

**Request for Proposals (RFP)**  
**Empire State Development (ESD)**  
**Operation of Western New York Workforce Training Center (WTC)**  
**Buffalo, New York**

**Addendum 6:**  
**3<sup>rd</sup> Round of Responses to Questions on the RFP**  
**via email through May 20, 2016**

**Q23. By whom will the WTC staff be employed? State jobs (with benefits)? RF jobs (with benefits)? Or neither, and a non-profit?**

A23: If selected by ESD as the Operator of the WTC, that contractor (whether it be a not-for-profit or for-profit entity) would be the “employer” of the WTC staff. In terms of pay/benefit structures, that would be within the purview of the selected Operator.

**Q24. On p. 66 of the business plan, the second bullet mentions supervisory support for wraparound services. Who is providing this: the WTC or the wrap-around non-profit service provider?**

A24. This section in the Draft Business Plan is specifying the assumptions that went into the WTC budget for that particular operating model. As noted on a bullet on the same page, it is assumed that the WTC would receive most wraparound services at no cost, with the exception of the costs associated with the lead wraparound provider, which was included in the budget.

Nevertheless, ESD is fully open to prospective Operators to propose their own operating assumptions and estimates, provided their proposed model meets the overall objectives of the WTC.

**Q25. Can the operator’s organization deliver some of the wraparound services?**

A25. Yes. On page 7 of the RFP, it is stated that the wraparound support services may either be self-provided by the Operator or through outside agreements between the Operator and other organizations.

**Q26. Is the Operator the same as the executive director?**

A26. The “Operator” would be the for-profit or not-for-profit entity/organization that would hold a contract with ESD to run the WTC. It is assumed that the “Executive Director” would be the lead member of the Operator’s staff.