

DRAFT requesting WAIVER for EMI to provide BankWork\$

Employ Milwaukee, Inc. (EMI) the workforce development board representing WDA #2, is submitting this letter to request a waiver in order to apply to Wisconsin's ETPL list as a training provider for BankWork\$® training services.

The Wisconsin Performance Advisory Committee's Credential Workgroup has issued a formal determination that the BankWork\$® certificate meets the standards of a WIOA credential as defined in TEGL 10-16, Change 1. The credential is considered an Occupational Skills Certificate.

The waiver process requests the following:

1. Satisfactory evidence that there is an insufficient number of eligible providers of that program of training services insufficient to meet the local demand in their WDA.

BankWork\$® participants train for entry-level positions in banking and finance in a free, eight-week training program that prepares young adults for entry-level positions with career potential. These include teller, customer service representative, relationship banker and personal banker. Currently, there are no training providers for Banking or Financial services in southeast Wisconsin that are listed on the ETPL, nor providers for this training not on the ETPL.

2. Information demonstrating that the board meets the provider and program eligibility criteria;

EMI meets the provider eligibility criteria as described in Wisconsin's Eligible Training List Eligibility Criteria Guide (https://dwd.wisconsin.gov/wioa/etpl/pdf/elig_criteria_guide.pdf). BankWork\$® training meets the program eligibility criteria. Partnering with EMI and the Wisconsin Banker's Association since (2018), BankWork\$® is a public-private partnership that primarily trains participants from underserved neighborhoods who may have barriers to employment, for careers in retail banking and financial institutions. Currently, the Milwaukee BankWork\$® program has 12 employer partners, 25 graduates have been hired in a banking or related field -- 86% remain employed after six months and 72% remain employed after 12 months. (<https://bankworks.org/our-program/>)

3. Information demonstrating that the program prepares participants for an in-demand industry sector or occupation in the local area.

While Short-Term Occupational Projections for Tellers in SE Wisconsin show a negligible decrease of 1.1%, BankWork\$® training offers career pathways such as Loan Officer, Personal Banker and Financial Advisor, all of which show an increase in Occupational Projections.

<https://jobcenterofwisconsin.com/wisconomy/pub/projections>

In terms of "real-time" LMI, BankWork\$® partners have stated their need for this training and desire to hire graduates immediately upon successful training completion. Current BankWork\$® include: (Associated Bank; Equitable Bank; Bank Five Nine (previously known as First Bank Financial Centre); First Federal Bank of Wisconsin; North Shore Bank; First Midwest Bank (previously known as Park Bank); Spring Bank; WaterStone Bank; Wells Fargo; Educator's Credit Union; Prime Financial Credit Union; UW Credit Union.

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