

June 25, 2015

Rhode Island Commerce Corporation

Request for Proposals for
Economic Development Business Attraction Services

Questions and Answers

ADDENDUM NO. 003

Question #1: What is the length of time Commerce RI seeks to retain the vendor?

Answer #1: There is no definite length of time. Each respondent should suggest a minimum and maximum timeframe. We will negotiate a final time frame with the selected vendor(s).

Question #2: Is there a total maximum budget for the project?

Answer #2: We haven't established a maximum budget. Please note that any contract award exceeding \$20,000 requires approval by the Commerce Corporation's Board of Directors.

Question #3: Is out-of-state defined as out-of-state (domestic) or out-of-state (domestic and international)?

Answer #3: The focus is on domestic, but the focus can be both.

Question #4: Would companies within the state which are identified as having expansion needs count towards the list?

Answer #4: This effort is focused on out-of-state companies. However, the Commerce Corporation plans to engage existing RI companies through a separate, related effort.

Question #5: Is there particular size company this contract is focused on (SME, Mid-Cap, Large Corp)?

Answer #5: No, but we like your advice of which sizes to target.

Question #6: Are there specific sectors that should be given priority in the development of the list?
There is no strong preference.

Answer #6: We invite potential respondents to review the attached file and following link to recent Commerce Corporation publications and suggest clusters and industries to prioritize:

http://www.commerceri.com/documents/reports/RI_Economic_Development_Full_Report.pdf

Question #7: Is there a requirement for the contractor to use a Minority Business Enterprise business and if so what is the percentage?

Answer #7: There is no MBE requirement for this assignment.

Question #8: Does the organization currently operate from a strategic plan?

Answer #8: The Executive Office of Commerce and the Commerce Corporation are presently working with several consultants, including the Brooking Institute, to develop a strategic plan.

Question #9: Will the organization make all RFPs submitted available for public viewing?

Answer #9: No.

Question #10: Will the contract be awarded to one contractor or will the organization look at the option of allowing multiple contractors for this scope of work and if so how many?

Answer #10: We may award the assignment to multiple contractors.

Question #11: Who besides yourself will be evaluating the proposals?

Answer #11: The Commerce Corporation will evaluate proposals. If the contract amount exceeds \$20,000, the organization will make a recommendation to the Board of Directors for approval.

Question #12: Will all RFPs submitted available for public viewing?

Answer #12: No.

Question #13: What are some of the possible "additional criteria" on which the proposals may be evaluated?

Answer #13: We will carefully review the consultant's proposed approach and scope.

Question #14: When will a decision be made and a contract awarded?

Answer #14: We anticipated making a selection in early or late August.

Question #15: How will the target list of firms be contacted and by whom?

Answer #15: The Governor's Office and the Commerce Corporation will be available to contact target firms. We are open to the selected consultant(s) contacting firms. We will work with the selected consultant(s) to determine which firms will be contact by whom.

Question #16: What industrial clusters would the State like to grow?

Answer #16: Potential respondents should reference the aforementioned reports and suggest clusters to target.

Question #17: What differentiates Rhode Island from other maritime states?

Answer #17: Potential respondents should reference the aforementioned reports to digest and comment on Rhode Island's advantages.

Question #18: How will the RI company suppliers be identified and solicited?

Answer #18: The Governor's office and the Commerce Corporation are available to contact RI companies to pitch the state to their suppliers. Governor Raimondo has introduced a set of new incentive programs, which we expect will be ratified by the General Assembly this week. One of the programs provides a tax credit to companies who bring out-of-state suppliers to Rhode Island. Potential respondents should suggest an outreach approach to RI company suppliers.

Question #19: Who will be on the team to implement the business attraction and expansion strategy?

Answer #19: The Commerce Corporation is presenting forming a business attraction team, which will help implement this effort.

Question #20: Who will be held accountable for following up on the target company leads?

Answer #20: The Commerce Corporation.

End of Addendum