

Questions submitted November 7 and posted November 8, 2016.

1. What is the anticipated budget for this project?

Selection is based on qualifications and proposed approach and not on cost. Firms will be selected for interviews and to provide nonbinding estimates of cost based upon scoring of the statements of qualifications. Rather than provide a budget, the Western Virginia Regional Industrial Facility Authority is asking respondents to provide plans for executing the deliverables. Cost will be negotiated only with offerors who have proceeded to the interview stage of selection.

2. Could you please provide copies of the previous planning effort performed by Timmons that lead to the selection of this site?

A copy of the document will be provided to the offeror who is selected to provide master planning related services.

3. Are the targeted industries for this site already identified and, if so, can you please provide the planning documents that detail these selections?

The Roanoke Regional Partnership markets sites to certain target sectors including advanced manufacturing (and specifically including transportation related manufacturing, life sciences manufacturing, printing/packaging, food and beverage and outdoor industry manufacturing), other life sciences including research and development, and Finance/Insurance/Real Estate. The WVRIFA participation committee is engaged in a process now to specify which uses will be acceptable under the joint local government participation agreement which may further narrow or possibly add targets to this list. An agreed upon list of intended uses will be provided to the successful offeror.

4. If targeted industries are already identified, is it part of the consultant's work to vet the industries' requirements against this site?

Yes.