



REQUEST FOR PROPOSALS (RFP)
Comprehensive and Scalable Starter
Home Production Plan
RFP NO. 2024081HO

BIDDER Q&A – 8/23/24

1. Regarding the reference requirement—we are not a single “company” but a collective of companies assembled based on subject matter expertise. Is there an openness to how the reference requirement is met? For example, can we submit a reference for one or more of the groups that comprise the collective, not just the lead applicant?

Absolutely, be creative. We appreciate that there will be collaborations and teams put together for this work. We can always ask for more information or additional references if needed.

2. Under 3.2 bullet #4, the RFP notes to “Provide a separate fee estimate for assistance with the pilot program.” A couple of clarifications on this:
 - 2.1 It is our team’s intent that we (or at least several of us) would stay engaged and continue to execute the pilot program. As such, our intent at this point would be the cost of our involvement would be included in the cost estimates for the pilot program. The way WSHFC’s language is stated, it seems like you are suggesting that “some other entity” would take over and execute the program? Can you clarify this?

Since we cannot assume that the organization or team drafting 'the plan' and 'the pilot' will necessarily be involved in implementing 'the pilot,' we’ve left that option open. We understand that those involved in developing 'the plan,' including 'the pilot,' may be interested in leading the implementation. If so, we would like to understand that intention and the associated arrangements, including a separate budget for doing so.

- 2.2 Our read is that the scope of this RFP and what would be included under the \$500K is essentially developing the plan and framework for a Pilot Program and that all costs associated with the Pilot Program itself are above and beyond the \$500K. Follow on question then is – does WSHFC have a sense of source of funds, or will there be follow on funds available for the execution? Is that the intent?

With the support of many advocates, we secured \$500,000 to develop the plan. We decided to include a proof-of-concept pilot in the plan as a best practice and to keep the momentum going. However, this \$500,000 is the only funding currently available, and it must cover both the plan and a framework for the pilot.

There are no additional funds identified yet for implementing the pilot. Once the plan and pilot framework are ready, we'll work with our advocates and the legislature to raise the necessary capital. Since we don't yet know the long-term costs or the costs of the pilot, we'll address those once we have more details.

3. Just to confirm, is the budget for the pilot support component in addition to the \$500,000 base period budget?

There is only \$500,000 budgeted in total, which covers the pilot's design and a plan's development. Like the plan, implementation of the pilot will require additional funding, which has not yet been identified.