

**ADDENDUM NO. 2**

RFP NUMBER: \_\_185165\_\_

RFP TITLE: \_\_\_\_Economic Mobility Planning Consultant\_\_\_\_

DEPARTMENT: \_\_Office of the Mayor\_\_\_\_

DATE OF ADDENDUM: \_\_\_\_May 29, 2019\_\_\_\_

RFP Deadline for Questions: \_\_May 24, 2019, 4:00 p.m., e.s.t.\_\_\_\_

RFP DUE DATE/TIME: \_\_\_\_June 11, 2019, 4:00 p.m., e.s.t.\_\_\_\_

**REASON: QUESTIONS & ANSWERS**

(SIGNED): \_\_\_\_\_(DATE): \_\_\_\_\_

(COMPANY): \_\_\_\_\_

**To acknowledge having received this material, you must sign one (1) copy of this page and return it with your proposal**, or separately and clearly labelled only if your proposal has already been submitted, to the Purchasing Department (email: [dmkeylon@chattanooga.gov](mailto:dmkeylon@chattanooga.gov); or fax to 423-643-7244 Attn: D Keylon; or mail to Purchasing Dept., Attn: D Keylon, 101 E. 11th Street, Suite G-13, Chattanooga, TN 37402. This form must be received by the RFP Due Date/Time. If this form is missing, your proposal may not be considered further.

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QUESTION: The RFP is not explicit as to what policies need to be scanned—should the consultant focus on City policies; non-profit policies and practices; policies of large businesses; county, state, and federal government policies; or some combination thereof?

ANSWER: We are looking to conduct a thorough scan of policies that may be the most impactful on this issue. It is the City's hope that the consultant hired will respond to the proposal with a unique perspective and history of working on mobility issues.

QUESTION: Should the consultant focus on specific groups when addressing economic mobility? For instance, should the consultant focus on all Chattanooga residents, low-income residents, specific racial or ethnic groups?

ANSWER: The consultant should include all Chattanooga residents in its consideration of this issue, with the clear understanding that people of color, women, and other minority populations have been substantially and chronically excluded from many economic mobility and asset-building opportunities for generations. Recognition of these structural disadvantages and how they produce and sustain inequality in our region should inform the consultant's response and recommendations.

QUESTION: Should the focus be on mobility over one's lifetime, intergenerational mobility, or both?

ANSWER: The City has specifically been examining intergenerational mobility as a lens for examining the current economic trends in Chattanooga. The goal is to improve intragenerational mobility for the current residents in Chattanooga, but the City believes that examining and framing the issue in terms of intergenerational mobility will help us gain a more comprehensive view to accomplish this goal.

QUESTION: What data or evidence does the City see as being needed to support an assessment of a policy's impact on economic mobility?

ANSWER: The City is requesting the consultant to perform a basic level of data analysis to understand economic mobility at a local level. While it is unrealistic to assume that any strategies or tactics recommended by the consultant through this engagement will produce immediate, noticeable benefits with regard to improving widespread economic mobility in the Chattanooga area, the City will ask the consultant to provide policy recommendations that are grounded in current, local data and offer substantively different approaches to economic development, workforce development, financial empowerment, and other activities related to improving economic mobility long term.

QUESTION: What is the purpose of the survey and what would the City like to learn from it?

ANSWER: Survey responses will be useful in determining a baseline of local understanding of and sentiment toward the issue around economic mobility. The survey is one tool, and by no means the only or most important tool, to assist the consultant and city staff in developing language for our recommendations and policy remedies that is relevant, relatable, and attuned to existing attitudes, biases, and awareness of the issues we are seeking to address. The survey also serves an important function by allowing all people with an opinion to register the opinion to the City -- even if they cannot attend a public meeting.

QUESTION: What does the City mean by "economic recruitment" on Page 6?

ANSWER: "Economic recruitment" refers to the process of targeting, contacting, and/or incentivizing non-local employers in specific sectors for investment in Chattanooga. For instance, the development and expansion of Volkswagen's manufacturing operations in Chattanooga are considered a successful example of economic recruitment. The Berke administration has placed a priority on recruiting employers who pay a living wage, offer robust employee benefits, and/or provide pathways of upward mobility within their companies.

QUESTION: What is the available budget for the requested services?

ANSWER: The City anticipates making a significant investment in this planning process to ensure that a robust, actionable plan is developed. To maintain the integrity of the procurement

process, we are unable to disclose the budgeted amount. We are looking for firms to provide high quality, analytical work but will be relying on City staff to help execute the external relations and grassroots outreach portion of the plan to help keep the project within budget.

QUESTION: Is there a budget or budget range for this project?

ANSWER: The City anticipates making a significant investment in this planning process to ensure that a robust, actionable plan is developed. To maintain the integrity of the procurement process, we are unable to disclose the budgeted amount. We are looking for firms to provide high quality, analytical work. However, we will be relying on City staff to help execute the external relations and grassroots outreach portion of the plan to help keep the project within budget.

QUESTION: Is there a page limitation on the proposal?

ANSWER: No, there is not.

QUESTION: Are out-of-state firms encouraged to apply?

ANSWER: Other than as a factor potentially affecting pricing due to travel costs, a vendor's location is not factored into the criteria for selection. Refer to "Evaluation Criteria" in the main solicitation document.

**END**