

US Department of Labor
\$500M Green Jobs Training Grants Under ARRA

Energy Training Partnerships

Solicitation for Grant Applications (SGA)

SGA/DFA PY 08-18

Issued June 24, 2009

http://www.doleta.gov/grants/find_grants.cfm

Informational Webinar for Interested Parties
August 11 & 12, 2009

NYS Energy Research & Development Authority
NYS Division of Housing and Community Renewal
NYS Department of Labor
NYS Department of Public Service
NYS Office of Temporary and Disability Assistance

Scope of Presentation

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- Awards
- Participants to be Served
- Submission Information
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 - Technical proposal.
 - Attachments to the Technical Proposal.
- State Level Coordination & Actions

Background

- American Recovery and Reinvestment Act of 2009 made \$750M available to the US Department of Labor, for competitive grants to train and place workers in high growth and emerging industries.
- \$500M is designated to the energy efficiency (EE) and renewable energy (RE) sectors.
- On June 24, 2009 USDOL released five Solicitation for Grant Applications (SGAs) for the \$500M clean energy component.
 - Labor Market Improvement - \$50M
 - Energy Training Partnerships - \$100M
 - Pathways out of Poverty - \$150M
 - State Energy Sector Partnership and Training - \$190M
 - Capacity building - \$5M
- This presentation will focus on the Energy Training Partnerships SGA.

Purpose

- The purpose of the Energy Training Partnerships SGA is to:
 - Provide training and placement services in energy efficiency (EE) and renewable energy (RE) industries.
 - Prepare workers for emerging careers in the green economy.

Eligible Applicants

- Eligible applicants are private not-for-profit organizations (2 categories):
 - National, not-for-profit labor management organizations.
 - Such as a training fund, with joint participation of business and labor organizations on executive board or governing body.
 - Must fund sub-grants or sub-contracts to local affiliates.
 - Statewide or local not-for-profit entities.
 - May not receive a sub-grant or sub-contract from a national labor-management organization under this SGA.
 - These entities are designated the lead applicant when applying.
- All applicants must involve required partners:
 - Labor organizations.
 - Employers or industry organizations.
 - Workforce Investment Boards (WIBs). Local WIBs and One-Stop Career Centers must be included as partners in all applications.
 - One-Stop Career Centers.

Awards

- Up to \$100M nationwide.
- \$2M to \$5M per project (smaller awards possible).
 - 20 to 30 projects.
- \$25M reserved for projects serving counties impacted by automotive related restructuring.
 - Four such counties In NYS: Erie; Niagara; St. Lawrence; and Onondaga.

Participants to be Served

- Priority must be given to:
 - Workers impacted by national energy/environmental policy.
 - Individuals in need of updated training related to EE and RE.
 - Unemployed workers.
 - Veterans and their eligible spouses, or former or present members of Armed Forces reserves.

- Projects may also serve:
 - Individuals with a criminal record.
 - Individuals with disabilities.
 - Populations who have not traditionally been employed in construction and skilled trades occupations (e.g., women and minorities).

Proposed Activities

- All projects must incorporate training activities that:
 - Address skills and competencies of the targeted industries.
 - Support advancement on a defined career path (if one exists in the targeted industries).
 - Take place at times and locations that are convenient and easily accessible for the targeted populations (Distance Learning or Technology Based Learning are acceptable).
 - Integrate supportive services to ensure participants have the necessary support to overcome barriers to employment.
 - (As appropriate) Include paid work experience activities which lead to permanent employment in the targeted industry.
 - (As appropriate) Result in a pre-existing industry-recognized degree or certificate.

- Grant funds may not be used for wage subsidies.

Submission Information

- Applications are due on September 4, 2009.
- The proposal will consist of three separate and distinct parts:
 1. Cost proposal;
 2. Technical proposal; and
 3. Attachments to the technical proposal
- Scoring of the Technical Proposal is the primary basis for awarding funding. Others factors considered include:
 - Urban, rural and geographic balance;
 - Representation across industries specified in the SGA and applicant types;
 - Availability of funds; and
 - Proposals most advantageous to the government.

Cost Proposal Submission Information

- The Cost Proposal is required for consideration of the application, but do not affect its scoring.
- The Cost Proposal has four components:
 - SF-424, “Application for Federal Assistance” (http://www.doleta.gov/grants/find_grants.cfm).
 - SF-424A, Budget Information Form (*on same page as SF-424*).
 - Budget Narrative – Which describes the costs associated with each line item on form SF-424A.
 - A D-U-N-S number. This can be obtained for free from <http://www.dunandbradstreet.com> or by calling 1-866-705-5711.

Attachments to the Technical Proposal Submission Information

- Attachments to the Technical Proposal include:
 - A two-page abstract of the proposed project, which includes:
 - Applicant name.
 - Project title.
 - Description of the area to be served, including whether urban, suburban, or rural area.
 - Funding level requested.
 - Category of applicant -- National labor-management organization, or Statewide or local nonprofit entity.
 - (If applicable) The counties impacted by automotive-related restructuring, and grant funds for activities in the counties.
 - A single letter of commitment for each community where grant-funded activities will occur.
 - Each letter must describe the roles and responsibilities of the partner, and must be signed by the partner.

Technical Proposal Submission Information and Scoring Criteria

- The Technical Proposal is limited to 20 double-spaced single-sided pages, with 12 point text font and 1 inch margins.
- The Technical Proposal must address five criteria, and will be scored on the basis of a total of 100 points as follows.
 - Statement of Need - 15 points.
 - Project Management and Organizational Capacity - 15 points.
 - Strategy and Project Work Plan - 50 points.
 - Outcomes and Deliverables - 15 points.
 - Suitability for Evaluation - 5 points.

Statement of Need (15pts)

- Statement of Need must address the following three criteria.
 - Demonstrate a clear need for Federal investment.
 - Describe specific EE/RE industries, occupations, and knowledge, skills, and abilities on which training will focus.
 - Cite specific data sources and describe the analysis done to demonstrate the need for training and the current and projected employment opportunities.

Project Management and Organizational Capacity (15 pts.)

- Project Management and Organizational Capacity must provide evidence and/or demonstrate that the applicant and all of its partners have:
 - Staff capacity to implement the proposal, including the capacity in each designated community. (5 pts.)
 - Fiscal, administrative, and performance management capacity to administer the grant. (5 pts.)
 - Experience leading or participating in: (5 pts.)
 - a comprehensive partnership, and
 - Implementing and operating training, education, and job placement initiatives of similar focus, size and scope.

Strategy and Project Work Plan (50 pts.)

The Strategy and Project Work must present compelling evidence that the project fully addresses the needs of workers and businesses in the targeted industries. The Strategy and Project Work Plan has five key criteria.

1. Summarize the proposed strategies, and demonstrate how the strategies address the needs of the industries and occupations discussed in the “Statement of Need.” (10 pts.)
2. Describe roles of the project partners at all levels. (10 pts.)
 - Include services, expertise, and activities that partners will contribute to successfully train and place workers in jobs.
 - Provide a letter of commitment for each Local Workforce Investment Area served that describe roles and responsibilities.
3. Describe proposed recruitment, training, placement, and retention strategies. (10 pts.)

Strategy and Project Work Plan (50 pts.)

4. Describe funds and other resources that will be leveraged to support grant activities and how these will be used to contribute to the proposed outcomes for the project. (5 pts.)
5. Project Work Plan - Applicants must present the work plan in a table format that includes the following information. (15 pts.)
 - The five Project Phases – Startup; Recruitment ; Training; Placement; and Retention.
 - Activities – Fully identify the major activities required to implement each phase. Include: Start Date; End Date; and Partner Organization Responsibility.
 - Milestones – List target dates and associated training outcomes projected for recruitment, training and placement.
 - Budget Allocations – Accurately list the total budget for each phase, including the sub-budgets associated with each activity.

Outcomes and Deliverables (15 pts.)

Outcomes and Deliverables must address the following five items.

1. Demonstrate a results-oriented approach to managing and operating the project by describing the proposed project goals.
2. Projected Performance Outcomes. Must provide projections, and track outcomes for all participants served with grant funds:
 - Total participants served;
 - Number beginning education/training activities;
 - Number completing education/training activities;
 - Number that receive a degree or certificate;
 - Number placed into unsubsidized employment;
 - Number placed into training-related unsubsidized employment; and
 - Number who retain an employed status at the 1st and 2nd quarters following initial placement.

Outcomes and Deliverables (15 pts.)

3. Collect and report participant-level data from the following categories:
 - Demographic and socioeconomic characteristics;
 - Employment history;
 - Services provided; and
 - Outcomes achieved.
4. Identify the degree or certificate participants will earn as a result of the proposed training; and defined standards associated with the degree or certificate.
5. If applicable. Provide a comprehensive list of expected deliverables consistent with the project work plan that includes:
 - Brief description of the deliverable (e.g., new curriculum standards);
 - Anticipated completion date; and
 - Estimated timeframe and method for electronic reporting to USDOL/ETA.

Suitability for Evaluation (5 pts.)

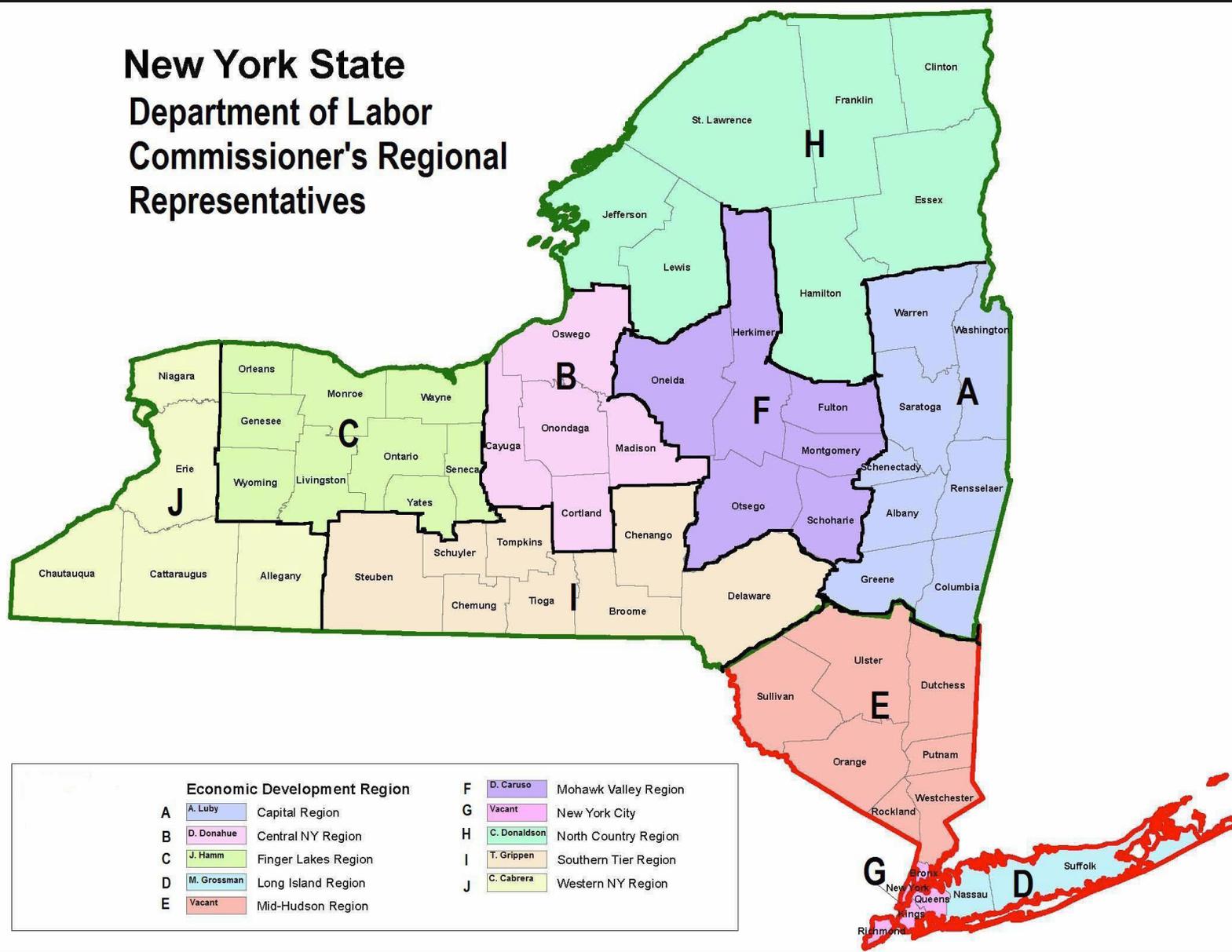
USDOL intends to select some portion of grantees to participate in a rigorous evaluation. Applicants must describe their plans for meeting the following criteria:

- Explain a recruitment plan that could yield potentially more applicants than the number of positions available;
- Be able to collect participant-level information on applicants;
- Have strategies to minimize attrition and help track those who leave the program before completion;
- Work with an outside evaluator selected by USDOL;
- Be willing to work with independent researchers; and
- Provide additional information on how the proposal will enhance knowledge about programs in a way that may benefit those not directly served by the program.

State Level Coordination & Actions

- Position LWIBs and One Stop Career Centers across the solicitations.
- Obtain inventory of proposals under Energy Training Partnership SGA and Pathways out of Poverty SGA.
 - Compile, coordinate and assist within a region.
 - Workforce Development Institute is assisting with proposals from labor organizations.
 - Contact: Paul Shatsoff at pshatsoff@wdiny.org.
- NYSDOL's Commissioner's Regional Representatives are serving as the primary contact for the Region.

New York State Department of Labor Commissioner's Regional Representatives



NYS DOL Commissioner's Regional Representatives

Western Region

Cesar Cabrera - Buffalo, NY

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Mohawk Valley Region

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Finger Lakes Region

Joseph Hamm - Rochester, NY

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Capital Region

Ann E. Luby - Troy, NY

Ann.Luby@labor.state.ny.us

Mid-Hudson Region (Vacant)

New York City Region (Vacant)

Mary Batch

Mary.Batch@labor.state.ny.us

New York City WIB Commitment Letter Requirements

- NYC LWIB commitment letter requirements are found at:
http://www.nyc.gov/html/sbs/wib/downloads/pdf/energy_training.pdf
- Applicants must submit the Abstract (per the SGA), and an Executive Summary (4 pages max) which includes:
 - Demonstration of the applicant's eligibility per the guidelines of the SGA, including collaboration with the required partners.
 - Synopsis of each criteria component of the technical proposal.
 - Explanation of any existing connection with WIA-funded programs.
- Submissions received after August 21, 2009 will not be considered.
- Materials may be submitted to Stephanie Martinez at smartinez@sbs.nyc.gov or mailed to her at:
Stephanie Martinez, NYC Workforce Investment Board
110 William Street, 8th Fl.
New York, New York 10038

State Level Coordination & Actions

- Webinars planned for August 11th & 12th to engage interested parties.
 - Energy Training Partnerships.
 - August 11, 2009 @ 10:30am-12:00pm
 - August 12, 2009 @ 2:00pm - 3:30 pm (repeated)
 - Pathways out of Poverty.
 - August 11, 2009 @ 2:00pm - 3:30pm
 - August 12, 2009 @ 10:30am - 12:00pm (repeated).
- NYSERDA, ESDC, SUNY and NYSDOL are preparing a state level application under Labor Market Information Improvement (A).
 - Green Jobs Portal for labor exchange.
 - Survey of clean energy business identify labor demand.
 - Analysis of State Agency initiatives to identify labor demand.
 - SUNY and CUNY to identify curriculum and graduates.

State Level Coordination & Actions

- NYS will submit an application under State Energy Sector Partnership and Training SGA.
 - Requires establishing a State Energy Sector Partnership.
 - NYSDOL; LWIBs; One-stop Career Centers;
 - State Cabinet officials from agencies receiving ARRA funding related to EE/RR;
 - EE/RE business and industries;
 - Labor organizations.
- Ask \$6M (maximum award).
 - Advance regional clean energy sectors (\$2M).
 - Advance clean energy training (\$4M).
- Application due October 20, 2009.
- Reviewing potential applications under this SGA and the Pathways out of Poverty SGA.

Thank you!

Contact Information

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Questions?