

**1) Q. What is the period of performance for this effort?**

A. Award dates are anticipated to be Oct. 1 with initial agreements running through the end of state fiscal year 2019. Contracts will be renewable upon agreement with the Commonwealth.

**2) Q. How many clusters do you anticipate supporting?**

A. TBD, based on the quality of proposals. The Commonwealth reserves the right to award between 0–12 regional contracts.

**3) Q. Would you entertain having a KYPTAC cluster located in Lexington with a dedicated KYPTAC counselor located in each of the clusters that successfully bid on the requirement?**

A. TBD. Respondent would propose the preferred approach in their RFP response. Note that all clusters will be accountable for driving high-growth, innovation-driven enterprises and responsible for allocating funds with efficacy and efficiency towards this objective. It is expected that different regions will value different methods.

**4) Q. Do capital expenditures require a match?**

A. Capital expenditures will require a 50 percent cash match.

**5) Q. Will there be a state-wide office that acts as a coordinating program management office to direct activities?**

A. Yes.

**6) Q. Will there be a statewide push to coordinate activities shared by clusters (i.e., conferences, webinars, seminars etc. that are the same for each cluster's constituents)?**

A. Yes.

**7) Q. Do you anticipate each cluster being able to support the PTAC with a dedicated counselor to the regional cluster? If yes, should the cost for the employee be rolled into the regional response of maintained in the statewide PTAC response?**

A. Please see above response to Question 3.

**8) Q. Will past performance be a factor in your decision-making process?**

A. Yes.

**9) Q. Will information from confidential meetings that result from this RFI be made public?**

A. To the extent that submissions and respondents appropriately identify information as confidential and proprietary, the Commonwealth will protect the information as such to the greatest extent possible.

**10) Q. Should we plan to propose multiple times to cover the possibility that our cluster response may be awarded to another region?**

A. It is respondent's option to submit a response to RFP as they wish within the guidelines.

**11) Q. Will the leader of the regional consortium be the recipient for all awarded funds? If so, how much discretion will the entity have in regard to which partner organizations get funded and the amounts? Or will each partner organization work directly with CED for funding?**

A. Yes. Partnerships should be addressed in RFP responses and the flow of funds should be outlined. See upcoming RFP.

**12) Q. What are the Cabinet's expectations or restrictions regarding the service area of the project? Will duplicative or excluded service areas be a factor in the selection process?**

A. The service area would be proposed by RFP respondents as part of proposed solution to the region the respondent intends to serve.

**13) Q. How will separate proposals for capital expenditures be selected? What criteria would be used to determine the availability of funding for a site?**

A. An award for capital expenditures will be based on the value of the proposal brought forth, service region proposed, and innovative solutions offered for the region.

**14) Q. "KY Innovation will require a 50 percent match of award funds (half cash/half in-kind)."**

**Does this mean a 50 percent match of total project funds or 50 percent of the award funds (e.g. this project requires a \$100,000 match - \$50,000 cash and \$50,000 in kind - for a \$200,000 award), or is it based on total funds and requires a 1-1 dollar match (e.g. \$200,000 in match - \$100,000 cash and \$100,000 in-kind - for a \$200,000 award)?**

A. Please see below response to Question 29, which explains match requirements.

**15) Q. Will the Cabinet reach out to respondents covering the same service region to encourage collaboration on a final RFP?**

A. Yes.

**16) Q. What will be the relationship and structure between the regional office and the state moving forward? Will the state provide structured guidance or allow for innovative incubator labs with different approaches in each community?**

A. The CED Office of Entrepreneurship will serve as lead for the RISE offices and will provide guidelines and management.

**17) Q. How will the CED address challenges for RISE offices in bi-state regions? Is there openness to collaborating with the other state(s) for reciprocity on supporting startups in the area?**

A. Consideration will be given to cross-border collaborations with the requirement to clearly identify how investments from the Commonwealth are directly benefitting innovation and entrepreneurship in Kentucky.

**18) Q. What is the anticipated relationship between RISE offices and local governments? Local government is not named as one of the potential partner organizations within the RFI, yet they can play a critical role in an entrepreneurial ecosystem.**

A. Local government is a key part of the entrepreneurship ecosystem. RFP respondent should propose how local government plays a key role in the ecosystem development in the region; if they are in fact a named partner in RFP/RISE and what role they will play.

**19) Q. Do the proposed RISE offices' regions have direct correlation with the prior Kentucky Innovation Network office regions, or can they be sized differently?**

A. There is no direct correlation. This is a fresh approach/strategy with open possibilities.

**20) Q. How and when will funding flow from the Cabinet to and through the regional RISE consortiums?**

A. Funding will be allocated quarterly on a reimbursement basis.

**21) Q. Does the CED anticipate in-person presentations in addition to the written responses to the RFP?**

A. The Commonwealth reserves the right to have additional discussions with respondents to clarify the content of proposals.

**22) Q. What specific areas of assistance are available as resources to regional KIN offices?**

A. See the upcoming RFP.

**23) Q. What are the programs features which will assist regional chambers, colleges and government offices in promoting and creating the atmosphere for entrepreneurs?**

A. Please refer to RFP as you are proposing programs and solutions for your region using the resources/partners as available.

**24) Q. What is the structure or hierarchy of the network from Frankfort down to each regional office?**

A. The Kentucky Office of Entrepreneurship seeks to invest in a newly invigorated entrepreneurship ecosystem where each region has more ownership in the health of its local ecosystem. The Commonwealth is an enabler for this new ecosystem and will fill the role of investor and connector (with respect to entrepreneurs, programs and capital). The Office of Entrepreneurship will collaborate with regions to develop appropriate and unique metrics for success and will hold accountable those who receive public dollars.

**25) Q. What will be the protocol and procedure for applying funding to projects within each region?**

A. Submit a response to the RFP with your proposal for how to apply funding.

**26) Q. What is the expected timeline for review and selection of the centers?**

A. The Commonwealth anticipates a proposal due date between August 24 and August 31.

**27) Q. What counties will the office serve in our region?**

A. While the previous regions defined by the Kentucky Innovation Network can provide a starting point, respondents should propose the territory to be served that they view as most practical and effective. Regions may become smaller or larger based on proposals. Note that the Office of Entrepreneurship intends to ensure that all counties are served through this program.

**28) Q. Will there be any emphasis on sustaining or growing existing businesses?**

A. With an emphasis on high-growth, innovation-driven businesses it is expected that regions will propose services and programs that support such companies through the entirety of their life cycle.

**29) Q. Please clarify the amount of the match required. It appears that if an entity requests \$100,000 in funding, then a match of \$50,000 is required. If not, please elaborate.**

A. If \$100,000 awarded from CED to fund awardee, then awardee would match at minimum 50 percent cash (\$50,000) and remaining match of 50 percent would be in-kind. See RFP for details on budget required in response.

**30) Q. What type of documentation for match will a respondent be required to provide to CED?**

A. Reasonable documentation that reflects the flow of funds and that is consistent with the proposed match in RFP and noted in the contract award.

**31) Q. May a single entity (i.e. a university or non-profit, etc.) submit more than one response/proposal to the RFP?**

A. Yes. Any entity meeting the qualifications can respond to the RFP as their institution determines.

**32) Q. How will the awarded funds be disbursed to the respondent (i.e. in advance, by reimbursement, monthly, quarterly, etc.)?**

A. Please refer to Question 20.

**33) Q. Are there any specific costs/expenses that will not be allowed under an award from CED? If so, please elaborate as to what costs/expenses will not be eligible?**

A. Yes – this will be addressed in the RFP.

**34) Q. Will the metrics by which respondents are measured by CED be uniform across all awards made under the RFP? Will they be customized to each awardee? Combination of both?**

A. Respondents to the RFP will propose metrics specific to their regional response.

**35) Q. May an entity that did not respond to the RFI submit a proposal under the RFP?**

A. Yes.

**36) Q. What does the Cabinet envision as the best way for the regions to accurately provide information that illustrates success?**

A. Past performance and future projections based on tangible evidence from the region. The Office of Entrepreneurship will collaborate with successful respondents to determine the most appropriate set of metrics for the region, though respondents will be asked to propose the same in their RFP response.

**37) Q. What will the hierarchical structure for the organization look like? Will employees be direct employees of the state or of the organization?**

A. Employees will be employed by the partner organization.