

Industry Partnership RFP  
Q&A

**Update #1 September 23, 2014**

Q: How are we required to submit our proposals?

A: Five hard copies and one electronic.

Q: 25% OR 75% match requirement—is that cash or in kind?

A: Either kind of match qualifies. Cash matches will make you more competitive.

Q: Can one entity apply for more than one grant?

A: Yes, you may end up competing with yourself, but no exclusion for this.

Q: Are any considerations given for a larger area being served versus smaller, or multiple areas?

A: Yes. If you have a regional proposal that is in sync with how the sector operates, and you can put together that type of proposal, that is desirable. If your sector/industry partnership operates at the local level then your proposal can reflect that. Proposals that represent multiple workforce areas or other defined regions do not have to meet the designated funding limits, as noted at the top of page 10 of the RFP.

Q: Can partnerships cross state lines?

A: Yes.

Q: Are you looking for one letter of support per entity, or one document signed by all entities?

A: Either. Whatever you have to define the partnership is fine for documentation. You are required to name 10 or more individual industry representatives who are committed to your partnership.

Q: Is it a requirement to have organized labor participation in our partnership?

A: If you are operating in a sector and a geography that incorporates union representation, then such involvement is appropriate and preferred. If your sector or geography does not include representation from organized labor, think about how you can ensure that the voice and the needs of workers are incorporated into your strategies.