

Economic Projections

The RFP requests projections of economic activity and tax revenues at the State and "Local" levels. Does this mean you are only requesting State and City analysis (two models), or would you also need a County-level analysis (third model)?

Philadelphia County and City are the same geographic area. There is no “third” analysis required.

Projected Fashion District TIF revenues from 2015 are shown in the RFP; we assume actual historical revenues will be available to the selected consultant?

Yes. All available data will be provided to the awarded contractor.

In the baseline scenario, what is the assumed redevelopment scenario for the Bus Station parcel?

The redevelopment scope, scale and schedule will be determined in discussion with the consultant, PIDC and the City based on current zoning and current market trends.

For the baseline and two-arena scenarios, what historical and/or projected arena information will be made available from the Sixers and Well Fargo Center/Comcast-Spectacor (such as events and attendance, geography of ticket sales, jobs and payroll, taxes paid, etc)?

Any information not available directly from Comcast Spectators will need to be modeled based on reasonably conservative assumptions and the consultant’s market knowledge and research.

If projected operational data for either arena is provided, should this be accepted by the consultant, or should we do our own independent analysis to project future operations?

We would look to the awarded contractor to provide independent analysis of the arena scenarios.

For the two-arena scenario, what economic activity and tax revenues are generated by the Bus Station?

In the two-arena scenario, the bus station would be replaced by the arena.

Timeline for completion – do you have a preferred date for project completion and/or do you want proposals to provide a timeline?

PIDC has received comments that the 60-day deliverable for the work product does not allow enough time for meaningful community engagement. Based on the respondents professional experience in these matters, we look for proposed project timelines. Proposals received with deliverable dates longer than 60 days will be accepted and no deductions will be made in the evaluation.

In the community impact RFP on page 5, PIDC states "please note if your firm has worked with any of the Sixers, Flyers, Comcast Spectacor, PREIT, or Macerich" which is the same list as outlined on page 3 of the economic analysis RFP. For the design consulting services RFP, the conflict statement is listed as "any of the Sixers, Flyers, Comcast Spectacor, PREIT, Gensler, Macerich, AECOM, or Econsult Solutions." Is the addition of Gensler, AECOM, and Econsult Solutions specifically a potential conflict for the design consulting services RFP, or were these names accidentally left off of the Community Impact and Economic Analysis RFPs?

We are aware Econsult Solutions has provided economic analysis for this project on behalf of a conflicted entity. This does not exclude Econsult Solutions from being selected or part of a project team. We ask all respondents to list all potential conflicts.

How do these three RFPs relate, and to what extent is it advantageous for a consultant or team of consultants to pursue all three?

Each RFP response will be evaluated independently. No preference will be given to a firm or team of firms that pursue multiple awards.

To what extent would naming one firm or one team as the winning bid for all three studies be desired by PIDC?

Each RFP response will be evaluated independently. No preference will be given to a firm or team of firms that pursue multiple awards.

Why has PIDC issued three separate studies compared to consolidating the economic and community impacts into one study or having all three RFPs issued as one study?

While there is overlap between the three studies and PIDC will facilitate communication between consultants where appropriate, the primary purpose and management of each RFP is distinct, and the professional expertise required is different. The Design RFP will be managed by Planning and Development Department staff as they review the Sixers proposed designs and specifically seeks design or architectural firms. The Community Impact RFP is focused on current and projected conditions in the surrounding community which will likely require a team approach to provide comprehensive demographic, economic and community expertise. The Economic Impact RFP is primarily focused on tax revenue projections, arena financing, and requires specific knowledge of NBA arena economics and tax revenue projections.