

Florida Defense Industry Economic Impact Analysis Request For Proposal (RFP)

April 9, 2019

BACKGROUND

Enterprise Florida, Incorporated created the Florida Defense Alliance (FDA) in 1998 in accordance with Florida Statute 288.980 as a non-profit partnership between the Governor, Florida state officials, the Florida Congressional Delegation, state legislators, base commanders and staff, community leaders, and business executives to increase military value, enhance base capabilities, and promote multi-service synergies for Florida's military bases, while supporting and enhancing the quality of life of Florida military families.

The defense industry plays a critical role in the Florida economy. Defense activity in Florida has long been a major source of significant military operations and training, employment for state residents, sales revenue for companies, and tax revenues for state and local governments.

Enterprise Florida, Inc. (EFI) is requesting proposals for the services of a qualified contractor to conduct a new Florida Defense Industry Economic Impact Analysis and create a 2019 Florida Defense Factbook. The study was previously completed by Matrix Design Group, Inc. in December 2017 utilizing 2016 Department of Defense (DoD) data which is no longer current.

STATEMENT OF WORK:

Conduct an Economic Impact analysis of Florida's Military and Defense industry. Provide an enhanced statewide picture of the economic impact of all active military installations and defense industry in Florida including the Florida National Guard and the United States Coast Guard.

- Develop State, Regional and Local Impact Assessment.
 - Overall analysis used to calculate the total economic impact by installation, economic sector and geographical area must contain:
 - Total payroll (Military and Civilian, National Guard and Coast Guard, by salary level).
 - Non-payroll local expenditures (e.g. materials, supplies) by type.
 - Total value of all Military, National Guard and Coast Guard contracts (by type of contract).
 - Estimated inflows to Defense, National Guard and Coast Guard contractors (domestic and international).
 - Value of retiree spending (from Military, Coast Guard and National Guard).
 - Value of student trainee payrolls and spending.
 - Value of Military Reserve spending flows.
 - Value of Military educational and medical spending.
 - Estimated value of Military and Defense spending due to technology transfers.
- Complete defense economic impact study, and design and publish a 2019 Florida Defense Factbook.
 - Design and produce a Florida Defense Economic Impact Analysis Study and publish a 2019 Florida Defense Factbook.
 - Three draft copies (hard) for interim review and comment.
 - Three final copies (hard).

- Electronic files of draft and final study, as well as a draft Factbook to be reviewed and approved by the Vice President, Military and Defense Programs.
- Factbook printing (1,400 books)
- Design and produce an educational and informational brochure package.
 - In-person presentations to the Florida Defense Support Task Force and other appropriate audiences.

CONTRACTOR QUALIFICATIONS

The quotation shall include resumes of all personnel anticipated to work on this contract as well as the firm's qualifications relative to the items listed below.

- The proposal shall include economic analytical experience as well as the organization's qualifications relevant to the items above.
- Knowledge of the military value of Florida's installations, ranges, and other military assets.
- Possess experience and knowledge of all branches of military services.
- Must be able to complete the scope of work within the given timeline.
- Awareness of the military's role in economic development and understanding of its significant economic impacts.
- Experience in successful completion of similar projects.
- Must be able to enter into a contract with Enterprise Florida, Inc.
- Anticipated term of the contract will be from June 1, 2019 to December 31, 2019 (6 months).

PROPOSAL SUBMISSION

- Applicants must submit the following:
- One original and one electronic copy of their proposal to the contact person identified in this section.-
- Copy of applicant IRS form W9 to include the federal tax identification number.
- Cost proposal for performing the required service, and complete cost justifications.
- Proposals are due no later than 5 PM EDT, Friday, April 30, 2019. All proposals must demonstrate the capability to accomplish the requirements contained in this RFP, and will be evaluated according to the evaluation guide.

Please submit your proposal and a quotation for these services to:

Bruce Grant, Vice President, Military and Defense

Enterprise Florida, Inc.

101 North Monroe Street, Suite 1000

Tallahassee, FL 32301

Email: bgrant@enterpriseflorida.com Phone: (850) 298-6652

EVALUATION

All proposals that meet the stated scope of work requirements will be evaluated using the following process:

- Proposals will be screened for responsiveness to the contractor qualifications by the Vice President, Military and Defense Programs, Enterprise Florida, Inc.
- Proposals will be evaluated using the criteria below in the evaluation guide by the Vice President, Military and Defense Programs, Enterprise Florida, Inc.

○ **Evaluation Guide**

EFI will utilize the evaluation guide below for the proposals.

Scoring Criteria	Points
<p><u>Ability to Successfully Complete the Project</u> (30 points)</p> <ul style="list-style-type: none"> • Necessary experience, organization, qualification, skills and facilities to accomplish the outlined tasks. • Demonstrated history of successfully performing work or projects that are similar to the duties of this project. • Contractor clearly identifies adequate number of qualified staff to complete the project successfully. 	
<p><u>Methodology</u> (20 points)</p> <ul style="list-style-type: none"> • Ability to complete the work in the specified time frame. • Conformance with the terms of the RFP. 	
<p><u>Budget</u> (10 points)</p> <ul style="list-style-type: none"> • Proposed costs are reasonable for the associated scope of work. 	
<p>Total Score (out of 50)</p>	

Florida Defense Industry Economic Impact Analysis: Application

All proposals must contain the following information in the format below:

A. Applicant

Company Name:

Federal Tax Identification Number:

Name of Primary Responsible Contact:

Title:

Address:

City:

State:

Zip:

Telephone:

Email:

B. Ability to Successfully Complete the Project

Describe the ability of the contractor to accomplish the required scope of work within the given timeline and unique qualifications to complete project.

C. Summary of Project

- a. Project description
- b. Objectives/methodology
- c. Deliverables and Timing

D. Budget

Cost and Justification: \$

E. Project Award

EFI will award the project contract to the most qualified and costeffective proposal.