



Maryland Works for Wind Request for Proposals

Pre-Proposal Conference
Wednesday, August 7, 2024 1:00PM-2:00PM

Chanel Viator

*Special Grants Program Manager, Division of Workforce Development and Adult Learning
Maryland Department of Labor*

Agenda

- Housekeeping items
- Overview of Maryland Works for Wind
- Eligible Entities for Funding
- Training Providers
- Reporting Requirements
- Monitoring
- Grant Awards
- Successful Applicants
- Application Format and Submission
- Grant Evaluation and Selection
- Timeline
- Questions

Housekeeping Items

- Please include your name, organization, and email address in the chat.
- You may type questions into the chat or use the hand raise function when we are ready to take questions.
- All questions and answers received today will be posted on the Maryland Works for Wind website by Friday, August 16th.
- This presentation will be posted on the Maryland Works for Wind website after the conference.
- If your organization decides to move forward with developing a proposal, please submit an **Intent to Apply** notification to Chanel Viator - an informal email is fine.

Maryland Works for Wind (MWW)

In 2022, MD Labor responded to the **Good Jobs Challenge** which is being administered by the United States Department of Commerce's Economic Development Administration (EDA).

Goals:

- **Invest** in high-quality, locally led workforce systems;
- **Expand** career opportunities for more Americans to reach their full potential and secure good-paying jobs; and
- **Produce** a skilled workforce to ensure the United States is prepared to innovate, compete, and succeed in a 21st Century global economy.



MWW By The Numbers

- **\$22.9M** awarded to MD Labor
- One of **32** applicants selected from a pool of 500
- **19** subrecipients
- Place and/or upskill **3,800** individuals into good jobs
- Welding and Heavy Equipment Operator training simulators for **six** MD State prisons
- Occupational training in **three** sectors of the offshore wind industry:
 - Skilled Trades
 - Manufacturing
 - Transportation and Logistics

What is a Good Job?

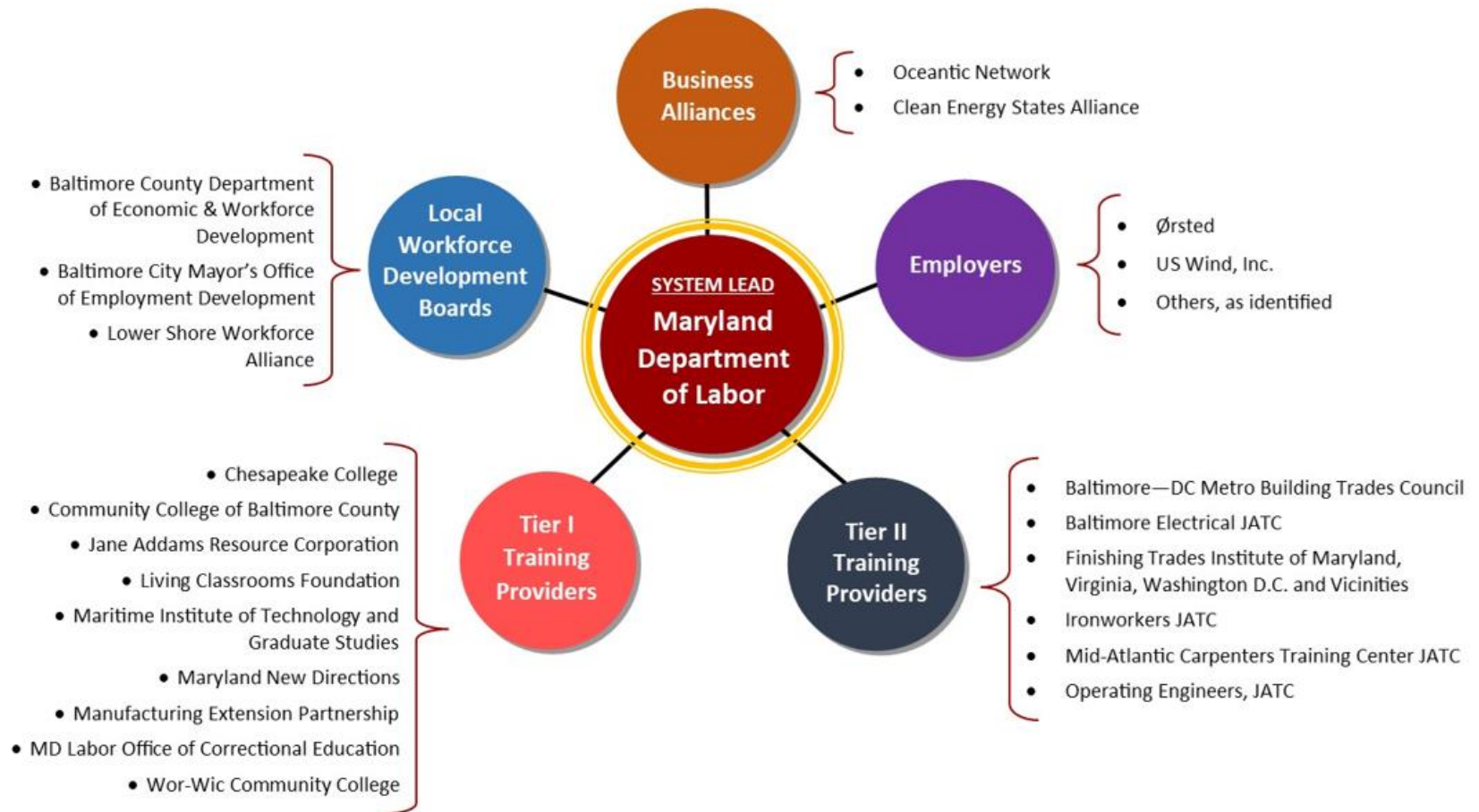


A Good Job is:

- 1) A job that exceeds the local prevailing wage for an industry in the regions and includes basic benefits (e.g., paid leave, health insurance, retirement/savings plan); and/or
- 1) A union job.

Sectoral Partnership

Maryland Works *for* Wind—Project Partners



Eligible Entities for Funding

1. Institution of higher education or a consortium of institutions of higher education (this includes community colleges, Historically Black Colleges and Universities, Tribal Colleges and Universities, or Minority-Serving Institutions)
2. Public or private non-profit organization or association, including labor unions, acting in cooperation with officials of a political subdivision of a State.
3. Indian Tribe or a consortium of Indian Tribes;
4. State, county, city, or other political subdivision of a State, including a special purpose unit of a State or local government engaged in economic or infrastructure development activities, or a consortium of political subdivisions;
5. District Organization of an EDA-designated Economic Development District (EDD);

**Individuals, small businesses, or for-profit entities, including for-profit institutions of higher education, are not eligible for funding under EDA's Good Jobs Challenge initiative.*

Applications from such entities will not be considered for funding under this solicitation.

Training Providers

Applicants will provide occupational training, supportive services, and job placement to Marylanders within key industries that will support the offshore wind industry, including the skilled trades, manufacturing, and transportation and logistics sectors.

Tier I

- Entry-level occupational training, coupled with supportive services and barrier removal
- Outreach to prospective training participants with a focus on diversity, equity, inclusion, and accessibility

Tier II

- Advanced skills training through a Registered Apprenticeship program
- Outreach to prospective training participants with a focus on diversity, equity, inclusion, and accessibility

Reporting Requirements

- Grantees will be required to track the ongoing progress of the training program on a quarterly basis.
- Quarterly reports will consist of the following:
 - Narrative Program Report
 - Financial Report and Invoice
 - Participant Information
 - Name, DOB, Address, Training Information, Job Start Date, Employer, Wages, etc.
- The Lead Applicant will be responsible for all data collection and follow-up.
- In addition to written reports, MD Labor may conduct monthly check-ins and/or site visits to receive updates on program progress.

Monitoring

- MD Labor recognizes that the U.S. Department of Commerce has the authority to monitor fiscal and/or programmatic performance related to funds awarded via the MWW program.
- MD Labor may conduct desk and/or on-site monitoring on MWW subrecipients to ensure that policies are being followed, expectations are being met, quarterly program and fiscal reports are accurate, and to review the back-up documentation for the sampled reports.
- Subrecipients of MWW must retain records that show supporting documentation such as original receipts, invoices, Purchase Orders, and internal approval documents (e.g. training, travel costs, and other goods and services).

Grant Awards

- There is no set number of awards that will be funded.
- Budget requests should **not** exceed \$400,000 over the grant period.
- Grant period is up to 21 months but applicants may write a budget to reflect a shorter time frame.
 - January 1, 2025 - September 30, 2026
- The maximum cost per participant is \$7,500.
 - E.g. $\$400,000 \div \$7,500 = 53.33$. If you request the maximum amount, you must serve at least 54 individuals in your program over the grant period.
- Matching funds are not a requirement for this funding opportunity.

Successful Applicants

- Successful applicants will:
 - Implement training programs that result in good job placements.
 - Focus on creative strategies for recruiting and serving underserved populations.
 - Provide equity supports that include essential skills training, barrier removal, supportive services, job placement support, and retention services.
 - Seek to infuse and advance equity.
 - Demonstrate explicit commitments from all employers, evidenced in the Letters of Commitment.
 - Be both data and experience-driven.

Successful Applicants

- If the applying organization is a current Maryland Works for Wind subrecipient, successful applicants will also:
 - Demonstrate funds are not supplementing the participants you are already serving through your existing MWW funds.
 - Clearly identify that funds will be used to serve additional participants who are not outlined in your original MWW scope of work.
- **Note:** Applicants do not have to be currently involved in the offshore wind industry to be eligible. However, if awarded, they will be required to participate in the Maryland Works for Wind sectoral partnership.

Application Format and Submission

Proposals must contain the following documents. Incomplete applications will not be considered.

- MWW Application. Applicants should respond thoroughly to each application question.
- MWW Program Budget in excel format
- Letter of Commitment from five (5) employers
- Signed W-9 Form for Lead Applicant
- SDAT Certificate of Good Standing - required for Lead Applicant and any subrecipients (screenshot is acceptable)
- Determination letter from the IRS showing tax exemption status - required for Lead Applicant and any subrecipients
- Articles of Incorporation
- Bylaws

Application Format and Submission

Maryland Works for Wind Program Budget

- Requests for funding should not exceed \$400,000
- Applying organizations should only complete sections of the budget template that apply to their organization. For areas that do not apply, please leave blank.
- Program budgets should be submitted as an Excel Sheet.

Complete applications should be submitted to Chanel Viator at

chanel.viator@maryland.gov by 11:59 PM on October 7, 2024, and include all

required documents in a single email. Submissions should be combined into one

PDF and the budget as a standalone Excel Sheet (.xlsx). Each submission should

have two attachments. Applications received after the due date will not be

considered.

Grant Evaluation and Selection

- All proposals will undergo an initial technical review to ensure that submission requirements were met, and all required sections were included. Proposals that do not meet the initial requirements of the technical review will not be read. Proposals that meet technical requirements will be evaluated by a Review Committee established by Labor.
- Labor will prioritize applications whose identified geographic scope aligns with where much of the manufacturing, construction, and operations are expected to occur for the offshore wind industry in Maryland.

Timeline

Event	Date(s)
Maryland Work for Wind Solicitation released	July 31, 2024
Pre-Proposal Conference	August 7, 2024
Applications due to MD Labor	October 7, 2024
Review Process	October - November 2024
Awards Announced	December 2024
Period of Performance	January 1, 2025 - September 30, 2026



Questions?

All questions and answers received during this conference will be posted on the Maryland Works for Wind's website by next **Friday, August 16, 2024**:

<https://labor.maryland.gov/employment/marylandworksforwind/>

Questions about the Maryland Works for Wind solicitation will be accepted in writing, via email, through **September 20, 2024**.



Contact Information

Chanel Viator

Special Grants Program Manager

Division of Workforce Development & Adult Learning

Maryland Department of Labor

chanel.viator@maryland.gov