

Toledo Regional Chamber of Commerce on behalf of the Northwest Ohio Manufacturing Alliance
(TRCC/NOMA) American Rescue Plan (ARPA)
Good Jobs Challenge Community Based Organizations Services Support

Questions Submitted and Answers

Q1: If we are interested in providing several of the required services, is a separate proposal required for each service wanting to provide?

A1: You may include all the services you are interested in providing in the same proposal.

Q2: It reads like a “fee for service” agreement (e.g., payments based on outcomes), but also mentions being a reimbursement grant, can clarification be provided.

A2: We will reimburse for approved grant activities. We will accept monthly invoices and will pay 30 days from invoice date. All details will be outlined and included in a signed contract to those awarded.

Q3: Are we billing/invoicing only on participants who have successfully completed a service? For example, if providing recruiting & screening – billing only for participants that we recruit/screen and are linked with the Career Readiness component? So could have 240 start the recruitment & screening process, but 70 that successfully get linked – so paid \$1000 x 70?

A3: We are opting for performance-based contracting. We want to encourage strong outcomes AND make sure our program partners are made whole. Below are a few examples of what this may look like:

<div>Job Readiness Training</div> <ul style="list-style-type: none">• Per cohort – set fee with minimum and maximum number of participants• Per person cost	<div>Technical Skill Training</div> <ul style="list-style-type: none">• Per person cost, plus certification fees and supplies	<div>Career Coaching</div> <ul style="list-style-type: none">• Per cohort• Per person• Per person based on performance
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Q4: For the career coaching – paid up to \$2000 per participant and payments based on milestones, what are the milestones invoicing for and is there an amount invoicing per milestone? Also career coaching mentions providing 12 months of follow up/job retention services. Is there an expectation on how regularly follow up occurs (monthly), and is that a milestone when hit 12 months?

A4: Career coaches will begin working with participants during preemployment training, so as each milestone is achieved (seen in image on pg. 6 of the RFP) your organization may submit invoices. The total amount available for the career coach portion is \$2,000. Specific amounts tied to each milestone is at the discretion of the community based organization and will be evaluated in the proposal.

For working participants, provide retention and advancement support: At least once during the first week, at least every other week through 90-days, and then at least monthly through 365 days on the job. Career Coaches will be asked to respond to participant needs as quickly as possible and, in any case, not more than 24 hours following request for services.

Q5: It mentions wanting to hit 70 successful completers, is it expected that may have more than 70 start career readiness training to get 70 successful completes who would then start the technical skills training?

A5: Yes – you'll want to recruit more than 70 individuals to account for attrition. 70 is the goal for job placements through the work advance model.

Q6: When submitting a budget, if we are proposing to provide multiple services, do we submit a separate budget for each service or can it be one budget?

A6: They can all be one budget.

Q7: Budget: Service delivery costs- included in the milestone, or is there an amount (and cap) allocated for service delivery? Educational training providers and training will there be a separate RFP for these services, and/or is the amount for the milestone include those costs?

A7: Service delivery costs may be added the milestones. There is not a cap, but budgets will be reviewed for most efficient use for funding in the evaluations. You may include the Tooling USME training program mentioned in the RFP or you may include if that is preferred. Estimated budget for training programs other than the Tooling USME will be \$1,250.

Q8: Is there a connection between this initiative and the NOMA Incept work?

A8: Currently the only formal connection is that both involve NOMA manufacturing members. OMA is still working with their partners to learn what can be applied to the GJC work from the NW Ohio Pilot Project.

Q9: Cycle of engagement may include ongoing coaching and milestone/goal achievement-does the methodology of the program contemplate this?

A9: EDA GJC grant will track participants for one year. Funding will be provided for coaching for the one-year cycle. Further engagement or services provided with the participants after the one year will not be funded by the grant.

Q10: What are the key metrics the RFP is seeking?

A10: The significant metrics/outcomes are:

- a. 70 employed participants from the work advance model
- b. 45 upskilled with increased wages
- c. 50% of participants in target populations (people of color; women; returning citizens; veterans)
- d. The EDA will be analyzing wage data of program participants (wage prior to training; how Good Jobs Challenge services impacted wage)

Q11: Will there be one award of this contract for the region or multiple?

A11: Multiple organizations may be awarded.