

OEWD RFP #226  
Question and Answer Log

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.
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
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.
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 Store Redesign Program	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	Please check the website by Friday, May 5. We will provide a response by end of day.
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	Please check the website by Friday, May 5. 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.

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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	Please check the website by Friday, May 5. We will provide a response by end of day.
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		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	Please check the website by Friday, May 5. We will provide a list by end of day. You may start by reviewing the documents and data on this site: <a href="https://sf.gov/roadmap-downtown-san-franciscos-future">https://sf.gov/roadmap-downtown-san-franciscos-future</a>
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.

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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.
4/24/2023 11:58AM	Erris Ederly	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 reprocurring our baseline Workforce services in time for July 2025 awards. RFP 122 covers renewals through June 2025 (except for 2-year pilots).