



Questions and Answers for:

Advanced Manufacturing Industry Partnership (AMIP): American Rescue Plan (ARPA) Good Jobs Challenge Community Based Organizations, Educators and Consulting Services Support within Hamilton, Warren, Butler, Clermont and/or Brown Counties

RFP Issue Date: December 12, 2022

Questions Due Date: December 19, 2022

Response **Due Date:** January 16, 2023



1. **Q: I understand from p. 3 that the proposals can address any section (A-E). Does the proposal need to include all the components within the selected sections?**

A: Proposals may reflect any combination of services A-E. AMIP prefers contractors to fulfill requirements, directly or through partnership with related or unrelated entities, all components addressed in sections A-E.

2. **Q. What is the total \$ to be awarded?**

A. The AMIP has budgeted \$490,000 for the entirety of the WorkAdvance services including: recruiting and screening, career readiness training; technical skills training; career coaching for one year; employer and AMIP Partnership; and reporting responsibilities to place 70 full time and 40 upskilled employees who enter the program by the close of the grant June 30, 2025 while serving Hamilton, Clermont, Butler, Warren and Brown counties. Please provide a budget to cover your necessary expenses. The evaluation committee will review each submission and determine the best fit. Please see Attachment B in the RFP, the Budget and Narrative page.

3. **Q. Can funds from the EDA Grant be used to partner with community organizations to recruit their constituents to receive grant services? (See A on Scope of Work Participant Recruiting & Screening – a. community organizations are not listed)**

A. Proposals may reflect any combination of WorkAdvance Services from A-E. Proposals may reflect partnerships with other schools, CBO's and consultants to complete any and all A-E services on page 5. AMIP prefers contractors to fulfill requirements, directly or through partnership with related or unrelated entities, all components addressed in sections A-E.

4. **Q. Will OMA/AMIP provide marketing resources for this effort?**

A. AMIP will receive support from OMA. The OMA has a marketing and communications team and has commissioned market research that will be made available for marketing assistance to the ISPs. AMIP will have access to OMA resources and will share the grant information with their members/vendors as needed.

5. **Q. On page 6 of the RFP, it notes that the AMIP Grant will support 40 current manufacturing employees that are upskilled. Does this mean for additional training?**

A. The AMIP Grant is to support 70 new to manufacturing and to upskill 40 current employees. Upskilled can be through coaching for retention, wrap around services (may include but are not limited to: transportation, childcare, mental and physical healthcare, legal services, counseling, education services, clothing, laptops, Wi-Fi, other learning equipment, work supplies, and financial counseling). Funding for training is limited and subject to availability.



6. Q. Will there be additional funding beyond the initial grant award? If so when could that take place?

A. There is no known additional funding beyond the initial grant award.

7. Q. Is AMIP responsible for all budget reporting to the lead agent - OMA and what will the role of the partner be in that process?

A. AMIP is the lead agent for this grant and each contracted partner is responsible to participate in the recording and reporting processes as determined through EDA and OMA. Data will be provided through OMA's Prime system. Directions on partners' direct or indirect input to the Prime system will be available in January 2023.

8. Q. This is a reimbursable grant, what is the timeline for reimbursement and what will be the responsibility of the partner to obtain reimbursement?

A. This is a reimbursed grant-funded contract. All funding is provided by the Economic Development Administration (EDA) and must be approved and confirmed before Vendor payments can be processed. As of this date, AMIP are to receive monthly invoices and receipts the third week of each month. OMA will then receive the total AMIP invoices, receipts, and report. EDA will reimburse OMA in approximately 45 days and will funnel funding throughout the state upon receipt. AMIP will reimburse contractors by direct deposit as soon as practicable upon receipt of OMA funding.

9. Q. Please outline as the key agent the support that will be offered by AMIP to partners.

A. AMIP will provide funding through this grant, support in employer connections and communications, and will be working with partners to meet all EDA reporting requirements. AMIP will augment efforts to identify and recruit new to manufacturing and upskilled candidates. AMIP will consolidate data entry into the OMA Prime system and confirm reporting with employers and contracted partners.

10. Q. Please outline what cannot be funded with this grant.

A. You may not use grant funds for:

1. Alcohol
2. Donations or Contributions
3. General Government Costs
4. Cost share or matching funds for other federal awards

For a full review please see attached EDA Grant Funds Fact sheet.



11. Q. What are the determinants for AMIP that the partner is meeting the goals of the grant initiative?

A. AMIP's ultimate regional grant goal is to provide 70 full time placements and 40 upskilled placements in advanced manufacturing in 5 Ohio Counties: Hamilton, Butler, Brown, Clermont, and Warren Counties. The grant will provide funding for wrap a round support services wrap around services (may include but are not limited to: transportation, childcare, mental and physical healthcare, legal services, counseling, education services, clothing, laptops, Wi-Fi, other learning equipment, work supplies, and financial counseling) to new and under-represented participants for successful job attainment and sustained employment in the manufacturing workforce. Funding for training is limited and subject to availability. AMIP prefers contractors to fulfill requirements, directly or though partnership with related or unrelated entities, all components addressed in sections A-E.

12. Q. In reviewing the AMIP RFP it was not clear on what training is fundable, is it the need of the manufacturing employer or must it meet specific certifications and training focused on broadband and Industry 4.0 adoption?

A. A specific certification is not required per the EDA. However, we highly recommend as it is a best practice to give the trainee the opportunity to have an industry recognized credential. There is limited reimbursable funding available for technical training. It is suggested to budget \$400 per individual for an industry recognized credential. Required training will be determined in partnership with AMIP and employers.

13. Q. Typically, with these grants as you are working with potential participants, new issues are raised on how to better service them; will there be some flexibility with this grant to make changes that may better impact the results of the outcome for the region's efforts, i.e., other training possibilities that formerly may not have been considered.

A. AMIP will assign budgets through this RFP process to attain the ultimate regional goal to provide 70 full time placements and 40 upskilled placements in advanced manufacturing in 5 Ohio Counties: Hamilton, Butler, Brown, Clermont, and Warren Counties. The grant provides some flexibility to provide wrap a round support services to under-represented participants for successful job attainment and sustained employment in the manufacturing workforce.



14. Q. Can there be joint partnerships with this grant – two potential partners working together on this effort?

A. Yes. AMIP prefers contractors to fulfill requirements, directly or through partnership with related or unrelated entities, all components addressed in section A-E.

15. Q. On page 8 you note under Proposal Instructions “Ability to accept EAD grant reimbursement policy”. Is this just a statement to inform the potential partner that this is a reimbursable grant? Or are there some other stipulations to be considered?

A. This is a reimbursed grant-funded contract. All funding is provided by the Economic Development Administration (EDA) and must be approved and confirmed before Vendor payments can be processed. As of this date, AMIP are to receive monthly invoices and receipts the third week of each month. OMA will then receive the total AMIP invoices, receipts, and report. EDA will reimburse OMA in approximately 45 days and will funnel funding throughout the state upon receipt. AMIP will reimburse contractors by direct deposit as soon as practicable upon receipt of OMA funding.

16. Q. Do you have any preferences on how the project budget is broken down or outlined?

A. Yes, please see Attachment B in the RFP, the Budget and Narrative page.

17. Q. It's my understanding that AMIP might select multiple organizations to partner with—some focused on specific areas/schools and some on others. Would you recommend we focus our RFP on Warren County, where our existing workforce initiative is, or include the counties/schools we are adding for the 23-24 school year? I want to make sure we are within scope. We can serve additional locations and would prefer to go for this so long as writing the RFP in this manner is not a hindrance.

A. AMIP's ultimate regional goal is to provide 70 full time placements and 40 upscaled placements in advanced manufacturing in 5 Ohio Counties: Hamilton, Butler, Brown, Clermont, and Warren Counties. The grant provides wrap a round support services to under-represented participants for successful job attainment and sustained employment in the manufacturing workforce. Due to the size of area to be covered and services to be available, it is possible that more than one proposal will be accepted.

18. Q. In reference to line A(a), are there preferred aptitude or interest screening tools/platforms already known or can we collaborate to make this determination?

A. AMIP will collaborate with the awardee to make the determination on interest screening.



19. Q. In reference to B(i), can you clarify the stipend that is referenced? Is this referring to the \$400 in line D(c) or separate? Further, can you provide clarity on the payment process for cohort members? Is there a preferred process for this or can we craft this in alignment with our proposed milestones?

A. For retention purposes, a stipend could be utilized as milestones are reached to retain each participant for up to one year. The proposal would recommend what this amount could be. The \$400 is a separate fund earmarked for technical training credential.

20. Q. As we discussed, (prior to the RFP release) you had preference for cohort members to be paid through their AMIP member company as opposed to our organization. With this in mind, when would cohort members become employees of AMIP member companies/join their payroll vs. receiving a cohort/program stipend?

A. As we are building cohorts for this grant, it is preferred that the employer pays the wages, and the stipends are paid through the program.