

OEWD Request for Proposals RFP#234
Community Economic Development; Workforce Development; and Office of Small Business Divisions
Office of Economic and Workforce Development
Final Posting 10/22/25, Updated 10/27/25.

#	Date/Time of Submission	Method of Submission	Name	Organization	Question	Response	Response Date
1	10/8/2025	Email	Crystal Lê	Lawyers' Committee for Civil Rights of the San Francisco Bay Area	<p>I hope you're well and taking good care! My organization, LCCRSF, was awarded CDBG funds under RFP #213 Small Business & Micro-enterprise Technical Assistance in FY 19/20. We are very grateful these funds have been renewed every year since. I understand that FY 25/26 is the last year of this procurement and that OEWD is opening a new cycle through which we'll need to re-apply for CDBG funds.</p> <p>Should we consider the latest RFP #234 as said bid opportunity? I noticed that Program Area D: Technical Assistance to Small Businesses in Low-Moderate Income Neighborhoods names CDBG as the funding source—is this intended as a revamping of RFP #213's Small Business and Micro-enterprise Technical Assistance CDBG program? Or can we expect the program to be included in a separate RFP?</p>	Yes, Program Area D: Technical Assistance to Small Businesses in Low-Moderate Income Neighborhoods, is the new procurement using CDBG funds. There will not be a separate RFP.	10/10/2025

2	10/9/2025	Email	Noelle Bonner	Bonner Communications	<p>Dear OEWD Procurement Team,</p> <p>I am writing to request clarification regarding RFP 234 eligibility requirements. Specifically, I noted that Programs A (ScaleUp SF), C (Citywide Business Outreach Targeting Spanish-Language Businesses), and F (Citywide Business Outreach Targeting Chinese-Language Businesses) are among the program areas limited to nonprofit applicants only.</p> <p>Given that these program areas are focused on connecting small businesses to resources, providing technical assistance, and supporting business development, I wanted to better understand the rationale for excluding for-profit entities — particularly City-certified Local Business Enterprises (LBEs) — from applying.</p> <p>For-profit professional services firms, especially LBEs, often have the direct experience, capacity, and infrastructure to deliver high-quality technical assistance, outreach, and business support services. It would seem that their participation could further advance the City’s equity and economic development goals by broadening the pool of qualified providers.</p> <p>Could you please provide more context on:</p> <p>Why for-profit organizations are ineligible for these specific program areas;</p> <p>Whether OEWD has considered allowing for-profit LBEs to compete for this work; and</p> <p>If there may be future opportunities for for-profit firms to deliver similar technical assistance or outreach services.</p> <p>Thank you for your time and clarification.</p>	<p>The Scale Up SF Program is built on collaboration. Every funded organization is expected to bring its unique strengths to the table, working together to deliver technical assistance that truly moves San Francisco’s small businesses forward. Each organization must engage specialists and contractors — including LBEs, Micro-LBEs, and SBA-LBEs — who serve as subject matter experts across six key business development areas.</p> <p>Non-Profit Budgets should reflect this partnership model by including qualified contractors who are in good standing with both the State of California and the State Attorney General’s Office. These partnerships aren’t just compliance—they’re strategy. By aligning expertise and resources, we create a stronger, smarter ecosystem that supports growth where it matters most. I would say similarly for the area I’m procuring.</p> <p>For area F we are looking particularly for non profit partners as they are connected to the community and have the capacity to understand the dynamics that exist in supporting small business, commercial corridors as a whole, and working with the city to develop strategy.</p>	10/21/2025
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3	10/14/2025	Email	Sabrina Adams	Working Solutions CDFI	<p>Good morning,</p> <p>I am the Grants Officer with Working Solutions CDFI. We are currently considering OEWD's RFP 234, Program Area D.</p> <p>I am reaching out to see if there is a Word version of the application questions for RFP 234.</p> <p>Thank you so much.</p> <p>Warm regards,</p> <p>Sabrina</p>	<p>Good afternoon. My apologies — I misspoke earlier. We are able to provide a Word version of Appendix A: Proposal Questions. Please see the attached document.</p>	10/15/2025
4	10/14/2025	RFP 234 Technical Assistance Conference	Liz Jackson Simpson	Centers for Equity and Success, Inc	Is there more than Federal Funds going into this solicitation?	Yes. This solicitation includes multiple funding sources — General Fund, WIOA, CDBG, and Addback funds.	10/14/2025
5	10/14/2025	RFP 234 Technical Assistance Conference	Liz Jackson Simpson	Centers for Equity and Success, Inc	Where should Cannabis Programs apply? K?	Yes, that is correct.	10/14/2025
6	10/14/2025	RFP 234 Technical Assistance Conference	Melody Hernandez		For “Industries of Opportunity- Urban Agriculture”, is the funding intended for youth/TAY? Or all ages?	The funding is intended for all ages, not limited to youth or TAY. The program serves unemployed and underemployed San Francisco residents across targeted neighborhoods.	10/14/2025
7	10/14/2025	RFP 234 Technical Assistance Conference	Liz Jackson Simpson	Centers for Equity and Success, Inc	Is this grant period timeline going to coincide with the larger OEWD Workforce RFP coming out in the Spring?	No, the grant period for this solicitation will not coincide with the larger OEWD Workforce RFP anticipated for Spring 2025. We are expecting awarded organizations under RFP 234 to begin their contracts on or after January 1, 2026.	10/14/2025
8	10/14/2025	RFP 234 Technical Assistance Conference	Nick Colella	San Francisco Community Music Center	Do applying orgs have 5 million expense budget cap?	No, there is no \$5 million expense budget cap for applicants under Program Area I: Industries of Opportunity – Arts and Entertainment. The RFP does not specify an organizational budget limit. All eligible	10/14/2025

						nonprofit organizations may apply, provided their proposed budget is reasonable, aligns with program goals, and does not exceed the \$350,000 funding cap for 24 months of service.	
9	10/14/2025	RFP 234 Technical Assistance Conference	Abby Ha	Women's Audio Mission	For Areas of Opportunity - Arts and Entertainment (Area I), is there a WFD participant number requirement?	There is no specific Workforce Development (WFD) participant number requirement listed for Program Area I: Industries of Opportunity – Arts and Entertainment. The RFP only outlines performance expectations, but does not specify a minimum or target number of participants to be served. Participant targets and expectations would be discussed and finalized during contract negotiations if your organization is awarded.	10/14/2025
10	10/14/2025	RFP 234 Technical Assistance Conference	Laurence Jones	Children's Council of San Francisco	<p>HUD defines family child care businesses as eligible micro-enterprises that operate from the provider's home and serve their surrounding low- to moderate-income communities. Can you confirm whether Family Child Care businesses would be considered eligible small businesses under Area D: Technical Assistance to Small Businesses in Low- to Moderate-Income Neighborhoods (18B)?</p> <p>Our program provides technical assistance and training to home-based Family Child Care providers, many of whom operate in these neighborhoods, and we'd like to understand whether they fall within the intended target population for this program area.</p>	Yes — Family Child Care (FCC) businesses qualify as eligible small businesses under Area D (18B) if they meet the criteria as micro-enterprises serving low- to moderate-income communities. Organizations providing services citywide or across multiple eligible neighborhoods must still submit one proposal per neighborhood they intend to serve, as outlined in the RFP. However, applicants may propose up to four neighborhoods within the program area, and OEWD will award funding in only one.	10/14/2025

11	10/14/2025	RFP 234 Technical Assistance Conference	Laurence Jones	Children's Council of San Francisco	<p>The RFP mentions that applicants must submit one proposal per eligible neighborhood. Since our program provides technical assistance to Family Child Care businesses across multiple low- to moderate-income neighborhoods, can you clarify whether this restriction applies only to organizations providing corridor-based, storefront support?</p> <p>If our services are delivered citywide or across several eligible neighborhoods, would OEWD consider a single proposal that encompasses multiple neighborhoods, or would separate submissions still be required?</p>	<p>Yes — Family Child Care (FCC) businesses qualify as eligible small businesses under Area D (18B) if they meet the criteria as micro-enterprises serving low- to moderate-income communities. Organizations providing services citywide or across multiple eligible neighborhoods must still submit one proposal per neighborhood they intend to serve, as outlined in the RFP. However, applicants may propose up to four neighborhoods within the program area, and OEWD will award funding in only one.</p>	10/14/2025
12	10/14/2025	RFP 234 Technical Assistance Conference	Liz Jackson Simpson	Centers for Equity and Success, Inc	<p>If the program is intended to be citywide, its that permissible?</p>	<p>Yes, a citywide program is permissible under Program Area K (Urban Agriculture). The solicitation specifies that services must be made available to all San Francisco residents, with a particular focus on outreach to the listed zip codes.</p> <p>This means applicants may design and operate a citywide program model, as long as their outreach and recruitment strategies intentionally engage residents from historically underserved or priority neighborhoods identified in the RFP.</p> <p>In summary, programs may serve participants across San Francisco, provided they demonstrate equitable access, inclusive outreach, and alignment with the Program Area’s goals of advancing sustainability, food justice,</p>	10/14/2025

						and workforce development opportunities citywide.	
13	10/14/2025	RFP 234 Technical Assistance Conference	Jae Maldonado		Will you be reviewing Industry J - Education on this call?	Yes.	10/14/2025
14	10/14/2025	RFP 234 Technical Assistance Conference	Liz Jackson Simpson	Centers for Equity and Success, Inc	There is only Federal dollars identified in this category. Will general funds be added? If so, how much?	At this time, we do not know the exact amount of General Fund that will be allocated to this program area. However, Program Area K identifies San Francisco General Fund, WIOA, and CDBG as potential funding sources for this solicitation.	10/14/2025
15	10/14/2025	RFP 234 Technical Assistance Conference	Liz Jackson Simpson	Centers for Equity and Success, Inc	Program Area K indicates WIOA and CDBG resources	At this time, we do not know the exact amount of General Fund that will be allocated to this program area. However, Program Area K identifies San Francisco General Fund, WIOA, and CDBG as potential funding sources for this solicitation.	10/14/2025
16	10/14/2025	RFP 234 Technical Assistance Conference	Paawan Kothari	N/A	How will the 75 businesses be selected to participate in this program?	Each funded organization in the Scale Up SF Program will take the lead in evaluating and ranking small business applicants using a structured points system aligned with the program's core goals. The highest-scoring applicants will be invited to join the program—as long as they	10/14/2025

						commit to the required time and participation.	
17	10/14/2025	RFP 234 Technical Assistance Conference	Jennifer Li		For this Program Area D, since the Portola is an LMI neighborhood, does that count or does it have to be specifically the neighborhoods listed?	For Program D, it must be one of the neighborhoods specifically listed in the RFP. While the Portola is recognized as a low- to moderate-income (LMI) area, only the neighborhoods explicitly identified in the solicitation are eligible for funding under Program Area D.	10/14/2025
18	10/14/2025	RFP 234 Technical Assistance Conference	Tania Curry		Will this webinar be posted on the website?	Yes, the webinar will be posted on the OEWD website following the session for public access.	10/14/2025
19	10/14/2025	RFP 234 Technical Assistance Conference	Nick Colella	San Francisco Community Music Center	For Program Area I: Are there any budget restrictions on coordinating organizations, for example, SF State and SF Conservatory of Music?	There are no specific budget restrictions for coordinating organizations like SF State or the SF Conservatory of Music. Budgets must simply be reasonable, necessary, and directly tied to program delivery, with all costs reviewed and approved during contract negotiations.	10/14/2025
20	10/14/2025	RFP 234 Technical Assistance Conference	Abby Ha	Women's Audio Mission	For this contract start date, how far past Jan 1, 2026 can the contract officially begin?	The contract start date does not have to be fixed to a specific day, but it must fall within the anticipated start period outlined in the RFP (e.g., on or after January 1, 2026 for this program area).	10/14/2025
21	10/14/2025	RFP 234 Technical Assistance Conference	Nick Colella	San Francisco Community Music Center	For Program Area I: Does the start date of this grant have to be January 1st, 2026, or will the start date be determined later by OEWD?	The start date does not have to be January 1, 2026. That is the earliest anticipated start. The final start date will be set during contract negotiations based on award timing, contract execution—not earlier than Jan 1, 2026.	10/14/2025

22	10/14/2025	RFP 234 Technical Assistance Conference	Nick Colella	San Francisco Community Music Center	For Program Area I: Do applying orgs have 5 million expense budget cap?	No, there is no \$5 million expense budget cap for applicants under Program Area I: Industries of Opportunity – Arts and Entertainment. The RFP does not specify an organizational budget limit. All eligible nonprofit organizations may apply, provided their proposed budget is reasonable, aligns with program goals, and does not exceed the \$350,000 funding cap for 24 months of service.	10/14/2025
23	10/14/2025	RFP 234 Technical Assistance Conference	Abby Ha	Women's Audio Mission	Does the contract start date have to be within a certain timeframe? i.e. asking for a 6-8 month planning period in contract negotiations	The contract start date does not have to be fixed to a specific day, but it must fall within the anticipated start period outlined in the RFP (e.g., on or after January 1, 2026 for this program area).	10/14/2025
24	10/14/2025	RFP 234 Technical Assistance Conference	Laurence Jones	Children's Council of San Francisco	how does one submit the supplementary questions?	Supplementary questions should be embedded directly into your RFP 234 online application. I recommend first reviewing the supplementary questions listed for your specific program area in the RFP, then incorporating your responses into the corresponding fields within the online application.	10/14/2025
25	10/14/2025	RFP 234 Technical Assistance Conference	Alix Holleschau	SFMade	For program area D: Does the target population have to have a public storefront or otherwise sell directly to the public such as ecommerce? For example, would a b2b business not qualify as the target population?	The target population must provide goods and services to all residents of an area that is primarily residential, regardless of income. Therefore, a B2B enterprise would not qualify as the target population under this program area.	10/14/2025

####	10/14/2025	RFP 234 Technical Assistance Conference	Alix Holleschau	SFMade	For Program Area A: Do target companies have to go through specific training programs with OEWD/CED or are there programs provided through partners that are eligible? E.g. what sort of training programs make a company eligible?	<p>Below is a list of organizations offered certified training programs for SF businesses. To be eligible, companies must have completed a minimum of 10 hours in one of these programs, overseen by OEWD/CED, between 2021 and 2024. These programs should have been funded by OEWD/CED and delivered in partnership with the organizations listed below.</p> <p>Blissen and SF Tech Council Focus Areas: Seniors (Ages 50+) Languages: English Calle 24 Focus Areas: Mission district, one-on-one counseling Languages: English, Spanish Children's Council of San Francisco Focus Areas: Childcare Languages: English Clecha Focus Areas: Latino entrepreneurs Languages: English, Spanish En2Action Focus Areas: Marketing, food incubation Languages: English La Cocina Focus Areas: Food incubation Languages: English, Spanish Mission Economic Development Agency (MEDA) Focus Areas: Latino entrepreneurs Languages: English, Spanish New Community Leadership Foundation</p>	10/15/2025
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27	10/14/2025	RFP 234 Technical Assistance Conference	Ri-Karlo Handy	Sunwise Media/Handy Foundation	For program areas I and J: does a nonprofit seeking an award need to be physically located in SF to apply or must it simply serve those physically located in SF?	Nonprofits do not need to be physically located in San Francisco to apply for Program Areas I or J. However, they must serve individuals who are physically located in San Francisco and demonstrate a strong connection and capacity to deliver services to San Francisco residents.	10/15/2025

						Applicants should clearly outline how their programming, partnerships, and outreach efforts will effectively reach and benefit San Franciscans, even if their main office is outside the city.	
28	10/14/2025	RFP 234 Technical Assistance Conference	Katherine Fuentes	Upwards	What if our organization is completely remote, how does that work for the physical location requirements?	<p>Some program areas under RFP 234 do require a physical location in San Francisco, while others do not.</p> <p>If a physical location is listed in your specific program area, your organization must be able to operate or provide services from a site within San Francisco.</p> <p>For program areas that do not require a physical location, fully remote organizations are eligible to apply as long as they can:</p> <ol style="list-style-type: none"> 1. Deliver services and programming to San Francisco residents, 2. Demonstrate a strong service presence (virtual, hybrid, or through local partnerships), and 3. Comply with all City contracting and reporting requirements. 	10/15/2025
29	10/14/2025	RFP 234 Technical Assistance Conference	Ri-Karlo Handy	Sunwise Media/Handy Foundation	And to clarify, our nonprofit is HQed in California and serves underserved populations throughout the state	Your nonprofit can apply if it's based in California, but your program proposal must clearly demonstrate service delivery, outreach, and impact within San Francisco.	10/15/2025

30	10/14/2025	Email	Alix Holleschau	SFMade	<p>Hello,</p> <p>We have a couple of questions about some sections of RFP #234.</p> <p><u>Program Area A</u></p> <p>Question #1</p> <ul style="list-style-type: none"> - Target Population states companies must have successfully completed a training program under OEWD or CED between 2021 and 2024. - What are these programs, specifically? Were they only offered by OEWD/CED or were there programs administered by partner organizations? E.g. what sort of training programs make a company eligible? - Said in another way: Is there a specific list of companies OEWD/CED will be providing that indicate who successfully completed these programs? <p>Question #2</p> <ul style="list-style-type: none"> - To what degree can a grantee utilize outside expert support, within their awarded core service area, to help serve the selected business? For example, Core Service Area 2: Could a business be connected with an expert to help them with their Personnel and Payroll or Strategic Hiring plan? - Or must that work solely be offered by program staff within the grantee's org? <p><u>Program Area D</u></p> <ul style="list-style-type: none"> - Target population must provide goods and services to one or more of the identified LMI neighborhoods where they serve everyone in that neighborhood. As such, B2B businesses would not fall under this target population. - What about businesses who operate or manufacture a product in these neighborhoods and only sell online? Or if they sell in markets and pop-ups around the city? - For example, if a company makes a packaged food product that is sold online or in retail, would they count? 	<p>Area A:</p> <p>Question 1</p> <p>Businesses could have attended any business training program funded by OEWD during the time period. There isn't a specific list however, the business can provide a certificate or letter from the training provider confirming their participation in a program. The business should confirm with their training provider if the program they attended was OEWD funded.</p> <p>Question 2</p> <p>The Scale Up SF Program relies on collaboration. Funded organizations must combine their strengths to provide technical assistance, helping San Francisco's small businesses grow. Each organization must engage specialists and contractors (LBEs, Micro-LBEs, and SBA-LBEs) as experts in six key business development areas. Non-profit budgets should include qualified contractors approved by the State of California and the State Attorney General's Office.</p> <p>Area D: Based on the HUD guidelines, Low-moderate income area benefit (LMA) must provide goods and services to residents in the eligible area where 51% or more of the residents are low-mod. Based on your question, if the business receiving technical assistance only manufactures in the eligible area and does not provide the</p>	10/21/2025
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						good or service to the public, it is not eligible	
31	10/15/2025	Email	Genny Price	Centers for Equity and Success, Inc	<p>Hello:</p> <p>I would like to submit the following question for RFP 234:</p> <p>"Can you confirm that there are sufficient General Fund dollars in Section K (Urban Agriculture) to support a cannabis training program's full activities as outlined in the rfp since federal funds such as CDBG and WIOA cannot be used for cannabis-related programs?"</p>	<p>Yes. Program Area K (Urban Agriculture) includes General Fund dollars, which may be used to fully support program activities involving cannabis-related training or workforce development, as these funds are not subject to federal restrictions.</p> <p>While this Program Area includes WIOA and CDBG funds, any cannabis-related components must be funded exclusively through General Fund dollars, since federal funds cannot be used for cannabis-related activities.</p>	10/15/2025

						It's important to note that cannabis training may represent only one aspect of this Program Area, which more broadly supports urban agriculture and workforce development initiatives that promote sustainability, food justice, and equitable community economic growth.	
32	10/14/2025	Email	Alix Holleschau	SFMADE	<p>Hello,</p> <p>For Program Area A: Does OEWD/CED have a list of eligible businesses who successfully completed the 10+ hours of training required to be in the target population? Or is there a way to review businesses who meet this criteria prior to being awarded the grant?</p>	CED has compiled a list of businesses that have successfully completed over 10 hours of training.	10/15/2025
33	10/16/2025	Email	Genevieve Armah-Leighton	Ruth Williams Bayview Opera House	<p>Hello,</p> <p>Is there an age requirement for Area I and if so what is it? How much or what percentage of the budget can be shifted around after being awarded?</p>	<p>Good morning. Please see the responses to your questions below:</p> <p>1. For Area I, there is no specific age requirement stated in the solicitation. However, OEWD workforce programs are generally designed for individuals ages 16 and older, with an emphasis on adult populations for programs that are not specifically designated to serve youth ages 16–17.</p> <p>2. The percentage or amount of the budget that can be shifted will be determined during budget negotiations, if awarded. Any proposed reallocation would need to be reviewed and approved by OEWD to ensure compliance with funding requirements and consistency with the approved scope of work.</p>	10/20/2025

34	10/17/2025	Email	Erika Stalder	N/A	<p>Hi Team OEWD,</p> <p>I write on behalf of a nonprofit in education and the arts in regard to SF OEWD RFP #234:</p> <p>For program area J: Industries of Opportunity – Education, would a federally registered apprenticeship program or programs (RAPs) qualify as postsecondary education? --> For context, our federally registered DAS (CA Department of Standards) RAPs train workers new to or transitioning into entertainment industry trade occupations in competencies for which they earn industry-recognized certifications. Trainees complete competency-based, paid, on-the-job (OTJ) training in the RAP. We partner with school districts, community-based organizations, employers and unions to recruit trainees; provide paid, OTJ training and job placement; and more. Our apprentices tend to come from underserved populations.</p> <p>With the above in mind, would these Federally-registered DAS RAPs qualify at postsecondary education and as such, would our org qualify to apply for program area J: Industries of Opportunity – Education funding offered in OEWD RFP #234?</p> <p>Thank you for the clarification,</p>	<p>A Registered Apprenticeship Program or programs (RAPs) would qualify as postsecondary education credential under Program Area J: Industries of Opportunity – Education. The Department of Labor definition of a recognized postsecondary education credential includes a certificate of completion of an apprenticeship as well as industry-recognized certificate and associate or baccalaureate degree.</p> <p>Therefore, a federally registered DAS (California Department of Apprenticeship Standards) RAP—which provides paid, competency-based on-the-job training leading to industry-recognized certifications—meets the criteria for postsecondary education.</p> <p>Your organization would be eligible to apply for Program Area J funding, provided all other requirements outlined in RFP #234 are met.</p>	10/20/2025
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35	10/14/2025	Email	Frances Friedland	Arts Media Entertainment Institute	<p>Dear RFP Administrator,</p> <p>On behalf of the Arts, Media & Entertainment (AME) Institute, I am writing to request clarification regarding Request for Proposals (RFP) #234 – Community Economic Development (CED); Workforce Development (WD); and Office of Small Business (OSB), issued by the Office of Economic and Workforce Development (OEWD).</p> <p>The AME Institute is a nonprofit organization that connects educators with the creative industries to transform classrooms, empower students, and build the creative workforce of tomorrow. We are preparing to submit a proposal to support our Bay Area Pop-Up (see attached one-pager), a professional development event designed to equip arts, media, and entertainment educators with industry-aligned skills and resources that strengthen student pathways into creative careers.</p> <p>We would appreciate clarification on the following two points:</p> <p>1. Program Area Alignment: Given the focus of our initiative on creative-industry workforce development for educators and students, should our proposal be submitted under Area I: Industries of Opportunity – Arts & Entertainment or Area J: Industries of Opportunity – Education within the Workforce Development Division?</p> <p>2. Multi-Year Funding Requests: For multi-year initiatives, would it be preferable to request funding for the first year (2026) while indicating plans to secure support for subsequent years, or to request the full three-year funding amount within this application? We note that RFP #234 specifies that initial contract terms may be up to two years, with the possibility of extensions for an additional four years, contingent upon performance and funding availability.</p> <p>Thank you for your time and guidance. We look forward to submitting a proposal that aligns with OEWD’s goals and priorities under RFP #234.</p>	<p>Thank you for your inquiry regarding RFP #234 – Community Economic Development (CED); Workforce Development (WD); and Office of Small Business (OSB).</p> <p>1. Program Area Alignment: While OEWD can provide clarification on program area scopes, we are unable to advise applicants on which specific Program Area to apply under, as doing so could be construed as influencing the competitive solicitation process. We encourage you to carefully review the descriptions for Program Area I: Industries of Opportunity – Arts & Entertainment and Program Area J: Industries of Opportunity – Education in the RFP to determine which most closely aligns with your organization’s proposed scope, target population, and intended outcomes.</p> <p>Program Area I focuses on advancing workforce opportunities in the creative and entertainment sectors, supporting training, career readiness, and job placement in arts-related industries. Program Area J focuses on strengthening educational and workforce pathways, emphasizing instruction, training, and credentialing that expand access to high-quality employment opportunities through education-aligned strategies.</p>	10/20/2025
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36	10/14/2025	Email	Dan Schmid	Renaissance Center	<p>Dear OEWD Procurement Team,</p> <p>Thank you for the opportunity to submit questions regarding RFP 234. We have three questions (two related to Program A and one for Program D):</p> <p>1) Could you please clarify on Program A whether the goal of serving 75 businesses is per grantee or a total shared across all grantees?</p> <p>2) If a client received assistance from us in multiple areas for Program A (eg., business coaching, loans, and branding), can one letter of support from that client be used across all three Program A applications, or do you require distinct letters from separate clients for each application (eg., 6 different clients)?</p> <p>3) Could you please confirm on Program D whether the \$200,000 maximum funding amount is intended as \$200,000</p>	<p>1) For Program A total shared across all grantees. 2) One letter of support from that client be used across all three Program A applications 3) The \$200,000 maximum funding amount listed for Program Area D is intended to represent up to \$200,000 per year, with a potential contract term of up to four years, subject to performance and funding availability. This means the total potential funding over four years could be up to \$800,000. Please note that final award amounts and funding durations will be determined</p>	

					<p>per year (up to \$800,000 total over four years), or \$200,000 total for the entire four-year term?</p> <p>Thank you again for the chance to ask these questions and for the opportunity to apply.</p>	<p>during contract negotiations based on available resources, program performance, and alignment with OEWD’s funding priorities.</p>	
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37	10/14/2025	Email	Britt Hayse	PRC	<p>Please find the questions below related to the OEWD RFP 234: Community Economic Development; Workforce Development; and Office of Small Business Divisions</p> <ol style="list-style-type: none"> 1. Why is BH Clinician included under the Public Safety Academy – is this intended for clinical training programs as well as community-based programs? 2. For the Applicant Qualifications and Staff Assignments, should we include only program-related staff, or should we also include organizational staff? 3. Can we talk about the race, ethnicity, gender, sexual orientation, or national origin when describing our target population or should our target population be focused on zip code and/or neighborhood only? 4. Should the Project Budget be for one year or two years of program delivery? 5. Do these documents need to be included with proposal? It doesn't look like there is any place to include them. <ol style="list-style-type: none"> a. Approved City Supplier status. b. Current City Business Tax Registration. c. Evidence that Proposer is compliant with San Francisco Labor and Employment Code Articles 131 (Nondiscrimination in Contracts, formerly known as Chapter 12B). d. Attachment F: HCAO and MCO Declaration Forms, as applicable e. Attachment G: First Source Hiring Form f. Proof of Insurance in accordance with Attachment C, City's Grant Agreement Terms, or Attachment D, City's Contract Terms, as applicable. g. Active registration with the California Secretary of State, as applicable. h. Current status with California Office of the Attorney General's Registry of Charities and Fundraisers, as applicable. 	<p>Thank you for your questions regarding RFP #234 – Community Economic Development (CED); Workforce Development (WD); and Office of Small Business (OSB). Please see responses below:</p> <p>Question 1: The Public Safety Academy intends to fund training and employment opportunities to broadly promote public safety that can include job training for non-clinical and clinical occupations, such as EMT or Behavioral Health Clinician.</p> <p>Question 2 – Applicant Qualifications and Staff Assignments Applicants should include staff who are directly involved in the design, management, or delivery of the proposed program. This may include program managers, instructors, case managers, or administrative staff who oversee program operations, compliance, or fiscal management. Including organization-wide leadership or staff not directly tied to the program is optional, but may be helpful if their expertise or role supports the proposed project.</p> <p>Question 3 – Target Population Description You may reference race, ethnicity, gender, sexual orientation, or national origin when describing your target populations, particularly if doing so helps explain how your program addresses</p>	10/21/2025
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					<p>historic or structural barriers to employment or economic opportunity. However, consistent with City policy, OEWD cannot consider race, ethnicity, gender, sexual orientation, or national origin of an organization’s staff, leadership, or board when making funding decisions. Applicants may also identify target populations by geography, neighborhood, language, or income level, which align with the City’s equity-driven approach to workforce and economic development.</p> <p>Question 4 – Project Budget Term The Project Budget should reflect the initial term of funding anticipated under this RFP, which is up to two years of program delivery depending on the program area. While you may include notes about future years or sustainability plans, the submitted budget should align with the initial contract term. Any multi-year extensions beyond that period are contingent upon performance, funding availability, and OEWD approval.</p> <p>Question 5 – Required Compliance Documents The compliance and eligibility documents listed below do not need to be submitted with the proposal unless specifically requested through the online application portal. These documents will be required</p>	
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						<p>prior to contract execution for successful applicants. Please ensure they are current and readily available:</p> <ul style="list-style-type: none">• Approved City Supplier status• Current City Business Tax Registration Certificate• Proof of compliance with San Francisco Administrative Code Chapter 12B / Article 131 (Nondiscrimination in Contracts)• Attachment F: Health Care Accountability Ordinance (HCAO) and Minimum Compensation Ordinance (MCO) Declaration Forms• Attachment G: First Source Hiring Program Form• Proof of Insurance, as outlined in Attachment C or D, depending on whether the award is a grant or contract• Active registration with the California Secretary of State, as applicable• Current status with the California Office of the Attorney General's Registry of Charities and Fundraisers, as applicable	
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38	10/14/2025	Email	Daniella Severs	Homeless Children's Network	<p>Good afternoon,</p> <p>We're grateful for the opportunity to apply for OEWD RFP 234 and are hoping to submit a few questions to get clarity about the RFP.</p> <p>Questions:</p> <ol style="list-style-type: none"> 1. Can a proposed workforce development program take place over two years or do all deliverables need to be completed in a calendar year? 2. Can time for planning and ramp up be built into a program timeline? If a contract starts in January, when does the program need to start? 3. Does a job placement rate of 60-70% take into account the economic situation in San Francisco and the greater Bay Area? 4. What is the definition of "unsubsidized employment" in regards to performance metrics for participants placed in employment? 5. Will scoring take into account experience delivering workforce development programs that include wrap-around support? 6. Will scoring take into account experience and expertise delivering workforce development programs that include mental health support for participants? 7. What is the definition of "community health" in Program Area H: Public Safety Academy of the RFP? <p>Thank you for your consideration and guidance.</p>	<p>Question 1: Proposed workforce development programs should meet be able to meet all the outlined deliverables within a fiscal year including participant enrollment, training completion, and placement.</p> <p>Question 2: Planning time and ramp can be incorporated into a proposal timeline. If awarded, OEWD negotiates deliverables with grantees based on proposed timelines.</p> <p>Question 3: Yes, the job placement rate of 60-70% deliverable within the Program Area H takes into account local labor market information and is a standard placement rate within OEWD job training programs.</p> <p>Question 4: Unsubsidized employment regarding performance metrics for participants placed in employment is defined as employment in the private sector or public sector for which the employer (or employee) does not receive a subsidy from public funds to offset all or a part of the wages and costs of employing an individual.</p> <p>Question 5 and 6: Scoring will take into account an organization's past experience and proposal to deliver the outlined scope of work and minimum qualifications including the capacity to create and implement vocational and job readiness training to prepare entry level workers for public safety occupations and associated</p>	10/21/2025
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						<p>industries which may include wrap-around support and/or mental health support for participants.</p> <p>Question 7: Community health can refer to non-clinical approaches for improving health, preventing disease and reducing health disparities in occupations such as Community Health Worker, Case Manager, Outreach Worker or Health Navigator, Peer Mental Health Counselor, or Behavioral Health Clinician. A Community Health Worker provides a wide range of services, including health outreach and education, client-centered counseling and case management, and client and community-based advocacy.</p>	
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39	10/14/2025	Email	Nicholas Colella	San Francisco Community Music Center	<p>Hello OEWD,</p> <p>I hope you are having a nice Friday, and we are grateful for OEWD for providing this wonderful grant opportunity. I am the Development Manager for the Community Music Center, a non-profit organization whose mission is to make high-quality music accessible to people of all ages, backgrounds, and abilities, regardless of financial means. We attended the grant seminar earlier this Tuesday, and have a few follow up questions. These questions are for the Program Area I: Industries of Opportunity - Arts and Entertainment (Grant).</p> <p>Q: Under Scope of work, there is the component: “Provide short-term training that provides industry-recognized credentials or certifications, competitive wages and transferable skills in occupations validated by labor market information.”</p> <p>In the field of arts education at community based institutions, there is not a uniform industry recognized credential or certification. Vetting is qualitative based on artistic experience, music training and ability, amongst other factors. What would be an acceptable alternative?</p> <p>Q: Under scope of work, a component is: “Adapt the proposed training and curriculum to serve clients in a safe and effective manner. Implementation of training curriculum should be flexible and include options for virtual participation when needed. Applicants should detail their ability to offer both in person and remote training services, as well as the digital tools they will leverage to better serve clients.”</p> <p>Our private lessons include options for live video lessons, when needed. Would this meet the requirements of the component?</p> <p>Q: Under minimum qualifications, there is the component of: “Curriculum is vetted by employers, labor organizations, and/or industry experts to ensure labor market demand. Where applicable, trainings should lead to industry-recognized certification(s) or degrees and clearly exhibits skill development.”</p> <p>Would you accept curriculum alignment with California Visual and Performing Arts (VAPA) standards, Certificate</p>	<p>Question 1: If there is not a uniform industry recognized credential or certification within the specific career pathway from an application, proposals should feature a training curriculum that offers high demand skills that are valuable by employers or in the marketplace, and that ultimately lead to competitive wages and transferrable skills in related occupations.</p> <p>Question 2: Options for video lessons, training, or coaching sessions meet the criteria to provide remove training services as applicable.</p> <p>Question 3: Curriculum that is vetted or in alignment with training standards from recognized industry boards, associations, or experts would meet the minimum qualification.</p>	10/21/2025
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					<p>of Merit Evaluations, or AP Music preparation as a way to meet these qualifications?</p> <p>Thank you in advance for any assistance you can provide.</p>		
40	10/14/2025	Email	Simon Bertrang	SF New Deal	<p>Hi Procurement Team:</p> <p>My question is: “Will there be the possibility of multiple awards in the 7 identified neighborhoods? Or will there be only one contractor per neighborhood?”</p>	<p>This will be determined once all proposals are received and scored. The decision will be based on the technical assistance needs of the neighborhoods</p>	10/21/2025