



WPTI: NYS Funding Boot Camp

Opportunity

- **NYSDOL received \$175 million in 2020 for a workforce initiative** catering to immediate employer needs while addressing the long-term requirements of emerging industries in New York.
- **Governor Kathy Hochul allocated \$350 million in 2022 towards workforce development**, establishing the Office of Strategic Workforce Development (OSWD) within Empire State Development (ESD) to facilitate access to high-demand jobs in New York's rapidly growing sectors.

Challenge

- Few NYC workforce development providers have applied for NYS funding or submitted state proposals due to **limited experience**.
- Some organizations have refrained from the state's CFA application process citing **inflexibility**, constraints on **timeframes**, **funding amounts**, and **outcomes**.
- Providers **struggled to secure matching funds** and cover operating costs due to potential **delays in government contracts**.
- CFA proposal reviews showed some NYC providers **lacked innovation**, **strong partnerships**, and **focus on growing industries** compared to other regions' proposals.

Solution

WPTI developed and led a two-session boot camp for workforce development providers to:

- **Educate** NYC's workforce community, especially smaller non-profits and those serving special populations, on current and new state funding and eligibility criteria.
- **Evaluate** interested organizations to pinpoint capacity weaknesses in their proposed workforce development plans and proposals.
- **Enhance** the capabilities of organizations seeking state funding.





WPTI: NYS Funding Boot Camp

Key Findings

- **Only 23% of organizations had previously applied** for NYS workforce development funding. Of those who did apply, **about 63% were successful in securing a contract.**
- **Most organizations didn't apply** for state funding **because the application was too complex (23%), the state's contracting process (18%), and too few employer partners were available (16%).**
- Some organizations are avoiding the application process altogether the contracting and payment processes are structured in a way that is **not financially viable.**
- Organizations **need help completing complex forms**, like the Minority and Women-Owned Business Enterprise (MWBE) forms, to effectively manage budgets and proposals.
- Many organizations **face difficulty providing quality jobs**, particularly in industries like hospitality and the arts, especially in NYC where wages often don't meet the high cost of living.

Outcomes

86

organizations
attended WPTI's
NYS
boot camp

11

organizations
received technical
assistance

50%

of those who
applied for match
funds were
awarded (2/4)

NYS DOL

\$1,249,600

awarded to 5 out
of 8 organizations
that applied

ESD

\$1,974,015

awarded to 4 out
of 11 organizations
that applied

NYC Workforce Funders Collaborative Investment: \$259,895 | Total Grants Awarded: \$3,223,975

WPTI's NYS Boot Camp ROI: 1,140.5%

