Our Team

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Agenda

- Welcome and Introductions

- Overview of RFP and Requirements

- Question and Answer

- Resources and Next Steps

Strada 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 pathways to opportunity.

Research | Philanthropy | Impact Investing | Policy and Advocacy | Strada Collaborative

$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 Aug. 15, 2022, at 11:59 p.m. in your local time zone

Send five-page PDF proposals to natasha.jankowski@stradaeducation.org

Tips for Setting the Context

We recognize that each institution is the expert of their **local context.**

- As you write your RFP response, assume that reviewers are unfamiliar with your community, locale, or region.

- **Frame the problem** by explaining what is going on in your local area, region, or community (as defined by you), and help us understand why you are addressing it in the way you are.

- Help us understand why it makes sense to partner with this employer, employers, or these entities; how many students may be served; what you are trying to accomplish with the partnership; and why this is important for your students, institution, and community.

We truly **want to understand** what you came up with and why it is **best for your community**.

What types of partnerships can participate?

Proposals must demonstrate **strong employer partnership(s**).

- Partnerships may include **employers providing** financial support, work-based learning, and/or curriculum development in both credit and non-credit programs.

- The RFP offers **flexibility** for community colleges and employer partners to tell Strada what the best partnership model for them entails. We are agnostic as to what this looks like or what data will best help you tell your story.

- We invite you to tell us, based on the data you identified, what the **needs are in your community** and how you will **structure efforts** to address them most effectively.

- We believe **you know your community best** and invite you to frame out a partnership that is built in a way that best serves your students and needs.

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

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 recruited, be supported, 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)?

   How do I demonstrate a strong employer partnership(s)?
   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.

*Letters are considered additional attachments and do not count toward the five-page proposal.

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, including enrollment, completion, employment, socioeconomic outcomes, and impact of partnership on meeting student and employer needs.*

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 Questions

Budgets may address **direct and indirect costs, including** but not limited to:

- Expenses related to salaries, wages, benefits, or personnel.
- Subcontracts and related partnership expenses.
- Travel expenses or convenings.
- Evaluations or research.
- Technology or software.
- Supplies and equipment.
- Training and professional development expenses.
- Capital projects or construction.

*Funds may **not** be used for direct support of students through scholarships, aid, stipends, or to pay for internships. We encourage employer partners to cover paid internships, tuition, or direct support to students as opposed to utilizing grant funds to do so.

*Strada's indirect cost rate is 15 percent.

Budget Outline

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

Timeline

Monday, Aug. 15, 2022	**RFP Proposals Due, 11:59 p.m. in your local time zone**
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.

Grant Requirements

Community of Practice Gatherings	Reporting Requirements	Individual Update Meetings
(Grantees + Employer Partner) ● December 2022 — Kickoff meeting ● April 2023 (In person) ● August 2023 ● January 2024 ● May 2024 ● December 2024 — Celebration and Shared Learning	● Year 1 grant report and financial statement (November 2023) ● Final grant report and financial statement (December 2024)	● February 2023 ● June 2023 ● October 2023 ● March 2024 ● July 2024 ● October 2024

Next Steps

- FAQ document (updated regularly).

- Review [RFP.](RFP.)

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Q & A