1. It states the current operator is ResCare which isn't correct. Can they list the current operator and how long they've held the contract? (Page 4, Paragraph 2)
   You are correct—this is an error. ResCare is not the current provider and the transition if needed would be with SER Jobs for Progress (this is public information).
   The length of their contract could be formally requested through an IPRA request.

2. Purpose of Proposal - the period of performance October 1, 2019 thru September 30, 2021 is not consistent with other areas of the RFP. Specifically on page 7 where it states the contract performance begins on July 1, 2020 through June 30, 2021 (Page 5, Paragraph 3)
   July 1, 2020 through June 30, 2021 ---is the correct contract date, and subject to contract negotiations

3. Technical Assistance - states questions are due April 25, 2020 which is after the proposal due date. Please update with correct date. (Page 11, Paragraph 2)
   Yes; March 16, 2020 and answers will follow within 48 business hours.

4. Availability of funds - $3,600,000 references PY2019 - should this reference PY 2020/2021? FY21? (Page 12, Paragraph 2)
   July 1, 2020-June 30, 2021

5. Of the $3.6M how much is available to the vendor as that paragraph also states those funds are to be used for Board staff and support, fiscal agent and the One Stop Operator. Is there a required % for participant services? (Page 12, Paragraph 2)
   42.5% is an approximate for Direct Training, subject to final budgeting

6. Cost reimbursement contract with possibility of negotiated profit. Is there a federal cap for the negotiated profit %? (Page 12, Paragraph 6)
   This is a % that will be negotiated during the final contract. We are researching if there is a federal cap. This will be updated.

§ 683.2951s earning of profit allowed under the Workforce Innovation and Opportunity Act? (a)(1) Under secs. 121(d), 122(a) and 134(b) of WIOA, for-profit entities are eligible to be one-stop operators, service providers, and eligible training providers.(2) Where for-profit entities are one-stop operators, service providers, and eligible training providers, and those entities are recipients of Federal financial assistance, the recipient or subrecipient and the for-profit entity must follow 2 CFR 200.323. (b) For programs authorized by other sections of WIOA, 2 CFR 200.400(g)
prohibits earning and keeping of profit in Federal financial assistance unless expressly authorized by the terms and conditions of the Federal award. (c) Income earned by a public or private nonprofit entity may be retained by such entity only if such income is used to continue to carry out the program.

(a) The non-Federal entity must perform a cost or price analysis in connection with every procurement action in excess of the Simplified Acquisition Threshold including contract modifications. The method and degree of analysis is dependent on the facts surrounding the particular procurement situation, but as a starting point, the non-Federal entity must make independent estimates before receiving bids or proposals.

(b) The non-Federal entity must negotiate profit as a separate element of the price for each contract in which there is no price competition and in all cases where cost analysis is performed. To establish a fair and reasonable profit, consideration must be given to the complexity of the work to be performed, the risk borne by the contractor, the contractor's investment, the amount of subcontracting, the quality of its record of past performance, and industry profit rates in the surrounding geographical area for similar work.

(c) Costs or prices based on estimated costs for contracts under the Federal award are allowable only to the extent that costs incurred or cost estimates included in negotiated prices would be allowable for the non-Federal entity under Subpart E - Cost Principles of this part. The non-Federal entity may reference its own cost principles that comply with the Federal cost principles.

(d) The cost plus a percentage of cost and percentage of construction cost methods of contracting must not be used.

7. references EAWDB - should this be NALWDB? (Page 16, Paragraph 1) Should be NALWDB

8. references 2017 - should this be 2021? (Page 16, Paragraph 1) July 1, 2020-June 30, 2021

9. references EAWDB - should this be NALWDB? (Page 16, Paragraph 4) Should be NALWDB

10. references EAWDB - should this be NALWDB? (Page 17, Paragraph 2) Should be NALWDB

11. references EAWDB - should this be NALWDB? (Page 50, Paragraph 5/6) Should be NALWDB

12. Reference Program Year 2019 - should this be 2020? (Page 51, Paragraph 2) Should be NALWDB
13. References Program Year 2019 - should this be 2020? (Page 51, Paragraph 1)
    Should be NALWDB

14. Will there be a bidder's conference? If not, will Bidders conference for One-Stop Operator answer questions for Adult/DW RFP? (Page 4, Paragraph 2)
    No

15. Is there an expected staffing per office and satellite location?
    At minimum the same staffing as current provider at the locations established with Workforce Connections services.

<table>
<thead>
<tr>
<th>Santa Fe Office</th>
<th>Gallup Office</th>
<th>Taos Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>301 West DeVargas Street</td>
<td>705 Gurley Avenue - GH 1101</td>
<td>1036 Salazar Road</td>
</tr>
<tr>
<td>Santa Fe, NM 87501</td>
<td>Gallup, NM 87301</td>
<td>Taos, NM 87571</td>
</tr>
<tr>
<td>Phone: 505.827.7421</td>
<td>Phone: 505.726.6336</td>
<td>Phone: 505.748.4219</td>
</tr>
<tr>
<td>Fax: 505.827.7421</td>
<td>Fax: 505.726.6335</td>
<td>Fax: 505.438.4813</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Santa Fe Community College</th>
<th>Las Vegas Office</th>
<th>Raton Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>6401 Richards Ave. (Room 204-2)</td>
<td>833 Grand Avenue</td>
<td>Colfax County Building 1st Floor</td>
</tr>
<tr>
<td>Santa Fe, NM 87505</td>
<td>Las Vegas, NM 87701</td>
<td>230 North 3rd Street</td>
</tr>
<tr>
<td>Phone: 505.474.5025</td>
<td>Phone: 505.425.6451</td>
<td>Raton, NM 87740</td>
</tr>
<tr>
<td>Fax: 505.425.5275</td>
<td>Fax: 505.425.5275</td>
<td>Phone: 505.455.5445</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Farmington Office</th>
<th>Espanola Office</th>
<th>Grants Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>600 W. Arrington</td>
<td>319 Onate Street</td>
<td>515 W. High Street Suite C</td>
</tr>
<tr>
<td>Farmington, NM 87402</td>
<td>Espanola, NM 87532</td>
<td>Grants, NM 87020</td>
</tr>
<tr>
<td>Phone: 505.327.6126 ext.12</td>
<td>Phone: 505.470.7952</td>
<td>Phone: 505.285.2563</td>
</tr>
<tr>
<td>Fax: 505.326.6006</td>
<td>Fax: 505.438.4813</td>
<td></td>
</tr>
</tbody>
</table>

16. Is there a bidder’s conference or a pre -proposal meeting scheduled for the adult dislocated worker RFP?
    No

17. Please confirm the deadline for submission or clarification questions.
    April 1, 2020

18. What staff equipment is available, such as computers, scanners and copiers?
    Provider responsible for their own equipment and needs.

19. What is the maximum per participant for OJT, support services, and ITAs respectively? The cost needs to be reasonable. The current year-round program averages $7500 a participant.
20. What are the current staffing levels for Adult/Dislocated Worker services?
   Please see attachment “Service Provider Staffing Levels”

21. How many participants (separate Adult and Dislocated Worker amounts) have been enrolled at the Career Centers from July 1, 2019-February 29, 2020?
   Currently being researched – may not be data that is available

22. How many participants from community-based organizations have been served at the Career Centers from July 1, 2019-February 29, 2020?
   Currently being researched – may not be data that is available

23. How many participants (separate Adult and Dislocated Worker amounts) have enrolled in Occupational Training from July 1, 2019-February 29, 2020?
   Currently being researched – may not be data that is available

24. How many participants (separate Adult and Dislocated Worker amounts) have completed Occupational Training from July 1, 2019-February 29, 2020?
   Currently being researched – may not be data that is available

25. How many participants (separate Adult and Dislocated Worker amounts) have earned a credential from July 1, 2019-February 29, 2020?
   Currently being researched – may not be data that is available

26. How many participants (separate Adult and Dislocated Worker amounts) have been placed in unsubsidized employment from July 1, 2019-February 29, 2020?
   Currently being researched – may not be data that is available

27. Is the Management staff that is listed on the organizational chart all Board staff?
   The chart listed was the current providers chart of employees and they had all three programs.

28. What are the salary ranges of each contracted staff person?
   NALWDB does not manage salaries for provider staff. You may need to request from provider.
29. What is the current WIOA Performance compared to the 2019 WIOA Performance Targets?

Pending review of current agreements

30. How much has been expended for supportive services from July 1, 2019-February 29, 2020?

Currently being researched – may not be data that is available

31. How many carry-ins are anticipated from the 2019-2020 contract year? Is it anticipated there will be training dollars or other financial obligations that we have to account for?

Currently being researched – may not be data that is available

32. Has there been any On-the-Job Training conducted? If so, how many participants and what is the average length of time on an OJT?

Currently being researched – may not be data that is available

33. On the Q & A, it stated that staff are responsible for our own equipment, however on page 15 of the RFP, it states otherwise. Can this be clarified?

There is an expectation that bidders are an established business and have entered into contract with experience, and base equipment. In the event new equipment is purchased for the purpose of carrying out contractual services, equipment must be an allowable expense and follow all WIOA related approvals.

34. Will you be providing a reference form, as referenced in Question 3 of our 2/7/2020 Q&A?

Form is on website

35. Please advise where we should place subsequently released signature forms in Section 3 (Certifications and Signatures)?

Place towards the end of the bidders’ packet

36. Please confirm that respondents are to submit a single budget for the comprehensive Adult and Dislocated Worker program.

Yes
37. The RFP requests program management costs be listed on the required budget forms (RFP pg. 41). Please clarify what the board considers to be program management costs.

Administration, Insurance, other general business associated costs (office space, misc. expenses of operating business 100% related to the WIOA grant)

38. Please advise if the bidder should include the cost of management salaries and benefits on the program management line of the budget forms (RFP pg. 41).

Yes

39. Will you be providing the budget forms in excel?

What you received is what is available, you can take the same data and insert on Excel.

40. Do you have a proposed date of when the remaining RFP Q&A will be released?

By the target Q and A deadline

41. Do we need to complete separate budgets for Direct Costs and Program Management?

Yes

42. Are the budget forms in the attachments replacing the Budget Forms attached in the original issued RFP?

No

43. Is the information on the attachments replacing what is on the RFP?

No

44. On the Budget Information forms mentioned in Section 9, does section 9 refer to the attachments?

45. Do the Budget Information Forms consist of 3 pages (Detailed, Proposed Budget and Staffing)?

Yes

46. On the staffing costs:

--% of Time column – does this pertain to the positions’ time to WIOA or whether the staff is Full Time? Specific time of WIOA
--Other Program Name – does this pertain to other program where the position is also getting paid? Yes
--Salary % - does this refer to the % on Other Program? Yes
--The program total in the salaries explanation, does this refer to the WIOA total cost? Yes

47. The cost for office space within the One Stop centers should not be included in part of the budgeted costs?
   Correct

48. What was the negotiated performance outcome rates for PY19, has PY20 been negotiated? If so, please provide negotiated levels for PY19 and PY20.
   PY20 has not been negotiated

49. Are the MSG, ME, and effectiveness in serving employers still baseline indicators?
   Measured skill gain

50. Are we required to have In-Kind/Cash Donation? Or can we use leveraged funds?
   You cannot rely 100% on WIOA funds to support obligations outside of the grant or required because you are a bonified business.

1. How many participants (separate Adult and Dislocated Worker amounts) have been enrolled at the Career Centers from July 1, 2019-February 29, 2020?

2. How many participants from community based organizations have been served at the Career Centers from July 1, 2019-February 29, 2020?

3. How many participants (separate Adult and Dislocated Worker amounts) have enrolled in Occupational Training from July 1, 2019-February 29, 2020?

4. How many participants (separate Adult and Dislocated Worker amounts) have completed Occupational Training from July 1, 2019-February 29, 2020?

5. How many participants (separate Adult and Dislocated Worker amounts) have earned a credential from July 1, 2019-February 29, 2020?

6. How many participants (separate Adult and Dislocated Worker amounts) have been placed in unsubsidized employment from July 1, 2019-February 29, 2020?