TECHNICAL ASSISTANCE WORKSHOP

Cape Girardeau, Missouri

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About the Delta Regional Authority

The Delta Regional Authority (DRA) is a federal-state partnership created by Congress in 2000 to promote and encourage the economic development of the lower Mississippi River region and Alabama Black Belt. DRA invests in projects supporting transportation infrastructure, basic public infrastructure, workforce training, and business development. DRA's mission is to help create jobs, build communities, and improve the lives of those who reside in the 252 counties and parishes of the eight-state region.

February 25, 2020

Chris R. Caldwell
Federal Co-Chairman

Dear DRA Stakeholders,

On behalf of the Delta Regional Authority, welcome to Cape Girardeau, Missouri for the Delta Workforce Program's Technical Assistance Workshop. I am excited to have attendees from southeast Missouri represented here today to discuss critical issues impacting our region's economic competitiveness and quality of life. More specifically, I am pleased to present our agency's partnership with the U.S. Department of Labor (DOL) Employment and Training Administration and the Appalachian Regional Commission (ARC) to deploy $29.2 million in Workforce Opportunity for Rural Communities (WORC) Grants in the Delta and Appalachian regions. This grant opportunity is unique to our region and will support industry-driven workforce training and education for job seekers residing in our rural communities.

To complement this federal initiative, DRA is making available $1.5 million in Delta Workforce Program grants and offering post-award technical assistance to grantees. Most importantly, though, DRA is offering eight technical assistance workshops to help our region's stakeholders develop competitive applications for both grant programs.

I want to thank you for being here. With your commitment to building sustainable workforce talent pipelines, I am confident we will continue to accelerate our economic development efforts throughout the Mississippi River Delta region.

Sincerely,

Chris Caldwell
Federal Co-Chairman
Delta Regional Authority

AGENDA
Cape Girardeau, Missouri

7:00am – 8:00am **Registration** *(Breakfast provided)*

8:00am – 8:15am **Welcome and Opening Remarks**
Aury Kangelos, Program Manager, Delta Regional Authority

8:30am – 9:30am **Keynote Address: Workforce Development for the Digital Economy in Southeast Missouri**
Chris Carnell, Co-founder, Codefi/Executive Director, Marquette Tech District Foundation

Workforce development and economic development are inextricably linked in the modern economy. To ensure the prosperity of rural economies, workers and employers must adapt to meet ever-changing demands and opportunities. In this session, participants will be exposed to successful workforce training models supporting the digital economy in southeast Missouri and across the Mississippi River Delta region.

9:45am – 10:00am **Networking Break**

10:15am – 11:15am **DOL's Workforce Opportunity in Rural Communities (WORC) Grant Program: Funding Opportunity Announcement (FOA)**
Aury Kangelos, Program Manager, Delta Regional Authority

In this session, a representative from the Delta Regional Authority will introduce the U.S. Department of Labor's WORC initiative and provide a comprehensive overview of the funding opportunity to help participants develop competitive applications.

11:30am – 12:15 pm **Networking Lunch** *(Lunch provided)*

12:30pm – 1:30pm **Lightning Talk: 2019 U.S. Department of Labor WORC Grantee**
Kagan Coughlin, co-Founder & Trustee, Base Camp Coding Academy

In this session, a 2019 U.S. Department of Labor WORC grantee will provide an example of a successful workforce training program in the Mississippi River Delta region and discuss strategies for building innovative partnerships with industry, higher education, and K-12 to attain workforce outcomes in rural areas. Additionally, the speaker will discuss key strategies for developing and submitting competitive proposals to public and private entities.

1:45pm – 2:30pm **Creating a Competitive Proposal**
Delta Regional Authority Staff and Program Consultants

In this session, participants will learn how to build an effective workforce development program, how to scale, create a strong workforce pipeline attractive for existing and prospective businesses, and how to articulate that vision into a competitive grant proposal.

2:45pm – 3:15pm **Q & A**

3:30pm **Closing Remarks**
Chris Caldwell, Federal Co-Chairman, Delta Regional Authority

Table of Contents

Speaker Biographies 6-7

DOL's Workforce Opportunity in Rural Communities (WORC) Grant Program: Funding Opportunity Announcement (FOA) 8

Lightning Talk: 2019 U.S. Department of Labor WORC Grantee 9

Creating a Competitive Proposal..... 10

Appendix 11-19

DRA 101 12-13

Local Development Districts 14-18

Agency Directory 19

Speaker Biographies

Chris Caldwell, *Federal Co-Chairman, Delta Regional Authority*

Appointed by President Donald J. Trump and confirmed by the U.S. Senate, Chris assumed the role of Federal Co-Chairman of the Delta Regional Authority on Jan. 12, 2018. As Federal Co-Chairman, Caldwell leads the agency's operations and is responsible for DRA's strategic investments that promote economic development in 252 counties and parishes across eight states. Caldwell is a 7th-generation Arkansan and has extensive experience in political and government service. Before being confirmed as DRA chairman, Caldwell served as the director of special projects for U.S. Senator John Boozman of Arkansas. Caldwell was the campaign manager for Boozman's 2016 re-election campaign, as well as the political director for Boozman's 2010 Senate campaign. He has also served on several other campaigns, including Arkansas Governor Mike Huckabee's 2008 presidential bid and Arkansas Senator Tim Hutchinson's 2002 Senate campaign. Beyond his political and government service, Caldwell has held various roles in the private sector and is an active volunteer in his community. He graduated with a bachelor's degree in communication from the J. William Fulbright College of Arts and Sciences at the University of Arkansas. Caldwell resides in Little Rock with his wife Ashley and their two children.

Aury Kangelos, *Program Manager, Delta Regional Authority*

Aury joined the Delta Regional Authority in July of 2018 following three years at Clemson University where he is working towards completing a PhD in Public Policy with a focus in regional economic development. Aury oversees multiple DRA initiatives, including the Delta Leadership Institute, and other federal partnerships. Aury has experience in local, state, and the Federal government serving in the Development Office for the Town of Collierville, TN and the Office of Community Transportation with the Tennessee Department of Transportation. He holds a Bachelor of Arts in Political Science from the University of Tennessee at Martin, a master's degree in City and Regional Planning with a focus in economic development from the University of Memphis, and a Master of Science in Applied Economics and Statistics from Clemson University. Aury is also a graduate of the University of Memphis Herff College of Engineering's Freight Transportation Leadership Academy. Originally from Union City, TN, Aury, his wife Sarah, and son Jameson recently relocated back to Memphis.

Chris Carnell, *Co-founder, Codefi and Executive Director, Marquette Tech District Foundation*

Chris has 10+ years of experience working in and alongside SME's and startups. He is a cofounder at Codefi, a private co-working business center and technology incubator started in 2014, and Codefi Labs, a custom software development firm. Codefi has supported 50 startups that have created over 180 jobs and attracted $20+ million in private and public investment. The coworking space has over 300 members representing over 100 companies and occupies nearly 17,000 square feet in the historic Marquette Tower in downtown Cape Girardeau.

Chris is the Executive Director of the Marquette Tech District Foundation, a non-profit corporation dedicated to improving the quality of life for the region, accelerating economic development through access to education, mentoring, technology, and capital. The Foundation has received support from organizations such as the Delta Regional Authority, the U.S. Economic Development Administration, the Missouri Technology Corporation, the Center on Rural Innovation, Rural LISC, as well as private individuals and corporations. He raised over $3 million for the 501(c)3 and has led the conceptualization and implementation of the 1ST50K startup competition, adult coding workforce developments, professional hackathons, and youth computer programming training. 1ST50K has awarded $350,000 since 2015 and those companies have gone on to generate $5+ million in revenue, creating over 30 jobs. More than 150 adults have gone through Code Labs One, a rigorous course in partnership with local professional software developers and tech companies that gives them the skills necessary to get an entry level job as a

software developer. Graduates from the program that have gotten jobs have seen their salaries increase by an average of more than 200%. Nearly 1,000 kids have been introduced to computer programming through the Youth Coding League launched in Fall 2018.

Chris has held volunteer roles within the startup and economic development ecosystems as a mentor in Techstar's Startup Weekend powered by Google for Entrepreneurs and an organizer for 1 Million Cups supported by the Kauffman Foundation.

Kagan Coughlin, *Co-founder and Trustee, Base Camp Coding Academy*

Kagan has 10 years of experience working in mortgage finance and technology with Fannie Mae and FNC/CoreLogic. He also has 10+ years of experience working on historic preservation and creative economy initiatives in Mississippi. Kagan is the Co-founder of Base Camp Coding Academy in Water Valley, MS.

U.S. Department of Labor's Workforce Opportunity in Rural Communities (WORC) Grant Program

10:15am – 11:15am

In this session, a representative from the Delta Regional Authority will provide a comprehensive explanation of the Funding Opportunity Announcement for the U.S. Department of Labor's WORC grant program to assist prospective applicants and partners in developing competitive proposals. This session will also include a high-level overview of the $1.5 million Delta Workforce Grant Program.

Speakers:

Aury Kangelos, Program Manager, Delta Regional Authority

Key Takeaways:

- WORC is a $29.2 million grant program administered by the U.S. Department of Labor in partnership with DRA and the Appalachian Regional Commission.
- WORC grants address workforce training and education for dislocated workers, incumbent workers, and new entrants to the workforce.
- The Delta Workforce Grant Program is a $1.5 million grant program administered by DRA to invest in industry-led workforce training programs.
- Both WORC and Delta Workforce Grant Program application proposals must include industry partnerships to address the skills gap and place individuals in high quality jobs.
- WORC funding cycle is tentatively scheduled for March – May 2020.
- The Delta Workforce Grant Program funding cycle is June 1 – August 30, 2020.

Additional Resources:

- For more information about the Delta Workforce Program, visit www.dra.gov/workforce
- To review the WORC Funding Opportunity Announcement, visit www.grants.gov
- To review the Delta Workforce Grant Program's Request for Proposals, visit www.dra.gov/workforce (beginning June 1, 2020)
- For more information about DRA's Regional Development Plan III and DRA State Plans, visit www.dra.gov/plans.

Contact Information:

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2019 U.S. Department of Labor WORC Grantee Lightning Talk

12:30pm – 1:30pm

In this session, a 2019 U.S. Department of Labor WORC grantee will provide an example of a successful workforce training program in the Mississippi Delta and discuss strategies for building innovative partnerships with industry, higher education, and K-12 to attain workforce outcomes in rural areas. Additionally, the speaker will discuss key strategies for developing and submitting competitive proposals to public and private entities.

Speakers:

Kagan Coughlin, Co-Founder and Trustee, Base Camp Coding Academy

Key Takeaways:

- Located in Water Valley, MS, Base Camp Coding Academy is a program designed to train students to become software developers in 12 months. Every student accepted into the academy receives a 100% scholarship with support from Mississippi's business and philanthropic leaders.
- In 2019, Base Camp Coding Academy was awarded $635,000 by the U.S. Department of Labor WORC grant program to economically repurpose a garment factory to become an innovation hub for rural Mississippi, providing educational and training initiatives for an underserved population located within a 50-mile radius of the campus.
- Base Camp Coding Academy has built strategic partnerships with regional businesses, Northwest Mississippi Community College, high schools, and public and private entities to develop a work-based learning model and place students into high quality jobs.

Contact Information:

Kagan Coughlin, Co-founder and Trustee
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Creating a Competitive Proposal

1:45pm – 2:30pm

In this session, participants will breakout into groups to discuss how to build an effective workforce development program, how to scale, and how to create a strong workforce pipeline attractive for existing businesses, industry expansion and relocation, and prospective residents alike. Delta Regional Authority staff and program consultants will facilitate discussion by addressing key components of WORC's Funding Opportunity Announcement.

Facilitators:

Delta Regional Authority Staff and Program Consultants

Key Takeaways:

- The purpose of the WORC grant program is to meet the needs of industry and job seekers by strengthening workforce development models to place individuals in quality jobs.
- Innovative partnerships between industry, higher education, training providers, and wraparound services are essential to develop and maintain a strong workforce ecosystem.
- Outputs and outcomes should be realistic and attainable and must be considered when developing the program design of a workforce initiative.

Additional Resources:

- To review the Funding Opportunity Announcement from the 2019 WORC grant cycle, visit: https://www.doleta.gov/grants/pdf/FOA-ETA-19-08.pdf
- For a list of past awards for the U.S. Department of Labor WORC grant program, visit: https://www.doleta.gov/DWGs/WORC/Grant-Awards/
- For more information on industry-recognized workforce training materials, visit Skills Commons: (http://www.skillscommons.org/)

Contact Information:

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akangelos@dra.gov

General questions? Email workforce@dra.gov.

APPENDIX

Delta Regional Authority 101

ABOUT

The Delta Regional Authority (DRA) works to improve regional economic opportunity by helping to create jobs, build communities, and improve lives for the 10 million people who reside in the 252 counties and parishes of the eight-state Delta region. Led by the Delta Regional Authority Board -- comprised of the Federal Co-Chairman, appointed by the President and confirmed by the U.S. Senate, and the governors of the eight states -- DRA fosters local and regional partnerships that address economic and social challenges to ultimately strengthen the Delta economy and the quality of life for Delta residents.

DRA REGION

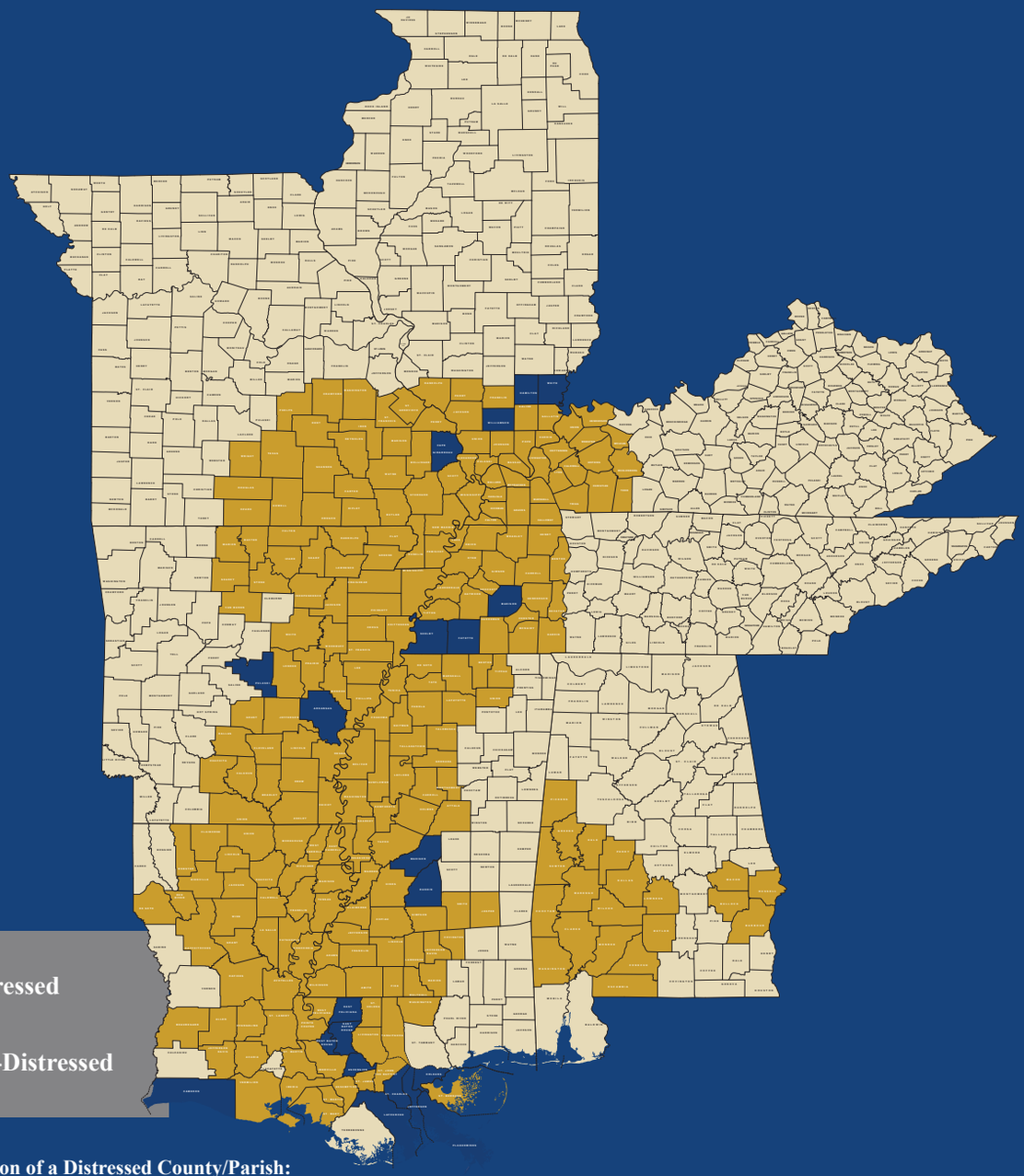
Per federal statute, DRA's region includes 252 counties and parishes across eight states, collectively designated the Mississippi River Delta and Alabama regions.

Participating states include:

- Alabama
- Arkansas
- Illinois
- Kentucky
- Louisiana
- Mississippi
- Missouri
- Tennessee

FUNDING PRIORITIES

- Basic Public Infrastructure
- Transportation Infrastructure
- Business Development & Entrepreneurship
- Workforce Development



Determination of a Distressed County/Parish:
Unemployment rate of one percent higher (5.2 percent) than the national average (4.2 percent) for the most recent 24-month period; or have a per capita income of 80 percent or less of the national per capita income.

Delta Regional Authority 101

ORGANIZATION

Chris R. Caldwell
Federal Co-Chairman

Governor
John Bel Edwards
States' Co-Chairman

BOARD OF GOVERNORS

ALABAMA

Governor
Kay Ivey

ARKANSAS

Governor
Asa Hutchinson

ILLINOIS

Governor
J.B. Pritzker

KENTUCKY

Governor
Andy Beshear

LOUISIANA

Governor
John Bel
Edwards

MISSISSIPPI

Governor
Tate Reeves

MISSOURI

Governor
Mike Parson

TENNESSEE

Governor
Bill Lee

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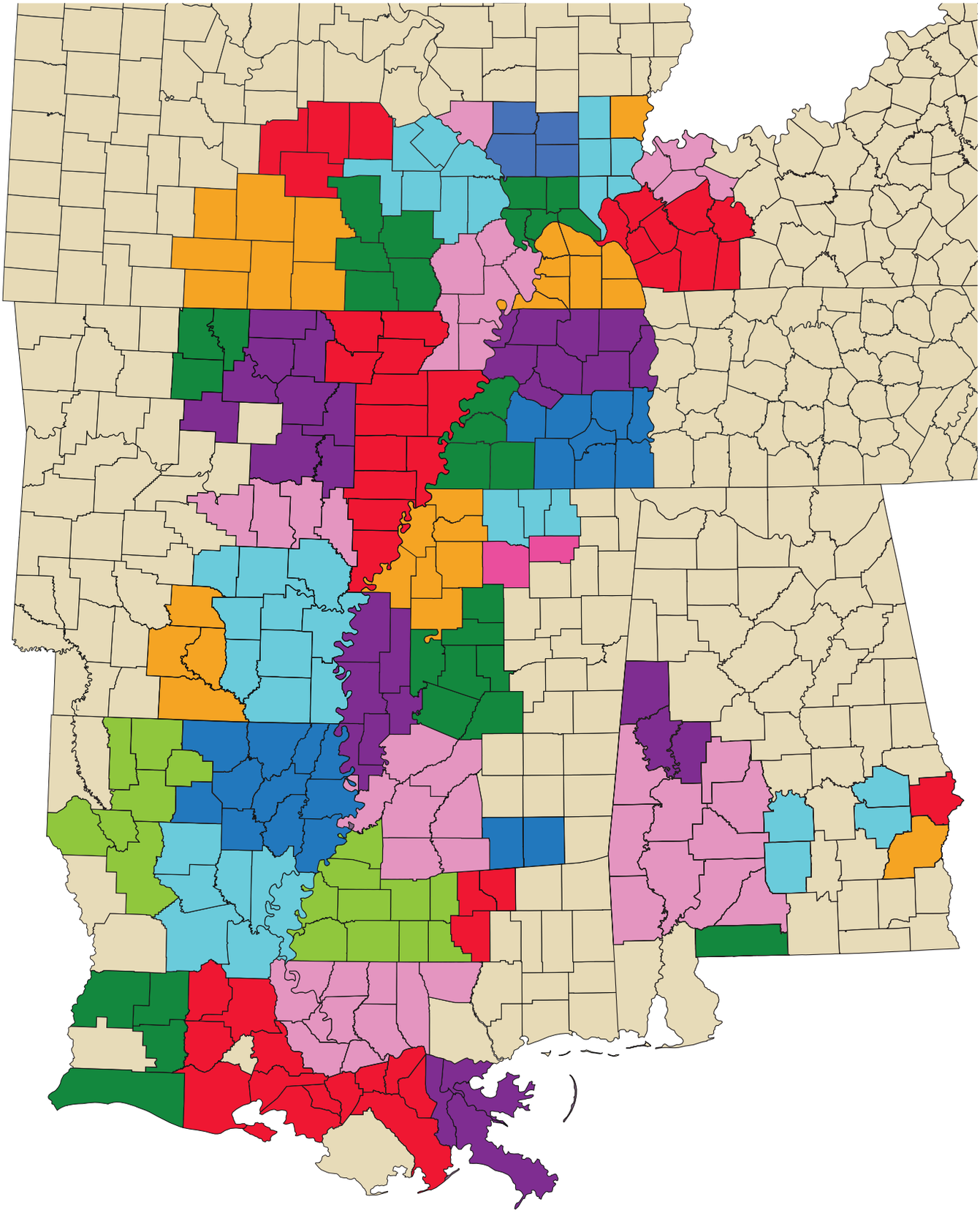
FEDERAL PROGRAMS

- States' Economic Development Assistance Program (SEDAP)
- Community Infrastructure Fund (CIF)
- Public Works & Economic Adjustment Assistance Program (PWEAA)
- Delta Doctors
- Innovative Readiness Training (IRT)
- Rural Communities Advancement Program (RCAP)
  - *Delta Leadership Institute (DLI)*
  - *Delta Workforce Program*
  - *Rural Community Development Program*
  - *USDA-Rural Development State Director Partnership*
- Delta Region Community Health Systems Development Technical Assistance Program

Local Development Districts



Local Development Districts

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107 Broad St., Camden, AL 36726
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Southeast Alabama Regional Planning and Development Commission
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Local Development Districts

ILLINOIS

Greater Egypt Regional Planning and Development Commission
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3000 West DeYoung Street, Suite 800 B-3, Marion, IL 62959
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Greater Wabash Regional Planning Commission
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Pennyrile Area Development District
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Purchase Area Development District
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DELTA WORKFORCE PROGRAM

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