Date/Time of Submission	Name	Question	Program Area or Admin	*Response*
4/26/2023	Sabrina Adams	**Can an applicant apply for more than one program in RFP #226?**	**Administrative**	*You are encouraged to apply to any areas you qualify for. That said please consider your organizational capacity before applying to provide too many services.*
4/26/2023	Anietie Ekanem	**If I apply for more than one area, is it a separate application ?**	**Administrative**	*Each program area must be submitted through a distinct application. Area U (Hospitality Sector Programming) allows you to submit one proposal for both Coordination and Occupational Skills Training strategies.*
4/26/2023	Rae McElroy	**On average what is the ratio of applicants per proposals?**	**Administrative**	*We typically receive between 2-6 proposals per area. The largest number we have received for any one area is 18.*
4/26/2023	Emiliano Bougois-Chacon	**For multi-year grants, is the maximum budget request a total for all the years, or for the first year?**	**Administrative**	*Please look to the actual program area, because they should tell you the initial grant award is going to be 12 months, 24 months, or 36 months, and the amount that you are limited to requesting for that service term. It will also tell you whether a grant is eligible for renewals. In most cases we should be able to entertain renewals for most of these programs through June 2029. Renewals are always going to be subject to whether we have budget available as well as the grantee's performance within the initial grant period. There's no guarantee that any of these grants will be renewed up to the full six-year term of the RFP. If funding increases in a subsequent program year, please also note, we may exercise the option to fund down the list (in rank order), or simply extend or increase existing grants, and negotiate more deliverables with you.*
5/3/2023	Colleen Rivecca	**Appendix A, Section 2, Question 3 -- Project Team - Should we list both funded and unfunded project team members?**	**Administrative**	*Yes, and you should state in the application whether they would be funded by the OEWD grant or leveraged with other sources. Please also note any staff vacancies and how that would impact the project timeline.*
5/3/2023	Colleen Rivecca	**Should we include City departments in the project team?**	**Administrative**	*No, only list project team members that you would pay through the program (via our funds or leverage); you may discuss City relationships/partnerships in other areas to demonstrate how those relationships/partnerships may make your proposed program more sustainable or successful.*
5/8/2023	Ray Cashman	**Do these contacts have anything to do with vehicle repairs for the City?**	**Administrative**	*No - we do not have any grant funds available for auto/truck repairs for the City.*
5/8/2023	Sabrina Adams	**For the OEWD RFP #226 Application Form online, can someone confirm that applicants fill out the first six pages of application questions, then hit submit. After that, and depending on which Program Area the applicant is applying for, a final set of questions populates that will be filled out by the applicant and then submitted.**	**Administrative**	*That is correct. If you have any trouble with the online application, please get in touch with us.*
5/8/2023	Juan Santana	**I'd like to ask if LBE participation is a consideration in any of the programs made public in this RFP. I have looked through it, and can't find any reference, and it would seem ironic that this "development" fund opportunity would by-pass the local small business, or place carriers in its path to participate in this important CIty contract.**	**Administrative**	*No, LBE participation is not a consideration, as all resulting programs in this RFP are expected to be grants (which are not subject to Chapter 14B). Some programs are also expected to be funded with some share of federal dollars, which prohibit local preference programs.*
5/8/2023	Kevin Tucker	**Are there any recordings to rewatch this session on Wednesday, April 26, 2023? Also, would you have any other examples for filling out the application?**	**Administrative**	*Yes, the recording of the 4/26 TA Conference is on the website -- please look for it under the "Technical Assistance" section of the website. We do not have examples for filling out the application, however, you can feel free to drop into one of our remaining TA sessions (also posted on the website) and we would be happy to help you navigate the application and requirements.*
5/8/2023	Ari Takata-Vasquez	**My firm, Viscera Studio LLC, is planning to submit a response to your RFP 226. I looked up our entity on sam.gov but no matches came up. We are registered as a city supplier (supplier number 0000050412) and have received payments through the system previously, but I wanted to confirm that we have all the items necessary to meet the RFP requirements-- could you please confirm we don't need to supply anything else?**	**Administrative**	*This is a database that federally-funded agencies are required to register in. If you have never administered federal grants and if you have no evidence that your organization has been debarred or suspended from receiving grant funds from a federal, state or local agency, you should be good to go. I would recommend registering in sam.gov in future, if you want to be prepared for possible federal funding awards.*
5/8/2023	Julia Roehl	**We are excited to be working on it currently. We were wondering if you would help us to clarify the point on the budget spreadsheet for "Leverage/Match to be provided..."** **To our understanding, it asks if we have a foundation grant, corporate funding grant, or specific donor who is willing to match it.**	**Administrative**	*With leverage, we are generally looking for secured resources, which could be in the form of funding commitments (including match), or things like additional staff or program space that will support the grant activities.*
4/26/23 3:06PM	Simon Bertrang	**Can I serve as a fiscal sponsor for another applicant and also apply to the same program area directly?**	**Administrative**	*Technically, you may apply in two capacities (as a direct applicant and as a fiscal sponsor), however, please note that you would be competing against yourself if covering the same project area. You may consider submitting one collaborative proposal instead, if applying to cover the same project area.*
4/26/2023	Anietie Ekanem	**Is there a link to the Healthy Places Index and background?**	**Area A: Nonprofit Sector Resilient Ownership**	*Please find details on page 13 of the RFP*

Date/Time of Submission	Name	Question	Program Area or Admin	*Response*
4/26/2023	Ani Rivera	**Can you define "recently acquired property". Does a long-term lease, purchase deed or a lease to purchase meet the requirement? Will the following site control contract be considered: 55 yrs lease to purchase?**	**Area A: Nonprofit Sector Resilient Ownership**	*The RFP requires that the organization hold title to a commercial property acquired within San Francisco on or after 10/1/2021 to apply.*
5/8/2023	Erik Schnabel	**What types of economic mobility services, resources and training opportunities would you be interested in funding? Can you give an example of current or past funded projects supporting BIPOC communities in San Francisco.**	**Area A: Nonprofit Sector Resilient Ownership**	*This program area is new, so we do not have examples of this specific program from past procurements. However, OEWD funds a variety of economic mobility strategies across the department. While no program may be limited to specific racial or ethnic groups, most of our services center and support communities most impacted by economic inequity issues and are tailored to meet the needs of program participants in culturally humble ways. Many of these programs include income thresholds as determinant for program eligibility and, as there is significant overlap between low income communities and BIPOC communities in San Francisco, Black, Indigenous and People of Color make up a majority of eligible program participants.* *Please review the following pages on our website for examples of successful programs we offer:* *Workforce Development services : https://sf.gov/departments/office-economic-and-workforce-development/workforce-development-division* *Community Economic Development services: https://sf.gov/departments/office-economic-and-workforce-development/community-economic-development* *Small Business services: https://sf.gov/departments/office-economic-and-workforce-development/office-small-business*
5/8/2023	Erik Schnabel	**Can funding be used to support the capacity building and technical assistance needs of nonprofit organizations? If so, what types of services would you support to advance the organization's goal?**	**Area A: Nonprofit Sector Resilient Ownership**	*This funding is for* **one-time, short-term** *expenses necessitated by ownership of a new facility and the activation of new or expanded programs onsite.*
5/8/2023	Erik Schnabel	**What is the indirect cost policy or stipulation for this grant area? Given the scope of work, is there some flexibility to meet the nonprofit's resilience needs?**	**Area A: Nonprofit Sector Resilient Ownership**	*Indirect is limited to 15% of direct costs, unless you have a federally negotiated indirect cost rate with a cognizant federal agency (in which case, you would be limited to that rate and all associated limitations). Indirect will be incorporated as a part of your deliverable reimbursement amounts.*
5/8/2023	Erik Schnabel	**What would a successful scope of work and/or outcomes look like for awarded organizations? For example, number of jobs created, expanded service models, or provide economic opportunities or resources to the community?**	**Area A: Nonprofit Sector Resilient Ownership**	*OEWD seeks to be responsive to the specification of 'successful outcomes' put forth by the specific proposal, organization or community. As we identify nonprofit ownership, projects and proposals are particular to the organizations and community served.*
5/8/2023	Erik Schnabel	**What are the reporting requirements for organizations applying to be considered for funding?**	**Area A: Nonprofit Sector Resilient Ownership**	*If awarded reporting may include but is not limited to:* *A Grant Plan.* *- The Grant Plan outlines primary activities relevant to resilient ownership that will take place during the project period (July 1, 2023 through June 30, 2025).* *- 6 primary activities as well as the intended outputs the applicant hopes to achieve.* *Activities proposed in the grant plan may include but is not limited to:* *- mid-term project reporting package* *- organizational impact* *- job creation* *- economic impact.* *Final project reporting package which may include but is not limited to:* *- a meeting with the Project Manager* *- updates on organizational impact, job creation and economic impact*
5/8/2023	Erik Schnabel	**Can funding be used for mortgage payments is property has recently been acquired?**	**Area A: Nonprofit Sector Resilient Ownership**	*It is intended that nonprofits apply to receive support for one-time, short-term expenses necessitated by ownership of a new facility and the activation of new or expanded programs on site. Mortgage payments would be a long-term reoccurring expense.*
5/8/2023	Erik Schnabel	**Does a certain percentage of the funding have to be used for building costs associated with providing additional services? Or can all be used towards acquisition costs?**	**Area A: Nonprofit Sector Resilient Ownership**	*No, there is not a percentage metric set for costs. It is intended that nonprofits apply to receive support for one-time, short-term expenses necessitated by ownership of a new facility and the activation of new or expanded programs on site.*
4/26/2023	Janet Lees	**Appendix A, section 2, question 6- are the supplementary questions a,b,and c, considered separate with 3000 characters each?**	**Area B: Healthy Retail SF Community Engagement and**	*Each supplementary question will be its own field, with a not-to-exceed character count.*
4/26/2023	Janet Lees	**Will we need an MOU for a business consultant working on the project? Are they considered a partner?**	**Area B: Healthy Retail SF Community Engagement and Store Redesign Program**	*An MOU is not required for consultants working under the project. You will need to establish subcontract agreements with each person/firm paid to deliver services, and should speak to their qualifications in the proposal.*

Date/Time of Submission	Name	Question	Program Area or Admin	*Response*
4/26/2023	Janet Lees	On page 23 of the RFP says grantee should provide names of people on selection committee. Does this mean to select which stores participate? And the second part assume relates to the City deciding on who the grantee is?	Area B: Healthy Retail SF Community Engagement and Store Redesign Program	*All regranting programs are subject to the approval of the City, including approval of selection panels. To deliver this program, you will need to be prepared to present the procurement plan for grant recipients and include the names and qualifications of those evaluating proposals, where appropriate*
5/3/2023	Colleen Rivecca	Under Small Business Redesign Grant Program (p 22-23) Under Eligible Costs, we state "Redesign and space planning by certified consultant". Can you please confirm what kind of certification the Department looking for?	Area B: Healthy Retail SF Community Engagement and Store Redesign Program	*Please check the website by Thursday, May 11. We will provide a response by end of day.*
5/3/2023	Colleen Rivecca	For the small business redesign grant program -- would we be providing cash grants or purchasing equipment directly?	Area B: Healthy Retail SF Community Engagement and Store Redesign Program	*Please check the website by Thursday, May 11. We will provide a response by end of day.*
5/3/2023	Colleen Rivecca	Under the Program Administration/Coordination, Outreach and Education language, we state that "No less than 50% of the total anticipated grant funds (>$75,000) must support the store redesign process, serving a minimum of 2 businesses." May staff working on program administration be charged there?	Area B: Healthy Retail SF Community Engagement and Store Redesign Program	*Please check the website by Thursday, May 11. We will provide a response by end of day.*
5/3/2023	Colleen Rivecca	Eligilble neighborhoods - we have experience serving all of the neighborhoods -- are there any key priority neighborhoods we should emphasize?	Area B: Healthy Retail SF Community Engagement and Store Redesign Program	*Please check the website by Thursday, May 11. We will provide a response by end of day.*
4/26/2023	Anietie Ekanem	is this also dealing with homelessness and other issues as part of town?	Area C: Central Market SOMA Activations	*The primary focus of activations is to support increase of foot traffic to support economic generating activities for small businesses*
4/25/2023 4:02PM	Constance Cavallas	The Project Area C Eligible Neighborhoods criteria reads, "Central Market, SOMA – must include Stevenson and Jessie Streets." Does that mean that both Jessie and Stevenson must be included in the proposal, or would a proposal still be acceptable with one of the two streets included?	Area C: Central Market SOMA Activations	*Proposals under Area C must include both Stevenson and Jessie Streets in the project area.*
4/26/2023	Anietie Ekanem	Does this also include online, and hybrid events?	Area G: Lower Fillmore Mini Grant Program for Block Parties and Activations	*Events must be in person, it is specific to activating (physical) business corridors.*
4/26/2023	Deb Niemann	I do not understand the healthy places index and how this relates to community economic development program Project J	Area J: Noe Valley Town Square Activations and Big Belly Maintenance	*The Healthy Places Index ONLY applies to program area A.*
4/26/2023	Deb Niemann	We are program area J and asking ?'s about section 4 and do we need to complete capital for communities scorecard. We also have ?'s about the title and not including Big Belly request	Area J: Noe Valley Town Square Activations and Big Belly Maintenance	*The Capital for Communities Scorecard and Healthy Places Index ONLY applies to Area A - not Area J or any other programs. Big Belly maintenance MUST be included in your proposal. The RFP states: Applicants must submit proposals covering the full complement of services described.*
4/26/2023	Anietie Ekanem	Large attendees per event. Or can it be applied to a series for continual economic development	Area K: African American/Black Cultural Activations for Economic Regeneration	*This is specific to large events (500+ attendees). Your proposal may include a series of events, but the proposal needs to be specific to events.*
5/8/2023	Sabrina Adams	Is the target population San Francisco small businesses, with a special focus on Black and African-American owned small businesses?	Area L: Stabilization Services for Storefront Businesses (Retention and Relocation Assistance)	*The target population is San Francisco small businesses in need of technical and legal assistance to prevent displacement. As this program is funded under the Dream Keeper initiative, we encourage applicants to propose program approaches that align with the Initiative's goal of "Growing Financial Health and Economic Well Being" for San Francisco's Black and African American youth and their families, however, the approach must not limit access to any other populations that are otherwise eligible for the program.*
5/4/2023	Crystal Le	Will clients have to be from any specific neighborhoods in San Francisco, and/or meet certain income criteria?	Area M: Business Development and Technical Assistance for Small Businesses and Entrepreneurs	*No, clients are not required to be from a particular neighborhood.*
5/4/2023	Crystal Le	Would you be able to share more around what tracking and reporting will look like? (E.g., will grantees be expected to submit data on the new SmallBusinessCentral portal)	Area M: Business Development and Technical Assistance for Small Businesses and Entrepreneurs	*Grantees must input data into Small Business Central and generate reports detailing each business outcome for improved writing quality, optimal word choice, structuring, readability, and eloquence while preserving the original intent.*

Date/Time of Submission	Name	Question	Program Area or Admin	*Response*
5/1/23 3:34PM	Grace Bon	We are interested in submitting a proposal for RFP #226 under Program Area M: Business Development and Technical Assistance for Small Businesses and Entrepreneurs. I wanted to confirm our eligibility based on the following, printed on page 59 of the RFP: "Proposed programs may prioritize specific populations (e.g. formerly incarcerated individuals), but services should be provided to a variety of business sectors and must be available to residents citywide" Our program is available to residents citywide, but we specifically provide services to the food/hospitality sector. Do we still qualify under Program Area M?	Area M: Business Development and Technical Assistance for Small Businesses and Entrepreneurs	*As noted in the RFP, applicants under this program area should serve a variety of business sectors, not focus on just one target sector. Your organization may consider partnering with one or more additional service providers and submitting a collaborative proposal to make your project competitive.*
4/26/2023	Anietie Ekanem	Can we use this to support equity cannabis applicants to find new storefronts or distributions area?	Area N: Real Estate Case Management Services	*Yes, however, the program should not exclusively focus on this population.*
4/26/2023	Kimberly Edmonds	Does the scope of the proposal need to include services for all neighborhoods in SF or focus on specifically targeted neighborhoods?	Area N: Real Estate Case Management Services	*It can be either citywide or focus on specific corridors. If Citywide, it should speak to a commercial corridor approach of providing the services.*
4/26/2023	Sabrina Adams	I see that an applicant may propose a budget of up to $100K. Does the $100K budget include the direct grants to be disbursed as part of the program?	Area O: Entrepreneurship Mini-Grant Program for Those with Limited Resources and High Barriers to Capital	*Yes, that is correct. Just want to emphasize that the mini grant programs have different specifications based on the area.*
4/26/2023	Anietie Ekanem	Can we focus on those most at need. Ie. Need capital, people with families to support, etc?	Area O: Entrepreneurship Mini-Grant Program for Those with Limited Resources and High Barriers to Capital	*This area has a strong focus on women acknowledging that they have a high barrier to capital entrepreneurs, and an emphasis on those from historically marginalized or disenfranchised communities.*
4/26/23 1:36PM	Sabrina Adams	For Program Area O of RFP #226, applicants may propose budgets up to $100,000. Does this include the direct grants to be disbursed as part of the program? I read that "no less than 80% of funds must be in direct grants to entrepreneurs through a mini-grant program" but I'm unsure if that is included in the $100,000 in program funding.	Area O: Entrepreneurship Mini-Grant Program for Those with Limited Resources and High Barriers to Capital	*This amount does include the mini-grant funds.*
4/26/2023	Terri Le	What $/% of total fund to be allocated to construction grants?	Area P: SF Shines Small Business Support	*Our current SF Shines grant program disburses grants of up to $5k per business, This grant will be cost reimbursement. Organizations should have the financial capacity to cover fund disbursements totaling up to $100,000 per month for up to 60 days.*
4/26/2023	Terri Le	Does the $750k not include administrative costs? Based on your answer, are Grants separate and reimbursed on a cost basis?	Area P: SF Shines Small Business Support	*The $750k includes the construction grant funds. Your budget should include all reasonable and necessary costs related to grant administration services. Please note the RFP expects fund disbursements of up to $100k per month, and your organization must have the capacity to cover those costs as you await reimbursement.*
4/26/23 5:01PM	Terri Le	what $/% of total fund to be allocated to construction grants?	Area P: SF Shines Small Business Support	*Our current SF Shines grant program disburses grants of up to $5k per business, This grant will be cost reimbursement. Organizations should have the financial capacity to cover fund disbursements totaling up to $100,000 per month for up to 60 days.*
4/26/23 5:01PM	Terri Le and Sandra Collins	Is the $750K for Program P only for administrative costs for administering the program, or does the $750K also include the grants that are to be awarded?	Area P: SF Shines Small Business Support	*The $750k includes the construction grant funds. Your budget should include all reasonable and necessary costs related to grant administration services. Please note the RFP expects fund disbursements of up to $100k per month, and your organization must have the capacity to cover those costs as you await reimbursement.*
4/26/2023	Anietie Ekanem	Online events covered, hybrid events. Driving revenue through online activation going to be accepted?	Area T: Downtown Public Space Activations	*This area aims to fund in-person activations. As noted in the RFP, ""Activation" refers to implementing programming in public and quasi-public places (i.e. a storefront business) so as to create a critical mass of activity and foot traffic. The goal for this activity is to support adjacent businesses, improve the perception that an area is safe, and to improve overall desirability of an area to workers, residents, visitors and others." While your proposed program may include online promotions or campaigns in support of the event or activations, the substantive application should focus on in-person activities that drive foot traffic to the project area.*
4/26/2023	Vanessa Baker Rodriguez	Could you share which neighborhoods will be prioritized? Or could you point us towards data showing which neighborhoods have been hardest impacted?	Area T: Downtown Public Space Activations	*At this time, we do not have particular set-aside amounts for priority neighborhoods. OEWD will make funding determinations based on the number and quality of proposals received under this program area, and the total funding available following the conclusion of the budget process. In terms of data sources, you may start by reviewing the documents and data on this site: https://sf.gov/roadmap-downtown-san-franciscos-future. Please pay particular attention to the dashboard on sales tax, as this is a good indicator of which neigborhoods are experiencing the slowest recovery: https://sf.gov/data/san-francisco-sales-tax. Additionally, if you have a different source of information and can support a case for prioritizing a particular downtown neighborhood, OEWD is open to reviewing that data.*

Date/Time of Submission	Name	Question	Program Area or Admin	*Response*
4/26/2023	Jacob Bindman	**For Areas with multiple awards possible - specifically Area T - could an applicant to that Area ALSO be the fiscal sponsor of another applicant in that Area? I mean: if each of these applications rated highly in the award process to be awarded, could there be TWO awards or could there only be ONE Award.**	**Area T: Downtown Public Space Activations**	*Technically, you may apply in two capacities (as a direct applicant and as a fiscal sponsor), however, please note that you would be competing against yourself if covering the same project area. You may consider submitting one collaborative proposal instead, if applying to cover the same project area.*
4/26/2023	Anietie Ekanem	**Will we be able to propose next gen hospitality education in those 4 areas?**	**Area U: Hospitality Sector Workforce Programs**	*For Area U, please ensure you are proposing programming aligned with the target occupations identified in the RFP, and provide data on how your proposed model will serve the needs of new or incumbent workers in the sector.*
4/26/2023	Elaine Beale	**What is the total amount of funding available in Program Area V in Workforce, Industries of Opportunities programs?**	**Area V: Industries of Opportunity Programs**	*We have a total of $3.6M anticipated over 2 years. You can request up to $600k for 2 years of services.*
4/26/2023	Terri Le	**Can you provide examples of the in-demand industries? Does this include child care or health care?**	**Area V: Industries of Opportunity Programs**	*Childcare could be an in-demand industry under this RFP. Healthcare would not, since it is currently procured through a previous RFP (RFP 122). Additional examples of other in-demand industries that we currently have are transportation, social services, advanced manufacturing, etc.*
5/8/2023	Emiliano Bourgois-Chacon	**We are planning to provide two trainings, one is a vocational training that will qualify graduates to immediately apply to work with a specific employer. Can this be considered an Employer Customized OST, even if the training will prepare them to work in the industry more generally, with any other employer as well?**	**Area V: Industries of Opportunity Programs**	*Yes, this can be considered an OST program*
5/8/2023	Emiliano Bourgois-Chacon	**The other training is a vocational ESL training that will allow individuals currently working in the industry to expand their clientele by acquiring English skills. Can this be considered an Incumbent Worker/Skills Advancement OST?**	**Area V: Industries of Opportunity Programs**	*Vocational ESL can be a component of a larger more targeted OST program (like an OST program that trains participants to be Home Care Providers), but is not considered its own stand-alone OST program*
5/8/2023	Emiliano Bourgois-Chacon	**The RFP states that "IO OST Training must be designed to complement and leverage the services and resources of the San Francisco Workforce System and client flow processes must connect to those established within each Sector Workforce Program. Grantees must coordinate program logistics and training delivery with OEWD to ensure that trainings are marketed accurately across the workforce ecosystem and that clients are referred to appropriate trainings." Is it appropriate and sufficient to address this by stating that we will a) promote the trainings through https://sf.gov/find-job-training-and-support-industry b) evaluate the needs of training participants who we recruit outside of the San Francisco Workforce System to connect them to a Job Center Case Manager and/or CalWorks Case Manager c) in coordination with OEWD, recruit participants from the clients of SF City programs and departments that OEWD identifies and provides an introduction to?**	**Area V: Industries of Opportunity Programs**	*OEWD cannot provide this level of specific feedback as it encroaches on assisting you with your proposal content. While we want to make sure that our Industry of Opportunity providers and programs are working in collaboration with our OEWD Workforce System, how to best coordinate with these various stakeholders is up to the organization submitting the proposal. If an award is granted, OEWD can collaborate with you and introduce you to any partners that you would like to have a relationship with.*
5/8/2023	Emiliano Bourgois-Chacon	**If we'd like to use space at a Job Center for in-person trainings, do we simply state that? are there spaces that can accomodate 25 individuals (including all trainers and students) and industry equipment, such as a bed and hoyer?**	**Area V: Industries of Opportunity Programs**	*OEWD is not responsible for making this connection for organizations submitting proposals. It depends on the Job Center's capacity to host partners and their interest in doing so. OEWD recommends you follow up with our Job Centers directly to speak to capacity and interest to collaborate. If an agreement is reached, you can include it in your proposal along with a letter of support or MOU from the Job Center(s) you are partnering with. If don't have commitment to provide program space from a Job Center or other provider, please do not include it in the proposal.*
5/8/2023	Emiliano Bourgois-Chacon	**The following table has two columns, both of which are titled "Number Served (Per grant, per year), but the two columns have different numbers. Can you please explain this table and what the distinction is between those two columns?**	**Area V: Industries of Opportunity Programs**	*Thank you for pointing this out. A new version of the RFP has been published that corrects the last column of the Recommendations table to reflect 30-80 participants PLACED per year.*

Date/Time of Submission	Name	Question	Program Area or Admin	*Response*
5/8/2023	Britt Hayse	**I am wondering whether Technology, Healthcare, Hospitality, and Construction are excluded as industries to target under the Industries of Opportunity program area per the language below.** **Over the past decade, OEWD has developed and supported sector workforce training in four priority industries – Technology, Healthcare, Hospitality, and Construction. In addition, OEWD has investments in a Transportation Driving Academy, in partnership with the San Francisco Municipal Transit Agency (SFMTA) and Advanced Manufacturing. These industries have historically employed a significant number of workers and/or face staffing shortages, while providing career pathways leading to self-sufficiency and economic mobility. These programs primarily target adult (age 18 and over) San Francisco residents who are unemployed, underemployed, have been dislocated from their jobs, and/or are incumbent workers seeking advancement within their industry.** **OEWD is open to all industries of opportunity, as long as the industry is matched with labor market demand and does encourage short-term training leading to sustainable employment opportunities.**	**Area V: Industries of Opportunity Programs**	*The answer is yes -- in the Industries of Opportunity program area, we are seeking proposals that align with sectors we do not currently fund. That includes the 4 core sectors you mentioned, as well as transportation and advanced manufacturing.*
4/24/2023 11:58AM	Erris Edgerly	**Can you propose a new industry for employment or is it limited to the Sector trainings that are in place ?**	**Area V: Industries of Opportunity Programs**	*The RFP confirms that "OEWD is interested in seeding and supporting workforce development activities in sectors that are in demand, face staffing shortages, and have the capacity to provide significant career pathway opportunities." This program area is specifically focused on sectors NOT covered under existing OEWD sector programs.*
4/25/2023 11:08AM	Marisa McFarlane, MA	**UCSF Neurosurgery would like to expand our paid youth internship programming for underserved youth of color to also serve young Black males and LGBQ+ youth in addition to the young women of color we serve in partnership with the non-profit Oasis for Girls. Our programming consists of career exploration and exposure, but not on-site work training. It appears these OEWD grants are for workforce training and not the career exposure and mentorship engagement we're offering.**	**Area V: Industries of Opportunity Programs**	*Industries of Opportunity programming does not require on-site work training but does require occupational skills training (beyond career exploration) that provides individuals with the necessary skills to attain industry employment, which is the ultimate outcome.*
4/25/2023 4:03PM	Hannah MacDonald Triplett	**We have a newly funded program from EDD through the Equity Target Population Fund building out our truck driving, distribution and logistics program- we could potentially use the IO funds to further buildout that program, but would we be able to co-enroll participants in the Industries of Opportunity program with the EDD funded program?**	**Area V: Industries of Opportunity Programs**	*There should be no issue with co-enrollment on OEWD's end if the resulting grant award is local City General Funds. However, you should check with your funder (EDD) to confirm that it will be allowable through the terms of your state or federal grant.*
5/1/23 11:00AM	Daniella Severs	**Would culturally affirming mental health and case management be considered industries of opportunity under Program Area V?**	**Area V: Industries of Opportunity Programs**	*The goal of the program area is to provide training toward sectors and occupations not currently covered under our workforce sector programs - including the Healthcare Sector. OEWD will not fund a separate case management program to provide culturally appropriate mental health supports to workforce clients, as we already include case management services as a component of existing sector training.*
4/26/2023	Carol Eggers	**Do these workforce development programs (U,V,W) replace the Young Adult workforce programs from 2 years ago? If not, will there be another RFP coming out for those programs?**	**Workforce areas (U, V, W)**	*They do not replacing existing RFP 122 awards, we are procuring additional programs through this RFP. We will be reprocuring our baseline Workforce services in time for July 2025 awards. RFP 122 covers renewals through June 2025 (except for 2-year pilots).*