

South Central—Southwest WI
Economic Development, Education and Workforce Partners

A Department of Labor Funded Initiative to
Support Regional Talent Development

The WIRED Initiative

Funding Recommendation

Manufacturing Sector

Healthcare Sector

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Manufacturing Sector

Proposal Review Team Members

James Otterstein – Rock County Economic Development & Leadership Caucus Member

Kathy Heady – Department Of Commerce

Ron Brisbois – Grant County Economic Development

Jim Mackey – Wisconsin Technical College System – Director for Manufacturing

Funding Recommendation

The Advanced Manufacturing Proposal Review Team recommends the MATC proposals submitted in response to Topic Area #2 – Automation and Topic Area #4 – Basic Skills as well as the SWWDB proposal submitted in response to Topic Area #4 – Basic Skills. The sum of these recommendations is \$622,774 of the available \$749,305. Funding for each of the proposals is specified below.

There were three proposals submitted, all of which the Review team felt satisfied the WIRED requirements of creating a transformational, regional, and innovative impact for the industry. The requests exceeded the available resources and the Review Team explored many funding sources and opportunities which would allow the funding of these projects.

The combined effect of these three projects in Year 1 is to train at least 325 people (incumbent workers, students and youth), leverage potentially \$1,391,395 in collaborator investments, and address industry needs in the region. The Review Team was able to examine budgets and explore other funding sources to potentially fund the proposals in full. After funding these proposals there is still a balance left and the Review Team would like to recommend the Sector Team re-examine priorities and potentially request additional proposals directed at other topic areas that were not addressed through these projects.

- 1. Madison Area Technical College for \$402,864** Collaborators included: BTC, Madison Kipp and Big Sky Engineering. This proposal is to develop a mobile instructional opportunities utilizing portable training equipment focused on automation and robotics. Training delivery methods will include, hybrid, self-paced and short term/condensed formats. conditioned upon contracts providing further clarification on:
 - a. Condensing timeframe until training launch
 - b. Exploring numbers to be served if WIRED resources extended
 - c. Exploring opportunities for further engagement in Rock County
 - d. Exploring opportunity to expand to SWTC district

- 2. Madison Area Technical College for \$217,909** Collaborators included: BTC, Dane, Sauk & Jefferson Job Centers. This proposal is to establish and enhance the Workplace Skills Center services relating to manufacturing skill development opportunities. Training curriculum would include MSSC as an entry level as well as technical skills enhancements and utilize several flexible and blended delivery strategies. conditioned upon:
 - a. While the WDBSCW Staff could not be engaged during the proposal development stage the proposal included cost which could have been identified as leveraged resources and not have been requested. During the review process

the WDBSCW staff identified approximately \$143,529 that could be leveraged to address training related costs to Workforce Investment Act (WIA) eligible individuals and would thus remove those cost from the budget and add them to the leveraged resources.

- b. The utilization of \$105,938 from the Workplace Skills Center Budget. The Workplace Skill Center Budget is \$580,860 which was intended to provide resources to build technology capacity within the One-Stop Job Center System and provide access to workplace basic skills. This proposal included significant amounts of resources targeted to building the technology capacity of the Workplace Skills Centers. The resources needed for the technology would be applicable to any sector as part of the Workplace Skills Center. This budget is under the Cross Sector Team which is currently focused on youth engagement and has not taken up the Workplace Skills Center topic yet. These resources are untouched would provide relatively immediate assistance to the One-Stop Job Center System which is experiencing significant capacity strains, due to the large numbers of dislocated workers seeking assistance, while maintaining the funding intent.
- c. The remaining \$111,971 would be funded from the Advance Manufacturing Sector resources to fully fund this proposal.
- d. Gaining documentation to demonstrate industry support and to assist with documenting outcomes from the project.
- e. Including case study benchmarking with companies to document training impact.
- f. Exploring opportunities for expand offerings in Rock County.

3. **SWWDB for \$107,939** Collaborators included: SWTC, CESA #3, AFL-CIO LETC, and Platteville Project Lead the Way. The proposal includes the delivery of the MSSC curriculum delivered in a blended format utilizing on-line simulation as well as a blended format using portable manufacturing trainers. Additional technical skill components will be added to the existing curriculum. Approximately half of this proposal is geared toward an in-school youth population. conditioned upon:
 - a. Removing the youth engagement portion of the project and referring to the Cross Sector Team for consideration through that procurement.
 - b. Gaining documentation to demonstrate industry support and to assist with documenting outcomes from the project.
 - c. Expanded description of the prescreening process
 - d. Explore and document opportunities to integrate curricula
 - e. Explore and describe opportunities to push flexibility in times of offerings and compressing timeframes

WIRED Manufacturing Sector Proposals

Topic Area	Organization & Collaborators	Topic	Amount Requested	Leveraged Resources	Source	Support Letters	Amount Funded
2	Madison Area Technical College Blackhawk Technical College Madison Kipp Corp. Big Sky Engineering, Inc.	Advanced Manufacturing: Automation	\$ 402,864 To Serve 50	<u>\$1,256,300</u> 7,300 1,249,00	<u>Total</u> Staff Anticipated EDA Grant	Sauk County Development Corporation Jefferson County Economic Development Consortium Madison-Kipp Corporation Big Sky Engineering, Inc.	\$402,864 (upon meeting funding conditions)
4	MATC Blackhawk Technical College Dane, Sauk & Jefferson Job Centers	Advanced Manufacturing: Basic Skills	\$ 361,438 To Serve 200	<u>\$30,000</u> 30,000 \$143,529	<u>Total</u> Job Center Staff WDBSCW ARRA Funds	Opportunities, Inc.	\$217,909 \$111,971 Adv. Manuf. Budget \$105,938 Workplace Skills Center (WSC) Budget (upon meeting funding conditions)
4	Southwest Wisconsin Workforce Development Board (SWWDB) Southwest Technical College CESA #3 AFL-CIO LETC Platteville Project Lead The Way Consortium	Basic Skills - Southwest Wisconsin Manufacturing Skills Standards Council (MSSC) Project	\$ 226,502 To Serve 75	<u>\$105,095</u> 12,770 4,400 85,125 2,400 400	<u>Total</u> Staff Equipment WIA Contractual SW WDB	Southwest Wisconsin Technical College CESA #3 AFL-CIO LETC School District of Platteville	\$107,939 (upon meeting funding conditions)
Subtotal			\$ 990,804		Advanced Manufacturing Budget		\$ 622,774
Funding Available			\$ 749,305		Workplace Skills Center Budget		\$ 105,938
Difference			\$ 241,499		Total		\$ 728,712
					Advanced Manufacturing Balance		\$ 126,531

Healthcare Sector

Proposal Review Team Members

Laura Dresser – Center on Wisconsin Strategy & WIRED Leadership Caucus

Kathy Loppnow – Wisconsin Technical College System

Rick Terrien – Iowa County Economic Development Corporation

Judy Warmuth – Wisconsin Hospital Association

Funding Recommendation

The Healthcare Proposal Review Team recommends the MATC and Meriter proposals submitted in response to Project Area #2 – Create Simulator Lab(s) for Shared Education and Healthcare Organizations be funded up to the total WIRED Healthcare Sector Budget of \$1,028,308 as specified below. Both proposals also integrated entry level training which was included in as Project Area #3.

Of the proposals reviewed, these two projects best satisfied the WIRED requirements of creating a transformational, regional, and innovative impact for the industry. The portable solution of the MATC collaborative will mobilize clinical capacity throughout the 12-county region. The Meriter project represents a strong collaborative between industry, education and community organizations to establish a regional simulation center. The combined effect of these two projects in Year 1 is to train 2,534 people (incumbent workers, students and youth), leverage \$1,180,869 in collaborator investments, and address a critical need in the region: limited clinical capacity.

1. **Madison Area Technical College for \$612,555** conditioned upon representatives from all four Technical Colleges in the 12-county region (MATC, SWTC, MPTC and BTC) attending a facilitated discussion within three weeks of this recommendation's approval to further specify and document the following:
 - a. Each District's unique mobile simulation need, priority audiences, and training areas of expertise.
 - b. Resource needs and allocation to ensure equitable deployment of funds, project viability and regional coverage.
 - c. The collaborative space for the project: Parts of the project where the four colleges will collaborate (i.e., curriculum, scenarios and faculty).
 - d. Leveraged resources (e.g., WIA, ARRA and DWD Sector Grants).

The Healthcare Proposal Review Team further recommends that any documented financial need in excess of the Healthcare Sector allocation of \$612,555 be referred to the Innovation Fund for consideration.

2. **Meriter Foundation, Inc. for \$415,753** conditioned upon coordinating with all healthcare student programs in Madison (e.g., MATC, UW Nursing and Herzing) to provide simulator training access.

WIRED Healthcare Sector Proposals

Project Area	Organization & Collaborators	Topic	Amount Requested	Leveraged Resources	Source	Support Letters	Amount Funded
2	Madison Area Technical College Moraine Park Technical College Southwest Technical College	Simulator Lab	\$ 850,535 To Serve 1515	<u>\$ 417,499</u> 120,929 256,314 17,471 22,785	<u>Total</u> Staff Equipment & Supplies Other Indirect Costs	Crawford County Public Health Dept. Cuba City Area Rescue Squad Southwest Technical College Moraine Park Technical College	\$612,555 (upon meeting funding conditions)
2	Meriter Foundation Meriter hospital Edgewood College St. Mary's	Simulator Lab	\$ 525,119 To Serve 1019	<u>\$ 763,370</u> 223,410 208,579 10,000 251,984 69,397	<u>Total</u> Staff Equipment Contractual Other Indirect Costs	Meriter Hospital Edgewood College Meriter Foundation Oscar Rennebohm Foundation Inc.	\$415,753 (upon meeting funding conditions)
Subtotal			\$ 1,375,654				\$ 1,028,308
Funding Available			\$ 1,028,308				\$ 1,028,308
Difference			\$ 347,346			Balance	\$0