



## Invitation to Negotiate

ITN # 18-0462

### TARGETED SECTOR INITIATIVES (TSI): TO PROMOTE CAREER LADDER, BUSINESS RETENTION & SKILLS UPGRADE TRAINING FOR EMPLOYED WORKERS

#### ADDENDUM 1

ITN Issued: August 9, 2018  
Addendum 1 Posted: August 20, 2018

1. Page 3, Item 6 is amended as follows.

**6. Employed Worker** - For the purposes of this program, an employed worker is defined as meeting all of the below requirements:

- At least one employee of the applicant business working at least 37.5 hours per week and receives a W-2;
- At least 18 years of age;
- A citizen of the United States or a non-citizen whose status permits employment in the United States;
- A Florida resident working at a physical location in Florida; and
- Employed six months before the signature date of the application.

2. Page 6, Selection is amended as follows.

CRITERIA	WEIGHT FACTOR
<p><b>1. Requirements</b>  <b>"No" marked in any category indicates the proposal is not responsive.</b> The proposal will not be considered for funding.</p> <p>a. Sound Financial Condition: Proposer shows evidence of sound financial condition.  - Respondent's Dunn &amp; Bradstreet Number is provided.  - Respondent is approved to do business in the State of Florida  - Respondent has not been suspended or disbarred from doing business in the State of Florida or federal government.  Yes _____ No _____</p> <p>b. Training meets the USDOL/ETA guidelines for training certificates.  Yes _____ No _____</p> <p>c. Trainees are existing full-time employees. Trainee wages do not fall below \$12.00 per hour after training or exceed \$26.00 per hour before training.  Yes _____ No _____</p> <p>d. Resources provided by responding organization are at minimum 50% of the total direct training costs.  Yes _____ No _____</p> <p>e. Employer industry falls within the sectors listed in the solicitation or is an apprenticeship program.  Yes _____ No _____</p> <p>f. Employers requesting reimbursement for internal training clearly identify how the requested reimbursement amount of direct training costs is determined/calculated with their response (supplemental attachment).  Yes _____ No _____ N/A: External training provider _____</p>	<p><b>MANDATORY</b></p>
<p><b>2. Strategy/ Project Description</b></p> <p>a. Training will result in a degree, industry certification, and/or license.– 20 Points</p> <p>b. The number of employees to be served during the period must be realistic for completion within the specified time period. Training is scheduled to be completed by April 15, 2019. - 5 Points</p> <p>c. Employees will receive a wage increase after training. Respondents that do not indicate a wage increase will receive 0 points. (Anticipated Outcomes) -10 Points</p> <p>d. Training promotes job creation/retention. (Anticipated Outcomes) - 5 Points</p> <p>e. Training is crucial to promote business retention. (Anticipated Outcomes) - 5 Points</p> <p>f. Training falls under the National Apprenticeship Act. - 5 Bonus Points</p>	<p><b>45 Points</b></p> <p><b>BONUS</b></p>
<p><b>3. Cost of the Services</b>  Costs will be calculated based on funds requested divided by the number of unique eligible employees to be served. Points will be awarded on a <b>cost per individual to the workforce board</b> as follows:</p> <ul style="list-style-type: none"> <li>▪ \$0-500=35 points</li> <li>▪ \$501-1000= 30 points</li> <li>▪ \$1001-1500= 25 points</li> <li>▪ \$1501-2000= 20 points</li> <li>▪ \$2001-2500= 15 points</li> <li>▪ \$2501-3000= 10 points</li> <li>▪ \$3001 &amp; higher= 0 points</li> </ul> <p><b>Note:</b> The maximum reimbursement for individual training costs is limited to \$3,000 per trainee.</p>	<p><b>35 Points</b></p>
<p><b>4. Provider Resources</b>  Amount of provider resources or leveraged funds to be provided by the employer. The resources/ leveraged funds must enhance the intended scope of services. <b>A minimum 50% match of direct training costs is required.</b> Points will be awarded as follows:</p> <ul style="list-style-type: none"> <li>• 50% = 0 points</li> <li>• 51%-59% = 10 points</li> <li>• 60%-69% = 15 points</li> <li>• 70% or higher = 20 points</li> </ul>	<p><b>20 Points</b></p>
<p><b>TOTAL SCORE</b></p>	<p><b>100 Points</b></p>