

Chicago Cook Workforce Partnership

Career Opportunities in Retail: Workforce Board Collaborative Grants

Informational Call for Prospective Applicants

To join the conference dial 1 -562-247-8321

Access Code: 904-361-563

Audio PIN: Shown after joining the webinar

Webinar ID 153-820-971



About The Partnership

Our Mission

- To create, promote, and effectively manage a network of workforce development organizations that:
 - Designs innovative solutions to address business needs, and
 - Prepares individuals for, and connects them to, career opportunities

Our Vision

- That every person has the opportunity to build a career; and every business has the talent to grow and compete in a global economy



The Partnership's Capacity



Average Annual Budget
\$50+ million



49 delegate agencies



10 high volume workforce centers



9 satellite centers and
sector centers



16,410 served



8,325 placed in employment



Sector-Based Approach

We train for Chicagoland's most in demand occupations



Business and Professional Services



Healthcare



Hospitality/Culinary



Retail



Information Technology



Manufacturing



Transportation, Distribution, and Logistics



Retail's Importance

RETAIL'S IMPACT

Retail supports 1 in 4 American jobs

To view state and district info, select a state from the map

United States

3,793,621 Retail Establishments
42 Million Jobs Supported
\$2.6 Trillion in Total GDP Impact



98.6% Of All Retail Businesses
Employ Fewer Than **50** People

RETAIL SUPPORTED JOBS BY OCCUPATION



All images from National Retail Federation; nrf.com



RETAIL CAREER ROAD MAP

START HERE

WHAT'S YOUR BIGGEST STRENGTH?



LOOK INTO **LOSS PREVENTION**

LOOK INTO **IT**

LOOK INTO **FINANCE, ACCOUNTING & AUDITING**

LOOK INTO **E-COMMERCE WEB & APP DEVELOPMENT**

LOOK INTO **SUPPLY CHAIN & LOGISTICS**

LOOK INTO **STORE OPERATIONS**

LOOK INTO **RETAIL DESIGN**

LOOK INTO **RETAIL BUYING**

LOOK INTO **MERCHANDISING & MARKETING**

LOOK INTO **STORE MANAGEMENT**

LOOK INTO **HR & TRAINING**

LOOK INTO **SALES**

THIS IS RETAIL
• CAREERS •
jobs.nrf.com

A career in retail can take you anywhere.

Start with your biggest strengths to see where you could best fit.

Who knows where you'll end up?



Retail opportunities / challenges

Career Opportunities

- Retail supports 1 in 4 American jobs
- 21% of retail companies in the citing a lack of adequate middle skills talent
- 47% of retailers citing deficits in work ethic and ambition as the leading impediment to finding this talent
- Numerous exciting career pathways in the sector

Workforce Challenges

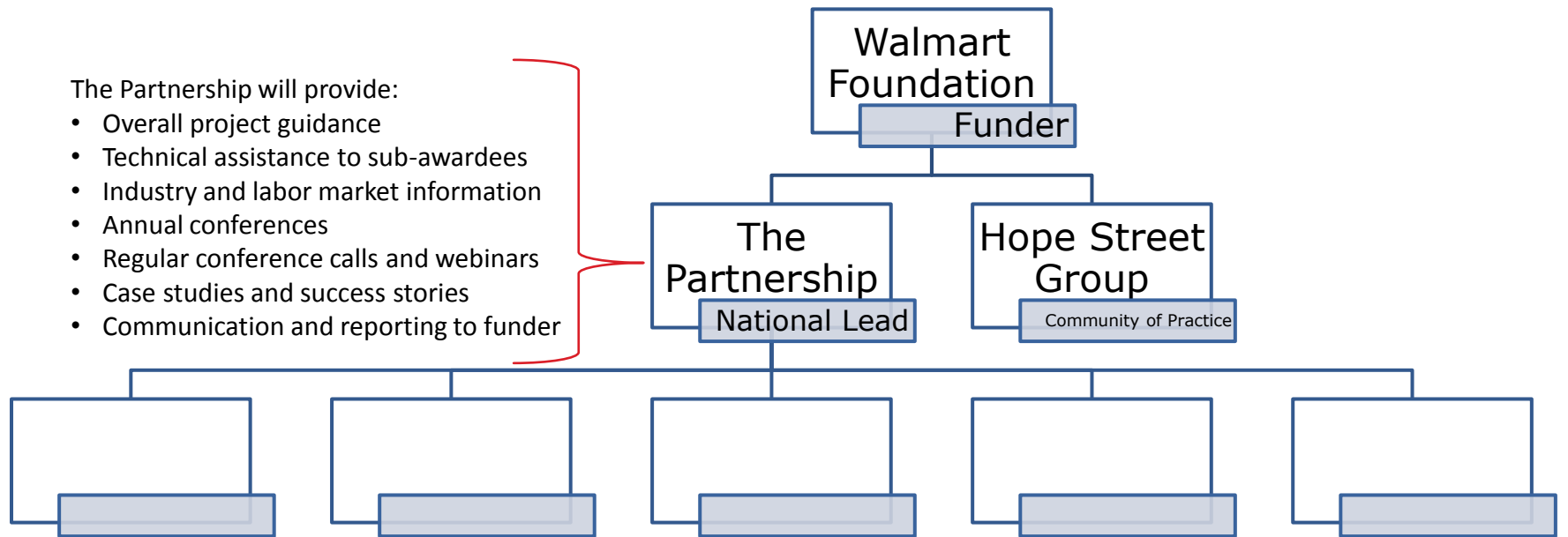
- Perception of retail “dead end” jobs
- Seasonal and temporary hiring
- Low wages in entry level sales jobs
- Lack of clear advancement pathways or growth opportunities for workers
- Lack of employer recognition for retailing or customer service credentials

A Solution

- A workforce development board –led, coordinated national response in collaboration with retail and related employers



Grant Structure



Network of up to 10 sub-awardee WDBs that will work together to strengthen the public workforce development system's retail sector focus and to improve the perception of careers in retail, both locally and nationally



Grant Overview

- WDBs are the only eligible applicants
- Proposals due January 29, 2015 4:00pm Central
- We will disburse \$8M to up to 10 WDBs
- 2-year grants beginning April 2016



Application timeline

Release of RFP	December 16, 2015
Informational Webinars	January 6, 2016; 2:00 pm Central Time and January 13, 2016; 2:00 pm Central Time
Deadline for Questions	January 15, 2016; 4:00pm Central Time
Answers to Questions Posted	January 19, 2016
Proposals Due	January 29, 2016; 4:00pm Central Time
Announcement of Awards	March 2016
Contract Period Begins	April 2016



Elements of a successful proposal

- Addresses regional demand for retail occupations and emerging skills needs in sector
- Demonstrates organizational experience in sector strategies and/or retail initiatives
- Proposed project is geared toward furthering to goals of this national initiative
- Details local or national campaign to improve the perception of retail and related occupations, including demonstrating to jobseekers the varying career pathways and opportunities for advancement within the sector
- Timeline and staffing plan achieves necessary outcomes/ deliverables in the required timeframe
- Proposed budget will realistically finance the proposal's goals and scope
- Applicant demonstrates capacity to manage a contract of this size and scope



Project Goals and Reporting

- We will work with individual sub-awardees to define project goals, depending on scope and nature of proposed projects, as well as local demand
- Must leverage the WIOA system and include goals for WIOA registration, training, job placement, wages, and retention in overall project goals
- Sub-awardees must track all participants and report to The Partnership on all agreed-upon metrics
- Sub-awardees must participate in our program evaluation



Questions

- A comprehensive FAQ sheet will be available 1/19 at
- <http://workforceboard.org/funding/career-opportunities-in-retail-workforce-board-collaborative/>

