

Proposals for the Advanced Manufacturing Workforce Training Grant Solicitation

(No.2024-CAM-02)

Questions and Answers

Updated 1/24/2024

Rolling

#	Question	Answer
1	How do you define “industry partner” in relationship to the lead applicant? Can you give examples of what an industry partner might be in relationship to, let’s say, a workforce development org or other lead applicant? Do you mean for-profit businesses like manufacturing businesses?	An industry partner is a for-profit manufacturing company that will work/partner with the "Lead Applicant" as an active member of the team. The industry partner cannot be a "Lead Applicant". The role of the industry partner is to provide input, guidance and support to the training program and may include but is not limited to: ensuring the training program is responding to industry hiring needs, providing input/feedback and approving training curriculum, ensuring industry engagement and exposure for trainees (e.g. guest speaker to classes, interview graduates), etc.
2	We have heard from an employer in MA that hires manufacturing roles that they will not hire folks without college degrees due to their customer (DOD) restrictions. What do you recommend?	College degree candidates are not the target audience for this manufacturing training grant. Training programs are encouraged to partner with manufacturers that are open and willing to hire graduates from short-term (non-degree bearing) workforce programs.
3	Are you able to facilitate partnerships between training providers, industry partners and agencies that can provide recruitment and case management? We are a Lean manufacturing training provider and would like to be included in a partnership.	Yes, CAM is available to facilitate introductions between companies and/or training providers. We will provide this support to any interested party. However, managing this partnership is ultimately the responsibility of the training provider and the industry partner.

4	That includes stipends correct?	Allowable costs include participant stipends. Any stipend funds included in the program design would be included in the total cost per student in the application. As noted in the solicitation, for budget-planning purposes, the cost per student shall not exceed \$8,000 per proposed student.
5	Is all training expected in person or is virtual / hybrid permissible?	We are not requiring applicants to use a specific teaching modality. Applicants should design the strongest possible training program that meets the learning needs of their participants and has the greatest potential for a positive training outcome. The training program modalities are up to the applicant's discretion and should be outlined in the application.
6	Can you contract prior to 6/30/24? Meaning an earlier start date	Yes, we will award contracts as they are selected for funding. Contracts may be awarded with start dates as early as February 2024.
7	How long are the project periods for this funding?	Contracts will be issued for a period of up to 12 months from the date of contract. Masstech hopes to have decisions made and notifications sent within a 45-day period after the application is received, but this timeframe cannot be guaranteed.
8	When is the notification date?	Masstech intends to have decisions made and notifications sent within a 45-day period after the application is received, but this timeframe cannot be guaranteed.
9	Are 4-year state universities eligible to participate?	Yes
10	Are asynchronous and synchronous allowed, or no?	The training program modalities are up to the applicant's discretion and should be outlined in the application.
11	Do you have any forum to connect willing employers with training providers?	Not at this time.

12	<p>Are the stipends only for trainee compensation? Can they be used for transportation, childcare etc.?</p>	<p>Allowable costs include both support services and stipends. Transportation, childcare and other associated costs should be included as support services. Stipends will be identified separately. Both support services and stipends may be included in the proposal and will be included in the cost per student in the application.</p>
13	<p>Robotics/collaborative robots (cobots) training, can the 'cobot' manufacturer qualify as the 'trainer'?</p>	<p>A manufacturing organization may qualify as a "trainer", but they cannot be the lead applicant.</p>
14	<p>Can participant stipends be used to purchase work supplies (boots, uniform, etc.) and birth certificates or Mass Ids?</p>	<p>Allowable costs include both support services and stipends. Support services include items needed to ensure a participant's success in completing training and obtaining a job and may include work supplies and funds to obtain birth certificates and Mass IDs. Stipends are provided to the participant to improve training completion and employment outcome. Both stipends and support services may be included in the proposal.</p>
15	<p>Do the training providers have to be on the States list of Eligible Training Providers?</p>	<p>No</p>
16	<p>Can we use grant funds to (1) develop an 'Assessment Tool', and/or (2) market manufacturing as a viable career pathway</p>	<p>Yes, grant funds may be used to develop assessment tools. The applicant should explain how the assessment tool will help lead to the success of a participant.</p> <p>Yes, grant funds may be used for marketing "manufacturing as a viable career pathway". However, funded projects will be required to work with CAM in the development of marketing materials to ensure alignment and coordination of messaging.</p>
17	<p>Is the funding federal or state or combination</p>	<p>This training grant is funded by the state of Massachusetts.</p>

18	Can you elaborate on, or give examples of, how previous programs (like the collaboration with BAE and Nashua Community College) were marketed? Were videos produced for social media or broadcast? Or radio spots, etc.?	Previous grant recipients have used radio, print, and social media for marketing. Activities included developing news stories for local newspapers, billboard and public transportation announcements, radio marketing, and short video success stories that can be promoted on the recipient's website. Please note, if awarded, the program will collaborate with the Center for Advanced Manufacturing (CAM) at MassTech and our marketing consultant to coordinate and leverage the MassMakes marketing and branding collateral to support a statewide marketing brand for manufacturing.
19	Is there a cap on indirect cost?	MassTech does not have a cap on indirect costs but the indirect costs should be calculated in accordance with generally accepted methodology, and preferably approved by a federal or state agency. All indirect costs must be reasonable and applied in a consistent manner by the applicant. The reasonableness of budget will consider the portion of costs being used for direct vs. indirect costs.
20	Is this a reimbursement grant?	Yes, the Advanced Manufacturing Training Grants are cost reimbursement.
21	Can you please clarify what BAE is? Is that an employer?	Yes, BAE (British Aerospace) is a manufacturing company.
22	Is funding to support professional development of staff an allowable expense?	Yes. However, the applicant should explain how professional development will help lead to the success of a participant. The reasonableness of budget will consider the portion of costs being used for professional development vs direct services to participant.
23	Does the target audience include incumbent workers?	No
24	What is the timeline from submission of a proposal to when you would be notified if awarded, and how long till a contract is completed and training can begin? (E.g. If an organization submits an application on Feb. 1,	Masstech intends to have decisions made and notifications sent within a 45-day period after the application is received, but this timeframe cannot be guaranteed.

	and by the end of Feb the program has been selected for funding, how soon will a contract be completed and can training begin?	
25	If we submit a proposal on May 1 st is it possible the funding will already be committed?	This solicitation is rolling and will close when funds have been fully allocated. MassTech, however, has no idea when this may occur.
26 NEW	For attachment C, Question# 7: "Will this be a new training program or an expansion of an existing program?" Is the application specifically referring to a program that was previously funded by MTC?	Question 7 refers to any existing program that has been offered previously, regardless of the funding source.