



Request for Proposals: Manufacturing Career Pathway Assessment

(7/11/18)

Background: WIRE-Net is a manufacturing-based economic development organization. As a membership organization of over 300 manufacturing and related companies, WIRE-Net has been involved at Max Hayes High School and with other career-tech programs for 25 years, helping address manufacturers' challenges in finding, developing and retaining talent. In 2018, WIRE-Net celebrates its 30th anniversary, having been organized as a non-profit, 501(c)3 tax exempt organization in 1988. Details of our work can be found on our website: www.wire-net.org

Cleveland is home to approximately 1000 manufacturing firms, with over 2000 located in Cuyahoga County. In our January 2018 Northeast Ohio Manufacturing Survey of over 400 manufacturing leaders, the issue of greatest concern is the lack of skilled talent. Pending retirements, poor awareness of the promise of technical careers and the need for more technical workers that is driven by economic demand and evolving technologies are among the factors creating this skills mismatch. Furthermore, a 4-year college degree remains a powerful pull for many families, while career and technical education remains widely invisible or denigrated. In Cleveland, it also appears that there is a lack of accessible, robust and relevant career-tech education. This is no surprise to those who follow the manufacturing industry. The question is what can be done to mitigate the resulting skills mismatch?

WIRE-Net will contract with a consultant to investigate and establish the need for additional manufacturing career-tech programming on Cleveland's east side. This investigation will focus on the City of Cleveland and its eastern suburbs, although other nearby career tech, joint vocational or other relevant career tech educational institutions could be included with prior approval by WIRE-Net.

Project Description: Manufacturing Career Pathway Assessment

WIRE-Net has reviewed existing manufacturing pathway instruction among area career-tech schools and there essentially are no manufacturing career-tech pathways being taught on Cleveland's east side, nor in most east side suburbs (see Table 1, below. East-side career-tech locations are bolded.) It isn't an exaggeration to say that CMSD's Max S. Hayes High School, on Cleveland's west side, is the primary career-tech high school offering technical education in manufacturing pathways for Cleveland students. With a capacity of 800 students, and graduating classes of 100-150 students/year, Max Hayes' capacity does not match the demands of area manufacturers.

The project will include both a labor-market and demographic study of the need for additional career-tech manufacturing pathway programming at the secondary (high school) level. Additional analysis (data review, interviews, etc.) among leaders in the Ohio Department of Education and regional educational leaders will identify details of current manufacturing related pathway instruction capacity (how many seats/students can existing programs

accommodate; what has been the enrollment and completion track record of these programs; how do current programs align with emerging labor market needs, etc.).

The study would include outreach to suburban school districts to explore their interest in an innovative approach to career-tech programming. We would also map existing manufacturing pathway assets on Cleveland's east side, which includes some career-tech manufacturing programs as noted in Table 1, as well as the programming at the WorkRoom Program Alliance and at the Cleveland Job Corps, which is planning to add a manufacturing lab to their northeast side facility. The WorkRoom Program Alliance has offered welding camps to east side Cleveland students (in partnership with Lorain County Community College) and has reached out to several potential career-tech partners (e.g., Shaw High School in the East Cleveland Career Tech Planning District) and has offered manufacturing courses for seniors at Ginn Academy (in partnership with Tri-C).

This project will both help build the case for additional career-tech programming, and help coalesce a partnership of educators, business leaders and others who could become the core group of stakeholders pushing for new, innovative career-tech models, particularly those serving occupational pathways in the manufacturing sector.

The project consultant will work closely with WIRE-Net's President and Vice President for Workforce Development and with an advisory taskforce that will: assist in overseeing the investigation, evaluate responses to the RFP and participate in the review and finalization of the final report and development of an action plan in response to the project findings.

Interested consultants should respond to this RFP with an email and attachments (PDF) that includes, among other things:

- Consultant's relevant experience and expertise
- Consultant's familiarity with the career-tech field in greater Cleveland, and professional references
- An outline of the proposed scope of work, with dated milestones
- Description of deliverables (draft and final reports, other documentation, etc.)

In a separate attachment (PDF), the proposed cost of the project should be specified. Responses are due to BSchultz@wire-net.org no later than 5 pm on July 28, 2018.

Proposals will be scored using the following criteria. A maximum of 100 points will be awarded, as outlined here:

Available Points	Proposal Evaluation Criteria
25	The Proposal clearly outlines the method(s) for achieving the deliverables.
25	The Proposal outlines a draft project work plan with realistic methods for achieving the deliverables outlined in the RFP.
5	The Proposal includes procedures for communication throughout the contract period; resolving unanticipated problems; and status updates to WIRE-Net and its partners (format and mode)
15	The Proposal demonstrates the competence, knowledge, and qualifications of the contractor and any employees and subcontractors as applicable.
10	The Proposal reflects experience with similar projects in Ohio or elsewhere related to workforce development.
20	Cost

Table 1: NE Ohio Career Tech Programs - DRAFT		LOCATION	PROGRAMS: WELDING	CADD	Engineering	MACHINING	ELECTRONICS	OTHER	Notes
1	MAYFIELD EXCEL-TECC CTPD	Eastern Cuy County	Welding	CADD					Welding taught at Willoughby Eastlake
2	MEDINA CTY JVSD/CTPD	South			Engineering Tech & Design	Precision machining			
3	POLARIS JVSD/CTPD	South west	Welding			Precision CNC	Electronics & Alt Energy	Aeronautics	
4	CUY VALLEY JVSD/CTPD	South east			Engineering Tech & Design	Machine tech	Electronics & Alt Energy		
5	AUBURN JVSD-CTPD	North east	Adult only			Adult only		Adult only: Industrial maintenance	Offers adult mfg programs. Most not currently offered.
6	LAKEWOOD CTPD	West							
7	LORAIN COUNTY JVSD/CTPD	West	Welding		Engineering	PRECISION MACHINING		INDUSTRIAL ELECTRICITY & EQUIP MAINTENANCE	
8	PARMA CTPD	South	Welding		Engineering- & intro to eng design	Intro to machine tools			
9	TRI HEIGHTS CTPD	Eastern Cuy							
10	E CLEVE CTPD	North east							
11	MAPLE HTS-BEDFORD CTPD	South east							
12	LAKESHORE COMPACT CTPD	West	Welding	CADD ENGINEERING		CNC			
13	CLEVE METRO CTPD	CLE City							3 mfg pathways west only @ Max Hayes
14	WESTSHORE COMPACT	West					Electronic engineering		