

**Answers to Questions Submitted for Upward Talent Council/Michigan Works Strategic Planning RFP  
Tuesday, June 26, 2018**

A. Can you provide a budget range for the project? The services offered for strategic planning are highly scalable and can vary greatly depending on the budget. A range will help ensure the proposal is realistic and feasible.

1. Answer: We anticipate a range of \$10,000 - \$15,000

B. Do you wish to have facilitated public feedback or listening sessions at any of the AJCs or within communities? If so, can you please provide the number of sessions and which communities, to allow for travel planning/pricing to be included?

1. Answer: We would anticipate no more than four such sessions. We would be looking at one each in the following areas – Escanaba, Marquette, Sault Ste. Marie and Houghton/Hancock

C. Are there existing events/dates for which you know you'll want to incorporate strategic planning? For example, are there existing board meetings at which you would want to conduct planning activities?

1. Answer: Potential existing events could include the following board or committee meetings:

- a. Local Elected Official Board Meetings (probably only one of these board meetings, depending on the start and duration of the planning process)
  - i. Thursday, August 2, 2018
  - ii. Friday, October 19, 2018
- b. Workforce Development Board Meetings
  - i. Thursday, September 20, 2018
- c. Career Educational Advisory Council
  - i. Friday, September 21, 2018
- d. Other potential meetings)
  - i. Upper Peninsula Collaborative Development Council (this group meets the 2<sup>nd</sup> Thursday of every month, either in Escanaba or Marquette. This option can be discussed/negotiated with the selected bidder).

D. How in-depth would a functional strategic plan be for your organization? Some organizations want no more than two pages, while others want robust details and activities resulting in dozens, or even hundreds, of pages. Where does your team fall on this spectrum?

1. Answer: Our desire is to keep the planning document toward the shorter end of the spectrum. We desire a manageable number of strategic initiatives that lend themselves to the operationalization of specific goals and objectives to be accomplished by specific staff members, board members and staff and/or board teams.

E. Are you requesting an on-site presence for all interactions with the boards and stakeholders?

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1. Answer: Not necessarily. We believe that some of the work can be done remotely, such as stakeholder surveys, etc. This can be further negotiated with the selected bidder.