

RFP 25-02 FAQ
Posted 11/1/2025

1. For Tier 1 proposals (Build or significantly expand training cohorts in targeted sectors), can we partner with another CBO to provide wraparound services?

You may partner with another provider or providers including but not necessarily limited to a Community-Based Organization for allowable activities of the grant, which would include recruitment, case management, supportive / wraparound services, job readiness, job placement support, and/or employer engagement. Any of these activities could also be done by the lead applicant in a proposal. Not all these activities are required, and other activities may also be allowable. Fresno County EDC's team would be able to support participants in training programs with the following services as well: transportation assistance, childcare assistance, and items required for work and/or training. If a proposal includes the use of grant funds for supportive or wraparound services, then these costs should be clearly delineated in the budget. For Tier 1 applications, you do not necessarily need to include supportive / wraparound services and to some extent other partners may be able to assist with those needs.

2. For Tier 2 proposals (Integrate GJC participants into existing programs or smaller efforts), do we need to provide wraparound Services or are those provided by GJC?

For Tier 2 applications, you do not necessarily need to include supportive / wraparound services and to some extent other partners may be able to assist with those needs.

3. Is a single applicant eligible to be awarded both a Tier 1 and a Tier 2 contract?

A single applicant or a group of partnering organizations submitting proposals collectively are eligible to apply for both Tier 1 and Tier 2 contracts. Applicants may also apply for multiple Tier 1 or multiple Tier 2 contracts for different projects.

4. It is our understanding that single applicants are eligible to apply for multiple, however, we are unclear if it is eligible to be awarded multiple. Do you mind expanding?

An applicant would be eligible for multiple awards for projects focused on separate occupations or projects that are distinct in some other way. The projects could be distinct by focusing on different occupations. Another distinction could be an incumbent program offered at night, and an entry-level program offered during the day. We encourage submissions at both tiers even for similar projects to increase the likelihood of receiving funding. Also, as the RFP noted, we reserve the right to propose an award at a different tier than the one proposed by the applicant.

5. If we are submitting multiple proposals (one for each Tier), should the same cover letter and LOSs be used for both proposals?

That is permissible, however, the cover letters and LOSs should be supportive of the different applications to remain competitive.

6. If we are submitting multiple proposals (one for each Tier), should they be submitted together all as one package?

Please submit Tier 1 and Tier 2 projects as separate files in order to facilitate our evaluation. If submitting multiple projects for one tier, please also submit these as separate proposals. You may reuse content from similar proposals, however, should be mindful of the requirements for each proposal tier and the rubric that will be used to evaluate proposals (included in the RFP).

7. Page 5 of the RFP states that “Good Jobs also has supportive services funding available for some services. Applicants for this RFP will not be directly issuing these services and as such should not include them in their proposals. However, Good Jobs staff at EDC will be able to provide these services to those who are eligible” My questions are: a) What are the services offered by Good Jobs, and b) How is trainee eligibility for the services determined?

Good Jobs can currently offer the following supports: Childcare at a licensed center, transportation support including a gas card or bus pass or in rare circumstances a ride share, and supplies require to attend training. EDC’s internal supportive services policy will govern the issuance of these services. Eligibility is based on many factors including but not limited to the participant’s demonstrated need.

8. Will you please clarify the upper and lower eligible amount request limits for the Tier 1 Contract?

Tier 1 contract(s) are anticipated to range from \$500,000 to \$750,000. However, based on availability of funding EDC reserves the right to modify these levels either upon initial award or if additional funding were to become available.

9. Are the participants required to have a high school diploma or GED?

This is not a requirement. However, if a GED or HSD/HSE is often required to obtain employment in the occupation for which a participant receives training, then the contractors should decide whether the participant would be a good fit if he or she does not have a GED or HSD/HSE. Mitigating circumstances such as active GED or HSD/HSE enrollment, relevant work experience, demonstratable skills, etc., can also be considered when evaluating the enrollment of the participant.

10. Will the participants be required to participate in Campus based instruction or can they also participate in online instruction?

All modalities are authorized. This includes online, in-person, and hybrid training. The programs will be evaluated as described in the RFP’s rubric.

11. How much detail is required on the budget besides the overall cost of the program and cost per participants? Secondly, Are we required to submit a line-item budget detailing all expenses?

A flat fee per participant is adequate, however, to be more competitive both the budget narrative and project narrative should detail what those costs fund regarding supplies, staff support for training, job search, employer outreach, etc. These details will assist in comparing prices and evaluating the program's capabilities. A line-item budget is also acceptable and should include brief descriptions of the related expenses and estimated cohort frequency and participant size.

12. Are there any templates/worksheets/expense categories that we are required to use in creating our budget?

There are no templates, however, if the submitted budget is not easily interpreted by the evaluation team than a request to complete a template provided by EDC and/or additional questions may be required to complete the review of the proposal.

13. Can these contracts fund equipment?

Equipment is defined by the federal government for this grant as tangible personal property (including information technology systems) having a useful life of more than one year **and** a per-unit acquisition cost that equals or exceeds \$5,000.

Equipment costs in proposals, if included, will be evaluated on a case-by-case basis. However, extensive equipment costs that drive up the cost per anticipated job placement may make a proposal less competitive on a cost analysis basis. Additionally, equipment purchases require prior approval of the EDA based on the grant's Specific Award Conditions.

14. Can a business (an employer) apply for these funds to train their incumbent workers or new hires?

An employer with a for-profit business is not eligible for grant funds to train incumbent or new hire employees or prospective employees. Employers, however, can provide letters of support, hiring commitments, and partner with eligible applicants in other ways. An eligible applicant can apply with the intent of serving exclusively incumbent workers, exclusively new/prospective workers, or a mix of incumbent and new/prospective workers.

Please note that a for-profit training provider is eligible to apply for funds to train individuals who would then seek employment elsewhere.

15. Can an existing Good Jobs subaward grantee apply for this RFP?

An existing subawardee (or subawardees of a subawardees) cannot also act as a vendor / contractor according to guidance provided by EDA. However, a vendor/subcontractor for one component of the project can also act as a vendor/subcontractor for another component of the project.

The terms related to grant funding can be confusing at times. Generally speaking, a subawardee or a subrecipient is compensated based on time spent and other allowable incurred costs whereas a vendor / contractor is compensated based on fixed prices or is an otherwise ineligible entity (like a for-profit training provider) for a subaward granting of funds.

Subawardees should contact the Good Jobs team if they wish to propose a modification of their agreement under the grant rather than apply to this RFP.

16. Can an institution of higher education (IHE) apply for funding through this open RFP if a related foundation affiliated with the IHE already holds a subaward agreement under the same grant?

Provided that several criteria are met, an IHE related to a legally distinct foundation of the IHE would be eligible to apply through this competitive Request for Proposals (RFP).

One key factor is the difference between the specific legal entities: The specific entity that currently holds an active, non-competitive subaward agreement with EDC is not eligible to apply to this competitive RFP.

The application must be led by a separate, eligible legal entity, such as the University itself or a specific College or Department of the University, provided they have a distinct Unique Entity Identifier (UEI) or are eligible under the University's UEI.

The second key factor is that the scope of work differs sufficiently from the existing subaward agreement.

Note on Eligible Entities: Eligible applicants generally include, but are not limited to, 501c3 and 501c6 organizations, for-profit training providers, and Institutions of Higher Learning (including specific colleges or departments).

17. Are there specific limits to the cost per training program participant or job placement for the RFP? Would costs in the range of \$5,000 to \$10,000 per participant or per job placement be acceptable?

The RFP does not contain specific requirements for either a cost per job placement or a cost per participant (or a cost per completed participant). There are several reasons for this including but not necessarily limited to:

the length training programs require based on the occupations they seek to place

the costs of training programs that include relatively expensive equipment and/or supplies

Please note though that cost competitiveness is included in the rubric for both Tier 1 and Tier 2 applications.