

# COMMONWEALTH CORPORATION

Building skills for a strong economy.

# WORKFORCE COMPETITIVENESS TRUST FUND



The Workforce Competitiveness Trust Fund (WCTF) was established through economic stimulus legislation passed by the Massachusetts Legislature in 2006. The Massachusetts Legislature established the WCTF with two goals in mind:

1. To improve the competitive stature of Massachusetts businesses by improving the skills of current and future workers, and
2. To improve access to well-paying jobs and long-term career success for all Massachusetts residents, especially those who experience structural, social, and educational barriers to employment success.



The Workforce Competitiveness Trust Fund invests in demand-driven programs designed by industry sector partnerships that train and place unemployed and underemployed workers.



The purpose of the Fund is to support the development and implementation of employer and worker-responsive programs to enhance worker skills, incomes, productivity, and retention, and to increase the quality and competitiveness of Massachusetts businesses.

## Learn to Earn



### LTE Pilots: Impact Goals

1

**Earned Income**  
Increase participant's earned income, net of any resulting decrease in public benefits

2

**Economic Stability**  
Improve the economic stability of participants and their families

3

**Employer Demand**  
Meet employer's demands for talent

**The following document outlines five funding opportunities that are anticipated to be released in the first half of 2020.**

**\*\*\*Please note the following details\*\*\***

- All grant initiative details below are subject to change pending final revisions. *Please review carefully for revisions.*
- Please hold specific questions until each RFP/RFQ is released individually. Upon release, each Request for Proposals (RFP)/Request for Qualifications (RFQ) will be opened for procurement-specific questions.
- We have committed to providing additional time between the release dates and submission due dates of each funding opportunity. Where possible, procurement windows will be open for approximately 6-8 weeks.
- Unless otherwise specified, applying to and/or receiving funding from one grant does not preclude a lead applicant organization from being eligible to apply and/or receive additional funding from another funding opportunity listed below.
- Unless otherwise specified, the following list of applicant types are eligible to apply for funding as the lead applicant: community-based organizations, including adult basic education providers, employers with operations in Massachusetts and that employ Massachusetts residents in the proposed target occupation, employer associations, higher education institutions, labor organizations, local workforce development entities, local workforce boards, nonprofit education, training or other service providers, one-stop career centers, vocational education institutions.
- We are still seeking to fund target occupations that are identified as priority or critical needs through the Regional Workforce Skills Planning Initiative [regional blueprint process](#); however, we reserve the right to revise eligible occupations to be in step with dynamic economic conditions in the Commonwealth as best as we can.

<b><u>Purpose &amp; Target Population</u></b>	<b><u>Target Industry/ Occupations</u></b>	<b><u>Eligible Lead Applicants and Required Partners</u></b>	<b><u>Target Dates</u></b>
<p><b>The FY20 Senator Kenneth J. Donnelly Workforce Success Grants for Training and Placement / Training and Advancement Programs RFP</b> is designed to fund cohort-based, occupationally focused training and placement programs to unemployed and/or underemployed individuals OR training and advancement programs for incumbent employees.</p>	<p>Information Technology (IT) and other specific regional priorities.</p> <p>Excludes health care and advanced manufacturing occupations.</p>	<p><i>Lead:</i> Any WCTF-eligible.</p> <p><i>Required Partners:</i> At least two employer partners, the local MassHire Workforce Board and Career Center, union as applicable.</p>	<p>Released: Feb. 27<sup>th</sup></p> <p>Due: May 11<sup>th</sup></p>
<p><b>The FY20 Senator Kenneth J. Donnelly Workforce Success Grants for Healthcare Workforce Hubs RFP</b> is designed to support regional coordination that results in additional training and placement/advancement program capacity and to fund capacity building efforts to ensure workforce system-wide alignment.</p> <p>Grant awards will be used for staffing to develop capacity and address system alignment within a target occupation cluster and/or regional context. In addition to planning activities, a portion of funds will be dedicated to training and employment outcome-related activities.</p>	<p>Healthcare occupations only.</p> <p>Within the context of current public healthcare needs, first 3-6 months of grant activities are designed to focus exclusively on planning activities.</p>	<p><i>Lead:</i> MassHire Workforce Board on behalf of one of the seven regions involved in the Regional Workforce Skills Planning Initiative regional blueprint process. Only one application is permitted per region.</p> <p><i>Required Partners:</i> At least two employer partners, Relevant MassHire Workforce system partners, union as applicable.</p>	<p>Release: Mid-May</p> <p>Due: Mid-July</p>

<p><b>The 2020-2021 WCTF Program Expansion Grants RFP</b> is intended to fund additional seat capacity for unemployed people in ongoing occupationally specific training and placement programs.</p> <p>These one-year grants will be performance-based contracts based on a detailed program budget that illustrates full program costs alongside a proposed set of outcome metrics including enrollments, completions, credential attainment and placement with 2 months retention.</p>	<p>Statewide priorities (health care, IT, advanced manufacturing) or other specific regional needs.</p> <p>Applicants may propose to provide training in multiple occupations.</p>	<p><i>Lead:</i> Any WCTF-eligible</p> <p><i>Required Partners:</i> At least two employer partners.</p> <p>Applicants are encouraged to leverage their local MassHire Workforce Board and Career Center for recruitment, union as applicable.</p>	<p>Release: Late May</p> <p>Due: Early July</p>
<p><b>The FY20 Learn to Earn Initiative for Training and Placement Pilot Programs RFQ</b> is intended to support the design/re-design of sector-based training and placement programs that incorporate intensive financial education and benefits counseling services in addition to robust post-placement services.</p> <p>These programs are intended to train and place unemployed and/or underemployed Massachusetts residents who are receiving public assistance and seek connections to high-demand career pathways that support increased earned income and family economic stability.</p> <p>Successful applicants will indicate a strong interest in working with Commonwealth Corporation and the LTE Steering Committee for a duration of three to four months to design or re-design an occupationally-specific training and placement program that will: increase participants' earned income (net of any resulting decrease in public benefits), improve participants' and their families' economic stability, and meet employers' demand for talent. Program design grants may lead to implementation awards.</p>	<p>Any occupation with regional demand is eligible for this RFQ.</p> <p>Bonus points will be awarded for occupations within statewide priority areas (health care, information technology, and manufacturing cluster) or other specific regional priorities and critical occupational areas.</p>	<p><i>Lead:</i> Any WCTF-eligible.</p> <p><i>Required Partners:</i> At least two employer partners, the local MassHire Workforce Board and Career Center, financial education and benefits counseling partner, community-based organization, union as applicable.</p> <p><i>Prioritized Populations:</i> Partnerships who demonstrate a strong track record of serving populations who have experienced higher rates of unemployment and barriers to employment, including populations emphasized by the Black and Latino Advisory Commissions (BAC/LAC).</p>	<p>Release: Early June</p> <p>Due: Late July / Early August</p>
<p><b>The FY20 Senator Kenneth J. Donnelly Workforce Success Grants for ESOL-Enhanced Training and Placement Programs RFQ</b> is intended to fund the design/re-design of sector-based training and placement programs that incorporate contextualized ESOL services in order to better serve individuals for whom English is not their first language and/or have limited English proficiency. Successful applicants will participate in a program design phase followed by up to two years of program implementation.</p> <p>Successful applicants will have capacity to provide language supports alongside occupational and work readiness skill building, and prioritize community engagement/outreach, coaching and intensive placement and post-placement support.</p>	<p>Any occupation with regional demand is eligible for this RFQ.</p> <p>Bonus points will be awarded for occupations within statewide priority areas (health care, information technology, and manufacturing cluster) or other specific regional priorities and critical occupational areas.</p>	<p><i>Lead:</i> Any WCTF-eligible.</p> <p><i>Required Partners:</i> At least two employer partners, ESOL training provider, the local MassHire Workforce Board and Career Center, union as applicable.</p>	<p>Release: Mid-June</p> <p>Due: Mid-August</p>