

**RFP - ENTREPRENEURSHIP TRAINING SERVICES IN THE PARK HEIGHTS MASTER PLAN AREA**

***Bidder Questions***

**Is this RFP for for-profit or non-profit entities? If the lead applicant must be a non-profit organization, can they engage a for-profit subcontractor?**

The RFP is open to any organization, for-profit or non-profit, which meets the qualifications outlined in the RFP and has the capacity to deliver the required services to the target population.

**What are requirements for a subcontractor in terms of documentation?**

At the time of application, MOED requires drafts of agreements with planned subcontractors. Additional qualification documents for subcontractors will be requested from selectees only.

**The Documentation of Organizations’ Qualifications (page 7 of the RFP) states that selectees will be required to submit a bound copy of their organization’s most recent audit, completed within one year. Our organization does not have audited financial statements available. Will we be permitted to submit alternative documentation of fiscal capacity?**

Yes. If an audited statement is unavailable, selected organizations will be permitted to submit copies of unaudited financial statements for the three (3) most recently completed years.

**Are there restrictions on the population for which entrepreneurship training must be offered?**

As long as the participants reside within the Park Heights Master Plan area and are able to meet all other program requirements, there are not any further restrictions (such as age or education status) on the target population.

**The term of the award is listed as May 15, 2024 through June 30, 2025. Does the training program have to last for the full award term?**

No. The training must be completed within that time frame but does not need to extend for the full term. The proposed timeline should reflect the needs of the training population and demonstrate that the vendor will make adequate allowances for participants to complete training and fully prepare for the required pitch competition.

**Are the awards for pitch competition winners drawn from a separate pool of funding?**

No. The total amount available for the program, including both training and pitch competition, is $76,000. Bidders should include pitch competition prize awards in their proposed budgets. At least one award totaling no less than $2,500 must be made to a winning participant. The vendor may exercise discretion about whether to award larger amounts or to select more than one winner.

**Are there any opportunities for the funding amount to be increased based on performance?**

The funding amount is limited to $76,000 for this round. If outcomes from this round are promising, MOED may be able to offer additional funding through a separate proposal process.

**Will this opportunity be the only one of its kind or do you anticipate other funding opportunities for the Park Heights community?**

At present, no additional exclusive funding opportunities for Park Heights can be confirmed, but MOED is committed to serving this community and hopeful that new opportunities may present themselves in the future.