



# MEMORANDUM

---

*"... meeting community needs... enhancing quality of life."*

TO: CEDC & ARA

FROM: Director Karen Harkness

DATE: 12/4/13

RE: Economic Development Strategic Plan Contract

---

The Community and Economic Development Department on October 8, 2013 issued a Request for Proposals (RFP) seeking a firm to contract for consulting service to conduct a process to create a citywide Economic Development Strategic Plan (Plan). The Plan will contain goals, objectives and benchmarks that measure the City's progress; roles/responsibilities; and implementation strategies. The Plan will help the City direct its efforts and resources toward a clearly defined vision for its future. The planning process and final document(s) must provide a plan with 5 and 10 year horizons.

The RFP was widely publicized via direct mail, social media, etc. We received 8 responses on the due date of November 8, 2013.

Company	Contact	Phone/Email	Fee
Camoin Associates	Robert Camoin, 120 West Avenue, Ste 303, Saratoga Spings NY 12866	518-899-2608 x102 rcamoin@camoinassociates.com	\$50,000.00
Angelouconomics	Angelos Angelou, 8121 Bee Cave Road, Ste 100, Austin TX 78746	512-225-9320 angelos@angelouconomics.com	\$122,500.00
Atlas Advertising	Guillermo Mazier, 1128 Grant Street, Denver CO 80203	303-292-3300 x232 guillermom@atlas-advertising.com	\$51,000.00
CDFA	85 E. Gay Street, Ste 700, Columbus OH 43215	614-224-1300 info@cdfa.net	\$49,450.00
Manheim Solutions	Chis Manheim, 548 N. Clifton Avenue, Elgin IL 60123-3324	847-691-3324 chris@manheimsolutions.com	\$50,000.00
Webster Site Selectors	C. Paige Webster, 6602 W. Pickly Pear Trail, Phoenix AZ 85083	602-621-0576 paige.webster@gmail.com	\$75,000.00
R&R Consulting	Abhijit Verekar, 1111 Superior Avenue, Ste 1330, Cleveland OH 44114	216-621-8977 averekar@rnrc consulting.com	\$131,590.00
GEC	PO Box 340, 916 Silver Lake Drive, Portage WI 53901	608-742-2169 gec@generalengineering.net	\$51,000.00

An internal team comprised of Karen Harkness, Dean Gazza, Monica Klaeser, Matt Rehbein and Brad Schmidt reviewed the 8 proposals. The team interviewed two firms-Camoin and Manheim Solutions.

After careful consideration, the review team unanimously recommends Manheim Solutions as the firm to contract for consulting service to conduct a process to create a citywide Economic Development Strategic Plan. The review team cited the experience of the Manheim Solutions team, their previous projects, their data driven proposal and their greater understanding of the project and this area.