



**orange county, texas**  
*preserving resources :: developing the future*

**ORANGE COUNTY ECONOMIC DEVELOPMENT CORPORATION**

**REQUEST FOR PROPOSALS**

**FOR AN**

**INDUSTRY GROWTH STRATEGY – LOGISTICS, DISTRIBUTION,  
WAREHOUSING**

**Due February 26<sup>th</sup> at 5:00PM**

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# **ORANGE COUNTY ECONOMIC DEVELOPMENT CORPORATION**

## **REQUEST FOR PROPOSALS**

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### **INDUSTRY GROWTH STRATEGY – LOGISTICS, DISTRIBUTION, WAREHOUSING**

#### **I. BACKGROUND INFORMATION**

The Orange County Economic Development Corporation was formed as a non-profit in 2003 to better serve the economic development needs of Orange County, Texas. The County of Orange, the Orange County Port and Navigation District and the Cities of Bridge City, Orange, Pinehurst, Vidor and West Orange realized the strengths gained by pooling resources to attract quality jobs and investments to Orange County. The Corporation is staffed by a full-time economic development professional and provides services to assist new and existing businesses expand or relocate to Orange County. The EDC expanded its membership in 2016 and is now supported by taxing entities, non-profits and for-profit businesses. The Executive Director reports to a Board of Directors and is employed through an Administrative Services Agreement with Orange County, Texas.

Orange County has historically succeeded in the petrochemical industry. Though the petrochemical market continues to excel, and Orange County continues to benefit from its success, Orange County's assets can also contribute to opportunities in other industries.

Ideally located between major industrial and commercial markets in Houston and Lake Charles, Orange County is the emerging growth opportunity of Southeast Texas' supply chain future. With over 6000 developable acres along the Neches River, and 1000 more on the Sabine River, there is opportunity to compliment the existing operations of companies such as Dow/Dupont, CP Chem, Firestone Polymers, Enterprise and many more. Orange County provides access to three Class I rail carriers in UP, BNSF and KCS, with direct access to the Ports of Beaumont and Orange.

Orange County, like most of Southeast Texas is heavily concentrated in the construction, manufacturing and transportation industries, specifically chemicals and plastics. Orange County provides 23 miles of Interstate Highway with 5000 developable acres available, along with a network of pipelines transporting dozens of raw materials and finished products across the country.

## II. SCOPE

The intent of Orange County Economic Development Corporation is to engage an individual who is knowledgeable and experienced in the logistics distribution and warehousing industry to assist Orange County analyze, develop and implement an industry growth strategy. Services principally include:

- A. The examination of the strengths, weaknesses, opportunities, and threats as they relate to Orange County's pursuit of the industry.
- B. Identify 3-5 sites in Orange County to emphasize development and identify critical location factors prioritizing the site.
- C. Recommend short term goals to improve Orange County's ability to attract projects in the industry.
- D. Recommend long term goals to improve Orange County's ability to attract projects in the industry.
- E. Evaluate Orange County Economic Development Corporation's current marketing strategy and recommend specific actions to target the industry.
- F. Identify a target list of companies to recruit based on identified critical location factors.
- G. Suggest additional best practices and make recommendations based on peer success in similar and like communities.

## III. GENERAL INFORMATION

- A. Proposals may be withdrawn at any time prior to the official opening. Alterations made before opening time must be initialed by the Offering Party to guarantee authenticity.
- B. The Offering Parties shall make all investigations necessary to thoroughly inform themselves with the scope and range of the project.
- C. Prospective Offering Parties are encouraged to visit with the client, and apprise themselves of all conditions which will or may affect the performance of the work required or reasonably implied by this formal Request for Proposals.

## IV. CONDITIONS OF PROPOSALS

- A. Preparation of Proposals: Proposals must be prepared in accordance with the following:

- Proposals may deviate from this form but must be constructed so as to be conducive to comparisons to other Offering Parties. Care should be exercised that all questions asked or inferred by this invitation for proposals are answered.
- Included in the proposal should be an estimate of the time needed to complete the project.

B. Requirements and Qualifications of the Offering Party: The Offering Party shall present the following qualifications and experience:

- Include the company name, address, and contact information. Please include the history and size of the firm. Provide any additional information that would demonstrate your firm's experience and competence in providing the services requested.
- The Offering Parties must certify that they are a duly qualified, capable, business entity, and have not filed for bankruptcy, and that they are not in receivership; nor contemplate the same.
- List the most significant engagements (maximum 5) performed in the last five years that are similar to our nature of services required. These engagements should be ranked on the basis of total staff hours. Indicate the scope of work, date, engagement partners, total hours and the name and telephone number of the principal client contact.
- Detail specific experience developing industry growth strategies and/or your knowledge of the logistics, distribution and warehousing industries.
- Identify the principal supervisory and management staff, including engagement partners, managers, other supervisors and specialists, who would be assigned to the engagement. Provide information on the experience of each person, including information or relevant continuing professional education for the past three years and membership in professional organizations relevant to the performance of this project.

C. Rejection of Proposals: The Corporation may reject any or all proposals whenever it is deemed in the best interest of the Corporation to do so. The Corporation may also waive informalities or irregularities in any proposal. The Corporation also reserves the right to accept or reject any portion of the proposal at its own discretion.

D. Formal Proposals: Proposals will be sealed so as to avoid disclosure of contents to competing Offering Parties, and kept confidential during the

process of negotiation. However, all proposals shall be open for public inspection after award of the contract.

## **V. PROFESSIONAL FEES ESTIMATE**

The qualifications should include a schedule of hourly rates for professional fees and expenses for partners, managers and other staff.

## **VI. METHOD OF AWARDING CONTRACT**

- A. The Corporation will send Formal Request for Proposals to parties known, or that have been recommended by other entities, to be interested in this project.
- B. Proposals will be received by the Orange County Economic Development Corporation at 123 S 6<sup>th</sup> Street, Orange, Texas 77630 until **5:00 P.M., Friday, February 26, 2021** or by email to [jhill@orangecountyedc.com](mailto:jhill@orangecountyedc.com).
- C. The proposals will be opened and reviewed, and a recommendation will be made to the Board of Directors at the **March 1, 2021**, regular meeting, and the project will be awarded at this meeting.
- D. The Corporation will evaluate the qualifications of Offering Parties submitting proposals based on, but not limited to, the following criteria and will award points in each category up to the maximum number of points listed:
  - a) Project experience with growth strategies – Maximum 10 points
  - b) Knowledge of the identified industries – Maximum 10 points
  - c) Proposed deliverables – Maximum 5 points
  - d) Timeline to completion – Maximum 5 points
  - e) Financial commitment – Maximum 5 points

## **VII. OPEN RECORDS**

A. The Corporation is an entity subject to the provisions of the Texas Public Information Act (Texas Government Code Section 552). Responses to the RFP are subject to release as public information unless specific parts of the response are excepted from public disclosure under the Act. The Offering Parties must stamp in bold red letters the term “CONFIDENTIAL” or “PROPRIETARY” on every page the Offering Parties claim should be considered as such. Offering Parties will be deemed to have knowledge of this law and an understanding of how it affects their proposal.

## VIII. CONDITIONS OF PERFORMANCE

- A. Termination: If it is the opinion of the Board of Directors that the terms of the proposal are not being met, the Board or their appointed representative may terminate work on the project at any point, leaving the consultant no recourse except for work that has been accepted as complete.
- B. The Corporation will prepare such schedules and provide such other assistance in the process as is usual and customary in the circumstances.

# ORANGE COUNTY ECONOMIC DEVELOPMENT CORPORATION

## Request for Proposal for an INDUSTRY GROWTH STRATEGY – LOGISTICS, DISTRIBUTION, WAREHOUSING

I, or we, the undersigned have read the Formal Request for Proposal, and submit this proposal in full agreement with the terms as listed in that document. We have taken care to include within our proposal:

1. Documentation showing our required qualifications.
2. Quality and Peer Review Reports.
3. A list of current references.
4. A proposed timetable giving a starting date and an ending date for the project.
5. If selected, we will bill on a \_\_\_\_\_ basis.  
(Monthly or end of project)
6. Our estimated fee for the Industry Growth Strategy is \$\_\_\_\_\_.
7. Our estimated number of hours to complete the Industry Growth Strategy is \_\_\_\_\_.  
(Hours)

\_\_\_\_\_  
DATE

\_\_\_\_\_  
COMPANY NAME

\_\_\_\_\_  
AUTHORIZED SIGNATURE

\_\_\_\_\_  
ADDRESS

\_\_\_\_\_  
TITLE

\_\_\_\_\_  
CITY STATE

\_\_\_\_\_  
AUTHORIZED SIGNATURE

\_\_\_\_\_  
ZIP

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TITLE

\_\_\_\_\_  
TELEPHONE