

**ECONOMIC DEVELOPMENT AND REAL ESTATE CONSULTING SERVICES
RFP**

Wednesday, September 18, 2013

10:30 AM

Rhode Island Economic Development Corporation

QUESTIONS AND ANSWERS

Attendees:

Mick Hogan, Peregrine Group, LLC; East Providence, RI
Britt Page, AKRF, 177 Morris Avenue, Providence, RI 02906
John Riendeau, Rhode Island Economic Development Corporation;
Michael Walker, Rhode Island Economic Development Corporation;
Peg Degan, Rhode Island Economic Development Corporation.

Question # 1

This appears to look like a master agreement similar to the one that the Department of Administration would issue. Are you looking for multiple vendors in both categories?

EDC Answer – John Riendeau

As the RFP indicates, we are seeking multiple vendors that are prepared to be engaged by the RIEDC with Task Orders. We would review vendor qualifications, the proposed team or that the individuals have the expertise to address the RFP. We would enter into a contract for the services with the rates agreed upon between the corporation and the offeror and that contract would stand for 2 years. We would then issue a task order and send that to you to secure the hours and budgetary needs to perform the Task. We would then finalize the scope of work, time and budget and issue a contract.

Question #2

There are obviously two distinct sets of services, economic development and real estate consulting. Is teaming allowed or encouraged if one company per say is experts at real estate development, would you encourage us to bring in the economic development or would you essentially take separate firms under different umbrellas?

EDC Answer – John Riendeau

It could go either way, effectively your company could choose to apply for category 1 economic development services or category 2 or you could choose to apply for both. Regarding the team, that is purely up to you.

Question # 3

Lastly, if you are selected to be engaged for the purposes of any number of projects or programs, is there anything that precludes the vendor from continuing work for the organization or the business after whatever scope that was defined by RIEDC that was completed and therefore can we go forward as project managers and deliver an actual construction project, is there any gray area there that you guys see?

EDC Answer – John Riendeau

Recognize that the Agency may require an executed Non-Disclosure Agreement (NDA) for specific information that it deems confidential as related to the project undertaken by the EDC. In those situations where a NDA is fully executed, the company cannot use that information when competing for follow-on work from the company.

Question # 4

Are there any DBE requirements?

EDC Answer – John Riendeau

No.

Question # 5

I have a general question, are there any particular initiatives that you would see the consultants starting on immediately after the contract is awarded?

EDC Answer – John Riendeau

Probably, the services that we utilize the most are economic impact analyses due to the issuance of bond programs, such as from the EDC or from our subsidiary entities; RI Airport Corporation or the Quonset Development Corporation and yes that is probably the service that we use the most. As of right now the intent is to have service providers at the ready to meet any of the category 1 or category 2 projects or items as projects do develop.

Question # 6

Britt Page/AKRF

The Economic Impact Analysis, the purpose of them is to support the bond issuance?

EDC Answer – John Riendeau

That is correct. We have specific requirements by statute that we have to look at, if it is an issuance by the EDC for a project we have to show the construction jobs the overall economic impact of this issuance and this is all part of the board package to individual board members as they review and ultimately say yeah or nay to a bond issuance.

Question # 7

Is there any particular model that EDC has a preference for - Remi?

EDC Answer – John Riendeau

We use both REMI and RIMS, not partial to either one, we have used them both.

Question # 8

On the real estate side, are there any standard forms that you guys use for any of these reports or will you be looking for a consultant to bring their own in and you can adopt whatever formulas and protocols that we use?

EDC Answer –John Riendeau

We are open to your individual formats that you would use and we also have other templates that we have used in the past and I think that could be brought to the table and discussed. Again we can come to a meeting of the minds on which template to use, but we are flexible in that department.

Question # 9

Your repositioning and disposition bullet – is it possible to elaborate on what instances that might require that sort of advisory services?

EDC Answer – John Riendeau

For example, if it is a state owned parcel for example, and we are looking at what do with the parcel or building; whether we retain it, or put it out to an RFP process to develop, so we are looking for repositioning and disposition services of land and/or buildings that may come under our management.

Question # 10

If the projects do come under your authority, where will the different vendors that get selected, will they be sent to the one or two or however many folks you decide to go with or will they be posted on the website?

EDC Answer – John Riendeau

Once the firm or firms that are selected under this RFP, we will communicate directly with them. And yes, it could be that we send the Task Order to multiple vendors to get the best value for the Agency.

Question # 11

Is there a possibility that EDC would pluck one team from one application and another from another response and combine?

EDC Answer – John Riendeau

Our goal is to select from the proposals that we receive and will evaluate pursuant to the criteria that is listed in the RFP and then at that time whether it is one individual or vendor or vendors that's who we will work with.

The meeting concluded at 10:48 AM.