

**ADDENDUM # 1**  
**to that certain Request For Proposals (“RFP”) of**  
**The Atlanta Development Authority (“ADA”) issued**  
**December 2, 2009 and related to Consulting Services in connection with the**  
**Expansion of Technology Enterprise Park Project**

**Addendum Date: December 16, 2009**

The following changes, additions, and/or clarifications are made to the RFP as of the Addendum Date. Failure by any respondent to incorporate any new requirements contained in this Addendum #1 may, at the sole discretion of ADA, result in the a respondent’s proposal being deemed non-responsive. All capitalized, but undefined terms used herein by ADA shall have the meanings given to them in the RFP.

1. The deadline to submit a response to the RFP (the “Submittal Deadline”) has been change and extended. The Submittal Deadline on Page 2 is hereby deleted and the new Submittal Deadline is Friday, January 15, 2010 at 5:00 p.m.

**QUESTIONS SUBMITTED TO ADA ON OR PRIOR TO DECEMBER 11, 2009:**

2. Will GWCC and AHA share any existing environmental information on their respective parcels with the successful bidder?

Answer: On Page 5, under the Section “Scope of Services,” the fourth paragraph is deleted and the following is substituted in its stead:

Environmental analysis – environmental quality of the Project Property will be a key factor in any future development. ADA does not currently have access to any environmental tests or assessments of the Project Property. The selected consultant will advise ADA with respect to gathering environmental information necessary to the proposed study.

3. Should we assume that the existing buildings and tenants in the Northyards Business Park will remain, or can consideration be given to redevelopment/reprogramming of this portion of the project area?

Answer: The successful respondent will consider all opportunities for the redevelopment of the Project Property including scenarios with the existing Northyards business park and tenants and without.

4. Has a neighborhood steering committee for the study been defined, or will it be the responsibility of the consultant to define? And should we assume that the stakeholders listed in the RFP will be involved as part of a steering committee?

Answer: The answer to both questions is “No.”

5. Does the \$250,000 fee estimate quoted in the Atlanta Business Chronicle reflect the maximum fee available for the project?

Answer: The \$250,000 fee estimate purportedly quoted in the Atlanta Business Chronicle was not provided to the Atlanta Business Chronicle by the ADA.

6. Is it critical, or merely desirable, that the project be designed to be financially self-sustaining from its operations? Or is the more important goal to create a viable center for biotech in the City regardless of the individual financial sustainability of the project?

Answer: The RFP’s scope of services states, “list public/private funding strategies – list local, regional, or federal funding opportunities to support this development.” The availability of financial support will be a critical component to implement any vision for the future use of the Project Property. Currently, the ADA has no further stated goal with respect to financing.

7. Based on the description of general boundaries of the project area, the GWCC surface parking/staging lots that occupy the land from Ivan Allen Jr. Blvd/Jones Ave. north to John St. are within the project area. For purposes of this study, can consideration be given to potential scenarios for development/redevelopment of this land? Or should it be assumed that current GWCC uses of this land must continue into the future?

Answer: Consideration may be given to reuse of this land and strategies and opportunities to seek alternate solutions for the GWCC parking/staging needs.

8. Is ADA a prospective and/or potential purchaser of land within the project area? If not, has any other entity been identified in a preliminary manner as a potential buyer for land assembly purposes?

Answer: ADA opts not to respond to this inquiry, as it is beyond the scope of the RFP; however, the ADA will reiterate that the final report of the selected respondent should include recommendations for land assemblage strategies.

9. Are the pages to be double sided or single sheets?

Answer: On Page 8, under the Section “Other,” the third paragraph is deleted and the following is substituted in its stead:

Submittals must include one (1) original, three (3) hard copies and one (1) CD containing the respondent's proposal in Adobe Acrobat format. Every effort should be made to make proposals as concise as possible. The body of the submittal shall include a maximum of twenty (20) single-sided pages – although the firm/team should not feel compelled to use the maximum allowance. Additionally, an appendix may be submitted with a proposal to highlight a respondent's previous work and resumes. If utilized, however, the appendix shall not exceed fifteen (15) single-sided pages.

10. Please clarify the level of involvement for environmental analysis? Does this include on-site testing, and have you identified a schedule of tests to be conducted?

Answer: ADA's response to this inquiry is identical to its response to numbered paragraph "2."

11. In regards to the submission, does the twenty (20) pages, which make up the body of the proposal, include single-sided print only – or – twenty (20) pages of double-sided print? Does the same apply for the 15 pages of the appendix?

Answer: ADA's response to this inquiry is identical to its response to numbered paragraph "9."

12. Would you like us to include insurance certificates as a part of our submission? If so, would these be included in the appendix?

The insurance requirements contained in the RFP are informational for all potential respondents but will be required of the successful respondent. Therefore, no respondent is required to submit insurance information with his/her or its submittal.

13. Do you know any of the major consultants that might be submitting as prime? We would like to connect with them as member of their team.

Answer: No

14. What would be the level of the stakeholder partners participation - main partners like GA Tech Chamber, etc. and the level of community input? The number of meetings would help assess the effort.

Answer: The RFP states in the scope of services that the successful respondent will identify partners to the ADA who may assist the ADA in its efforts. The level of stakeholder participation in the Project has not yet been fully determined.

15. The RFP is unclear with regards to the request for an insurance certification. Project-specific certification of the type referenced in the RFP is usually obtained at the time of project award. Firm insurance certification for the general forms of services described can be made available at any time if this is desired.

Answer: ADA's response to this inquiry is identical to its response to numbered paragraph "12."

16. Our firm began operations in March, 2009. Fully audited financial statements are not yet available for the group, but are available for our team partners. We would be happy to speak with the ADA about our financial structure as appropriate.

Answer: On page 7 under Evaluation Metrics, the eighth bullet point of "B: Section II – Corporate Information (25 Points)" is hereby deleted in its entirety and the following is substituted in its stead:

“an audited balance sheet and income statement for the most recent fiscal year for all responding firms or organizations formed on or prior to January 1, 2008 and for those formed after January 1, 2008, a copy of that firm's or organizations most recent federal tax return and unaudited balance sheets and income statements for the most recent fiscal year.”

17. Are you also requesting audited financial statements for all partner firms or just the lead partner?

Answer: Please see the response to Question 16 above for the modified requirement. The financial statements required must be provided for all respondents, whether responding singly, jointly or otherwise.

18. Has previous work regarding this project been undertaken in the last 3-5 years? If so, will that work be available to the selected consultant?

Answer: ADA has not undertaken any work in the previous three (3) to five (5) years relating to the Project.

19. Are there other active or recent economic development studies that have focused on the Technology Enterprise Park? Will these be available to the selected consultant?

Answer: ADA has not previously requested any economic studies focused on Technology Enterprise Park and does not currently have any such studies to provide to any respondent or the selected consultant.

20. Is there a list of consultants who have been contacted or have expressed an interest in this project? Could I get a copy of this list?

Answer: No such list exists.

21. Has a past consultant been asked to pursue this opportunity as well?

Answer: ADA opts not to respond to this inquiry, as it is beyond the scope of the RFP.

22. Has a budget been established? Can you tell me what it is?

Answer: ADA has not determined or established a budget for the Project. ADA respectfully requests each respondent to carefully review the scope of services and provide a proposal and fee they deem reasonable to do this work.

23. Will you provide evaluation credit for assembling a team that includes small, minority or disadvantaged business firms?

Answer: ADA encourages, but does not require, all respondents to promote opportunities for diverse businesses, including small business enterprises, female business enterprises and minority business enterprises (collectively, "S/F/MBEs"). S/F/MBE information submitted in the respondent's proposal will be used for reporting purposes, and not in the evaluation of the respondent's responsiveness or responsibility.

24. How large is the anticipated total study area

Answer: The Project area is roughly 100 acres primarily south of North Avenue, east of Northside Drive, North of Ivan Allen Jr. Boulevard and west of the railroad tracks and may also include land on the west side of Northside Drive. In addition to studying this area, we have stated that this project could be a catalyst for the revitalization of English Avenue and Vine City neighborhoods.

25. Have any environmental studies done - Phase I or II? and geotech studies.

Answer: ADA's response to this inquiry is identical to its response to numbered paragraph "2."

26. If not what level of analysis is required?

Answer: ADA's response to this inquiry is identical to its response to numbered paragraph "2."

27. Will respondents to this RFP for consulting services be barred from participating in any future RFP's for the execution of the development of TEP?

Answer: No

28. Approximately how long after the acceptance of the consultants report for TEP will ADA look to launch the search for a development team to execute TEP?

Answer: ADA opts not to respond to this inquiry, as it is beyond the scope of the RFP.

29. Have the 10 stakeholders come together to complete any initial concept paper, consensus document or potential thoughts on development?

Answer: No concept papers have been created.

END OF ADDENDUM NO. 1