

Request for Proposals #SBRLF19
Addendum 1
Questions and Answers

Q. Are federal recognized tribes able to apply?

Yes- anyone is – as long as they meet the minimum qualifications.

Q. Is the revolving loan fund only for Health IT, Life Science and Global Health Industries? Could a business that works with lavender, making soaps, creams, sprays, etc. apply for a loan through the fund?

The RLF (and small business support grant) is limited to only life science and health IT but those terms are very broad. If a company making soap has evidence that there is a health purpose to it, then they could apply. But the organization creating the RLF would determine those specific qualifications not the WA State Dept. Of Commerce.

Q. We would like clarification on the term “investment phase.”

Our interpretation of “investment phase” is a single financing event such as a convertible note, a priced equity round or a single tranche of a priced equity round. Companies raising more than \$5,000,000 in the first round of financing would be excluded from consideration for funding from the SBRLF. However, this restriction is not intended to exclude companies that must go on to raise investment capital exceeding \$5,000,000, in total, over multiple rounds of financing.

Please advise if this is an acceptable interpretation.

This is an acceptable interpretation.

The RLF program is intended for small businesses who are in the process of raising funds to help stabilize and grow that does not exceed \$5 million. The “investment phase” can be broadly defined and not limited to a specific stage of the business’s development plan however the intended focus of this RFP is to focus on firms in an early stage of growth, looking to raise \$5 million or less.

Q. We believe that the upper threshold amount is too low and request that it be raised to \$10,000,000.

Please see the response above.

Q. Can the requirement: “Outcomes and Performance Measurements and Deliverables will include the submission of reports describing the companies and their progress” be changed to: “Consultant will include information that is publicly available or has received approval, in writing, for inclusion in the report by the CEO or other corporate official”?

Yes, this is acceptable.

Q. Three business references are required for the “lead staff person for whom work has been accomplished...”

We are proposing that this person be [REDACTED], the registered “Vendor Administration.”

Please advise if this is acceptable.

The business references are up to the discretion of the applicant as to what is acceptable. We do request three business references.

Q. "Identify staff, including subcontractors, who will be assigned to the potential contract...Provide resumes for the named staff..."

Query: We have a small staff and each investment opportunity is "touched by" (and opined upon) by several staff members including the Manager of Research & Information Services, the Controller, and CFO.

Recommendation: [REDACTED] Managing Directors, [REDACTED] and [REDACTED], have lead responsibility for conducting due diligence and recommending investments to the organization's CEO, [REDACTED], and [REDACTED]. However, any of the organization's staff may provide support to them. We intend to provide resumes for [REDACTED], [REDACTED] and [REDACTED]. We will also include brief bios of the entire staff.

Please advise if this is acceptable.

This is acceptable.

Q. May I ask for a definition of "life science and health IT" sectors, with examples?

We are mainly wondering when gathering our statistics of experience whether life science might pertain to small businesses such as medical doctors, naturopaths, and other professionals in science-related fields.

"Life Science" and "Health IT" include but are not limited to the following fields:

- Biotechnology
- Pharmaceuticals
- Biomedical Technology
- Life Systems Technology
- Biomedical Devices
- Digital health
- Bio-agriculture
- Precision medicine
- Veterinary science
- Marine biotech
- Nutrition innovation
- Telemedicine applications
- Software, data-driven discovery and analysis or applications focused on health, coordination of care, improving healthcare efficiency and delivery etc.
- Research and development or a product/device within any of these fields

If the small business, such as a medical provider, has a new life science or health IT application or product they want to sell, then it would be applicable.

Q. Are we correct that we could apply for just the \$200K for support services without applying for the revolving loan portion?

Yes, this is correct. Applicants can apply for the full \$1M to create a Small Business RLF, split it up so they apply for both the RLF and up to \$200K for support services or JUST \$200K for support services.

Q. If we apply for the services portion but partner with another entity to provide the administration of the RLF can that partner be either a not for profit or a for profit entity?

If partnered with another entity to provide the administration of the RLF, any organization or firm qualifies, non-profit or for-profit.

Q. In Section 1.2 it states that qualifying business must not exceed an investment phase greater than \$5M. Can you clarify what that means? Having already raised that amount? Needing to raise that amount?

The RLF program is intended for small businesses who are in the process of raising funds to help stabilize and grow that does not exceed \$5M. The “investment phase” can be broadly defined and not limited to a specific stage of the business’s development plan; however, the intended focus of this RFP is to focus on firms in an early stage of growth, looking to raise \$5M or less.