

**LSWA - One Stop Operator  
RFP Questions**

1. Regarding LSWA2020-2001, would the Tri-County Council consider proposals that respond to many, but not all of the items listed on the Scope of Work? Our firm has vast experience with WIOA and performing operator services, but at this time we would only bid on this contract to support activities #1, #2, #4, and #6. If we submitted a proposal for only those four items, would our proposal be deemed unresponsive?  
A: The local board seeks an Operator to provide all services listed in the Scope of Work.
2. Is a vendor performing the services today? If yes, what is the name of the vendor? If yes, is the vendor eligible to bid again?  
A: The Lower Shore Workforce Alliance currently serves as the One Stop Operator. Page 5 addresses the incumbent's eligibility to bid.
3. Would you please clarify what defines financial [sic] solvency and ability to demonstrated [sic] financial resources (page 4 , competitive bid, item [sic] 4)  
A: This organization relies on Generally Accepted Accounting Principles (GAAP). It is up to the respondent to demonstrate financial solvency and resources in the manner that they see fit.
4. Would you please describe what proof [sic] you are seeking to determine [sic] if an organization is in good financial [sic] standing? (page 5 , financial [sic])  
A: It is up to the respondent to demonstrate good financial standing in the manner that they see fit.
5. We are [sic] a for profit organization [sic], would you please clarify [sic] what you are looking for in this statement [sic] "Copy of agency's most recently completed independent [sic] audit; if not audit, provide an organization [sic] budget" (page 7, format)  
A: Regardless of entity type, the RFP requires that bidders provide either the most recently completed independent audit or organizational budget. Therefore, if your organization does not have an independent audit, your organizational budget is required.
6. Would you clarify whether relationships with businesses and industry are already in place and that the solicitation of information regarding new jobs, etc. would be a matter of monitoring communications that are set, functional and operational at this time? Or would there be an expectation to search (presumably) hundreds+ of new businesses and industry?  
A: This is not required in the Scope of Work, therefore we decline to respond to avoid inferring meaning to the question.
7. Is the quarterly newsletter a digital or print publication?

A: The quarterly newsletter is digital. It is currently created using Constant Contact and emailed to subscribers.

8. Approximately how many hours a week are currently spent on communication tasks?

A: Approximately ten hours per week.

9. Approximately how many hours a week are currently spent on all the tasks in the solicitation?

A: This Scope of Work is new therefore there is not a statistical basis to allow an answer to this question.