

CDFI- Request for Proposals (RFP) BRIDGE Program Questions

1. Prior to a referral, what kind of screening and preliminary information will BRIDGE collect on prospective clients, and will this information be made available to the CDFI contractor?

ANSWER: TEDCO will conduct extensive applicant screening. Those suggested for CDFI will be referred. Companies may or may not provide this information.

2. How are clients deemed eligible/evaluated for referral?

ANSWER: TEDCO will conduct extensive applicant screening. Applicants that are referred to CDFIs will be referred based on BRIDGE Advisor guidance and insight.

3. Does BRIDGE have targets for the number of clients served (monthly, quarterly, etc.)?

ANSWER: We do not. TEDCO expects to support roughly 8,000 clients over three years.

4. How long does BRIDGE anticipate CDFIs will serve/track individual clients?

ANSWER: BRIDGE is funded for three years, through February 2028.

5. Will the CDFI need to input data directly into the BRIDGE CRM, or will quarterly reports produced by the CDFI be used to populate the CRM?

ANSWER: Quarterly reports work. TEDCO will need to report the type of assistance received along with the number of hours by client. TEDCO will work collaboratively with each CDFI to ensure data integrity and consistency.

6. Will regional/geographic expertise be taken into consideration when making client referrals to the different CDFI contractors?

ANSWER: Yes

7. Are there any unallowable costs—including administrative/indirect costs—that should be omitted in a proposal?

ANSWER: Please refer to the RFP which states, “TEDCO anticipates spending \$500k annually (\$100k to five CDFIs) over three years for the Services as fixed-fee contracts.”

8. Does BRIDGE anticipate providing start-up client referrals (less than a year in business and pre-revenue)?

ANSWER: Yes