



Addendum #1 – Questions & Answers

Release Date: October 24, 2019

The following is a list of responses to questions submitted by prospective respondents (“Respondents”) to the **Request for Proposals (RFP) - NYS MWBE Business Growth Accelerator (BGA)**.

No.	Question	Answer
1	There seems to be a discrepancy between the “Matching Dollars/Matching Funds” information on Page 2 and on Page 10.	Correct. It was an error. The correct percentage is on Page 10 as 20%.
2	Is the “at least 50% match” only to the third award match or to all three award matches?	All three award matches.
3	What if an applicant business is not MWBE certified, but they do qualify. Is already being MWBE certified Mandatory?	To be a cohort participant firm, MWBE certification is mandatory. To be an incubator, MWBE certification is not mandatory, but the incubator must meet the goals requirement pursuant to IX. vi. Page 22.
4	Is there flexibility on the requirement that business have \$100k+ annual revenue?	No there is no flexibility.
5	Do we have to do a class for incubator members that is separate from the EAC class that we already offer?	Yes. A successful bidder must produce a curriculum that encompasses the categories in Section III.
6	Is it true the ESD will have the ability to approve or reject potential program participants?	Yes
7	Our incubator program serves only businesses in the food industry. Can we be industry-specific for this program?	No. The program is designed to train/coach firms in back-end office skills and not necessarily their specific industry.



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8	Will existing BGAs have to surrender their contract for another organization to be awarded in their region?	All proposals will be review equally. The selections will be made independently from prior year grantees
9	Is there flexibility on course duration, state date, and goals.	Section III training duration and metrics sets the parameters of how the training is expected to be done.
10	How do you define the “requires 85% “graduation” rate?	Graduation from the BGA is the firm’s successful development of Business Growth plan and presentation of their plan.
11	Will it be possible for me to submit a bid proposal even though my NYS MWBE Application is in pending mode?	To be an incubator, MWBE certification is not mandatory, but the incubator must meet the goals requirement pursuant to IX. vi. Page 22.
12	Are there penalties if we don’t meet goals, such as the 85% graduation rate?	In the event, the grantee does not meet the minimum of at least 75% of the standards listed, ESD has the right to reduce the grant amount.

All contacts/inquiries shall be made by email to the following address:

BGA2019RFP@esd.ny.gov

This RFP is posted on the Empire State Development website:

<https://esd.ny.gov/doing-business-ny/requests-proposals>