

Are you Ready to Grow and Expand your Funding Streams

Creating winning proposals: Tech Quest Apprenticeship Expansion Consortium

CWA Meeting of the Minds 2019
Monterey, CA



Agenda

- Welcome & Introductions
- Think about it
- Need to Diversify Funding Stream
- WIOA and Beyond
- Collaboration
- Relationships and what is possible
- Real Time Example: Tech Quest
- Questions and Discussion



Who is in the room today?





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Ask yourself 3 questions

- 1. What EXACTLY Do You Want? *With no constraints, no rules, no barriers, what is the ideal goal you are trying to reach?***
- 2. What are your top challenges? (Example: Need to diversify funding streams)**
- 3. What is your approach to both reaching your non constrained goals and solving challenges?**



**To create impact, we need more than
WIOA funding to support talent
development for employers.**





How do you fund your approach to solving your challenges?

Who else has money?

Who would you like to work with?



Share your money – Stretch the money

Create solutions that are more than the sum of the parts.

Leverage public/private partnerships.



With who?

- Employers and the private sector
- Federal/State/Local Government
Foundations/Non-Profits
- Think Tanks
- Faith Based Organizations
- Community Organizations
- Who are we missing?



Relationships

Starts at the local level – HUD, HHS, DOL, DOE, ?

- **Pilot**
- **Scale and replicate**
- **Sustain**



Pilot - Proof of Concept

Local funds

- Build trust, strengthen relationships
- Fail/Succeed, creative tension, build grace
- Create common language
- Increase risk tolerance and resiliency
- Supports entrepreneurial approach and thought process



Scale and Replicate

Seed money - State/Federal funds

- **Build sustainable infrastructure**
- Build trust, strengthen relationships
- Fail/Succeed, creative tension, build grace
- Create common language
- Increase risk tolerance and resiliency
- Supports entrepreneurial approach and thought process



Sustain

Formula funds

- Evolves the way we do business
- Do more with the funding we have
- Collaborations continue to strengthen and evolve

Employers win, job seekers and their families win, communities win and we win!



Luck is what happens when preparation meets opportunity - Seneca

What does this look like?

- Startup Quest - Pilot, Scale & replicate, Sustain
- **Tech Quest - Real time example**
 - \$12 million DOL, Scaling Apprenticeship Grant
 - Why you said yes
 - We won, now what?



The adventure continues...

Tech Quest - Real time example

- \$12 million DOL, Scaling Apprenticeship Grant
 - Implementing the vision - Time, love and tenderness
 - Institutes of Higher Education and Stakeholders
 - Waiting patiently





Solutions that Matter