

# **Employment Advancement Right Now (EARN)**

## ***Tentative Support Plan for EARN Applications***

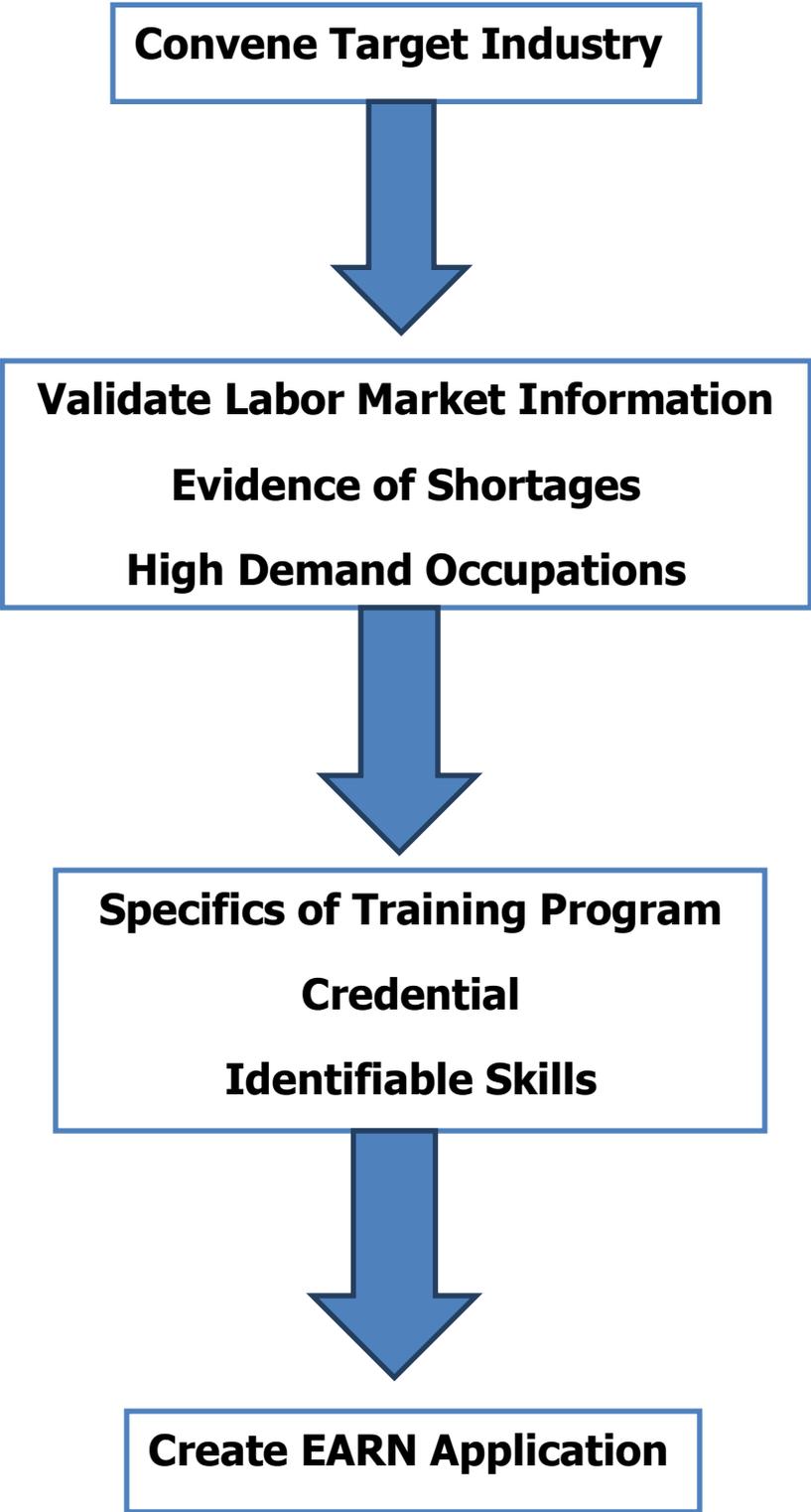
*EARN applications must be guided by an employer-driven model.*

*EARN Applicants will be responsible for the recruitment of 5-10 employers willing to participate in a two-hour facilitated session about challenges in their industry. Targeted employer representatives must be those who have the authority to hire, and are interested in promoting current workers, hiring new workers or expanding their current business.*

*Those wishing to respond to the anticipated RFP can rely on **USWIB** to provide the following support:*

1. Facilitate employer industry groups for organizations who wish to apply for EARN funds.
2. Provide meeting space and refreshments.
3. Provide a facilitator to perform the organizational tasks for generating ideas.
4. Provide labor market information (LMI) as a basis for the facilitated discussion.
5. Provide a scribe for capturing the ideas generated from the convened meeting.
6. Provide an electronic copy of the summary of the facilitated employer group's input.

# Employment Advancement Right Now (EARN)



## **Questions to guide the conversation with employers:**

1. What is the goal of the EARN application?
  - a. Retention
  - b. Expansion
  
2. Which groups of workers are you interested in training?
  - a. Incumbent workers are eligible:
    - 1) What is the skills gap between the workers you have and what you need
    - 2) What credential would address the skills gap in your operations
  
  - b. New workers (unemployed individuals):
    - 1) Describe your ideal employee
    - 2) What credential would be valuable to your operations
  
3. What is the specific challenge that takes most of your time?
  
4. If you receive funding from EARN, how would you apply it to the challenge you've identified (above)?
  
5. How could the result of applying EARN monies demonstrate a result that addresses your challenge?
  - a. Credential: Retention of employees
  - b. Credential: Expansion of business