



# Good Jobs Challenge Bidder's Conference

June 17<sup>th</sup>, 2025

# Opening Remarks & RFP Overview

*Workforce Partnerships Team*

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## RFP Overview

- Philadelphia Works is soliciting proposals from regional partners & providers with existing and/or upcoming programming in the Infrastructure and Energy sectors to support the visibility and outcomes of the Good Jobs Challenge (GJC) throughout Southeastern PA.
- Eligible training programs must meet the following standards:
  - Work within the above listed industries to support the incoming workforce
  - Specifically, PhilaWorks requires that providers currently have programming that will begin between October 1, 2025 - September 30, 2026
  - Incorporate seamless pipelines to employment for training participants

# Good Jobs Challenge

## GETTING AMERICANS BACK TO WORK

Philadelphia Works has received a \$22.7M grant from the Economic Development Administration (EDA), U.S. Department of Commerce to spearhead the Southeast PA Workforce System's mission of **linking 3,000 job seekers with employment** opportunities in booming sectors like Healthcare & Life Sciences, Energy, and Infrastructure through September 2026.

This initiative aims to fast-track economic recovery, stimulate growth, and tackle the persistent issue of intergenerational poverty throughout the region.



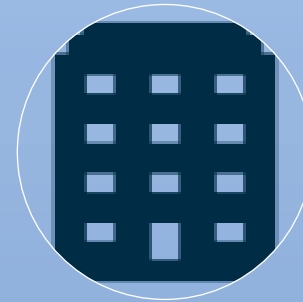
# Targeted Growth Industries



**Healthcare & Life  
Sciences:**  
The Skills Initiative



**Energy:**  
Philadelphia Energy  
Authority (PEA)



**Infrastructure:**  
Philadelphia Area  
Labor Management  
Committee (PALM)

# What qualifies as a “Good Job”?

The EDA identifies a “Good Job” as one that meets the following criteria:

- All training and employment opportunities must have at least \$15/Hr. Wage
- Leads to a job that exceeds the local prevailing wage for an industry in the region and includes basic benefits (paid leave, health insurance, retirement, etc.)
- Be able to fulfill a local labor supply gap or opportunities

# Training Programs

**Training Programs must have the following already included within the proposed training:**

- **Incorporate reliable and streamlined pathways to employment for participants**
- **Lead to an industry-recognized credential (proposals that culminate in only basic certifications or certificates of completion will not be considered for review)**
- **Prepare learners for success in one or more of the following recovery occupation industries:  
Infrastructure and Energy**
- **Programs that are only seeking to use the award for adding program slots or other programmatic enhancements must detail how they plan to utilize that funding**



## Basic Applicant Eligibility

- Eligible applicant organizations include any of the following
  - For-Profit
  - Non-Profit
  - Educational Institution
  - Government Entity
  - Employers
  - Unions
  - Training Providers
- Applicants must be in good financial standing
- Organizations are encouraged to collaborate and submit a joint application if applicable



## Defining a Strong Applicant Organization

- Incorporate reliable and streamlined pathways to employment for graduates
- Have strong existing employer relationships and commitments to hire
- Fulfill the following data collection requirements per EDA guidelines
- Strong organizational experience, infrastructure, and staffing
- Competency-based training content and high-quality course instruction
- Blended learning content informed by adult learning principles
- Well-defined, proactive recruitment strategy and student selection process

An aerial photograph of Philadelphia, Pennsylvania, featuring a mix of modern skyscrapers and historic architecture. The Independence Bell Tower is prominent on the left, and the Comcast Center is visible on the right. The city is set against a backdrop of green trees and a clear sky. A blue rectangular box with a white border is overlaid on the right side of the image, containing the title text.

# Budget Information and Payment Structure

## Budget and Contract Information

- All applicants must complete the budget sheet that is attached in the RFP
- The payment structure for all awarded funds is *cost reimbursement*
- Administrative costs, direct or indirect, cannot exceed 10% of overall program expenses
- Providers may submit an approved Indirect Cost Agreement or NICRA to PhilaWorks for review. Please note that the approval of all NICRA documents are up to the discretion of PhilaWorks

## Budget and Contract Information (Continued)

- Funding **cannot** be directly allocated towards stipend or incentives per the EDA guidelines
- Following proposal determinations, a more detailed budget will be developed through a negotiated conversation
- Providers will be required to adhere to the determined monthly reporting for all costs



LINE-ITEM BUDGET & NARRATIVE		
Organization Name:		
Project Title:		
EXPENSE ITEM	COST / EXPENSE	COST DESCRIPTION
ADMINISTRATION EXPENSES		
Admin Staffing		
Staff Salaries		Refer to Next Page
Fringe Benefits		
Admin Operating Expenses		
Communications (Telephone, Postage, Internet, etc.)		
Facilities – Rent/Lease		
Facilities – Maintenance & Utilities		
Insurances		
Other Admin Operational Expenses		
Staff Travel		
Audit & Payroll Services		
Supplies (Office Supplies & Consumable Supplies)		
Other Admin Expenses (please list):		
In lieu of itemized Admin Expenses, a Federally Approved Indirect Cost Rate may be provided:		
Indirect Costs (Indirect Cost Certificate Required)		

ADMIN SUBTOTAL		\$
PROGRAM EXPENSES		
Program Staffing		
Staff Salaries		Refer to Next Page
Fringe Benefits		
Program Operating Expenses		
Communications (Telephone, Postage, Internet, etc.)		
Facilities – Rent/Lease		
Facilities – Maintenance & Utilities		
Insurances		
Other Program Operational Expenses		
Staff Travel		
Staff Professional Development		
Subcontracts (Services/Consultants)		
PROGRAM SUBTOTAL		\$
PROJECT TOTAL <sup>1</sup>		\$




# Data Management & Performance

# Data Management Expectations

- Have the internal capacity to adhere to monthly data submission to Philadelphia Works
- Maintain and provide monthly updates around program/participant performance as required per the EDA
- Adhere to the outlined monitoring schedule, including:
  - Site visits to training programs
  - Submission of quarterly monitoring reports
- Fulfill the following data collection requirements per EDA guidelines:
  - Track participants enrolled in training programs
  - Track participants who have completed training programs
  - Track participants who have obtained employment (for up to 6 months after conclusion of training)



An aerial photograph of Philadelphia, Pennsylvania, taken at dusk. The image shows a mix of historic and modern architecture. In the foreground, there's a large, circular fountain with multiple water jets. To the left, a large, domed building, likely Independence Hall, is visible. The background is filled with a dense cluster of skyscrapers, including the Comcast Center and the Philadelphia City Hall. The sky is a mix of orange, pink, and blue, indicating the time is either sunset or sunrise. The image is framed by dark blue diagonal stripes.

# Proposal Submission and Evaluation Process

## RFP Timeline

DATE	TASK
June 9 <sup>th</sup> , 2025	Release of Request for Proposals
June 17 <sup>th</sup> , 2025 (9:00 AM ET and 4:30 PM ET)	Bidder's Conference
Week of June 23 <sup>rd</sup> , 2025	Frequently Asked Questions Sheet Posted on Procurement Page
July 21 <sup>st</sup> , 2025 (5:00 PM ET)	Deadline for all Proposals
September 12 <sup>th</sup> , 2025	Award Determinations Made

# Proposal Submission

- Proposals must be submitted via email to [Procurement@philaworks.org](mailto:Procurement@philaworks.org) by **Monday, July 21<sup>st</sup>, 2025, at 5pm**
- Emails must have the subject line **“Good Jobs Challenge Regional Infrastructure & Energy Partners”**
- One PDF document comprising all components and attachments, as well as an unlocked Excel version of the Programmatic Budget Sheet
- Must meet all page limit requirements
- Applicants may submit proposals for multiple training programs, but each program **must** be submitted separately for consideration

## Supporting Documents & Attachments

- Additional supporting documents such as a copy of the proposed program's training curriculum or syllabus are welcomed
- Please **do not** include a copy of your organization's strategic plan; Proposed program implementation plans are welcomed but not required
- **All required attachments** must be completed thoroughly and attached to your proposal submission

# Questions and RFP Communication

- Email: [Procurement@philaworks.org](mailto:Procurement@philaworks.org)
- Q&A will be posted publicly at: <https://www.philaworks.org/procurement-opportunities/>



# Q&A

**Reminder: Final deadline for proposal submission is  
Monday, 07/21/2025, 5:00 PM ET  
(send to [Procurement@philaworks.org](mailto:Procurement@philaworks.org) )**



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## **Administrative Offices**

**Phone:** 215-963-2100

**Fax:** 215-567-7171

**Website:** [www.philaworks.org](http://www.philaworks.org)

**Email:** [info@philaworks.org](mailto:info@philaworks.org)

An aerial photograph of Philadelphia, Pennsylvania, featuring a mix of modern skyscrapers and historic architecture. Independence Hall is visible on the left, and the Comcast Center is prominent on the right. The Ben Franklin Parkway and the Franklin Square Fountain are in the foreground. The image is framed by dark blue diagonal stripes.

# THANK YOU!

Philadelphia Works is headquartered in Philadelphia's historic One Penn Center at Suburban Station, 1617 JFK Boulevard, 13th floor, Philadelphia, PA 19103. The office is wheelchair accessible and reachable by all major thoroughfares and public forms of transportation.