



QUESTIONS & RESPONSES #01

ITB TITLE 070931-Clean Truck Fund Program Support

CONTACT PROCUREMENT - ITB 070931

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SUBMITTAL DUE DATE June 20, 2018 @ 2:00 Pm (PST)

Q&A ISSUE DATE June 14, 2018

PROPOSER QUESTIONS	NWSA RESPONSES
Were you able to get buy-in from lenders around this process	We have spoken to several lenders who have expressed desire to participate and help in some fashion. The exact process will continue to be refined in partnership with lenders and the successful bidder to this contract.
What if no CDFI's participate?	That is a risk we hope to avoid but will work with the successful bidder to resolve.
Can you arrange it with the CDFI's that they will accept greater guarantees (25%, 50%, etc.) but only expect a 10% default rate?	That is not the current proposal yet, we are open to adjust the plan should the situation demand a different strategy.
The timeline seems extremely prohibitive. Hiring and training additional Financial Counselors takes time, and we would need to hire six experienced counselors to help 500 drivers by mid-September. How flexible is that September 14 deadline? It might be more realistic to extend that out to December.	We know the timeline is aggressive, we will work with the successful bidder to achieve the overall goals by the end of the year deadline.
Have any financial institutions agreed yet to placing trust in Financial Counselors to make loan determinations?	CDFIs have acknowledged the value and benefit of having the Financial Counselors perform much of the vetting on the front end to "buy-down" some of the time required in loan processing; although some CDFIs have also conveyed they would still have Loan Officers verify some of the vetting in the loan underwriting process.
The scrapping requirements may be a bit beyond the scope of work for a Financial Counselor (punching holes through truck parts, etc). Are there other groups that can help with that part?	We have worked on these projects in the past and are confident we can set clear expectations around the reporting requirements to ensure compliance.

Translation services are beyond our scope of work as well. Have any other partners been identified to help with translations, or is this up to the winning bidder?	As noted in the ITB, the Financial Counselor would be expected to obtain translation services as necessary; the African Chamber of Commerce (ACC) has expressed they have the capability to provide such services.