

FY '12 Business Development and Oversight Committee Work Plan (Updated 4-11-2012)

Priority Industries	Strategies	Progress
Healthcare	<ul style="list-style-type: none"> - Align Healthcare industry with other appropriate sectoral initiatives (i.e. Community College Transformation Projects). - Procure Consultant to facilitate healthcare partners in the region to develop assessment and implementation plan to align, support, and expand training efforts to address critical job vacancies in healthcare. - Create and convene a consortium of healthcare partners in the region to validate data and convey short and long term skills/hiring needs. - Determine what advocacy needs to be done by the board based on any new information. - Assist in identifying / securing funding. - Convene H.C. consortium to initiate and formulate a formal plan to expand training efforts and apply for grants to train incumbent workers. - Recommend and review funding strategies to support 40-80 participants in Allied Health and Nursing. 	<p>Received provisional approval for \$25,000 Technical Assistance grant application for Healthcare Consortium.</p> <p>Continued follow up with state for release of TA grant to hire facilitator/grant writer.</p> <p>Grant approved by State and contract signed. Developed scope of work to procure Project manager. Procurement underway to solicit 3 bids for February 2012 start date.</p> <p>Project Manager under contract as of 2/17/12. Currently conducting one-on-one interviews with goal of convening consortium in March.</p> <p>3/23, Convened inaugural mtg. with 14 Health Care partners to set Consortium agenda w/short term goals to expand the partnership, conduct workforce needs assessment, and apply for WTF grant(s) for new and incumbent workers.</p>
Manufacturing	<ul style="list-style-type: none"> - Align Manufacturing consortia with other appropriate sectoral initiatives (i.e. MIAM/Community College Transformation Project, etc.). - Support Southeastern Massachusetts Manufacturing Consortium partners in the region to help align and expand education and training efforts to address critical job vacancies and future needs in manufacturing. - Expand Manufacturing Consortium to 20 companies. 	<p>Convening Mfg. Employers to apply for \$250,000 WTF Grant. Developed draft MOA to formalize the relationship with Mfg. companies applying for WTF grant(s).</p> <p>Employers completed Training needs survey. Training needs assessment map complete by BCC. Appointments to be scheduled with employers in late January to prioritize training.</p> <p>Convened meeting of 7 employers representing 3500 workers. Subsequent one-on-one assessments completed at 6 of 7 employers.</p>

<p>Manufacturing (continued)</p>		<p>Sought and incorporated state feedback on draft WTF application; refined training needs, ROI, and budgets in anticipation of application submission by 4/30</p>
<p>Clean Energy</p>	<ul style="list-style-type: none"> - Continue links with Clean Energy efforts at BCC and UMD. - Align priority industry with other appropriate sectoral initiatives. - Work with NBEDC and Cape Wind to identify future employment opportunities and possible training requirements. - <u><i>Promote and offer Technical Assistance for Workforce Training Fund (WTF) and On-the-Job Training (OJT) in all priority industries.</i></u> 	<p>4 OJT Clients completed and hired at avg. of \$17 per hour producing \$26,000 in wage reimbursement & \$125,000 annualized wages.</p> <p>5 OJT Clients completed and hired at avg. of \$17 per hour producing \$76,000 in wage reimbursement & \$225,000 annualized wages. Have at least 3 more opportunities in New Bedford including Beaumont Solar who is seeking 2 electricians.</p> <p>One electrician hired at \$21 per hour with \$43,680 in annualized wages and \$15,120 in wage reimbursement. Total OJT impact year to date in wage reimbursements are \$127,120 and \$423,680 in annualized wages.</p> <p>Linked with UMD/ATMC for EE Coop student or intern.</p> <p>Exploring a \$50,000 Mass. Clean Energy Center Grant with South East Sustainable Partnership and Brockton Area WIB. BAWIB did not meet grant deadline—Partnership to continue with Beaumont Solar and YouthBuild to identify other grant opportunities.</p> <p>Entered in to Memorandum of Agreement with GNBVTHS for \$76,000 Clean Energy Center Grant to develop Mobile Training Center.</p> <p>GNBRVTHS \$76,000 grant approved provisionally. RFP to follow.</p> <p>Contracted with Brockton Area WIB for final phase of SESP Clean Energy Training for \$17,000. New Directions will be Program</p>

		Manager that will close out project by 12/31/12.
Priority Populations		
Unemployed	<ul style="list-style-type: none"> - Market internships and apprenticeship opportunities. - Engage employers in our sectoral initiatives to post jobs/fill vacancies, and access employees at OSCC. 	<ul style="list-style-type: none"> - WIB/Career Center to participate in Apprenticeship Workshop in February to reach out to Community-Based Organizations. - Evaluating \$98mm DOL Solicitation with other WIBs statewide to pursue grant for Career Center capacity building to serve the L/T unemployed. - Collaborating with 15 WIBs and 23 Career Centers on a statewide grant application for \$6mm from US DOL Innovation Fund to enhance Career Center business services targeting long term unemployed. - \$6mm DOL grant application submitted on 3/22 by statewide coalition of WIBs and Career Centers representing all 16 regions in the Commonwealth. Focus on transformative change for building capacity to deliver business services, make technological improvements, and provide reemployment for the long-term unemployed.

<p>Low Skilled Incumbent Worker</p>	<ul style="list-style-type: none"> - Validate whether there is a widespread need for ESOL (possibly contract this out). - Review development of programs - modular - on-site at employers that target skills training with participants in any/all of the following: Lean, ESOL/GED, Basic Math, and Computer Skills. - Market/Promote Workforce Training Fund. 	<ul style="list-style-type: none"> - Cosponsored a workshop to encourage vendors to include ESOL in WTF applications. - Provided input for \$ 1mm DESE ABE with \$141,000 Pathways Sector training component. - Two WIB staff members trained as readers that will provide \$2,500 in revenue for reviewing and selecting ABE contractors. - Reading for DESE ABE Grant complete. Announcement of local award is forthcoming. - Partnering w/BCC to conduct training needs assessment in 8 local Mfg. companies.
<p>Out of School Youth</p>	<ul style="list-style-type: none"> - Maximize number of jobs and internship opportunities using work based learning plans with goal of job readiness for all youth. - Market/Promote OJT and Apprenticeship opportunities for out of school youth. 	<ul style="list-style-type: none"> - Working with Commonwealth Corporation on possibility of a statewide \$5mm application to USDOL Innovation Fund to establish a CNC youth pipeline training program. - Participating with Middle College Advisory Board.
<p>Non-High school Completers</p>	<ul style="list-style-type: none"> - Assist in the development of employer connections for these individuals. - Market/Promote OJT and Apprenticeship opportunities for these individuals. 	
<p>WIB and Career Centers</p>	<ul style="list-style-type: none"> - Improve the Brand of WIB. - Increase visibility of WIB and CC activities and accomplishments. - Re-establish WIB e-newsletter. - Employ use of Social Media. - Develop comprehensive review of the Charter. 	<ul style="list-style-type: none"> - Evaluating CC Website contract to go live. Internal Staff review ongoing in February. - Marketing Working Group met on 4/17 to discuss website issues of both WIB and NDS, preference for social media initiatives, developing a local cable program and to revise Market Plan

	<ul style="list-style-type: none"> - Develop plan for WIB Sustainability. 	<ul style="list-style-type: none"> - WIB staff has completed and forwarded a review document to W.G. leader. First Charter Review meeting convened on 2/14/12. Review expected to commence in March. - NDS is working on initial response for April. - 23 Grant Applications/inquiries submitted totaling \$299k. 13 additional applications under development totaling \$1.4 million. - Participated with NDS, and Bristol County Sheriff's Office to develop \$1mm Reentry Grant.
Workforce Training Fund	<ul style="list-style-type: none"> - Market WTF and provide technical assistance as appropriate. - Aggressively outreach to employers through social media and email to generate interest. 	<ul style="list-style-type: none"> - Marketing accomplished in Sector Initiatives. - Staff development in process to increase T.A. capacity for WTF applications. - WIB staff completed an initial review of a WTF application for EPEC in New Bedford Business Park. Subsequent meeting held at the Employer's with BCC and Greater New Bedford Industrial Foundation Director.
Partnership Development	<ul style="list-style-type: none"> - Strengthen WIB linkages to education and economic development initiatives locally and inter-regionally. 	<ul style="list-style-type: none"> - Participated as WIB representatives to College and Career Readiness Pathways Task Force @ NBHS. Operations Director and Youth Council Director have participated in 4 Pathways Working Group meeting on through April to review NBHS curriculum alignment with WIB sector initiatives.

New entries highlighted in yellow.

Gray indicates secondary tier priority industry.