



**ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF RICHMOND
SOLICITATION FOR CASINO CONSULTING SERVICES
ISSUE DATE – DECEMBER 30, 2020**

The Economic Development Authority of the City of Richmond, Virginia (“EDA”), in order to promote economic development in the city of Richmond, seeks to engage a consulting firm with substantial and particular subject matter expertise related to resorts and casinos/gaming (“Casino Consultant”) to aid the City of Richmond (“City”) in navigating the process of requesting qualifications and proposals for a resort casino operator and for choosing a site to locate a resort casino within the city of Richmond (“Casino Consulting Services”). The EDA has identified your firm as an entity that may possess the requisite subject matter expertise to provide the Casino Consultant Services as described within this solicitation and have therefore sent this solicitation to you for your consideration.

BACKGROUND:

In 2020, the Commonwealth of Virginia approved legislation to permit a limited number of casino gaming establishments (“Casino”) to operate in Virginia (the “Virginia Casino Act”). [\[Link to the Virginia Casino Act\]](#) Pursuant to the Virginia Casino Act, the City is one of five cities within the Commonwealth eligible to host a Casino, subject to the citizens of Richmond approving a voter referendum. The voter referendum is anticipated to be held on November 2, 2021. Prior to requesting the court to order the voter referendum, the City must (1) select the City’s preferred location/site for the Casino, which must be listed on the voter referendum, (2) select a preferred casino gaming operator to develop and operate the Casino (the “Preferred Casino Operator”), and (3) submit the Preferred Casino Operator to the Commonwealth for pre-certification. The Commonwealth of Virginia may issue one, and only one, license permitting the operation of a Casino in the city of Richmond if the city of Richmond voters approve the voter referendum. Eligibility to receive such a license is limited solely to the Preferred Casino Operator selected by the City.

In an effort to assess the best Casino operator and site for the Richmond voters to consider, the City is commencing a competitive selection process on December 28, 2020 by issuing a Request for Qualifications/Proposals (“RFQ/P”) inviting qualified enterprises interested in developing/operating a resort Casino in the city to submit responses on or before February 22, 2021, the RFQ/P submission due date. A copy of the RFQ/P can be accessed [HERE](#) or at <https://www.rva.gov/economic-development/resort-casino> after December 28, 2020, the date of issuance by the City of Richmond. The City anticipates

receiving approximately four to six responses to its solicitation for a resort casino operator and site. The City will have an internal Evaluation Review Committee composed of technical staff, as well as representation from the City Council and the Mayor's Office that will evaluate the proposals received and anticipates that the selected Casino Consultant engaged through this solicitation will assist the Evaluation Committee in its review of the proposals.

CASINO CONSULTING SERVICES:

The EDA seeks a Casino Consultant with the ability to utilize its particular subject matter expertise to provide the Casino Consulting Services, which may include any or all of the following Tasks, to the extent requested by the EDA:

1. Assisting the City in its selection of a Preferred Casino Operator;
2. Reviewing and analyzing responses to the RFQ/P from potential casino operators:
 - a. Advising on factors such as, but not limited to, the feasibility of projections (gaming/nongaming revenue, development value, visitation, and other relevant metrics); suitability of each proposed casino project and corresponding site, including the potential positive and/or negative impacts of each proposed casino project (including socioeconomic implications) and corresponding site, range of potential economic and fiscal impacts each project would provide; and the level of conformance of each casino project with industry standards and best practices; and
 - b. Conducting an independent market assessment to forecast demand, fiscal impacts, revenue potential, and job creation for the proposed Richmond casino (gaming/nongaming revenue, development value, visitation, and other relevant metrics) and subsequently compare the assessment to proposals received from responders to the RFQ/P;
3. Vetting the qualifications of potential operators, including providing analysis and metrics regarding the performance of potential operators' casinos in other markets relative to other casino operations in such respective markets (to the extent individual casino performance is publicly reported in such markets or relevant information is otherwise available);
4. Preparing briefs, presentations, or other reports as needed;
5. Attending meetings as required with City officials;
6. Responding to relevant questions from City staff and elected officials;
7. Providing a quantifiable process by which to recommend a casino operator and corresponding site;
8. Assisting the City in negotiating contractual terms and community benefits with potential operator(s);
9. Assisting the City in navigating Virginia regulatory requirements and processes; and
10. Assisting the City in engaging and educating the community.

The extent of Casino Consulting Services performed by any Casino Consultant contracted by the EDA will be limited to the Tasks specifically assigned by the EDA, through its duly authorized representative, via Task Orders. Each Task Order will include a detailed written description of the Task to be performed, a schedule for completion of the Task, a list of the job titles and names of the members of the Casino Consultant's team assigned to the Task, the number of hours to complete the Task, and the compensation for such Task based upon the pre-determined hourly rate(s) set forth in the contract.

PROPOSAL REQUIREMENTS:

In response to this solicitation please submit an electronic PDF document with the following information:

1. Experience:

- Name and address of your organization
- Name of the principals of your organization and length of time with the organization
- Resumes of all members of the organization that will be providing the Casino Consulting Services
- List of other government entities or similar entities to which your organization has provided similar casino/resort services within the last five years
- Contact information of at least three references of government entities, or similar entities, to which your organization has provided similar services, including the name of the primary contact person involved with such services, their email and phone number
- Narrative describing the nature, size, background, and qualifications of your organization (as such qualifications relate to the Casino Consulting Services described herein - particularly the extent to which they relate to experience involving the Virginia Casino Act and casino gaming in Virginia)

2. Approach:

- Brief description of your understanding of the Casino Consulting Services requested herein and your envisioned approach to providing such services, which may include details as to any envisioned approach that is specific to a particular Task

3. Cost Proposal:

- Hourly rate(s) for performance of the Casino Consulting Services

- To the extent the hourly rate will vary due to the nature of any of the Tasks set forth herein or due to the personnel assigned to any Task, provide a full schedule of each proposed rate

The electronic PDF document shall be emailed to melissa.paglia@richmondgov.com by no later than 3:00PM EST on Wednesday, January 13, 2021. E-mails from outside parties containing attachments exceeding 10MB (and in some case exceeding 5MB) may be automatically rejected due to file size limitations imposed by the City of Richmond's Department of Information Technology – if the size of the electronic pdf your firm intends to submit might trigger such an automatic rejection if sent as an e-mail attachment then please also send a separate e-mail (sans attachment) with a secure link to a downloadable version of the pdf.

The EDA's evaluation may take into account a variety of factors based upon the information requested above.

The EDA reserves the right, in its sole discretion to:

1. Enter into a single contract for the Casino Consulting Services (or limited portions thereof) with any one entity that responds to this solicitation;
2. Enter into contracts for the Casino Consulting Services (or limited portions thereof) with multiple entities that provide responses to this solicitation; or
3. Not enter into any contract as a direct result of this solicitation (in which case the EDA reserves the right to otherwise contract for casino consulting services).

In no event will the aggregate payments from the EDA to a Casino Consultant for services provided under any contract that may result from this solicitation exceed \$120,000 unless (1) otherwise authorized by the EDA's Board of Directors and (2) permitted by applicable law.

POINT OF CONTACT:

Please direct all questions and inquiries to:

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