

## Slingshot Offeror's Conference Questions

November 10, 2016

9:00 AM – 10:00 AM

**Question 1)** The funding range of \$20,000 to 100,000, is it applicable for those applicants who are proposing to do only one set of activities?

**Answer:** Yes, it's per proposal and is an estimated range.

**Question 2):** What is a "rural area"? For example, is Davis a "rural area"?

**Answer:** Part of the overall project design is that rural areas are connected to urban areas. If an agency can demonstrate that there is a gap that would be a positive. The overall objective is to ensure that the funds that are available through Slingshot have the opportunity to benefit areas outside of the urban core. The location of the physical space does not necessarily control. If an agency is providing services and connecting rural areas to urban areas, that agency is accomplishing the goal of Slingshot.

**Question 3):** What is a "cognizant agency" that would issue the letter approving indirect cost rates?

**Answer:** The cognizant agency is the federal agency from which the recipient organization receives the most federal funds. If an organization receives no federal funds, then there is no cognizant agency.

**Question 4):** Can In-House business specialists count as executive mentors for the purposes of this RFP?

**Answer:** Yes. The evaluation committee will consider the overall experience and qualifications of the business specialists in the providing the services solicited to entrepreneurs and startups.

**Question 5):** If your organization participates in both incubation and mentoring, can you submit separate applications for each?

**Answer:** Yes.

**Question 6):** Are existing incubators eligible to apply?

**Answer:** Yes.

**Question 7):** Regarding Incubator/maker space, does the business space need to already exist? It was stated that the funding is not for start-up costs.

**Answer:** No, the space does not already need to exist. However, the goal is not to incur a large amount of infrastructure or start-up costs.

**Question 8):** Does a new accredited apprenticeship program fall under this RFP?

**Answer:** Slingshot is not procuring specifically for apprenticeship programs. Traditional apprenticeship programs tend to focus on career development, whereas Slingshot is looking at mentoring and outcomes that promote entrepreneurial and start-up success.

**Question 9):** Regarding subcontractors in mentorship services, can training and expertise be contracted to support start-up businesses? For example, financial, legal, specific industry need.

**Answer:** Generally, subcontracting to provide programmatic services is not allowed. However, specialized or technical portions of the program may be negotiated and allowed on a case-by-case basis.

**Question 10):** If an agency does not currently have federal/state contracts, how can references be provided?

**Answer:** An agency should review grants or contracts under which it has performed services similar to what is listed in the RFP. If the aforementioned is absent, an agency should find the most credible references possible that can speak to the agency's capability to deliver the proposed services.

**Question 11):** Can a proposal include assistance to business sectors not identified in the Slingshot objectives?

**Answer:** Yes. If an agency can demonstrate that opportunities exist in other sectors for the proposed services, then that would conform to the Slingshot project.

**Question 12):** Regarding paragraph II, section A, what does "required limits" mean?

**Answer:** If the award is less than \$25,000, the amount of coverage required will be for the amount of the award; for awards of \$25,000 or more, the amount of coverage will be 20% of the award or at least \$25,000, whichever is greater.