

PENNSYLVANIA INDUSTRY PARTNERSHIP GRANT FREQUENTLY ASKED QUESTIONS

This document may be updated as needed.

Last updated: September 13, 2024

Q: Can you provide more commentary on what you are looking for in regards to regional/statewide partnerships as opposed to local partnerships? Is there a different rubric for regional/statewide partnerships?

A: A local partnership operates in a single PA local workforce development board area, a regional partnership operates in 2 or more PA local workforce development board areas, and a statewide partnership operates in all PA workforce development board areas. There is not a different rubric for regional/statewide partnerships versus local partnerships, both approaches must satisfy the same qualifications and conditions as detailed in the NGA. It is up to the applicant(s) to decide which approach, regional/statewide or local, they want to pursue for their partnership. The applicant must clearly articulate in their application that they are applying to be a regional/statewide partnership.

Q: Can you speak to the methodology for reimbursement and the average time between spending money and being reimbursed?

A: Grantees submit invoices with supporting documentation monthly through the Electronic Invoicing System. Supporting documentation needs to include proof of payment. Fiscal staff review invoices in order of submission. If the documentation is complete and accurate, this review process should be complete in five to ten business days. Payments are made by ACH ten business days after the invoice has been approved. This process will be delayed if fiscal staff have to request clarification of invoice items or missing documentation.

Q: Can you confirm that for-profit training providers are not eligible to apply?

A: For-profit training providers are eligible to apply but like other applicants must also satisfy all of the qualifications and conditions as detailed in the NGA. This includes demonstration of their partnership with the local workforce development board(s) responsible for the project area, and ability to bring together businesses i.e., employer partners within the priority industry served by the application and all other relevant industry partners needed to accomplish the goals of the partnership set out in the application.

Q: Do training programs need to be approved on the PA ETPL (eligible for individual WIOA subsidies) to partner with the local workforce development boards (WDB/WIB)?

A: No.

Q: Do the partners on the grant have to be vendors of the state of Pennsylvania?

A: Partners do not but the applicant and fiscal agent must be registered with the Commonwealth as a vendor. Applicants and fiscal agents that are not current vendors are strongly encouraged to begin the Vendor Data Management Unit registration process as soon as possible.

Q: Can you expand on the Industry Partnership Summit?

A: The Industry Partnership Summit is a once-a-year event to bring all industry partnership applicants and conveners into the same space to collaborate. Additional information will be provided after awards.

Q: Do we have to specifically name the required three business partners in our narrative? Do we need to specifically name all business partners or just three?

A: Business partners do not have to be specifically named in the narrative but should be included in the partnership membership form. The three business employers required as partnership members constitutes the minimum. Applicants are not limited in the number of business employer partners, and providing more information on all business partners that an applicant lists, may support the need for the Industry Partnership in their region.

Q: Can in-kind match be a discount on provided services?

A: Yes, but methodology must be provided with the matching explanation.

Q: Can you expand on how you are quantifying the clause in the NGA that *“Individual partnerships that have more than 50% of unspent grant funds from previous awards other than PY 23 (which was awarded in February 2024) are not eligible to bid on this grant unless the total of the unspent funds is less than \$75,000.”*?

A: When evaluating whether an individual partnership meets this condition, the Department will look at the individual partnership’s current financials reflected in CWDS as of the application deadline date of September 27, 2024. If an applicant individual partnership’s financials in CWDS do not meet this condition as of the September 27, 2024 date, the application will be disqualified.

Q: Can the match funds come from another state agency?

A: No, matching funds must come from private entities.

Q: When it comes to eligible applicants, can a single business entity working with a local board be an applicant? Can you further explain what “is capable of bringing all partners to the table” means?

A: Yes, a single business may be an applicant. However, like other applicants they must also satisfy all of the qualifications and conditions as detailed in the NGA. This includes demonstration of their partnership with the local workforce development board(s) responsible for the project area, and their ability to bring together businesses i.e., employer partners within the priority industry served by the application and all other relevant industry partners needed to accomplish the goals of the partnership set out in the application. Please note, an applicant must have at minimum, 3 business employers in the industry as partnership members.

Q: If we are in a region that has other partnerships focused on the same industry, can we still apply as a regional partnership?

A: There is nothing that prevents a local area participating in a regional partnership from applying themselves.

Q: Can you provide more information on evidence building and project effectiveness?

A: Please refer to [CLEAR FREQUENTLY ASKED QUESTIONS, VERSION 1.0 \(dol.gov\)](#) for more information on the topic.

Q: Can an LEA (local educational agency) qualify as an eligible organization for this grant?

A: LEAs are eligible to apply but like other applicants must also satisfy all of the qualifications and conditions as detailed in the NGA. This includes demonstration of their partnership with the local workforce development board(s) responsible for the project area, and ability to bring together businesses i.e., employer partners within the priority industry served by the application and all other relevant industry partners needed to accomplish the goals of the partnership set out in the application.

Q: Will the webinar recording be posted?

A: Yes, the recording is posted at [DLI Grants \(pa.gov\)](#).

Q: Is there a way to add more lines into a cell on the Membership form?

A: The DLI grants webpage [DLI Grants \(pa.gov\)](https://www.pa.gov/education/dli-grants) now has an updated membership form that allows for more space in individual cells. That was the only change made to the form.

Added on September 13, 2024

Q: Who/what would be considered an economic development partner?

A: For Industry Partnerships, an economic development partner is an organization that is dedicated to the economic development of a region. This typically involves Chambers or other organizations that have economic development as their mission.

Q: Does an Economic Development partner need to be a certified Economic Development Organization (CEDO)?

A: No, but applicants should be able to justify their pick for an economic development partner.

Q: Do all required partners (Workforce Development, Education, Economic Development, and Business) need to have an active role in the initiative for which we are applying, or could they just submit a letter of support?

A: All partners listed in an application should be active participants in the partnership.

Q: For the "Partnership Membership Form", what is typically included in the Type of Commitment column and the Role/Responsibility column? How are they differentiated?

A: Type of Commitment is usually utilized to outline if a partner is providing any match. Role/Responsibility is what a partner expects to contribute to the proposed Industry Partnership in terms of knowledge and leadership.

Q: Can you expand more on eligible applicants and what it means to be a partner organization in relation to the local workforce development board?

A: All eligible applicants include local workforce development boards, groups of local workforce development boards, non-profit and non-governmental organizations, community-based organizations, educational and post-secondary educational organizations, labor organizations, business associations, and economic development entities, to the extent these organizations can bring together businesses i.e., employer partners within the priority industry served by the application. If an applicant is not one of the identified local workforce development boards, then they must provide a letter of support from at least one local workforce development board to demonstrate their co-operation with the Industry Partnership.

Q: Under the “Eligible Applicant” section of the NGA, what does the phrase “...partner groups of local workforce development boards... “ mean?

A: It means multiple local WDBs who are partnering as a group to apply together.

Q: Our healthcare career training programs involve employer partners designating employees to serve as preceptors for trainees, with a stipend for the employees' time. Would preceptor stipends count towards the private sector in-kind funding match?

A: Yes.

Q: Page 9 reads “ Individual partnerships that have more than 50% of unspent grant funds from previous awards other than PY23 (which was awarded in February 2024) are not eligible to bid on this grant unless the total of the unspent funds is less than \$75,000. Regarding that clause, by which date do the funds need to be spent in order to qualify and would it be acceptable if an IP could convey funds are appropriately allocated (despite appearing to be “unspent”)?

A: Funds should be spent by Sept. 27th and no, funds must be spent and not just allocated.