

**Industries with a Statewide Need SFP PY 2009-10  
Questions and Answers**

**November 17, 2009**

**General**

**1. Is it possible to pursue this proposal through providing the maintenance of solar panels?**

No. The goal of this initiative is to address the shortage of skilled workers in the following three industry sectors: Healthcare and Social Services, Information, and Transportation, Warehousing and Other Service Sectors. It is not intended for the Construction/Housing industry.

**2. We note that this solicitation is restricted to adults 18 or older. We are pilot testing a combination education/internship program that prepares 15 through 18-year-old low-income youth for employment in health professions, including allied health. To do this, we have created a regional partnership with a variety of stakeholders. Because the shortage of these workers is not likely to be solved in the near term, will future solicitations address this target group?**

At this time, there are no plans for a future SFP targeting youth (under 18 years of age) in the healthcare industry.

**Proposal Criteria**

**1. Page 4 of the application states “successful applicants for this solicitation will use a sector strategy approach to meet the workforce and training needs of these targeted industries ....” Could you please elaborate on what you mean by a sector strategy approach? How are you defining the term for this purpose and what specific elements are you looking for?**

Sector strategies are industry-specific, regional partnerships that address employers’ needs for skilled workers, and workers’ needs for good jobs. Sector initiatives focus on the workforce needs of a specific industry over a sustained period, often concentrating on specific occupations, and always engaging multiple employers to analyze industry needs and design customized solutions.

The Solicitation for Proposals calls for plans that bring together workforce investment agencies and industries that will play a major role in the recovery or expansion of local and regional economies. The focus will be on one of the sectors identified in the SFP with a shortage of skilled workers.

**2. Under the Information Sector, I was wondering if the following jobs/career pathways would qualify under this SFP relating to “motion picture and sound” occupations:**

- **A career pathway program that moves low-skilled, unemployed adults into the film crafts such as set design, lighting, costume design, etc. This career pathway would include an apprenticeship and union card.**
- **A career pathway into TV promo production. The TV industry has a workforce of writers, editors, and producers that create promos. A promo is a 15 or 30 second ad for an upcoming TV show. As the industry is changing, however, these job classifications are merging into one called “Promo Editor” or sometimes “Preditor”. There is currently no training program for the “Preditor” position, though this is the direction all major TV networks are moving towards. Preditors can earn \$55,000/year starting salary and up to \$250,000/year for highly skilled Preditors.**

**Please advise whether these occupations/career pathways fit into the Information Sector.**

Yes. The above mentioned motion picture and sound occupations are listed as occupations in the Information Sector. However, you must demonstrate the shortage of skilled workers for these occupations in your local area.

**3. Can an educational institution participate as a partner in more than one application?**

Yes. An educational institution may be a partner in multiple applications.

**4. Will every successful application include a local Workforce Investment Board as a partner?**

Although a Local Workforce Investment Board (Local Board) is not a required partner, it is highly recommended that one of your key partners be a Local Board. Forming Regional Partnerships is weighted 10 points (Section V–Local Partnerships and Leveraged Resources) which could affect the competitiveness of your application. To receive the maximum points for this section, you must demonstrate that a partnership already exists or that formal linkages are in the process of being established. A listing of the Local Boards is available on the EDD’s Jobs and Training [LWIA Listing](#) Web page.

**5. Is the 15-page limit for the proposal narrative single-spaced or double-spaced pages?**

You may use single or double spacing as long as it does not exceed the 15-page Proposal Narrative limit.

**6. Are the five SFP forms included in the 15-page narrative limit or are they in addition to the 15-page narrative?**

The Cover/Signature page and the SFP Forms 1 through 5 are not included as part of the 15-page Proposal Narrative limit.

**7. I assume that the “Proposal Narrative Form” included in the SFP is intended to be a guide and that submissions may differ in form as long as they contain the information requested. Is that accurate?**

No, submissions should not differ from the Proposal Narrative form. It is intended for applicants to download and answer each of the seven sections in the Proposal Narrative Form itself. Each section will be reviewed and scored individually. Use of the SFP forms is a minimum requirement.

**8. We have several long-standing partners that have agreed to support our proposed project. Is it necessary for us to obtain a letter of commitment from each partner even though a specific cash/in-kind match may not be involved?**

Letters of support are not part of the review process and should not be included. However, letters of commitment verifying cash/in-kind match should be attached to the application.

**9. The SFP’s focus on “labor market and economic data that identifies those industries that are projected to grow...”, will grant application reviewers consider data that are generated by employers, training providers and unions in addition to data generated by EDD and other government agencies? Will data generated by employers, training providers and unions be given equal weight as EDD and other government agency data?**

Yes, additional data sources may be used and will be given equal weight. In fact, it is encouraged to have data from employers, training providers, etc. in determining the targeted industries and occupations within your region. Applicants should provide the source of the data in the Proposal Narrative.

**Targeted Industries**

**1. Regarding “Transportation, Warehousing and Other Services Sectors”: Does the parenthetical “(Maintenance and Repair Occupations)” apply only to “Other Services Sectors” or does it also apply to “Transportation” and “Warehousing”?**

Maintenance and Repair Occupations applies to both the Transportation and Warehousing sector as well as the Other Services Sector.

**2. Can more than one allied health occupation be the focus of a single grant application (given that local labor data support growth within the selected occupations)?**

Yes. You may have several occupations as long as you focus on one of the SFP's targeted industries.