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REQUEST FOR PROPOSALS #2018-119
EMPLOYMENT LAND STRATEGY
RESPONSE TO CLARIFYING QUESTIONS
January 25, 2018

Note that these are questions submitted by interested firms to the above referenced solicitation. The below answers are for clarification purposes only and in no way alter or amend the RFP as published.

1. There are several deliverables identified that seem to span multiple years or rely on a deliverable from a prior term to compete a current term deliverable. The budget identified includes \$40,000 per year to be renewed annually with the selected consultant.

- a. How should the consultant approach scope across multiple year processes if the contract renews annually? Can a deliverable/scope of work span over multiple years?

Answer: All scope and deliverables for each contract year will be agreed upon prior to the renewal of the contract.

- b. Is there any flexibility in the overall approach to annual contracting or should the consultant focus on realigning the scope to match yearly contracting deliverables?

Answer: The consultant should focus on aligning scope/pricing/deliverables to match the contract year.

- c. Does the County have an expectation of which year(s) each deliverable will be accomplished or is that up to the consultant team to determine in the RFP response?

Answer: the RFP has a schedule of the proposed year of the deliverables; however, the County reserves the right to change the prioritization from year-to-year to meet the demands of the Employment Areas.

2. The scope deliverables identified in the RFP will require a broad range of technical experts that are not likely to be represented by a single firm. Some firms may only play a role in the project in some years, subsequent year, or until the last year of the project. The annual contract renewal approach identified would not support contracting with additional firms to provide deliverables other than in the current year. Would the county allow a consultant to identify work by other sub-consultants while not identifying those consultants specifically until the year the services are needed?

Answer: Yes, we would expect the consultant to be responsible for identifying the cost of the sub-consultants or placeholders on a year-to-year basis to complete the necessary work.

3. The scope of work consistently references deliverables in relation to the County's 21 identified sites from previous work. It is our understanding that several of these sites have developed and more may develop over time. Conversely, early phases of the project emphasize identification of additional sites. The number of sites greatly impacts the consultant team's ability to perform the

scope of work, budget, and schedule. Does the County have a strategy for addressing changes to the scope of work in relation to the number of sites included in the scope of work?

Answer: Employment lands are few within the region and the goal of this RFP is to identify future sites in addition to what is already identified. Several of the identified 21 sites have not, to date, been developed and the County's intention is to further understand these areas.

4. The RFP references many reports/studies already completed by the County. Is the scope of work expectation that these reports/studies are updated by the selected team or new reports/studies are produced with different assumptions?

Answer: The consultant will need to build on the current Employment Lands reports.

5. The scope asks for an analysis of economic conditions and financial feasibility, which are very time specific. For a project that will cover five years and changing economic conditions, does the County anticipate these analyses being updated over the project timeline, and if so, how frequently?

Answer: Yes, there's a tremendous amount of data already available for the current industrial sites. It would be necessary to update this data yearly to assist in marketing the Employment sites and advocating for public policy at local/state levels.

End of Clarifying Questions