



Market Analysis RFP -- Frequently Asked Questions

We have compiled questions sent to us by consultants and provided the following responses. Our deadline for expressions of interest is May 1, 2024 and the deadline for proposals is May 31, 2024. Feel free to submit additional questions to info@disability-finance.org

We encourage consultants to view these resources to understand NDFC and the work of disability finance by our members:

OFN Blog Post: [DEI+A: Chicago CDFI Adds Accessibility to its DEI Strategy - OFN](#)

NDFC Website Helpful Links [Helpful Links – Disability Finance \(wordpress.com\)](#)

1. Define Disabilities:

- a. **Question summary:** How does this RFP define people with disabilities? Is there a specific focus on types of disabilities? Is long-covid included?
- b. **Response:** Definitions for disabilities can be found in the Americans with Disabilities Act. For further information, reference the ada.gov website found here: [Introduction to the Americans with Disabilities Act | ADA.gov](#) . While the ADA may not specifically reference long-covid, the impacts of long-covid are also included in how NDFC interprets disability. We also acknowledge that services that target Senior Citizens are also related to people with disabilities and would expect the market research to cover the prevalence of Senior Citizens with one or more disability.

2. Focus areas for research:

- a. **Question summary:** Are there specific sectors of impact and financial products that you expect the market analysis to cover?
- b. **Response:** Our primary focus is on these four sectors:
 - i. Affordable, accessible, and supportive housing for people with physical, mental, and/or behavioral disabilities;
 - ii. Affordable consumer finance terms for assistive technology, home modifications, or wheelchair adaptations for people with disabilities to enable them to live, work, and go to school;
 - iii. Small business capital and/or technical assistance for disability-owned businesses;
 - iv. Disability-focused workforce development and financial literacy training tailored to people with disabilities.

3. Research Data and Partners:

- a. **Question summary:** Are there particular data sets or research methodologies that NDFC expects to be used?

- b. **Response:** As part of discovery, NDFC will share the data we know is available including from the Centers for Disease Control ([cdc.gov](https://www.cdc.gov)), the FDIC Household Survey, and the Disability Compendium ([Annual Disability Statistics Collection | Center for Research on Disability](#)) We welcome additional data identified by the consultants. We are interested in using known data effectively rather than conducting original data collection.

4. Timeline:

- a. **Question summary:** Does the period of performance need to be completed by October 2024?
- b. **Response:** No, NDFC is open to a longer period of performance, however, we would like to have meaningful updates on the project within that timeframe. We would like substantially all work completed no later than December 2024.

5. Budget:

- a. **Question summary:** Is there a specific budget or limit for this proposal?
- b. **Response:** We have penciled in a budget of \$25,000 which we share so that Consultants can tailor the scope of their proposed work to this level of expected investment. There is flexibility in the budget. We would expect to engage in dialogue with finalists to tailor the investment/budget to the most impactful activities. It is acceptable to provide a range of pricing by proposal activity.

6. Future goals and use of market research:

- a. **Question summary:** Which projects will depend directly on the results of this market research? What are the goals for using the results of this market research?
- b. **Response:** 2025 is the 35th Anniversary of the Americans with Disabilities Act (ADA). We plan to engage in a number of initiatives to raise the profile of disability finance among the CDFI community. This market research will help us build the case for why all CDFIs should be looking at the unmet needs of people with disabilities in their target markets, and develop intentional strategies to serve them