

RFP Q&A – Strategic Planning for Florida Opportunity Zone Program

1. Does Enterprise Florida want a strategic plan it can implement with its staff members or one that it implements with the selected consultant? ***The RFP is created for a strategic plan utilizing EFI staff, however opportunities exist for plans with Consultants, dependent on available resources of EFI.***
2. How would you like the selected consultants to engage and/or communicate with Opportunity Zones in the state? Are you anticipating that representative leadership for all Opportunity Zones will be engaged through this effort? ***We are anticipating that representative leadership will be engaged through EFI plan.***
3. In addition to Enterprise Florida, are there other state agencies that will be involved in this strategic planning and marketing program? ***TBD***
4. What is the Enterprise Florida team that will be supporting the strategic planning process? ***Currently a team is composed of staff from Business Development and Operations. Staffing to be evaluated based on findings of the strategic plan.***
5. What involvement do you plan, if any, for regional and local economic development organizations? ***EFI anticipates working with its local EDO partners to facilitate the operations of the OZ projects.***
6. Has the state completed any previous analyses or studies on Florida Opportunity Zones? If so, can you share these documents?
7. Is there a preferred period of time for this project to be completed? ***EFI would like a Strategic plan draft by 7/31/20.***
8. What is the source of funding? What is the estimated project budget? ***EFI general revenue received through state appropriations (SEED). \$50,000-\$100,000***
9. Does the state have any current marketing efforts underway to market opportunity zones? If so, what are they? ***EFI does not currently have marketing efforts for Opportunity Zones.***
10. How important is an in-state presence for this contract? ***Weighted in the selection process however not mandatory***
11. How has Enterprise Florida been working with opportunity zones in metropolitan areas? How has Enterprise Florida been working with opportunity zones in rural areas? ***Opportunity Zones is a new program for EFI and as a result we have not collaborated on any OZ projects.***
12. Are there key statewide industry associations that Enterprise Florida has collaborated on regarding planning for Opportunity Zones? ***None to date.***
13. Will the budget for this opportunity been disclosed to applicants? ***See question 8***
14. Is EFI open to counter proposal on the scope items outlined in the RFP? ***Yes***
15. What is the timing in which these services will need to delivered? ***See question 7***
16. Is there a limit on the number of outreach/ meetings the team will be asked to facilitate/ host with external stakeholders? ***No***
17. Whether companies from Outside USA can apply for this? (like,from India or Canada) ***EFI is only accepting responses from companies within the USA.***
18. Whether we need to come over there for meetings?
19. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)
20. Can we submit the proposals via email?