



QUESTIONS & ANSWERS SUBMITTED IN RESPONSE TO THE CASINO DEVELOPMENT AND OPERATION REQUEST FOR QUALIFICATIONS/PROPOSALS

Question #1

Should applicants include an executable copy of their proposed Casino Development Agreement within the RFQ/P Response?

Answer #1

No.

Question #2

Will the City identify weights/points allocations to the Evaluation Criteria prior to the RFQ/P Response due date?

Answer #2

No.

Question #3

Section 58.1-4107 of the *Code of Virginia* provides that the City of Richmond “may provide preferred consideration to a proposer who is a Virginia Indian tribe recognized in House Joint Resolution No. 54 (1983) and acknowledged by the Assistant Secretary-Indian Affairs for the U.S. Department of the Interior as an Indian tribe within the meaning of federal law that has the authority to conduct gaming activities as a matter of claimed inherent authority or under the authority of the Indian Gaming Regulatory Act (25 U.S.C. sec. 2701 *et seq.*).”

Does the City plan to utilize this preference in evaluating responses to the RFP/Q?

Answer #3

The City may in its sole discretion provide such a preference.

Question #4

Will the City of Richmond announce who has submitted a formal response to the RFQ/P? If so, what is the anticipated timeframe of this announcement?

Answer #4

Yes. The City will publish at a minimum the names of Applicants and their proposed locations in response to the RFQ/P. The names and locations will be announced in the days following the deadline for Applicants to submit their responses to the RFQ/P.

Question #5

Who is going to evaluate the RFQ/P responses and how will those individuals be selected?

Answer #5

The City will form an Evaluation Panel that consists of City Staff and a designated number of City Councilmembers to evaluate the RFQ/P responses.

Question #6

Has the Evaluation Panel been determined already?

Answer #6

No.

Question #7

What is the process for the evaluation of the RFQ/P responses?

Answer #7

The RFQ/P responses will be evaluated per the criteria stated in Section IV of the Casino Development and Operation RFQ/P. The evaluation will include input from the community, advisement from a casino consultant team hired by the Economic Development Authority of the City of Richmond, and the expertise of the Evaluation Panel.

Question #8

Will respondents to the RFQ/P be able to make a formal presentation to the Evaluation Panel? If so, (1) what is the anticipated date for when Applicants can expect to make this presentation, and (2) what format would be used for this presentation (e.g., In-person, Zoom, Web Ex.)?

Answer #8

The Evaluation Panel may request formal presentations from some or all of the Applicants. The format for formal presentations will be communicated at the time any such presentations are requested.

Question #9

Will respondents to the RFQ/P be given a chance to answer questions from the Evaluation Panel, and how will those questions be communicated to respondents? If so, (1) what is the anticipated date respondents would expect questions from the Evaluation Panel; (2) how much time will respondents have to respond to any questions; and (3) will all follow up questions to the RFQ/P be made available to other RFQ/P respondents, and if so what is the anticipated timeframe of that communication?

Answer #9

The Evaluation Panel may ask questions of particular Applicants. All questions will be communicated in writing and sent via email to the Applicant's point of contact designated in the Applicant's response. The City reserves the right to ask questions of all Applicants up to the selection of the Preferred Casino Operator and Selected Casino Site. A timeline to respond to questions asked by the Evaluation Panel will be provided.

Question #10

What is the City of Richmond's decision date for the final selection of the "Preferred Casino Operator" and the "Selected Casino Site" chosen through the RFQ/P process?

Answer #10

The decision date will be by early Summer 2021.

Question #11

Does the City of Richmond's Minority Business Enterprise (MBE) Program have reciprocity and recognize MBEs from other jurisdictions and/or the National Minority Supplier Development Council?

Answer #11

Yes.