

REQUEST FOR PROPOSALS
FOR CONSULTING SERVICES TO REVIEW
ECONOMIC DEVELOPMENT INCENTIVES
FOR THE ST. LOUIS DEVELOPMENT CORPORATION

Introduction and Background:

The St. Louis Development Corporation (“SLDC”) is issuing this Request for Proposals (the “RFP”) to engage a consultant to provide services related to a review and analysis of economic development incentives available to encourage economic growth within the City of St. Louis.

SLDC is a Missouri general not-for-profit corporation organized to carry out economic development activities for the City of St. Louis (the “City”). SLDC provides staff for the City’s various economic development agencies and authorities.

The Consultant selected through this RFP process will assist SLDC with the review of its economic development incentives and an analysis of their use and effectiveness.

Scope of Services:

Services to be provided are focused on two main areas: (1) an evaluation of the economic development potential with certain changes to the City’s earnings tax; and (2) an evaluation of current incentives used and their impact on development.

The services to be furnished by the Consultant pursuant to this RFP shall include, but are not limited to, the following:

1. Serve as Consultant to SLDC (to also benefit the City) and assemble a team of professionals in the areas required to provide the necessary services. Consultant, and its team, will be responsible for one or more of the following tasks:
 - a) Update analysis for a 2009 revenue study completed for the City; focus would include a gap analysis of the types of businesses and industries that are underserved by existing incentives and programs;
 - b) Benchmark the available City incentives with peer cities within the region and beyond;
 - c) Analyze specific alternatives to incentives that involve City earnings tax;

- d) Identify types of businesses with greatest potential for locating to the City with change to earnings tax based on industry, job-creation, workforce make-up and taxable value of their facilities and associated sales and activity within the City;
- e) Analyze likely economic impact from the location of businesses to the City with a change to earnings tax;
- f) Analyze the economic and fiscal impact to the City and the region of the use of various tax incentives to evaluate incentive amount, private investment amount, location, taxable value prior to and after project, and jobs created or housed in projects;
- (g) Inventory through maps locations of specific projects receiving redevelopment tax incentives-locally, regionally;
- (h) Review and analyze changes in assessed land values and economic activity in the vicinity of tax incentivized projects;
- (i) Compare local property tax revenues and sales tax collections pre and post development;
- (j) Facilitate presentations and meetings as needed to discuss findings and recommendations;

2. Submit written reports and memoranda and brief City and SLDC representatives regarding the topics listed above.

Proposal Criteria:

Responses to this Consultant RFP must include, at a minimum, the following information:

1. Statement of Qualifications:

Experience of Firm - Provide a summary statement of the firm's experience working with and analyzing economic benefits of federal, state and/or local economic development incentives and policy issues involving economic development incentives.

Experience/Qualifications of Assigned Professional(s) - Provide a resume for the individuals who will be assigned to perform the services described for the Consultant in this RFP and designate who will have primary responsibility for such services. Also indicate the specific role the listed individual(s) had in the above-referenced services.

With respect to each of the above, experience with governmental clients should be highlighted.

2. Current Assignments:

Provide a statement concerning your firm's ability to devote sufficient time and resources to this project in relation to existing assignments the firm and the above-named individual(s) are currently involved with or will become involved with through 2015.

3. Disclosure of Potential Conflict of Interest:

Provide a statement regarding any potential conflict of interest issues your firm, its principals or any of the listed individuals [the other team members] might have or encounter if your firm is selected as the Consultant.

The Consultant's services may involve interaction with a number of City of St. Louis public officials including, but not limited to, members of the Board of Aldermen, various departments and offices of the City of St. Louis, representatives of SLDC and its affiliated agencies and authorities. Please indicate whether the firm, its principals or any of the listed individuals have adverse relationships or adverse interests with any of the above-reference parties or relationships or interests that may present a conflict of interest.

Respondents to this RFP must also disclose any other local government entities in the State of Missouri with which they, their principals or the listed individuals are currently doing business or with which they have done business of this same nature over the past three years.

4. Proposed Fee/Expense Reimbursement:

If based on an hourly rate, provide the hourly rates to be charged for services provided by each individual listed in the response to the RFP.

Provide an explanation if fees will be calculated on any other basis.

Itemize the type and estimate the amount of expenses for which your firm would seek reimbursement.

It is anticipated that a maximum fee for services will be established based on the proposed fee provided in the consultant proposal selected prior to the commencement of work by any respondent selected through the RFP. If a respondent to the RFP is selected and does not wish to accept the maximum fee limitation established, another qualified respondent may be selected to be Consultant.

5. Proposed M/WBE Participation:

It is the policy of the City of St. Louis, pursuant to the Mayor's Executive Order #28, that a goal of at least 25% certified minority business enterprise participation and at least 5% certified women-owned business enterprise participation is established for contract and purchases where federal or City funds are expended.

Proposal Evaluation:

Proposals to provide the Consultant services pursuant to this RFP will be evaluated based on the following criteria:

- ❑ Experience and expertise working with and analyzing economic benefits of federal, state and/or local economic development incentives and policy issues involving economic development incentives;
- ❑ Experience of the respondent with municipal and governmental clients;
- ❑ Expertise of assigned personnel with providing services similar to the Scope of Services described in this RFP;
- ❑ Cost of services in relation to scope;
- ❑ Responsiveness to this RFP;
- ❑ Proposed level of participation by minority and women-owned businesses.

St. Louis Development Corporation reserves the right to establish further criteria for evaluation of proposals, to require additional submissions, to waive any informalities in submissions, to reject any or all proposals and to negotiate with successful respondents.

Proposal Response Deadline:

Six (6) copies of your proposal must be received in the offices of SLDC by 4:30 p.m. Central Daylight Saving Time on Friday, October 24, 2014. Proposals should be mailed or delivered to:

Otis Williams
Executive Director
St. Louis Development Corporation
1520 Market Street, Suite 2000
St. Louis, Missouri 63103

Inquiries:

Please direct all inquiries concerning this Consultant RFP or the project in writing to:

Otis Williams
Executive Director
St. Louis Development Corporation
1520 Market Street, Suite 2000
St. Louis, Missouri 63103
Fax: (314) 613-7011
WilliamsOT@stlouis-mo.gov
Copy to: OutlawH@stlouis-mo.gov