

Executive Summary

WIOA Wednesday – MOU Negotiations: The Partner Perspective – A Virtual Roundtable

12/06/2017

Moderator(s): Chanel Castaneda, [Kirk Lew](#), and Craig McManus

Speaker(s): Lekesha Campbell Christopher Mayo, Jacqui Shoholm, [Susanna Troxler](#), Charles Watts, [Brandon Butler](#), [Nita D'Agostino](#), [Amy Judd](#), [Brigid McRaith](#), and [Crystal Perry](#)

This Virtual Roundtable is to break down silos, bring partner programs to the table, and have a larger discussion on their experiences with local negotiations.

The Roundtable assembled representatives from various programs, some that are not usually represented in this nationwide platform, to share from actual practitioners in the one-stop community to share and discuss their experience. We have grantee representatives from the Department of Labor, Education, and Health and Humans Services to be part of this panel.

Our hope for this Roundtable is for the audience members to not only learn from our panel's best practices but also the obstacles they faced during the local negotiations.

Run of Show

Introductions of Moderator and Federal Resources	00:30
Poll Question	04:05
Disclaimer Language	05:19
Introduction of Panel Members	06:25
Panel Discussion: Involvement in the local negotiations process	09:30
Describe the obstacles when negotiating MOUs and infrastructure costs.	21:15
Specific challenges addressed that were not anticipated.	25:57
Advice for those still negotiating their IFAs.	31:42
Benefits offered to your program to help provide the public with access to your program.	39:09
Since the passing of WIOA, any "new-to-the-local-area partners".	49:21
Most beneficial thing to come from your negotiations.	52:07
Strategies to reach consensus in negotiating the MOU and/or infrastructure costs.	58:34
Benefits of being a partner within the one-stop system.	1:00:54
Governor guidance for infrastructure costs.	1:07:09
Types of cost allocation bases were agreed upon to allocate infrastructure costs.	1:10:03
Final Question to each of the panel members: Most valuable aspect of the partnerships formed. New innovations formed from these partnerships.	1:14:24
Q&A from audience	1:25:13