

**Energizing Careers Training Grants  
Request for Proposals (RFP)  
DEV0101043-10**

**Program Guidelines and Application Procedures**

- RFP Released – June 17, 2010
- Written Questions – July 9, 2010
- Proposals due by 4:00 p.m. on July 30, 2010
- Review and Award approximately – August 2010

Ohio Department of Development  
Workforce and Talent Division  
77 South High Street, 28<sup>th</sup> Floor  
Columbus, OH 43215-6130  
Attn: Governor's Ohio Workforce Policy Advisory Board  
614.728-4878  
[julia.hinten@development.ohio.gov](mailto:julia.hinten@development.ohio.gov)

## **I. Overview**

The Governor's Workforce Policy Advisory Board (Board) was formed to assist Governor Strickland in directing workforce development resources to maximize the State's return on investment and ensure optimal growth in Ohio's workforce economy.

Through an application process initiated by the Board, the Ohio Department of Development has been awarded a \$6 million State Energy Sector Partnership and Training Grant from the US Department of Labor (USDOL) Employment and Training Administration. USDOL's Notice of Availability of Funds and Solicitation for Grant Applications, which includes a program description, can be viewed at <http://www.doleta.gov/grants/pdf/SGA-DFA-PY-08-20.pdf>. In the interest of developing a pipeline of qualified, skilled workers that meets employer demand and promotes a robust green energy supply chain, the Ohio Department of Development (Development), on behalf of the State of Ohio, is issuing this Request for Proposals (RFP) to solicit participants in its Energizing Careers Program.

The Energizing Careers Program (the Program) supports original equipment manufacturers in the advanced energy manufacturing sectors of wind, solar and biomass, as well as those industries' equivalent of Tier I suppliers and the companies that take the final wind, solar and biomass product to market. The Program supports customized training for improving workers' skills in Ohio's expanding advanced energy manufacturing sector, helping Ohio businesses remain competitive. The Program will provide technical and financial assistance directly to employers to train their workers.

## **II. Program Goals**

The goals of the Program are to:

- Develop a reliable, skilled workforce for businesses planning to expand or relocate in the targeted sectors of wind, solar and biomass;
- Provide businesses with up to \$6,000 per individual for approved training and apprenticeship programs that end with Certificates, (as defined in Section III below) for occupations within the targeted sectors; and
- Serve workers in need of updated training related to the advanced energy industry, dislocated workers, veterans, and historically underserved populations such as women, minorities and Appalachian residents.

Preference will be given to:

- Businesses located in the 44 Ohio auto impacted counties (See Appendix A);
- Businesses that pay employees \$18.00 - \$25.00 per hour excluding benefits; and/or
- Businesses that serve the worker populations listed above.

### III. Definitions

1. Biomass – Biofuels are created from readily available renewable organic materials including wood, plant waste, livestock waste and municipal waste. In Ohio, biofuels are primarily landfill-to-gas methane, biodiesel auto fuel from soybeans and ethanol-blend gasoline from corn.
2. Certificate – A certificate is awarded in recognition of an individual’s attainment of measurable technical or occupational skills necessary to gain employment or advance within an occupation. These technical or occupational skills are based on standards developed or endorsed by employers. Certificates awarded by workforce investment boards and work readiness certificates are not included in this definition. Work readiness certificates are also not included in this definition. A certificate is awarded by:
  - A State educational agency or a State agency responsible for administering vocational and technical education within a State;
  - An institution of higher education described in section 102 of the Higher Education Act (20 U.S.C. 1002) that is qualified to participate in the student financial assistance programs authorized by Title IV of that Act, including community colleges, proprietary schools, and all other institutions of higher education that are eligible to participate in Federal student financial aid programs;
  - A professional, industry, or employer organization (*e.g.*, National Institute for Automotive Service Excellence certification, National Institute for Metalworking Skills, Inc., Machining Level I credential) or a product manufacturer or developer (*e.g.* Microsoft Certified Database Administrator, Certified Novell Engineer, Sun Certified Java Programmer) using a valid and reliable assessment of an individual’s knowledge skills and abilities;
  - A registered apprenticeship program;
  - A public regulatory agency, upon an individual’s fulfillment of educational, work experience, or skill requirements that are legally necessary for an individual to use an occupational or professional title or to practice an occupation or profession (*e.g.*, FAA aviation mechanic certification, State certified asbestos inspector);
  - A program that has been approved by the Department of Veterans Affairs to offer education benefits to veterans and other eligible persons;
  - Job Corps centers that issue certificates; and
  - An institution of higher education which is formally controlled, or has been formally sanctioned, or chartered by the governing body of an Indian tribe or tribes.(Note: The examples in this definition are included as illustration only and may not be relevant to the technical or occupational skills relevant to the Program.)
3. Incumbent worker – a worker employed by a grant recipient at the time training occurs.
4. Original Equipment Manufacturer - a business that takes the final product to market.

5. Solar – Energy from the sun captured by: (1) Photovoltaic (PV) solar cells which directly convert sunlight into electricity, (2) solar water heaters, which to heat either water or a heat-transfer fluid in collectors, and (3) passive solar heating that includes the design of building to maximize the sun’s power.
6. Tier 1 Suppliers – a business whose products are used as components in another business's product.
7. Wind – Conversion of the kinetic energy of air when it is in motion into other forms mechanical force and electricity that we can be used to perform work.

#### **IV. Eligible Companies**

To participate in the Program, a business must:

- Fall into one of the targeted sectors of solar, wind and biomass;
- Demonstrate it is an OEM or Tier 1 Supplier in the solar, wind or biomass industry;
- Invest in instruction and training activities that lead to a recognized Certificate for an individual employed by the business;
- Complete training within one year after grant award;
- Retain an employment level for each trainee at an hourly rate without benefits of at least \$10.88; and
- Incur costs by training Incumbent Workers.

The Energizing Careers Program will reimburse the costs of eligible types of training for full-time equivalent employees receiving at least \$10.88 per hour excluding benefits.

#### **V. Eligible Training Activities**

The Program will reimburse the costs of the following types of training for trainees being paid at least \$10.88 per hour, excluding benefits:

- Technical training during the training period;
- Quality, Lean Manufacturing, and process improvements including new software required to run key business processes;
- Industry-specific safety training;
- Supervisory skills (only for first –time supervisors);
- Development of customized training materials and curriculum (up to 10% of the grant award amount);
- Travel costs directly related to training (up to 10% of the grant award amount, lodging and transportation only); and,
- Assessments directly related to training (up to 10% of the grant award amount and provided that training follows).

No other expenses will be eligible for reimbursement including, but not limited to the following costs which are expressly disallowed:

- College degree;
- Computer software training (*e.g.*, Microsoft products);
- Consumables;
- Equipment;
- Food and beverages;
- General Equivalency Diploma (GED);
- Infrastructure;
- Mileage and gas;
- Profit-Oriented courses (*e.g.*, Sales and Marketing Research);
- Soft skills (*e.g.*, diversity, ethics, human resources, law, sexual harassment, *etc.*);
- Trainee wages; and
- Training which is reimbursed/required by other public agencies or departments (federal, state or local).

## VI. Selection Criteria and Scoring

The applicant must complete all questions in Proposal Form – Program Narrative attached to the RFP as part of Appendix B. Proposals will be scored on a **125 point** scale, which is further described in Appendix C.

## VII. Proposal Submission Requirements

To be considered for funding for Energizing Careers Program the following application process must be completed:

1. All interested parties must submit a one-page project summary on the <http://recovery.ohio.gov/opportunities/state/> website no later than **4:00 pm on July 30, 2010**. (Applicants that have already submitted a summary at <http://recovery.ohio.gov> do not need to submit again.) In order to submit this project summary, go to the <http://recovery.ohio.gov/opportunities/state/> page, click on “**Submit your Proposal**” in the “How to Apply” box. When filling out the “Project Information” section of the form, choose the Federal Stimulus Program category “**Energy and Environment**” and the subprogram “**Energizing Careers Program.**”

Please note: When the project summary has been successfully submitted, you will receive a confirmation page and a confirmation email. If you do not receive these two confirmations, please resubmit.

2. A proposal must be submitted to Development. Applicants selected to receive grants under this RFP will be considered the authorized representative for the eligible project in all matters relating to any funds awarded through this RFP and will be solely responsible for all performance and reporting responsibilities associated with the award of grant funds.

3. All proposals that meet the Program goals and eligibility requirements described in this RFP will be reviewed by Development.

4. Required Proposal Procedures:

- Complete the online one-page project summary on the <http://recovery.ohio.gov> website as listed above.
- Submit one original paper copy marked as “Original” and an e-mail containing a complete, unlocked PDF file of the proposal. Late submittals will not be considered.
- Proposals must be received at the location specified below before the RFP closes. Proposals may not be submitted by fax.

**Ohio Department of Development  
Workforce and Talent Division**

**Attn: Julia Hinten**

**77 South High Street, 28<sup>th</sup> Floor**

**Columbus, OH 43215**

**614.466.4155**

[julia.hinten@development.ohio.gov](mailto:julia.hinten@development.ohio.gov)

**Proposals must be received no later than July 30, 2010, at 4:00 p.m. Eastern Time.**

- The first page of the proposal must be the Proposal Information Form, which is included in Appendix B as Attachment B-1.
- Do not include a cover page or cover letter other than the Proposal Information Form.
- Proposals must be stapled once in the upper left hand corner and must not be bound.
- The order of Proposal materials must be:
  - Proposal Information Form (one page)
  - Proposal Form – Program Narrative, which is included in Appendix B as Attachment B-2 (four - eight pages)
  - Development Required Forms *For assistance in completing these forms, please contact your Regional Workforce Director at <http://development.ohio.gov/business/RegionalMap.htm>.*
    - Vendor Information Form ([https://development.ohio.gov/owgweb/documents/Vendor\\_Information\\_Form\(OBM-5657\).pdf](https://development.ohio.gov/owgweb/documents/Vendor_Information_Form(OBM-5657).pdf) )
    - DMA Public Safety Form (<http://www.publicsafety.ohio.gov/links/HLS0038.pdf> )
    - DMA Compliance Form (<https://development.ohio.gov/owgweb/documents/DMAComplianceForm.pdf>)
    - W9 Form (<http://www.irs.gov/pub/irs-pdf/fw9.pdf>)

- Electronic Fund Transfer Form  
([https://development.ohio.gov/owgweb/documents/Authorization\\_Agreement\\_for\\_Direct\\_Deposit\\_of\\_EFT\\_Payments\(OBM-1234\).pdf](https://development.ohio.gov/owgweb/documents/Authorization_Agreement_for_Direct_Deposit_of_EFT_Payments(OBM-1234).pdf) )
  - EPA Form (See Attachment B-3)
  - Tax Disclosure Form (See Attachment B-4)
- Any pages beyond the page limits listed above will be eliminated from the Proposal. Except as otherwise noted, appendices or other methods to augment the information presented in the Proposal are not allowed. Reference to web-based information to supplement the Proposal may not be considered in the evaluation.

Prospective applicants are advised that there will be no opportunity to correct mistakes or deficiencies in their proposals after the submission deadline. Proposals that are missing required information will not be evaluated. It is the applicants' responsibility to ensure timely submission of a complete Proposal. Late proposals will not be scored. No supplementary or revised materials will be accepted after the scheduled date for submission unless specifically requested by Development.

All costs incurred in the preparation of any Proposal shall be borne by the applicant alone. Development shall not contribute, in any way, to the cost of the preparation of the Proposal; Proposal expenses are not eligible costs of the grant.

**Confidential Information:** All information submitted in response to this RFP shall be public information unless a statutory exception exists which would protect the information from release to the public. Any information submitted with the Proposal which the business treats as a trade secret, as that term is defined in Section 1333.61 of the Ohio Revised Code, may be designated as such by marking the information as follows: two asterisks (\*\*\*) must be placed at the beginning and end of the trade secret information and the trade secret information must be underlined. Information determined to constitute a trade secret under the laws of the State of Ohio will be protected as trade secrets by Development in accordance with Ohio law.

If, during the review process Development determines that it is necessary to make further distinctions between certain companies' proposals, Development may request certain applicants to make a presentation to certain staff and reviewers.

In accordance with federal and state statutes and Development policy, no person shall be excluded from participation or subject to discrimination in the RFP process on the basis of race, color, age, sex, national origin, military status, religion, or disability.

#### 4. Award Selection

Only projects that meet all of the requirements of this RFP will be considered for the grant. The State of Ohio reserves the right to reject any and all proposals.

## **VIII. Monitoring, Invoicing and Reporting**

In accordance with state and federal regulations, each entity awarded an Energizing Careers grant will follow processes and procedures to ensure controls are in place and minimize and mitigate the risk of fraud waste and abuse. Grant recipients will be subject to monitoring which could include site visits, certificate validation, submitting class rosters and a required invoice sign-off and reimbursement process.

Invoices and reports will be required to be submitted not less than on a monthly basis. A close-out report is due to Development at the time the last invoice is submitted.

## **IX. Changes to these Guidelines**

Development reserves the right to adjust the dates listed above for whatever reasons it deems appropriate without prior notice. Development also reserves the right to request additional information to assist in the review process, to reject any and all applications and make no awards under this program, to waive minor irregularities or errors in proposals received, to make fewer and smaller awards than anticipated, and to fund proposals in part.

Development reserves the right to add or change program requirements.

## **X. Development Contact Information and Inquiry Period**

Prior to the deadline for submission, oral communication with any of the staff or reviewers regarding this RFP is not permitted. Applicants may submit written questions to Development through July 9, 2010. Questions must be submitted to the e-mail address or fax number indicated below. The subject line must be: "Energizing Careers Training Grants Assistance."

Fax: (614) 728-9135  
E-mail: [Workforce.Talent@development.ohio.gov](mailto:Workforce.Talent@development.ohio.gov)

Development accepts no responsibility for faxes or e-mails that are not delivered. The questions and answers will be posted on Development's Web site at <http://www.ohioworkforceboard.org/ARRAPrograms.aspx>. Applicants submitting questions will not receive a direct reply. Development reserves the right to edit questions for clarity and brevity.

The Inquiry period will end at 5:00 p.m. on July 9, 2010.

# APPENDIX A

## Energizing Careers Training Grant

### Ohio Auto Impacted Counties

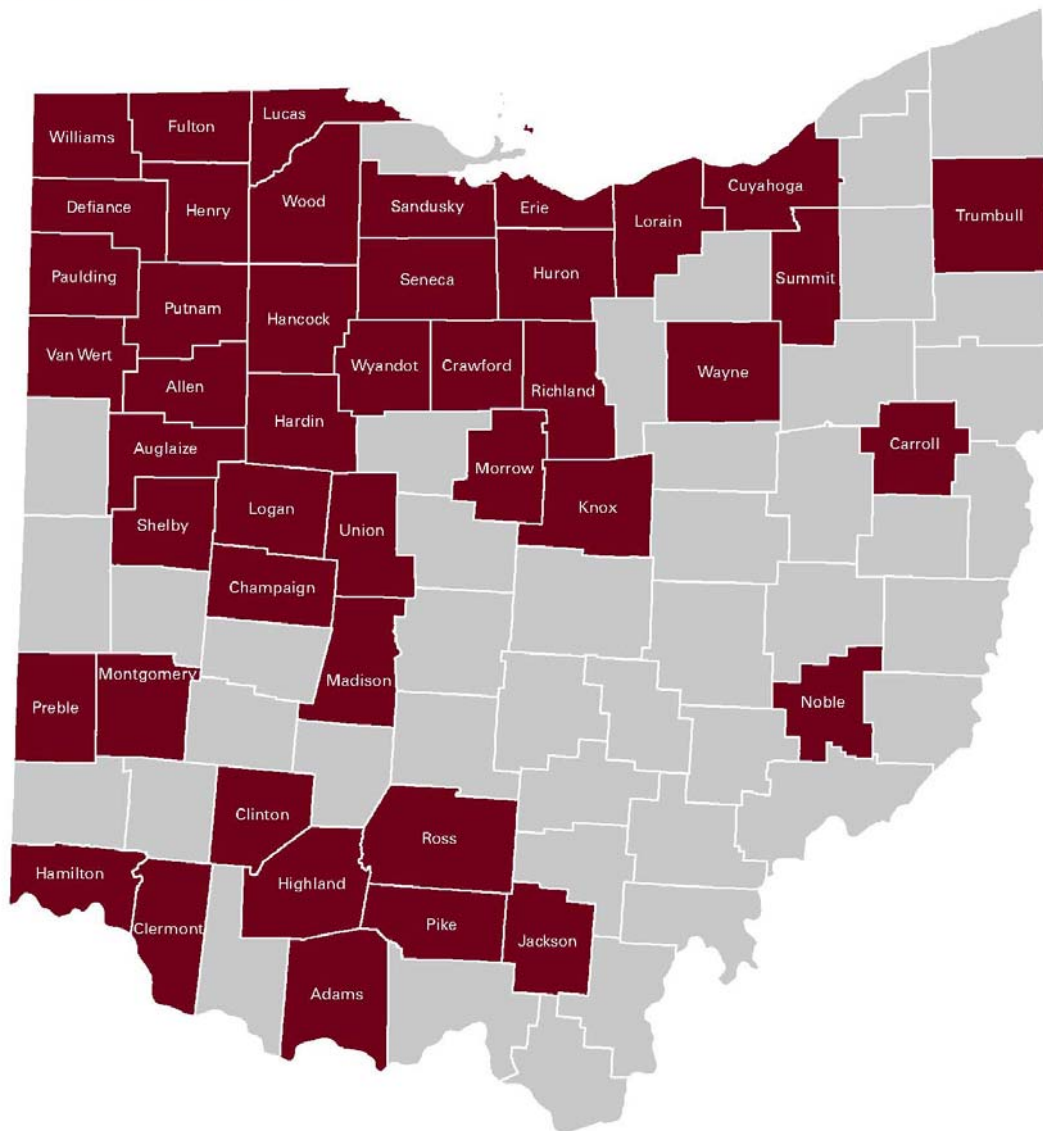
#### Counties Impacted by Automotive-Related Restructuring

**Ohio**

Ted Strickland, Governor  
Lee Fisher, Lt. Governor

Department of  
Development

Lisa Patt-McDaniel, Director



Source: United States Department of Labor, Employment and Training Administration, Federal Register Notice, "Solicitation for Grant Applications (SGA); Amendment One--Energy Training Partnership Grants," 74 Federal Register 140 (23 July 2009), pp. 36531-36533.

Prepared for the Workforce and Talent Division, Ohio Department of Development (PR & SP June 2010).

The 44 impacted counties in Ohio are shaded and labeled.

# **APPENDIX B**

## **Energizing Careers Training Grant**

### **Required Proposal Forms**

- **Proposal Information Form (Attachment B-1)**
- **Proposal Form– Program Narrative (Attachment B-2)**
- **Recovery.ohio.gov One-Page Project Summary\***
- **Vendor Information Form\***
- **DMA Public Safety Form\***
- **DMA Compliance Form\***
- **W9 Form\***
- **Electronic Fund Transfer Form\***
- **EPA Form (Attachment B-3)**
- **Tax Disclosure Form (Attachment B-4)**

**\* Available online at the website addresses listed on pages 6 and 7 of the RFP.**

**Attachment A-1**

**Proposal Information Form**

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact Person: \_\_\_\_\_

County: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail address: \_\_\_\_\_ Website Address: \_\_\_\_\_

*Overview and Business Description:*

Please provide a brief description of the type of services your business provides and your growth strategy:

Please provide a brief summary of how this training will enhance your workforce:

**Attachment B-2**

**Proposal Form – Program Narrative:**

**1. Employment**

How many individuals are expected to be trained?

How many jobs will be added with this training?

How many jobs will be retained because of this training?

What are the wages per hour your employees will receive during and after the proposed training?

**2. Production**

Explain what you produce and how it fits into the wind, solar, biomass supply chain.

Is your business in the process of supplying or producing equipment or component parts for the wind, solar and/or biomass industries?

Who do you supply to (Tier 1, Tier 2, OEM, *etc.*)?

**3. Wind/Solar/Biomass Industry Involvement**

What percentage of your gross revenue during your most recent ended fiscal year is wind/solar/biomass?

What is your business' goal for wind/solar/biomass four or five years from now? What strategies are you employing to meet this goal?

Do you own the intellectual property for your solar/wind/biomass product or part?

What proposed planning and investment do you have in the solar/wind/biomass industry?

**4. Training**

What type certificate will be received upon completion of the proposed training?

What technical transferrable skills will result from the completed training?

How will this improve your business processes?

What supervisory training will be a result of the completed training?

**5. Ohio Hubs of Innovation and Opportunity (Ohio HUBs)**

Is your business located within one of Ohio's designated Hubs of Innovation and Opportunity (HUB)? If yes, please explain how your business does/does not align with the HUBs' strategy? For a list and description of Ohio HUBs, see <http://www.development.ohio.gov/OhioHubs/>.

**6. Other/Program Goals**

Is your business located within one of Ohio's 44 auto impacted counties? For a list of auto impacted counties, see Appendix A.

Have you identified dislocated workers, workers in need of additional training, and traditionally underserved populations including women, minorities, veterans, and Appalachian residents that you need to train? Explain.

**7. Narrative**

Tell us how your training will increase your market share in the wind, solar or biomass industry?

**8. Budget**

Please provide a summary budget of expected training costs.

**Attachment B-3**

**EPA Form**

<p><b>Company Name:</b></p> <p><b>Address:</b></p> <p><b>P.O. Box:</b></p> <p><b>City:</b></p> <p><b>State:</b></p> <p><b>Zip:</b></p> <p><b>County:</b></p> <p><b>Federal Tax Identification Number:</b></p>
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<p><b>Ohio Department of Development Central Office Use Only</b></p> <p>Region #:                      Log #:                      Grant Type:</p> <p>Requested by:</p>
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**Attachment B-4**

**Tax Disclosure Form**

**TAX INFORMATION DISCLOSURE AUTHORIZATION**

As part of this Application, \_\_\_\_\_ the Tax Commissioner of the Ohio Department of Taxation or any agent designated by the Tax Commissioner of the Ohio Department of Taxation from one year from the date below to disclose to the Director of the Ohio Department of Development or any designated employee of the Director the amounts of any or all outstanding liabilities for corporation franchise tax, individual income tax, employer withholding tax, sales, use tax or excise tax which are currently unpaid and certified to the Attorney General of the State of Ohio for collection. The Applicant expressly waives notice of the disclosure(s) to the Ohio Department of Development by either the Tax Commissioner of the Ohio Department of Taxation or by any agent designated by the Tax Commissioner of the Ohio Department of Taxation. The applicant expressly waives the confidentiality provisions of the Ohio law which would otherwise prohibit disclosure and agrees to hold the Department of Taxation and its employees harmless with respect to the limited disclosure authorized herein. This authorization is to be liberally interpreted and construed; any ambiguity shall be resolved in favor of the Tax commissioner or the Ohio Department of Taxation. This authorization is binding on any and all heirs, beneficiaries, survivors, assigns, Executors, administrators, successors, receivers, trustees, or other fiduciaries. A photocopy of this authorization is as valid as the original. **(the applicant) hereby irrevocably authorizes**

<b>Applicant Full Legal Name and Address</b>	
<b>Names and Addresses of any Affiliates (If necessary, attach a separate form for each affiliate listing each of the numbers set forth below.)</b>	
<b>Federal Tax Identification Number</b>	
<b>State Issue Tax Identification Number(s)</b>	
<b>Ohio Charter Number</b>	
<b>Ohio Commercial Activity Tax I.D. Number</b>	
<b>Ohio Franchise Tax I.D. Number or other Ohio Tax I.D. Number</b>	
<b>Vendor's License Number</b>	
<b>Consumer's Use Tax Account Number</b>	

<b>Direct Pay Permit Number</b>	
<b>Seller's Use Tax Account Number</b>	
<b>Service, Transient, Delivery, or Master Vendor's License Number</b>	
<b>Social Security Number (if individual)</b>	

**CERTIFICATION/SIGNATURES**

As an authorized agent of the Applicant, I hereby submit this Application. I understand that any false statement in this record may subject the Applicant Company and Signer to criminal prosecution. I understand that additional information may be requested. I also understand that this document in no way constitutes a commitment of funds by the State of Ohio for any of its programs.

I hereby represent and certify that I have reviewed the information contained in the Application, and the foregoing and attached information, to the best of my knowledge and belief, is true, complete and accurately describes the proposed project for which the assistance is being sought. I am aware of Ohio Revised Code Sections 9.66(C) and 2921.13(D)(1) which outline penalties for falsification which could result in the return of all credits/monies received and the forfeiture of all current and future economic development assistance benefits as well as a fine of not more than \$1,000 and/or a term of imprisonment of not more than six months. I further agree to inform the Ohio Department of Development and/or the Ohio Investment in Training of any changes in the foregoing information which may occur prior to the time the applicant and the Director of the Ohio Department of Development execute an Agreement. Further, I hereby authorize the Ohio Department of Development to contact the Ohio Environmental Protection Agency to confirm statements contained within this application and to submit the Tax Information Disclosure Authorization to the Ohio Department of Taxation for determination of any outstanding assessments and to review any applicable confidential records.

The undersigned, on behalf of the applicant, understands and acknowledges that even though the information contained in this application, or which may hereafter be communicated to the Ohio Department of Development and/or the Authority, may contain proprietary information, which may be deemed to be confidential pursuant to the Uniform Trade Secrets Act (Ohio Revised Code Sections 1333.61-69), pursuant to the exclusions to the Public Records Act (Ohio Revised Code Section 149.43) or pursuant to any statute governing specific programs; generally all non-proprietary information is subject to public disclosure pursuant to a public records request, during deliberations of the Authority in public meetings regarding the project, or in the minutes of the Authority's public meetings.

Further, I hereby authorize the Ohio Department of Development and/or the Authority to release to the public the name of our business entity, the identity of our business entity's parent, a description of the project the location of the project, the number of jobs we are committing to create and retain, the amount of our capital investment in the project, and the business entity's contact person and office address and telephone number.

Applicant Signature	Title	Date
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Community CEO Signature (if applicant)	Title	Date
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Other Signature	Title	Date
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Applicant name:                      Region #:                      Log #:                      Grant Type:                      Tax Requested By:

# APPENDIX C

## Energizing Careers Training Grant

### Scoring Summary

#### Energizing Careers Program Request For Proposal Score Sheet

**Business Name:**

**Reviewer Name:**

**Date:**

Project Overview	Question	Notes/Comments
	What is the growth strategy?	
	Does the project enhance workforce development?	
Points Possible = 10	Proposal Score _____	
Employment	Question	Notes/Comments
	How many individuals will be trained?	
	How many jobs will be retained?	
	How many jobs will be added?	
	What are the average wages per hour (preference given to \$18 - \$25)?	
Points Possible = 30	Proposal Score _____	
Production	Question	Notes/Comments
	What is the process of supplying or producing equipment in the wind/solar/biomass industry?	

	Who does the business supply to: a Tier 1 supplier, a Tier 2 supplier, or an Original Equipment Manufacturing (OEM)?	
Points Possible = 20	Proposal Score _____	

Wind/Solar/Biomass Industry Involvement	Question	Notes/Comments
	What percentage of the gross revenue during your most recently ended fiscal year is in the wind/solar/biomass industry?	
	What is the business's goal for wind solar biomass four or five years from now?	
	What strategies will be implemented to meet long term goals?	
	Does the business own the intellectual property for the product or part?	
	What proposed planning and investment does the business have in the wind, solar or biomass industry?	
Points Possible = 20	Proposal Score _____	

Training	Question	Notes/Comments
	What type of certificate will the trainees receive upon the completion of the proposed training program (Preference given to certifications from the USO)?	
	What technical transferrable skills will result from the completed training?	
	How will the training improve the business processes?	

	What supervisory training will be a result of the completed training?	
Points Possible = 20	Proposal Score _____	

<b>Ohio Hubs of Innovation and Opportunity (Ohio Hubs)</b>	<b>Question</b>	<b>Notes/Comments</b>
	Is the business located within one of Ohio's designated Hubs of Innovation and Opportunity? If yes, do they explain how they align with the Hub's strategy?	
Points Possible = 5	Proposal Score _____	

<b>Other/Program Goals</b>	<b>Question</b>	<b>Notes/Comments</b>
	Is the business located within one of Ohio's auto impacted counties?	
	Did the business identify dislocated workers, workers in need of additional training, and traditionally underserved populations including women, minorities, veterans and Appalachian residents they intend to train and explain their implementation strategy?	
Points Possible = 20	Proposal Score _____	

<b>Total Point Possible = 125</b>	<b>Total Score _____</b>
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<b>Narrative</b>	<b>Question</b>	<b>Notes/Comments</b>
	How will the training program increase the market share in the wind/solar/biomass industry?	

<b>Budget</b>	<b>Question</b>	<b>Notes/Comments</b>
	Was a summary of the expected training costs provided?	

