

Q&A from the April 12 Virtual Meeting

- Will the EDC report be a standalone report?
 - Yes, with chapters tied to the deliverables in the Scope of Work section of the RFP.
- Please explain further the Deliverable 8: Analysis of Regional Economic Competition.
 - First compare DowntownDC and Golden Triangle BIDs to other DC submarkets, such as The Wharf, Union Market, Georgetown, and others.
 - Then compare DowntownDC and Golden Triangle BIDs to National Landing, Bethesda, Silver Spring, and other “urban-like” regional places.
 - Compare D.C. to the surrounding counties in Maryland and Virginia.
- Will we be able to submit questions via email subsequent to this virtual meeting?
 - Yes. All questions and answers will be sent to all interested parties and posted on the websites of both BIDs.
- How important is knowledge of D.C. given that the Project Management Team has in-depth knowledge of the District?
 - The Project Manager has the relationships with D.C. government covered.
 - Knowledge of the DowntownDC and Golden Triangle, D.C., and regional economies may be a differentiating factor for proposals under the evaluation criteria of Experience and Project Proposal.
- Is teaming allowed?
 - Yes.
- How do I find out who else is interested so my firm can approach to others?
 - The BIDs will ask interested parties if they would like their names to be shared with others. For those who say “yes,” we will circulate the firm names, contact names, and information to all interested parties.
- Is one of the interventions contemplated placemaking and best-in-class urban design?
 - The EDC’s work is an economic report that can include placemaking but should not be treated as a placemaking workshop since this will be covered in the Project Manager’s report.
- Given the answer to No. 7, if the EDC will be issuing a separate report, then how important are renderings and is there room in the project budget to cover this expense?

- Graphics can be very helpful. Graphics are not needed in a proposal, as examples of prior work will suffice. EDC will focus on economic topics and the report can include graphics and visual aids to support the document. Graphics and visual aids in the EDC report should be covered by the estimated budget of \$300,00 to \$350,000. As stated in the RFP, please include the specific cost of any additional work being suggested.
- Will there be a focus on retail/ground-floor use in the EDC’s work and the Action Agenda report?
 - Yes, retail/ground-floor use is expected to be an important aspect of both the EDC’s work and the Action Agenda report.
- Is there consideration for being a minority or women-owned business?
 - Yes. As stated in the RFP, 5% of the evaluation scoring will be based on the diversity of the consultant team.
- In Deliverable 13 of the RFP, can you please clarify the request for analysis of the District’s investment in the Convention Center, ballpark, and NoMa Housing Tax Abatements? Are you requesting the analysis as part of the RFP response or to include these investments in the scope to be analyzed in the deliverable?
 - Yes, an analysis of the Convention Center/Nationals Park/NoMa Housing Abatement is required as part of the RFP submission, as we would like to see the approach potential consultant teams take on this analysis. In the EDC work, a consultant team’s analytical approach will be important in the historical research of economic development investments in D.C. and in the analysis of potential interventions.
- In Deliverable 1 of the RFP, you reference the “Engagement and Consensus Plan” created by the Project Manager Team. Are you able to share that document or a list of the stakeholders you have already identified?
 - We are still working on the stakeholder list with the Project Manager Team. We have four committees:
 - Visionary Panel: Provide high-level insights, capture media attention, and drive interest within and beyond D.C. to put D.C. on the map as the future of cities
 - Leadership Committee: Provide local insights and interest, DowntownDC and Golden Triangle BID stakeholders
 - Expert Panel: Surface different perspectives and points of view about specific challenges and impacts across sectors
 - Focus Groups: Get input related to specific focus areas/sectors