

Below are Questions we have received from prospective respondents. We have numbered those question and presented them in black font below. Answers to those questions are presented in blue italics below each question. And, if there was additional conversation or questions that related to the submitted questions in the Bidders Conference, that information was added and presented in red italics.

1. Can for-profit entities build profit into their budgets?

The RFP, as provided at page 22 indicates that “For Profit” entities will separately negotiate for profit after they are named as the **successful bidder** for WANB’s Service Provider contract.

The negotiation will be conducted after the selection process and **must not adversely impact the offerings** of the initial proposal’s Scope of Work, total Budget, or Participant Plans, and may not decrease the Direct Training Cost, Flex Training Costs, or Youth Work Experience Costs as submitted in the proposal’s budget. *Essentially, “Profit” may not decrease deliverables that were used to score the proposal in the competitive process.*