

Q & A Bidders Teleconference Call  
November 18, 2019  
3:00 PM EST

1. Has the state provided guidance for local WIOA plan development? If so, can you share the guidance?

**Answer: The state of Tennessee has not yet provided guidance for the local plan. As soon as the guidance is available, the board staff will forward the guidance to the contract agent. A link to WIOA Title I Section 108—Local Plan is below:**

[https://pickensraetac.ss10.sharpschool.com/UserFiles/Servers/Server\\_200038/File/Administrative%20Resources/WIOA%20Information/Local%20Plan%20Under%20WIOA%20TII.pdf](https://pickensraetac.ss10.sharpschool.com/UserFiles/Servers/Server_200038/File/Administrative%20Resources/WIOA%20Information/Local%20Plan%20Under%20WIOA%20TII.pdf)

2. What is the status of the regional WIOA plan? Is there guidance and can it be shared?

**Answer: The regional plan (and local plan) for 2020 – 2024 has not been crafted; however, the previous 2018 regional and local plans including revisions can be accessed at this link:**

<https://www.secareercenter.org/www/download/133.234>

3. What role does the contractor have in the creation of the regional plan?

**Answer: The contract agent will not assist in the development of the regional plan.**

4. What is the status of the state WIOA plan?

**Answer: The existing state WIOA plan can be accessed at the following link:**

[https://www.tn.gov/content/dam/tn/human-services/documents/TN\\_WIOA\\_Combined\\_State\\_Plan.pdf](https://www.tn.gov/content/dam/tn/human-services/documents/TN_WIOA_Combined_State_Plan.pdf)

**The 2020-2024 Combined State Plan is currently in development and the anticipated submission to USDOL is March 2020. DOLETA guidance can be found at:**

<https://www.doleta.gov/wioa/docs/State-Plan-ICR.pdf>

5. Are you open to a slightly different approach to the industry and workforce learning sessions?

**Answer: Yes, we are open to different approaches for the industry and workforce learning sessions?**

6. To confirm, the proposal is due on 12/2/19, not 3/2/20?

**Answer: Yes, the proposal and proposed budget and required attachments are due on 12/2/19.**

7. Can you confirm that the period of performance would go through June 2020 in order for the contractor to provide support to the local board staff to develop reports that discuss plan progress, achievements, and/or updates based on changes in the regional economy or priorities? The RFP states that the funding period goes through 3/2/20, so we just want to clarify.

**Answer: The final product, the Services and Activities delineated in the RFP, is due on March 2, 2020. The final product will be included in the development of the local plan. State guidance for the local plan is expected prior to March 2, 2020. If you are indicating that you may have expenses associated with providing technical assistance to the local board staff after March 2 and through June 2020, then there will be a modification to the timeline and funding period. Please**

state in your proposal that you request that the funding period will be from the anticipated start date of December 16, 2019 through June 30, 2020.

8. Do we need to register our business in Tennessee before we submit a proposal?

**Answer: No, you do not need to register your business in Tennessee.**

9. Can you share more details about the career pathways work you hope the contractor will collaborate with you on as part of the strategic planning process?

**Answer:**

- **Of the 16 Career Clusters, identify the clusters and career pathways and occupations that are supported by the local area's business and industry.**
- **Determine if the career pathways that currently exist in the local area's school districts are focused on in-demand and high wage occupations that are also supported by the local area's businesses and industries.**
- **Identify CTE programs of study that are offered and how student enrollment in these programs of study aligned to needs of the local/regional labor market.**
- **Identify the degree/extent that the CTE programs of study and their respective enrollments match projected demand in the region or local area.**
- **Identify strategies that the local board will implement in partnership with industries related to career pathways.**
- **Identify strategies where work-based learning can expand the influence on career pathways.**
- **Identify methods by which industry partners can continually influence the existing career pathways leading to credentials and employment and can shape and develop new career pathways as new occupations emerge.**

10. What is the budget available for this project?

**Answer: The budget is determined by you, the bidder, based on your agency's anticipated reasonable costs and expenses associated with the activities and services required in the RFP including technical assistance through June 20, 2020.**

11. What is the maximum amount of funds that we can request for our budget?

**Answer: The budget is determined by you, the bidder, based on your agency's anticipated reasonable costs and expenses associated with the activities and services required in the RFP including technical assistance through June 30, 2020. The local board will not identify a maximum amount or cost ceiling for this work.**

## **November 18, 2019 Teleconference Addenda**

### **State Local Plan Guidance**

For the purposes of this project and in crafting the deliverables due March 2, 2020, the state local plan guidance **should not** be utilized. The final product due on March 2, 2020 consisting of primary and secondary data and other quantitative and qualitative information should be compiled without the state local plan guidance. **After** March 2, 2020 and through June 30, 2020, the state local plan guidance may be utilized as part of the development of the local plan due July 1, 2020.

**2014 – 2018 Labor Education Alignment Program (LEAP) 1.0 and 2.0 programs supporting the manufacturing career pathways and sector**

1. *Regional Apprenticeship Preparedness Program*; awarded \$946,280
2. *Advanced Manufacturing Skills and Internship Program*; awarded \$939,623

**2019 Governor's Investment in Vocational Education grants**

1. Chattanooga State Community College: *Developing the Healthcare Workforce for Today*; awarded \$976,254
2. Cleveland State Community College: *Advanced Technologies Apprenticeship Institute*; awarded \$999,978
3. Tennessee College of Applied Technology: *Career-Aligned Learning Pathways Project: Implementing NCCER National Industry Certification*; awarded \$111,002

Tennessee ALICE Report: <https://www.uwtn.org/www/download/106.91>

**Career and Technical Education (CTE) Directors' Comprehensive Local Needs Assessment questions related to career and workforce development:**

1. Which CTE programs of study are offered and how is student enrollment in these programs of study aligned to needs of the local/regional labor market?
2. To what degree do your CTE programs of study enrollments match projected demand in the region or local area?
3. What industry sectors or occupations identified as high skill, high wage, and/or in-demand are projected to grow the most in your region or local area in the short, medium, and long terms?
4. What needed industry partners' employability skills are you incorporating into your program of study? What skills are lacking in your program of study?

**Learning Sessions: a minimum of three locations noted in the RFP; more than three (3) sessions (multiple) are encouraged**

**Governor's Initiatives: Rural development, apprenticeships, reentry, and economic development**

**Budget: If expenses are anticipated from the anticipated start date of December 16, 2019 through June 30, 2020, then there are two ways to design the budget:**

1. Calculate a cost that encompasses the entire period from December 16, 2019 through June 30, 2020
2. Calculate the cost from the anticipated start date of December 16, 2019 to the product due date of March 2, 2020. Then estimate an hourly rate of technical assistance from March 3, 2020 through June 30, 2020 which is the due date for the local plan.