

Exhibit A

Scope of Services

1. Collaboration Activities

Activity: Participate in KC Regional Workforce Accelerator Project Grant Management Team and work with MARC to convene Employer Advisory Councils and Expert Occupational Development Teams.

Program Outcome: Strong program organization and employer and community involvement and input into program design and implementation.

2. Business Development and Technical Assistance Activities

Activity: With input from employers, the Metropolitan Community College will work with MARC and Johnson County Community College to align workforce development training, particularly certifications with one another's programs and with area four year universities and customize either credit or noncredit training leading to a credential in areas of advanced manufacturing and information technology where programs do not exist in the Kansas City region. Develop stackable credentials in advanced manufacturing and information technology to spur business creation and growth in use of robotics and mobile applications in advanced manufacturing processes. This curriculum development and new credential will create new career pathways for disadvantaged and dislocated workers. MCC will create a stackable credential in export logistics and management to enable small and medium-sized businesses to gain expertise to enter the export marketplace. Connect the career pathways for advanced manufacturing and IT with area high schools' career pathways programs through PREP-KC.

Program Outcome: Develop two apprenticeship credentials in advanced manufacturing and IT. Develop a stackable credential for export logistics and management. Implement credential training programs and support graduates toward placement in jobs in information technology and advanced manufacturing in the Kansas City metro area. Development of new community college training programs; connections to high school career pathways' programs. Minimum of 50 students enrolled in the new community college programs.

Budget: \$87,500 in EDA funds; \$91,694 in-kind match

Exhibit A-2

Additional Scope of Services

Advanced Manufacturing Technical Assistance/Training

MCC proposes to provide consulting and training services for six small advanced manufacturing companies (250 or fewer employees). The timeline for these services would be September 1, 2012 - February 15, 2013.

Customized Institutional Assessments: The goal would be to identify areas of operation that could be revised to improve efficiencies by implementing new technology applications, which could allow for expansion and the hiring of additional employees. The 40-hour assessment includes: 1) interviews with key personnel to determine scope of assessment; 2) review process documentation and current technology applications; 3) examine work processes in warehousing and distribution, production, sales and support operations, as appropriate; and 4) provide documentation of findings and recommendations for technology applications.

Customized Training: For each company, MCC would provide two-part training for up to six employees who will serve as audit team members. Part 1: Customized online training directly related to areas of audit. Part 2: Half-day training at an MCC site to refine and implement audit strategies.

Follow-up Survey: An initial survey would be completed no later than September 30th, 2013, with a one-year from completion of the audit follow-up survey to provide grant reporting data on company progress toward outcomes of developing expansion opportunities that lead to employee retention and growth.

Budget:

Customized Institutional Assessments (\$5,000 x 6)	\$30,000
Customized Training (\$2,500 x 6)	\$14,500 In-Kind Match

Advanced Soldering Curriculum Development

MCC is requesting funds for establishing an IPC Authorized Training and Certification Center at our Southland Training Center (STC). The STC would house an electronic circuit soldering training lab. The funds would be used to support teacher certifications and instructional/student supplies.

The electronics industry is the business of creating, designing, producing, and selling devices such as radios, televisions, stereos, computers, semiconductors, transistors, and integrated circuits. As sales of electronic products in the United States grew from some \$200 million in 1927 to over \$266 billion in 1990, the electronics industry transformed factories, offices, and homes, emerging as a key economic sector that rivaled the chemical, steel, and auto industries in size (Infoplease, 2012). For more than a dozen years, Metropolitan Community College (MCC) has carved out a unique niche in this industry, microsoldering. MCC has trained over 1,000 electronic assemblers for high paying, quality jobs at one America's premiere companies, the Honeywell Corporation.

The steps below are required in preparation of becoming an IPC Authorized Training and Certification Center.

Site License: Authorized IPC Training and Certification Center: Provides the right to use IPC curriculum and course materials and receive technical updates and support.

MCC has provided training in Standard IPC/EIA J-STD 001 for many years to both Honeywell and other employers, but without industry certification. And, to meet local demand, we need to add training and certification in Standard IPC-A-610. A site license is required for each of the Standards more fully described below. As an Authorized IPC Center, our instructors will become Master trainers who can both deliver training and certify the trainees within each Standard. For each Standard, there will be two subsets of trainees: 1) individual worker trainee; and 2) train-the-trainer certification where company trainers are certified as IPC trainers and return to their companies and train their employees in both IPC Standards.

- IPC/EIA J-STD 001 Soldered Electrical and Electronic Assemblies: License fee of \$15,000 (6 years)
Course description: This industry standard program is for hand machine soldering process and material requirements. It includes hands-on training and an additional optional course for users of the space addendum.
- IPC-A-610 Acceptability of Electronic Assemblies: License fee of \$10,000 (6 years)
Course description: The industry standard program for quality assurance/visual acceptance of electronic assemblies based on the world's most widely used electronics assembly acceptability standard.

Instructor Training: As a requirement to become an IPC Authorized Training and Certification Center, MCC needs to send the two instructors to EPTAC, an IPC Certified Training Center in Akron, OH to become qualified as Master trainers so they can provide IPC training and certifications for workers and for new trainers.

- IPC/EIA J-STD 001 Soldered Electrical and Electronic Assemblies: Training + travel expenses = \$4,959
- IPC-A-610 Acceptability of Electronic Assemblies : Training + travel expenses = \$3,555

Facilities and Supplies: Since 2000, MCC has provided electronic circuit initial and recertification training to more than 1,000 Honeywell FM&T employees. Honeywell is relocating and has decided to contract with MCC to provide all their electronic circuit (soldering) training at the MCC Southland Training Center (STC) rather than moving their training lab to the new location. The STC is located in south Kansas City at the former Richards Gebaur Air Force Base, very near Honeywell's new site. The Center is equipped with Honeywell donated soldering equipment (see attached Inventory). The 4,000 square foot building is all open space with open classrooms and labs in the four corners. Renovation is needed to create several labs with the addition of walls, improved lighting and ventilation. This will lead to a more conducive learning environment and increase the security of lab equipment. Renovations will cost \$23,410 as indicated in the attached Southland Renovation Budget document. The few remaining instructional supplies will cost \$2,050. As an outreach and marketing tool, MCC proposes to pilot cohort classes whereby the employers will cover instructor costs but the student kits and certification costs (\$2,436) would be covered with grant funds.

Teacher Certifications: registration fees & travel costs	\$ 8,514
Instructional Supplies: stereoscope & ESC compliant mat	\$ 2,050
Student Supplies for pilot instruction: Certification Kits	<u>\$ 2,436</u>
	\$13,000