



Tab 24

Draft FY 2021 MoExcels Request for Proposals

Coordinating Board for Higher Education
March 6, 2019

BACKGROUND

The Coordinating Board for Higher Education developed a new approach to recommending new funding for public colleges and universities in advance of the FY 2020 budget. That approach, called MoExcels, recommends one-time funding that will allow institutions to establish or increase the capacity of programs that meet local or statewide workforce needs.

CURRENT STATUS

Department of Higher Education staff plan to use the MoExcels process to solicit requests for funding for the FY 2021 budget and have revised the request for proposals (RFP) and proposal form in advance of the decision-making cycle. A draft of the revised documents is attached for discussion and consideration. Significant changes from the FY 2020 request for proposals include:

- The format for submitting proposals is more prescriptive to encourage the submission of concise proposals.
- The FY 2020 RFP solicited proposals to meet specific workforce needs or substantially increase overall educational attainment. The FY 2021 focuses only on meeting specific workforce needs.
- The proponents of the highest-scored proposals will be invited to present to a review committee that will recommend a final ranked list to the Coordinating Board for Higher Education.

RECOMMENDATION

This is an information item only.

ATTACHMENT

- A. Draft FY 2021 MoExcels Request for Proposals
- B. Draft FY 2021 MoExcels Application
- C. Draft FY 2021 MoExcels Scoring Rubric



MoExcels

Draft FY 2021 Request for Funding Proposals

The Missouri Department of Higher Education is pleased to provide the MoExcels Request for Proposals (RFP). We look forward to receiving your submissions.

General Information

Purpose. MoExcels funding will facilitate development and expansion of employer-driven education and training programs. Funding recommended through MoExcels, if appropriated, will be available for a single fiscal year. If full funding of a project requires a multi-year phase-in, each year's funding should stand on its own in the event that funds are not appropriated in subsequent years. A core funding increase may be requested after the third year in which a funded project achieves its performance goals.

Who May Seek Funding. Proposals may be submitted by individual institutions or consortia of institutions. Only public institutions of higher education, including community colleges, State Technical College, and public universities, may submit proposals.

Allowable Activities. Funds appropriated through MoExcels may be used for professional and curriculum development, renovation of classroom space, the purchase of equipment, and other purposes approved in writing by the Department of Higher Education by July 20, 2019. Funds may not be used to pay students' tuition, fees, or other expenses.

Match. All proposals must include a match to cover a substantial portion of the cost of the new or expanded program, with a match of at least half being strongly preferred. Matching funds may be in-kind contributions but may not include the cost of staff time from the institution(s) proposing the project. The match can be provided by the institution, an organization, an individual, or a federal agency.

Performance and Project Reporting. Funding recipients must report on performance on October 30, January 30, April 30, and June 30 annually until the program has achieved its objectives.

Proposal Requirements

Applicants must complete the MoExcels Application Form.

Timeline

- May 1: Call for proposals issued
- July 20: Deadline to request approval to request funding for expenses other than professional and curriculum development, renovation of classroom space, and the purchase of equipment
- August 1: Deadline to submit proposals
- September 4: Ten highest-scored projects present to business leaders and chair of CBHE Budget and Financial Aid Committee
- September 11: Recommendations presented to the Coordinating Board for Higher Education

Review and Award Process

Proposals will be scored by staff from agencies that comprise the Governor's Subcommittee on Workforce Development. Staff will score proposals based on a standardized rubric.

A review committee consisting of the Director of Economic Development, the Commissioner of Higher Education, business and industry representatives, and the chair of the CBHE's Budget and Financial Aid Committee will review the ten highest-ranked proposals, including a presentation by the proponents of each such proposal. That group may adjust the order of ranking to develop a balanced portfolio of recommendations in terms of any or all of the following: quality of proposal, economic sectors being trained for, project duration, magnitude of impact, geographic distribution of funds, and any other factor deemed relevant.

The review committee's recommendations will be conveyed to the Coordinating Board for Higher Education, which will make final ranking and funding recommendations.

Funding

The Department of Higher Education reserves the right to recommend funding for a project in whole or in part, to request additional information, to reject any of the proposals submitted, and to re-issue this RFP and accept new proposals if the review committee determines that doing so is in the best interest of the state of Missouri.

All costs incurred in preparation of proposals submitted in response to this RFP shall be borne by the institutions that apply for funding.

Proposal Overview

Short name of project

Institution

Contact with questions:

Name

Email address

Phone number

What problem are you addressing? (no more than 200 words)

What is your proposed solution? (no more than 200 words)

Projected credentials to be delivered

	Baseline (2019)	2020	2021	2022	2023	2024
Annual Total						
Five-Year Total						

Instructions

Fill out proposal template.

Save as an Excel document with the filename "[Institution] -- [Short Name]".

Applicants may attach additional information up to five pages of narrative in addition to letters of support from employers or other partners.

Email Excel document and any supporting materials to _____ with the subject line "MoExcels Proposal."

The deadline to submit a proposal is August 1, 2019.

Short Name of Project

Institution

Labor Market Analysis

For each credential listed on the proposal overview, provide evidence of current and future labor market demand.

Credential	Current Supply	Projected Demand	Gap	Link to Source	Notes

Partner Commitment

Summarize the support expressed in attached letters of commitment. Mark each applicable column with an X.

Employer/Partner	General Support	Financial Support	Input into Curriculum	Provide Work-Based Learning Opportunities	Other (Describe)

Alignment with Statewide Strategic Plans

How does this proposal align with long-term local, regional, and/or statewide strategic plans for economic development?

Short Name of Project

Institution

Project Plan

Activity	Milestone	Timing

Characteristics of Students Served by the Institution

Provide the percent of students served by the institution in each of the following categories.

Hispanic or Latino, American Indian or Alaska Native, Asian, Black or African American, Native Hawaiian or Other Pacific Islander, or two of more races	
Eligible to receive Pell Grants	
From rural Missouri counties, as defined in the Missouri Department of Health and Senior Services' Health in Rural Missouri report	

Educating Missouri's Workforce

Identify the geographic area in which program completers are likely to work and any special efforts that will be made to ensure completers do so.

Sustainability Plan

How will this funding enable the institution to achieve discrete, sustainable objectives? What will the long-term impact of this funding be?

Budget

Short Name of Project

Institution

Expenses	State Dollars Requested	Local Match Amount	Local Match Source
Professional and Curriculum Development			
Renovation			
Equipment			
Other <i>Provide a detailed list of additional costs that do not fall into any of the above categories. Note that any expenses other than professional and curriculum development, renovation, and equipment must be approved in writing by the Department of Higher Education by July 20, 2019.</i>			
Total	\$ -	\$ -	
Total Project Cost	\$ -		

Percent of Total Requested from State

Short Name of Project

Institution

Center of Excellence

If the proposal offers an opportunity to establish a statewide center of excellence, include an explanation of how the institution defines "center of excellence," its plan to establish one, and how its programs will relate to other similar programs in the state.

Role of Consortium Participants

If the program will be implemented by a consortium, briefly describe the role of each partner.

Partner	Role
<input type="text"/>	<input type="text"/>

MoExcels Scoring Rubric

	Maximum Points	Points Assigned
Proposal identifies a quantitative workforce need that is validated by Talent for Tomorrow labor market projections, MERIC, or other credible data source	7	
Proposal provides a credible plan for substantially addressing the quantitative workforce need	8	
Proposal identifies geographic area(s) in which program completers are likely to work and those areas are primarily in Missouri	10	
Proposal aligns with long-term local, regional, and/or statewide strategic plan for economic development	5	
Proposal offers an opportunity to develop a "center of excellence" in the state or region and a well-considered plan to do so	8	
Proposal is supported by statements of need from employers in the area to be served that express real need and commitment	10	
Proposal includes a detailed, realistic timeline	10	
Proposal includes a detailed, realistic budget, including a match of at least 50%	10	
Proposal articulates a plan by which funded activities will have a sustained impact after the funding period ends	5	
Proposal is well-written, follows the format requested, and reflects substantial thought and planning	8	
Cost per additional student served as a result of funding, annually		
In top quartile of proposals (lowest cost per completer)	10	
In second quartile of proposals	7	
In third quartile of proposals	4	
In lowest quartile of proposals (highest cost per completer)	1	
Students to Be Served		
Additional points for institutions that serve more than 50% minority students OR that provide a plan to recruit more minority students into the funded program	3	
Additional points for institutions that serve more than 50% Pell-eligible students OR that provide a credible plan to recruit more Pell-eligible students into the funded program	3	
Additional points for institutions at which at least 36.9% of the student body is comprised of students from rural Missouri counties OR that provide a credible plan to recruit more students from those counties into the funded program	3	
Total Points	100	