



## Youth, Young Adult and Adult Employment APPLICATION FORM

Submit Application to: [cddapplications@cityofmadison.com](mailto:cddapplications@cityofmadison.com)

Deadline: 12:00 pm CST (noon) on **August 19, 2022**

*Official submission date and time will be based on the time stamp from the CDD Applications inbox. Late applications will not be accepted*

Please limit your proposal and responses to spaces provided in this form. Responses to this RFP should be complete and comprehensive but succinct. Materials submitted in addition to this application form will not be considered in the evaluation of the proposal. If you are applying for multiple program or activity areas you must fill out this application for each program or area. ***Do not attempt to unlock or alter this form.*** Font should be no less than 11 pt.

If you have any questions **related to the content of the application**, please contact: Hugh Wing – [hwing@cityofmadison.com](mailto:hwing@cityofmadison.com) or Yolanda Shelton-Morris – [yshelton-morris@cityofmadison.com](mailto:yshelton-morris@cityofmadison.com)

If you have any questions or concerns that are related to **technical aspects** of this document, including difficulties with text boxes or auto fill functions, please contact Jen Stoiber – [jstoiber@cityofmadison.com](mailto:jstoiber@cityofmadison.com)

Legal Name of Organization:	Employment & Training Association	Total Amount Requested:	\$ 22,950
Program Name:	ESP: Follow Your Intuition (Entrepreneurial Series & Pitches - Young Adult)		
Program or Activity are you Applying for:	<input type="checkbox"/> Youth Employment Services (ages 14-21) <input type="checkbox"/> Youth Employment & Training <input type="checkbox"/> Wanda Fullmore Youth Internship Program <input checked="" type="checkbox"/> Young Adult Employment Services (ages 18-26) <input type="checkbox"/> Adult Employment Services (18+)		
Contact Person:	Jon Danforth	Email:	Jdanforth@eata.org
Full Address:	1819 Aberg Ave., Madison, WI 53704	Telephone:	608-242-7527
501 (c) 3 Status:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Fiscal Agent (if applicable)	N/A

### **Organizational Qualifications:**

1. Describe your organization's experience implementing services relevant to the services described in the Youth, Young Adult and Adult Employment RFP, including to those who are furthest from resources and opportunities and who face systemic barriers to employment.

The Employment & Training Association (EATA) got its beginnings in summer youth employment programs back in 1966. Since that time we have offered a variety of youth programs, including today, as we focus on providing employment and training opportunities to young adults in Dane County through the Workforce Innovation and Opportunity Act (WIOA). While enrolling these young adults in WIOA's Out-of-School Youth Program (OSY) we currently partner with Operation Fresh Start (OFS). Co-enrolling individuals allows the program to pay for the training they receive. In addition to OFS, EATA's youth team partners with Madison College, Dane County School Consortium, Independent Living (young adults who are aging out of the Foster Care system), Public Nurses, Big Step and Job Center partners.

The youth team is currently focused on young adults with the following barriers: Individuals are out-of-school youth (OSY) if, at the time of eligibility determination, they

1. are not attending secondary or post-secondary school;
2. are not younger than age 16 or older than 24;
3. are eligible to work in the United States;2
4. are registered for Selective Service (if applicable);3

AND

5. satisfy the requirements for at least one of the following nine eligibility barriers:

1. school dropout
2. within the compulsory age of secondary school attendance but not attending
3. low-income individual with a secondary school diploma or equivalent who is basic skills deficient or an English Language Learner
4. offender or ex-offender
5. homeless or runaway
6. foster care
7. pregnant or parenting
8. has a disability
9. low-income and requires additional assistance

EATAs staff work with the young adults to overcome these barriers by offering assistance and resources tailor made to each individual. In addition, funding may be requested to assist the individual to achieve goals and plug gaps until a more permanent solution can be found. EATAs staff work hard to provide resources and opportunities to those who face systematic barriers to employment.

2. Describe how your agency builds relationships and authentically engages with individuals and households served. Specifically include information on previous strategies used to authentically engage with BIPOC, LGBTQ+, immigrant and/or low-income households and individuals.

Through the WIOA OSY program EATAs staff work with all target areas, as outlined above. Since both Career Planners fall under the BIPOC definition they easily connect with the young adults they serve. EATA's Executive Director has 34 years in the area of employment and training programs and actually came through EATA when looking for a summer internship. EATAs staff engage authentically with the young adults they serve by being empathetic, by using motivational interviewing techniques to assist the young adults they are working with through next steps and by self disclosing (as appropriate) their own life experiences to build trust.

3. Describe your organization's experience, education and training requirements for program staff and management staff.

EATAs Executive Director has 34 years of experience in the Employment and Training arena and holds a Bachelor of Science in Social Work. EATAs 2 Career planners have a few years of case management experience and hold multiple degrees and certifications. All EATA staff take part in multiple staff development training opportunities in areas such as: Trauma Informed Care, Motivational Interviewing, Civil Rights, and Cultural Competencies trainings. They also take part in Workforce GPS, the Department of Workforce Development and Equal Opportunity Trainings.

### **Partnerships, Collaboration & Coordination**

1. Describe your current and recent collaboration and partnerships with the following groups, specifying organization names, collaboration/partnership dates, and information about your shared work and accomplishments.

- a. Organizations and groups that work with youth, young adults and/or adults.

EATA has been co-enrolling young adults enrolled in Operation Fresh Start (OFS) for the past 4-5 years. EATA, through the WIOA program, offers funding for young adults so they can participate in OFS trainings. Participants have successfully graduated from High School or earned their GED/HSED, have gained pre-apprenticeship skills and recently earned experience in natural resources with Madison Parks Department. EATA has similar relationship through WIOA with Madison College. Customers most recently for the past 4 years have graduated with both certificates and degrees.

EATA has been rebuilding a relationship with Briar Patch after Covid and has cultivated a strong relationship with the Public Health Nurses. EATA has worked with each of these groups for approximately 4 years.

EATA has also worked with WRTP-Big Step for 4-5 years with young adults going into and graduating from this program.

- b. Organizations that provide pre-employment/career preparation, employment services, and/or training and education.

EATAs Youth Team partners with Madison College, Operation Fresh Start, Big Step, Independent Living and Neway Directions.

- c. Organizations and groups that focus on working with, or have a history of working with, low-income households, women, and those that are Black, Indigenous, People of Color (BIPOC), immigrants, and/or individuals who identify as Lesbian, Gay, Bisexual, Transgender, and Queer + (LGBTQ+).

EATAs Youth Team works with Briar Patch, Operation Fresh Start, Urban League, Big Step, Public Health Nurses, Madison College, Dane County School Consortium, YWCA, Latino Academy, Omega School, Neway, High School Social Workers and Independent Living.

2. Describe your plans to partner, collaborate, and coordinate services with organizations and groups, including names and partnership details. Please explain why and how these collaborations benefit the participants served. Organizations that identify key partnerships must provide written documentation of agreement/commitment from each listed partner.

- Associated Bank will provide financial literacy and some of its members have already expressed interest as acting as mentors and speakers during the series. These members hope to give insights into owning your own business. Associated Bank plans on leveraging its relationship with Starting Block to offer information about their services as well.

- Workforce Development Board of South Central Wisconsin will provide assistance with recruitment, marketing, registration through Event Brite and referrals by having contractors identify possible program participants.

- Latino Academy of Workforce Development will assist with marketing and program referrals.

- Forward Service Corporation will also offer referrals from the Wisconsin Works and FoodShare Employment and Training programs.

- Dane County School Consortium will partner by offering referrals and assist with marketing.
- Dynae Alice Photography was our business speaker during the 3 day pilot series along with Associated Bank and will continue to support this effort by acting as a speaker, mentor and helping with recruitment activities.

### **Program Design**

1. Describe the organization's program and proposed service delivery plan including recruitment and selection of participants, individual assessment process, anticipated number to be served, who will be served, duration, location, and goals.

EATA's intention is to offer an Entrepreneurial Series and Competition twice a year which will allow individuals a chance to learn how to realize their dreams. Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

Although all participants will receive a stipend for fully completing the event, there will be additional funding awarded for the top three viable concepts.

Some of the workshop series will take place at Associated Bank while other days may be held at the various start up locations, such as the Black Business Hub, Starting Block, Common Wealth, the Spark Building and the Feed Kitchen to name a few. The series will run 4 half days for 3 weeks. EATA will offer incentives for participants, so they might complete the training. Each series will provide up to 12 individuals the opportunity to investigate a business concept. Each individual must register on Event Brite and offer a business concept in order to be considered for the series.

The series will cover:

- Assessing yourself as a potential entrepreneur
- Investigating concept feasibility
- Examining critical issues
- Investigating legal considerations and requirements (taxes, licenses, etc.)
- Developing your business plan (traditional vs. lean)
  - o Executive Summary
  - o Business Description
  - o Market analysis and strategy
  - o Marketing and Sales Plan
  - o Competitive Analysis
  - o Management and Organization Description
  - o Products and Services Description
  - o Operating Plan
  - o Financial Projection and Needs
  - o Exhibits and Appendices
- Developing your Pitch
- Developing a timeline of next steps, resource people & goals

EATAs goals are to:

- Increase participant knowledge of what it takes to be an entrepreneur
- Increase participant knowledge base of resources available to entrepreneurs
- Increase the number of BIPOC businesses
- Increase the number of LGBTQ+ businesses

Beyond the series EATA staff will continue to work with participants to help them locate financing, Angel investors and hear about grant opportunities. They will also continue to encourage and offer follow up services and additional suggestions of resources to assist folks in starting up their business.

EATA will also be offering a Entrepreneurial Showcase each year to help these new businesses network, gain exposure and hopefully gain new customers.

2. Describe the outreach/marketing methods the organization intends to employ to generate participation in the program and to reach the targeted populations considered priority for this funding.

Create a flyer which can be sent electronically to YEN list serve, ETN Mobilize list serve, WIOA and Job Center partners & participants, Homeless Consortium, Libraries, Community Centers, Facebook, Dane County School Consortium (HS grads), Briar Patch, Independent Living, Public Health Nurses and Outreach. EATA intends to use flyer as a PowerPoint slide for use on Job Center and other partners electronic signage. As participants register on Event Brite to apply for the program, EATA will ask applicants where they heard about the opportunity to evaluate effectiveness of marketing campaign. If funding allows, we will try to use Facebook Ads and try to spark interest through the local News media. EATA also hopes to capture testimonials from past participants to use in future video marketing campaigns.

3. Describe how your program includes input or suggestions from target population served in your program design and operation.

EATA conducted a 3 day workshop on Entrepreneurship this summer. During the workshop, the mention of Shark Tank sparked enthusiasm. With that EATA and Associated Bank pivoted to a mini Pitch Event. Additional feedback after the 3 day training, was that it needed to be longer, offer insights into other business models and have additional financial support to be more effective. EATA intends to build off customer feedback and will continue to pivot as new ideas spark within the groups. Each series will be evaluated both during & after to make improvements to the event. Staff will gauge success of the workshop series through ongoing participant surveys and feedback. Staff will pivot as needed to provide more direction and explanation to increase participant success during each cohort. After each cohort, the training will be evaluated from content to speakers, effectiveness of mentors and by outcomes. Adjustments will be made before the next cohort begins.

### **Theory of Change & Logic Model**

1. Describe how your proposed services are based on evidence of success, and how you will meet performance outcomes while maintaining quality services customized to each participant's needs. Please include the following in your response:

- a. Past service outcomes and other accomplishments that validate your approach.
- b. Best practices and proven resources for youth, young adults, and/or adults you will utilize.
- c. How you will incorporate past experience with performance tracking and reaching outcomes, including challenges overcome.

a. For the past year EATA met or exceeded all of it's Youth (Young Adult) performance measures: measurable skills gain, credential attainment rate, employment. EATA is accustomed to providing individualized services which help the customer meet their specific goals.

b. EATA utilizes hands-on learning as much as possible to help its young adults learn new concepts. EATA intends to provide mentors with entrepreneurial experience to assist in the formation of business plans, review the feasibility of concepts and act as judges for the competition.

c. As with all other programs EATA administers, spreadsheets will be developed to track performance to ensure outcomes are met and if not how to redirect efforts to meet programatic goals.

2. Please describe current and past success in engaging community members and service recipients in developing and improving services.

As stated earlier, EATA used feedback from the 3 day Entrepreneurial series to inform change in that instance. In addition, EATA, with all of its programs, has always had open dialog with its participants and funding streams about how to improve customer experience, increase efficiencies and brainstorming as a team to improve service delivery. EATA regularly brings in guest speakers/partners in through our STEPs series to assist in meeting program goals and outcomes. For example this last year EATA & the Youth Team offered workshops on buying a car, financial literacy, housing, healthy relationships, meal preparation, applying for FAFSA, to name a few.

3. Please describe your plan to meaningfully involve service recipients, including past, present and potential recipients, in ongoing design, flexing and improvement of proposed youth, young adult, and/or adult employment services.

Marketing will be evaluated during the month prior to the workshop series, to ensure the priority populations are enrolling. We will also track and evaluate through Event Brite where customers are hearing about the opportunity. Staff will gauge success of the workshop series through ongoing participant surveys and feedback. Staff will pivot as needed to provide more direction and explanation to increase participant success during each cohort. After each cohort, the training will be evaluated from content to speakers, mentors and by outcomes. Adjustments will be made before the next cohort begins. Additionally, EATA intends to bring past participants in to talk to additional cohorts. EATA hopes to use video testimonials, for future marketing campaigns, as well as highlight businesses that did indeed get off the ground!

**Budget** - Complete the Budget Worksheet, including all costs for which you request funding through this RFP. All costs included must be reasonable, allowable, necessary, and allocable among the stated cost categories.



August 18, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

This letter of support is for the Employment & Training Association's (EATA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

EATA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

We plan to support this effort by (becoming a presenter, referring participants to the competition, offering stipends or mentoring participants during the series).

Thank you for your consideration,

*Steve Evans*

Steven L Evans

Vice President - Lead Business Development Officer

Community Outreach for Financial Literacy and Bank at Work

8040 Excelsior Drive

Madison, WI 53717

Direct: 608-514-4229

[Steven.Evans@Associatedbank.com](mailto:Steven.Evans@Associatedbank.com)

08/18/2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

On behalf of the Workforce Development Board of South Central Wisconsin (WDBSCW), I am pleased to write this letter supporting Employment and Training Association's (ETA) bid for the 2022 Youth, Young Adult, and Adult Employment - RFP #2022-11063. WDBSCW recognizes that a well-trained and diverse workforce is vital to southern Wisconsin's economic future and ability to meet the needs of our region.

ETA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

We plan to support this effort by referring participants and leveraging resources to support the series.

Thank you for your consideration,

Sincerely,



Seth Lentz



Partnerships and pathways for economic growth

**WDBSCW**  
3513 Anderson St, Ste 104  
Madison, WI 53704 USA

41608.249.9001  
[www.wdbscw.org](http://www.wdbscw.org)

The Workforce Development Board of South Central Wisconsin and WorkSmart Network are equal opportunity employers and program service providers. If you need this information or printed material in an alternative format or in a different language (any of these free of charge), please contact us at 608-249-9001. Deaf, hard of hearing or speech impaired callers may contact us through Wisconsin Relay Services at 711. Proud partners of the American Job Center network. This workforce product was funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration. The product was created by the recipient and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties or assurances of any kind, expressed or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability or ownership. This product is copyrighted by the institution that created it.



August 18, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

We at the Latino Academy of Workforce Development, Inc. (LAWD) strongly support the Employment & Training Association's (EATA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

LAWD strengthens our diverse communities by providing linguistically and culturally competent adult education programming that advances opportunities to ensure that individuals and families thrive socially, economically, and civically. LAWD's successful education and workforce training model has served over 10,000 Wisconsinites since 2011 in education, hospitality, ESL programming, digital literacy, construction, manufacturing, warehouse and transportation.

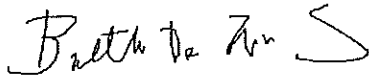
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Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

We plan to support this effort by becoming a presenter, referring participants to the competition, and/or mentoring participants during the series.

Thank you for your consideration,

Sincerely,



Baltazar De Anda Santana  
Latino Academy of Workforce Development  
Executive Director and co-funder  
[baltazar@latinoacademywi.org](mailto:baltazar@latinoacademywi.org) 608 469-5448



August 15, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

This letter of support is for the Employment & Training Association's (ETA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

ETA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

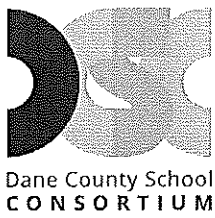
Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work toward completing a valid business plan with realistic goals and planned outcomes.

Forward Service Corporation is excited about this proposal and will support this effort by referring participants to the competition. We believe this is a much-needed service within our community. Thank you for your consideration,

Marcia Christiansen

A handwritten signature in black ink, appearing to read "Marcia Christiansen", with a long, sweeping horizontal line extending to the right.

Chief Executive Officer



# DANE COUNTY SCHOOL CONSORTIUM

*Connecting classroom education to career preparation*

5900 Monona Dr., Suite 202, Monona, WI 53716 / 608.316.1358 / [www.dcsc.org](http://www.dcsc.org)



August 16, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

This letter of support is for the Employment & Training Association's (ETA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

ETA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

DCSC and our WIOA ISY STEPS team plan to support this effort by becoming a presenter, referring participants to the competition, offering stipends and mentoring participants during the series

Thank you for your consideration,

Sincerely,

A handwritten signature in black ink, appearing to read 'Jeff Fassl'.

Director - Dane County School Consortium  
[jfassl@dcsc.org](mailto:jfassl@dcsc.org)  
608-316-1358

8/17/2022

From: Dynae Saba

To: Community Development Division

City of Madison

215 Martin Luther King Jr Blvd 3rd Floor

Madison, WI 53703

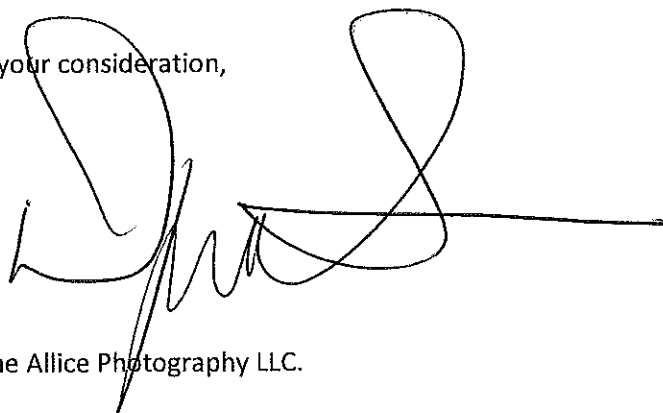
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EATA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes. We plan to support this effort by becoming a presenter & providing complimentary headshots for participants during the event.

Thank you for your consideration,

Dynae Saba-

A handwritten signature in black ink, appearing to read 'Dynae Saba', with a long horizontal line extending to the right.

Owner of Dynae Allice Photography LLC.



## Youth, Young Adult and Adult Employment APPLICATION FORM

Submit Application to: [cddapplications@cityofmadison.com](mailto:cddapplications@cityofmadison.com)

Deadline: 12:00 pm CST (noon) on **August 19, 2022**

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If you have any questions **related to the content of the application**, please contact: Hugh Wing – [hwing@cityofmadison.com](mailto:hwing@cityofmadison.com) or Yolanda Shelton-Morris – [yshelton-morris@cityofmadison.com](mailto:yshelton-morris@cityofmadison.com)

If you have any questions or concerns that are related to **technical aspects** of this document, including difficulties with text boxes or auto fill functions, please contact Jen Stoiber – [jstoiber@cityofmadison.com](mailto:jstoiber@cityofmadison.com)

Legal Name of Organization:	Employment & Training Association	Total Amount Requested:	\$ 22,950
Program Name:	ESP: Follow Your Intuition (Entrepreneurial Series & Pitches - Adult)		
Program or Activity are you Applying for:	<input type="checkbox"/> Youth Employment Services (ages 14-21) <input type="checkbox"/> Youth Employment & Training <input type="checkbox"/> Wanda Fullmore Youth Internship Program <input type="checkbox"/> Young Adult Employment Services (ages 18-26) <input checked="" type="checkbox"/> Adult Employment Services (18+)		
Contact Person:	Jon Danforth	Email:	Jdanforth@eata.org
Full Address:	1819 Aberg Ave., Madison, WI 53704	Telephone:	608-242-7527
501 (c) 3 Status:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Fiscal Agent (if applicable)	N/A

### Organizational Qualifications:

1. Describe your organization's experience implementing services relevant to the services described in the Youth, Young Adult and Adult Employment RFP, including to those who are furthest from resources and opportunities and who face systemic barriers to employment.

The Employment & Training Association (EATA) got its beginnings in adult employment programs back in the 1970s. Since that time, we have offered a variety of Adult programs, including Wisconsin Works (W2), FoodShare Employment & Training (FSET) Programs, Refugee Services, Upward Mobility, General Assistance, Occupational Skills Trainings, El Contacto, Deferred Prosecution, Homeless Employment, Homeless Veterans Reintegration Program, Early Childhood Initiative, Job Access Loans (JAL), Emergency Housing Assistance, WETAP, as well as DVR Trainings, Placement, & Job Coaching. Today, we focus on providing employment and training opportunities to adults in Dane County through the Children First Program, FSET Reentry, Windows to Work, Oakhill Correctional Institution's Job Center, Worker Advancement Initiative (WAI) & the Workforce Innovation and Opportunity Act (WIOA). Through both the WAI and the WIOA programs we seek to enroll program participants while they enroll in training programs with Big Step, Latino Academy of Workforce Development, Centro Hispano, Urban League, Just Dane and the YWCA which in many cases allows the WAI or WIOA program to pay for the training they receive.

The Adult team is currently focused on adults with the following barriers:

1. English Language Learners
2. Justice involved individuals, as well as ex-offenders
3. Noncustodial parents not meeting their child support obligations
4. Those with a disability
5. Low-income and requires additional assistance

EATAs staff work with adults to overcome these barriers by offering assistance and resources tailor made to each individual. In addition, funding may be requested to assist the individual to achieve goals and plug gaps until a more permanent solution can be found. EATAs staff work hard to provide resources and opportunities to those who face systematic barriers to employment.

2. Describe how your agency builds relationships and authentically engages with individuals and households served. Specifically include information on previous strategies used to authentically engage with BIPOC, LGBTQ+, immigrant and/or low-income households and individuals.

EATAs staff work with all target areas, as outlined above. A number of our staff fall into the BIPOC definition and easily connect with the adults they serve. EATA's Executive Director has 34 years in the area of employment and training programs. EATAs staff engage authentically with the adults they serve by being empathetic, by using Motivational Interviewing techniques to assist the adults they are working with to walk through next steps and by self disclosing (as appropriate) their own life experiences to build trust.

3. Describe your organization's experience, education and training requirements for program staff and management staff.

EATAs Executive Director has 34 years of experience in the Employment and Training programs and holds a Bachelor of Science in Social Work. EATAs 2 Career planners have seven years of case management experience and hold multiple degrees and certifications. All EATA staff take part in multiple staff development training opportunities in areas such as: Trauma Informed Care, Motivational Interviewing, Civil Rights Trainings and Cultural Competencies. The staff who will be working in this program, have also had many trainings provided by the Department of

Corrections and the Department of Workforce Development, Workforce GPS and the City of Madison's Civil Rights Department.

**Partnerships, Collaboration & Coordination**

1. Describe your current and recent collaboration and partnerships with the following groups, specifying organization names, collaboration/partnership dates, and information about your shared work and accomplishments.
  - a. Organizations and groups that work with youth, young adults and/or adults.

EATA has been co-enrolling adults with our Job Center partners through W2, FSET, DVR, Dane County Department of Human Services, Forward Service Corporation and Job Service since 1993. Co-enrollments through WIOA allows for the program to pay the tuition for participants in many of these programs and for WAI to provide incentives to participants for their time and completion. This is true for our partnership with Big Step for the past six years, Centro Hispano, through the Caminos CNA program and now through the Caminos Progreso and Financial Literacy program for six years. EATA partners and co-enrolls individuals with Urban League for at least 10 years and Just Dane for 12 years. EATA partnered with the YWCA through the YWeb in FSET and Driver's Licence Recovery Program for more than 8 years. EATA has been referring individuals to the Latino Academy of Workforce Development for their trainings for the past four years. Through these partnerships, participants have successfully gained pre-apprenticeship and other work skills which lead directly to employment. EATA has worked with Madison College since 1984 through CETA, JTPA, WIA (predecessors to WIOA) and customers have graduated with both certificates and degrees. EATA has also partnered with Neway Directions since 1996 for CNAs and Diesel Truck Driving School for CDLs since 1984. In all of these partnerships, the goal was to help train and employ the citizens of Madison, Dane County and South Central Wisconsin in industries with high growth potential and in high demand areas.
  - b. Organizations that provide pre-employment/career preparation, employment services, and/or training and education.

EATA has been partnering and co-enrolling adults in W2, FSET, DVR, Big Step, Latino Academy of Workforce Development, Big Step, Centro Hispano, Urban League, Just Dane, and the YWCA. EATA has also worked with Madison College, Neway Directions, Diesel Truck Driving School, and New Horizons.
  - c. Organizations and groups that focus on working with, or have a history of working with, low-income households, women, and those that are Black, Indigenous, People of Color (BIPOC), immigrants, and/or individuals who identify as Lesbian, Gay, Bisexual, Transgender, and Queer + (LGBTQ+).

EATA has been working with individuals from both the BIPOC and LGBTQ+ communities for years. Our work at the Job Center means we are on the front lines of assisting folks in those two categories. Although we have always served the LGBTQ+ community we find more of our Younger Adults really owning who they are and we strive to make sure staff are creating a welcoming environment. No matter who the individual is or from what background a person comes from, we really try to focus on the whole person and assess how we can assist that individual. During the assessment we also look for other agencies and services that will help that individual move forward. For years we have been co-enrolling adults with the Division of Vocational Rehabilitation (DVR), W2, FSET with Forward Service Corporation, Just Dane, Big Step, Latino Academy of Workforce Development, Centro Hispano, Urban League and the YWCA and have a history of providing outreach by sending or posting staff into community centers, JFF locations, the Catholic Multicultural Center, and partner organizations to meet folks where they're most comfortable.
2. Describe your plans to partner, collaborate, and coordinate services with organizations and groups, including names and partnership details. Please explain why and how these collaborations benefit the participants served. Organizations that identify key partnerships must provide written documentation of agreement/commitment from each listed partner.



- Associated Bank will provide financial literacy and some of its members have already expressed interest as acting as mentors and speakers during the series. These members hope to give insights into owning your own business. Associated Bank plans on leveraging its relationship with Starting Block to offer information about their services as well.
- Workforce Development Board of South Central Wisconsin will provide assistance with recruitment, marketing, registration through Event Brite and referrals by having contractors identify possible program participants.
- Latino Academy of Workforce Development will assist with marketing and program referrals.
- Forward Service Corporation will also offer referrals from the Wisconsin Works and FoodShare Employment and Training programs.
- Dane County School Consortium will partner by offering referrals and assist with marketing.
- Dynae Allice Photography was our business speaker during the 3 day pilot series along with Associated Bank and will continue to support this effort by acting as a speaker, mentor and helping with recruitment activities.

### **Program Design**

1. Describe the organization's program and proposed service delivery plan including recruitment and selection of participants, individual assessment process, anticipated number to be served, who will be served, duration, location, and goals.

EATA's intention is to offer an Entrepreneurial Series and Competition twice a year which will allow individuals a chance to learn how to realize their dreams. Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

Although all participants will receive a stipend for fully completing the event, there will be additional funding awarded for the top three viable business concepts.

Some of the workshop series will take place at Associated Bank while other days may be held at the various start up locations, such as the Black Business Hub, Starting Block, Common Wealth, the Spark Building and the Feed Kitchen to name a few. The series will run 4 half days for 3 weeks. EATA will offer incentives for participants, so they might be able to afford to complete the training. Each series will provide up to 12 individuals the opportunity to investigate a business concept. At registration each individual must offer their business concept in order to be considered for the series. The series will cover:

- Assessing yourself as a potential entrepreneur
- Investigating concept feasibility
- Examining critical issues
- Investigating legal considerations and requirements (taxes, licenses, etc.)
- Developing your business plan (traditional vs. lean)
  - o Executive Summary
  - o Business Description
  - o Market analysis and strategy
  - o Marketing and Sales Plan
  - o Competitive Analysis
  - o Management and Organization Description
  - o Products and Services Description
  - o Operating Plan
  - o Financial Projection and Needs
  - o Exhibits and Appendices

- Developing your Pitch
- Developing a timeline of next steps, resource people & goals

EATAs goals are to:

- Increase participant knowledge of what it takes to be an entrepreneur
- Increase participant knowledge base of resources available to entrepreneurs
- Increase the number of BIPOC businesses
- Increase the number of LGBTQ+ businesses

Beyond the series EATA staff will continue to work with participants to help them locate financing, Angel investors and hear about grant opportunities. They will also continue to encourage and offer follow up services and additional suggestions of resources to assist folks in starting up their business.

EATA will also be offering a Entrepreneurial Showcase each year to help these new businesses network, gain exposure and hopefully gain new customers.

2. Describe the outreach/marketing methods the organization intends to employ to generate participation in the program and to reach the targeted populations considered priority for this funding.

Create a flyer which can be sent electronically to Job Center partners and participants. It will also be sent out to Employment & Training Network partners through Mobilize, the Homeless Consortium, Libraries, Community Centers, Facebook and Outreach. EATA will also create a PowerPoint slide for use on Job Center and other partners electronic signage. During Event Brite registration, EATA will ask applicants where they heard about the Entrepreneurial Series to evaluate effectiveness of the marketing campaign. If funding allows, we will try to use Facebook Ads and try to spark interest through the local News media. EATA also hopes to capture testimonials from past participants to use in future video marketing campaigns.

3. Describe how your program includes input or suggestions from target population served in your program design and operation.

EATA conducted a 3 day workshop series on Entrepreneurship this summer. During the workshop, the mention of Shark Tank sparked enthusiasm. With that EATA and Associated Bank pivoted to a mini Pitch Event. Additional feedback after the 3 day training, was that it needed to be longer, offer insights into other business models and have additional financial support to be more effective. EATA intends to build off customer feedback and will continue to pivot as new ideas spark within the groups. Each series will be evaluated both during & after to make improvements to the event. Staff will gauge success of the workshop series through ongoing participant surveys and feedback. Staff will pivot as needed to provide more direction and explanation to increase participant success during each cohort. After each cohort, the training will be evaluated from content to speakers, effectiveness of mentors and by outcomes. Adjustments will be made before the next cohort begins.

### **Theory of Change & Logic Model**

1. Describe how your proposed services are based on evidence of success, and how you will meet performance outcomes while maintaining quality services customized to each participant's needs. Please include the following in your response:
  - a. Past service outcomes and other accomplishments that validate your approach.
  - b. Best practices and proven resources for youth, young adults, and/or adults you will utilize.
  - c. How you will incorporate past experience with performance tracking and reaching outcomes, including challenges overcome.

- a. Traditionally, EATA meets or exceeds its Adult performance measures: measurable skills gain, credential attainment rate, employment. In fact, this year, EATA exceeded its enrollment goals by 317%! EATA is accustomed to providing individualized services to help the customer meet their specific employment and training goals.
  - b. EATA utilizes and supports hands-on learning as much as possible to help its customers learn new concepts and skills. EATA intends to provide mentors with entrepreneurial experience to assist in the formation of business plans, review the feasibility of concepts and act as judges for the competition.
  - c. As with all other programs EATA administers, spreadsheets will be developed to track performance to ensure outcomes are met and if not, how to redirect efforts to meet programmatic goals.
2. Please describe current and past success in engaging community members and service recipients in developing and improving services.

EATA, with all of its programs, has always had open dialog with its participants and funding streams about how to improve customer experience, increase efficiencies and brainstorming as a team to improve service delivery. EATA regularly brings in guest speakers/partners in to assist participants in learning skills and about new resources to ultimately help the individual find success while meeting program goals and outcomes.
3. Please describe your plan to meaningfully involve service recipients, including past, present and potential recipients, in ongoing design, flexing and improvement of proposed youth, young adult, and/or adult employment services.

Marketing will be evaluated during the month prior to the workshop series, to ensure the priority populations are enrolling. We will also track and evaluate through Event Brite where customers are hearing about the opportunity. Staff will gauge success of the workshop series through ongoing participant surveys and feedback. Staff will pivot as needed to provide more direction and explanation to increase participant success during each cohort. After each cohort, the training will be evaluated from content to speakers, mentors and by outcomes. Adjustments will be made before the next cohort begins. Additionally, EATA intends to bring past participants in to talk to additional cohorts. EATA hopes to use video testimonials, for future marketing campaigns, as well as highlight businesses that did indeed get off the ground!

**Budget -** Complete the Budget Worksheet, including all costs for which you request funding through this RFP. All costs included must be reasonable, allowable, necessary, and allocable among the stated cost categories.



August 18, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

This letter of support is for the Employment & Training Association's (EATA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

EATA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

We plan to support this effort by (becoming a presenter, referring participants to the competition, offering stipends or mentoring participants during the series).

Thank you for your consideration,

*Steve Evans*

Steven L Evans

Vice President - Lead Business Development Officer

Community Outreach for Financial Literacy and Bank at Work

8040 Excelsior Drive

Madison, WI 53717

Direct: 608-514-4229

[Steven.Evans@Associatedbank.com](mailto:Steven.Evans@Associatedbank.com)

08/18/2022



Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

On behalf of the Workforce Development Board of South Central Wisconsin (WDBSCW), I am pleased to write this letter supporting Employment and Training Association's (EATA) bid for the 2022 Youth, Young Adult, and Adult Employment - RFP #2022-11063. WDBSCW recognizes that a well-trained and diverse workforce is vital to southern Wisconsin's economic future and ability to meet the needs of our region.

EATA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

We plan to support this effort by referring participants and leveraging resources to support the series.

Thank you for your consideration,

Sincerely,

A handwritten signature in black ink, appearing to read "Seth Lentz".

Seth Lentz



Partnerships and pathways for economic growth

**WDBSCW**  
3513 Anderson St. Ste 104  
Madison, WI 53704 USA

41.608.349.9001  
[www.wdbscw.org](http://www.wdbscw.org)

The Workforce Development Board of South Central Wisconsin and WorkSmart Network are equal opportunity employers and program service providers. If you need this information or printed material in an alternative format or in a different language (any of these free of charge), please contact us at 608-249-9001. Deaf, hard of hearing or speech impaired callers may contact us through Wisconsin Relay Services or 7-1-1. Proud partners of the American Job Center network. This workforce product was funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration. The product was created by the recipient and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties or assurances of any kind, expressed or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability or ownership. This product is copyrighted by the institution that created it.

August 18, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

We at the Latino Academy of Workforce Development, Inc. (LAWD) strongly support the Employment & Training Association's (EATA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

LAWD strengthens our diverse communities by providing linguistically and culturally competent adult education programming that advances opportunities to ensure that individuals and families thrive socially, economically, and civically. LAWD's successful education and workforce training model has served over 10,000 Wisconsinites since 2011 in education, hospitality, ESL programming, digital literacy, construction, manufacturing, warehouse and transportation.

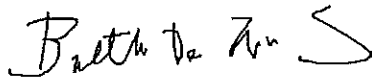
EATA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

We plan to support this effort by becoming a presenter, referring participants to the competition, and/or mentoring participants during the series.

Thank you for your consideration,

Sincerely,



Baltazar De Anda Santana  
Latino Academy of Workforce Development  
Executive Director and co-funder  
[baltazar@latinoacademywi.org](mailto:baltazar@latinoacademywi.org) 608 469-5448



August 15, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

This letter of support is for the Employment & Training Association's (ETA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

ETA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work toward completing a valid business plan with realistic goals and planned outcomes.

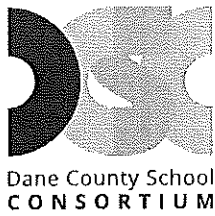
Forward Service Corporation is excited about this proposal and will support this effort by referring participants to the competition. We believe this is a much-needed service within our community. Thank you for your consideration,

Marcia Christiansen

A handwritten signature in black ink, appearing to read "Marcia Christiansen", written over a horizontal line.

Chief Executive Officer





# DANE COUNTY SCHOOL CONSORTIUM

*Connecting classroom education to career preparation*  
5900 Monona Dr., Suite 202, Monona, WI 53716 / 608.316.1358 / [www.dcsc.org](http://www.dcsc.org)



August 16, 2022

Community Development Division  
City of Madison  
215 Martin Luther King Jr Blvd 3rd Floor  
Madison, WI 53703

This letter of support is for the Employment & Training Association's (ETA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

ETA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes.

DCSC and our WIOA ISY STEPS team plan to support this effort by becoming a presenter, referring participants to the competition, offering stipends and mentoring participants during the series

Thank you for your consideration,

Sincerely,

A handwritten signature in black ink, appearing to read 'John Fassl'.

Director - Dane County School Consortium  
[jfassl@dcsc.org](mailto:jfassl@dcsc.org)  
608-316-1358

8/17/2022

From: Dynae Saba

To: Community Development Division

City of Madison

215 Martin Luther King Jr Blvd 3rd Floor

Madison, WI 53703

This letter of support is for the Employment & Training Association's (EATA) bids for Adult and Young Adult Employment Services, RFP #2022-11063.

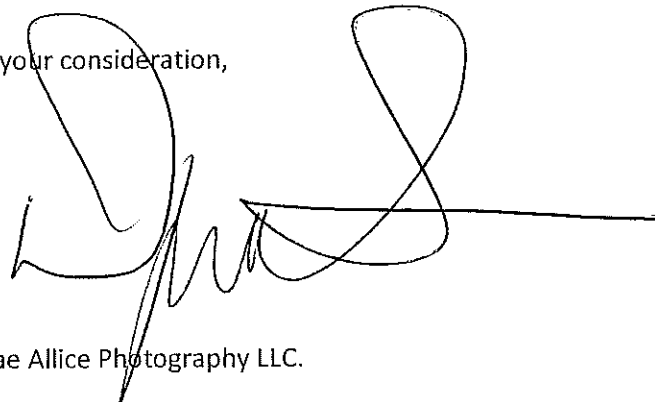
EATA's intention is to offer an Entrepreneurial Series and Competition which will allow individuals a chance to learn how to realize their dream of developing and owning a business. The target population for this proposal is persons in historically or currently marginalized populations who are living in poverty. This includes individuals living in low-income households, women, and those that are black, indigenous, people of color, immigrants and/or individuals who identify as LGBTQ+.

Participants in this series will learn from others who have real life experience setting up and operating businesses, will connect with financial representatives teaching them about tools and resources available to support their business, and will work with mentors that will provide guidance and assistance as they work towards completing a valid business plan with realistic goals and planned outcomes. We plan to support this effort by becoming a presenter & providing complimentary headshots for participants during the event.

Thank you for your consideration,

Dynae Saba-

Owner of Dynae Alice Photography LLC.

A handwritten signature in black ink, appearing to read 'Dynae Saba', with a long horizontal line extending to the right.

# **YOUTH, YOUNG ADULT AND ADULT EMPLOYMENT BUDGET APPLICATION FORM** **AGENCY AND PROGRAM REVENUES**

**Legal Name of Organization:** Employment & Training Association of Dane County

**Total Amount Requested:** 45,900.00

**Contact Name and Email for Budget Info:** Bill Juelich bjuelich@eata.org

**\*\*Instructions: Complete this workbook in tab order, so the numbers will autofill correctly. Only fill in the yellow cells.**  
**Only use whole numbers, if using formulas or amounts with cents, convert to whole number before submitting to CDD.**

Please fill out all expected revenues for the programs you are requesting funding for in this application.  
 All programs not requesting funding in this application, should be combined and entered under NON APP PGMS (last column)

REVENUE SOURCE	AGENCY 2023	PROGRAM A	PROGRAM B	PROGRAM C	PROGRAM D	PROGRAM E	NON APP PGMS
DANE CO HUMAN SVCS	0						
UNITED WAY DANE CO	0						
CITY CDD-This Application	45,900	22,950	22,950				
OTHER GOVT*	23,782	9,672	14,110				
FUNDRAISING DONATIONS**	0						
USER FEES	0						
TOTAL REVENUE	69,682	32,622	37,060	0	0	0	0

\*OTHER GOVERNMENT: Includes all Federal and State funds, as well as funds from other counties, other Dane County Departments, and all other Dane County cities, villages, and townships.

\*\*FUNDRAISING: Includes funds received from foundations, corporations, churches, and individuals, as well as those raised from fundraising events.

**YOUTH, YOUNG ADULT AND ADULT EMPLOYMENT BUDGET APPLICATION FORM**  
**AGENCY AND PROGRAM REVENUES**

Enter all expenses for the programs in this application under the PGM A-D columns. Enter the amount you would like the City to pay for with this funding under the CITY SHARE column next to the PGM column. Enter all other programs in your agency under NON APP PGMS (last column).

**\*\*Use whole numbers only, please.**

ACCOUNT CATEGORY	AGENCY 2023	TTL CITY REQUEST	PGM A	CITY SHARE	PGM B	CITY SHARE	PGM C	CITY SHARE	PGM D	CITY SHARE	PGM E	CITY SHARE	NON APP PGMS
A. PERSONNEL													
Salary	16,938	3,592	7,730	1,796	9,208	1,796							
Taxes/Benefits	3,700	1,180	1,146	590	2,554	590							
<b>Subtotal A.</b>	<b>20,638</b>	<b>4,772</b>	<b>8,876</b>	<b>2,386</b>	<b>11,762</b>	<b>2,386</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
B. OTHER OPERATING													
Insurance	72	50	24	25	48	25							
Professional Fees/Audit	478	754	174	377	304	377							
Postage/Office & Program	0	0											
Supplies/Printing/Photocopy	304	1,230	122	615	182	615							
Equipment/Furnishings/Depr.	0	0											
Telephone	312	132	134	66	178	66							
Training/Conferences	0	0											
Food/Household Supplies	0	0											
Travel	366	338	106	169	260	169							
Vehicle Costs/Depreciation	0	0											
Other	0	0											
<b>Subtotal B.</b>	<b>1,532</b>	<b>2,504</b>	<b>560</b>	<b>1,252</b>	<b>972</b>	<b>1,252</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
C. SPACE													
Rent/Utilities/Maintenance	1,612	144	236	72	1,376	72							
Mortgage Principal/Interest	0	0											
Depreciation/Taxes	0	0											
<b>Subtotal C.</b>	<b>1,612</b>	<b>144</b>	<b>236</b>	<b>72</b>	<b>1,376</b>	<b>72</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
D. SPECIAL COSTS													
Assistance to Individuals	0	33,680		16,840		16,840							
Participiant Wages	0	0											
Participant Taxes/Benefits	0	0											
Other	0	4,800	0	2,400		2,400							
<b>Subtotal D.</b>	<b>0</b>	<b>38,480</b>	<b>0</b>	<b>19,240</b>	<b>0</b>	<b>19,240</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL (A.-D.)</b>	<b>23,782</b>	<b>45,900</b>	<b>9,672</b>	<b>22,950</b>	<b>14,110</b>	<b>22,950</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

# YOUTH, YOUNG ADULT AND ADULT EMPLOYMENT BUDGET APPLICATION FORM

## AGENCY AND PROGRAM REVENUES

Employment & Training Association of Dane County

**\*\*List all staff positions related to programs requestiong funding in this application, and the amount of time they will spend in each program.**

	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023
Title of Staff Position*	Program A FTE**	Program B FTE**	Program C FTE**	Program D FTE**	Program E FTE**	Total FTE	Annualized Salary	Payroll Taxes and Fringe Benefits	Total Amount	Hourly Wage***	Amount Requested from the City of Madison
Jon Danforth, Executive Director (24)	0.02	0.02				0.03	65,520	3,230	68,750	31.50	3,314
William Juelich, Fiscal Coordinator: (24)	0.01	0.01				0.02	59,758	5,470	65,228	28.73	1,458
LaShana Buckner, Career Planner (6)	0.07					0.07	38,480	12,393	50,873	18.50	0
Kristin Lee, Career Planner (6)	0.07					0.07	38,480	11,048	49,528	18.50	0
Morgan Carling, Career Planner (6)		0.07				0.07	39,520	3,930	43,450	19.00	0
Dynae Saba, Career Planner (6)		0.07				0.07	44,200	5,793	49,993	21.25	0
						0.00			0	0.00	0
						0.00			0	0.00	0
						0.00			0	0.00	0
						0.00			0	0.00	0
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						0.00			0	0.00	0
						0.00			0	0.00	0
						0.00			0	0.00	0
						0.00			0	0.00	0
						0.00			0	0.00	0
<b>TOTAL:</b>	0.17					0.33	285,958	41,862	327,820	137.48	4,772

\*List each staff position separately. Indicate number of weeks to be employed if less than full year in parentheses after their title.

\*\*Full Time Equivalent (1.00, .75, .60, .25, etc.) 2,080 hours = 1.00 FTE

**YOUTH, YOUNG ADULT AND ADULT EMPLOYMENT BUDGET APPLICATION FORM**  
**AGENCY AND PROGRAM REVENUES**

Please name each program you are requesting funding for next to each funding request.

\*\*Only use whole numbers, if using formulas or amounts with cents, convert to whole number before submitting to CDD.

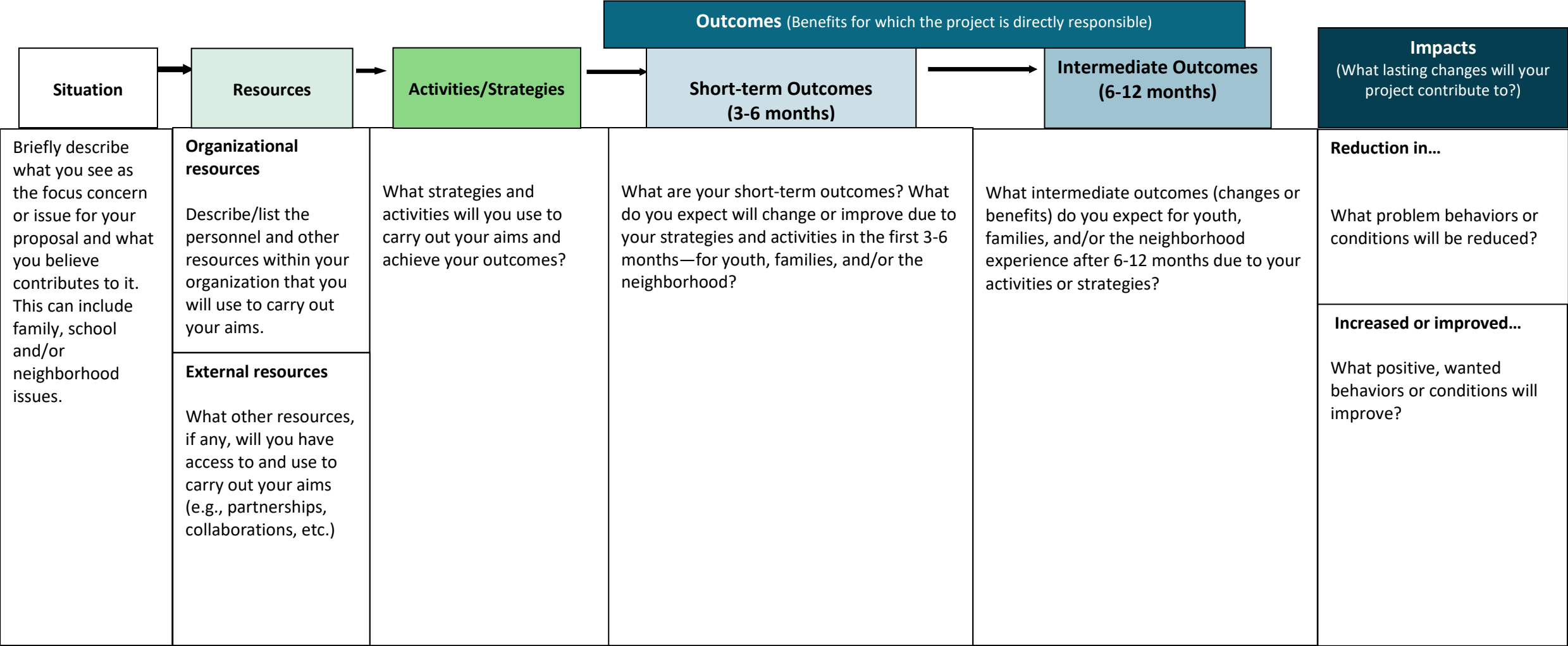
Pgm Letter	Program Name	Program Expenses	2023 City Request
A	EATA- OSY	PERSONNEL	2,386
		OTHER OPERATING	1,252
		SPACE	72
		SPECIAL COSTS	19,240
		TOTAL	22,950
B	EATA - Adult	PERSONNEL	2,386
		OTHER OPERATING	1,252
		SPACE	72
		SPECIAL COSTS	19,240
		TOTAL	22,950
C		PERSONNEL	0
		OTHER OPERATING	0
		SPACE	0
		SPECIAL COSTS	0
		TOTAL	0
D		PERSONNEL	0
		OTHER OPERATING	0
		SPACE	0
		SPECIAL COSTS	0
		TOTAL	0
E		PERSONNEL	0
		OTHER OPERATING	0
		SPACE	0
		SPECIAL COSTS	0
		TOTAL	0
TOTAL FOR ALL PROGRAMS			45,900

# Appendix B: Logic Model

## EATA Young Adult Appendix B

### Logic Model Template:

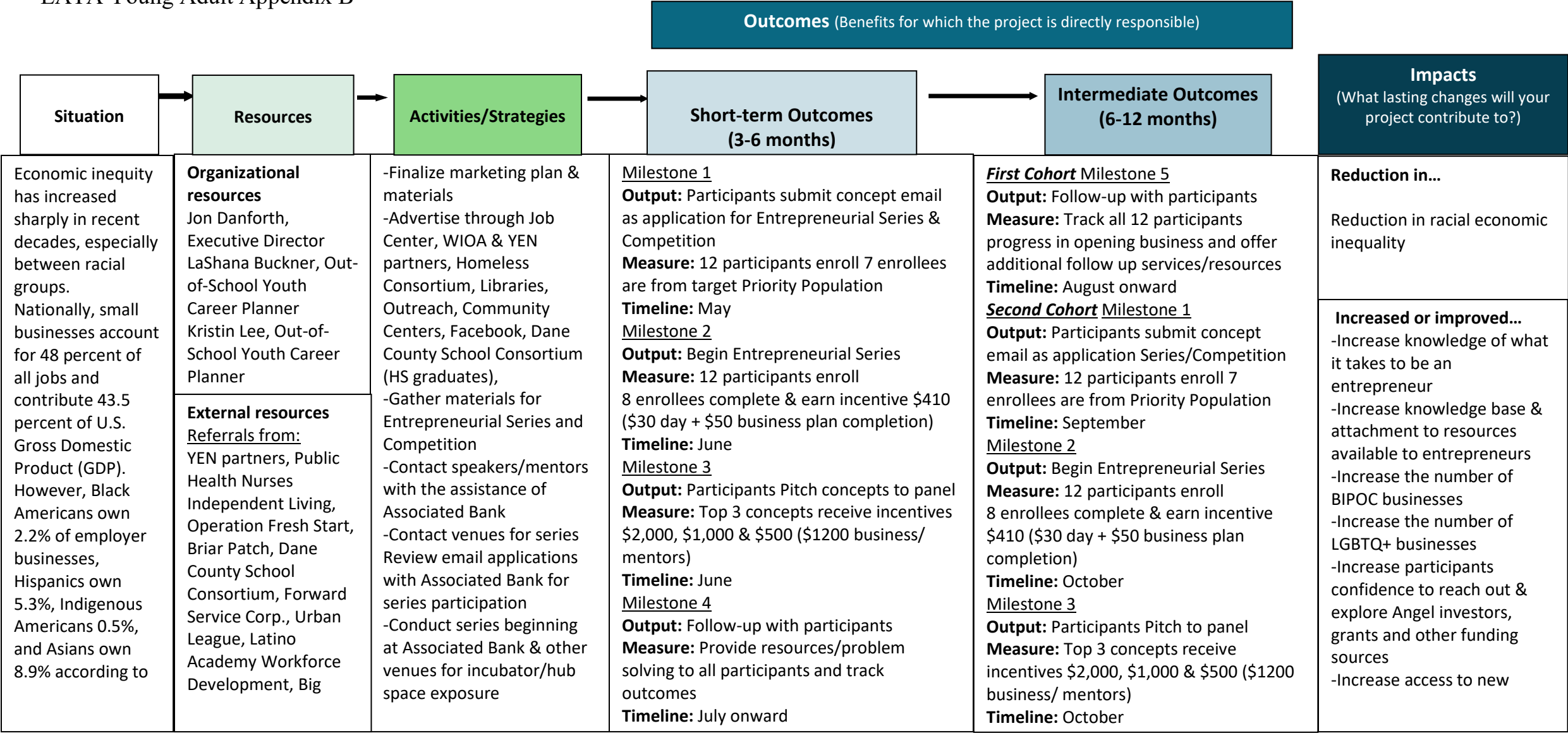
The following logic model template should be used by applicants applying for funds to support youth, young adult & adult employment and training initiatives. Any content over the 3 page limit will not be considered by reviewers. Below is a brief definition of each required logic model component.



Possible Sources of Evidence	Survey Data?	School Data?	Crime Data?	Family Reports?	Focus Group Data?	Interview Data?	Other Data?
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# Appendix B: Logic Model

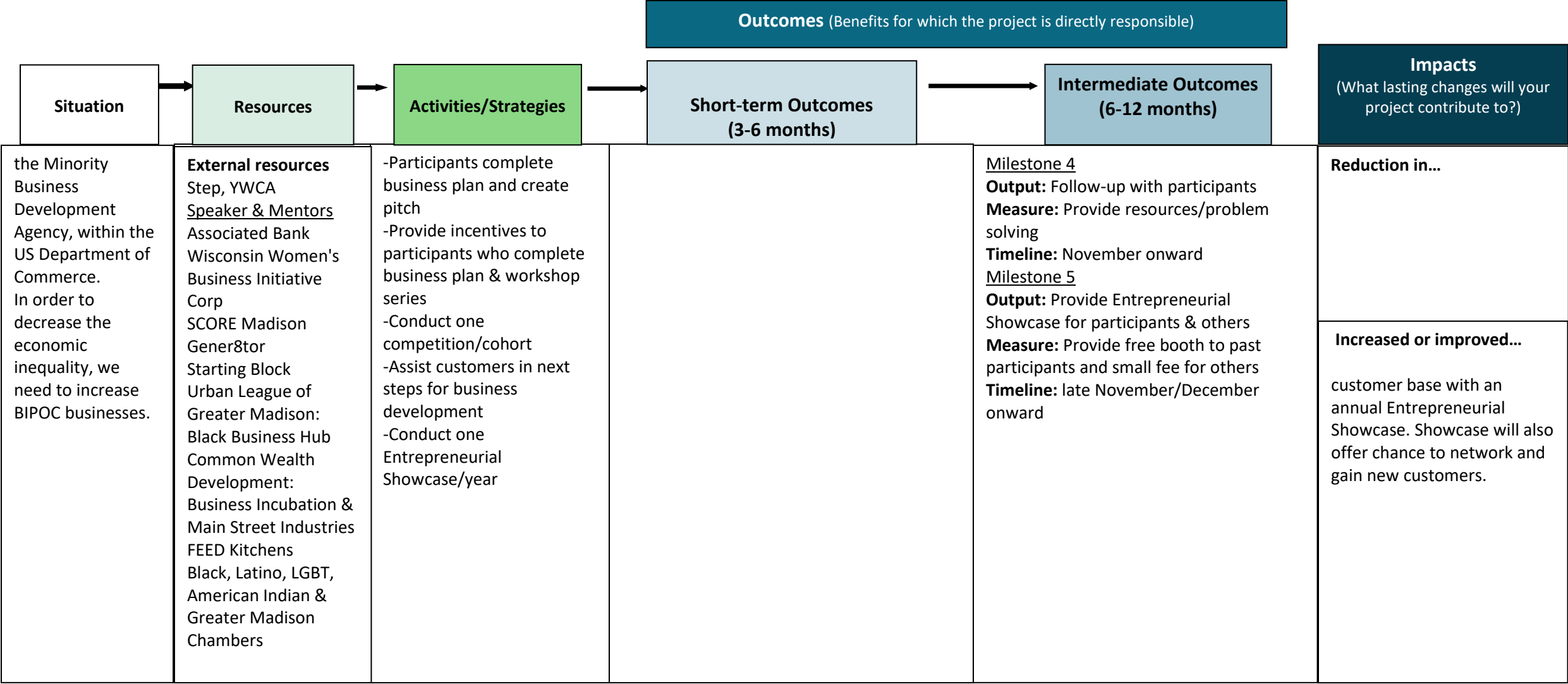
## EATA Young Adult Appendix B





# Appendix B: Logic Model

EATA Young Adult Appendix B

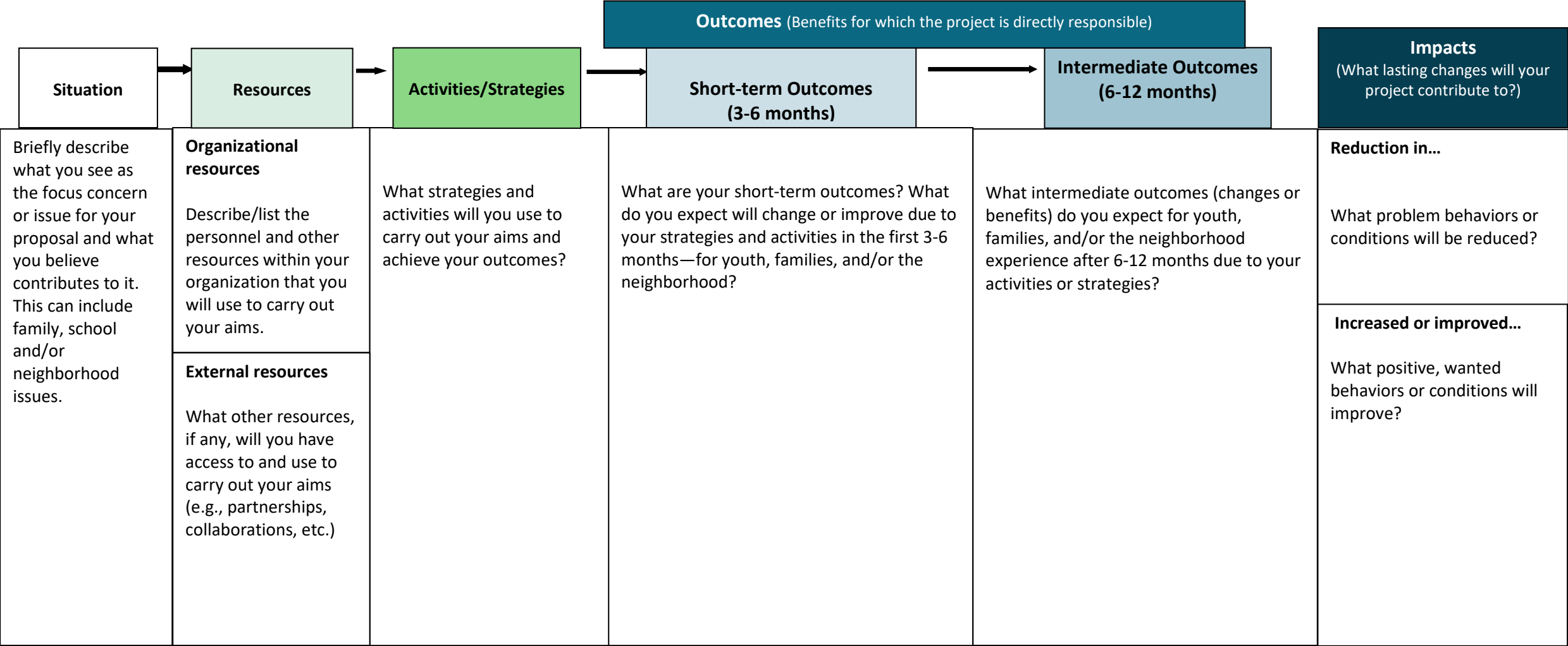


# Appendix B: Logic Model

## EATA Adult Appendix B Logic Model

### Logic Model Template:

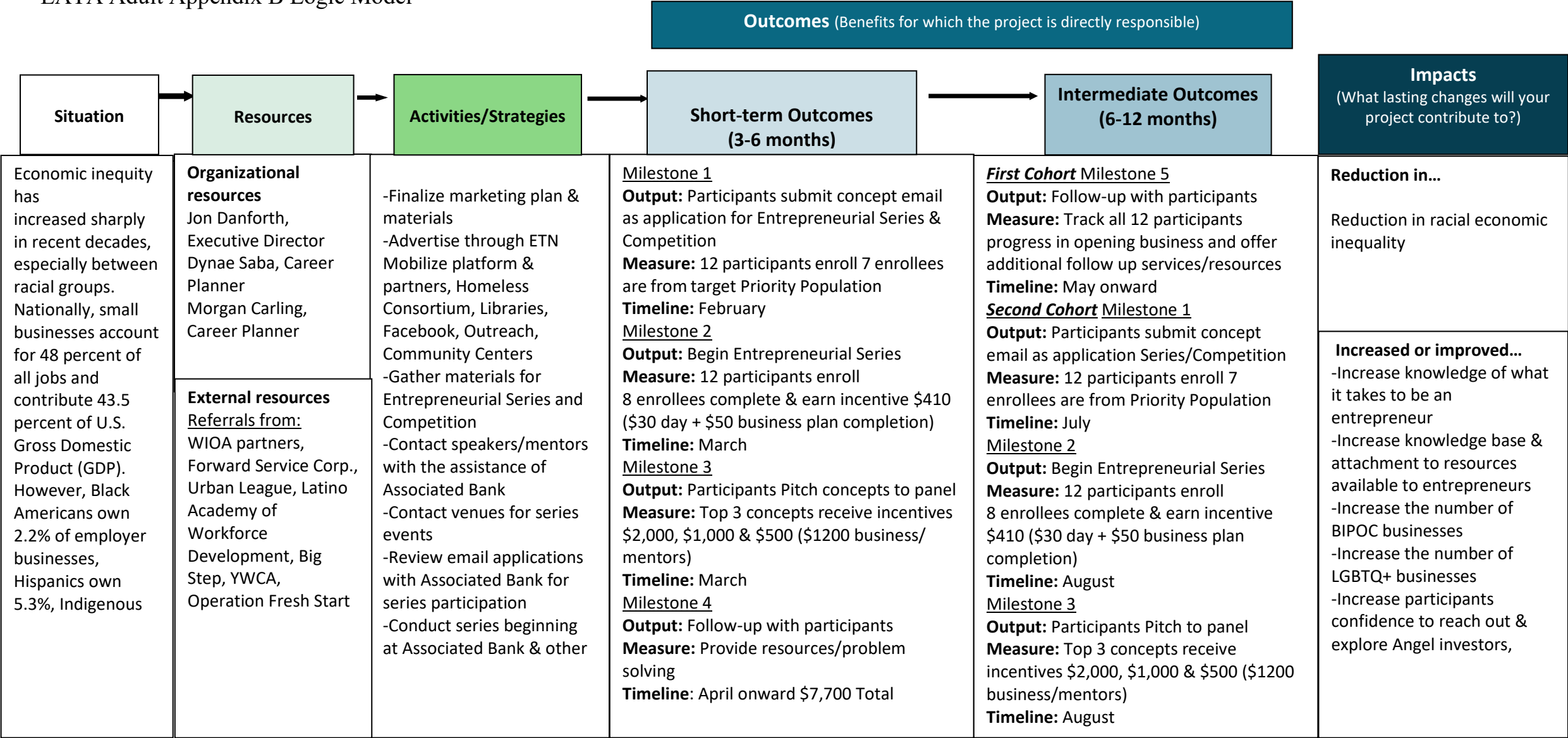
The following logic model template should be used by applicants applying for funds to support youth, young adult & adult employment and training initiatives. Any content over the 3 page limit will not be considered by reviewers. Below is a brief definition of each required logic model component.



Possible Sources of Evidence	Survey Data?	School Data?	Crime Data?	Family Reports?	Focus Group Data?	Interview Data?	Other Data?
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# Appendix B: Logic Model

EATA Adult Appendix B Logic Model



Appendix B: Logic Model

EATA Adult Appendix B Logic Model

