

The U.S. Conference of Mayors Workforce Development Council (WDC)

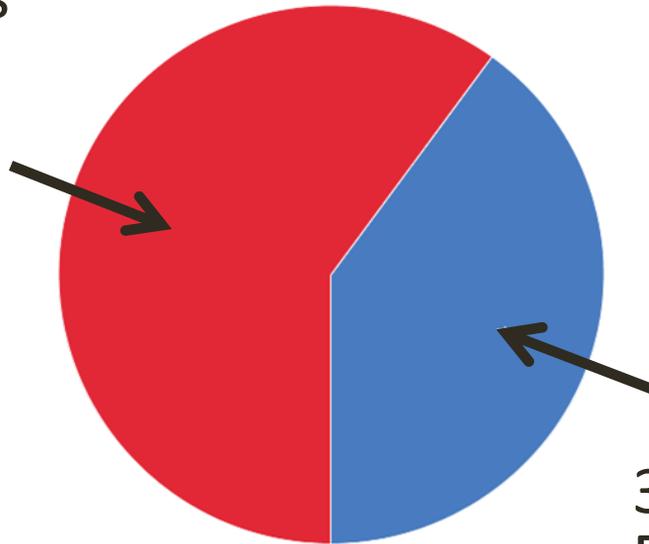


Beyond WIOA: Strategies to Leverage Federal
and Other Funding Sources for Workforce
Development

The Full Employment Council is the One-Stop operator and Fiscal Agent for two Workforce Development Boards

Our Business Model:

60% of budget
Non-formula funds
(Foundations &
Fee for Service)



35-40% of budget
Formula Funds

Guiding Principles - #1

Beta- Testing Concept

- Utilize a small amount of formula funding for Dislocated Worker, Youth or Adult programs to test innovative approaches to Workforce Development.

Guiding Principles - #2

“Left Brain, Middle Brain, Right Brain” Model

Middle Brain

“How we touch people”



Left Brain
“People you touch”

Right Brain
“The results of your impact”

This model appeals to a variety of funders who have an interests in all three areas.

Guiding Principles - #3

Utilize advisory and consumer-group committees who can provide insight and perspective on programs

- Be sure to include program participants and business partners within this user group

Guiding Principles - #4

Document Results on a quarterly, and annual basis.

Make your results available to funding partners and prospective funders.



Guiding Principles - #5

Utilize social media and other communication vehicles to document results and implications on target customer groups i.e. businesses and people.



Guiding Principles - #6

Always be prepared for the unexpected -
Murphy's Law

***“Whatever can happen will
happen”***

Guiding Principle - #7

“Share the Love!”



Always update your partners on any projects including businesses, government, US Department of Labor, State and City levels where appropriate.

Guiding Principles - #8

Utilize testimonials from clients, businesses and partner organizations attesting to the value of the business proposal of the project.

Guiding Principles – # 9

Forecast the end of the project, i.e. results of accomplishments, institutionalization and demonstration of new strategy development at the beginning of the project.



Guiding Principle - # 10

Insure that it is an organic project- the objective is to create a model that is fluid and can be adapted, and utilize the results for replication and or institutionalization.



Leveraging Resources

Setting up your

“Resource Development Report Card”

- City
- County
- State
- Non-Federal
- National



Leveraging Resources - City

City Funding—City of Kansas City, Missouri

General Funds Pool

- **Concrete On the Job Training (OJT) Project** for non-traditional populations → \$500K
- **Demolition OJT Project** → \$200K
- **Jobs for Neighborhoods Project** → \$300K



Leveraging Resources - County

- **COMBAT Program** - Jackson County → \$40K
- **Kansas City Area Transportation Authority** funding for employee based transportation to and from work during first 90 days of employment → \$170k



Leveraging Resources - State

Discretionary State Funds

- **Reboot U Program** – to provide training in Information Technology for the long term unemployed → \$500K
- **State Department of Conservation** → \$2M



Leveraging Resources – Non-Federal (Private Foundations)

Hall Family Foundation– Project Rise (funded program for dropout youth between the ages of 18-24) → \$100k

Kauffman Foundation → \$100k

United Way → \$50k

**Jackson County Sports Complex Authority, Kansas City Chiefs,
Kansas City Royals – Learn to Earn** → \$400k



Leveraging Resources - National

- **TechHire** – grant awarded through the United States Department of Labor → \$5 million
- **Health Professions Opportunity Grant (HPOG)** - grant awarded through the United States Department of Health & Human Services → \$6 million