



RFQ 2026-27 Veterans Florida Entrepreneur Program Questions and Responses

Will Veterans Florida be hosting Expo, which typically includes a state-wide pitch competition this year?

No, Veterans Florida will not be hosting Expo in June 2027.

The RFQ states that Partners may incorporate Veterans Florida participants into existing entrepreneurship programs and proposes a per-participant reimbursement model for mixed cohorts. Can Veterans Florida clarify whether there is an expected or preferred percentage of Veterans Florida participants within a mixed cohort, or is reimbursement based solely on the actual number of eligible participants served?

A mixed cohort as described in the question above must meet the minimum attendance requirements of the cohort. Payment will be for those veterans that successfully completed the cohort less any financial consequences, if applicable.

Example: As an example, Launch compensation for in-person instruction is \$30,000 divided by 10 minimum attendance would be \$3,000 per participant. Partners still must meet the minimum attendance requirement for cohort participation to avoid financial consequences imposed. In other words, if attendance is composed of 5 participants who are veterans and 5 are non-veterans, the total compensation would be \$15,000.

For Hybrid Launch Cohorts, may Partners determine which three modules are delivered in person, or does Veterans Florida recommend specific modules (for example, Pitch Day or Canvas modules) be conducted in person?

Proposal submissions must specify which modules will be conducted in person or virtually, ensuring that Launch Hybrid cohorts feature at least three in-person modules.

What is the expected turnaround time for Veterans Florida approval of proposed workshop and networking schedules so Partners can effectively market and recruit participants?

Include proposed timelines within the proposal submission. Should any changes to the schedule be required, anticipate that Veterans Florida will take up to 2 business days to issue an approval.

AI Business Tools and/or Training has been added as a suggested workshop topic. Does Veterans Florida envision introductory AI literacy for entrepreneurs, practical business implementation, or both?



Include a list of workshop topics within the proposal submission. In alignment with the webinar discussion, these subjects must be designed to address the specific requirements of entrepreneurs.

Will statewide virtual cohort awards be limited to a small number of Partners, or may multiple organizations be awarded statewide virtual offerings during the fiscal year?

Veterans Florida intends to select one or more Partners to provide statewide virtual Launch and Growth cohorts.

The RFQ requires documentation of marketing efforts. Does Veterans Florida have minimum marketing expectations (frequency, channels, or campaign duration), or will Partners be evaluated based on outcomes rather than prescribed marketing activities?

When submitting examples of marketing initiatives, make sure to detail both the level of effort involved and the overall impact or effectiveness achieved.

May Partners continue using their own participant satisfaction surveys in addition to the Veterans Florida survey, and if so, are Partners encouraged to include those results within reporting?

Partners can conduct their own surveys, as well as the required Veterans Florida survey. Any partner survey data should be shared with Veterans Florida.

If a Partner proposes additional value-added services (such as post-cohort mentoring, alumni programming, office hours, or specialized workshops funded outside of Veterans Florida), will those services be considered positively during proposal evaluation even though they are not reimbursable under the fixed-fee schedule?

Proposal submissions should include any additional services available to participants. Additional services are favored, but not a requirement of this RFQ.

Can one Partner be awarded both a regional cohort and a statewide virtual cohort?

Yes.

Will the standardized reporting templates accept exports from a Partner's own platform/CRM, or must data be entered manually into Veterans Florida forms?

The standardized templates will incorporate all information specified in the RFQ. Feel free to populate this data using a Partner's own platform or CRM if it supports that functionality.



For the marketing assets section, will evaluation weight absolute follower and subscriber counts, or engagement and demonstrated recruitment results?

When submitting examples of marketing initiatives, make sure to detail both the level of effort involved and the overall impact or effectiveness achieved.

If a participant drops below 70% attendance mid-cohort, can we backfill from a waitlist, and through what module?

No.

Questions regarding the survey:

What are the survey questions?

Surveys for cohort participants will be provided after Partner agreements are signed.

Frequency the survey will be given?

Surveys will be provided at the conclusion of the cohort.

Will we have access to raw data for our programs?

No.

What programs will the surveys be given?

Surveys will be provided for cohorts only.

Questions regarding the 20% penalty for not meeting attendance requirements:

Are certain absences excused? Such as medical, deployments, an event beyond the veterans or our control.

Example for cohorts: a veteran has to drop at the halfway mark due to medical reasons and they impact our required 10 participants, can the 20% be forgiven in this instance?

Example for networking and workshops: if our registrations exceed the minimum requirement, but actual attendees is less than 10, would the 20% still apply even though their actual attendance is out of our control and we have already invested resources expecting them to show up?

To clarify, this is not a penalty for not meeting attendance requirements, but a financial consequence that may be imposed by Veterans Florida for failure to meet the minimum attendance requirement. Partners are expected to meet the minimum attendance requirements for cohorts, networking and workshops. All financial consequences are handled on a case-by-case basis and we are unable to cover each instance in which they may not be imposed.



See, page 10 regarding Cohort Attendance Requirements, Veterans Florida does allow for make-up attendance. Additionally, cohort attendance related issues should be discussed with Veterans Florida as soon as possible.

Will there be assistance to help with recruitment, participation and attendance to programs?

Veterans Florida will have an ongoing in-state marketing campaign promoting entrepreneur opportunities.

Can we charge participants parking fees if there is a cost where the program is being held? (Including cohorts, workshops, and networking)

Potential participants must be informed of any parking fees or additional details (for example, parking fees are incurred Monday - Friday from 9AM-5PM) prior to registering for a cohort, workshop, or networking event.

Can the collection of "date of separation, rank/grade at separation" be optional for workshop and networking events? Military branches are collected. Asking too many questions upfront can be a deterrent for registrations and attendance and we are already collecting a lot of info. This information would be collected for cohorts still.

Upon checking in for networking events and workshops, participants should self report military branch, date of separation and rank/grade at separation.

For cohort programming - can you expand upon what "Recruitment and attendance efforts" are that need to be reported?

Partners should report on the strategies, outreach, and procedures the partner used to attract and enroll participants in cohorts.