Downtown Gulfport Development
Request for Proposals #19-26

The University of Southern Mississippi
Issued: April 6, 2019
Proposal to be opened on: June 4, 2019
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Development of a Blue Economy Innovation District

Purpose
The University of Southern Mississippi, in partnership with the City of Gulfport, is pleased to present this Request for Proposals (RFP) for the creation of Blue Economy Innovation District (BEID) Operational Plan for downtown Gulfport, Mississippi. An innovation district is a relatively small geographical area within a community that has high concentrations of innovative firms and entrepreneurial activity (Benneworth, 2014). This RFP represents an opportunity for Gulfport to attract entrepreneurs, innovative companies, and organizations interested in formal and informal interactions throughout different lifecycle stages of product development. The BEID Operational Plan may address success factors contributing to other benchmarked innovation districts, including the structure of leasing strategies, partnership arrangements, collaborative spaces, and policy objectives.

Gulfport, MS, is well‐situated for an innovation district focusing on the Maritime ‘Blue’ Economy. The Blue Economy is an internationally adopted asset‐based economic development strategy in which communities leverage industries that are dependent on the maritime and coastal environment. Gulfport has a rich history of transportation and logistics activity associated with the Port of Gulfport, a new USM Marine Research Center, public aquarium, naval construction battalion (‘Seabees’) base and proximity to federal agencies such as Naval Oceanography and National Oceanographic and Atmospheric Administration at Stennis Space Center.

Respondents to this RFP can be any professional planning organization with a minimum of five years’ experience leading community planning of collaborative office, commercial or mixed‐use real estate. Respondents with specific experience in technical, scientific, and collaborative laboratory developments will be favored in scoring.

The City of Gulfport and The University of Southern Mississippi will use the completed plan as a guide for attracting innovation‐based technology companies, particularly related to the Blue Economy. Respondents with specific experience in the transportation and marine technology segment of the Blue Economy will be favored in scoring.

This RFP will result in a Blue Economy Innovation District Operational Plan. This RFP outlines the goals of the City of Gulfport for expanding its dynamic business growth to include an innovative district. The 2018 grand opening of The University of Southern Mississippi’s $12.2‐million‐dollar Marine Research Center in Gulfport became a centerpiece of opportunity for companies to utilize the Gulf of Mexico for research and development, testing, and innovations.

Community Profile

a. Market Overview

*Gulfport Main Street Association* completed a Master Plan for Development in 2018 as a Phase II community engagement plan. The first plan was developed in 2006 and leveraged more than $128 million in private investment to fulfill short‐, mid‐, and long‐term amenities. The new Phase II plan addresses six themed areas—branding, housing, placemaking, retail development, mixed‐use investment, and sustainability.
This RFP will build upon the Phase II Master Plan to specifically address advanced technology development, entrepreneurship, and new innovations by creating a Blue Economy Innovation District within Downtown Gulfport. Two other locations in the United States serve as benchmark locations and are considered Blue Economy research innovation hubs: Woods Hole Oceanographic Institute in Woods Hole, Massachusetts, and Scripps Institution of Oceanography in La Jolla, California. These two benchmark communities attract the creative class of innovative workers focused on research, business spinouts, and discoveries in marine and oceanographic sciences. Proposals shall take into consideration that Gulfport could further grow to become a strategic, centrally located community along the Gulf of Mexico Region. Respondents shall consider how organizations will align with Gulfport Main Street’s Master Plan Phase II by describing how existing amenities and services will be engaged including use of available facilities, mentoring, training, and attracting talent; affordable housing; connecting with University researchers, programs, and research centers; flexible office space; business incubator spaces including shared-use facilities.

The Blue Economy

The Blue Economy is a strong economic driver for the Gulf Coast and the state of Mississippi. The proximity of the Gulf of Mexico attracts biology, chemistry, geology, oceanography, engineering, and marine science-focused companies that can utilize the vast ocean as their natural laboratory. The desired plan shall incentivize companies with expertise in the following markets to expand or relocate to Gulfport:

Markets of Interest

1. Autonomous Underwater Vehicle Manufacturing
2. Ocean Science and Observation
3. Defense and Security
4. Robotics and Submarines
5. Ocean Energy and Minerals
6. Desalination and Water Treatment
7. Physical, Engineering, and Biological Research
8. Search, Detection, and Navigation Instruments

Examples of maritime-related innovation companies (compiled from the company websites) which have a presence in other coastal markets on the eastern and western coastlines:

1. Earthwise is comprised of seasoned business executives, entrepreneurs, scientists and surfers who are passionate about protecting Earth’s oceans and freshwater resources using high-quality sorbent products made from sustainable, recycled, or repurposed materials.
2. HALO Maritime Defense Systems provides floating barriers and gates essential to secure critical assets that are vulnerable to water-borne access.
3. ioCurrents Marine Insight gathers, analyzes, and transmits vessel equipment data in real time to help onboard and shoreside operators make more informed decisions.
4. Innerspace Corporation designs, develops and manufactures the world’s most efficient propulsion systems for marine vehicles.
5. Marine Advanced Research designs, manufactures, and tests a range of both manned and unmanned systems.
6. Marine Construction Technologies develops innovative, engineering-driven solutions that provide both environmental and economic benefit to the marine construction industry.

7. Planck Aerosystems operates moving vehicles using drone intelligence technology.

8. Resolute Marine Energy is developing and commercializing a wave-driven seawater desalination systems.

9. Sea Machines Robotics is a forward-looking, autonomous technology company that specializes in advanced control technology for workboats and other commercial surface vessels.

10. Power Docks LLC is a marine technology company innovating dynamic products and providing creative consulting solutions including the world’s first commercially available line of solar electric docks called Blue Isles™.

b. Talent Pool & Pipeline

The University of Southern Mississippi (USM) Long Beach campus, located just 3 miles from the heart of downtown Gulfport, offers several undergraduate and graduate degrees programs which provide a pipeline of talent and concentration of knowledge. Specific to marine sciences, USM Long Beach campus offers degrees of study in Marine Biology, Marine Science, Geography, Hydrography, Ocean Engineering, Computer Science, and Coastal Sciences.

William Carey University is another higher education institution located approximately 20 miles from downtown Gulfport. Currently, this campus rests in a planned medical research community, the undergraduate and graduate programs are attractive to a creative class of workers who could be potentially focused on entrepreneurial activities, public health and business administration.

Pearl River Community College serves the western-most coastal county of Hancock County, and Mississippi Gulf Coast Community College (MGCCC) serves Harrison, Jackson, Stone, and George Counties along the Gulf Coast Region. These community colleges provide career technical pathways for an advanced workforce supporting needs of STEM-oriented companies.

c. Geographic Location

Gulfport’s downtown is an attractive location with on-going major public and private investment projects including, but not limited to, the construction of the Mississippi Aquarium; recently completed expansion of Island View Casino; and renovation of the historic Markham Hotel to become a Hyatt Hotel. Centrally located along the northern edge of the Gulf of Mexico, Gulfport encompasses benefits of a major commercial center including access to top companies, transportation, and higher education. Gulfport also benefits from the connectivity offered by Gulfport-Biloxi International Airport located within 5 miles of downtown. The highway intersection of east-west bound Interstate 10 and north-south bound U.S. Highway 49 is within 5 miles of downtown offering convenient regional highway connectivity from all directions. Downtown Gulfport shares adjacency with both U.S. Highways 49 and 90, an area overlooking Gulfport’s marina harbor.

d. Culture & Quality of Life

Gulfport boasts a combination of amenities making its quality of life and business mixture an attractive place to locate. As the fastest growing city on the Mississippi Gulf Coast, thousands of
new people are moving to Gulfport to benefit from the attractive live/play/work balance. Between Gulfport and neighboring Biloxi, there are opportunities for non-stop entertainment, thanks to 12 popular casinos including the Hard Rock, Beau Rivage, and Island View. This cluster of entertainment attracts an abundance of premier dining establishments, bars, shopping, caterers, and vibrant nightlife fun. This array of entertainment provides options supporting a diverse culture in Gulfport.

Research and Development/Tech-based Amenities
USM and City of Gulfport seeks an innovation-based operational plan to complement the *Gulfport Main Street’s Master Plan Phase II* as a strategy for the creation of the proposed Blue Economy Innovation District. This Innovation District shall be structured so that it is attractive to research and development tech-based companies. The operational plan shall provide recommendations for the use of commonly recognized amenities found in other innovation districts that encourage the formation of collaborative partnerships. The plan shall be adaptable to change and offer flexibility in design and implementation.

Amenities already available along the Mississippi Gulf Coast that provide the groundwork for the development of an Innovation District:

- **Incubator space providing facilities, mentoring and training to early-stage startups:**
  - The Innovation Center, located approximately 15 miles from downtown Gulfport, serves Harrison County and the entire Mississippi Gulf Coast region. The Innovation Center partners with the U.S. Small Business Administration to assist small business start-ups and to grow existing small businesses. The Innovation Center offers office and small industrial space. The expertise of the Center’s staff can provide valuable insights and assistance from which a larger community of innovators can grow.
  - U.S. Commercial Service and the MS Export Assistance Center, located in the Innovation Center, assists Mississippi small businesses in learning the fundamentals for exporting products and services by developing skills in international marketing, trade, finance, and global logistics.

- **Accelerators offering supportive services to firms with growth potential:**
  - The Mississippi Enterprise for Technology (MSET) is a private, non-profit 501(c)(3) organization that facilitates regional economic development by leveraging the resources of Stennis Space Center, the State, and the region to foster business opportunities among public and private entities. MSET partners with The University of Southern Mississippi in a variety of ways. Most notably, the two groups began supporting the annual Oceans-in-Action Event to help it grow into a technology-based showcase event. (See more details below.)
  - The Chambers of the Gulf Coast strive to promote community and economic development on the Mississippi Gulf Coast while improving the business climate through facilitating, advocating, and providing information on behalf of the region.

- **Events and programs fostering networking and collaboration among diverse individuals:**
  - *Oceans-in-Action*—This annual event is hosted by the Marine Technology Society and has steadily grown in recent years to become a hub of research and innovation activity. Three years ago, it expanded to include exhibitors showcasing advancements in new technologies applicable to the Blue Economy. Two years ago, it expanded to coincide
with the U.S. Navy’s *Oceanography Unmanned Systems Operational Demonstration*. Both Oceans-in-Action and the Navy’s Advanced Naval Technology Exercises (ANTX) focusing on Unmanned Systems Demonstrations attracts technology-based, innovative businesses showcasing new concepts and inventions.

- **Oceans 2020**—This international event will be hosted in Biloxi, Mississippi in October 2020 and generally attracts over 2,000 attendees of leading innovators, analysts, and producers of marine technology, research and education. Participants hear from experts about their latest activities and ideas including the best suppliers of marine and maritime products. This event will be ideal for showcasing the Mississippi Gulf Coast and attracting businesses to the region. This RFP to create an operational plan should include consideration for how to showcase Downtown Gulfport during Oceans 2020.

- **Magnolia Business Alliance (MBA)**— MBA is a 501(c)6 not-for-profit corporation acting as a support organization and forum for the advancement of small and medium businesses in the southeastern United States. Programs run by MBA include the Magnolia Minority Enterprise supporting minority-owned and ‐operated businesses, the Enterprise for Innovative Geospatial Solutions which nurtures and supports the growth of the geospatial technology small and medium enterprise cluster, and the Waveland Business Center which serves as a small business incubator.

- **Attractive/affordable housing options for creative, knowledge workers with unique demands:**

  - The Gulf Coast Renaissance Corporation (GCRC) has helped make distinct improvements to coastal communities through its focus on bridging the affordable housing gap in South Mississippi and promoting community and economic development through various programs implemented by GCRC to deliver effective and meaningful results.

- **Facilities/Organizations satisfying the needs of large firms interested in accessing a district’s resources:**

  - Mississippi Development Authority is the state’s leading economic and community development agency, with approximately 300 employees engaged in providing services to businesses, communities, and workers throughout Mississippi. The agency works to recruit, retain and expand new and existing Mississippi industries and businesses.

  - Harrison County Development Commission (HCDC) was created in 1958 for the promotion and development of harbors, seaports, industrial sites, and other related facilities. HCDC offers site-ready industrial, logistics, warehousing, and transportation amenities, along with workforce investment and tax abatement programs.

- **University faculty, programs and research centers along the Gulf Coast:**

  - **USM Gulf Coast Research Laboratory (GCRL)** (20 miles from downtown Gulfport):
    - Division of Coastal Sciences—This research and graduate education division offers programs leading to Doctor of Philosophy and Master of Science degrees. As a research-intensive unit, the division’s graduate program offers excellent opportunities for students to immerse themselves in applied as well as basic research. Graduates are equipped to help the state of Mississippi and the nation better protect, manage, and enhance our marine resources.
    - Center for Fisheries Research and Development—This Center has a mission to develop and conduct fisheries research in support of sound resource management, academic excellence, and public education.
- Marine Education Center (MEC)—The MEC is the education and outreach arm of USM’s Gulf Coast Research Laboratory. The MEC endeavors to enlighten the citizenry to produce a cadre of well-informed and knowledgeable stewards of our coastal ecosystems. The Center supports a career-based working environment utilizing formal, non-formal, free-choice learning and higher education strategies focused on the coastal ecosystems of the north-central Gulf of Mexico to promote careers in marine sciences and foster community involvement.
- Thad Cochran Marine Aquaculture Center (TCMAC)—The TCMAC is a $25 million facility that houses GCRL’s marine aquaculture research and graduate education programs. Its visitor’s center provides an overview of TCMAC’s state-of-the-art spotted sea trout breeding facility.
  - USM Business and Innovation Assistance Center (USM/BIAC): USM/BIAC’s primary function is the identifying, networking, and facilitating of partnerships and opportunities between the state/universities, federal agencies, nonprofits, and industry (focus on small businesses) that leverage their combined resources and capabilities in support of promoting applied technology R&D, its commercialization, and related STEM education.

Notable maritime entities currently located along the Gulf Coast:

1. USM Marine Research Center—a two-story, 18,000 square foot state-of-the-art building located at the Port of Gulfport that researches physics, biology, chemistry, and geology of the water. The Center supports a career-based working environment utilizing formal, non-formal, free-choice learning and higher education strategies focusing on the coastal ecosystems and marine sciences.
2. Point Sur Research Vessel—a 135-foot vessel is owned by USM, operated by LUMCON, and based at Port of Gulfport. Point Sur is equipped to handle operations including: wet and dry labs, scientific diving, trawling, large box-core sampling, surveying, piston cores, shallow seismic surveys, ROV operations, buoy deployment and recovery, and hydrographic casts with CTD-rosette systems. She has three laboratories and is capable of taking 16 scientists to sea for periods up to three weeks at a time. The main deck runs the length of the vessel and covers approximately 1,100 square feet.
3. The University of Southern Mississippi (USM) Gulf Coast Campus—USM’s main campus, located in Hattiesburg, has a satellite campus on the Gulf Coast that takes advantage of their location by providing maritime degrees like ocean science and technology.
4. Biloxi Innovation Center—The Innovation Center, in partnership with the U.S. Commercial Service and the MS Export Assistance Center, has designed this program to assist Mississippi small businesses in learning the fundamentals for exporting products and services by developing skills in international marketing, trade finance, and global logistics.
5. The Institute for Marine Mammal Studies (IMMS)—a 501(c)(3) non-profit organization established in 1984 for public education, conservation, and research on marine mammals in the wild and mammals under human care. Located in Gulfport, IMMS has been an active participant of the National Stranding Network since its inception.
6. Mississippi Aquarium—a new $93 million aquarium scheduled to open late 2019 or early 2020. The aquarium covers 5.8 acres of beachfront property and will showcase Mississippi’s unique
marsh and gulf environments. The mission of this aquarium is “to be a premier institution delivering an awe-inspiring entertainment experience which supports animal research and conservation, inspires learning and instills a passion for the aquatic world.”

7. Port of Gulfport—Established in 1902, the Port of Gulfport is a bulk, break-bulk and container seaport encompassing a 300-acre deep-water port and a 116-acre inland port facility. The Port of Gulfport is strategically located on the Gulf of Mexico, just 16 miles from international shipping lanes and five nautical miles from the Gulf Intracoastal Waterway. The Port’s location enables ships to access international waters within one hour of sailing from Gulfport Harbor.

Financial Incentives
The Gulf Coast is currently poised to receive significant amount of funding under the RESTORE Act: a federal act which directs that 80% of certain penalties assessed as a result of the Deepwater Horizon oil spill. Governor Phil Bryant provides executive authority overseeing the allocation of funds received by Mississippi under the RESTORE Act.

Gulfport’s downtown is designated as an Opportunity Zone. The Opportunity Zone Program was created to revitalize economically distressed communities using private investments rather than taxpayer dollars. To stimulate participation in the Opportunity Zone Program, taxpayers who invest in qualified zones are eligible to benefit from capital gains tax incentives.

Additionally, the City of Gulfport has designated the downtown area as an Urban Renewal District. One of the purposes of urban renewal is to increase the total assessed value of the district. The designation also allows special investment credits, grants, and other financial benefits as an incentive for investment of private-sector dollars.

Site Considerations
There are multiple locations within Gulfport available for development whether repurposing existing buildings or new construction as per the Downtown Gulfport Master Plan. Planning and development are currently underway surrounding the downtown streets of 25th Avenue and 14th Street and along Beach Boulevard. Strong activity zones exist in downtown coupled by new activity zones emerging thanks to renovation and new tenants. The possibility to break ground on a new site or step into an existing building makes this location attractive and flexible.

Scope of Work

General Scope of Work/Project Deliverables
The following Scope of Work is intended to guide preparation of the BEID Operational Plan while allowing for flexibility in terms of project approach. The University and the City of Gulfport expects that the Final Scope of Work for the plan will be modified to reflect suggestions by the chosen consultant/team. Some suggested Consultant deliverables would include the following:

1. Background Research and Analysis
2. Stakeholder Engagement
3. Land Use Map
4. Investment Opportunities
5. Area Plans
6. Policy Standard Recommendations
7. Other Recommendations (if applicable)

**RFP Submission Instructions**

**General Information**

USM is releasing this Request for Proposal (RFP) #19-26 is a solicitation for contractual services. It is funded by a grant from the Department of Defense Office of Economic Adjustment and will help position The University to align in partnership with City of Gulfport. The final product will be an operational plan to drive further decisions regarding partnerships focused on technology-based innovation and entrepreneurship.

In order to expedite the evaluation process and allow the best and most fair evaluation of each proposal, all RFP responses shall follow a consistent format with the body of the proposal being a maximum of 15 pages in length, single-spaced, one-sided. Proposals shall include as much of the requested information as possible and be organized according to the project proposal requirements. Information shall be as succinct and specific as possible. Bullet points, graphs, and charts will assist reviewers. At a minimum, proposals should include, but not limited to, the following elements:

- Leasing strategies
- Partnership arrangements
- Collaborative workspaces
- Policy objectives

In order to ensure all interested proposers receive any addenda that may be issued, proposers must email their intent to propose using the Intent to Propose link on the USM Bid Calendar under RFP 19-26 per the deadline listed in the Timeline Schedule. [https://www.usm.edu/procurement-contract-services/current-bid-opportunities](https://www.usm.edu/procurement-contract-services/current-bid-opportunities).

Interested proposers should submit one (1) original, six (6) copies, and one (1) electronic version (USB jump drive) of the proposal in a sealed envelope bearing the name and address of the proposer and the RFP number 19-26. The proposal should be addressed to:

**For regular mail:**

The University of Southern Mississippi  
Attn: Steve Ballew, Director of Procurement  
118 College Drive, Box 5003  
Hattiesburg, MS 39406  
RFP 19-26

**For FedEx, UPS, or other express couriers:**

The University of Southern Mississippi  
Attn: Steve Ballew, Director of Procurement  
2609 W. 4th Street  
Hattiesburg, MS 39401  
RFP 19-26
QUESTIONS AND/OR CLARIFICATIONS
Care has been taken to develop this Request for Proposals (RFP) accurately and present it clearly, but in the event any specification or condition appears ambiguous or in error, proposers have a duty to seek clarification of ambiguities or corrections to errors. The RFP procedures provide a period for questions and answers. It is important to remember that if a respondent or interested party protests, but had opportunities to seek clarification and failed to do so, then its interpretation will not be considered reasonable and the specification will not be considered ambiguous. Prospective respondents should make written inquiries concerning this RFP to obtain clarification of any requirements as desired. Responses to these inquiries may be by addendum to the Request for Proposal (RFP), or individually, depending on whether the answer affects only that proposer or all proposers. The deadline for inquiries shall be April 26, 2019 by 5 P.M. Please direct all inquiries about this RFP in writing via electronic mail as follows:

Steve Ballew
Procurement Services
bids@usm.edu
601-266-4136

All inquiries’ subject line should read “URGENT INQUIRY. USM RFP #19-26”

Timeline Schedule at a glance:

<table>
<thead>
<tr>
<th>Action</th>
<th>Due Date</th>
</tr>
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<tbody>
<tr>
<td>Release of Request for Proposal</td>
<td>April 6, 2019</td>
</tr>
<tr>
<td>Deadline for submitting Intent to Propose</td>
<td>April 16, 2019</td>
</tr>
<tr>
<td>Deadline for Questions from Proposers</td>
<td>April 26, 2019</td>
</tr>
<tr>
<td>Deadline for submitting responses to questions</td>
<td>May 7, 2019</td>
</tr>
<tr>
<td>Proposal Submission Deadline (Proposals Opened)</td>
<td>June 4, 2019</td>
</tr>
</tbody>
</table>

Submission Requirements and Guidelines
1. Transmittal Letter
   a. A signed Declaration (Attachment A)
   b. In at least one copy, an original signature of a partner, principal or officer of the proposer with a statement that the signatory is authorized to submit the proposal.
   c. A statement that the proposal will remain in effect for a minimum of 180 days.
   d. A signed acknowledgment indicating the proposer’s awareness and agreement to comply with the terms of this RFP.
2. Submission  
   a. Legal name and officers, directors or partners of each member of the Development Team, at a minimum, including the project manager, developer, architect, construction manager or general contractor, hotel operator, if applicable, and all other known team members. 
   b. Identification of the respondent’s firm, its ownership, officers, legal counsel, directors or partners, as well as a single contact person for all correspondence and notification. 
   c. A summary of qualifications, relevant experience and references for each Development Team member, specifically addressing matters related to the objectives expressed in this RFP. 
   d. A description of other projects most similar in scope to this mixed-use project. Consultant should demonstrate experience on at least (3) similar projects, preferably within the past five (5) years. 
   e. A description of the type of entity that will develop and operate the Project (e.g., corporation, LLC, joint venture, etc.), and a list of other owners of interest that may provide equity to the ownership entity and the estimated percentage of ownership of each. The University expects competent, efficient management to operate and market the Project. 
   f. A timeline for the preparation and implementation of the tasks/activities being proposed per the Scope of Work detailed in this RFQ. 
   g. Completed Financial Questionnaire (Attachment B). 
   h. Non-exclusivity - The University encourages the best combination of potential participants. With this objective in mind, all members of a responding team, except the lead member, may be listed as members on more than one, but no more than three different proposals. A member of one team may submit as a supporting member to another team but will not be considered for multiple lead-Developer submittals. 

Award Procedures 

The committee will evaluate all proposals received in response to this RFP. The University shall make its selection based on its evaluation of the proposer’s adherence to the goals, objectives, and evaluation criteria outlined in this RFP. All RFP submissions must be received by 2 P.M. Central Daylight Time on June 4, 2019 in a sealed envelope, package, container, etc. 

Selection Process 

1. Initial Evaluation-Responsiveness: Each proposal will first be evaluated for responsiveness (i.e., meeting the minimum requirements as stated in this RFP). 

2. Evaluation-Responsibility: The University shall select a panel and, using the criteria established below, shall evaluate each of the proposals submitted in response to this RFP to determine the proposer’s scoring per evaluation category. The University will consider capabilities or advantages that are clearly described in the proposal that may be confirmed by oral presentations, site visits, demonstrations, and references contacted by the University. All proposals will be evaluated as to their overall value to the University and the City of Gulfport. 

3. Evaluation Criteria: The evaluation committee will use the following criteria to evaluate each proposal:
a. (25%) Qualification of the firm to provide municipal planning with cited sources of similar projects led by the firm/agency.

b. (25%) Structured methodology describing approach for developing operational plan that best creates a collaborative, long-term approach to grow existing and attract targeted businesses to the area which includes, but is not limited to:
   - Leasing strategies
   - Partnership arrangements
   - Collaborative workspaces
   - Policy objectives

c. (20%) Price proposal/affordability.

d. (15%) A timeframe that describes how the plan will address short-term, medium-term, and long-term action steps defining how to strengthen and grow the partnership among The University of Southern Mississippi, the City of Gulfport, and local stakeholders.

e. (15%) Quality of response, including clarity and completeness, as well as responsiveness to the RFP.

4. Award of Proposal(s): The ranking of proposers shall be determined by evaluating each of the proposals through the scoring and deliberation process. The University reserves the right to ask the top two or three highest ranked proposers for an information briefing on their proposal in a Webinar format prior to the final determination of the winning proposal. If presentations are conducted, the information gained from the briefing germane to the five evaluation criteria will be considered in the evaluation process, and therefore, may change some or all of the previous scores for the proposals. The highest ranked proposer shall be determined by the top-rated proposal vetted through the scoring and deliberation process at the completion of the information briefings. The University will negotiate a contract that, in the opinion of the University, serves the best interest of the University and the community. Should negotiations not achieve a mutually agreed upon contract, the University reserves the right to break off any negotiations and proceed to the next highest ranked proposer.

Special Terms and Conditions

Submittal Rejection / Right to Disqualify

Submittal of terms, conditions and/or agreements may result in rejection if such terms, conditions or agreements are deemed unacceptable by the University in its sole discretion. The University reserves the right to disqualify any team who fails to provide information or data specifically requested herein or who provides materially inaccurate or misleading information or data or who attempt to influence the selection process outside the procure established herein. The University also reserves the right to disqualify any team on the basis of any real or apparent conflict of interest at the sole discretion of the University.
ATTACHMENT A

DECLARATION

The undersigned, as Proposer, declares that the only persons interested in this Proposal are those named herein, that no other person has any interest in this Proposal or in the agreement of development to which this Proposal pertains, that this Proposal is made without connection or arrangement with any other person and that this Proposal is in every aspect fair, in good faith and without collusion or fraud.

The Proposer further declares that they have complied in every respect with all of the instructions to the Proposers, that they have read all addenda and that they have satisfied themselves fully relative to all matters and conditions with respect to the project to which the Proposal pertains.

The Proposer agrees, if this Proposal is accepted, to execute appropriate Agreements for the purpose of establishing a formal contractual relationship between the Proposer and the University for the performance of all requirements to which the Proposal pertains. The State of Mississippi will consider lease and/or Purchase and Sale Agreement forms from the Developer, but the State will have certain required clauses and certain constitutional limitations governing the forms which are non-negotiable.

The Proposer states that this Proposal is based upon the Request for Proposal documents and addenda.

_______________________________________________________________________________
Firm/Corporation

_______________________________________________________________________________
Address

_______________________________________________________________________________
Name of Representative

_______________________________________________________________________________
Signature of Representative

_______________________________________________________________________________
Title

_______________________________________________________________________________
Submittal Date

Include with this Declaration any questions that need to be clarified. A written email response will be provided to all Proposers unless the answer is deemed applicable only to the originating Proposer.
ATTACHMENT B

FINANCIAL QUESTIONNAIRE

Proposer, owner, corporation of Proposer and any person or business entity guaranteeing the performance of the Proposer must attach a complete report, prepared in accordance with generally accepted accounting practices, reflecting current financial condition. The report must include a balance sheet and annual income statement. The person or entity covered by the statement must be prepared to substantiate all information shown. Where applicable, any construction management firm, contractor and hotel management company identified in this RFP must each provide the same financial information as the Proposer.

Each firm reporting financial information must answer the following:

Surety Information

Has any surety or bonding company ever been required to perform upon your default? Yes  No

If yes, attach a statement naming the surety or bonding company, date, amount of bond and the circumstances surrounding said default and performance.

Are you overdue on any city, state, or local taxes, as applicable? Yes  No

If yes, attach a statement indicating the amount and type of overdue taxes and reason(s) for being overdue.

Bankruptcy Information

Have you declared bankruptcy? Yes  No

If yes, attach a statement indicating date, court of jurisdiction, amount of liabilities, and amount of assets.

Pending Litigation

Provide information regarding litigation, liens, or claims involving any participant for whom financial data is presented in the Proposal.

Fraud / Theft / Felony Information

Have any of the principals of the companies on the development team ever been convicted of fraud, theft, or a felony? Yes  No

If yes, attach a statement indicating date, court of jurisdiction and particulars