

Questions & Answers
TANF Additional Services RFP
3/29/2010

1. Does the following paragraph mean that all operating costs proposed, excluding direct wages paid, are to be matched by 20%? And can this match be in-kind match as opposed to a cash contribution? Would 'wages paid' also include any incentives paid to an employer and/or participant and therefore be excluded from the match requirement?

"All of the employee wage costs for individuals in a subsidized employment project can be paid with the TANF funds earned by this program. The TANF program also will pay for most of the cost of employee benefits and the Contractor's costs associated with the project. The employer will need to contribute funding in an amount equal to the project's costs not paid for with TANF funds earned. That amount is equal to 20% of any non-wage costs of the project. These costs include the cost of any participant benefits, the employer's share of payroll taxes, any third-party processing agent costs, and the costs for the Contractor's associated with the development, management and oversight of the project." (page 2)

No, this describes the subsidized employment program. If it is advantageous to both the contractor and the Board – reimbursement for Contractor cost may be negotiated for employment activity Also, no, in-kind cannot be used for the employer's contribution.

2. Are attachments beyond those listed as mandatory in the RFP allowed? If so, are they counted in the page limit as listed on page 7? If so, is it allowable to add a 'section' to the response for non-mandatory attachments?

You may add attachments – placing them after the mandatory attachments and labeling them for easy identification.

3. Is the table provided on page 14 intended to indicate staff salaries considered part of the operating expenses or is this intended to show the individual participant slots offered?

Only staff costs are to be shown

4. Where would you prefer that the following be provided as specified in the outline on Page 7? And, does this count toward the page limit as stated on the outline on page 7?

Employers who wish to participate will need to complete a project application that details the number and type of subsidized positions requested and the job skill sets of the positions, the wage and benefit cost by position, and a written commitment to provide a funding contribution equal to that amount not reimbursed by TANF. (page 3)

No need to include the detail described on page 3 in the proposal outline. Page 3 describes the process for an employer to participate and is descriptive only. A sample packet was handed out at the bidders' conference and may be requested by emailing dhamilton@careercentral.jobs

5. Will you consider multiple contractors?

YES

- 6. Suggestion by Board Staff: Payment of Profit will be based on negotiated agreements with employers to employ TANF customers.**
- 7. Board will explore rewarding service providers that exceed their proposed employment levels.**
- 8. If multiple contractors are selected, coordination will be key to success and retaining excellent relationship with employers.**