

## **FAST Pre-Application Call Summary**

### **Tuesday, June 4, 2019**

Are there any other specific differences or new requirements for this funding opportunity?

- The FY19 technical proposal section was updated. Note changes to the point structure (the project design section has a more specific breakdown); leveraging and collaboration of resources; and instructions for articulating past performance.

Is there a specific format to follow for the "Project Milestones" and "Match certification" documents? Is there a page limit for these documents?

- Milestones should be realistic and clearly list what an applicant expects to perform as part of their FAST program. Match certification documents need to demonstrate where match funds will come from – entity/donor, amount, cash or in-kind. There is no page limit to those attachments.

Do you have guidance for the Evaluation Methodology? Are there samples we can see? Tables, narrative, bulleted list?

- The evaluation methodology should include an applicant's rationale for how they will measure success of their proposed activities. There is no strict format, but it should be clear to read and understand. We do not currently have samples.

There are 10 points awarded for "past performance." If a new organization wants to apply with a new program, does the past performance of the staff and/or board suffice as 'past performance'?

- The past performance section includes instructions for both past FAST awardees as well as new organizations to the program. Please read the details of that section and respond to all requested items.

Do all states have an equal opportunity to win or are some states prioritized?

- All states and territories have an equal opportunity to compete.

Who is a governor equivalent and when would that person be used in lieu of the Governor?

- FAST is open to all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Island, Guam, and American Samoa. Not every geographic area uses the term governor, i.e. in DC it would be the mayor.

Can you please elaborate on the financial support component of the NOFO? Should organizations be hiring grant writers, providing cash to applicants, or other established norms?

- The FY19 FAST notice describes the program purpose with three areas, one of which is financial support. Each applicant is allowed the opportunity to build their program to address the specific purpose area that is relevant to their context (as some states have financial or other support already provided through other programs).

We want to collaborate with another agency in our state to provide FAST services. Is it appropriate to list them as a subcontract?

- There are a variety of ways to collaborate with another entity, not only subcontracting. Please contact SBA for more detail.

Can we choose our subs prior to award, or do we need to solicit competitive bids after the award? To contract some services, is a competitive process always required?

- If an applicant chooses to subcontract, they must follow SBA's guidelines for bidding (located in the terms and conditions document), as a competitive process is not always required. If chosen beforehand, subcontractors should be listed where appropriate in the proposal.

Does the single application per state apply to just the FAST opportunity alone or does it also include the Growth Accelerator Fund Competition?

- The single proposal per state only applies to the FAST program. Eligible entities can apply to both FAST and the Growth Accelerator Fund Competition.

For entities that were awarded past FAST grants (and the programs were successful), do the substantive portions of the program need to be significantly different to win the FY19 grant?

- There is no direction in the notice to vary programs from year to year. There is reference to creativity and innovation in the program design section, as relates to program impact.

Do veterans fall under the "socially and economically disadvantaged" definition?

- Veterans as a complete category do not automatically fall under socially & economically disadvantaged.

What was the acceptance rate of the grant for the previous FY?

- 24 awards were made out of 42 proposals submitted.

Is there a margin requirement?

- There is no direction for margins.

We are a non-profit, thinking of partnering with an SBDC for our proposal. Suggestions on who should be primary, whether we should target the SBDC bucket, or the "other" bucket?

- There is not a bucket for general SBDCs, only for SBDCs with a technology accreditation. Please see the list below.

List of SBDC networks with technology accreditation:

- AR Arkansas
- CA California NorCal
- CA California Orange Co/Inland Empire
- CA California UC Merced
- CO Colorado
- DE Delaware
- IA Iowa
- ID Idaho
- KS Kansas
- MD Maryland
- MI Michigan
- MO Missouri
- NC North Carolina
- NE Nebraska
- NY New York
- PA Pennsylvania
- PR Puerto Rico
- TX Southwest Texas Border Region
- VA Virginia
- WY Wyoming

If you have additional questions, please write [fast@sba.gov](mailto:fast@sba.gov)

For information regarding the RISE After Disaster Act of 2015, please write [fast@sba.gov](mailto:fast@sba.gov)