

**Tulsa Development Authority
Request for Qualifications
Innovative Finance and Asset Concession Grant
Use Case Analysis and Financial Advisory Services
Technical Assistance
Community Engagement
June 12, 2025**

Responses To Submitted Questions

General Questions

1. Coordination with Other RFPs

Given that this is one of three related RFQs issued under the Innovative Finance and Asset Concession grant, how should respondents approach coordination with consultants selected for the Use Case and Community Engagement scopes? Will TDA facilitate regular coordination among teams?

Yes, we realize that there will need to be coordination between consultants working on the parallel RFQs. Once selections are complete, we will facilitate introductions and regular coordination meetings.

2. SBE Documentation Requirements

Are there any specific forms or formats TDA requires for documenting SBE outreach efforts, or should respondents propose their own method for compliance reporting?

A memo on company letterhead with the business solicited for services and the type of services sought will meet this requirement.

3. What is the approximate budget?

Use Case Analysis and Financial Advisory Services - \$300,000.

Technical Assistance - \$220,000.

Community Engagement - \$100,000.

4. Will a list of interested firms (i.e. firms that submitted questions) be circulated?

We will circulate answers to the submitted questions and post them to the PartnerTulsa website.

5. How will answers to the questions be distributed?

See above.

6. Does the requirement for the attached contract referenced in section 9 of 7, “Conditions of Requests for Qualifications” count towards the 20-page limit.

No, this will not count toward the 20-page limit and can be submitted as a separate attachment.

7. Are the dates set in the RFQs flexible?

The grant period runs through January 13th, 2028. The expectation is that timelines be set to run generally through the entire period. Work components could be completed a few months sooner (4th quarter 2027), but engagement is expected throughout the grant period.

Community Engagement:

8. What is the City, Tulsa Development Authority, and Greenwood Legacy Corporation planned involvement in the community engagement tasks / activities?

TDA staff members and potentially GLC Board Members would plan to attend engagement meetings as support.

9. Does the TDA and GLC plan to be present at engagement opportunities in a speaking/facilitating role, a listening only role, a convening and co-creating role or another to be defined role.

TDA and GLC members if present would be for support and as engaged listeners.

10. Is there a certain quantity of survey respondents that TDA / GLC believe are warranted to be submitted as part of the RFQ?

No, we don't have a specific number as a goal.

11. Does the term “community” in the Task 1 bullet 4 have a geographic boundary, or is it a term for all stakeholders and residents interested in the site?

Generally, the planning area identified in the Master Plan is the intended engagement area. However, spreading awareness of the Master Plan and project implementation to the broader community is a goal.

12. What is the expectation for in-person community engagement meetings? Are virtual meeting acceptable? Are non-local consultants welcome?

The expectation is that over the grant period there be four (4) in-person meetings. Additional meetings could be virtual. TDA is open to both local and non-local consultants.

13. Are there know language barriers?

The demographic characteristics of the area are general English speaking so we don't anticipate any language barriers.

Technical Assistance:

14. Approximately, how many people are to be trained as part of Task 2?

The intent is for the (5) board members of the GLC, GLC Executive Director and a staff member of TDA to participate in any training,

15. Are the same number of people expected to be coached as well?

See above.

Use Case Analysis:

16. What level of baseline data (market conditions, infrastructure assessments, environmental constraints) is already available from previous planning efforts, and what is expected to be refreshed or re-analyzed?

There are Phase 1 ESA's available for review and TDA would work with consultants to make contact with City of Tulsa staff to review available infrastructure atlases. The intent is to identify needed infrastructure improvements including water, sewer, and stormwater capacity for site development.

17. Are there specific areas of feasibility or implementation concerns that emerged from the previous planning? Have any assumptions changed since the plan was adopted?

None of the assumptions have changed sense the completion of the Master Plan. There are no new concerns. The Use Case Analysis is intended to

determine hard infrastructure needs and the scale of needed improvements to adequately facilitate development of the sites.

18. Are the consultants that did the original master plan being retained as advisors to this portion of the project? How would you describe the level of planning fatigue resulting from a large master plan for the area that was just completed?

The original consultants haven't been retained as advisors. (Although that would have been a valuable asset to the implementation). There is some planning fatigue in Tulsa generally so that is why we would like the efforts funded as part of these RFQs to build on the previous efforts.

19. To what extent can scope items 2, 4, and 5 lean on the prior master planning analysis?

We would encourage utilizing any information from the Master Plan as a basis for the assumptions. The intent of these RFQs is to 'pick up' where the previous planning effort left off.

20. Development Fee Participation (Post-Grant Period)

Would TDA consider an arrangement where the consultant is also eligible for project-related compensation (e.g., development fees) after the grant-funded scope concludes, if TDA or GLC determines that continued support is beneficial in order to achieve long-term objectives? We understand any such arrangement would be at TDA's discretion at the conclusion of the grant-funded scope and project-dependent.

The intent of the Use Case and Financial Analysis and Technical Assistance RFQs (in part) is to identify these types of potential relationships. The GLC and TDA would be open to exploring any viable beneficial options to execute on the intent of the Kirkpatrick Heights Greenwood Master Plan (KHGMP).

21. How would you describe the level of alignment on the transit and trail proposals by partner agencies?

Generally, the suggested improvements are inline with the MPO and City of Tulsa underlying planning documents. However, the scope of the Use Case Analysis would be to review the documents and discuss with the Transit Authority and MPO to assess alignment.

22. What specific components or analyses are required in this scope that were not completed as part of the original Kirkpatrick Heights/Greenwood Master Plan?

Analyzing infrastructure capacity is needed to determine the feasibility of the unit targets identified in the Master Plan.

23. Do you have specific definitions for the phrase/word “Evaluation” as part of Task 3 to 6?

In this context of the RFQ, we would anticipate of the analysis of the Master Plan elements that relate to task 3 through 6 to determine their feasibility, cost and general alignment with MPO, the local transit authority and concurrence with the Tulsa Metropolitan Area Planning Commission and Tulsa Planning Office.

24. Is the consultant’s role expected to build upon the existing KHGMP framework, or Is this scope intended as a full re-evaluation or update of the prior plan?

The consultants work is intended to ‘pick up’ where the Master Plan ended and fill in gaps within the plan and upon the goals identified in the plan.

25. Should the financing strategy deliverables focus primarily on local and regional funding sources, or should they focus on public-private investment from developers as part of the feasibility analysis.

TDA is looking for experts to inform them and the GLC on how best to facilitate the development of these sites. Generally, identifying any viable financing options is welcomed. PPP is a key principal of the TIFIA program and we would expect those options to be explored as part of the RFQ execution.