



Notice of Grant Opportunity (NGO) – FY2011

Establishing Six (6) Talent Networks in Key Industries

Technical Assistance Session
May 16, 2011

Overview of the Talent Networks

- Each Talent Network will:
 - Connect employers, job seekers, the state’s One Stop Career Centers and educational institutions to achieve the common goal of helping job seekers obtain employment and to help employers find qualified employees.
 - Be a foundational element in the state’s Rapid Response efforts that assist unemployed individuals to transition quickly to new employment.

Six (6) Industries

Talent Networks will be established for the following industry sectors:

1. Transportation, Logistics and Distribution
2. Life Sciences (Pharmaceuticals, Biotechnology, Medical Devices)
3. Advanced Manufacturing
4. Financial Services
5. Health Care
6. Technology / Entrepreneurship

Available Funds / Eligible Applicants

Available Funds

- Up to \$275,000 can be awarded for each Talent Network. The total funding available for these (6) grants will not exceed \$1,650,000 for the first year with a possible renewal for the second year, contingent on successful performance and on the availability of funds.

Eligible Applicants

- Non-profit organizations (including industry associations); and
- Post-secondary educational institutions

Proposal Overview

Written narrative (totaling no more than 10 pages) including:

- A statement of the workforce needs of the industry, (approx. 1 - 2 pages);
- A statement of the organization's expertise and experience in the selected industry sector (approx. 1 - 2 pages);
- The qualifications and experience of staff members (approx. 1 page);
- A plan that would detail how the Talent Network would address the 4 key components (approx. 5 pages); and
- Annual targets for metrics (see page 8) (approx. 1 page).

Appendices

- Detailed budget
- Resumes of key staff members (limited to 3 pages)
- Up to three letters of support (limited to a total of 3 pages)

Key Components of the Talent Networks

Each Talent Network will:

1. Support the efforts of the workforce development system and educational institutions to prepare workers for opportunities in key industry sectors,
2. Serve as the primary workforce contact for the industry sector,
3. Encourage networking between job seekers, employers and education and training providers, and
4. Establish a Talent Development Advisory Group (TDAG) to obtain regular feedback on the workforce needs of employers in order to guide future workforce development efforts.

Overview of the Key Components

I. Support the Efforts of the Workforce Development System and Educational Institutions to Meet the Workforce Needs of the Industry

- Establishment of the Network
- Building of Capacity at Member Organizations
- Maintenance of a Talent Network Website

II. Serve as the Primary Workforce Contact for the Industry Sector

- Develop an Employer Outreach / Service Delivery Strategy for the Industry
- Implementation of the Strategy

Overview of the Key Components *(continued)*

III. Encourage Networking Among Job Seekers, Employers, and Education and Training Providers

- Job Fairs and Rapid Response Events as identified by NJLWD;
- Networking / Job Search resource events for job seekers in libraries, community colleges or other locations;
- Individual job seeker networking groups led by peer counselors;
- Workforce Roundtable events to bring together employers; educational institutions; and workforce development organizations to encourage information sharing;
- Use of social networking to connect job seekers; employers; educational institutions; and workforce development organizations.

IV. Establish a Talent Development Advisory Group (TDAG)



Performance Metrics

Each Network will be required to establish performance metric targets for the following quantitative activity measures:

- Number of employers connected to the workforce development system;
- Number of workforce and education partners participating in each Network;
- Completion of two Talent Development Advisory Group (TDAG) meetings, with at least 10 employer participants;
- Participation in NJLWD monthly industry sector partner meetings;
- Number of online and in-person training sessions for workforce partners;
- Frequency of updating of website content (minimum of twice per month);
- Number of networking events participating in, such as job fairs, rapid response activities, PSG's functions and related grant and program activities;
- Amount of funds to be leveraged and the expected source of those funds;
- Number of job seekers participating in networking activities.

Performance Metrics *(continued)*

LWD will use surveys and interviews with employers and other stakeholders to measure each Network's progress for the following qualitative measures:

- Increase in knowledge of industry sectors by local and state workforce staff;
- Increase in knowledge and use of NJLWD programs and incentives by businesses;
- Increase in the depth and breadth of the network built via social networking analysis; and
- Value of website and in person content and contacts.



Evaluation of Proposals

CRITERIA	POINTS
Understanding of the Industry and the Workforce Needs of Employers in the Industry	10 points
Capacity to Implement Proposed Activities / Experience in Implementing Similar Efforts	15 points
Qualifications of Staff	15 points
Approach to Supporting the Efforts of the Workforce Development system and Educational Institutions to Meet the Workforce Needs of the Industry	15 points
Approach to Serving as the Primary Workforce Contact for the Industry	20 points
Approach to Encouraging Networking Among Job Seekers, Employers and Education and Training Providers	20 points
Approach to Establishing a Talent Development Advisory Group (TDAG)	5 points

Proposal Submittal

NJLWD must receive two originals and six copies of the completed application no later than **4:00 pm , May 26, 2011** without exception. NJLWD will not accept and cannot evaluate for funding consideration an application received after this deadline. The applicant must also have prepared and have available upon request by NJLWD an electronic version of the application package (utilizing MS Word and MS Excel).

Two originals and six (6) copies of the application must be delivered to:

New Jersey Department of Labor and Workforce Development

Aaron R. Fichtner, Ph.D. – Assistant Commissioner, Labor Planning and Analysis

1 John Fitch Plaza , P.O. Box 056 – 5th Floor

Trenton, New Jersey 08625

Postmarks are not acceptable evidence of timely submission; receipt by the due date and time is required.

