

- 1) **Do you advise writing two sectors into the same application?** WIN Networks/Applicants that have a strong background and applicable employer partnerships to be successful in multiple sectors may submit a plan to do work in multiple sectors.
- 2) **Are we allowed to include employers that did not attend the Talent Supply Feedback Session on our application?** Yes, the members that did not attend the Talent Supply Sessions can be included. Completed letters of commitment from these partners, and all partners in general, will be very important to help paint the picture of what a partner's role will be in the work of the Innovation Network.
- 3) **Can the innovation network continue to be expanded during and after the grant period?** Yes, and this would be encouraged – proof of how the Innovation Network will continue/sustain beyond the life of this grant would be very helpful in the applicants success.
- 4) **Some of the "solutions" proposed so far by our employers are basic solutions - expanding awareness and preparation and transition - not so much "innovative." How much of a difference will this make in terms of receiving the grant?** Solutions, regardless of level of innovation, will need to be vetted through employer partners to ensure they are serving their ultimate needs of fulfilling their current and future middle skill job needs.
- 5) **Are the only grants that will be funded those focusing on middle skill jobs or will all job levels be considered for funding?** Yes, the focus of Skill Up Round 3/Innovation Networks is on the middle skill jobs.
- 6) **Do you have a proposal evaluation rubric to share?** No, we will not be sharing an evaluation rubric. The planning document that was discussed during the webinar, and available on the Skill Up 3 website, should provide a better understanding of the areas that the evaluation team will be looking at.
- 7) **Is Exec summary included in 15 page count?** No, the executive summary, budget form, and planning document are not included in the 15 page count.
- 8) **If we are given time to submit the grant proposal will that delay the announcement of grant awards in January?** If the final proposal date is extended, it is likely the announcement of awards will be delayed as well.
- 9) **Can you walk through the "access customizable data for the 109 occupations" link on the website? Have found this difficult to navigate and understand, thanks.** DWD would recommend applicants to reach out to a DWD Staff Member to obtain a better understanding of navigating the occupation list and also to provide guidance with any concerns the applicant may be having with this step of the process.
- 10) **When will DWD decide the results of the poll today regarding extending time for submission of proposals?** DWD will compile the survey answers and will determine/decide next course of action as soon as possible.

- 11) Are you looking for a critical mass of employers or a critical mass of the percentage of jobs in that sector in that area? For example, larger employers representing more jobs vs. lots of smaller employers. Is either okay?** A good mix of employer size, both small and large would be preferable. The more overall representation (of total employee's in the area) the better.
- 12) Can federal dollars be used as match?** We ask the Innovations Networks that have this as a concern please contact a member of the DWD staff so that more information can be obtained and a final determination can be made.
- 13) The "critical mass" of employers which must "endorse the application". Is a signature sufficient or are you expecting those specific engagement letters like those we will collect from Innovation Network Members?** The more letters of commitment, from all partners, employers and other, that can be collected with an application the better.
- 14) Will questions addressed offline be posted with responses on the Skill Up webpage?** Yes, we will update/add the questions that were asked offline to the Skill Up Round 3 FAQ's page.
- 15) Of the 100 jobs the DWD has recognized has fitting its criteria, what if the jobs we are training for do not fit within those jobs or at best loosely fits into those jobs?** Please contact a member of the DWD staff for the purpose of obtaining better knowledge about the scenario/question so that a final determination can be made.
- 16) Currently, is there a Grant Size that should be submitted?** No preconceived notion of how much the grants should be, the evaluation team will be looking for the description of the current environment and feedback received, the solutions packaged together within the network to answer questions for employers to try and make some type of evaluation for appropriate answers to those questions. Skill UP 1 and 2 funded everything from \$150,000 over \$2,000,000.
- 17) How do you calculate / define \$ economic impact?** On the Worksheet included, the formulas are built in, average wage and projected employment, the economic impact will be formulated, calculated by 40 hr. work week for over 2 year of grant to project impact.
- 18) What is the likelihood that more than one WIN will get funded within a particular county?** It is very unlikely that we would fund competing networks that cover the same geography in the same industries.
- 19) What is the % cash match required?** 25% match, not only cash, can be in-kind and no exact cash match, could be a combination, people, equipment, space, trainers, etc.
- 20) Is there a certain number of people (number of jobs) you expect to be filled within the two years of the proposal? More than 250 jobs? More than 500 jobs?** No preconceived notion on the number of jobs filled/impacted.
- 21) What is the start and end date of the grant period? - Is this a 2-year or an 18-month grant period?** The length of the grant will be 2 Years/24 months. Grant activities will begin in early 2018.
- 22) Slight concern that this round the application is 15 pages, double spaced. Does this give enough room to adequately address the additional items DWD requested? This double**

**spacing is new. Can you clarify? Thank you.** The executive summary, budget form, and planning document are not included in the 15 page count.

- 23) Is this a reimbursement grant?** Yes, Skill UP Indiana! is a reimbursable grant. You can submit your invoices monthly or quarterly for services and activities rendered for payment. Be advised that payments will be made between 32-35 days after processing is complete.
- 24) Is there still a population requirement for the service area?** No, there is not a population requirement for the grant activities
- 25) What is the match requirement - % cash match vs in-kind match?** A 25% private match is required and both cash and in-kind matches will be acceptable.
- 26) Assuming slides and recording will be made available to all attendees?** Yes, DWD will post the PowerPoint and recording to the Skill UP Indiana! website.
- 27) Approximately how many grants do you anticipate awarding?** DWD currently does not have a particular number of grants that will be awarded.
- 28) Some of our partners are across the Ohio River, will they be able to work with us in this grant?** Yes, partners can come from other states. We understand there are potential partners that will come from different geographical areas including other states.
- 29) Is there an approximate dollar amount we should look at not exceeding in our planning?** We understand that each network will possibly request different amounts for their program. So there is no approximate amount for funding purposes.
- 30) Is the regional approach or idea more important? Would it be conceivable we could expand beyond.** Both are equally important. And yes, it is conceivable that you could expand beyond.
- 31) Is the grant for a one year cycle? Is there a possibility to renew?** The grant cycle for Skill UP Indiana Round 3 will be 2 years/ 24 months beginning in January 2018.
- 32) What is the funding request floor/ceiling?** Currently, there is no cap on what an Innovation Network can request.
- 33) There is no place for the name of the group or the name of the project on the form....will you just get that from the email submission?** When you send your planning phase application form please place the project name within the email submission
- 34) You noted 'use of equipment' as part of the match - what exactly does that encompass?** Equipment that is paid for or provided by a private entity that will be used to train individuals associated with the Skill UP grant.
- 35) Can you give an idea of the range of typical grants (\$\$)** Grant funding will vary depending on the needs of the network. Past grant funding awarded (rounds 1&2) ranged from \$180,000 to \$2.1 Million.
- 36) The form specifically says "Provide evidence all partner organizations have committed". You said commitment letters are not required yet. Please clarify.** Letters of commitment will not be needed until your final proposal submission. You should simply mention the partners and the nature of those partnerships.
- 37) Would that include real estate space?** Yes

- 38) Can multiple programs be attached to one request?** Yes, multiple programs can be attached to one request.
- 39) Will the funding be distributed in January 2018 for a January 1 project launch through Dec of 2019?** Yes, the intended launch date for the funding activities to begin in January 2018 (but not specifically the 1st), immediately following the announcement, and will last for two years.
- 40) Can any part of the grant be used for bricks and mortar?** We have not excluded any item for funding consideration.
- 41) You mentioned Technical Assistance from DWD in the presentation. Can you provide an example?** DWD will work with industry groups to validate labor market projections, occupational demand, and skill requirements along with expected educational outcomes. We will also provide any technical assistance requested through a qualified third party of our choosing.
- 42) Are the grants broken down into categories? i.e. Manufacturing, health, ETC, ETC.** Yes
- 43) Would you prefer that multiple requests from a single organization be combined into one request, or would you prefer to receive them separately? (Is it possible that a proposal is partially funded?)** Yes, an organization can be part of more than one proposal. However, if an organization is seeking funding for a number of different programs that should be packaged into one formal proposal.
- 44) When I uncheck middle skills jobs, more than 109 occupations still populate. How do we get the 109 occupations list?** The skills lists are currently posted on the Skill Up Indiana website. Please click here for current occupations list
- 45) IT and Cyber cuts across industries. Will this allow for the combination of other industrial representation?** Yes, combinations can be used as a part of your final proposal.
- 46) Could the grant address two different pathways/sectors? I.e. manufacturing and health care?** Yes, multiple sectors can be addressed within a single proposal.
- 47) Is there a page limit for the planning phase application?** No, your team can provide as many pages as you feel that is needed for your application. Please make sure to fill out the one page document that will be a part of your preliminary application form. I have provided the link for your convenience for location of the document.
- 48) Are applicants requesting funds in this planning phase- or will all of the work be done in partnership with DWD to prepare for the final proposal? Then there will just be a funding request for the Final Proposal?** There will be no funds requested through the planning phase. Funding will be requested through your final proposal.
- 49) "Sector Partnerships include multiple employers within a critical industry...." Can you tell me what the critical industries are you've identified?** Advanced Manufacturing • Agriculture • Health Sciences • Information Technology • Transportation, Distribution and Logistics.
- 50) If we identify regions in our proposal and later decide we need to include others, or maybe even include less because we need to pilot it first is that possible to change through the process?** Yes

**51) The FAQ mentions “critical industries” such as Advanced Manufacturing • Agriculture • Health Sciences • Information Technology • Transportation, Distribution and Logistics. If our proposal is not within one of those will it still be considered? Yes, your proposal will still be considered even if your application does not include one of the 5 critical industries.**