

CALIFORNIA ACHIEVING A BETTER LIFE EXPERIENCE (“ABLE”) ACT BOARD

REQUEST FOR PROPOSALS

529A Program/Plan Manager Services

(Non-IT Services)

RFP No. ABLE 05-16

QUESTIONS AND ANSWERS

March 17, 2017

Question 1: May we include an executive summary with the cover letter?

Answer to Question 1.

Yes.

Question 2: Please confirm that “work specifications” as contained in 3.3.i is a reference to the Scope of Work items listed in Section 1.4.

Answer to Question 2.

Work specifications include the Scope of Work in Section 1.4, as well as Exhibits A and E of the Sample Standard Agreement.

Question 3: In support of efforts to conserve paper, may we submit Attachment 13 as a CD?

Answer to Question 3.

No.

Question 4: In support of efforts to conserve paper, may we submit Attachment 14 as a CD?

Answer to Question 4.

No.

Question 5: Per our analysis of the CalABLE Survey of Potential Participants dated December 30, 2016, we ask that you please validate the following detail and our interpretation:

As reported 62% of your respondents reported having an annual household income of less than \$24,999, 20% of reported having incomes between \$25,000 to \$99,999, 13% reported having an income of more than \$100,000.

In addition, 45% of your respondents expect to contribute less than \$14,999, 15% plan to contribute less than \$45,000, 5% plan to contribute \$45,000 to \$74,999, and 10% plan to contribute \$75,000 to \$124,999.

It is our assumption that the numbers listed above are your expected contribution amounts over the lifetime of a CalABLE account. Could you please confirm?

Answer to Question 5.

The Survey questions did not specify the timeframe for expected contributions. Since Section 529A currently limits contributions to a specified amount per beneficiary, you could assume that the answers provided to the Survey question refer to a lifetime of contributions.

Question 6: Per California ABLE Accounts Projection referenced in RFP - ATTACHMENT 18, we ask that you please validate the following detail and our interpretation:

As reported, Year 1 estimates total number of CalABLE accounts of 25,000 with total Assets Under Management of \$175,000,000, and average annual account contribution of \$7,000.

It is our assumption that the numbers listed above reflect your expectation of the amount of contributions that will be contributed to CalABLE accounts on an annual basis from Year 1 – 7. If our interpretation as it relates to question number 5 is accurate, what would be your reasonable expectation for the ongoing annual contributions to an existing CalABLE account?

Answer to Question 6.

The CalABLE Participant Survey specifically targeted moderate- to low-income families based upon the advocacy organizations that assisted with distribution of the Survey. The Survey results were not used to determine the assumptions for the projections in Attachment 18. These assumptions were based upon ABLE market information available today, projected forward for a full year of activity. While the average account contribution may seem high, we are conservative on the participation level among eligible beneficiaries.