HIGH TECHNOLOGY
SCHOOL-TO-WORK PROGRAM

FISCAL YEAR 2009
REQUEST FOR APPLICATIONS
Deadline: October 17, 2008

ILLINOIS DEPARTMENT OF COMMERCE
AND ECONOMIC OPPORTUNITY

Rod R. Blagojevich, Governor
Jack Lavin, Director
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GENERAL PROGRAM INFORMATION

Background
To successfully compete in a global economy, Illinois needs workers who are highly skilled in scientific, technical, and engineering occupations. Workers in these occupations need in-depth knowledge of the theories and principles of science, engineering, and mathematics. There is a need to increase the number of Illinois students that prepare for and enter high technology occupations.

As part of Governor Rod Blagojevich’s Opportunity Returns economic development initiative, this Request for Application (RFA) is being issued by the Illinois Department of Commerce and Economic Opportunity (DCEO). This request for application is authorized under the provisions of the High Technology School-to-Work Law (20 ILCS 701). The High Technology School-to-Work Law authorizes DCEO to make grants to local partnerships to administer high technology School-to-Work programs to increase the number of students preparing for, and entering, high technology occupations in Illinois. *Awards made in response to this RFA will be contingent upon the availability of state funds appropriated and released only for the purposes authorized by this Law.*

Eligible Applicants
As a means of ensuring that businesses play a central role in the identification of skill requirements and curricula design, DCEO will only accept applications from private sector employers, or employer-based intermediary organizations. Employer-based intermediary organizations include industry associations and chambers of commerce.

The application must demonstrate that a strong and cooperative relationship exists between the grantee and the school(s) that represent the educational side of the partnership. This relationship should be described in a formal partnership agreement and signed by all parties. *The partnership must be employer-led and designed to respond to the high technology skill requirements of participating employers.*

Submittal of Application
Applicants must submit a total of 3 HARD COPIES of their application to the DCEO. Applicants must also submit an electronic version of the application on a CD-ROM in Microsoft Word (preferred) or Rich Text Format (RTF). Facsimile versions of applications will not be accepted. Please note that you must submit the hard copies AND the electronic version of the application. Use the following address for the submission of all applications:

Department of Commerce and Economic Opportunity
Attention: John Barr
100 West Randolph, Suite 3-400
Chicago, IL 60601

Inquiries regarding this RFA should be directed to Mr. Barr at the above address, by e-mail at john.w.barr@illinois.gov, or by phone at 312-814-2259; TDD: 800/785-6055.
Applications will be accepted and reviewed at any time during the Fiscal Year based on the availability of funding. **Applications that are received by Friday, October 17, 2008 will be included in the “first group” of applications that are evaluated.** Any application received after October 17, 2008 may be considered for review at the discretion of the DCEO. In such cases, the DCEO will determine if there are funds available to make additional grant awards.

DCEO at its sole discretion, reserves the right to reject all applications; to reject individual applications for failure to meet any requirement; to award in part or total; and to waive minor defects and non-compliance. Submission of an application confers on you no right to an award or to a subsequent grant agreement. All decisions of the DCEO are final.

Applicants may be required to give an oral presentation of their application. This will provide an opportunity for the respondent to clarify or elaborate on the application. The DCEO will schedule the time and location of these presentations. Oral presentations are an option of the DCEO and may not be conducted; therefore, applications should be complete.

**Information Session**
One information session will be held to discuss the RFA. Attendance is not required but is recommended. The informational session will be held at the location and time shown below.

**September 26, 2008**
Michael A. Bilandic Building
5th Floor Auditorium – Room C500
160 North LaSalle Street
Chicago, IL 60601

Starting: 10:00 AM
Ending: 12:00 PM


PROGRAM DESCRIPTION

**Program Goal**
The primary goal of the High Technology School-to-Work Program is to increase the number of students exiting secondary and postsecondary schools who enter occupations requiring advanced skills in the areas of science, mathematics, and advanced technology. The secondary goal of the program is to encourage students to pursue advanced educational programs in technical fields and the sciences.

**Targeted Industries, Occupations, and Skills**
The school-to-work initiative is targeted to high-technology industries and occupations. Appendix I outlines high-technology industries such as: telecommunications, information technology, electronics, biotechnology, technical support, advanced materials, transportation technology, financial services, and advanced manufacturing. DCEO recognizes that there may be other industries and occupations that may be excluded from this list that may be applicable to this program. All applications must justify that the occupations targeted are technology-oriented.

**Targeted Students**
The student population being targeted by this initiative are individuals who have the aptitude to excel in technology-oriented occupations. It is the objective of this program to identify students with technical ability, and who may be unaware of their potential and the opportunities that are available in high-technology occupations. Please be advised that this initiative is narrowly targeted to secondary and post secondary students in high-technology industries and occupations. Historically, women and minority populations have not been fully represented in many high-technology occupations. This program encourages applications that respond to this need by targeting women and minorities for additional outreach and participation.

**Program Partnerships**
The program design must include a partnership between an employer(s) or employer-based intermediary organization(s) and one or more school(s). Business involvement in school-to-work ensures that programs are responsive to industry needs and that skill standards are current with high-performance workplace and technology requirements. As a result, students will be able to successfully transition from school-to-work in high-technology internships, careers, and advanced educational programs.

**Program Design**
Local partnerships must provide students with work experience in high-technology occupations combined with related classroom instruction. Employers and educators must cooperatively adopt or develop, or both, skills standards, curricula, and assessment tools. The DCEO High Technology School-to-Work program activities include, but are not limited to:
1. Designing in-school and related work-based curricula;
2. Training students and teachers;
3. Training work site supervisors and mentors;
4. Developing instructional materials;
5. Coordinating activities among the partners;
6. Outreach and recruitment of students;
7. Developing assessment tools;
8. Providing vocational counseling to student participants;
9. Completing program related administrative activities; and
10. Evaluating the program.

**Project Costs**

Program funds may be used for any reasonable and necessary expense related to the successful completion of the program. To be an allowable grant cost, expenses must be for extraordinary costs incurred due to the High Technology School-to-Work Program. Grant funds may only be used to pay teachers for the hours worked on the program beyond their normal working hours. The average grant award under the Fiscal Year 2008 High Technology School-to-Work Program was $60,000. Project expenditures must meet the following requirements:

- Costs must be incurred during the authorized period of the grant agreement.
- Costs must be directly related to the conduct of the project activities authorized by the grant.
- Costs must be directly related to an allowable cost item.
- The monetary value assigned to the costs must be reasonable given the function or activity being performed that generates the matching expense.

**Prohibited Costs:** Grant funds may not be used for stipends or wages paid to students during the work-based program activities. Likewise, grant funds may not be used to pay the wages of teachers working in short-term, part-time, internship, or similar work experience arrangements with private employers designed to provide teachers with experience in an industry. Grant funds may not be used to pay any bonus or commission for the purpose of seeking approval of the grant application, or to pay any costs to consultants or contractors for the preparation of the grant application.

**Matching Costs:** Funds available to the DCEO for this program are limited and should not be viewed by applicants as an ongoing source of funding. Rather, successful applicants should consider grants to be “one time” awards. Grantees that propose matching expenditures will be viewed as more likely to continue project activities after the grant period. Applicants proposing matching expenditures will be given greater consideration during the review of applications. Matching expenditures may be either cash or in-kind.
**Expected Outcomes – Project Reporting**

There are a number of outcomes associated with school-to-work programs in terms of the overall enrichment of school curricula and positive work experiences for student participants. All funded projects will be required to provide quarterly outcome and financial reports as well as a roster of students for the purpose of tracking long-term outcomes. Expected program outcomes include:

- The number of students that successfully complete secondary school or post-secondary school and transition to high-paying technology-oriented jobs
- The number of students who pursue advanced educational programs in the areas of science, mathematics, and advanced technology

**REVIEW AND SELECTION PROCEDURES**

Applications will be reviewed based on the criteria listed below. Based on this review, applicants will be recommended for funding. The final decision to make a grant award will be made by the Director of DCEO.

1. The likelihood that students will successfully transition to high-paying technology-oriented jobs, internships, and advanced educational programs;
2. The appropriateness of the industry(s) and occupation(s) targeted;
3. The strength of the partnership and private sector involvement;
4. The related experience and qualifications of the staff assigned to the program;
5. The quality of the planned program activities;
6. Proposed program costs in relationship to planned outcomes;
7. The appropriateness of targeted student population;
8. The efforts to recruit female and minority students;
9. The amount of matching contributions;
10. The geographic distribution of grant awards throughout Illinois;
11. The relationship of the program to DCEO’s economic development plans and initiatives; and
12. The quality of a presentation to the review team (at DCEO's request).
APPLICATION INSTRUCTIONS

The information provided in the submitted application package is the primary information available to make funding decisions. Respondents are cautioned to submit their applications initially on the most favorable basis, price and terms included, since an award may be made without negotiation based on the price and terms of the application as initially submitted. Unjustified budget requests will be reduced without notice. DCEO specifically reserves the right to negotiate with any applicant. All applications must be assembled according to the following checklist.

- **The application must be typewritten, font size of 12, double-spaced, on one side of standard-sized (8 ½” X 11”) unrulled white paper, using standard (1-1 ¼”) margins.**

- **Do not “spiral bind” the application or put it in a ringed binder.** Do not use tabbed cardboard, heavy paper stock, or plastic separators. Applicants may use staples and binder clips to fasten the application together.

- **The maximum application length is fifteen (15) pages.** excluding the cover sheet, table of contents, project summary, implementation schedule, project outcomes form, budget forms, and attachments. Number all pages of the proposal.

- **Submit THREE paper copies AND an electronic version of the application.**

- **Include any CURRENT letters of support as attachments to the application** (letters of support are provided at your discretion); do not add anything additional.

- **Applications that are received by Friday, October 17, 2008 will be included in the “first group” of applications that are evaluated.** Any application received after this point may be considered for review at the discretion of the DCEO.

- **Organize the application according to the following outline:**
  A. Cover Sheet
  B. Table of Contents
  C. Project Summary
  D. Application Narrative (15 Page Maximum)
     1. Targeted Industries, Occupations, and Skills
     2. Partnership Role
     3. Statement of Work
  E. Implementation Schedule
  F. Description of Project Outcomes
  G. Budget
     1. Line Item Budget Request
     2. Budget Narrative / Justification
  H. Applicant Certifications / Signature
  I. Attachments
     1. Cooperative Agreement
     2. Project Staff Resumes / Job Descriptions
     3. Letters of Support (Optional)
## Cover Sheet

<table>
<thead>
<tr>
<th>Grant Request</th>
<th>Project Duration</th>
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<td>$</td>
<td>Start Date:</td>
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<td>End Date:</td>
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</table>

### Applicant Organization (Business)

- **Legal Name (As reported to the IRS):**
- **Telephone Number:**

- **Address:**
- **Fax Number:**

- **City:**
- **State:**
- **Zip + 4:**

- **County:**
- **Federal Employer Identification Number (FEIN):**

### Authorized Signator (Business)

- **Salutation:**
- **First name:**
- **Last Name:**

- **Title:**
- **Telephone Number:**
- **Fax Number:**

### Business Contact Person

- **Salutation:**
- **First name:**
- **Last Name:**

- **Title:**
- **Telephone Number:**
- **Fax Number:**

- **Address:**

- **Email Address (REQUIRED):**

- **City:**
- **State:**
- **Zip + 4:**

### School Contact Person

- **Salutation:**
- **First name:**
- **Last Name:**

- **Title:**
- **Telephone Number:**
- **Fax Number:**

- **Address:**

- **Email Address (REQUIRED):**

- **City:**
- **State:**
- **Zip + 4:**

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The cover sheet is the first page of the application.
# TABLE OF CONTENTS

A. Cover Sheet Page 1

B. Table of Contents Page 2

C. Project Summary Page 3

D. Application Narrative (15 Page Maximum)
   1. Targeted Industries, Occupations and Skills Page
   2. Partnership Role Page
   3. Statement of Work Page
   4. Targeted Students Page
   5. Training Program Page
   6. Program Outcomes Page

E. Implementation Schedule Page

F. Description of Project Outcomes Page

G. Budget
   1. Line Item Budget Request Page
   2. Detailed Budget Justification Page

I. Applicant Certifications / Signature Page

J. Attachments
   1. Cooperative Agreement Page
   2. Project Staff Resumes / Job Descriptions Page
   3. Letters of Support (optional) Page
PROJECT SUMMARY

BUSINESS PARTNER: _______________________________________

SCHOOL PARTNER: _______________________________________

PROJECT LOCATION(S): _______________________________________
(Address, City, Zip)

In the box below provide a one paragraph (single space) summary of your project. The summary will be used to produce briefing materials for DCEO management and the Governor’s office. This summary should include the following information:

1. Identify the employer or employer-based intermediary organization.
2. Identify the school partners.
3. Provide a brief summary of the area to be served (project location).
4. Identify the industry and occupations to be targeted.
5. Describe the target population to be trained, including the proposed number of participants.
6. Briefly describe the work-based and school-based training activities.
7. Indicate the amount of grant funds being requested and the amount of matching funds, if proposed, being provided by the applicant.

DO NOT EXTEND THE PROJECT SUMMARY BEYOND THIS PAGE
APPLICATION NARRATIVE

Targeted Industries, Occupations, and Skills
All school-to-work applications must make a strong case that the occupation(s) targeted are technology-oriented. Describe the industry, occupations and skills that the project will target.

1. List the specific occupations within the targeted industry(s). Provide the title of the occupation(s) and a sufficient description of the related job duties to support the argument that they are high-technology occupation(s). Describe the associated entry level wage rates and the potential for advancement.

2. Provide a preliminary list of the most important work-related skills that will be the focus of the school-to-work curricula.

Partnership Role
Describe the program partnership in detail. In this section, describe the roles of the employer(s) or employer-based intermediary organization(s) and the school(s) in the program activities. Attach a signed cooperative agreement to the application.

1. Describe the partnering organizations in detail. (What year was the organization formed? What is the organization’s mission?).

2. Describe the specific commitments made by the employer(s) to offer paid or non-paid internships to students who successfully complete the program. The role of each significant participant in the partnership should be documented.

3. Provide detailed information about the key project personnel. Professional vita or job descriptions of key program staff detailing related experience may be attached to the application.

4. Identify all subcontractors that are expected to work on the program. Provide detailed information about the qualifications of the consultants and subcontractors.

Statement of Work
The detailed plan of operation is of extreme importance in the review of applications. Present a narrative description of program activities and the major deliverables. The work statement describes each major program activity in detail. This portion of the application will be incorporated into your final grant (if awarded) as the work statement. The statement of work must address the questions outlined in the following sections:

- Targeted Students
- Training Program
- Program Outcomes
**Targeted Students:** The Department requests information regarding the students that will be targeted to participate in the project. Provide a detailed description of the student recruitment plan that addresses the following questions:

1. Describe the population to receive the proposed skills training. Indicate the school name, year in school, and number of students that will be recruited for the program.

2. Who will be responsible for recruiting students (guidance counselors, principals, teachers, advisors)?

3. How will the students be chosen to participate in the program (academic performance, interest, etc.)?

4. Will the program be available and publicized to all eligible students?

5. Will women and minorities be targeted for additional outreach and recruitment? (If yes, please indicate how).

**Training Program:** The Department requests information regarding the training you propose to provide. Provide a detailed description of the training program that addresses the following questions:

1. Provide a description of the instructional program and materials that will be used. Specify the methods that will be used to instruct the training participants.

2. Where will the training take place (classroom / work setting)?

3. Who will provide the instruction?

4. What are the instructor qualifications to provide the proposed training?

5. What is the training schedule?

6. How many hours of training will be provided?

7. How many students will be trained? How many students will complete the program? How do you define “successful completion” of training?

8. Describe how the training you propose will prepare successful completers for high-technology occupations and educational programs?
Program Outcomes: The Department requests information regarding the economic impact of the High Technology School-to-Work project. Provide information regarding the impact of the training program on the local community by answering the following questions:

1. Describe the specific goals and measurable outcomes of the training program.

2. Identify the major learning objectives participants will acquire through the proposed training.

3. Clearly indicate the number of students expected to enroll in related advanced educational programs as a result of this grant. Provide information regarding the educational programs.

4. Clearly indicate the number of students expected to transition into targeted occupations as a result of this grant.
**IMPLEMENTATION SCHEDULE**

Provide an implementation schedule for project activities. For each major project activity, describe the activity, indicate the staff responsible for completing the task, a target date (week or month from the grant start date) that the task will be completed, and a specific description of the outcome that will result. This portion of the application will be incorporated into the final grant agreement (if funded) as the work statement. Please note that the implementation schedule does not count against the fifteen (15) page maximum.

<table>
<thead>
<tr>
<th>ACTIVITIES</th>
<th>TIMELINE</th>
<th>STAFF</th>
<th>MEASURABLE OUTCOME</th>
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</table>
1. Proposed Period of Performance:
   - Proposed Start Date: _________________
   - Proposed End Date: _________________

2. How many youth will be served during the proposed period of performance? How many will successfully complete the training curriculum?

<table>
<thead>
<tr>
<th>SERVICE LEVELS</th>
<th>NUMBER OF YOUTH</th>
</tr>
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<tbody>
<tr>
<td>Number of training participants (Unduplicated)</td>
<td></td>
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<tr>
<td>Number of successful completers (Unduplicated)</td>
<td></td>
</tr>
</tbody>
</table>

3. Indicate the number of training participants you anticipate will enter technology-related jobs at the completion of training. Indicate the number of successful training participants that will go on into more advanced educational programs and/or workforce training. (Unduplicated Count).

<table>
<thead>
<tr>
<th>TRAINING-RELATED OUTCOMES</th>
<th>NUMBER OF YOUTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of students that transition to advanced educational programs in the areas of math, science and advanced technology (Unduplicated)</td>
<td></td>
</tr>
<tr>
<td>Number of students that transition to entry-level technology occupations in the areas of math, science and advanced technology (Unduplicated)</td>
<td></td>
</tr>
</tbody>
</table>
**LINE ITEM BUDGET**

Complete the line item budget table below. Please note that you must use the line items and line item definitions listed on the following page of this application. Grant funds may not be used to pay for the wages and benefits of teachers working in short-term, part-time, internship, or similar work experience arrangements with private employers designed to provide teachers with experience in an industry.

<table>
<thead>
<tr>
<th>Budget Item</th>
<th>Employer Grant Funds</th>
<th>School Grant Funds</th>
<th>Employer Matching Funds</th>
<th>School Matching Funds</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Personnel</td>
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<td>2) Fringe Benefits</td>
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<td>3) Travel</td>
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<tr>
<td>4) Equipment</td>
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<tr>
<td>5) Supplies</td>
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<tr>
<td>6) Rent/Facilities</td>
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<tr>
<td>7) Contractual</td>
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<tr>
<td>8) Other</td>
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<td>TOTAL</td>
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</table>
**BUDGET DEFINITIONS**

*Employer Grant Funds:* Includes the DCEO grant funds that will support employer/business based project activities.

*School Grant Funds:* Includes the DCEO grant funds that will support the school based project activities.

*Matching Funds:* Includes cash or in-kind contributions that will support employer based and school based project activities.

*A) Personnel:* Includes the salaries and wages of all full-time staff necessary for the execution and administration of the Project as identified by the Grantee in its proposal for this grant.

*B) Fringe Benefits:* Includes the cost of reasonable and customary benefits associated with the requested salaries, of full time staff such as employer contributions for F.I.C.A., Unemployment Compensation, Workers’ Compensation, insurance, and/or retirement plans.

*C) Travel:* Includes the travel costs necessary for the execution and administration of the Project as identified by the Grantee in its proposal for this grant.

*D) Equipment:* Includes the cost of all tangible personal property of a non-consumable nature with a useful life of at least one year and an acquisition cost of $1000.

*E) Supplies:* Includes the cost of all tangible personal property (expendable) except that which is contained in the Equipment line item.

*F) Rent/Facilities:* Includes the cost of any rental/facility costs required for completion of the project.

*G) Contractual:* Includes contractual services necessary for the execution and administration of this Project.

*H) Other:* Includes the costs associated with the administration and management of the grant, such as supervision, reporting, accounting, close out, and/or related indirect charges. A detailed list describing all of the other costs must be contained in the budget detail. Administrative costs are generally limited to 10% of the “direct” grant costs.
DETAILED BUDGET JUSTIFICATION

Provide a detailed narrative justification for the project costs (grant and matching funds). The detailed narrative must be provided by line item and must justify your request. Your narrative and supporting cost data should include sufficient detail so that evaluators can determine exactly how you arrived at the total request for each line item. The explanation should make it clear why the costs are justified, both in terms of how each cost item relates to your proposal and the “reasonableness” of the amount being requested. Please note that the budget justification does not count against the fifteen (15) page maximum described in Section III. Follow the directions presented below.

1. Personnel: List each individual or position for which you are requesting a salary subsidy. List or describe the:
   - Individual’s name or position title
   - Individual’s role in the program
   - Individual’s total annual salary
   - Indicate if the staff is providing work-based or school-based project activities
   - Indicate the amount grant funds requested for the individual.

   It is recommended that, if funding for more than a few positions is requested, you provide this information in tabular format as shown below.

<table>
<thead>
<tr>
<th>Position Title</th>
<th>Description of Role in Project</th>
<th>Total Annual Salary</th>
<th>Work-Based/ School-Based Activities</th>
<th>Grant Funds Requested</th>
</tr>
</thead>
<tbody>
<tr>
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</table>

2. Fringe Benefits: Provide a detailed explanation of all items included in your fringe benefit package (e.g., F.I.C.A., Unemployment Insurance, Workers’ Compensation, insurance, and retirement contributions). Show exactly how you calculated the amount being requested in view of the amount you requested for instructor salaries.

3. Travel: Provide a detailed breakdown of the travel costs for the program staff and students (number of miles, number of trips, etc.).

4. Equipment: Provide a list of all of the equipment to be purchased. Provide a description, a unit price, the number of items to be purchased, and the total price for each item. Also explain how the item will be used. If more than a few items are included, a tabular format is recommended (shown below).

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Use of Item</th>
<th>Unit Price</th>
<th>Number of Units to be Purchased</th>
<th>Grant Funds Requested</th>
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5. **Supplies**: Provide a list of the supplies to be purchased. Provide a description, a unit price, the number of items to be purchased, and the total price for each item. Also explain how the item will be used. Again if more than a few items are included, a tabular format is recommended (shown below).

<table>
<thead>
<tr>
<th>Supplies</th>
<th>Use of Item</th>
<th>Unit Price</th>
<th>Number of Units to be Purchased</th>
<th>Grant Funds Requested</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

6. **Rent/Facilities**: Provide a detailed accounting of any rental/facility costs required for the completion of the project.

7. **Contractual**: Describe any financial arrangements you have with staff and training vendors that will result in a cost to the grant. Describe the nature of the instruction being purchased, the basis for the cost to the program and the amount being requested for each vendor. Make sure you provide enough information about each arrangement and vendor that his or her contribution to the program is clear and amount proposed to be paid is shown to be reasonable.

8. **Other**: This line item is use for all costs not clearly covered by the lines above. This includes the costs associated with the administration and management of the grant, such as supervision, reporting, accounting, close out, and/or related indirect charge. Provide a detailed list describing all of the other costs. Administrative costs are generally limited to 10% of the “direct” grant costs.
APPLICANT CERTIFICATIONS

GENERAL CERTIFICATIONS
The applicant understands that the receipt of an application is not a guarantee or commitment by the Department for funding.

The applicant certifies that all information contained in this application, including the documentation, is accurate complete and true to the best of its knowledge.

The applicant certifies that it is an organization in good standing, authorized to do business in Illinois and has no delinquent state tax liabilities.

The applicant acknowledges that if its application is funded, it will be required to comply with the Illinois Drug Free Workplace Act, the Americans with Disability Act, the Illinois Human Rights Act and any future laws enacted which may be applicable to the grant.

AUDIT AND PROJECT REPORTING REQUIREMENTS
The applicant agrees that if its application is funded it will conduct an audit of the grant funds in accordance with generally accepted auditing standard and any special audit conditions that the Department deems necessary to ensure the accountability of public funds.

The applicant agrees that if its application is funded it will submit Quarterly Program Reports in a form provided by the Department. Reports are due 15 days following the end of the state fiscal year quarter for which project activities are being reported.

AUTHORIZED SIGNATOR
The applicant acknowledges that the individual identified below is the person authorized to execute a legal and binding grant agreement and is identified as the authorized person to sign a grant agreement if this application is funded by the Department.

___________________________________  _____________________________
SIGNATURE      DATE

___________________________________  _____________________________
NAME (PLEASE PRINT OR TYPE)  TITLE

THIS IS THE FINAL PAGE OF THE GRANT APPLICATION
The High Technology School-to-Work Program targets high-technology industries and occupations. Technology based growth is generated by firms that develop and manufacture products that sell at prices considerably higher than the cost of the materials and labor required to produce and sell them (high value-added products). These firms also tend to pay higher wages than traditional firms. The high knowledge content generates the high profits and high-wage payrolls for those firms that successfully commercialize their products.

Based on such factors as growth potential, wages, and critical mass presence, the following technology cluster groupings are recognized as high-technology industries. DCEO recognizes that there may be other industries and occupations that may be excluded from this list that may be applicable to this program. All applications should make a strong case that the occupations targeted are technology oriented.

- **Telecommunications**: telecommunications equipment manufacturing, wired and wireless telecommunications services.
- **Information Technology**: hardware, networking, software, and data services.
- **Biotechnology**: pharmaceutical, medical equipment, life sciences research and development.
- **Electronics**: optics, electronic components, and electronic equipment.
- **Technology Support**: consulting services, research and development services.
- **Advanced Materials**: chemicals and energy technology, plastics, and other advanced materials.
- **Transportation & Logistics**: air transportation, water transportation, trucking and ground transit, warehousing and storage.
- **Transportation Technology**: engine technology and aerospace.
- **Financial Services**: financial institutions; securities, and insurance.
- **Advanced Manufacturing**: paper, printing, and packaging; primary and fabricated metals; and machinery.