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.
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