

BUILD BACK
BETTER

GREATER
ST. LOUIS INC.

ST LOUIS
ECONOMIC
DEVELOPMENT
PARTNERSHIP

REQUEST FOR PROPOSALS

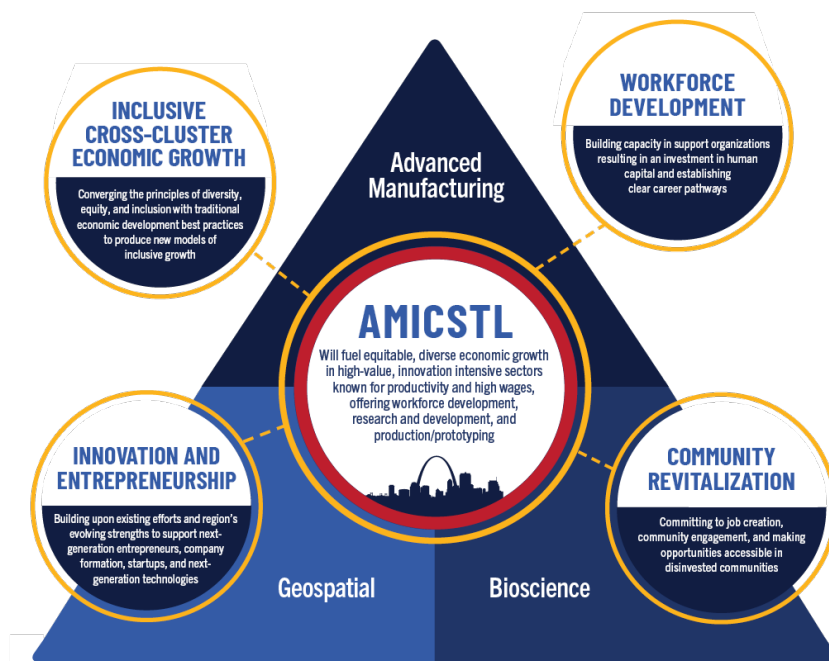
ST. LOUIS BUILD BACK BETTER REGIONAL CHALLENGE
NORTH ST. LOUIS CITY COMMUNITY ENGAGEMENT
FOR ADVANCED MANUFACTURING

Issued:	December 12, 2023
Proposals Due:	All submissions received by 5:00 p.m. (Central) on January 22, 2024 will be accepted as timely.
Submissions to:	Applicants are requested to provide a complete electronic version of their submission via E-mail to: STLTechTriangle.BBB2submissions@GreaterSTLinc.com .
Anticipated Award Date:	February 2024

BACKGROUND

Greater St. Louis, Inc. ([GSL](#)) and the St. Louis Economic Development Partnership ([STL Partnership](#)) were co-applicants for and final recipients of the U.S. Department of Commerce, Economic Development Administration's Build Back Better Regional Challenge (BBBRC) grant award. The BBBRC is part of the federal government's plan to boost economic pandemic recovery and rebuild American communities, including some that have been grappling with decades of disinvestment further exacerbated by the pandemic. The St. Louis proposal was one of 21 selected to receive a grant (less than 4% of the original applicant pool of 529). The grants will be used to develop the St. Louis region's globally significant advanced manufacturing industry cluster, including the construction of the Advanced Manufacturing Innovation Center St. Louis ([AMICSTL](#)) in North St. Louis City. Three industry clusters – advanced manufacturing, bioscience, and geospatial – comprise the St. Louis Regional Tech Triangle (see image below) which will grow the regional economy through workforce development, community revitalization and locational equity, innovation, and entrepreneurship.

NOTE Federal Participation Disclosure – This project will be partially funded with federal funds from the United States Department of Commerce, Economic Development Administration, and therefore is subject to the federal laws and regulations associated with that program.



Under the St. Louis BBBRC award, GSL and STL Partnership lead the Inclusive Cross-Cluster Economic Growth and Coordination “spoke” of the Tech Triangle. This includes the convening of the Regional Advanced Manufacturing Partnership (RAMP), conducting an advanced manufacturing cluster assessment, development of a regional strategy, and engaging the communities and neighborhoods surrounding the Dr. Martin Luther King, Jr. Drive and the MLK Corridor (defined for the purposes of this RFP as The Ville, Greater Ville, Vandeventer, and Lewis Place) in the potential development of a Manufacturing Innovation District in which AMICSTL will be located.

The manufacturing cluster baseline assessment and strategy are envisioned to focus on the following draft regional priority areas:

- Scale and coordinate talent and workforce development solutions to meet ever-evolving advanced manufacturing industry demand in a sustainable and flexible manner.
- Raise innovation capacity for advanced manufacturing applications across industries.
- Accelerate inclusive entrepreneurship and ensure availability of funding, mentorship, and other support services for small and medium manufacturers.
- Brand and position St. Louis as a national epicenter of advanced manufacturing.
- Optimize industrial site preparation; infrastructure development; place-making; and business retention, expansion, and attraction.
- Support the advancement of community-driven development in North St. Louis City within the community and neighborhoods in which AMICSTL will be located (**the focus of this RFP; development of a regional manufacturing baseline assessment and strategy comprising the other above areas is the subject of a separate forthcoming RFP to be released by GSL and STL Partnership**).

Historically, the MLK Corridor was a thriving Black commercial and residential area. The City's [Economic Justice Action Plan](#) called for establishing an innovation district along the MLK Corridor. The initial concept of a [St. Louis Manufacturing Innovation District](#) around AMICSTL was developed in Spring 2023 in consultation with partners including GSL, STL Partnership, AMICSTL, the St. Louis Development Corporation (SLDC), PGAV, and 4TheVille. The Urban Land Institute (ULI) St. Louis also released the [MLK Cultural Boulevard Project Initiative](#) report in Spring 2023. The City of St. Louis Planning Commission adopted the [North Central Plan](#) in August 2021. This RFP is focused on inclusive community engagement to gather input and refine a vision for development in the broader area in which AMICSTL and the MLK Innovation Center will be located. Consultants will facilitate opportunities for local residents, businesses, and organizations to shape future development within their neighborhoods. The goal is to provide concrete inputs to more formal neighborhood planning and potential district governance and planning processes in the area.

The St. Louis BBBRC partners include GSL, STL Partnership, AMICSTL, BioSTL, Small Business Empowerment Center, WEPOWER, Active Pharmaceutical Ingredient Innovation Center (APIIC) / Cortex Innovation Community, Harris-Stowe State University, Ranken Technical College, Rung for Women, St. Louis Community College, and Southwestern Illinois College. These partners meet regularly and recently formed the Gateway Manufacturing Coalition to channel and expand efforts to strengthen the region's advanced manufacturing ecosystem. A link to the region's overarching narrative submission can be found [here](#). See a press release announcing the St. Louis grant award [here](#).

See GSL and STL Partnership organization profiles below.

GREATER ST. LOUIS INC.

Greater St. Louis, Inc. was founded on January 1, 2021, combining the strengths of five legacy civic organizations into one that is unified around a common vision and strategy for fostering inclusive economic growth in the St. Louis bi-state metropolitan area. GSL represents a best-in-class, evidence-based framework to align, structure, and invest significant resources to create a St. Louis regional economy that is both more competitive and more inclusive. By working collaboratively, GSL aims to build regional capacity to create high-quality jobs, drive an economic agenda focused on long-term growth, and maximize collective community impact.



St. Louis Economic Development Partnership is a comprehensive economic development organization for St. Louis City and County which attracts, retains, and facilitates growth of businesses and works collaboratively with public and private sector regional partners. STL Partnership provides economic development opportunities including Business Retention and Expansion (BRE) assistance, site selection, financial incentives, New Market Tax Credits, lending programs, international trade facilitation, entrepreneurial services - including four business incubators, and other targeted initiatives.

PROJECT SCOPE

GSL and STL Partnership are seeking proposals from qualified consulting organizations to lead a holistic community engagement effort in North St. Louis City communities near where AMICSTL and the MLK Innovation Center will be located. The primary audience is people who live or work in the existing neighborhoods in which a potential innovation district might be located (with AMICSTL and the MLK Innovation Center as two anchor institutions) including The Ville, Greater Ville, Vandeventer, and Lewis Place. Communities from adjacent neighborhoods including Jeff-Vander-Lou, Grand Center, Fountain Park, Kingsway East, and Central West End should also be engaged, as appropriate. Consultants will need to coordinate closely with existing community-based organizations and leaders. The objective is to engage these communities to further clarify the vision for development in the area.

The engagement will focus on:

- Designing a strategy and plan for comprehensive community engagement with clear goals, outputs, and outcomes.
- Outreach to residents, local small/medium businesses, and other civic institutions (such as K-12 schools and community-based organizations) to participate in dialogue.
- Collating ideas, aspirations, and opportunities for specific types of development that will benefit these communities and neighborhoods.
- Raising awareness within local communities about major developments underway or planned in the area (e.g., AMICSTL and the MLK Innovation Center) as well as workforce development and training,

small business and entrepreneurial support, and supplier diversity programming in St. Louis offered by Build Back Better Regional Coalition and other partner organizations.

- Contributing information that will assist in refining the vision for overall development in the area.

Envisioned activities include (but are not limited to) the following:

- Mapping key stakeholders in the focus neighborhoods to intentionally invite to participate in the process.
- The use of conventional engagement methods to include: informational flyers, surveys, questionnaires, in person interviews, and other forms of community outreach to ensure that the voices of residents and businesses are included and heard.
- Designing and developing effective engagement materials.
- Regularly convening and recording the outputs of conversations with communities (these sessions could take a variety of forms including roundtables, focus groups, etc.).
- Coordinating with stakeholders and partners including the St. Louis Development Corporation (SLDC), AMICSTL, St. Louis City Planning and Urban Design Agency (PDA), and local community-based organizations. In particular, GSL and STL Partnership will help to ensure close coordination with related community engagement efforts undertaken by SLDC (e.g., related to the MLK Innovation Center that is envisioned to house workforce development, community development, and small business support programming) and AMICSTL directly.
- Engaging community members for their perspectives on existing, planned, and desired physical and community infrastructure, local businesses, and other services/amenities (to complement and build upon the plans of the Cultural Boulevard Initiative).
- Engaging developers, brokers, and site selectors on what they see as investment opportunities within the area.
- Facilitating development of quantitative and qualitative metrics for measuring and evaluating inclusive and equitable community engagement in coordination with stakeholders.
- Communicating with GSL, STL Partnership, and other key stakeholders such as AMICSTL and SLDC regarding important community concerns and aspirations.
- Conducting regular reporting to GSL / STL Partnership (cadence to be determined).
- Adjusting and refining the strategy and activities as needed to productively strive towards desired engagement goals.

Deliverables include:

- Briefs following each planned community interaction tracking outreach and participation outputs in context of desired outreach goals along with key learnings and sentiments.
- Documentation of post-interaction highlights that can be shared with the communities and other stakeholders for transparent updates (consultants are requested to propose the most effective mechanisms to achieve this objective).
- Project findings and community input aggregated into a public-facing final report that includes a breakdown of community participants, their perspectives on local development opportunities, and a prioritized list of desired developments and infrastructure improvements as defined by the community.
- Events to effectively conduct the scope of the work outlined above (consultants are requested to provide more detail on their proposed approach).
- Development of a community and business stakeholder database in the area to facilitate outreach and collaboration.

- Any public-facing interim reports or other outputs as proposed by the consultant.

SLDC and community-based organizations will play a critical role in the effort to maximize community engagement and increase equitable opportunities for marginalized and under-represented communities to participate in decision-making processes around area development. Consultants are expected to coordinate closely with, and complement, any related community engagement efforts undertaken directly by AMICSTL as well as neighborhood planning and community engagement processes, either grassroots efforts (such as the MLK Cultural Boulevard Initiative) or those led by SLDC and/or the City's Planning and Urban Design Agency. Through this Request for Proposal (RFP), GSL is seeking to engage with consultants that have a proven track record of working closely with marginalized and/or under-represented communities. We anticipate a project performance period of 12 – 18 months. RFP responses are expected to outline the proposed outreach and engagement approach and mechanisms in detail.

PROPOSAL CONTENT REQUIREMENTS

IDENTIFYING INFORMATION

The first page of your submission must include your company name and contact information, including contact name, address, telephone number, and email address.

- If the applicant consists of more than one entity, list all entities but identify the lead entity with all required information.
- Please provide the Tax Identification Number for the submitting entity.

COMPANY BACKGROUND

Provide a brief history of your company's work on like-kind projects of similar scope. Please provide contact information for references that may be contacted – no more than three – from projects of comparable scope.

- The submitting entity should provide resumes and/or backgrounds for team members expected to be engaged in the work.
- An example or two of materials produced from a prior engagement should be included.

APPROACH/SCHEDULE BREAKDOWN

Provide your understanding of the project and document the proposed approach to be used to perform the required work. Provide a schedule breakdown within the time allowed which will result in the deliverables set forth. Please differentiate and itemize all rates and fees. Fees shall not be increased to include any unanticipated taxes. No reimbursable expenses are allowed. No extra compensation for travel time.

DIVERSITY, EQUITY, AND INCLUSION

Provide a description of the company's diversity, equity, and inclusion principles and practices in providing the requested scope of work.

M/W/DBE AND VETERAN

GSL and STL Partnership actively encourage submission of proposals from disadvantaged business enterprises and companies owned by minorities, persons with disabilities, women, immigrants, and veterans. Three bonus points shall be awarded to firms described above during the evaluation process. To qualify, the eligible firm shall include with its proposal a copy of the current M/W/DBE certification approval letter issued by a federal, state, or local government entity or documentation of veteran status.

INSURANCE

Confirm your insurance coverage as needed for this scope of work (may include property, workers compensation, property damage, vehicular liability, and public liability).

UNEXECUTED CONTRACT/AGREEMENT

Provide an unexecuted contract/agreement with your submission.

QUESTIONS, SUBMISSION, EVALUATION & AWARD METHOD

GSL and the STL Partnership will hold a Zoom vendor meeting at 1:00 – 2:00 pm Central Time on January 8, 2024. Interested respondents should send an email to STLTechTriangle.BBB2submissions@GreaterSTLinc.com to receive a calendar invitation. Firms may submit questions via email to STLTechTriangle.BBB2submissions@GreaterSTLinc.com by COB January 4, 2024. GSL and STL Partnership will provide responses at the vendor meeting to all questions submitted in advance and will also post written responses on the RFP web page thereafter.

All proposal submissions received by 5:00 p.m. (Central) on January 22, 2024 will be accepted as timely.

GSL and the STL Partnership will evaluate responses to the RFP and decide as to which proposal offers best value based on the following criteria:

CRITERIA	POINTS
Project Understanding and Quality of Proposal	25
Approach and Capability to Deliver	30
Experience and Qualifications	25
Cost	20

BONUS: Three bonus points shall be awarded to M/WBE and/or Veteran firms

The contract will be awarded using U.S. Department of Commerce – Economic Development Administration procedures for small purchase procurements, including the receipt of price quotations from at least three responsible and qualified bidders.

GSL and STL Partnership expect to negotiate a firm fixed fee with the successful firm. The contract is expected to have an anticipated duration of up to 18 months. The project will commence immediately upon

awarding the contract.

INVOICING

Invoice processing requires your company's Federal Tax ID number. GSL is a non-profit, 501(c)(6) tax-exempt organization. Therefore, Greater St. Louis, Inc. is exempt from sales tax on all items related to the project in this request. The selected submission will be provided GSL's tax ID number for purchases related to the described project. All invoices must be tax exempt.

SEVERABILITY

In the event that any of the provisions of this RFP shall be held by a court or other tribunal of competent jurisdiction to be illegal, invalid, or unenforceable, such provisions shall be limited or eliminated to the minimum extent necessary so that this RFP shall otherwise remain force and effect.