Schedule

9:30 AM – 9:35 AM
Introduction and Welcome

RFP Overview

9:35 AM – 10:15 AM

10:15 AM – 10:30 AM
Questions
Topics

Program goals

RFP
Resources

Questions
RFP and RAPIDS Award Schedule

Request for Proposals
Released July 7, 2022

Proposal Review begins
August 23, 2022

Proposals Submission Window July 8 - August 22, 2022

Notification of Awarded Proposals October 2022
RAPIDS Program Goals

Economic and workforce development initiative

Regional stakeholder collaboration

Strong business support

Aligning education, training, and equipment to regional and state in-demand occupations
Cover Letter and Executive Summary

Cover Letter
(1 page)
Please ensure all the contacts are up to date.

Executive Summary
(< 2 pages)
Rationale for selected industries
Synopsis of plan
Connection to educational and workforce outcomes
Project Narrative – Workforce Need

Project Design
- Map of all equipment
- Access for students in the region

Occupations
- Career pathways for in-demand occupations
- State and regional level data (include SOCs)

Regional industries and businesses
- NAICS codes for industries
- List of businesses participating
## Business Support Letters

<table>
<thead>
<tr>
<th>Content</th>
<th>Explanations of the company's connection to the relevant industry and in-demand occupations</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Distinct&quot;</td>
<td>Clear <strong>examples</strong> of how experience with the equipment will improve a student’s career opportunities</td>
</tr>
<tr>
<td>&quot;Original&quot;</td>
<td>Letters of support written by the businesses</td>
</tr>
</tbody>
</table>
“The servers to be acquired through this RAPIDS grant will enhance the in-situ active server administration and security curriculum developed for cyber defense classes. Our company relies heavily on the types of skills acquired through these hands-on classes. We have hired students out of this program and have valued the firsthand experiences Sinclair adds to their classroom. ... This project will close the equity gap by giving more students the opportunity to touch and demonstrate cybersecurity skills on state-of-the-art equipment instead of simulated products.”
“The equipment requested by CSU is a metal 3D printer, based on the powder bed fusion printing technology, that will help educate students and train/improve the skills of incumbent workers of the region’s manufacturing employers. As a leading additive manufacturing company, rp+m is continuously seeking workers with hands-on knowledge of additive/advanced manufacturing, so this project is aligned with our strategic priorities ... because it promotes workforce development through utilization of advanced manufacturing equipment.”
Project Narrative - Education and Training

**Equipment benefits for workforce skills**
- Workforce education and training.
- Describe business collaborations

**Students and incumbent workers**
- Regional recruitment plan
- Interest and engagement

**Institutional support**
- Formal commitment
- Credit and non-credit courses
Courses

- Program and course list
- Faculty training
- Projected student enrollment
- Equipment integration in coursework
Project Narrative - Implementation

- Project Plan
  - Key staff
  - GANNT chart
  - Outreach plans
  - Each institution receiving a grant agreement must submit a separate project plan section.
Eligible Expenses

IT IS RECOMMENDED THAT INSTITUTIONS PURCHASE LARGE EQUIPMENT, AT A MINIMUM COST OF $25,000 PER ITEM.

BUILDING IMPROVEMENTS ARE NOT ELIGIBLE.
Budget Narrative and Table

Components:

- Itemized costs
- Leveraged and matched funds
  - Attach letters of commitment
- Procurement process **for each grantee**
- Project sustainability

Please submit the budget table as attached on the RAPIDS webpage with the RFP.
Budget requirements

- All grantees need a budget tab!
- Please ensure that the quotes and requests align with the third-party estimates, attached.
- Quotes should be clear and easy to read.
- Any discounts or variations should be marked.
- All requests must add up.
- Provide support for any matching funds

Subgrantees (private institutions and OTCs) need to be included on the tab of the institution acting as their fiscal agent.
Regional Summary
Budget Request

All totals must add up to the regional allocation exactly. The total budget request tab is only the total amount per institution.

<table>
<thead>
<tr>
<th>Institution</th>
<th>Total ODHE Amount Request</th>
<th>Total Leveraged Funds</th>
<th>Total Project Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grantee 1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grantee 2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Subgrantee A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grantee 3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Subgrantee 3A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Subgrantee 3B</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>0</strong></td>
<td><strong>0</strong></td>
<td><strong>0</strong></td>
</tr>
</tbody>
</table>
Quoted prices must match attached price estimates. Each grantees’ itemized costs go on a separate tab.

<table>
<thead>
<tr>
<th>State University</th>
<th>Equipment</th>
<th>Number of Units</th>
<th>Quoted Price</th>
<th>ODHE Funds</th>
<th>Leveraged Funds*</th>
<th>Other funds source*</th>
<th>Industry sector</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MI lab 200R Bundle</td>
<td>1</td>
<td>$231,958.00</td>
<td>$226,958.00</td>
<td>$</td>
<td>5,000.00</td>
<td>University funds</td>
</tr>
<tr>
<td></td>
<td>CNC Lathe</td>
<td>1</td>
<td>$21,995.00</td>
<td>$21,995.00</td>
<td>$</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Institutional Subtotal</strong></td>
<td></td>
<td></td>
<td><strong>$253,953.00</strong></td>
<td><strong>$248,953.00</strong></td>
<td>$5,000.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Center A</td>
<td>AC/DC Training System 335:</td>
<td>1</td>
<td>$41,006.00</td>
<td>$41,006.00</td>
<td>$</td>
<td>$1,000.00</td>
<td>Foundation donation</td>
</tr>
<tr>
<td></td>
<td>3D Printer</td>
<td>1</td>
<td>$5,000.00</td>
<td>$4,000.00</td>
<td>$</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Institutional Subtotal</strong></td>
<td></td>
<td></td>
<td><strong>$46,006.00</strong></td>
<td><strong>$45,006.00</strong></td>
<td>$1,000.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>College A</strong></td>
<td>PLC - Allen Bradley 3355 series</td>
<td>1</td>
<td>$19,441.00</td>
<td>$10,000.00</td>
<td>$</td>
<td>$9,441.00</td>
<td>Department of Engineering budget</td>
</tr>
<tr>
<td><strong>Institutional Subtotal</strong></td>
<td></td>
<td></td>
<td><strong>$19,441.00</strong></td>
<td><strong>$10,000.00</strong></td>
<td>$9,441.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total costs</strong></td>
<td></td>
<td></td>
<td><strong>$319,400.00</strong></td>
<td><strong>$303,959.00</strong></td>
<td><strong>$15,441.00</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Each grantee (community colleges and public universities) must provide and describe their individual procurement processes.

Competitive selection is preferred.
• Data resources for in-demand occupations
  • http://education.ohio.gov/Topics/Career-Tech/Career-Connections/Career-Pathways
  • https://topjobs.ohio.gov/list
  • https://ohiolmi.com/
  • https://workforcedatatools.chrr.ohio-state.edu/home
  • https://www.census.gov/naics/
Data Tools Tour

• Workforce Supply and Employment Projections
• Labor Market Information

• Example of data:

**Labor Market Information:**
The below proposal-targeted occupations are listed with regional annual openings and growth ranging from 1.6% to 11.7% according to ODJFS:

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Network &amp; computer system admin</td>
<td>1.6%</td>
</tr>
<tr>
<td>Industrial engineers</td>
<td>10.7%</td>
</tr>
<tr>
<td>Mechanical engineers</td>
<td>11.7%</td>
</tr>
<tr>
<td>Mechanical engineering technicians</td>
<td>6.3%</td>
</tr>
<tr>
<td>Electricians</td>
<td>7%</td>
</tr>
<tr>
<td>Industrial machinery mechanics</td>
<td>8.7%</td>
</tr>
<tr>
<td>Maintenance workers, machinery</td>
<td>10.1%</td>
</tr>
<tr>
<td>Computer-controlled machine tool</td>
<td>3.7%</td>
</tr>
<tr>
<td>Machinists</td>
<td>4.5%</td>
</tr>
</tbody>
</table>
Contact Information

- RAPIDS team at ODHE
  - John Magill, Associate Vice Chancellor, Economic Advancement
    - jmagill@highered.ohio.gov
  - Sri Vidya Uppalapati, Program Manager, Workforce Alignment
    - suppalapati@highered.ohio.gov
  - Program email
    - Rapids@highered.ohio.gov