



ATTACHMENT A: COVER SHEET

Please complete this **mandatory** cover sheet accordingly.


Lead Organization Name	Walsh University			
Address	2020 E Maple St, North Canton, OH 44720			
Phone Number	(330) 490-7090			
Number of Years in Business	63			
SAM.gov ID / UEI				
EIN	34-0868798			
Acknowledgement that Proposing Entity is up-to-date on taxes and not currently debarred or suspended.		X	YES	NO
Type of Organization (check all that apply)	X	Higher Education	Private	
		Community-Based Org.	Business Organization	
		Government Agency	Other (explain)	
		Labor Organization		
		Non-Profit		
	Employment Service State Agency			
Contact Person's Email Address	dpasserini@walsh.edu			
Signatory Authority Signature				



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Project Approach and Methodology

There is a need to provide workforce training and career opportunities for underserved individuals in Stark County, Ohio. Walsh University believes that in order for workforce development training to translate to meaningful and sustained employment or career advancement with positive impacts for employees, employers and the community, there must be a multifaceted approach that engages multiple community stakeholders and leverages resources to create a comprehensive solution that develops relevant and practical skills while addressing other significant barriers that prevent people to enter or remain in the workforce.

To that end, Walsh University proposes to collaborate with the Canton Regional Chamber of Commerce, as Grant Administrators of the Good Jobs Challenge Grant and with the National Center for Urban Studies (NCUS) to create a comprehensive solution that allows for more responsible and effective utilization of financial resources and capitalizes on each organization's strengths and expertise.

Walsh University proposes to provide highly effective career readiness and entry-level technology skills training through its nationally recognized Skilled Technical Workforce Development Training Program. This program has recently been recognized by the National Science Board as an example for the nation in demonstrating how academia can create unique collaborations with local businesses and community organizations to effectively address workforce development needs. Participants will receive a Certificate of Completion prior to being placed with an employer. Walsh University will provide the content for this training to the participants in this program.

Walsh University will work with NCUS which has a strong reputation for its community outreach and its ability to recruit participants into training programs and placing them with area employers. NCUS will be responsible for the recruitment of participants into the program. Further, Walsh University will provide NCUS with the content to the initial career readiness training. As a service provider, NCUS will facilitate the delivery of the content and ensure that participants complete the requirements necessary to receive a Certificate of Completion from Walsh University's Skilled Technical Workforce Program.

This is not a typical proposal in that Walsh University is not asking for monies from the Good Jobs Challenge Grant to be paid for the delivery of the content as an education provider. Rather, in addition to providing the content for the course, Walsh University proposes to pay NCUS as a service provider for every participant who completes the training. The \$500 per participant fee will be used to offset costs that would have otherwise been included in a budget for training costs.

Covering the costs for training will allow the Grant Administrator to allocate more monies as a line item in the budget for "wrap-around" and other support services (transportation assistance, childcare, food cards, learn-and-earn, etc.) in order to maximize the probability that graduates will be able to stabilize in their new employment situation and sustain employment ongoing.



NCUS will work to place graduates with Employer Partners and will continue to provide career coaching and monitor their progress to facilitate a smooth transition into their new position. Should there be a need for support services for the graduate to practically overcome barriers preventing them from sustaining employment, NCUS will communicate the needs to the Grant Administrator and request funds to provide assistance. The process for the procurement and tracking of support services expenditures is to be determined by agreement between the Grant Administrator and NCUS and shall not involve Walsh University.

Data related to key metrics will be tracked by the Grant Administrator and NCUS and provided to all parties including Walsh University. Key metrics include but are not limited to the number of participants recruited, the number of recruits that completed the program, the number of graduates that are placed with employers, the number of graduates that remain employed after 30, 60, and 90 days, various barriers that required support services assistance, the number of instances that required support service assistance, average dollar amount per participant in support services, etc.

Walsh University and NCUS will work with employers and graduates to encourage ongoing training and development and other educational opportunities. In addition, NCUS will provide ongoing career coaching, support services and tracking for up to 90 days post-employment, as needed.

NCUS has extensive experience in grassroots outreach and working with under/unemployed individuals. Walsh University has a reputation for excellence in education and training and certificate programs. Over the last two years, Walsh has enrolled over 60 companies and issued over 850 credentials through its nationally recognized Skilled Technical Workforce Program. Walsh University manages many state and federal grants. The proposed collaborative structure outlined above leverages the expertise of both organizations, provides for the most efficient utilization of financial resources available to the community and creates the most viable possibility for successful outcomes for participants to find and maintain meaningful employment.



Organizational Structure

Michael Dunphy, Ph.D., Vice President for Academic Affairs

An alumnus of Walsh, Dr. Dunphy has served the Walsh community since 1981, first as a part-time faculty member, then in 1985 as full-time faculty in Biochemistry, as Division Chair of Mathematics and Sciences from 1990 to 2016 and then as Dean of the School of Arts and Sciences before being named as the VPAA in 2019.

Retaining the rank of Full Professor in Biochemistry, Dr. Dunphy continues to teach chemistry courses and do research while attending to his administrative responsibilities. His scholarly research is focused in several key areas including analytical biochemistry, integration of premier skills into science curricula and optimizing learning in sciences.

Over the years, Dr. Dunphy has mentored hundreds of students. Dr. Dunphy has been instrumental in the launch of Walsh's new Skilled Tech Workforce initiative, designed to teach essential skills people need to thrive in a technology-based economy.

Dr. Dunphy is a nationally known facilitator and speaker in leadership development, curriculum development and integration of premier skills into education of young professionals. An expert in emotional intelligence and its use in leadership, Dr. Dunphy has studied the integration of "soft" or better, "premier" skills into undergraduate science curricula to help students develop their ability to work in teams, resolve conflict and influence other professionals productively.

Dr. Dunphy earned his B.S., Walsh University; M.S., Youngstown State University; Ph.D., University of Akron.

Daniel Passerini, Ph.D., Executive Director of Cross-Enterprise Initiatives

Dr. Passerini has helped position Walsh University favorably in many strategic areas by expanding offerings for adult learners, building extensive community, regional and national relationships and generating revenue streams to support investment in programs, people, and innovative initiatives.

Dr. Passerini works with the Office of Advancement on select projects. He previously served as Walsh's Director of Development and was responsible for developing productive relationships with key University donors and stakeholders.



His purpose-driven approach grew community bonds and led to the advancement of critical strategic university initiatives.

Before returning to Walsh in 2018, Dr. Passerini's 20-year diverse academic and business experiences laid the foundation for him to lead the team of business professionals that collaborated and co-created the Skilled Technical Workforce Program. The training program has recently been recognized by the National Science Board as having answered the call for academia to work with businesses to create innovative programs that would help our nation address workforce training needs and become more competitive in a STEM-based global economy.

Dr. Passerini is a 1994 Walsh alumnus where he earned his Bachelor of Science. He earned a Doctorate of Biochemistry from The University of Akron in 1999.

Timothy Gray, M.A., Director of Skilled Technical Workforce Program

With over twenty-five years of experience in higher education and workforce development, Tim works collaboratively with various University and community stakeholders to design, develop, implement, maintain, and evaluate curriculum and courses for the Skilled Technical Workforce Program. He interfaces with professionals in local community organizations, schools, and businesses to generate opportunities for participant enrollment.

Previously holding positions in state universities and local and national non-profit organizations, Tim has extensive experience with data analytics and program supervision. He has been involved in community outreach and served as the spokesperson for organizational programming. He is the author of numerous studies, has advised undergraduate students, administered student conduct, and taught political science.

Tim earned his Bachelor of Arts in Political Science with a minor in History from Kent State University, and his Master of Arts in Political Science at Miami University.



ATTACHMENT B: BUDGET AND NARRATIVE

Please complete the mandatory budget form and narrative explanation below.

Budget Line Item	Cost per candidate selected to participate in the program
Workforce readiness and career coaching	
Outreach, screening, selection, barrier removal	\$NA
Job readiness training including soft skills and math brush up	\$NA
Support services	\$NA
12-month career coaching	\$NA
Technical skills training	\$NA
Stipend per week of training during pre-full-time employment	\$NA
TOTAL	\$NA

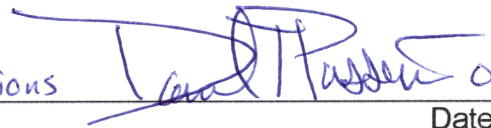
Budget Narrative: Walsh University is not asking for monies from the Good Jobs Challenge Grant to be paid for the delivery of the content as an education provider. Rather, in addition to providing the content for the course, Walsh University proposes to pay NCUS as a service provider for every participant who completes the training. The \$500 per participant fee will be used to offset costs that would have otherwise been included in a budget for training costs.

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ATTACHMENT C: CONFLICT OF INTEREST FORM

By submitting a proposal, the authorized signatory authority of the bidding entity certifies to his/her knowledge and belief that there is no conflict of interest (real or apparent) inherent in the bid or in delivering the scope of work if the SCMWDP awards a contract. A conflict of interest would arise if any individual involved in the preparation of this proposal and delivery of services has a financial or other interest or would be likely to gain financially or personally from the award of a contract. The same would hold true for any member of the individual's family, partner, or an organization employing or about to employ any of the above as a direct result of the successful award of a contract under the RFP. The SCMWDP reserves the right to disqualify a bidding entity should a conflict of interest be discovered during the solicitation process.

Daniel J Passerini, Ph.D. Executive Director of Cross Enterprise Operations		01/20/23
Signatory Authority Name and Title	Signature	Date

*Note: This form is a **mandatory** required document to be considered for either component. Bidders should only complete this form once per entry.*



ATTACHMENT D: REFERENCES

Bidders are **required** to provide three references who can verify their experience, along with a contact phone number and email address. References should be for experience in the past 5 years.

Name: Dr. Victor McCrary _____
Title: Vice Chairman _____
Organization: National Science Board _____
Phone: 301-580-1941 _____
Email: victor.mccrary@udc.edu _____

Name: Rebecca Kuzma _____
Title: Chief Operating Officer _____
Organization: Strengthening Stark _____
Phone: 330-453-5628 _____
Email: rebecca@strengtheningstark.com _____

Name: Dennis Postiy _____
Title: Corporate Vice President _____
Organization: MAC Trailer Enterprises, Inc. _____
Phone: 330-823-9900 _____
Email: dpostiy@mactrailer.com _____