

Child Care Business Technical Assistance Program

CDD-BTA-07-27-22

Question	Answer
1. Can 501 (c) (6) organizations apply for this opportunity?	1. Yes, there are no restrictions around the type of organization that can apply. Please refer to the RFA section 2.2 for Eligibility Criteria.
2. How much funding is available or set aside for the specifications described in the RFA and is ARPA funding the only source of funds that will be used to fund the services included in the RFA?	2. It is not standard State practice to include potential funding amounts for RFA and RFP opportunities. The State asks vendors to submit proposals for review at their best pricing. The State will review proposals received and make decisions in the State's best interest. At this time, it is anticipated that ARPA funding will be the only source of funds for the program in this initial grant term through 9/30/2023.
3. Can multiple organizations partner for one application?	3. Yes, multiple organizations can partner together and present one application with the main collaborator as the submitting applicant.
4. What was the goal or reason for lowering the points in the RFA rubric for "Applicants Capacity to Perform" and increasing the points for "Responsiveness to Specifications"?	4. It is the State's intention to weigh more heavily section C. Responsiveness to Specifications to encourage applicants to submit a thorough, detailed Program proposal that addresses each item outlined in section 3.2 Application Requirements. Section 3.2 has multiple requirements that involve addressing individual specifications outlined in Attachment A, Section D: Specifications. The State identified that this section would have the largest response in the application and therefore felt it warranted a heavier weight on the scoring rubric.
5. The RFA includes strategies such as Networks, Shared Service, Technology, Training, Coaching, to name a few. Are the strategies weighted evenly when reviewed or are there specific strategies that are considered by the issuing agency (CDD) to be more essential or effective?	5. The supporting services and strategies included in the RFA are all weighted equally. The goal is for them being to ensure that childcare business have adequate support to help start, sustain, and/or grow their business. Therefore, the review committee will be evaluating applications on how well bidders develop and explain these strategies to help support sustainable business practices among child care providers.
6. The RFA describes funding available through 9/30/2024 but asks for a 3-year proforma budget and refers to creating this budget after the grant term in consultation with CDD. Is there an expectation/possibility that the State may partner beyond the terms of the RFA for services—and related?	6. While at this time funding is available through 9/30/24, the State's intention is for the Program to become a long-term support service for child care businesses across the State, funding permitted. Specification 19 in Attachment A requests a revised proforma budget to assist the State in understanding the cost of continuing the Program after full implementation to allow for content adjustments for subsequent grant terms based on funding availability.
7. The proforma budget is a new element of the application - how will it be weighted compared to other elements of the application?	7. This portion of the application will be weighed along with other items related to program cost and overall fit and best value for the State outlined in section D on the score rubric in section 2.2.2 of the RFA.

Child Care Business Technical Assistance Program
CDD-BTA-07-27-22

Question	Answer
8. Can you say a little more about what you mean by integrated into existing network of care?	The early childhood sector and/or network of care currently has a lot of services that are being provided to childcare businesses and families to help support them gaining access to high quality childcare. The goal of the Business Technical Assistance Program (BTAP) is for it to serve in addition to and work closely with all of the other supporting agencies, organizations, programs, and/or services in the sector. As such it is critical that the business support service(s) developed through this program are fully integrated and aligned to those other supports to fully leverage what is already in place as well as build upon those, rather than running parallel or operating separately, to ensure an integrated and aligned system of care and supports.
9. Can you share more about what you mean about it being really important to spend time to plan what this program will look like? It also talks about in the RFA about working with the Child Development Division to plan with the program will look like. Can you provide more guidance around that?	<p>In the RFA the State has shared what services it wants the bidder to provide to child care businesses; the State wants the bidder to tell us <u>how</u> they propose providing those services. In other words, the State has an idea of what services it wants provided, but it does not necessarily have the exact design of how those services should be delivered.</p> <p>After the grant is awarded, there will of course be a lot of collaboration between CDD and the successful bidder as the program is fully developed and implemented. For example, if upon successful notification, the State and its partner are working on the program and the proposed design has a complication due to some type of state or federal limitation, the design may need to be shifted to adhere to and/or align with a government regulation or policy. Likewise, there may be an opportunity to leverage something that is already existing and so the design may shift to leverage that resource. That is where the collaborative process really comes in.</p>