Unlocking Opportunities with the BPDA

Building a better understanding of the City's Planning & Development Agency and opportunities available to the community
Unlocking Economic Opportunities with the BPDA

Agenda

- BECMA / BPDA Introductions
- BPDA Overview
- BLDC: Financing for Boston Businesses
- BPDA Procurement Opportunities
- Real Estate Opportunities
- Resources
- Questions & Answers
Introductions
Unlocking Economic Opportunities with the BPDA

Presenters

Boston Planning and Development Agency

Robert Springer, Vendor and Supplier Diversity Specialist, Procurement  robert.springer@boston.gov
Laura Melle, Deputy Director, Real Estate Administration  BPDARealEstate@boston.gov
Dolores Dominguez Fazio, Senior Project Manager, Capital Construction  Dolores.Fazio@boston.gov
Morgan McDaniel, Real Estate Development Officer (Property Dispositions)  Morgan.E.McDaniel@boston.gov
Rebecca Hansen, Senior Advisor-Real Estate Portfolio Management (Parcel P3)  rebecca.hansen@boston.gov

Boston Local Development Corporation

Bill Nickerson, General Manager  bill.nickerson@boston.gov
Gisella Soriano, Credit Analyst  gisella.soriano@boston.gov
Unlocking Economic Opportunities with the BPDA

BPDA Overview
Unlocking Economic Opportunities with the BPDA

Who is the BPDA?

**Mission**
The BPDA plans and guides inclusive growth in our city—creating opportunities for everyone to live, work and connect.

- In partnership with communities, the BPDA plans Boston's future while respecting its past. By guiding physical, social, and economic change in Boston’s neighborhoods, the BPDA seeks to shape a *more prosperous, resilient and vibrant city for all*.

- The BPDA does more than planning. It owns property on behalf of the public, it is also responsible for the City's Office of Workforce Development (OWD) and staffs the Boston Local Development Corporation (BLDC).

- The BPDA is a distinct entity from the City of Boston.

- Over the last five years, the BPDA has spent **$10 million** per year in publicly-procured services. Most of these dollars are spent by the BPDA's Planning, Real Estate, and IT departments.
Loans to Boston Businesses

Boston Local Development Corporation (BLDC)
Unlocking Economic Opportunities with the BPDA

Boston Local Development Corporation (BLDC)

The Boston Local Development Corporation (BLDC) offers loans up to $250,000 to help Boston businesses grow.

The BLDC is a private 501(c)(3) non-profit corporation governed by an independent board of trustees. The day to day operation of the program is provided by the Boston Planning & Development Agency’s Financial Services department.

The BLDC works to increase employment opportunities for Boston residents by providing small business loans with a focus on commercial, industrial, and service companies.

Over the last twenty years, the BLDC has provided over $20 million in small business loans while successfully leveraging over $95 million through collaborations with Boston’s Banking community.

These loan funds have helped to create or retain over 3,500 Boston jobs.
Unlocking Economic Opportunities with the BPDA

BLDC’s Commitment to Diversity

75% of the BLDC Board of Trustee members are women and/or representatives of minority groups, and more specifically, 63% of the Board are members of minority groups. This ensures that the choices the BLDC board makes when reaching out to disproportionately affected communities are informed and impactful.

Under the direction of this diverse Board of Trustees, the BLDC has historically demonstrated great success in lending to a diverse community. A majority of existing BLDC borrowers (63%), are woman, minority or immigrant-owned businesses. There is also one loan to a worker-owned cooperative.
Unlocking Economic Opportunities with the BPDA

Loan Eligibility and Process

**Eligibility:** Businesses located in the *City of Boston* and those businesses seeking to relocate or begin a new enterprise in the City. The borrower may be a Sole Proprietor, LLC, Partnership, Corporation, or in some instances, a Realty Trust.

**Loan Application:** Loans are underwritten using standards common to the banking industry. Credit reports are run on all company principals. Documents required include:

- Complete BLDC loan application
- Detailed sources and uses of BLDC loan funds
- Three years of tax returns (for existing businesses)
- Financial statements,
- Three years of financial projections,
- A recent balance sheet,
- A recent profit and loss statement.

Other items may include an aging of payables, receivables, inventory, appraisals, and other information specific to the loan request.

**Loan Amounts:**
- Up to $250,000 for businesses in the industrial and manufacturing sectors.
- Up to $150,000 for businesses in other industries.

**Job Creation:** Generally, BLDC loan funds are provided to support the attraction and retention of jobs for the residents of Boston. Therefore, BLDC programs will particularly target businesses that have either a history of and/or a demonstrable potential for job creation.
Unlocking Economic Opportunities with the BPDA

Cilantro Latin Kitchen
(Roxbury)

Marvelous Cuts
(Financial District)
Unlocking Economic Opportunities with the BPDA

BLDC Borrowers

November 4, 2021

“You [Bill], Gisella, and your organization is an absolute Godsend! You guys have honestly changed my life in so many ways not just professionally, but have also helped me grow as a person and business owner. Truly thank you!

We are planning on having an opening party of sorts at the studio as a way to thank everyone that played a part in making AXL 2.0. We would love it if you guys stopped by - more information to follow!”

Toby Boice
Owner, AXL Cycle Studio
(East Boston)

Meet Jackson

"Who let the dogs out?"

Hi, my name is Jack and I am AXL’s official security guard. I’ve been appointed to watch over your belongings, as long as it doesn’t get in the way of my nap time. Gratuity is appreciated, but strawberries are my favorite.
Unlocking Economic Opportunities with the BPDA

Boston Local Development Corporation (BLDC)

https://www.boston.gov/neighborhoods

Allston  Leather District
Back Bay   Longwood Medical Area
Bay Village Mattapan
Beacon Hill Mission Hill
Brighton   North End
Charlestown Roslindale
Chinatown  Roxbury
Dorchester South Boston
Downtown   South Boston Waterfront
East Boston South End
Fenway      West End
Hyde Park   West Roxbury
Jamaica Plain

Introductions  BPDA Overview  BLDC Intro  Procurement Opportunities  Real Estate Opportunities  Resources
Unlocking Economic Opportunities with the BPDA

Contact us Today!

www.bostonbusinessloans.org/bldc/

Bill Nickerson
General Manager
bill.nickerson@boston.gov

Gisella Soriano
Credit Analyst
Bilingual, Spanish
gisella.soriano@boston.gov
BPDA Procurement Opportunities
Unlocking Economic Opportunities with the BPDA

Suggestions for Potential Vendors

- Sign up for the BPDA’s Opps & Props mailing list at http://eepurl.com/UPsk9 to be notified of RFPs, RFQ, and Bids

- Visit the BPDA’s Buying Plan at http://www.bostonplans.org/work-with-us/procurement/buying-plan to see upcoming opportunities

- Reach out to our CPO office BPDA.CPO@boston.gov for additional information or go to http://www.bostonplans.org/work-with-us/procurement

- Review documents in their entirety
- Pay special attention to the ‘Form for Bidders Qualification’; this takes the most time to fill out
- Collect and prepare required documents well in advance to alleviate stress at submittal time.
- Participate in Q&A period and or any bidders conference or site tours
- Submit responses early/on time to avoid disqualification.
- Request a Bidders Debrief if you are not the successful respondent to get additional feedback
Unlocking Economic Opportunities with the BPDA

What is in the BPDA spending plan?

- Over the next 24 months the BPDA expects to spend $11 to $23 million in goods and services
- Buying Plan is updated quarterly

Where can future opportunities be found?

- Planning Services
- IT/GIS
- Trade-based Services
- Professional Services
- Facility Operations
- Maintenance Services
- Architecture & Engineering Services
- Construction
- Climate Resilience
- Energy-efficiency
Unlocking Economic Opportunities with the BPDA

BPDA’s 24 Month Buying Plan


<table>
<thead>
<tr>
<th>Type</th>
<th># Contracts</th>
<th>Contract Value Total (million$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Works (“Horizontal”) Construction</td>
<td>10</td>
<td>$3.2 to $6.5m</td>
</tr>
<tr>
<td>Building (“Vertical”) Construction</td>
<td>8</td>
<td>$2.8 to $5.7m</td>
</tr>
<tr>
<td>Design Services</td>
<td>11</td>
<td>$1.9 to $3.8m</td>
</tr>
<tr>
<td>Other Goods &amp; Services</td>
<td>26</td>
<td>$3.2 to $6.8m</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>55</strong></td>
<td><strong>$11.2 to $22.9m</strong></td>
</tr>
</tbody>
</table>
Unlocking Economic Opportunities with the BPDA

Winter/Spring 2022 Opportunities: Goods and Services

- General Repairs & Maintenance *(looking for 3 vendors in each of 14 categories, for multi-year as-needed contracts)*
  - General contracting, roadways, utilities, masonry, fencing, painting, marine infrastructure, emergency services, roofing, plumbing & drains, painting, electrical, glass/window/doors
- Pest Control *(smaller solicitation for buildings & lots citywide)*
- Snow Removal *(Raymond L. Flynn Marine Park streets & possibly bike lanes/sidewalks; provide your feedback!)*
- Fire Alarm Maintenance *(Raymond L. Flynn Marine Park buildings)*
- HVAC Maintenance *(Raymond L. Flynn Marine Park buildings)*
Unlocking Economic Opportunities with the BPDA

BPDA Real Estate's Mission

To manage, develop, acquire and lease the Agency’s real estate with a focus on fiscal responsibility and community development.

To treat our property like we live next door, and strive to find ways to use our real estate to make the lives of Bostonians better.

Our efforts fund the Agency’s planning and economic development functions, while supporting the Agency’s mission to guide inclusive growth in our city.
Unlocking Economic Opportunities with the BPDA

Recently Completed Capital Construction Projects

Building Repair & Maintenance

Maritime/ Flood Resilience Improvements
Unlocking Economic Opportunities with the BPDA

Present Work

Design

China Trade Center
- Masonry Repairs
- Window Improvements

Charlestown Navy Yard
- Shipyard Park Waterfront Improvements

Raymond L. Flynn Marine Park
- 12 Channel Street Stairwell Pressurization
- Northern Ave Mobility Improvements
- Pier 10 Repairs
Unlocking Economic Opportunities with the BPDA

Future Design & Construction Opportunities 2022

- **A/E Designers** for "House Doctors" in 13 work categories (minimum of 3 in each)
- **Engineering Designer** for Fid Kennedy Ave Street improvements
- **Maritime Engineering Designer** for Long Wharf East
- **General Construction Contractors** for
  - Street Improvements
  - Building improvements
    - masonry repairs,
    - window improvements,
    - stair pressurization system

And much more…
Opportunity Spotlight

P3 Remediation
Unlocking Economic Opportunities with the BPDA

Opportunities at Parcel P3

P3 is a 7.7 acre vacant parcel of land owned by the BPDA located along Tremont Street in Roxbury. A RFP has been recently released to identify a qualified development team to maximize the site's potential for affordable housing and job creation.

Environmental remediation will be performed on site and will include the excavation, treatment, and disposal of contaminated soils.

BPDA needs to engage firms in the following sectors:

- Site Preparation Contractors
- Remediation Services
- Other Heavy and Civil Engineering Construction
- Hazardous Waste Treatment and Disposal
Unlocking Economic Opportunities with the BPDA

Opportunities at Parcel P3: Site Remediation

Site remediation will consist of the following tasks:

**Scope of work**
- Identify off-site disposal facilities (e.g., landfill, asphalt batch plant)
- Treat/stabilize lead contaminated soil
- Obtain approval from disposal facilities
- Coordinate soil disposal paperwork with LSP
- Excavate and load of contaminated soil
- Haul contaminated soil to disposal facilities
- Track contaminated soil from site to disposal facilities
- Backfill select excavations with on-site soil

**Qualifications**
- 40-hour HAZWOPER training for all on-site personnel
- 8-Hour HAZWOPER Supervisor training for foreman, supervisor, or project manager (in addition to 40-hr training)
Unlocking Economic Opportunities with the BPDA

Opportunities at Parcel P3: Site Remediation

For more information on Parcel P3, please contact:

Rebecca Hansen, Senior Advisor-Real Estate Portfolio Management
rebecca.hansen@boston.gov
Real Estate Opportunities
Dispositions, Leasing, and Capital Construction
Real Estate Portfolio Snapshot

319 parcels
13 million SF of land

- 7 million SF of land ground leased
- 2.4 million SF of land is developable
- 41 acres public open space
- 27.5 acres parking, including public lots
- 17K sf community gardens

Unlocking Economic Opportunities with the BPDA
Unlocking Economic Opportunities with the BPDA

How the BPDA sells property

- Conduct due diligence and strategic planning to determine which parcels to issue for development
- Conduct a community process to hear feedback about appropriate uses and design guidelines
- Issue a Request for Proposals (RFP) that is open to all respondents. RFPs lay out the guidelines for proposals, submission requirements, and evaluation criteria.
- All RFPs are posted on the procurement portal and are publicly advertised.
- Evaluate proposals with community feedback

CONTACT: Morgan.E.McDaniel@boston.gov
Unlocking Economic Opportunities with the BPDA

BPDA Sites Across the City

Charlestown Navy Yard

Raymond L. Flynn Marine Park

Raymond L. Flynn Marine Park = 191 acres
Charlestown Navy Yard = 100 acres
Unlocking Economic Opportunities with the BPDA

Who responds to a development RFP?

A development team includes many different partners:

- Developers
- Private equity and lenders
- Architects and design consultants (e.g. LEED & green building specialists),
- Engineers (civil, structural, transportation)
- Construction and sub-contractors
- Building operators (management companies, cleaning companies, landscaping firms, snow removal, waste management)
Unlocking Economic Opportunities with the BPDA

2022 Development RFP Opportunities

• **555-559 Columbia Road**, Uphams Corner: Affordable housing and community space
• **290 Tremont Street**, Chinatown: Affordable housing
• **7 Channel Street**, RFLMP: Marine Industrial uses
• **Scattered affordable housing sites** in Roxbury and Dorchester
Unlocking Economic Opportunities with the BPDA

How do I get connected to a development team?

- Attend site visits and pre-bid conferences. These can be opportunities to network with other businesses interested in the RFP.
- Download the list of planholders from the Contracts portal.
Resources
Unlocking Economic Opportunities with the BPDA

Resources

Boston Local Development Corporation
https://www.bostonbusinessloans.org/bldc/

BPDA: Opps & Props Mailing List
http://eepurl.com/UPsk9
- Sign up to receive notices about procurement and development opportunities

BPDA Procurement Page
https://www.bostonplans.org/work-with-us/procurement
- Contains links to Buying Plan, Equitable Procurement Plan, and Procurement Portal

City of Boston - Technical Assistance Resources
https://www.boston.gov/economic-development/technical-assistance
Unlocking Economic Opportunities with the BPDA

Contact Information

Boston Planning and Development Agency
Robert Springer, Vendor and Supplier Diversity Specialist, Procurement robert.springer@boston.gov
Laura Melle, Deputy Director, Real Estate Administration BPDARealEstate@boston.gov
Dolores Dominguez Fazio, Senior Project Manager, Capital Construction Dolores.Fazio@boston.gov
Morgan McDaniel, Real Estate Development Officer (Property Dispositions) Morgan.E.McDaniel@boston.gov
Rebecca Hansen, Senior Advisor-Real Estate Portfolio Management (Parcel P3) rebecca.hansen@boston.gov

Boston Local Development Corporation
Bill Nickerson, General Manager bill.nickerson@boston.gov
Gisella Soriano, Credit Analyst gisella.soriano@boston.gov