



MANUFACTURING
Institute

The Manufacturing Workforce: How to Invest EDA's \$3 Billion in Your Community

The Manufacturing Institute

FAMeUSA

SECOND CHANCE HIRING



HEROES
MAKE
AMERICA

WOMEN
MAKE
AMERICA

MFG
DAY



CREATORS
WANTED

Welcome

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Good Jobs Challenge – Visual

Figure 1 – Visualization of a Sectoral Partnership

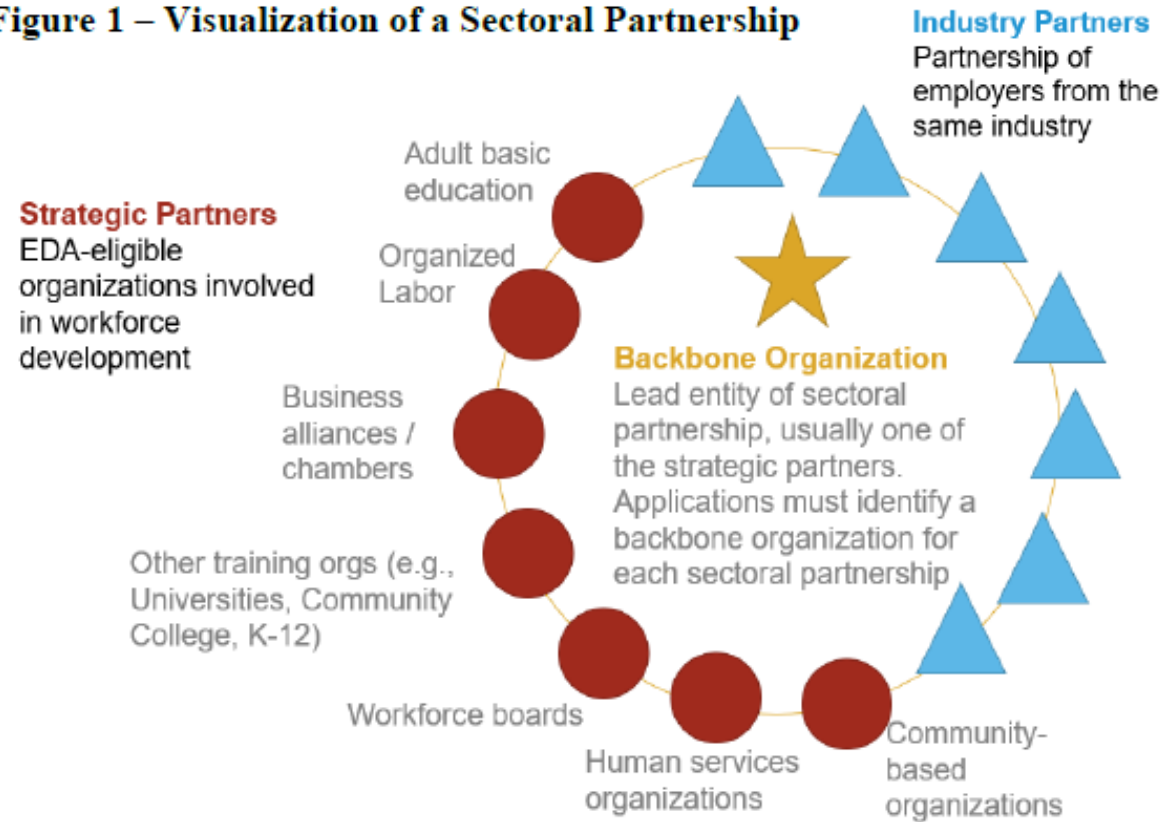


Figure 2 – Illustrative Example of a Regional Workforce Training System



Good Jobs Challenge – Backbone Orgs

- Convening power in the region
- Committed support of regional executive leadership and stakeholder buy-in
- Relationships and credibility with key industry leaders and knowledge of sector
- Relationships and credibility with key players in workforce ecosystem
- Proven track record of coordinating across the sector
- Strong fundraising capabilities or connection to fundraising system
- Dedicated full-time staff focused on industry's workforce & economic growth

Good Jobs Challenge – Training Models

- **Skills Training Programs** – Trains workers with foundational skills & prepares workers for employment with career pathways
- **Registered Apprenticeship Model** – On-the-job training under direction of a mentor with related instruction resulting in credential
- **Other Work-and-Learn Models** – Worker is conditionally hired for a specific training period and earns wage while receiving OJT. After completion, worker is hired full-time
- **Certification or Credentialing Program** – Participants receive education and training that results in industry-recognized credential

Good Jobs Challenge – Employer Role

- Employers should be leading partners in the sector partnership and drive the sector partnership agenda
- Sector partnerships are team efforts, but the purpose is to respond to industry
- Business should define priorities and be integrally involved in crafting solutions
- EDA is seeking applications that have firm employer commitment to hire
 - Work & Learn
 - Conditional Hire
 - Full Hire
 - Real Numbers

Good Jobs Challenge – Activities & Outputs

- Establish, strengthen, or expand sector partnerships
- Fund and staff System Lead Entity or Backbone Organization
- Work with employers to identify in-demand occupations & skills and secure employer commitments to hire
- Make information on occupation, training programs, and funding/support opportunities easily accessible for job seekers
- Develop process to translate employer skill needs into training models
- Develop & execute outreach and recruitment plans, particularly from underserved populations
- Develop systems & processes to measure and track key outcomes
- Deliver quality skills training that places workers into quality jobs
- Deliver technical assistance for employers on skills-based hiring
- Secure and offer wrap-around services for workers to participate in skills training

Good Jobs Challenge – Funding Model

- EDA anticipates that most awards be cooperative agreements
- Cooperative agreements bring “substantial involvement” by EDA in the project
- Collaboration between EDA and the recipient on scope of work including administering sub-awards to other eligible entities
- Could also include:
 - Authority to halt immediately an activity if detailed performance specifications are not met
 - Stipulation that the recipient must meet specific procedural requirements before subsequent stages of the project may continue
 - Operational involvement and monitoring during the project to ensure compliance

EDA Investment Priorities

1. Equity
2. Recovery & Resilience
3. Workforce Development
4. Manufacturing
5. Technology-Based Economic Development
6. Environmentally-Sustainable Development
7. Exports & FDI

Good Jobs Challenge – Proposal Details

- 15 total pages in standard format
- Five sections with multiple aspects to each
 - Project Overview
 - Employer Leadership
 - Regional Description
 - Impacts of the Regional Workforce Training System
 - Funding Request and Program Design and Implementation
- Cost share – Not required, but applicants that can demonstrate committed non-EDA funds to leverage grant funds “will be preferred for award.”

Good Jobs Challenge – Review Process

- Development of Plans to Support Sector Partnership or Regional Workforce System (15 points)
- System Lead Entity or Backbone Organization capacity (15 points)
- Workers Served and Job Placements Expected (15 points)
- Employer Partnerships (10 points)
- Identification of Regional Needs (10 Points)
- Regional Investment and Sustainability (10 points)
- Feasibility (10 points)
- Equity (15 points)

The Boot Camp



The Boot Camp: Overview

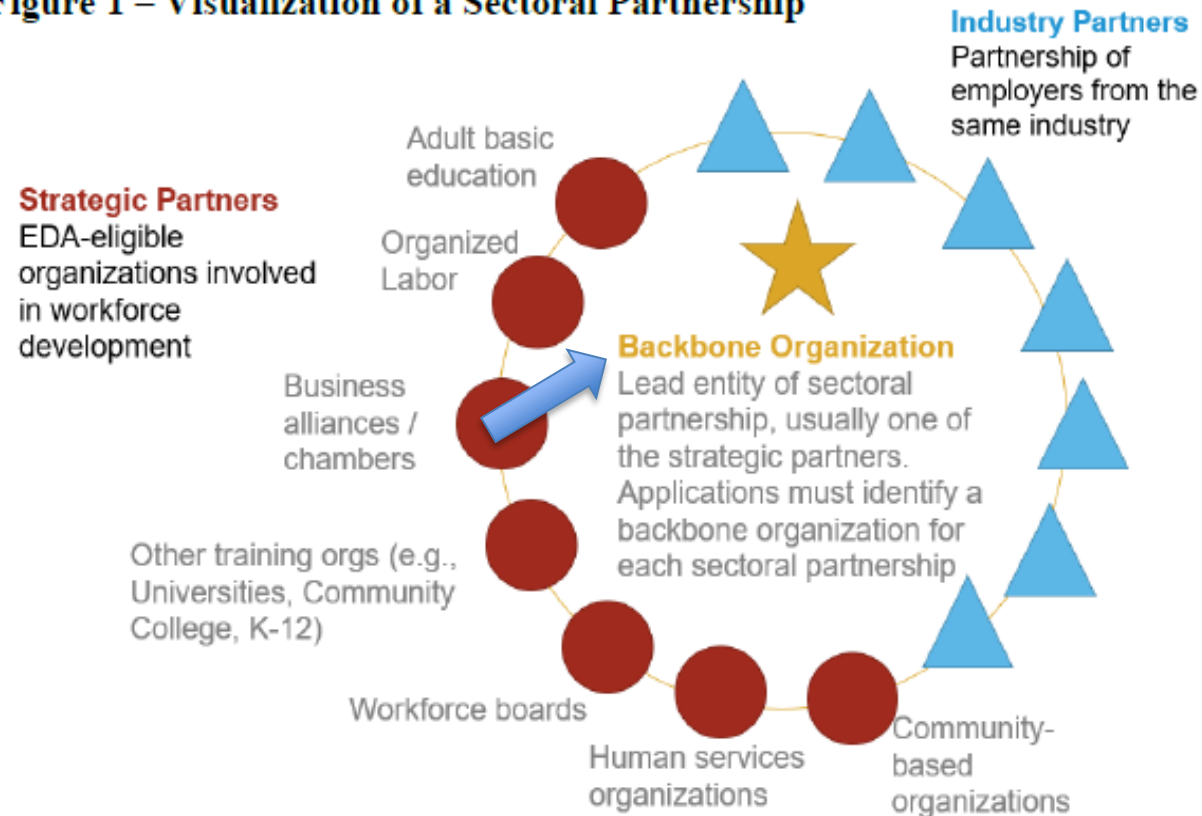
- Regular sessions with leading experts from the Manufacturing Institute to support organizations who are applying to the Good Jobs Challenge
- September – December 2021
- Two meetings per month with office hours with our team during off weeks
- No cost for participation

The Boot Camp: Benefits

- Technical assistance
- Cohort model
- Access to experts on manufacturing and workforce development
- Pacing
- Visioning
- Expertise on employer voice
- Review and feedback from peers
- Provides a path to official endorsement from the Manufacturing Institute for your proposal

The Boot Camp: Who Should Join Us?

Figure 1 – Visualization of a Sectoral Partnership



- The participants for the boot camp should be the Backbone organization that intends to submit the grant application
- Focus on manufacturing in application

The Boot Camp: Structure

- Eight sessions with lessons from experts, discussions, and small group work
- Example topics:
 - Understanding the sector partnerships definitions
 - Regional Strengths and Weaknesses
 - Locating and Collecting Data
 - Training Models and Workforce Development
 - Equity strategies
- Work assigned between sessions will help you build your final proposal by the end of the boot camp
- Key partners to the proposal can be included in specific sessions based on applicability

The Boot Camp: Timeline



The Boot Camp: What's Next?

- Are you the Backbone Organization who will be applying to the Good Jobs Challenge?
- Are you going to be focused on the manufacturing sector?
- Are you prepared to build a strong vision of "what could be"?
- **If you answer yes to these, then it is time to apply for the Boot Camp!**

Application

- Review eligibility
- Application link at MI website - www.themanufacturinginstitute.org
- Second presentation: Monday, August 23
- Application deadline: Tuesday, August 31
- Applicants will be notified by Friday, September 3
- Bootcamp starts week of September 13

Closing

Questions?

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