



**Imperial County Workforce Development Board
Valley Works Lithium Valley Workforce and
Economic Development
Needs Assessment
Request for Proposals**



Proposers' Questions and ICWDB Answers

February 16, 2024 Q&A Publication

- Q.34 (Follow up from February 2, 2024 Q&A) Can Imperial County please confirm the awarded consultant will be categorized as a “Contractor” under 2 CFR 200.33 and not categorized as a “Recipient” or “Subrecipient” of federal grants, and therefore the Contractor will not be subject to the terms outlined in Technical Appendix B and Technical Appendix C?
- A.34 Imperial County will negotiate a contract with the consultant organization receiving the award. “Subrecipient” or “recipient” rules will not apply to the contractor.
- Q.35 (Follow up from February 2, 2024 Q&A) (Reference January 12th Q&A #10 and January 19th Q&A #30). Imperial County confirmed it intends to execute a fixed fee contract with pay points and amounts tied to negotiated deliverables. Can Imperial County please confirm it does not consider cost principles (including direct and indirect costs) and any audits relating thereto applicable to fixed fee contract, and upon award, negotiate terms that are applicable to fixed fee contract with a commercial Contractor?
- A.35 The contract will be for a fixed fee with payment based upon negotiated deliverables. Imperial County may ask the consultant organization for cost estimates as a part of negotiating the payment amounts but will not consider actual costs when making payments to the consulting organization when and if the agreed upon deliverables are achieved to the County’s satisfaction.
- Q.36 (Follow up from February 2, 2024 Q&A) Would Imperial County consider removing the requirement to submit Staff Salaries (Form D) and solely evaluate a Vendor's fully burdened hourly rate only? By removing the cost elements as part of this opportunity, Imperial County will be expanding the response pool to include Interested Commercial Vendors. These Interested Vendors exclusively offer “commercial services,” as defined in federal clause 48 CFR § 2.101 (Part (2)) and are therefore exempt from Cost Accounting Standards (CAS) in accordance with Section (b)(6) of 48 CFR § 9903.201-1 . Commercial Vendors exclusively use commercial or market prices, which are not based on the application of indirect rates to direct costs, such as salaries, or the summation of other cost elements. Rather, the commercial prices are established during ordinary trade between the vendor and its clients which are free to bargain and can be substantiated through competition or from independent sources.

- A.36 ICWDB has removed the requirement to submit Staff Salaries and is requiring a Billing Rate be provided. Details on what to include within the Billing Rate has been addressed within FORM C, Proposal Budget of the amended RFP. In addition, ICWDB reserves the right to consider actual cost estimates when negotiating the contract deliverables and payments, particularly if a consulting organization is selected for negotiation which has proposed a higher price than alternative providers. Furthermore, the price for each deliverable will be a subject for negotiation to ensure both cost effectiveness and a clear, mutual understanding of the agreed upon deliverables. A fixed price contract will be negotiated and, assuming that the deliverables are achieved to the County's satisfaction, actual costs will not be an issue.
- Q.37 Do you anticipate requesting printed copies of final deliverables? Should that cost be included in the Proposal budget, or will ICWDB pay for printing? If the cost should be included in the Proposal budget, how many copies should we anticipate printing?
- A.37 At a minimum, a digital version of the final report must be available to ICWDB. The provision of printed copies is up to the proposer and the costs for such printing should be included in the budget.
- Q.38 Regarding question 34 in the most recent Q&A summary, could the ICWDB please consider extending the proposal deadline if you determine that the awarded consultant will be categorized as a "Contractor" and not a "Recipient" since some organizations' ability to bid on this work is dependent on that answer and thus may need more time to develop a thoughtful response if they are able to bid?
- A.38 ICWDB does not anticipate extending the proposal deadline. Any extension to the RFP submission deadline would potentially cause a delay in the assessment process, which the ICWDB aims to avoid. The June 1, 2025, completion date of this project remains a priority for the ICWDB.
- Q.39 If the awarded consultant will be categorized as a "Contractor", can the ICWDB confirm that the requirement to register with the Federal System for Award Management is not applicable?
- A.39 Currently, the obligation to register with the federal System for Award Management remains unchanged. However, the ICWDB is researching whether there may be an exception applicable to this particular funding source. Any update regarding this questions will be addressed in the February 23, 2024 Q&A.
- Q.40 Is it permissible to include graphics, visualizations, etc? Is it permissible to use fonts larger than size 12? Do you have a preference on font?

A.40 Charts and other imagery may be included in proposals. To fit within graphics, font size in charts and illustrations may be smaller than the 12-point font used throughout the narrative, but must be legible and should in no case be smaller than 8-point. Any such graphics will be considered part of the 20-page maximum for the Proposal Narrative

Also Note: Four addenda to the RFP have been posted on the ICWDB website. These can be found at <https://www.ivworkforce.com/funding-opportunities> under the heading Lithium Valley Workforce and Economic Development Needs Assessment.