



For Immediate Release

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**Greater Newark Workforce Funders Collaborative Announces
\$300,000 in Grants to Prepare Low-Skilled Workers for Careers**

NEWARK, N.J. (September 30, 2011) – The Newark Alliance-led Greater Newark Workforce Funders Collaborative today announced it will issue \$300,000 in grants to develop employer-driven partnerships to train northern New Jersey low-skilled adults and entry-level incumbent workers for healthcare careers.

“The Collaborative envisions this effort as being a catalyst for creating workforce innovations that position workers for family-sustaining careers and help employers to meet their skills needs, and thereby realize better return on their investments in entry-level workers,” said Alfred C. Koeppe, President and CEO of the Newark Alliance.

“These partnerships ensure that the training of skilled workers tracks directly to the employers’ workforce requirements and positions low-skilled adults for opportunities in growth industries,” he added, noting that the Collaborative will initially address two sectors: healthcare and transportation, logistics and distribution (TLD).

The Greater Newark Workforce Funders Collaborative follows the National Fund for Workforce Solutions’ model (www.nfwsolutions.org) for developing employer-led workforce partnerships.

The Collaborative will use the grants announced today to address a key challenge that the sector faces – how to create a steady pipeline of technically proficient workers and a healthcare system that can mitigate primary care shortages, meet high services demand, prepare for the retirement of its aging healthcare workforce, and support an aging population in need of more healthcare services.

Healthcare is a consistent growth area in northern New Jersey and the state as a whole. According to the New Jersey Department of Labor and Workforce Development, the health care industry added 154,800 new jobs between 1990 and 2010 and contributed \$34 billion to New Jersey's Gross Domestic Product.

In 2009, healthcare employers paid more than \$21 billion in total wages, or about 12.2 percent of all wages paid in New Jersey.

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“Workforce partnerships foster a commitment between training providers and the businesses that agree to hire training participants,” said Kathy Weaver, Vice President of Programs, Newark Alliance. “Today’s grant opportunities support the development of employer-led or employer-focused workforce partnerships that help to cultivate a robust healthcare workforce in northern New Jersey.”

The Collaborative will provide funding to cover a range of activities, including the cost of licensure and/or certification training, coaching and support services for entry-level workers that lead to career ladder/lattice advancement within healthcare professions.

For-profit healthcare providers, nonprofits, and 501(c)(3) organizations with extensive sector knowledge and management capacity may lead a workforce partnership and apply for this grant, including but not limited to employers (preferred), higher education institutions, technical schools, industry associations, workforce investment boards, and community-based organizations.

The workforce partnership at a minimum must include at least one employer and one experienced provider of workforce development services for low-skilled adults. Employers may include but are not limited to: teaching hospitals, nursing homes, assisted-living residences, ambulatory care centers, home healthcare institutions, Federally Qualified Health Centers, health systems, and physicians’ practices.

Applicants must provide evidence of their management capability, organizational capacity, and concrete job placement and advancement opportunities. A bidders’ conference will be held October 12th, 2011, and all proposals are due to the Newark Alliance by 5 p.m. October 24, 2011.

Interested parties may request a copy of the Request For Proposal and more information by emailing Regina Barboza at Rbarboza@newark-alliance.org or Barbara Melone at Bmelone@newark-alliance.org.

About the Greater Newark Workforce Funders Collaborative

The Greater Newark Workforce Funders Collaborative is the only regional collaborative of workforce investors in New Jersey and the 31st collaborative to join the award-winning National Fund for Workforce Solutions network of innovative workforce solutions across the country. The Greater Newark Workforce Funders Collaborative seeks to link and leverage public and private dollars as it taps business, civic, and philanthropic stakeholders to develop a sustainable workforce pipeline that advances low-skilled workers in northern

New Jersey and enables the businesses that hire them. The Collaborative's funders include The Prudential Foundation, the Newark Alliance, the Bergen County Workforce Investment Board (WIB), the Garfield Foundation, Goldman Sachs Urban Investment Group, the Hudson County WIB, JP Morgan Chase, the Kessler Foundation, the Newark WIB/Newark Works, the Nicholson Foundation, PNC Bank, United Way of Essex and West Hudson, and the Walmart Foundation.

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