

## ***DMCSP 2021 Frequently Asked Questions and Answers***

*(To include those addressed at DMCSP Pre-Application Webinars – April 23<sup>rd</sup> and 26<sup>th</sup>, 2021)*

### BACKGROUND/OVERARCHING QUESTIONS:

#### **Who were the six DMCs from FY20? Were any awardees a private company?**

The six DMCS awarded in FY20 can be found here: <https://oldcc.gov/Defense-Manufacturing-Community-Support-Program>

No lead grantees in FY20 were private companies.

#### **Is this program for applying for a residential sound insulation grant?**

This program does not address residential sound insulation. While a noise mitigation program was authorized and appropriated by Congress for FY21, program details are in development at this time. Program information will be provided on the OLDCC website.

#### **Will people who submitted last year be able to get any comments or feedback from the reviewers?**

Previous year applicants were given the opportunity to obtain feedback on their application. We will provide the same opportunity for current year applicants. As stated in last year's FFO, requests to schedule a debriefing should have been submitted within 3 calendar days of notification of an unsuccessful proposal. This year's FFO indicates a 7 business day window to request a debrief.

#### **Were the pre-proposal webinars recorded? Will the slides be available afterwards?**

To view a recording of the April 23rd webinar, click [here](#).

To view a recording of the April 26th webinar, click [here](#).

The PowerPoint presentations used in these webinars will not be made available as separate files.

#### **What problem is this program solving?**

Congressional intent of this program is indicated in the authorizing language, which can be found here (Section 846) - <https://www.congress.gov/115/plaws/publ91/PLAW-115publ91.pdf>

Please also refer to the [FFO](#) and the [DMCSP webpage](#) for additional information

#### **Can DMCSP support proposals under the \$5M cap for complementary projects that fulfill a consortium's mission?**

Yes, absolutely – proposals are welcome under the \$5M cap.

**ELIGIBILITY:**

**Can an [Manufacturing Innovation Institute] MII be the lead organization on the grant application?**

Yes, provided they meet all other qualifications as outlined in the Federal Funding Opportunity Notice on Grants.gov.

**Is a nonprofit 501c6 eligible to be a lead?**

Yes, provided they meet all other qualifications as outlined in the Federal Funding Opportunity Notice on Grants.gov.

**Can there be a technical lead to receive the funding and a managing lead to run the project? -**

A singular lead of the consortium must be identified in the proposal. Different roles and responsibilities of the consortium may be explained in both Parts I and II of the designation proposal.

**Can a university be on more than one consortia application?**

Yes.

**Could a member of a qualified consortium be the lead entity as long as all agreements are in place?**

If the member met all other requirements set within the Federal Funding Opportunity and/or the posted Grants.gov synopsis, yes.

**Are manufacturing institutes allowed to be in multiple efforts/proposals or do they need to be exclusive?**

Yes, manufacturing institutes are allowed to be in multiple efforts/proposals.

**Can a local or state government participate in more than one proposal?**

Yes, for the Defense Manufacturing Community (DMC) designation phase, this is the case.

**CONSORTIA MAKE-UP/COMPLENATARITY WITH DEFENSE MANUFACTURING INSITITUTES**

**Do all Consortia members need to contribute to the funding of the project?**

No. Consortia members may provide subject matter expertise, outreach or other assistance which might not involve a funding commitment.

**Is it ok to have two geographical regions of focus, both within a couple of hours of the lead organization, but not in the same area of the state.**

While consortia are generally located within a specific and geographically-bounded region, this does not preclude the inclusion of a member or organization with significant and relevant capabilities and capacities which are outside of the geographic region of the majority of the consortia members, but which nevertheless complement the work of the consortia.

**Does the geographical region to be served need to be contiguous?**

No, but it is incumbent upon the applicant to indicate the how the geographic bounds defined in the proposal make sense as a defense manufacturing community.

**If you propose 10 counties as a [Defense Manufacturing Community] DMC do they have to be contiguous?**

Not necessarily. Please refer to responses above re: geography of consortia

**If you proposed a multi-county area as a DMC (Defense Manufacturing Community) do you have to have MOUs (Memorandums of Understanding) from organizations/entities within EACH of those counties?**

Not necessarily. MOUs are but one mechanism to demonstrate collaboration.

**I read the FFO as asking for separate letters of commitment from members of the organizations. The presentation seemed to ask for one letter with all stakeholder signatures. Could you clarify?**

One signed letter of commitment in lieu of a completed Memorandum of Understanding (or Memorandum of Understanding if complete upon proposal submission) documenting consortium members and contributions to the partnership should be included in Part 3: Supporting Documentation. Additional letters of support/matching fund commitment may be attached to the application as applicable but will count toward the application page limit.

**Do we need to partner with manufacturing Institute? Is the institute where theme overlap with our community is in different state, is it going to be a problem?**

No, not a problem. While consortia are *generally* located within a specific and geographically-bounded region, this does not preclude the inclusion of a member or organization with significant and relevant capabilities and capacities which are outside of the geographic region of the majority of the consortia members, but which nevertheless complement the work of the consortia.

**Can you clarify the role of the Manufacturing Institutes with the defense community? Do you need a MII as a co-lead, an MOU, or a simply a letter of support?**

The authorizing language for this program states that "complementarity" with defense manufacturing institutes is a priority. The applicant has the discretion to establish its meaning of complementarity in its proposal. Proposers are encouraged to review the recording of the preproposal webinar on OLDCC.gov for further discussion on "complementarity".

**Can a Manufacturing USA institute be a lead or sub-recipient on the grant regardless of non-profit designation?**

The non-profit arm of the Institute could be a lead applicant or subawardee, provided it meets all other criteria of in the FFO.

**May we submit support letters from members of our consortium who represent Navy Command organizations? Can Federal Entities (e.g., Navy commands, Federal Labs, non-DoD Departments) submit Letters of Support/MOUs as required in Part 3?**

Military commands, installations, units, and federal civilian employees are not allowed to be members of consortia. The command, installation, or unit should consult with their Ethics Officer to determine the appropriateness of their actions regarding their interactions with consortia.

**Mr. Gilroy [OLDCC Industry Resilience Program Director] addressed Installations not being allowed to join consortia, does this apply to higher level commands (e.g., DASD or DASN level or NAVSEA commands as well as Federal Labs) and if their legal advisors state they can join, can they be listed?**

Per the ethics regulations, federal employees and their organizations cannot join consortia no matter what level of the chain of command.

For federal employee/military member participation in consortia, they can only serve as a "DoD Liaisons" per the Joint Ethics Regulation 3-201. In order to do that they should consult their ethics counselor.

**Can a link to multiple letters of support substitute for the actual letters in the proposal?**

No. Letters of support (if the proposer chooses to include) will count against the page limit in Part 3 of the proposal (i.e. 25 pages)

**What counts as a DoD Manufacturing Innovation Institutes? Which institutes do we need to partner with?**

The Department of Defense (DoD) has established eight (8) Manufacturing Institutes. (For complete roster of existing manufacturing institutes see link at: <https://www.manufacturingusa.com/institutes>.) This link represents the eight DoD-established institutes: See this link: <https://defenseinnovationmarketplace.dtic.mil/business-opportunities/manufacturing-usa-institutes/>

**Can you clarify the role of the Manufacturing Institutes with the defense community? Do you need a [Manufacturing Innovation Institute] MII as a co-lead or a simply a letter of support? What manifestation of a relationship with an Institute is sufficient to meet that criteria, i.e. does an applicant need a letter or [Memorandum of Understanding] MOU with an Institute to be designated?**

The specific requirement in the legislation is for "complementarity" with a Defense Manufacturing Institute. Applicants may each make their case on how their proposed project meets that requirement. A Memorandum of Understanding/Memorandum of Agreement (MOU/MOA) could be one way to do so.

**Can a public or private non-profit organization qualify as a lead organization even if it is a consortium that includes but is not exclusively dedicated to defense industries?"**

Consortia should define their own membership requirements. The primary purposes of the consortium should be as defined in the Federal Funding Opportunity.

**Can a consortium include/highlight having [Cooperative Research and Development Agreements] CRADAs with military installations as opposed to being a member?**

Yes.

**Can a [Memorandum of Understanding] MOU signed by a Chamber of Commerce be used to include all their relevant members as members of the [Defense Manufacturing Community] DMC consortium?**

To demonstrate collaboration, potentially, but it is at the discretion of the proposer to demonstrate "leadership capacity, commitment and its ability to leverage regional partners to execute the proposed activities, as demonstrated through the soundness of its governance structure and composition of regional partners." Subaward agreements will need to be in place if consortia members beyond the lead will receive grant funding to execute the proposed activities. These agreements can be developed during the grant invitation phase should it occur.

**My organization currently holds memorandums of understanding with several partners who would form our proposed Defense Manufacturing Community. If we are awarded a designation, will we need to draft new Memorandums of Understanding with these partners, or can we tag the DMC piece on to our preexisting MoUs as an addendum?**

In this context, addenda to the existing agreements are appropriate.

**MATCHING COMMITMENT:**

**Would OLDCC consider, as part of non-federal match, funds from this current FFY that will continue into the grant period (possibly projected to start Oct 1 based on NOFO) that directly support our proposed scope of work?**

Non-Federal funds obligated for a fiscal year and pledged as match should be expended as appropriate for the rules/regulations/policy specific to the grantee's source of funding. Federal funds appropriated for this program and obligated in FY21, must be expended within 5 years of obligation (end of FY26). There is an expectation, however, that non-Federal funds and Federal funds will generally be drawdown at an equal rate.

**Would newly created paid internships be considered non-federal match if they align with project activities?**

Yes

**Would grants issued to companies that directly support efforts to grow the capabilities of our DMCSQ manufacturing sector be an allowable match?"**

It is possible that the Grants Officer may allow this, yes. Would need more details on the project where this is the case in order to ensure it is in compliance with 2 CFR, Part 200.

**Can you explain the process for seeking a cost-share waiver for national security reasons? Would we submit this request ahead of the proposal?**

Proposer should include a statement requesting cost-share waiver in Part I of the proposal for Defense Manufacturing Community (DMC) designation along with a detailed explanation of why the national security interest trumps the government's interest in obtaining a cost-share from applicants to this program. Documentation outlining the extent and nature of the grantee's fiscal difficulty which precludes cost-share will also be required (include this documentation in

Part 3 “Additional Supporting Documentation”). The evaluation panel will weigh this evidence and make a recommendation to the Designation Official and/or Grants Officer as appropriate. Should the proposer subsequently be designated as a DMC and invited to apply for a grant, more documentation may be required.

**Can you clarify that if you ask for \$5 million, how much cost share do you need?**

If the Federal share of the award is \$5M, non-federal share must be \$1.25M or greater. (\$1.25M is 20% of the total award amount).

**While cash in-kind is not required, is cash preferred?**

Not necessarily. Non-federal match may be any resources allowable under 2 CFR, Part 200.

**Can student salary funded by industry for research, internship or co-op be considered a cash match?**

Yes.

**Can the costs of running an internship with industry partner’s count against the cost-share requirement?**

Yes.

**Is there any requirement for a cash match?**

The program requires a match of at least 20 percent of the total project cost from non-federal sources. Proposers seeking a waiver of the match requirement should include any relevant information linked directly to reasons of national security that would warrant consideration of a waiver. Such information will count toward the application page limit.

**Is the 20% match part of the [\$]5M--i.e. [\$]1M match and [\$]4M federal=\$5M program budget**

No. The 20% match is for the entirety of the award (federal and non-federal share). If you are requesting the full \$5M Federal award cap, you would need to provide \$1.25M in non-Federal share.

**Can there be program income? Can the matching requirement be all in-kind?**

Yes, and yes. Should you receive designation and are invited to develop a grant application, you must follow 2 CFR 200. There are provisions for both program income and in-kind match. Program income may be allowable. Guidance on cost-share requirements can be found in 2 CFR § 200.306

**PROPOSAL FORMATTING:**

**Is the white paper and grant application stage one and the same or are they two separate phases?**

No, stage one is the submission of a proposal to receive a DMCSPP designation, and the contents of the proposal are listed in the FFO. They include a white paper, a PowerPoint, and any necessary additional documentation (see page 7 of the FFO). Within both the white paper and ppt, an indication of how a consortia will satisfy the match requirement is necessary.

In stage two, only those applicants who receive a designation in stage one will move on to the submission of a grant application with OLDCC.

**Is it your preference that the Principal Investigator be listed on the SF-424?**

Yes, but if this is not possible per your organization's grant application protocol, please ensure the submitting official is aware of how to contact the PI quickly.

**Are electronic signatures vs. hand signed signatures on a single page consortium letter okay?**

Yes, e-signature is acceptable.

**To whom should the letter of support be directed?**

The letter, in .pdf format, should be included in Part 3 of the application and not sent via mail or email. The letter should be addressed to:

The Honorable Stacy A. Cummings  
Performing the Duties of the Under Secretary of Defense for Acquisition and Sustainment  
(Acquisition and Sustainment)  
3010 Defense Pentagon  
Washington, DC 20301-3010

The Director OLDCC, will then ensure appropriate routing of the letter(s).

**Section "D" Proposal and Submission Information paragraph 2 requires all proposers to complete the Standard Form 424. Is this form required to be submitted as part one of the proposal?**

Yes. Further instruction can be found at <https://www.grants.gov/web/grants/view-opportunity.html?oppld=332164>

**Can you use smaller font in figures, tables, charts?**

Yes

**GRANT AWARD:**

**What is the term of the project? For example, if we ask for the full \$5M, can we spend that over 5 years, 4 yrs., etc.? How does that work?**

Page 3 of the FFO states: "Periods of performance for an Office of Local Defense Community Cooperation grant award may also vary, but in no case, will they exceed five years."

**Will the OLDCC offer lower amount to the proposed? I.e. negotiate**

Yes, awards will be assessed for reasonability, allowability and allocability in accordance with 2 CFR 200. Requested award amounts could change in the grant-making phase.

**If you receive the [Defense Manufacturing Community] DMC designation, are there other grants and opportunities, at OLDCC and elsewhere in the Department of Defense, that your designation makes you eligible for?**

No.

**Can you allow private sector companies to utilize equipment funded by OLDCC for a fee?**

Would need more information on the exact methodology to be used here. However, this could be permissible provided that the equipment was being used only for demonstration or training purposes and not being used as a means of production for a for-profit entity. OLDCC will provide further guidance on this during the grant phase to include how instances of program income should be captured.

**Is this application subject to Exec Order 12372 - intergovernmental review?**

It is dependent upon from which state an applicant applies. Some states do not require this review. A list of states that require this review can be found at:

<https://www.whitehouse.gov/wp-content/uploads/2020/04/SPOC-4-13-20.pdf>

**Is there a specific number of designations to be made under this FFO?**

No

**If designated, for how long? I.e., if the program is funded for next year, will this year's designation hold?**

Each Defense Manufacturing Community designation shall be for a period of five years. Eligible communities may submit for renewal of their designation for up to two (2) additional two-year periods. We cannot speculate as to a FY 2022 program.

**Does the project need to span the full five-year performance period? Or can we spend funding down more quickly than the five years?**

Period of performance is at the discretion of the proposer, but cannot exceed 5 years.

**DEFINITIONS/PRIORITIES UNDERSCORED IN FFO:**

**How is the Location Quotient to be used to make the case for a DMC?**

Location Quotients (LQs) and North American Industry Classification System (NAICS) codes were offered in the Federal Funding Opportunity as examples of data which can be used to substantiate that the region under consideration has a critical mass of entities which could credibly constitute a defense manufacturing ecosystem. It is not the only method which may be used. (Also see question below).

**Besides LQs, what other publicly available data sources are recommended to use to prove competitiveness?**

Examples of publicly available data sources include:

Defense Spending by State Report - <https://oldcc.gov/defense-spending-state-fiscal-year-2019>

EDA Cluster Mapping - <https://www.eda.gov/about/cluster-mapping/>

**You discussed demonstrating scale/density of a region's defense manufacturing sector through LQ/NAICS analysis. If demonstrating a high national ranking for key defense manufacturing TECHNOLOGY instead or in addition, any preferred methodology for that?**

No, so long as the methodology is well-documented.

**Does "defense manufacturing" include manufacturing of products for military medicine (drugs, device, etc.)?**

If the program is specifically for military medicine, then potentially yes.

**What do you mean about the eligible activity: "strategic communications"? Are these internal communications? Or is this broader, even nation-wide communications?**

Both. Strategic communications could vary from the outreach necessary to inform the manufacturing community of available resources and programming to communicating with DoD offices regarding the value proposition of the consortia, or anything in between these two types of communications.

**Can you please discuss what you mean by "regionalism"?**

The project is confined to a stated geographic area which is of optimal size to achieve project goals. Most stakeholders are within the geographic scope. Some stakeholders may be located outside of the region in order to bring relevant expertise to the project.

Geographic area does not have to be limited by traditional jurisdictional boundaries, but states themselves may be regions for the purposes of the FFO.

However, you choose to define your geographic area, a case must be made in the proposal as to why this is the optimal organization for your project.

**Does [National Institute for Innovation in Manufacturing Biopharmaceuticals] NIIMBL count as a qualified MFG Institute since it is funded by NIST instead of DOD?**

No.

**The 'evidence of corporate structure' does not apply to IHEs? [Inst. of Higher Ed]?**

The comment on the webinar slide presentation regarding corporate structure referred *specifically* to a "Public or non-profit consortium of defense industries" and to no other applicant. Soundness of governance structure of the consortia is the emphasis here and is included in the evaluation criteria.

**Can funding be used to provide scholarships?**

It may be allowable. However, in requesting scholarships be funded, the relative importance of the scholarship should be weighed against the DoD manufacturing or technology challenge it is designed to address. The Grants Officer may also choose to include, or not include scholarships in a final grant award should one be made.