



WASHINGTON STATE
WORKFORCE TRAINING
AND EDUCATION
COORDINATING BOARD

High Skills-High Wages Strategic Fund

Bidders Conferences

November 12 & 13, 2008

Tacoma-Pierce Co. and Tri-Cities

Presented by Mike Brennan
& Carolyn McKinnon
with Yvonne Chase & Walt Wong



Agenda

- Introductions and a question
- Strategic Fund overview
- Walk through the RFP
- Resources
- Q&A/discussion



Introductions and a question

- Phone etiquette (mute; say your name when you speak; speak up whenever you have questions!)
- Who are you and where do you come from?
- Briefly: *“If you receive this funding, what do you anticipate to be **one** opportunity and **one** challenge it will create for your region?”*



The Strategic Fund – Overview

- **Goal** – To build on the state’s strategy for regional clusters, ensuring that clusters have the skilled workers needed to continue growing.
- **Funding Source** - Workforce Investment Act (WIA) 10% Set-Aside
- **Priorities – Planning Grants** (up to \$75,000)
 - Advance the competitive position of regionally targeted industries
 - Long range planning for workforce training and development for the cluster
 - Identifying and promoting career pathways for the cluster; and
 - Narrowing cluster-specific skill gaps
- **Priorities – Implementation Grants** (up to \$200,000)
 - Increase cluster-specific worker training and employment opportunities for low-income populations
 - Fill gaps in near-term worker training needs
 - Create clear pathways for low-income populations to access cluster specific employment opportunities and advancement
- **Eligible Applicants** – WDCs jointly with ADOs.
- **Partnerships and leveraging** are expected, with industry (business & labor) in the lead.



Strategic Fund Request for Proposals

- Walk through entire RFP
- Please use the “**notes version**” of the RFP – it’s available for download from the Bidders Conference section of the website (www.wtb.wa.gov/HSHWStrategicFund.asp) and contains extra space for your notes.



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2008-10 High Skills, High Wages Strategic Fund A Strategic Fund to Move Toward the Next Washington

The High Skills, High Wages Strategic Fund will advance the ability of workforce and economic development partners to meet industry cluster needs and increase employment opportunities for low-income populations.

View the Workforce Board's Request for Proposals to get all the details on this \$850,000 fund.

[Request for Proposals \(RFP\) Attachments A and B \(cover page and summary\) in Word format](#)

[Request for Proposals \(RFP\) - Bidders Conference addition, with space for notes](#)

[Powerpoint Presentation for the Bidders Conferences](#)

Activities eligible for funding include long-range planning that positions partners to meet clusters' workforce needs, implementation of tactics that close cluster-specific skill gaps, training, and activities that enable cluster-targeted training to occur and be successfully completed. Priority will be given to efforts that are industry-driven, support partnerships among workforce and economic development organizations, leverage other resources, and that support the growth of strategic industry clusters.

Bidders Conferences

Bidders conferences should be attended by WDC and ADO executive or policy staff and partners that you anticipate participating in your targeted industry cluster project. Please RSVP to Mike Brennan at mbrennan@wtb.wa.gov.

November 12, 2008 10:00 a.m. - Noon
Tacoma-Pierce Workforce Development Council, 3650 South Cedar Street, Tacoma

November 13, 2008 10:00 a.m. - Noon
Benton-Franklin Workforce Development Council, 815 Kellogg Street, Suite D, Benton-Franklin Room, Kennewick

Resources

[Strategic Fund Resources](#) - Tools and background material for developing Strategic Fund proposals.

[Technical Bulletin: Training and Employment Guidance Letter No. 13-07](#) - Use of Workforce Investment Act (WIA) funds for workforce development activities in support of economic development.

[Regional Cluster Analyses](#) - Detailed industry data to define regional specialties, develop maps of industry clusters and prioritize clusters for regional development purposes.

[Industry Clusters: Reshaping our Region's Economy](#) - A presentation at the Governor's Economic and Workforce Development Conference by Joe Cortright, vice president and economist, Impresa.

[Partnering for Success: The High Skills-High Wages Strategic Fund](#) - Presentation to the Washington Economic Development Association, October 9, 2008.

[Skills for the Next Washington](#) - Washington's framework for coordinating workforce and economic development with a particular focus on regional industry clusters.

[Application of Industry Cluster-Based and Sector-Focused Strategies to Rural Economies](#) - A detailed analysis of how (and when) clusters strategies work in rural areas conducted by the Corporation for a Skilled Workforce.



Resources

Tools for Developing Strategic Fund Proposals

- **Strategic Fund Homepage** - resources and answers to frequently asked questions will be posted as they are developed:
www.wtb.wa.gov/HSHWStrategicFund.asp
- **North American Industry Classification System (NAICS)**
www.census.gov/epcd/www/naics.html
- **Industry-occupation staffing patterns** - can be used to examine the types of jobs that are employed in the industries contained in your targeted industry cluster:
http://www.workforceexplorer.com/admin/uploadedPublications/4959_ocup_indmat_rixes.xls
- **Washington State Cluster Development Analysis**
<http://www.wtb.wa.gov/ClusterAnalysis.asp>



Resources

State Plans for Workforce and Economic Development

- ***The Next Washington*** - http://www.governor.wa.gov/priorities/economy/next_wa_final.pdf
- ***Skills for the Next Washington*** – Includes a detailed definition of industry clusters and discussion cluster strategies and the role government and intermediaries in cluster development:
http://www.wtb.wa.gov/Documents/SkillsfortheNextWashington_000.pdf
- ***High Skills High Wages*** - http://www.wtb.wa.gov/Policy_State_Intro.asp



Resources

Related State Programs and Services

- Innovation Partnership Zones <http://www.cted.wa.gov/site/1087/default.aspx>
- Community, Trade and Economic Development <http://www.cted.wa.gov/site/112/default.aspx>
- Regional Services Unit, Community, Trade and Economic Development – <http://cted.wa.gov/site/97/default.aspx>
- Centers of Excellence http://www.sbctc.ctc.edu/College/_e-wkforcecentersofexcellence.aspx
- Job Skills Program – http://www.sbctc.ctc.edu/college/_e-wkforcejobskillsprogram.aspx
- Customized Training Program - http://www.sbctc.ctc.edu/college/_e-wkforcecustomizedtraining.aspx
- Industry Skill Panels - <http://www.wtb.wa.gov/IndustrySkillPanel.asp>
- Regional Labor Economists – Employment Security Department analysts deployed across the state <https://www.workforceexplorer.com/article.asp?ARTICLEID=1688>



Questions Regarding Contracts

- Walt Wong, Chief Operating Officer
360.753.5676 or wwong@wtb.wa.gov



Questions & Contacts

- Carolyn McKinnon – 360.753.5661
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- Mike Brennan – 360.586.8683
MBrennan@wtb.wa.gov
- Website <http://www.wtb.wa.gov/HSHWStrategicFund.asp>