



boston planning &
development agency

Unlocking Opportunities with the BPDA

Building a better understanding of the City's Planning & Development Agency and opportunities available to the community

February 11, 2022

Agenda

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



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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

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Boston Local Development Corporation

Bill Nickerson, General Manager bill.nickerson@boston.gov

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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



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Loans to Boston Businesses

Boston Local Development Corporation (BLDC)



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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.



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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 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.



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Cilantro Latin Kitchen (Roxbury)



Marvelous Cuts (Financial District)



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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.



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Boston Local Development Corporation (BLDC)

<https://www.boston.gov/neighborhoods>

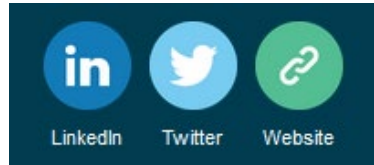
Allston
Back Bay
Bay Village
Beacon Hill
Brighton
Charlestown
Chinatown
Dorchester
Downtown
East Boston
Fenway
Hyde Park
Jamaica Plain

Leather District
Longwood Medical Area
Mattapan
Mission Hill
North End
Roslindale
Roxbury
South Boston
South Boston Waterfront
South End
West End
West Roxbury



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Contact us Today!



www.bostonbusinessloans.org/bldc/



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Business Loans for Boston

SUCCESS STORIES OUR LOANS **GET STARTED** NEWS & UPDATES RESOURCES ESPAÑOL

BLDC Business Loans

Get Started

In order to be eligible, please note that the business must be physically located in the City of Boston. Please visit <http://www.bostonplans.org/neighborhoods> for a list of Boston neighborhoods.

To find out more about the BLDC and to see if you qualify for a business loan, please complete this short form.

* required field

Is your business located in the City of Boston? *

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Business Loans for Boston

NUESTROS CLIENTES NUESTROS PRÉSTAMOS **APRENDA MÁS** NEWS & UPDATES RESOURCES

¿Es Usted dueño o dueña de una pequeña empresa en Boston y necesita obtener un préstamo?

BLDC, una organización sin fines de lucro, localizada en Boston, Massachusetts, ofrece préstamos para aquellos negocios ubicados o aquellos que buscan reubicarse en la ciudad de Boston. Para calificar, la empresa tiene que estar formada bajo estas entidades: Empresario(a) Autónomo, Sociedad de Responsabilidad Limitada (LLC por sus siglas en inglés), Asociación, Corporación o, en algunos casos, Fideicomiso.

CONTÁCTENOS →



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BPDA Procurement Opportunities

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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



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

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BPDA's 24 Month Buying Plan

- The BPDA's 24 month buying plan is available at: <http://www.bostonplans.org/work-with-us/procurement/buying-plan>

Type	# Contracts	Contract Value Total (million\$)
Public Works ("Horizontal") Construction	10	\$3.2 to \$6.5m
Building ("Vertical") Construction	8	\$2.8 to \$5.7m
Design Services	11	\$1.9 to \$3.8m
Other Goods & Services	26	\$3.2 to \$6.8m
TOTAL	55	\$11.2 to \$22.9m

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*)



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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.



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Recently Completed Capital Construction Projects



Building Repair & Maintenance



Maritime/ Flood Resilience Improvements



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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



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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....



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Introductions

BPDA Overview

BLDC Intro

Procurement Opportunities

Real Estate Opportunities

Resources

Procurement Portal



The BPDA seeks to engage the business community for a variety of goods and services. Whether through Requests for Qualifications (RFQs), Requests for Proposals (RFPs), general solicitations for quotes, or Invitation for Bids, the BPDA seeks to promote fairness, access, and transparency in all procurement activities.

To receive notifications of open and pending RFPs, RFQs, SFQs, and Bids, subscribe to the once-weekly BPDA News & Updates on the [Get Involved](#) page.

Type	Title	Status
RFP	Request for Proposals ("RFP") for Consultant Services for Equitable Procurement Technical Assistance Programming.	Open
RFP	Downtown Waterfront Merchandise Kiosk Program 2022 RFP	Open
RFP	Downtown Waterfront Trolley Kiosk Program 2022 RFP	Open
RFP	Marine Park Trolley Stop Program 2022 RFP	Open
RFP	South Boston Transportation Action Plan	Open
RFP	Long-term lease and redevelopment of Parcel P-3 in the Campus High Urban Renewal Area	Open



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Opportunity Spotlight

P3 Remediation

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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 25

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)



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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



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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

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How the BPDA sells property

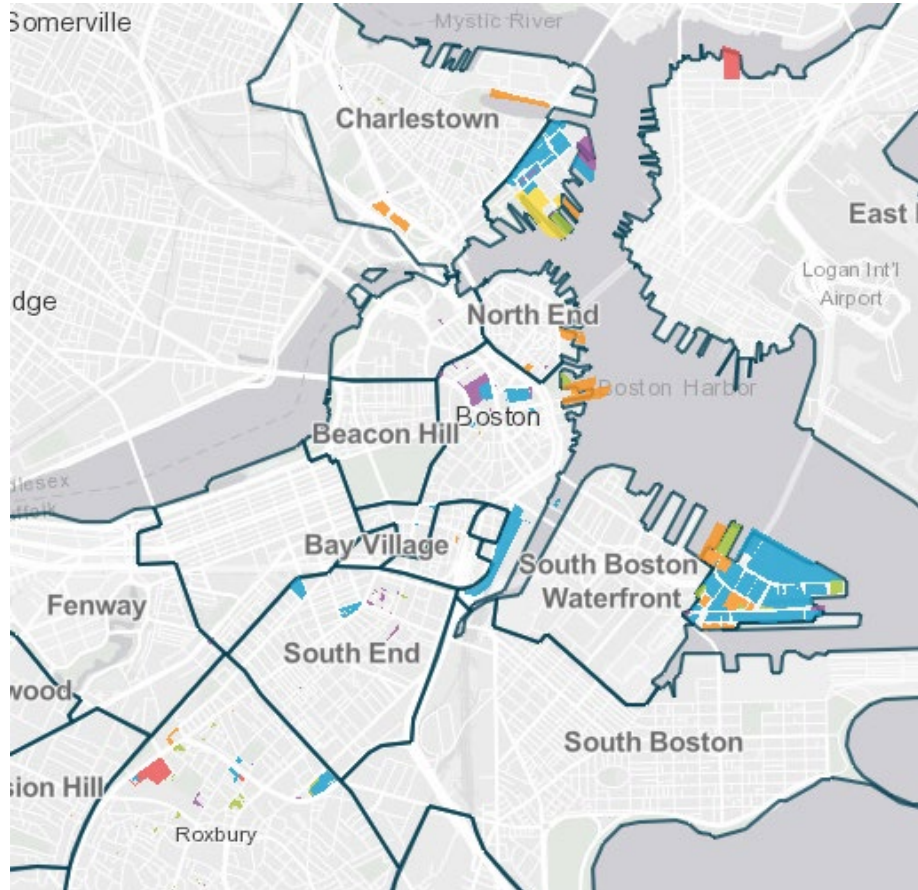
- **Conduct due diligence and strategic planning to determine which parcels to issue for development**
- **Conduct a community process to hear feedback about appropriate uses and design guidelines**
- **Issue a Request for Proposals (RFP) that is open to all respondents. RFPs lay out the guidelines for 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



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BPDA Sites Across the City



All Properties



Charlestown Navy Yard



Raymond L. Flynn Marine Park

Raymond L. Flynn Marine Park = 191 acres
Charlestown Navy Yard = 100 acres

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)

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

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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

Documents		A	B	C	D	E	F	G	H	I
Name	Type	PlanholderId	ProjectId	Company	Contact_First	Contact_Last	Contact_Phone	Contact_Email	Address	Dateadded
Planholders	.CSV	7592	227	sdgsdg	sdfs	sdfs	1.2315E+10	fgsg@gmail.com		9/3/20
Long Term Lease of Building 108 in the Charlestown Navy Yard	.pdf	7612	227	Paradigm Pro	James	Sparkman	8605753675	nsparkman@paradigmpro		9/9/20
Advertisement	.pdf	7614	227	City of Bosto	Kara	Elliott-Ortega	4013161579	kara.elliott-ortega@bosto		9/9/20
		7615	227	Pickard Chilt	Mig	Halpine	2037868600	mhalpine@pickardchilton		9/9/20
		7619	227	Smartprocur	Ron	Bjornsson	9544209900	rbjornsson@smartprocure		9/9/20
		7621	227	NADAAA	Harry	Lowd	6174426232	hlowd@nadaaa.com		9/9/20
		7622	227	Upton + Part	Jake	Upton	6177970010	j.upton@uptonpartners.co		9/9/20
		7625	227	Power House	Geoffrey	Lewis	6177807804	bostongeoff@gmail.com		9/9/20
		7629	227	The Architec	Stephen	Caswell	6178894402	scaswell@architecturaltea		9/9/20
		7634	227	Davis Square	Caitlin	Grant	6177643703	cgrant@davissquarearchit		9/9/20
		7635	227	Skanska USA	Joe	McGarry	6173128083	joe.mcgarry@skanska.com		9/9/20
		7640	227	Local 26	Jaimie	Mcneil	9783352079	Jmcneil@unitehere.org		9/9/20
		7645	227	Prime Vendo	Bid	Clerk	9108059630	primevendor123@gmail.c		9/10/20
		7652	227	Weston & Sa	Stephanie	Coombs	978-532-190	coombs.stephanie@wsein		9/10/20
		7654	227	Source Manz	Onvia	Onvia	206373950	svcagency@onvia.com		9/10/20
		7655	227	Conroy Deve	Lou	Cabral	781-344-565	lcabral@conroydev.com		9/10/20
		7657	227	luis vidal arci	Gabriel	Sgorbini	8575002482	gis@luisvidal.com		9/10/20
		7659	227	Beyer Blinde	Jesse	Floyd	2126460188	jfloyd@bbbarch.com		9/10/20



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Resources

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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>



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Contact Information

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Questions
