etc.)

### **Convening Grant Deliverables**

Next Gen IP convening grants must achieve the following deliverables:

- **Partnership building:** Evidence of the regional support team's ability to respond to the partnership as a team.
- **Business engagement:** Build strong business engagement from industry.
- **Launch meeting and priorities:** Hold a launch meeting and identify business-driven priorities in a timely manner.
- **Action plan:** Develop an action plan that details the business-driven priorities of the partnership and how they will be accomplished. It should also include the industry type, launch date, business champions with contact information, list of business members, list of active public partners, list of each action team member and proposed roles to address each priority agreed to by the partnership.
- **Convening (if applicable):** Bring together business, regional support team, and other stakeholders to support the partnership.

## Appendix B

To receive a Next Generation Industry Partnership implementation grant, applicants must demonstrate the partnership's meets the following criteria:

**Partnership is led by, and continually attracts, influential, engaged private sector leaders.**

- Private sector members play leadership roles in the partnership (i.e. private sector actively chairing action teams and the overall partnership) and define the partnership's agenda.
- Broad participation from industry members at meetings (i.e. private sector participation outnumbers regional support team, primarily senior decision-makers from business).
- Evidence of business leaders partnering to implement partnership priorities (e.g. providing in-kind or financial resources or similar).

**Partnership has a detailed action plan of priorities.**

- Priorities are outlined in a detailed fashion and include action steps that can be taken to accomplish the priority.
- Action teams are led by business, are clearly defined and include public partner support members.

**Partnership focuses on solutions with economic impact.**

- Partnership is actively addressing business-identified priorities that relate to workforce, education, and economic development.

### Implementation Grant Deliverables

Next Gen IP convening grants must achieve the following deliverables:

- **Partnership development:** Partnership building continues and there is evidence of the regional support team's ability to respond to the partnership as a team.
- **Business engagement:** Partnership continues to expand by adding business membership.
- **Implementation:** Action teams and regional support team are actively implementing the business-driven priorities and action plan.
- **Sustainability plan:** Action plan includes a strategy for operational and financial sustainability, assuming no additional commonwealth resources.