

OEWD Request for Proposals RFP#234  
**Community Economic Development; Workforce Development; and Office of Small Business Divisions**  
**Office of Economic and Workforce Development**

| Date/Time of Submission | Method of Submission | Name       | Organization  | Question   | Response   | Response Date |
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| 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 &amp; 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    |

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| 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>We are still following up with Divisions and Program Managers. We will post a response by the final Q and A posting date.</p> |  |
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| 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> | Word version will be provided. We will also post to our RFP 234 website.  | 10/15/2025 |
| 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 |
| 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 |
| 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 |
| 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 |

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| 10/14/2025 | RFP 234<br>Technical Assistance Conference | Nick Colella   | San Francisco Community Music Center | Do applying orgs have 5 million expense budget caps?   | 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 |
| 10/14/2025 | RFP 234<br>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 |
| 10/14/2025 | RFP 234<br>Technical Assistance Conference | Laurence Jones | Children's Council of San Francisco  | <p>HUD defines family childcare 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</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  | 10/14/2025 |

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|            |   |                     |                                     | understand whether they fall within the intended target population for this program area.   | 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 | 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> | 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 |
| 10/14/2025 | RFP 234 Technical Assistance Conference | Liz Jackson Simpson | Centers for Equity and Success, Inc | If the program is intended to be citywide, it's that permissible?   | <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</p>  | 10/14/2025 |

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|            |   |                     |                                     |  | <p>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, and workforce development opportunities citywide.</p> |            |
| 10/14/2025 | RFP 234 Technical Assistance Conference | Jae Maldonado       |                                     | Will you be reviewing Industry J - Education on this call?   | Yes.  | 10/14/2025 |
| 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 |
| 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 |
| 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   | 10/14/2025 |

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|            |   |              |                                      |   | points system aligned with the program's core goals. The highest-scoring applicants will be invited to join the program—as long as they commit to the required time and participation.  |            |
| 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 |
| 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 |
| 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 |
| 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 |
| 10/14/2025 | RFP 234 Technical                       | 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.   | 10/14/2025 |

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|            | Assistance Conference                   |                |                                      |  | 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 | 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 |
| 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 |
| 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 |



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| 10/14/2025 | RFP 234<br>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<br>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<br/>Focus Areas: Seniors (Ages 50+)<br/>Languages: English<br/>Calle 24<br/>Focus Areas: Mission district, one-on-one counseling<br/>Languages: English, Spanish<br/>Children's Council of San Francisco<br/>Focus Areas: Childcare<br/>Languages: English<br/>Clecha<br/>Focus Areas: Latino entrepreneurs<br/>Languages: English, Spanish<br/>En2Action<br/>Focus Areas: Marketing, food incubation</p> | 10/15/2025 |

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|  |  |  |  |  | <p>Languages: English<br/>La Cocina<br/>Focus Areas: Food incubation<br/>Languages: English, Spanish<br/>Mission Economic<br/>Development Agency (MEDA)<br/>Focus Areas: Latino<br/>entrepreneurs<br/>Languages: English, Spanish<br/>New Community Leadership<br/>Foundation<br/>Focus Areas: Black<br/>entrepreneurs<br/>Languages: English<br/>Renaissance Entrepreneurship<br/>Center<br/>Focus Areas: Startup, fashion,<br/>food<br/>Languages: English, Spanish<br/>Small Business Development<br/>Center (SBDC)<br/>Focus Areas: All<br/>Languages: English, Chinese,<br/>Spanish<br/>SF Black Wallstreet<br/>Focus Areas: Black<br/>entrepreneurs<br/>Languages: English<br/>SF LGBT Center<br/>Focus Areas: LGBT<br/>entrepreneurs<br/>Languages: English<br/>The Transgender District<br/>Focus Areas: LGBT<br/>entrepreneurs<br/>Languages: English<br/>Wu Yee Children's Services<br/>Focus Areas: Childcare<br/>Languages: English, Chinese</p> |  |
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| 10/14/2025 | RFP 234<br>Technical<br>Assistance<br>Conference | Ri-Karlo<br>Handy    | Sunwise<br>Media/Handy<br>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? | <p>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.</p> <p>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.</p>  | 10/15/2025 |
| 10/14/2025 | RFP 234<br>Technical<br>Assistance<br>Conference | Katherine<br>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"> <li>1. Deliver services and programming to San Francisco residents,</li> <li>2. Demonstrate a strong service presence (virtual, hybrid, or through local</li> </ol> | 10/15/2025 |

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|            |  |                |                                |   | partnerships), and<br>3. Comply with all City contracting and reporting requirements.   |            |
| 10/14/2025 | RFP 234<br>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 |

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| 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><b><u>Program Area A</u></b></p> <p>Question #1</p> <ul style="list-style-type: none"> <li>- Target Population states companies must have successfully completed a training program under OEWD or CED between 2021 and 2024.</li> <li>- 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?</li> <li>- Said in another way: Is there a specific list of companies OEWD/CED will be providing that indicate who successfully completed these programs?</li> </ul> <p>Question #2</p> <ul style="list-style-type: none"> <li>- 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?</li> <li>- Or must that work solely be offered by program staff within the grantee's org?</li> </ul> <p><b><u>Program Area D</u></b></p> <ul style="list-style-type: none"> <li>- 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.</li> <li>- 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?</li> <li>- For example, if a company makes a packaged food</li> </ul> | <p>We are still following up with Divisions and Program Managers. We will post a response by the final Q and A posting date.</p> |  |
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|  |  |  |  | product that is sold online or in retail, would they count? |  |  |  |
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| 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. 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.</p> | 10/15/2025 |
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