



OVOF Technology & Innovators Hub Economic Study of Emerging Technology Sectors Request for Proposals

Request for Proposals

Our Valley Our Future, a community development initiative located in the Wenatchee Valley of Washington state, is interested in procuring consulting services to conduct an economic study of emerging technologies in the region. The study will help guide a community conversation about which technology sectors to pursue and the benefits and gaps associated with that endeavor.

Due Date

Proposals must be submitted no later than 5 p.m., Friday, August 10. Please direct any questions concerning this Request for Proposals, Our Valley Our Future requirements, or its evaluation process to the agent listed below.

Steve Maher
Our Valley Our Future coordinator
137 N Wenatchee Ave., Suite 101
Wenatchee, WA 98801
E-mail: info@ourvalleyourfuture.org
Phone: 509-630-2090

Project Background

The Greater Wenatchee Area, formally defined as a federally designated metropolitan area, is home to about 75,000 residents and is the largest community in the Wenatchee Valley. Other communities include Malaga, Rock Island, Entiat, Monitor, Cashmere, Dryden, Peshastin and Leavenworth. The Greater Wenatchee Area also serves as a regional shopping, medical and professional services hub for 250,000 people living in an area that stretches from the Canadian border to Moses Lake, and from the Cascades crest to Grand Coulee Dam. The region is home to mainstay industries such as agriculture, hydropower and medical, and new and emerging technologies such as blockchain.

Our Valley Our Future is a community development initiative that arose out of a desire to develop an overall vision for the Wenatchee Valley region and beyond, to improve all facets of residents' quality of life, and to create resiliency in the face of change. A Core Team, with representatives from the public, private and nonprofit sectors, oversees the Our Valley

organization. Central to the initiative is an Action Plan, released in November 2016. This main planning document features 149 specific actions, seven major ‘game-changer’ projects, and 81 lead partner organizations.

One of the game-changer projects is the creation of a Technology & Innovators Hub, which focuses on developing the community as an attractive center for technology and innovation, beginning with start-up company owners and entrepreneurs, who are looking for a vibrant, outdoors-oriented, lower-cost, livable location for their companies and workers. The Technology & Innovator Hub project’s lead partners are the Greater Wenatchee Area Technology Alliance, Wenatchee Valley Chamber of Commerce, Port of Douglas County, Port of Chelan County, and Wenatchee Valley College Center for Entrepreneurship. A Technology & Innovators Hub Working Group is guiding its implementation. Defined steps in the game-changer — including several already under way — are:

- **Hold investment conferences.** In 2018, the Flywheel Conference in Wenatchee attracted about 250 attendees, including investors, entrepreneurs, professional service providers, students and community members. The next Flywheel Conference has been scheduled for April 2019.
- **Develop a broad range of funding sources.** This is underway with formation of a local angel investors network. In addition, local officials have met several times with venture capital firms interested in technology advances and business opportunities in the region.
- **Develop co-working spaces.** Several co-working spaces have either opened or are in the planning stages in the Wenatchee Valley, including in the historic downtown Wenatchee area.
- **Tailor and develop educational offerings to support the workforce needs of emerging technologies.** Wenatchee Valley College is offering a Bachelor of Applied Science in the computer science field and has been working with the University of Washington’s CoMotion Labs.
- **Link the Technology & Innovators Hub with the region’s technology and emerging industries, recruitment initiatives and inexpensive electric power.** Support the development of other amenities, infrastructure and ancillary support services. Conduct an economic study to assist in identifying benefits, opportunities, and gaps from nurturing and strengthening these emerging industries.

Project Objectives

The purpose of the economic study outlined in this Request for Proposals is to provide factual, nonbiased, transparent data to the community and its leaders so educated decisions can be made about emerging technologies.

The following minimum objectives are required outcomes of this work. However, consultants are encouraged to suggest additional outcomes and creative approaches to this economic study, as well as additional relationships and connections the Tech Hub Working Group should create, based upon their experience and expertise that they believe may be relevant.

- Identify emerging technologies that can be tied to the Wenatchee Valley’s existing assets, such as hydroelectric dams and inexpensive public power, building spaces, fiber network, educational offerings, angel investors network, venture capital funds, agriculture industry, health care industry, and outdoor recreation industry.
- Determine other regional assets that would be attractive to and connected with these emerging technologies.
- Determine the base conditions in the Wenatchee Valley for such emerging technologies as blockchain, artificial intelligence, data analytics. Include in this research and analysis how many start-ups and businesses tied to these technologies are currently operating in the region and how many people they are employing.
- Determine the direct and indirect benefits — i.e. support industries, sources of tax revenue, impact on schools, *etc.* — of these emerging technologies developing and growing in the Wenatchee Valley.
- Evaluate and estimate the employment potential, including number of workers and averages wages, associated with these emerging technologies.
- Evaluate and determine the educational and job skill demands associated with these emerging technologies.
- Identify the gaps that exist in the Wenatchee Valley for these emerging technologies. Identify what it will take to fill those gaps.
- Identify other ‘smart’ cities and ‘smart’ regions in the United States and around the world that have a similar mix of assets and infrastructure possessed by the Wenatchee Valley. Determine how these cities and regions have engaged with emerging technologies and the lessons they have learned.
- Identify other ‘smart’ cities and ‘smart’ regions in the United States and around the world that have a mix of assets and infrastructure that are unlike those possessed by the Wenatchee Valley. Determine how these cities and regions have engaged with emerging technologies and the lessons they have learned that are relevant and applicable to our region regardless of similarities.

Submittals

Proposals shall include, at a minimum, the following information.

1. Executive summary and an overall project approach. Summarize your proposal and include your firm’s qualifications and contact information. The summary should discuss your overall approach and understanding of project objectives and the scope of work.
2. Consultant experience and methodology- Describe your experience in performing services of this nature and scope. Identify the individual you propose to assign as a

project manager and all members of the project team, include a statement of qualifications and/or resume for each member. Team experience and qualifications should demonstrate expertise in this field. If using a partnership among firms, include specific details on how the partnership will work.

3. Pricing methodology. Provide price estimate including number of billable hours, hourly rate and total cost. Any expenses that are to be included as part of your proposal must be listed as a separate line item and must include both the total anticipated expense to be claimed and nature of the expenses (such as: office supplies, lodging, meals, etc.)
4. A list of at least three references (including contact names and telephone numbers)
5. Our Valley Our Future requires three printed response copies with one digital copy.

Consultant Selection

Firms and consultants will be evaluated initially based on their Proposals to Our Valley Our Future. Consideration will be given to proposals that cost less and/or attract other funding partners and resources. Oral interviews may be requested depending on the number of qualified firms submitting. The final selection will be made with approval of the Our Valley Our Future Core Team based on recommendation of the Technology & Innovators Hub Working Group. Upon Our Valley Our Future Core Team approval of a selected consultant, Our Valley Our Future intends to enter into an agreement with the consultant using its standard consulting services agreement.

Deliverables If Selected

An executive summary, a one-page graphically designed flyer of the executive summary's key takeaways, a detailed report, and a community engagement plan to help educate the public about the report's takeaways.

Timeline

August 10 — RFP submittals due to Our Valley Our Future coordinator
August 17 — Consultant selected by Our Valley Our Future Core Team
August 27-28 — Interviews of stakeholders by consultant
Oct. 12 — Deliverables due from consultant
