

Hawaii Technology Development Corporation
Department of Business, Economic Development and Tourism
State of Hawaii

Addendum, No.1
January 11, 2024

To

REQUEST FOR PROPOSALS
No. RFP-24-004-HTDC

**Accelerator &
Small Business Training
(Business Program)**

Date issued: December 26, 2023

January 11, 2024

ADDENDUM, NO.1

To

**RFP-24-004-HTDC
Request for Proposals
Accelerator & Small Business Training (Business Programs)**

The Hawaii Technology Development Corporation, Department of Business, Economic Development and Tourism, State of Hawaii, is issuing this addendum to RFP-24-004-HTDC, Accelerator & Small Business Training (Business Programs) for the purposes of:

- ☒ Responding to oral and written questions subsequently submitted in accordance with Section 1.5 RFP Schedule and Significant Dates.
- ☐ Amending the RFP
- ☐ Final Revised Proposals

The proposal submittal deadline:

- ☐ is amended to _____.
- ☒ is not amended.
- ☐ for Final Revised Proposals is _____.

Attached is (are):

- ☒ A summary of the questions raised and responses for purposes of clarification of the RFP requirements.
- ☐ Amendments to the RFP.
- ☐ Details of the request for final revised proposals.

If you have any questions, contact:

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January 11, 2024

ADDENDUM, NO.1

To

**RFP-24-004-HTDC
Request for Proposals
Accelerator & Small Business Training (Business Programs)**

QUESTIONS AND ANSWERS

1. The RFP states on page 7 "Support Maui business recovery efforts." Can you provide more details on desired outcomes or how you would like to support Maui business recovery efforts? For example: Is there a preference to have:
 - a. Maui-based companies in the program
 - b. source problem statements from Maui community and scout for tech companies that enable the recovery efforts
 - c. focus on tech companies that improve resilience for disaster and emergency response
 - d. broadly support economic development on Maui

HTDC is allowing the Applicant to propose how they can best support "Maui business recovery efforts." Most likely it would be based on the Applicant's core focus, mission, strength of team, partners, expertise.. etc. Any specific plans or ways in which the Applicant's program directly supports Maui business recovery efforts should be detailed in the proposal.

2. The RFP states on page 7 "Proposed efforts are required to have an in-person component vs. virtual only." -Are hybrid programs permitted?

Yes, hybrid programs (in-person and virtual) are allowable for the Maui business recovery effort support proposal component. As expected, preference will be given to programs with heavier in-person offerings structured into their program.

3. What percentage of the cohort required to be Hawaii-based?

There is no minimal % at this time other than it being a Hawaii based Business Program. It is assumed that being Hawaii based means that there will be some level of ongoing economic impact provided back to the State of Hawaii via the program and cohort. The Applicant will need to demonstrate the expected level of economic impact on the State in their proposal for the funding request.

Preference will be given to Applicants who can demonstrate and commit to supporting a higher % of their cohort and resources to Hawaii-based companies.

4. Where is the preferred location in Hawaii for an in-person component?

Use of HTDC's Entrepreneurs Sandbox facility is encouraged if it makes sense to the Applicant for the in-person component. However this will not impact consideration. It is more important that the Applicant is using a location that is in the best interest of their Business Program and cohort companies.

5. Is HTDC supportive of having industry sponsors highlighted as program partners that would either provide: subject matter expertise, pilot opportunities, prize money, sponsored events?

HTDC is supportive if this makes sense for the Applicant, will further enhance their programs and benefit the State of Hawaii.

5a. Are there any restrictions or approvals required for these partners?

None currently. As a reminder, the 1:1 matching of total program costs requires that the non-HTDC funding comes from private sector sources (not government entities).

6. Are letters of support or testimonials permitted in the Appendix section?

Yes.

7. Will new programs be considered?

Yes, refer to Section 2.3. Scope of Work.

8. Can Business Programs from the neighbor islands (other than Oahu) apply?

Yes. Neighbor island programs that fit the RFP Scope of Work are encouraged to apply.