

This document summarizes the questions and answers received leading up to and during the BlueTech Tech & Innovation Grant (RFP No. 2021-JAII-02) Information Session held on April 14, 2021. This Q&A is applicable to all applicants.

Question

Can a university for the lead in partnership with companies, or does it need to be the other way around?

Answer

Universities can be the lead in partnership with Companies, companies are not eligible lead applicants. Eligible lead applicants must be a municipality, state agency, public authority, nonprofit research or other nonprofit community based organization located within or is at least supported, in writing, by one of the Seaport Economic Council's 78 coastal communities.

Question

Will you share those slides to those on the call?

Answer

Yes, the slides were distributed to those who participated in the Information Session and are available on the solicitation's web page: <https://masstech.org/fy21-seaport-economic-council-%E2%80%90bluetech-tech-innovation-grant-opportunity>

Question

Are state agencies eligible applicants?

Answer

Yes, a state agency would be an eligible lead applicant. Eligible lead applicants include municipalities, state agencies and public authorities.

Question

Do you/can you play match maker between orgs and companies? My org could be a great fit, but what if I can't find a corporate partner?

Answer

Yes, MassTech can help identify potential partners for applicants.

Question

As a Private Operating Foundation would an organization engaged in the preservation of maritime culture and seafaring legacy be eligible for the grant?

Answer

Private Operating Foundations are a type of nonprofit (501(c)(3)) and their programs have a direct benefit to the public so they would be an eligible applicant.

Question

Could the Coastal community or harbor management authority be the lead applicant?

Answer

Yes, a coastal community is an eligible applicant. Eligible applicants must be a municipality, public authority, state agency, nonprofit research or other nonprofit community based organization located within or is at least supported, in writing, by one of the Seaport Economic Council's 78 coastal communities.

Question

Please elaborate on your explanation on "capital purchases." Suppose there is a design element prior (such as designing equipment) followed by purchasing. Is that allowed? What if the design is done by a for-profit company?

Answer

Yes, the expenses described would qualify as capital expenditures. Any capital expenditure to be funded under this program must be one that will be accounted for by the recipient in its financial records as a capital expenditure under Generally Accepted Accounting Principles ("GAAP"). Examples of such capital expenditures could include expenditures for the purchase of equipment and the development of new technology platforms or systems, the acquisition of land and existing facilities, construction of new buildings and the renovation of existing buildings. Such capital expenditures may also include salaries of staff directly engaged in planning and managing capital projects to the extent such expenditures are capitalizable under GAAP. Salaries of individuals engaged in operations, as well as other operating costs, are not capital expenditures.

Question

Commercialization can be a long and uncertain road, how close to "market ready" do we have to be? If a technology was that close to the market, it may not need funding - funding is often needed early in the development, the seed stage.

Answer

While this solicitation seeks near-term economic impacts, we will consider applications whose economic impacts are more long-term. However, preference will likely be given to applications that propose near-term outcomes.

Question

The budget template includes direct labor, fringe, consultants, travel etc. It does not explicitly mention "capital purchases." Can you explain where the capital purchases are listed? Is there a minimum percentage capital versus other costs that you expect?

Answer

All expenses proposed by applicants will need to be capital expenses. MassTech has updated the budget template in order to provide clarity on this point, it can be found here: <https://masstech.org/fy21-seaport-economic-council-%E2%80%90-bluetech-tech-innovation-grant-opportunity>

Question

Regarding community support, should that be a letter from a government authority? i.e. Select Board, Town Manager, Harbor Master or similar? Or could it be a non-government entity such as a non-profit, for profit etc.

Answer

All applications must be at least supported, in writing, by a government entity from one of the Seaport Economic Council's 78 coastal communities.

Question

Can you clarify for me in this round what kinds of salary costs can be included? Specifically, do all salary costs that could qualify for reimbursement have to relate to the managing of the physical capital expenses?

Answer

Salaries of staff directly engaged in planning and managing capital projects qualify as capital expenses to the extent such expenditures are capitalizable under GAAP. Salaries of individuals engaged in operations, as well as other operating costs, are not capital expenditures.

NEW

Question

The submission instructions state: *Provide the total not-to-exceed costs for providing the Project based on projected hours, proposed hourly rates, as well as any other appropriate costs, in the Budget Template (Attachment C). List additional fees, overhead charges, or reimbursable expenses.* However, this solicitation is only for capital expenses, correct? That means just equipment, right?

Answer

Grants are available for capital purchases only. Capital grants may be used for the development of new technology infrastructure, the purchase of equipment, and building improvements, including interior fit-out costs. Salaries of staff directly engaged in planning and managing capital projects qualify as capital expenses to the extent such expenditures are capitalizable under GAAP. Salaries of individuals engaged in operations, as well as other operating costs, are not capital expenditures.

Question

Do the instructions about the budget mean that you want to see the full project budget even though MTC will only reimburse for capital expenses?

Answer

To the extent that it is available MassTech would prefer to see the full budget, but applicants will not be reviewed unfavorably for providing only the budget for the amount being requested.

Question

Are there any restrictions on what can serve as match? For instance, can we use the following as match: personnel salary and benefits, overhead, in-kind time from volunteers/stakeholders?

Answer

The examples provided above are all acceptable forms of match.

Question

Can federal or other state funds serve as match?

Answer

Federal funds can be counted as match, other state funds cannot be qualified as match. Municipal funds can also be counted as match provided they did not originate from the state.

Question

Where on the budget template do you want in-kind match from project volunteers to appear? In other direct costs or direct labor? Elsewhere?

Answer

MassTech has updated the budget template in order to make it easier for applicants to show match. The updated budget template can be found [HERE](#).

Question

Is there a minimum or maximum time period for the performance/award period?

Answer

There is not minimum or maximum time period for this solicitation. The timelines proposed will be weighed against the potential economic development benefits.