



CALIFORNIA
BUSINESS AND ECONOMIC DEVELOPMENT

**Emerging Technologies State Staff Academy
Request for Proposals (RFP)**

RFP Title	Emerging Technologies State Staff Academy
Issuing Agency	Governor’s Office of Business and Economic Development (GO-Biz)
Division/Program	Innovation and Emerging Technologies
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Proposal Submission Deadline	June 29, 2026, 5:00 PM PT
Period of Performance	August 1, 2026 – February 26, 2027

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RFP Overview

The Governor's Office of Business and Economic Development (GO-Biz) invites eligible nonpartisan, nonprofit organizations to review and respond to this Solicitation. In submitting a response, applicants must comply with the instructions found herein.

Before submitting a response to this solicitation, interested parties must read and review the entire solicitation.

Key Dates

Milestone	Date
RFP Released by GO-Biz	June 12, 2026
RFP Submission Deadline	June 29, 2026, by 5:00 PM PT
Tentative Award Notice	July 6, 2026
Period of Performance	August 1, 2026 – February 26, 2027

Proposal Submission

Proposals must be submitted electronically via email with the subject line **“Emerging Technologies State Staff Academy RFP Response - [Applicant Name]”** to the Point of Contact listed on the cover page. No mailed/hard copy submittals will be accepted.

Proposals must be received by **June 29, 2026, 5:00 PM Pacific Time (PT)**. Late submissions will not be accepted. Respondents are solely responsible for ensuring the successful delivery of their proposal by the stated deadline.

It is recommended that applicants submit proposals at least two business days in advance of the final deadline to receive confirmation of receipt and avoid potential delays due to technical difficulties.

1. Background and Purpose

The Governor's Office of Business & Economic Development (GO-Biz) serves as the State of California's leader for job growth, economic development, and business assistance efforts. This includes leading on the implementation of the California Jobs First initiative. As part of this work, the GO-Biz Innovation and Emerging Technologies Unit supports the advancement of emerging technologies sectors (known as “Bet Sectors”) that are recognized under the California Economic Blueprint released by Governor Newsom in 2025. The unit's

role includes fostering a greater understanding of emerging technology sectors among staff within relevant state entities.

As GO-Biz engages with cross-agency partners to support these Bet Sectors, the office is proposing the development of an “Emerging Technologies Academy” for staff and appointees within California state entities. The purpose of this educational initiative is to support foundational understanding and policy fluency around emerging technologies, such as AI, quantum computing, robotics, and fusion energy, in a manner that is designed for State policy staff. The program aims to familiarize staff with policy implications, technological opportunities, and societal risks, and create a space for informed dialogue. The Staff Academy should be administered in partnership with experts from academic institutions and national labs, and may feature the following elements: interactive seminars, topical workshops, case studies, site visits to representative facilities, technology assessments, and additional components as needed. The overarching goal of this program is to develop basic policy literacy related to key Bet Sectors so that state agencies can better identify actions that can be taken to responsibly support emerging technology industries. This RFP outlines the initial structure and the responsibilities of the academy host.

2. Academy Structure

The California Emerging Technologies State Staff Academy is intended to be structured as a multi-day intensive, in-person, training course for representatives from California state agencies including appointees, constitutional offices, and civil servants from state agencies, departments, and boards. Participants will be selected by GO-Biz in consultation with the applicant that is successful in this RFP.

This academy is designed to support staff from state entities that are committed to advancing the success of emerging technologies in California. State entities may apply to participate in the academy. Entities that apply will be required to provide a brief explanation regarding how their office’s role intersects with policy issues pertaining to emerging technologies.

In addition to allowing entities to apply proactively, the applicant that is selected and ultimately hosts the emerging technologies academy will be tasked with identifying relevant state entities that may benefit from enrollment in the Emerging Technologies Academy. The applicant’s work should currently intersect, or have the potential to intersect, with key aspects of emerging technology policy.

The cohort will be asked to complete pre-academy surveys to identify their goals, current projects related to emerging technology sectors, and existing familiarity with emerging technology issues, as well as a post-academy

informational survey identifying any updated implementation efforts and plans to instill and measure the degree to which policy efforts are equipped to accommodate emerging technologies sectors.

3. Curriculum

The applicant that is selected will be required to form a curriculum that leverages the expertise within the applicant's organization, as well as that of partners at California's leading universities and research laboratories. The curriculum is expected to help state staff develop policy literacy around emerging technologies issues through interactive program elements in order to convey relevant concepts. The specific curriculum will be developed in consultation with GO-Biz staff, and should convey concepts that include (but are not limited to) the following:

- **Fundamentals of Emerging Technologies Sectors:** Clear, accessible explanation of core concepts related to AI, fusion energy, robotics, quantum technology, and other Bet Sectors.
- **Opportunities & Risks:** Examination of Bet Sector applications in critical sectors such as health, life sciences, transportation, energy, materials science, and public safety, highlighting both transformative benefits and potential harms.
- **Government Operations:** Exploration of how government services can harness the power of emerging technologies as it relates to efficiency, decision-making, oversight, accountability, and workforce readiness.
- **Ethics & Society:** Impacts of emerging technologies on fairness, privacy, equity, and accessibility, emphasizing the need for ethical design, transparent practices, inclusive policymaking, and policies that are more participatory and accountable.
- **Data & Privacy:** Discussion of the central role of data topics in Bet Sectors, especially AI, quantum, and robotics. Special attention should be paid to privacy protections, consent, data security, and responsible data-governance practices.
- **Regulation & Policy:** Overview of enacted and emerging policy around AI, quantum, robotics, and fusion, including laws, standards, and regulatory frameworks at the international, national, and state levels, highlighting both California's leadership and the broader policy challenges ahead.

- **Hardware & Innovation:** Insight into the infrastructure that enables sectors such as quantum, AI, robotics, and fusion and how these innovations drive current capabilities and future trends.
- **Workforce Opportunities:** An overview of the workforce dynamics and opportunities associated with emerging technology sectors, as well as the challenges that both workers and employers in these industries currently face and expect in the years to come.

4. Minimum Qualifications

Applicants must meet the following requirements to be considered responsive.

A. Organizational Qualifications

1. Must be legally authorized to conduct business in California.
2. Must be in good standing and have active status with the California Secretary of State.
3. Must be a nonprofit organization (501(c)(3), c(4), and c(6)).
4. Must be a nonpartisan organization.
5. Must have its primary operations located in the State of California.
6. Must not be presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in public procurement or contracting by any government department or agency.

B. Organizational Capacity

1. Demonstrated ability to manage training programs of comparable scale and complexity.
2. Must have sufficient staff, resources, and partnerships to effectively track, manage, and execute the workload required to execute on the project outlined in this RFI.
3. Must demonstrate the ability to provide timely reporting, ensuring that all deliverables meet the expectations outlined in the scope of work.

C. Professional Experience

1. Demonstrated experience in educating policymakers and staff from California state entities in order to foster policy literacy in science, research, and emerging technology fields.

2. Experience bridging technical, scientific and technology insights and public policy concepts.
3. Demonstrated familiarity with California's specific policy environment, the structure of state government, and challenges facing emerging sectors within California.
4. Existing partnerships with researchers at California-based laboratories and leading universities, with the objective of integrating these partners into the staff academy's curriculum.
5. Successful completion of similar projects.

5. Budget and Deliverables Provisions

GO-Biz has allocated a total of five hundred thousand dollars (\$500,000) in state funds to award one organization for supporting the implementation of this program. GO-Biz expects applicants to provide a detailed and justified, deliverables-based budget and a schedule of deliverables per [Exhibit A, Section 6\(c\)\(d\)](#) below, as well as [Exhibit B of this document](#). The budget should detail how the applicant plans to utilize funds to execute all phases of the Emerging Technologies State Staff Academy, from pre-event planning to implementation and post-event follow-ups.

Payment Terms

Payments will be reimbursement-based upon proof of completion of mutually agreed deliverables. Payments may be withheld if reporting requirements and other deliverables are deemed incomplete or inadequate. An invoice for all services shall be submitted within 30 days following the end of the performance period.

6. Proposal Content

Proposals must include the following sections.

A. Cover Letter

1. Basic Information:

- a. Organization's Full Legal Name
- b. Primary Address
- c. Entity Type (as reflected in tax documents)

2. Details:

- a. Website: Provide the URL for the organization's website
- b. Established Date: The year the organization was founded

- c. Size: Identify the number of employees working in the organization

3. Proposal Contacts:

The Primary Proposal Contact must be the Authorized Representative. The applicant should note the following details:

- a. Name
- b. Title
- c. Email Address
- d. Direct Phone Number

4. Secondary Proposal Contact:

- a. Name
- b. Title
- c. Email Address
- d. Direct Phone Number

B. Key Personnel

Provide a table that identifies all key personnel (primary points of contact and other individuals who contribute to the development or execution of a project in a substantive, measurable way, must include the name, title, and role in the project).

Identify the designated Project Manager that will lead and coordinate efforts.

Use Key Personnel Template (see [Exhibit B, Section 1](#) below).

C. Technical Proposal

Page limit: 15 pages

1. Experience

- a. Outline the organization's (and that of relevant partners from academic and research entities) experience in conducting professional development and continuing education programs.

2. Implementation Plan and Schedule of Deliverables

- a. Provide a detailed breakdown with descriptions of how the organization would deliver on the scope of work outlined above, including how the applicant intends to collaborate with GO-Biz to develop the work plan.
- b. A detailed, and justified, schedule of deliverables. This draft will demonstrate how the applicant plans to utilize funds to execute all phases of the Emerging Technologies State Staff Academy, from

pre-event planning to implementation and post-event follow-up. Once this grant is awarded, the draft schedule of deliverables may be revised as needed in consultation with GO-Biz prior to executing an agreement. Applicants should submit the draft schedule of deliverables in the same format as the table in [Exhibit B, Section 2](#).

- c. An explanation of how the regular and final deliverables will be presented to GO-Biz, including reports, visualizations, and briefings.

3. Implementation Timeline

- a. Provide an overview of the implementation schedule for the development of curriculum, engagement activities with participants from state agencies, and implementation of the program activities, as well as reporting timelines. A Gantt chart is encouraged but not required.

4. Sample Work

- a. Provide a sample analysis or case study demonstrating the organization's expertise in professional development and/or developing and implementing training to government agencies.

D. Cost Proposal

Provide a detailed and deliverable-based budget that aligns proposed costs with tasks outlined in the Scope of Work and correlated timeframes. Please use the Deliverable Budget for Project Period Template in [Exhibit B, Section 3](#).

E. Budget Justification (1 page)

Outline the approach to maximizing impact within the proposed budget, detailing the scope of work achievable at various funding levels to ensure transparency in cost-effectiveness and realistic expectations.

F. Resume

1. Provide a one-page resume for each staff person identified in Key Personnel.
2. Each resume should include a summary of relevant experience, highlighting past projects similar in scope to the work outlined in this RFP.
3. Experience should demonstrate expertise in educating public sector officials and staff in science and technology policy areas, as well as training, process improvements, and meeting facilitation.

G. References

Two letters from entities or individuals with past experience participating in professional development offerings the applicant has hosted.

7. Evaluation and Selection Process

Proposals will be evaluated and scored individually by a committee using the Evaluation Criteria Score Sheet included in [Exhibit B, Section 4](#). Proposals will be considered based on their merits in accordance with the Scope of Work.

8. Administration

RFP Response Requirements

This RFP and the applicant's response to this document will be made part of GO-Biz's application file. Responses must contain all requested information and data and conform to the format described in this section. It is the applicant's responsibility to provide all necessary information for the State to evaluate the response, verify requested information, and determine the applicant's ability to perform the tasks and activities defined in the State's Scope of Work. The applicant must submit their response electronically to the department contact name and email address indicated on the cover sheet to this RFP.

Plagiarism, including but not limited to taking someone else's work or ideas and passing them off as one's own, and failure to cite someone else's work or ideas, is prohibited and is grounds for disqualification. Using Generative Artificial Intelligence (GenAI) tools to complete any portion of an application, without citation, may be considered plagiarism and may also be grounds for disqualification.

Reservation of Rights and RFP Amendments

GO-Biz reserves the following rights, which may be exercised at its sole discretion and without liability to any applicant:

1. Right to Amend, Supplement, or Cancel the RFP

GO-Biz reserves the right to amend, supplement, clarify, revise, delay, or cancel this Request for Proposals (RFP), in whole or in part, at any time prior to the proposal submission deadline or prior to execution of a final agreement. Amendments may include, but are not limited to, changes to the scope of work, key dates, funding availability, evaluation criteria, or submission requirements. Issuance of this RFP does not obligate GO-Biz to make an award or to enter into any agreement.

2. Notice of Amendments

All official amendments, addenda, and clarifications to this RFP will be posted at: grants.ca.gov.

It is the sole responsibility of each applicant to monitor the website for updates, amendments, or additional information related to this RFP. GO-Biz is not responsible for failure of an applicant to receive notice of an amendment. Failure to acknowledge or respond to an amendment may result in disqualification.

3. Right to Reject Proposals

GO-Biz reserves the right to reject any or all proposals, to waive minor irregularities or technical defects in proposals received, and to request clarification of information submitted.

4. Right to Award in Whole or in Part

GO-Biz reserves the right to:

- a. Award funding in whole or in part;
- b. Award less than the total amount requested;
- c. Make multiple awards under this RFP;
- d. Not award all available funds; or
- e. Issue additional solicitations for similar services.
- f. Selected applicants may be required to negotiate scope or budget adjustments consistent with available funding.

5. Right to Negotiate and Request Additional Information

GO-Biz may request additional information, conduct interviews, seek clarifications, or enter into negotiations with one or more applicants prior to final award. Failure to respond timely to such requests may result in disqualification.

6. Proposal Preparation Costs

All costs incurred in the preparation and submission of a proposal are the sole responsibility of the applicant. GO-Biz shall not be liable for any costs incurred in connection with this RFP, including in the event of amendment or cancellation.

9. Additional Details

Public Records Act

By submitting an application, the applicant acknowledges that GO-Biz is subject to the California Public Records Act (PRA) (Government Code section 7920.000 et seq.).

Consequently, materials submitted by an applicant to GO-Biz may be subject to disclosure pursuant to a PRA request. In the event that records of the applicant are requested, GO-Biz will notify the applicant, as soon as practicable, that a PRA request for the applicant's information has been received, but not less than five (5) business days prior to the release of the requested information, to allow the applicant to seek an injunction. GO-Biz will work in good faith with the applicant to protect any confidential information to the extent an exemption is provided by law.

GenAI Disclosure

The State of California seeks to realize the potential benefits of GenAI, through the development and deployment of GenAI tools, while balancing the risks of these new technologies.

Applicants must notify the State in writing if it: (1) intends to provide GenAI as a deliverable to the State; or (2), intends to utilize GenAI, including GenAI from third parties, to complete all or a portion of any deliverable that materially impacts: (i) functionality of a State system, (ii) risk to the State, or (iii) performance associated with this agreement. For avoidance of doubt, the term "materially impacts" shall have the meaning set forth in State Administrative Manual (SAM) § 4986.2 Definitions for GenAI.

Failure to report GenAI to the State may result in disqualification. The State reserves the right to seek any and all relief to which it may be entitled to as a result of such non-disclosure.

Upon notification by an applicant of GenAI as required, the State reserves the right to incorporate GenAI Special Provisions into the final grant agreement or reject offers that present an unacceptable level of risk to the State.

Government Code § 11549.64 defines "Generative Artificial Intelligence (GenAI)" as an artificial intelligence system that can generate derived synthetic content, including text, images, video, and audio that emulates the structure and characteristics of the system's training data.

Standard Grant Agreement Terms

All agreements entered into with the State of California will include reference to General Terms and Conditions that may be viewed and downloaded here: [Standard Contract Language for Non-IT Services](#).

Exhibit B – Referenced Tables

1. Key Personnel Template

Authorized Representative – Primary Proposal Contact		
Last Name, First Name	Title	Role on Project & Area of Responsibility
Key Organizational Personnel		
Last Name, First Name	Title	Role on Project & Area of Responsibility
Key Sub-Contractor/Sub-Recipients Personnel		
Last Name, First Name	Title	Role on Project & Area of Responsibility

2. Sample Schedule of Deliverables

Sample Schedule of Deliverables table: note that the number of tasks and deliverables are merely for example, and the Applicant should adjust this template as needed.

Task 1 – “Title Describing the Task Category”			
Deliverable	Description	Submission to GO-Biz and Applicant	Due Date
Deliverable 1.1: “Task Title”	Description of what the task entails and aims to achieve.	Specific deliverable that GO-Biz and the applicant will receive to verify task completion.	Month, XX, Year; or “Ongoing” with a range of dates.
Deliverable 1.2: “Task Title”	Description of what the task entails and aims to achieve.	Specific deliverable that GO-Biz and the applicant will receive to verify task completion.	Month, XX, Year; or “Ongoing” with a range of dates.
Deliverable 1.3: “Task Title”	Description of what the task entails and aims to achieve.	Specific deliverable that GO-Biz and the applicant will receive to verify task completion.	Month, XX, Year; or “Ongoing” with a range of dates.
Task 2 – “Title Describing the Task Category”			
Deliverable	Description	Submission to GO-Biz and Applicant	Due Date
Deliverable 2.1: “Task Title”	Description of what the task entails and aims to achieve.	Specific deliverable that GO-Biz and the applicant will receive to verify task completion.	Month, XX, Year; or “Ongoing” with a range of dates.
Deliverable 2.2: “Task Title”	Description of what the task entails and aims to achieve.	Specific deliverable that GO-Biz and the applicant will receive to verify task completion.	Month, XX, Year; or “Ongoing” with a range of dates.
Deliverable 2.3: “Task Title”	Description of what the task entails and aims to achieve.	Specific deliverable that GO-Biz and the applicant will receive to verify task completion.	Month, XX, Year; or “Ongoing” with a range of dates.

3. Deliverable Budget for Project Period Template

Deliverable Budget for Project Period

ITEM #	DELIVERABLE DESCRIPTION FOR PERFORMANCE PERIOD (##/##/2026 - ##/##/20##)	AMOUNT	DELIVERY DATE
1.1		\$0	
1.2		\$0	
1.3		\$0	
1.4		\$0	
	<i>Insert additional rows above if needed</i>	\$0	

TOTAL BUDGET

Deliverable	Amount
Total Budget	\$

4. Evaluation Score Sheet

Evaluation Score Sheet		Maximum Possible Score
1.	<p>Relevant Experience - How well does the applicant's experience directly relate to the scope of work?</p> <p>Score 0–7: Firm demonstrates little or no relevant experience, with limited comparable projects, insufficient qualifications, and minimal evidence of successful outcomes.</p> <p>Score 8–15: Firm demonstrates some relevant experience, though prior work shows moderate alignment with the scope and limited evidence of measurable results.</p> <p>Score 16–23: Firm demonstrates strong relevant experience with qualified personnel and successful delivery of projects similar in scope and complexity.</p> <p>Score 24–30: Firm demonstrates extensive, highly relevant experience with exceptionally qualified personnel and a consistent record of delivering successful outcomes on comparable projects.</p>	30
2.	<p>Technical Approach - How well does the proposal address the requirements of the RFP?</p> <p>Score 0–7: Proposal shows limited understanding of the project objectives and presents an unclear or incomplete technical approach.</p> <p>Score 8–17: Proposal demonstrates a basic understanding of the project with a feasible but moderately detailed technical approach and work plan.</p> <p>Score 18–26: Proposal demonstrates a strong understanding of the project with a clear, logical, and well-structured technical approach.</p> <p>Score 27–35: Proposal demonstrates exceptional understanding with a comprehensive, strategic, and highly effective approach to executing the project.</p>	35
3.	<p>Cost Proposal - Does the applicant include a cost proposal that is detailed, transparent, and demonstrates clear justification for the cost.</p> <p>Score 0–6: Cost proposal is unclear, poorly justified, or misaligned with the scope of work.</p> <p>Score 7–12: Cost proposal is generally reasonable but lacks full transparency, detail, or clear justification.</p> <p>Score 12–18: Cost proposal is clear, well-structured, and appropriately aligned with the proposed scope of work.</p> <p>Score 19–25: Cost proposal is highly detailed, transparent, and demonstrates strong value and cost-effectiveness.</p>	25

4.	<p>References - Does the applicant include the required reference letters?</p> <p>Score 0–2: References are missing, weak, or indicate limited verification of relevant performance.</p> <p>Score 3–5: References confirm satisfactory performance but demonstrate limited distinction or project relevance.</p> <p>Score 6–8: References confirm strong performance and reliability on projects similar in scope and complexity.</p> <p>Score 9–10: References consistently confirm exceptional performance, professionalism, and successful project delivery.</p>	10
TOTAL		100