

Regional RFP Questions and Answers

November 23, 2011

Q. Is the regional RFPs online/available? I would like to glance at it if possible.

A. It is located at www.iowaeconomicdevelopment.com under Partner Information section.

Q. May our region host training on Synchronist for its members and utilize grant funds to do it? We're thinking of teaching newer folks and refreshing "older" ones on how to use the reports – and specifically use the information in tweaking our marketing efforts.

A. Yes.

Q. Was there supposed to be a sample Attachment #2 & #3 included in the RFP? Attachment #1 is included. As far as Attachment #3 – Cost Proposal, is there a template you would like us to use? Or do we create our own? Will a letter of Funding Commitment suffice for the local match or do we have to show that all match has been deposited into our regional account?

A. The RFP was amended on November 23, 2011 to reflect the attachments correctly. There is a template for the Cost Proposal. A letter commitment from each organization will suffice to demonstrate local match.

Q. On the regions app on the website, every now and then a word or letter is missing. Is there any way that you might be able to send me the app in Word or different file type?

A. The RFP was amended on November 23, 2011 to address the clerical errors.

Q. Current funding ends June 30, 2012. Then what?

A. This Regional Marketing Program was funded through the Grow Iowa Values Fund and that funding ends June 30, 2012. Additional funding will require legislative action.

Q. Marketing of sites/buildings through certified shovel ready site program. Does this include getting the certification or is it only for marketing those that have been certified? How long is the certification process and what is the cost. I didn't find the list of consultants who help get sites certified, either.

A. The RFP was amended on November 23, 2011 to reflect marketing of industrial sites, but that does not require a region to do that through the Certified Shovel Ready Site Program. For more information on the Certified Shovel Ready Site Program please contact Chris Cataldo at 515.725.3157.

Q. The list of eligible projects listed on page 3-4 of the RFP is much more extensive. I assume these are eligible, but the two targeted areas will be scored higher? Are you funding external marketing or workforce development initiatives this coming funding cycle or is it strictly the certified site program and Synchronist?

A. The two targeted areas will be scored higher, but all proposals submitted according the RFP criteria will be accepted.

Q. One focused target is to increase existing industry efforts through Synchronist sub-licenses. We already do this. Would the cost still be covered with the grant? And – our economic developers do the visits, but can we hire an intern to enter the data?

A. Typically these funds have not been applied towards positions or staffing, but you can fund that through your own match. You may list your Synchronist sub license as part of your expenses as one aspect of your overall plan.

Q. Our region is considering joining WEDA to gain access to site selectors and trade show relationships. Would this be an eligible expense under the new RFP?

A. Typically state funds have not been applied towards memberships, but a region may fund that through its own local match.

Q. If a region currently has a contract with the State can they apply for new funding (overlapping contracts)?

A. The new RFP and contracts will require new match. The funding can't overlap, but the timing may.