

PAsmart Grants Webinar

Next Generation Industry Partnerships

Monday, November 19, 2018
11:30 AM to 12:30 PM

Hosted by:

PA Workforce Development Board
PA Department of Labor and Industry
PA Department of Community and Economic Development



What is PAsmart?

PAsmart is a new strategic approach to education and workforce development:

1. Investing in initiatives to support economic growth, education and training opportunities
2. Strategic coordination and alignment of public programs, services, and funding
3. Transforming inter-agency, cross-sector collaboration to enhance resources
4. Creating better outcomes for PA students, workers, businesses, and communities



What are the PAsmart Grants?

PAsmart Grants is a **\$31.6 million investment** in education and workforce development.

- **\$20 Million:** Computer Science and STEM Education
- **\$7 Million:** Apprenticeship and Pre-Apprenticeship
- **\$4.6 Million:** Next Generation Industry Partnerships



What are the PAsmart Grants?

For more information on the PAsmart grant initiatives, please visit:

<https://www.governor.pa.gov/pasmart-grants/>



What are Next Generation Industry Partnerships?

- Regional partnerships of business leaders within one industry that work together with economic development, education, workforce development, and other public and community partners to address the overall competitiveness needs of the targeted industry.
- Next Gen IPs facilitate businesses identifying their needs and coordinate regional support teams of public and community partners to respond to business-identified priorities.
- **Business drives the agenda** while regional support teams **work with business** to support their priorities.



Distinguishing Characteristics of Next Gen IPs

- Industry-led vs. Public program-led
- Regionally based vs. jurisdiction-based
- Focus on overall industry competitiveness and growth vs. strictly workforce development
- Business leaders help identify solutions vs. providing input only
- Regional support team responds with coordinated approach vs. one-off solutions



Who is involved with a Next Gen IP?

Businesses/Employers

Economic Development Partners

- PREP Partners (funded and unfunded)
- Chambers of Commerce
- Local Development Districts
- Small Business Development Centers

Education Partners

- K-12/Local Education
- Intermediate Units
- Post-secondary and Higher Ed
- Career & Technical Education
- Adult Basic Education
- Public Libraries

Workforce Development Partners

- Local Workforce Development Boards
- PA CareerLink® Partners
- Business Service Teams
- WIOA Core Programs

Labor & Apprenticeship Organizations

Industry Associations

Human Services Partners

Criminal Justice Partners

Nonprofits

Community-based Organizations



What do Next Gen IPs accomplish?

Workforce Development

- Define and resolve key talent and retention issues
- Develop workforce pipelines
- Training (e.g. career pathways, consortia, incumbent workers, short- and long-term programs)
- Work experience and internships
- Apprenticeships and Pre-apprenticeships

Economic Development

- Outreach and awareness of region and industry
- Supply chain mapping and coordination
- Shared transportation costs
- Infrastructure improvement
- Regulatory or permitting process streamlining
- Business-to-business networking and support

Education

- Align curriculum with business needs
- Align and create career awareness opportunities for students, parents, educators, and administrators
- Leverage programs of study and career readiness activities across secondary and postsecondary education



▶ PAsmart Next Gen IP Grant Parameters

Two Grant Opportunities:

Convening Grants: up to \$45,000 for the convening and coordination of NGIPs

Implementation Grants: up to \$250,000 for the implementation of business-driven priorities and action plans

Fiscal Agent: Local Workforce Development Boards (LWDBs)

Eligible Applicants: LWDBs, labor organizations, economic development organizations, industry associations, local education agencies, education intermediaries, post-secondary education providers, community-based organizations, libraries, and nonprofits

Letters of Support: Must have letters have support from at least one economic development, education, and workforce development partner

Deadline: December 14, 2018 by 11:59 EST



▶ PAsmart Next Gen IP Convening Grants

Amount: Up to \$45,000 per partnership

Administration: Up to 10 percent for administration

Eligible Partnerships:

- Not just for new partnerships, existing partnerships may apply
- Must demonstrate partnership meets the criteria listed in Appendix A of the RFP

Eligible Uses: Convening and coordination of Next Gen IPs in all phases from development/launch to sustainability

Required Match: In-kind match of at least \$1:1 required



▶ PAsmart Next Gen IP Convening Grants

Convening Grant Criteria:

1. Regional support team is committed to and understands Next Gen methodology.
2. Proposed partnership will operate in a labor market.
3. Partnership is supported by a comprehensive regional support team of non-business partners, with demonstrated commitment to each other.

Convening Grant Deliverables:

1. Partnership Building
2. Business Engagement
3. Launch Meeting and Priorities
4. Action Plan
5. Continued Convening



▶ PAsmart Next Gen IP Implementation Grants

Amount: Up to \$250,000 per partnership

Administration: Up to 10 percent for administration

Eligible Partnerships:

- Not just for new partnerships, existing partnerships may apply
- Must demonstrate partnership meets the criteria listed in Appendix B of the RFP

Eligible Uses: Implementation of Next Gen IP business-driven priorities and action plans

Required Match: Private sector cash match of at least 50 percent



▶ PAsmart Next Gen IP Implementation Grants

Implementation Grant Criteria:

1. Regional support team is committed to and understands Next Gen methodology.
2. Proposed partnership will operate in a labor market.
3. Partnership is supported by a comprehensive regional support team of non-business partners, with demonstrated commitment to each other.
4. Partnership is led by, and continually attracts, influential, engaged private sector leaders.
5. Partnership has a detailed action plan of priorities.
6. Partnership focuses on solutions with economic impact.

Implementation Grant Deliverables:

1. Partnership Building
2. Business Engagement
3. Implementation
4. Sustainability Plan



▶ Notable Changes from FY2017-18

Competitive: Both Convening and Implementation Grants are competitive

Increased Funding Amounts:

Convening Grants: From \$25,000 to \$45,000 per partnership

Implementation Grants: From \$75,000 to \$250,000 per partnership

Required Match: Increased Convening Grant match requirement from 50 percent in-kind to 100 percent in-kind

Both Grants Open to Partnerships

- Applicants may apply for one or both of the grants
- Unlike last year, you are not required to be awarded a convening grant to be eligible to apply for an implementation grant



Next Gen IP Grant Expectations

Technical Assistance: All awardees will participate in technical assistance offered by the commonwealth's Next Gen team

Launch Timeline: New partnerships will launch within 3 to 6 months of award

Strong Convener: All partnerships will have an active, engaged convener/co-convening team

Strong Collaboration: All partnerships will collaborate across economic development, education, and workforce development at the regional level, and within the industry

Sustainability: Partnerships will engage in creating and implementing viable sustainability plans

Leverage Resources: All partnerships will leverage/braid/blend other resources



Questions?

If you have questions about the PAsmart Next Generation Industry partnership grants, email PAsmart@pa.gov.

For more information about PAsmart, visit www.governor.pa.gov/PAsmart-grants.

Thank you!

