

# \$4 Million Employer and Community College Partnership Challenge

PROPOSALS DUE AUG. 15, 2022



EDUCATION  
NETWORK

# Our Team

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# Agenda

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- Welcome and Introductions
- Overview of RFP and Requirements
- Share additional resources and next steps
- Q&A



## EDUCATION NETWORK

We collaborate with learners,  
educators, employers, and  
policymakers across the U.S.  
to bring to life a  
postsecondary education and  
training ecosystem that  
provides equitable access to  
opportunity.



# Strada Philanthropy

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## Universities & Colleges

The **\$10 million Beyond Completion Challenge** provides substantial funding to two- and four- year institutions that pilot and expand projects that achieve better, more equitable outcomes for students beyond completion of a degree.

## Community Colleges

The **\$4 million Employer and Community College Partnership Challenge** funds community colleges and their local employer partners that are innovating to meet regional workforce needs, boost employment and earnings outcomes for students, and drive enrollment for community colleges.

## HBCUs

The **\$25 million HBCU Strada Scholars initiative** provides leadership training and other opportunities for promising students over an eight-year, \$25 million commitment, the largest single investment made in Strada's history.

## Workforce Credentials

Forthcoming focus on workforce credentials.

# The Why

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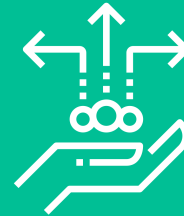
**Acute Regional  
Workforce Shortages**



**Declines in students in  
education and training  
pipelines**



**Support and Evaluate  
Innovative Employer  
Partnerships with  
Community Colleges**



# \$4 Million Employer and Community College Partnership Challenge

Supporting innovative partnerships between employers and community colleges that:

- Meet regional workforce needs
- Boost employment and earnings outcomes for students
- Drive enrollment for community colleges
- Serve those who face the greatest barriers to economic opportunity

10 to 12 two-year grants (November 2022 to December 2024) of up to \$400,000

Proposal deadline is August 15, 2022, 11:59 pm in your local time zone

Send five-page PDF proposals to [natasha.jankowski@stradaeducation.org](mailto:natasha.jankowski@stradaeducation.org)



## Who is eligible to apply?

The grant recipient for this challenge is a **community college**.

Any U.S.-based associate degree-granting institution that is regionally accredited is eligible to apply, including associate degree-granting institutions that offer community college baccalaureate degrees.



# What types of partnerships can participate?

Proposals must demonstrate **strong employer partnership(s)**. Employer partnerships may include one or more of the following:

- Financial models to provide incentives for learning while earning.
- Work-based learning opportunities.
- Direct employer involvement in curriculum development, training, or staffing.
- Innovations in both credit and noncredit-bearing stackable programs.

*\*Please consider this list illustrative and not exhaustive*

**Other partners** may include community-based organizations, workforce intermediaries, higher education partners, etc.



# What makes a partnership “innovative”?

- New approach, structure, or process for either the community college or employer partner.
- In limited use currently but show promise of success or scale in student outcomes.
- Apply a partnership strategy in a new way to meet regional workforce needs.



# RFP Requirements (1 of 3)

1. **The Data-Driven Local or Regional Challenge:** What specific local or regional challenge or problem are you seeking to address through employer partnership or partnerships? *Successful proposals must include local and/or regional data on workforce needs.*
2. **The Solution:** What is your innovative partnership, and how will it address the challenge? *Successful proposals must include an implementation plan.*
3. **Equity-Focused Target Population:** Who are the student populations you seek to serve and why? How will the partnership be student-centered, inclusive, and equitable, particularly for students who historically have faced the most barriers? *Successful proposals should include local and/or regional data on equity-focused populations served and means by which they will be supported, recruited, or participate in the solution.*



## RFP Requirements (2 of 3)

4. **Employer Partners:** Who are the employer partner(s), and specifically how will they be an active partner? What other local or regional partners are needed to advance the partnership (e.g., workforce intermediaries, community, government and/or higher education partners)?

*Successful proposals should include a letter or letters of support from the employer partner or partners stating the resources they have committed to the partnership and their commitment to actively participate in grant-related meetings throughout the course of the grant.*



## RFP Requirements (3 of 3)

5. **Measuring Impact:** What is your plan for measuring progress, results, and impact of your specific solution? *Successful proposals will include a plan to measure realistic and relevant outcomes from the partnership.*
6. **Timeline:** What is the timeline for the work? What key activities and milestones will happen leading up to, upon launch of, and throughout the partnership? *Successful proposals must include a timeline.*
7. **Budget:** Please include a budget and budget narrative using the instructions provided in the RFP. *Successful proposals must include a budget and accompanying narrative.*



# Budget Outline

Year	Year 1	Year 2	Total
<b>Dates</b>			
<b>Salary/Wages (by position)</b>			
<b>Fringe Benefits (by position)</b>			
<b>Subcontracts and Partnerships (please itemize)</b>			
<b>Other Direct Costs (please itemize)</b>			
<b>TOTAL DIRECT COSTS</b>			
<b>Indirect Costs (up to 15% of direct costs)</b>			
<b>TOTAL REQUEST</b>			



# Priority Considerations

- Evidence of institutional leadership and employer partner commitment to the partnership.
- Diverse and inclusive leadership on the proposal development and implementation teams.
- Local or regional workforce and labor data-derived needs and solutions.
- Proposals that foster connections to careers and deliver measurable economic and social outcomes to meet local workforce needs.
- Proposals that incorporate students and/or community perspectives.
- A focus on equitable outcomes for students who have been historically marginalized from education and/or employment.
- Solutions that have the potential to replicate, scale, and sustain over time.



# Timeline (all events virtual)

Wednesday, June 15, 2022	Initial RFP release
Wednesday, June 22, 2022	Virtual Information Session No. 1
Week of June 27-July 1, 2022	Strada Office Hours
Week of July 11-15, 2022	Strada Office Hours
Tuesday, July 26, 2022	Virtual Information Session No. 2 (1:00-2:00 pm ET)
<b>Monday, Aug. 15, 2022</b>	<b>RFP Proposals Due, 11:59 pm in your local time zone</b>
Thursday, Sept. 15, 2022	Target for Notification of Award
October 2022	Fully Executed Grant Agreements
November 2022	Public Announcement and Initial Funds Disbursed
November 2022-December 2024	Grant Period and Grantee Learning Sessions
December 2024	Projects Conclude, Final Reports Due
December 2024	Grantee Celebration and Shared Learning Event

*\*Additional funds distributed annually in alignment with project budgets and grant reporting requirements.*





# Next Steps

- Sign up for [Office Hours](#).
- Next information session **July 26 at 1pm ET**.
- [FAQ document](#) (updated regularly).
- Review [RFP](#).
- Proposal deadline is **Aug. 15, 2022 at 11:59pm**.
- Send five-page PDF proposals to [natasha.jankowski@stradaeducation.org](mailto:natasha.jankowski@stradaeducation.org).



# Q & A