

## Addendum 2: GWO Safety Challenge Questions and Answers (Round 2)

**1. How will funding be dispersed?**

Fifty percent of the grant will be disbursed upon award and the remaining amount will be disbursed as costs are accrued.

**2. Will NJEDA/OSHE be doing any matchmaking to help partners connect?**

No, NJEDA/OSHE conducted outreach to identify interested GWO training providers, which can be found in the GWO Training Provide Addendum on the grant program website (<https://www.njeda.com/windsafetytrainingchallenge/>)

**3. What can funds be used for?**

The winning applicant will receive seed funding of up to \$3 million from the State of New Jersey to develop the training program and supporting facilities. The seed funding must be used for:

- Capital expenditures to refit or establish facilities and/or equipment;
- Staffing expenses to acquire and certify instructors;
- Development of GWO accredited curriculum and training materials;
- Expenses for IT/software/management systems in accordance with GWO requirements; and/or
- Marketing and communications expenses to build awareness of the program and drive course bookings.

Upon award of the grant, the winning applicant will contract with the New Jersey Office of the Secretary of Higher Education (OSHE) for a payment of up to \$3 million. The grant agreement will be subject to the terms and conditions set forth in Circular 07-05-OMB: Grant Agreements – Agency Contracts.

**4. Given the current COVID-19 pandemic, will the grantee have to provide a remote instruction option for the certificate program?**

The grantee should develop an in-person curriculum as needed to appropriately deliver a GWO-certified Basic Safety and Sea Survival Training program. If New Jersey still has limitations or restrictions in place as a result of the COVID-19 pandemic at the time of the program's start date, the instruction must comply with the safeguarding requirements set forth by the "Restart Standards for all New Jersey Institutions of Higher Education" and any local or state mandates at the time of implementation. To view the NJ Office of the Secretary of Higher Education's Restart Standards, visit: <https://www.state.nj.us/highereducation/documents/pdf/index/OSHERestart.pdf>

**5. When will proposals start being accepted? Will when they be reviewed? Is there value in submitting early?**

Applications will be accepted beginning March 15, 2021 and are due by 5:00 p.m. ET on April 30, 2021. Applications will not be reviewed until the application window closes.

**6. How do we submit questions?**

Questions can be submitted to [SafetyTrainingChallenge@njeda.com](mailto:SafetyTrainingChallenge@njeda.com).

**7. Is there a regional requirement? Does it matter where the program is located?**

The program must be located in New Jersey, but there is no regional requirement as to where the program must be located in New Jersey. However, applicants should consider providing their strategic rationale for the location of their training facility that, as examples, may include access to industry or ability to achieve efficiencies with existing assets. More information can be found in the NOFA, Section II, Question G under items for submission.

**8. Is the New Jersey Wind Port connected to this challenge?**

No, this grant is separate from the New Jersey Wind Port.

**9. Are joint ventures allowed?**

No, joint ventures are not permitted. Coalitions, however, are permitted and will not be considered as joint ventures as only one member of the coalition will be the single lead on the program.

**10. Are GWO-certified companies required to be U.S.-based?**

No, an eligible company from outside of the United States can provide GWO-training services; however, all services under the contract must be performed within New Jersey. That is to say, a non-U.S. company may participate, but its workers must be in New Jersey to perform services related to this contract.

**11. What is the specific GWO certification required?**

GWO Basic Safety and Sea Survival, which includes modules in First Aid, Manual Handling, Fire Awareness, Working at Heights, and Sea Survival. An overview can be found here: <https://www.globalwindsafety.org/standards/basic-safety-training-standard>.

**12. Will best practices be shared?**

No.

**13. Does it matter if a company has offshore wind related experience?**

No. Offshore wind industry experience is not a requirement.

**14. Are GWO trainers required to bring own equipment?**

Equipment may be purchased using the grant funds if the trainer does not already have the necessary equipment to provide the training in New Jersey. The State will not be providing equipment.

**15. We likely would collaborate with a GWO training provider. What evidence of such a collaboration is acceptable for the proposal?**

- a. For the proposal, are you requesting a final draft of that document that hasn't been executed?
- b. Are signed letters of commitment to the grant project from coalition partners a satisfactory substitute for an MOU pending grant award?

An executed draft document to show that the relationship has been legally established is not required until after a grant agreement is executed with OSHE but will be required prior to initial disbursement of grant funds. This means legally binding documents can be submitted in draft form but do not have to be executed at time of submission.

Signed letters of commitment are acceptable if they detail all organizations' roles, responsibilities, resources to be contributed to the project and specific activities to be led by each.

**16. Is a vocational/technical high school or adult education program eligible to submit a proposal for this training program?**

Eligible applicants include New Jersey-based community colleges and training providers, which includes labor unions, non-profit or community organizations, and private training providers. Vocational/technical high schools that offer adult education programs may partner with eligible applicants to form a coalition.

**17. Regarding MOUs for subcontracts with GWO organizations, would a legally binding document be permissible without bidding, with considerations to purchasing and bidding considerations require fair and open processes?**

The process for selecting a GWO organization partner is at the discretion of the applicant and does not require a formal bidding process for the purpose of this application.

**18. Will it be deemed advantageous to locate the training facility within an easy travel distance/time of the NJ Wind Port?**

The program must be located in New Jersey, but there are no other requirements for the location of the training facility. Applicants should consider providing their strategic rationale for the location of their training facility that, as an example, may include access to industry or ability to achieve efficiencies with existing and proposed assets.

**19. Will the up to \$3 million seed finding be for one training facility or based on the business cases submitted from those interested allow the funding to be spread across 2 or 3 training facilities?**

There will be one applicant selected to establish a training facility (or facilities) in New Jersey with the equipment required to complete all modules of the Basic Safety and Sea Survival Training program, as identified in the GWO Basic Safety and Sea Survival Training Standards, which can be found on GWO's website. Therefore, while only one

applicant will be selected, that applicant may propose to utilize multiple facilities to deliver the required program.

**20. Does NJEDA expect to see the winning applicant to create a flag ship/centre of excellence to represent the state of NJ and the development into offshore wind?**

The GWO Safety Training Program and associated facility (or facilities) are considered essential components to building New Jersey's offshore wind hub. The requirement for this challenge is solely to successfully develop and deliver this program.

**21. Will there be any follow-up webinars before the closing date on the 30<sup>th</sup> April?**

No, however, written questions and inquiries will be accepted from all potential applicants via email. All queries shall be sent to [SafetyTrainingChallenge@njeda.com](mailto:SafetyTrainingChallenge@njeda.com).

**22. Are businesses required to be both registered in New Jersey or incorporated in New Jersey? How do I demonstrate that my business is registered to do business in New Jersey?**

All applicable businesses must be registered to do business in New Jersey but do not need to be incorporated in New Jersey.

A tax clearance certificate from the NJ Division of Taxation can be submitted in lieu of a Business Registration Certificate. Certificates may be requested through the State of New Jersey's Premier Business Services (PBS) portal online. Under the Tax & Revenue Center, select Tax Services, then select Business Incentive Tax Clearance. If the applicant's account is in compliance with its tax obligations and no liabilities exist, the Business Incentive Tax Clearance can be printed directly through PBS. This certificate demonstrates to the NJEDA and OSHE that the entity or entities applying for this program are properly registered to do business in New Jersey, and are in good standing with the Division of Taxation with no outstanding tax obligations.

**23. Do all partners need to submit proof of registration to do business in New Jersey?**

At the time of the application submission, only the lead applicant must demonstrate proof of registration to do business in New Jersey. If selected, all partners must show proof of registration prior to award.

A step-by-step guide on how to register your business in New Jersey can be found at <https://business.nj.gov/pages/register-your-business>.