

March 13, 2026

**I-195 Redevelopment District**

**ADDENDUM NO. 001**

**Questions & Answers**

**Request for Proposals  
for**

**Economic Development and Real Estate Consulting Services**

The I-195 Redevelopment District (“District”) is soliciting proposals from firms qualified to provide economic development and real estate consulting services (“Consultant(s)”) for the District.

**Question 1:** The RFP states that “Consultants may propose to provide services for both components or just one” and asks proposers to indicate whether they are proposing for the On-Call Consulting Services, the Innovation District Advancement Strategy, or both. Would you prefer **one combined proposal** covering both components, or **two separate proposals**—one for each component?

**Answer 1:** If a Consultant is proposing for both services, one combined proposal is preferred. Proposals should clearly state which team members are anticipated to work on which component.

**Question 2:** Will **both components be evaluated using the same scoring criteria and weighting**, or does each component have **distinct evaluation factors/weights**(e.g., different budget approach/cost effectiveness for the Innovation Strategy vs. On-Call)? If different, could you share the **relative weighting** across criteria for each component? (The RFP outlines submittal requirements but does not enumerate weights.)

**Answer 2:** Each component will be evaluated individually but using the same scoring criteria and weighting.

**Question 3:** The RFP requests **two work samples from the last two years and three client references**. Do these materials need to be **duplicated for each component**, or may we provide **one consolidated set** that is clearly mapped to each component?

**Answer 3:** One consolidated set is acceptable.

**Question 4:** Can the District provide any estimate of the anticipated number or dollar value of on call assignments per year under the three-year contract?

**Answer 4:** The number and dollar value of on-call assignments per year will vary based on District projects and priorities, although the District anticipates issuing 1-4 task orders annually under the on-call contract.

**Question 5:** How will individual on-call assignments be authorized (e.g., task orders, written requests, not to exceed amounts)?

**Answer 5:** Assignments will typically be authorized through task orders or letter agreements, with either a lump sum specified for the project or a not to exceed amount if billed hourly.

**Question 6:** Are on call assignments expected to be short, discrete analyses, or could they include multi month engagements?

**Answer 6:** On-call assignments will vary with some short, discrete analyses and some more involved projects that could take over a month.

**Question 7:** If the scope for the Innovation District Advancement Strategy is phased, does the District anticipate separate authorizations for each task, or should the proposal assume continuous execution?

**Answer 7:** If this work is phased, the District would issue separate authorizations for each task.

**Question 8:** Does the District anticipate awarding separate firms for on call consulting versus the innovation district strategy, or could one firm reasonably expect to perform both?

**Answer 8:** The District may hire separate firms to perform each service outlined in the RFP, or one firm to perform both. The District may also select more than one firm for the on-call role.

**Question 9:** Will the District be able to provide updated information on each of the parcels if current information differs from the information provided on [195district.com](http://195district.com)?

**Answer 9:** The District website includes up-to-date public information about the status of various parcels. The District will provide additional information about pipeline projects to the selected Consultant if relevant for their work.

**Question 10:** Will the District be able to provide information on current operations of Point225 and 150 Richmond including headcount by tenant?

**Answer 10:** The District will work with the selected Consultant to obtain relevant information for both buildings to inform their work, if needed.

**Question 11:** What is the anticipated budget for the innovation district study?

**Answer 11:** The budget depends on the exact scope agreed upon with the selected Consultant. As noted in the RFP, the District may elect to phase the Innovation District Advancement Study. The fee proposal should clearly note all relevant assumptions.

**Question 12:** What is the anticipated budget per task order for on-call services? Is there an annual or total allocation of dollars for task orders issued under this contract?

**Answer 12:** The budget for on-call projects will vary by project. The District annually budgets for professional services to support its work.

**Question 13:** Do you have a sense of the types of task orders that would be issued? Is there a specific number or range of anticipated task order contracts that will be issued each year or for the duration of the contract?

**Answer 13:** Examples of task orders include evaluation of third-party developer pro formas for projects proposed in the District, economic impact analysis of District projects, and market analysis. The number of task order contracts will vary by year, but the District anticipates issuing 1-4 task orders annually under the on-call contract.

**Question 14:** Will there be a bench of contractors applying for each task order or will the District assign task orders to individual firms?

**Answer 14:** While the District typically assigns tasks to a specific firm when multiple firms are under contract, the District reserves the right to request quotes for specific tasks from more than one firm under contract.

**Question 15:** Are the deliverables for on-call task orders anticipated to be for internal or external audiences?

**Answer 15:** The audience for deliverables will vary depending on task. Some deliverables will be for internal audiences and some will be for external audiences. As noted in the RFP, the on-call Consultant may be asked to present at public meetings.

**Question 16:** Should firms applying for the on-call portion of the solicitation provide methodologies for each of the three categories (economic and fiscal analysis, market analysis, and real estate financial analysis)?

**Answer 16:** A project approach is only required if bidding on the Innovation District Advancement Strategy. However, Consultants may choose to elaborate on their approach to various on-call assignments in their proposal.

**Question 17:** Is the on-call contract intended for future work, or is there an initial scope of work / project already contemplated?

**Answer 17:** The on-call contract is primarily intended for future work. A project is currently contemplated at the start of the contract.

**Question 18:** In what timeframe does the District want to see the Innovation District Advancement Strategy scope of work completed?

**Answer 18:** The final schedule will be developed in consultation with the Consultant, but the District hopes to complete the project by the end of 2026. This schedule may change if the work is phased.

**Question 19:** Do you anticipate anchor institutions in the District sharing data regarding their research and commercialization trends?

**Answer 19:** The District has relationships with the anchor institutions and will assist the Consultant in making requests for data access.

**Question 20:** So that we can best tailor our response, can you share the budget range that has been established for the Innovation District Advancement Strategy component of this project?

**Answer 20:** See response to Question 11.

**Question 21:** So that we can explore potential teaming opportunities, are you able to share a bid holders list or a list of firms that have inquired?

**Answer 21:** The RFP was made publicly available; the District does not have a “bid holders list.” A list of firms that have inquired will not be available until after the deadline for proposals on April 3, 2026, and will only be made available upon request.

**Question 22:** Additionally, to best fit the District's needs and to guide us in our proposal approach, are you able to provide an estimated/maximum budget?

**Answer 22:** See response to Question 11.

\*\*\*End of Addendum \*\*\*