



**State of Rhode Island  
Department of Administration / Division of Purchases  
One Capitol Hill, Providence, Rhode Island 02908-5855  
Tel: (401) 574-8100 Fax: (401) 574-8387**

**Solicitation Information  
October 7, 2016**

**ADDENDUM # 7**

**Request for Qualifications (RFQ) # 7550679**

**TITLE: Public Private Partner for Master Planning, Feasibility, Construction  
and Financing of an Intermodal Transportation Center**

**Submission Deadline: Friday October 14, 2016 at 2:00 PM (Local Time)**

**NOTICE:**

- Attached are the questions with responses for all questions received from 9/7-9/23 as well as ones asked at the pre bid conference.
- Attached is the detailed stenographer report from the non-mandatory pre bid conference held on 9/7/2016.

**Tom Bovis  
Interdepartmental Project Manager**

*Interested parties should monitor this website, on a regular basis, for any additional information that may be posted*

## New Inquiries from 9/7-9/23:

**TITLE: Public Private Partner for Master Planning, Feasibility, Construction and Financing of an Intermodal Transportation Center**

39. What is the size of potential public office space that could be committed to the project?

**See Question 7 of State Agency Solicitation Addenda 6.**

40. If Question 1 above has not yet been determined, please detail the total current size of any potential public office tenants in consideration for relocating to the project.

**See Question 7 of State Agency Solicitation Addenda 6.**

41. Where clearly stated objectives are desired, granting authorities will sometimes grant a tentative designation to a developer, based on a development program that is tied to achievable milestones. In the form of a question, After October 14, and after appropriate review of the RFQ proposal responses, does the state reserve the option to grant a tentative designation to a developer, tied to achievable milestones?

**No.**

42. Since the current RFQ process is phase 1 of a multi-phased competitive selection process, developers find it essential that their submissions not be open to public review, and especially to their competitors, until the selection process is concluded. In the form of a question, will the content OF developers' submissions, in this multi-phases competitive selection process, be beyond public review until the selection process is concluded?

**During the RFQ portion of the process, the Respondents' submission is not subject to public disclosure.**

**With regard to the "Financial Information" requested (page 16 Section 6 of the solicitation), note that that audited financial statements should be submitted with the proposal separately sealed and will only be reviewed by state authorized officials. These statements will not be made available as public records nor available for public review.**

**Request for Qualifications (RFQ) # 7550679 – Questions and Answers from Pre-Proposal held on September 7, 2016**

43. Are all the parcels owned by third parties (*in reference to those parcels outlined in yellow on the project parcel map*)?

**Yes.**

44. Are either of, or both of, the two State parcels part of the package available (*in reference to those parcels outlined in blue on the project parcel map*)?

**Yes, they are.**

45. Is there a possibility of building over the Amtrak tracks to the north of the Station?

**The State is open to inclusion of the Amtrak parcel in the proposals. Supplemental Information: Please note that the inclusion of any Amtrak parcel would require the Respondent to work directly with Amtrak. In addition, please see Question 8 of State Agency Solicitation Addenda 6.**

46. Do you have an estimate of what the lag between the RFQ and the RFP will be, and how long the process might be?

**The State anticipates that the RFP will be issued by the end of the year or in early 2017 at the latest. Supplemental Information: See Question 13 of State Agency Solicitation Addenda 6.**

47. The RFQ alludes to the prospect that there might be state offices needed in the district. Do you have any sense of the scope of that potential need?

**The State is currently evaluating what the potential need will be and expects to provide greater detail in the RFP. Supplemental Information: See Question 7 of State Agency Solicitation Addenda 6.**

48. Have you reached any general sense of the desire to split users between residential and commercial?

**Regarding the development of the real property described in the RFQ, the State is open to consider various development plans and strategies with respect to the ratio of commercial and residential usage for that property.**

**In The Matter Of:**  
*Pre-Bid Conference*

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*Providence Intermodal Transportation Center*  
*September 7, 2016*

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STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

PRE-PROPOSAL CONFERENCE

IN RE:

PUBLIC/PRIVATE PARTNER FOR  
MASTER PLANNING, FEASIBILITY,  
CONSTRUCTION AND FINANCING  
OF AN INTERMODAL TRANSPORTATION  
CENTER

Date: September 7, 2016  
Time: 10:00 a.m.  
Place: Veterans Memorial  
Auditorium  
83 Park Street  
Providence, Rhode Island

- BEFORE -

Julie Oakley, RIDOT

1 (PRE-PROPOSAL CONFERENCE COMMENCED AT 10:06 A.M.)

2 MS. OAKLEY: I'd like to welcome  
3 everyone to the public/private partner for the  
4 Providence Intermodal Transportation Center, Request  
5 for Qualifications Pre-Proposal Conference. So, we  
6 really appreciate all of you being here with us  
7 today. I'm Julie Oakley. I work with the Rhode  
8 Island Department of Transportation, and I'm going to  
9 be the project manager for this project that we're  
10 all very eager to get underway. So, it's great to  
11 see all of you here today. So, just a few logistics  
12 to start off. We do have a stenographer present at  
13 the meeting. So, when we break for question and  
14 answer, please state your name. Feel free to spell  
15 it, if you would like, and as well as the company who  
16 you work with. That way, we can get it on the  
17 record. We'll be putting the transcript as an  
18 addendum with the RFQ, so that anybody who wasn't  
19 able to make it today will be able to hear all that  
20 transpired. Also, just note the exits and the  
21 restrooms. So, here's the agenda for today, and I'd  
22 just like to state that we, as the State of Rhode  
23 Island, are extremely excited about this opportunity,  
24 and the future public/private partnership for this  
25 endeavor. It's a major effort by the State of Rhode

1 Island, and we've gathered a comprehensive and  
2 extensive team of not only public agencies and  
3 municipal leadership, but also community partners as  
4 well; and today we'll have the opportunity to hear  
5 from a few of them, who I'd like to recognize now.

6 We'll have presentations by Peter Alviti,  
7 who's the director for Rhode Island Department of  
8 Transportation, as well as Peter Garino, chief  
9 operating officer. Thomas Bovis, who is the  
10 interdepartmental project manager with the Division  
11 of Purchases, will go over the RFP process. Next, we  
12 will have Armino Goncalves, who is the chief of  
13 Planning & Design for the Division of Capital Assets  
14 Management and Maintenance, which is part of the  
15 Division of Administration. Then Amy Pettine, who is  
16 the executive director of Planning for Rhode Island  
17 Public Transit Authority, Jesse Saglio, who's the  
18 managing director, and head of investments with the  
19 RI Commerce Corporation, and Bonnie Nickerson, who's  
20 the director of Planning & Development for the City  
21 of Providence. So, we've got a robust agenda, and  
22 robust presentations that we hope that will answer  
23 any remaining questions you have. I would like to  
24 note that we know that questions have been submitted  
25 as part of the RRQ process. We thank you for those

1 questions. We right now have responses that are  
2 under attorney review, and we'll be formalizing those  
3 responses. So, if you have questions on record, we  
4 will be answering those in short term.

5 One of the persons I'd like to recognize  
6 who's here is Carol Gladstone, the director of  
7 DECAMM. Where is she? There she is. She's in the  
8 back, and she's been a great partner for us as well.  
9 So, I am, at this point, going to start the  
10 presentations, and hand it over to our team leader,  
11 Director Peter Alviti, for the Rhode Island  
12 Department of Transportation.

13 MR. ALVITI: Good morning. Welcome to  
14 Rhode Island. I can't tell you how pleased I am at  
15 the robust interest that this project has created in  
16 Rhode Island. This is a project that both myself and  
17 the governor are very much the champions of. I think  
18 it is a pivotal project in the development of the  
19 City of Providence, and the State of Rhode Island,  
20 actually; and I think, for the first time, it brings  
21 together many different ideas from different sectors  
22 that didn't necessarily get together in the past.

23 Governor Raimondo was elected in 2014.  
24 She's the first female governor in the State of Rhode  
25 Island. She has a background in venture capital.



1 She is a Rhodes Scholar from Harvard, and attended  
2 the Yale Law School. She has breathed a new dynamic  
3 and a new life into government here in Rhode Island.  
4 She developed her own team, of course, as many  
5 governors do; but she used this background, this  
6 business-oriented background, that she has to create  
7 leadership, not only at Rhode Island DOT, but in the  
8 Department of Commerce, in the Department of Capital  
9 Asset Management, our partner, and new chairman and  
10 board members at RIPTA, but not only there, in other  
11 areas: Medicare reform, in areas of reform inside the  
12 Division of Motor Vehicles, and our reform -- our  
13 pension reform that she brought to the State of Rhode  
14 Island that she started as treasurer.

15 Her vision for our department at DOT was  
16 that this was a dysfunctional department that, for  
17 many, many years was viewed as one of the most  
18 dysfunctional policies in state government; and her  
19 instructions to me, and to the top leadership at DOT,  
20 was to blow -- basically, blow the place up and  
21 reorganize; and in the last two years, we've seen  
22 transformations, or we've created transformations  
23 with her leadership in the Department of  
24 Transportation, where not only is it led by an  
25 entirely new group of people, but the ideas that are

1 coming to us are coming out of DOT in a different  
2 way. We're looking at integrating modal  
3 transportation more. We're looking at new ways to do  
4 projects, specifically, this being the prime example  
5 of new project delivery methods; and we've instituted  
6 a new management structure. So, we've taken on a  
7 project management kind of approach at DOT. So,  
8 transformation is real. It's working, and it all  
9 happens within a very short period of time.

10 Government is not a business, but here in  
11 Rhode Island, right now, particularly at RIDOT, we're  
12 operating at the speed of business, while still  
13 providing governmental functions that are vital. Our  
14 role in this is to be an advocate for all of you,  
15 that is, to make it easier for you to do your  
16 business, and make commerce and make money; and we're  
17 here to -- I'm not going to say it. So, in the last  
18 two years -- next, please.

19 We've had a number of successes here in  
20 Rhode Island. The governor is expert at attracting  
21 businesses. She's been doing that; but, more  
22 importantly, she is very helpful in fostering the  
23 kind of development like this one that is taking  
24 place, and very much a champion for this project in  
25 particular. Public/private partnerships are

1 something that is new to Rhode Island government,  
2 although it's not new to the team and the governor  
3 that is now in place. We've all done it before. We  
4 know what it looks like. We know how to succeed at  
5 it, and we know the benefits that flow from it, and  
6 we are very much, both the governor and the team  
7 leadership that she has in commerce, in DOT and  
8 RIPTA, proponents and champions for this kind of  
9 endeavor.

10 So, with regard to this project, you  
11 know, how did it get to where it is? In the early  
12 1980s, the City of Providence began its  
13 transportation through the Capital Center Development  
14 District, and while the old train station -- as part  
15 of that transformation, discussions were, and plans  
16 were made to move the old train station at Union  
17 Station, and to realign the tracks, and to create new  
18 development in this area, and move the train station  
19 to a new location; and all of that happened very  
20 nicely. Next line, please. And this -- the old area  
21 that was -- the tracks were torn up and relocated,  
22 and it made room for a considerable amount of  
23 economic development expansion, and the  
24 transportation took place to what it looks like now.  
25 One missing link, one missing piece: When they moved

1 the train station, they didn't move the bus hub with  
2 it. The bus hub was adjacent to the old train  
3 station at Kennedy Plaza; train station and Union  
4 Station right next to each other. So, that put about  
5 a quarter mile distance between the new train station  
6 and the old bus hub. Particularly, during the  
7 winters, that walk between the two can get to be  
8 rather gruesome for most people, not to mention two  
9 modes of transportation should be logically next to  
10 each other. That's the way it is. Not so much here  
11 in Rhode Island.

12 So, during the last several years, the  
13 DOT and RIPTA worked together, along with local  
14 businesses, to, in 2014, approve a \$35 million bond  
15 to recreate the bus hub in a location that would be  
16 closer to the train station, and when the new  
17 administration came in, plans had already been  
18 underway under the old administration to basically  
19 just create a new super bus station adjacent to the  
20 train station. We took a step back in developing a  
21 ten-year plan for transportation in the state. The  
22 actual ten-year plan that was linked to a reliable  
23 and dedicated funding mechanism to actually realize  
24 that plan, which we had approved through legislation  
25 here in the state that provided not only the legal

1 and legislative infrastructure that we needed to  
2 complete that plan, and develop the plan itself and  
3 get it approved through the STIP process here in the  
4 state, but also provided the legal framework and the  
5 funding mechanism to provide a dedicated revenue  
6 stream for DOT to actually accomplish that. Again,  
7 for the first time. So, we began to look -- we asked  
8 our various teams inside DOT, in this case, the  
9 Transit Group, to look at a more comprehensive way of  
10 getting us to what we want to be when we grow up in  
11 ten years as a transportation organization, and what  
12 this -- ideally, this project should look like, and  
13 the ideas that flowed from many, but the one that  
14 pretty much gelled, was that there was an economic  
15 development potential here that was being overlooked  
16 by previous administrations. A \$35 million bond was  
17 nice. The concept of moving bus transit over to the  
18 train station was good, but there was an element that  
19 was missing; and the transit-oriented development  
20 that was taking place around that kind of hub  
21 everywhere else should be looked at here in Rhode  
22 Island, and that gave way to the plan that we're  
23 looking to put forward here with all of your help, or  
24 one of your help.

25 The bond was approved by a 60 percent

1 voter approval. So, not only does the government and  
2 the DOT think that this is a good idea, but  
3 apparently, the voters here in Rhode Island. We have  
4 their support going in this direction. The train  
5 station itself is the 13th busiest Amtrak station out  
6 of 510 in the country, little Rhode Island. There's  
7 1.25 million Amtrak and MBTA trips. That's about  
8 6,000 trips a day out of that area, and it's one of  
9 the three busiest MBTA commuter rail stations outside  
10 of Boston. There's major intermodal hub and gateway  
11 to downtown, and it will be a convergence of trains,  
12 buses, taxis, automobiles, bicycles, and pedestrians.  
13 As a matter of fact, we're integrating, in the  
14 reconstruction of Route 10, plans for a BRT system  
15 that would eventually make its way to this hub, also.  
16 RIPTA's ridership is growing at Kennedy Plaza. It  
17 has a capacity of 34,000 trips a day. So, combined,  
18 between the train trips and the bus trips, there  
19 would be 40,000 passengers per day traveling through  
20 this new Intermodal Transportation Center.

21 As I said before, we are -- in the  
22 transformation of DOT itself, we're looking at new  
23 project delivery methodologies, and we're actually  
24 just going ahead and doing it. This is not the kind  
25 of agency that's going to sit around for years

1 thinking about why not to do things. Rather, we're  
2 thinking about the way we can deliver this project  
3 most effectively, and we know that through public and  
4 private partnership, the ideas, the concepts, the  
5 great ideas that all of you have are going to lend to  
6 a much better final product for us.

7 That change in thinking at DOT came  
8 about as a result of the governor's selection of a  
9 whole new team, and us implementing the top 15  
10 positions at DOT with people who weren't there before  
11 during the last few years. One of the people that we  
12 were very fortunate to have come to DOT and work with  
13 us, and who brings a wealth of knowledge and  
14 experience with him in the area of transit and  
15 intermodal transportation, is Peter Garino, the next  
16 speaker. He is my COO at DOT. He has been my  
17 partner in transforming the department into what it  
18 is today. So, I'd like to have Peter come up and  
19 talk to you a little bit more about the new approach  
20 that we're taking here, and what that means to you,  
21 all.

22 MR. GARINO: Thanks so much, Peter.  
23 Director Alviti mentioned, the governor's brought in  
24 a great team. Our secretary of commerce used to run  
25 the -- our secretary of commerce used to run the

1 Lower Manhattan Development Corporation. We have  
2 Carol, who came to us from MBTA Boston. She worked  
3 through development in that neck of the woods, and we  
4 have Don Early, who participated in -- he runs the  
5 Commerce Department. We have Julie Oakley, the  
6 project manager, who did project management in  
7 Afghanistan. So, we figured if she's good enough for  
8 Afghanistan, she can make it here in Rhode Island.  
9 We brought all those people together, and we have a  
10 \$35 million bond, and we looked at places like the  
11 World Trade Center of Denver Union Station, where we  
12 have transit-oriented development that was going on,  
13 integrating bus and rail together in one facility.  
14 Here's a smaller scale, more on the scale of  
15 something New England size. That's the Worcester  
16 Union Station. So, we looked at all those ideas, and  
17 said, Let us take this opportunity, unique  
18 opportunity, that we have with the potential for  
19 40,000 people coming in in a day, a team of experts  
20 who have done this before in various parts of the  
21 country, and a \$35 million mandate, essentially, from  
22 the voters, to join these things together; and let's  
23 build something together.

24 We're looking at development  
25 opportunities. Of course, we have the bus hub. We



1 have public parking on the public side; we have  
2 retail. Integrating retail into transit in train  
3 stations is a long history. The World Trade Center  
4 hub, which I also just happened to be at this past  
5 weekend, teaming with shoppers, as well as transit  
6 users in a fantastic facility. There's also a public  
7 office space component. Right now, the state needs  
8 (sic) \$10 million of office space to accommodate the  
9 state government, and that's something where we can  
10 look and see can we be a catalyst, as a state  
11 government, to bring that to the table, and put in a  
12 component of state office space as part of an  
13 overbuild on transit hub. There's also private  
14 office space. All these are potentials that we could  
15 bring to this site, which is right next to, as the  
16 director said, one of the busiest train stations in  
17 the country.

18 What we bring to the table? Certainly,  
19 access to customers and transportation. We have  
20 massive transit opportunity. One place we get that  
21 foot traffic, we concentrate that foot traffic that's  
22 so important to a retail component. We bring that  
23 \$35 million bond funding that can be used for public  
24 purposes, public parking, the public transit  
25 component, retail component associated with a transit

1 hub facility, potential public office space tendency.  
2 State Economic Development Center, where you have  
3 incentives that -- in the State of Rhode Island,  
4 these incentives are also new to the state, as part  
5 of the governor's first budget. It's a review in  
6 place to attract businesses to Rhode Island that have  
7 already been successful, and the ability to assemble  
8 parcels, and put parcels together in a way that makes  
9 sense for the public's purposes that we're looking to  
10 advance. And, finally, coordination of government,  
11 and coordination of Amtrak. One of our other  
12 public/private partnerships that we just completed  
13 our first year on, from the time we received the RFP,  
14 until the time we opened -- received our first -- we  
15 understand what it is to coordinate all of the  
16 various partners of government. In this case, we had  
17 the full alphabet soup: CRMC, DEM, PUC, PDUC.  
18 Everybody working in the same -- working together to  
19 put a facility together, and get it up in a few  
20 weeks. We got it up, and had a very successful  
21 summer with it. That's the kind of approach that we  
22 bring by coordinating government, bringing it  
23 together, and that's the kind of approach we will  
24 bring to this project as well; and we're very much  
25 looking forward to participation from the private

1 sector in making this a success. Thank you.

2 MS. OAKLEY: So, to give you a good  
3 overview, kind of where we are from a transportation  
4 standpoint, but now we're going to kind of get into  
5 the meat and potatoes of the RRQ, and I'm going to  
6 introduce Tom Bovis from the Division of Purchases,  
7 who's going to give you all the ins and outs, the  
8 do's and don't's, right, Tom?

9 MR. BOVIS: That's right. Good  
10 morning, everyone. Welcome, again, to Providence,  
11 and the Veterans Auditorium. I'm going to discuss  
12 the RFQ process, and the submission of the request  
13 qualifications. I want to make sure everybody knows  
14 the RFQ number, which is 7550679. If you go to our  
15 website, the purchasing website, you can download the  
16 actual solicitation itself, and see all the  
17 requirements of the solicitation.

18 Today's pre-bid conference is  
19 nonmandatory. I do have a sign-in sheet. They're  
20 actually outside now. So, please make sure that  
21 everyone does sign in on the sign-in sheet, as we  
22 will post the sign-in sheet as an addendum, so  
23 everyone can see who was here; and anything else will  
24 be posted as addendums as we go forward. There's  
25 been four addendums up until now, so I hope everybody

1 was able to download all the addendums and see where  
2 we're at right now. I'm going to go through some of  
3 the requirements. So, the solicitation is due on  
4 Friday, October 14...that's the new date. That was  
5 on Addendum Number 4...at 2:00 p.m. All  
6 solicitations get submitted to the Department of  
7 Administration, Division of Purchases, which is at 1  
8 Capitol Hill, second floor. We do have a  
9 receptionist that has the sign-in date log. So, you  
10 can sign in there once you send the solicitation in,  
11 and you can get your solicitation date stamped and  
12 time stamped. So, please allow enough time.  
13 Anything late will not be considered. Anything to  
14 any other department submitted will not be  
15 considered. So, please allocate enough time. We've  
16 had some solicitations that have been several minutes  
17 late; and, unfortunately, we can't accept them. So,  
18 allocate enough time for parking and those type of  
19 things. We're going to try and answer  
20 questions, today, general-type questions. I strongly  
21 encourage, however, that questions be put in writing.  
22 On the front page of the solicitation, it identifies  
23 where you should submit your questions to, which is  
24 my email, [thomas.bovis@purchasing.ri.gov](mailto:thomas.bovis@purchasing.ri.gov), no later  
25 than September 16 at 4:00 p.m. So, all new questions

1 are due by next Friday at 4:00 p.m. If we receive  
2 any questions, we'll work with the team to respond in  
3 a timely fashion, and get those up as an addendum as  
4 well. So, again, I encourage they be put in writing.  
5 That way, we can vet it out and have the proper --  
6 you should also be registered with the state with the  
7 RIDOT number, it's called, and it's the  
8 generated-bidder certification form. You can go on  
9 our website. It explains to you how you can actually  
10 register with the state. So, please make sure you  
11 register with the state when you submit your  
12 proposal. So, the solicitation itself, on Pages 15  
13 through 17, you have the submission requirement here,  
14 Sections 1 through 9, which basically explains what  
15 will be required when you submit your responses to  
16 this. Again, understand this is a prequalification,  
17 so only those people and those organizations that  
18 have been prequalified will be able to respond to the  
19 actual RFP, which is the Phase II of this project.

20 So, we will be reviewing all the  
21 requirements that are in the RFQ submission to  
22 determine who is prequalified and able to bid on the  
23 second phase of it. So, these are the nine items  
24 that will be included in your solicitation when you  
25 respond.

1                   We will then have a Technical Review  
2 Team. We're working on a Technical Review Team now.  
3 We haven't finalized it yet. The Technical Review  
4 Team will look at all the solicitations, and score  
5 them based on the criteria that has been established  
6 here, and I think if you want to look at the  
7 solicitation, it's Pages 18 and 19 of the  
8 solicitation. So, if you go to Pages 18 and 19, you  
9 can see the requirements of each of these defined  
10 better. So, the Technical Review Team will score  
11 them. Only those that score the minimum requirements  
12 will be then vetted, and also available to bid on  
13 Phase II, which is the RFP process itself. So, other  
14 than that, those are the requirements for the  
15 solicitation submission. Any questions, as far as  
16 how you submit your RFP and your proposals? Again,  
17 make sure you understand that it does come to the  
18 Department of Administration, Division of Purchases,  
19 and allocate enough time. That's the important  
20 thing, it's on a timely fashion. So, if there's no  
21 questions, I'll turn it back over to Julie to go over  
22 the project itself. Thank you.

23                   MS. OAKLEY: Thank you, Tom. Now  
24 we're going to have Armindo Goncalves come on up from  
25 DECAMM and give you an overview of the properties,

1 and we'll take questions and answers after he's  
2 finished.

3 MR. GONCALVES: Again, good morning.  
4 My name is Armindo Goncalves. I'm the chief of  
5 Planning & Design with DECAMM. For those of you that  
6 have been here already, thanks for coming again. To  
7 new faces, welcome to Rhode Island. I should start  
8 by saying that in this process, we look forward to  
9 the end result, which is the hub itself. We're not  
10 inventing. We're simply reinventing. Commerce and  
11 railroad has been part of the growth of development  
12 in this country. If you go back to what Director  
13 Alviti mentioned earlier, we are trying to do that in  
14 a modern sense. So, initially when we started this,  
15 we had to make sure everyone was on the same page,  
16 create a team that has basic underlying understanding  
17 of what we're doing. So, initially when we started,  
18 folks said, Maybe we'll take one parcel and put it up  
19 for bid, and we said, Let's think more  
20 comprehensively here. There are a lot of vacant lots  
21 here. This is the Amtrak Station right here at the  
22 south side. There's a parking lot here, and then  
23 this is what I refer to as the cheese parcel, and  
24 adjacent to it is a residential project, which is  
25 currently occupied by students. Johnson & Wales

1 operates that, and then we come back here to the  
2 service parking lot. We refer to these as the  
3 Citizens parcel. The reason being -- I'm sorry,  
4 Citizens parcel is right here. Citizens Bank is  
5 right here. So, in total, we have four parcels that  
6 could be developed.

7 So, in taking a comprehensive approach,  
8 we said, you know what, we're going to include all of  
9 these parcels, which includes -- which are part of  
10 the Capital Center District Development area, and put  
11 it in an RFP. Now, why does that make sense? We  
12 want to get developers and other designers to really  
13 think, from a planning and design standpoint,  
14 comprehensively about this. How can we begin to  
15 think of linking these various parcels, both from a  
16 design standpoint, also a development standpoint,  
17 that will create a natural link to the southern hub,  
18 they call it, Kennedy Plaza. I should say that goal  
19 here is to relieve some of the pressure at Kennedy  
20 Plaza. It's overdone. It's a bus hub. I think the  
21 folks in Providence as a whole wanted to be a part  
22 (sic) with the bus station, or a smaller-scale bus  
23 station, and try to bring that on Francis Street, and  
24 then in here somewhere where the hub exists.

25 For those of you that have not been here



1 previously, if you come up here, we're located right  
2 here. So, we're within walking distance to Amtrak  
3 Station, and the subject parcel. Again, I don't want  
4 to belabor the issue. I think the underlying thing  
5 here is commerce and transportation. It's fair to  
6 say that right now, the various modes of  
7 transportation in Rhode Island are very disjointed.  
8 Not uncommon in other places. Again, TOD is becoming  
9 very popular. It's not new; we've done it before.  
10 The question is how do we do it better? That's the  
11 whole idea, and that's basically what it is. I know  
12 a lot of you that have been on tours have asked us,  
13 Well, can I look at the parcels, or what can we do  
14 here? I'm not going to tell you what to do. It's a  
15 clean canvas for anybody. Tell us what makes sense.  
16 We'll judge, and we'll figure out what lots are in  
17 place. That will be defined in the RFP process.

18           Once you go through the RFP process, at  
19 that stage, we'll have a better sense, based on  
20 responses that we've gotten, which lots are in place;  
21 and I conclude by saying that we are committed to  
22 deliver the parcels. We've been working closely with  
23 the various parcel owners here. They know us, and  
24 what we can deliver to the state, also the City of  
25 Providence. My intention is to assemble the

1 appropriate lots to yield the product that we think  
2 is best for the state, and the city. I'll end right  
3 there, and leave some room for questions at the end.  
4 Julie, I'll turn it over to you.

5 MS. OAKLEY: If anybody has any  
6 specific questions on the parcels, we'll be happy to  
7 take them now.

8 MR. RAIN: Al Rain. Can you describe  
9 the underlying --

10 THE REPORTER: I'm having trouble  
11 hearing you.

12 MS. OAKLEY: He wants to know about  
13 the underlying ownership of each of the parcels; is  
14 that right?

15 MR. RAIN: Yes.

16 MS. OAKLEY: Okay. So, John and  
17 Armindo will give you a layout of which parcels are  
18 owned by whom.

19 MR. GONCALVES: John is from the Real  
20 Estate Division. He handles all the parcels for  
21 leasing and so forth, so he's got a good amount of  
22 history with some of these parcels. Before you go  
23 on, John, what you see here is a delineation of  
24 ownership of the various parcels in question. So,  
25 beyond that, are there specific questions you have,

1 in terms of ownership, and who owns it, the majority  
2 of which are Capital Properties, which is the  
3 rebirth, or reemergence, which I believe was called  
4 the Providence/Worcester Company, which was formerly  
5 the owner of the railroad itself, and the adjacent  
6 parcel. So, I don't know if you had a specific  
7 question that you wanted to address?

8 MR. RAIN: No, I think you clarified.  
9 These are all owned by third parties?

10 MR. GONCALVES: Exactly. As I said  
11 before, we are in communication with third parties.  
12 They've been involved with us from concept to  
13 development of the RFQ, and it's safe to say they  
14 will continue to engage with us moving forward.  
15 There's no doubt there.

16 MR. RYAN: John Ryan. The only  
17 clarification I do want to make on that is on what  
18 Armindo has referred to as the chief parcel, which  
19 shows Parcel West as the owner. Capital Properties  
20 actually is the underlying -- owns the underlying fee  
21 interest in that land. That entity has the  
22 development rights. They own the development rights  
23 to that parcel. So, I just wanted to clarify that.

24 MR. GONCALVES: Any other questions?

25 MR. COFIELD: James Cofield, Boston

1 Development Collaborative. Are either of, or both of  
2 the two state parcels state-owned parcels part of the  
3 package available?

4 MR. GONCALVES: Yes, they are. Your  
5 question was are the two state parcels that are  
6 delineated in blue, if they are in place, as far as  
7 development? Yes, they are. We included them. Here  
8 are the parcels. That's owned by the state, and I  
9 believe also the city has rights to that parcel as  
10 well, a portion of it. This is state-owned. This is  
11 private; that's private; these are private, and these  
12 are private.

13 MR. COFIELD: I thought these were --  
14 you had commented on the ones in yellow.

15 MR. GONCALVES: My apologies, but  
16 these are in place. Any other questions on this?  
17 There being none, I would move to the next phase of  
18 the presentation.

19 MS. OAKLEY: Thank you. So, now we're  
20 going to get into the bus hub details, and Amy  
21 Pettine's going to come up from RIPTA and go through  
22 what's happening now, and their vision.

23 MS. PETTINE: Good morning, everybody.  
24 Again, my name is Amy Pettine, the executive director  
25 of Planning at RIPTA, and we're really excited to be

1 here today. For RIPTA, this has been a project that  
2 has really culminated several years in the making of  
3 a working-toward effort to improve upon the really  
4 strong transit network that we have in Rhode Island  
5 today. I'm sure some of you have been to our  
6 website, and looked a little bit into what is the  
7 transit system that is to be served in an intermodal  
8 transit facility, and how does it fit into this  
9 project. I'm going to try and give you a little  
10 narrative of what you may not be able to find  
11 elsewhere.

12 So, we are a statewide transit system,  
13 which is unique. There are not a lot of statewide  
14 systems in the country, but we also run very much  
15 like a big-city transit network. Majority of our  
16 system is in the Providence and Metropolitan  
17 Providence area. We have about 50 some-odd bus  
18 routes in the state, but 41 of them serve Downtown  
19 Providence and Kennedy Plaza today. Kennedy Plaza is  
20 the sole hub in Downtown Providence. We do have  
21 major transit centers in Downtown Pawtucket and  
22 Downtown Newport, again, statewide system; but by and  
23 large, the majority of our ridership is in Downtown  
24 Providence. Not only are people getting on and off  
25 the bus to downtown destinations, but thousands of

1 people every day are making transfers through this  
2 location to connect to other parts of the state and  
3 the region. So, again, a really robust rail system.  
4 As Director Alviti talked about earlier, the bus is  
5 really the heart of transit ridership in our state.  
6 So, again, not -- because the majority of the system  
7 is bus riders, I think it's not maybe your typical  
8 bus ridership demographic. We know through rider  
9 surveys that the majority of people who use our  
10 system are going to work every day, and the next trip  
11 purpose is going to school.

12 A little bit more about our ridership:  
13 RIPTA has partnerships with every major college and  
14 university in the State of Rhode Island. All of  
15 those students ride RIPTA with their student ID  
16 through contracts that we've set up with those  
17 schools. So, again, huge college and university  
18 student populations using our system. About five  
19 years ago, we were named the seventh fastest-growing  
20 large bus system in the country. We hit 20 million  
21 rides annually for the first time in many, many  
22 years. As a result of that, we undertook a  
23 comprehensive study to look at our system, and really  
24 maximize our resources to put investments in the high  
25 ridership route, many of which are actually the red

1 route you see on this map here, serving major cores  
2 in the city heading into downtown. So, we knew we  
3 were poised for growth. As part of that study, we  
4 looked at Kennedy Plaza, and that has become a place  
5 that has really outgrown itself. And so, while that  
6 has created some challenges at Kennedy Plaza for us,  
7 we also see it as a huge opportunity to improve upon  
8 the system, and expand our service in the downtown  
9 area for growth. So, we want to be convenient to  
10 downtown, and we want to have excellent connections  
11 in our system, but we also want to balance the  
12 activities that are happening in the downtown area.  
13 So, while we can solve some of the challenges of  
14 Kennedy Plaza, we can also make the transit system  
15 better. By having multiple transit centers, we can  
16 take more people to more locations, and part of the  
17 study that we did that looked going into a  
18 multi-transit center system, we saw that residential  
19 growth was just booming in the downtown area and,  
20 again, with the growth of the Jewelry District, which  
21 is south of downtown. So, again, not just wanting to  
22 put people to work, but wanting people to be able to  
23 live in Downtown Providence and the city without a  
24 car, and access our network. So, this is an expanded  
25 tour. You've got the downtown today, the downcity

1 area, which is where Kennedy Plaza is, but you've  
2 also got the state office complexes, the mall, which  
3 is certainly a big generator just west of this area,  
4 the Convention Center. I think it's something like  
5 2,000-plus hotel rooms in the downtown area. Lot of  
6 activity going on there, visitors for our state, and  
7 then the Jewelry District just to the south of  
8 downtown, huge redevelopment opportunity also going  
9 on; and then Rhode Island Hospital, which is just  
10 south of the Jewelry District area is a huge  
11 employment center, and it already sees huge ridership  
12 today by RIPTA bringing people to that area as well.  
13 So, how to connect the dots? How do we bring this  
14 all together and acknowledge the growing downtown?  
15 Again, as part of these efforts, again, moving  
16 towards a multi-transit center system in the downtown  
17 area, we also are working with the City of  
18 Providence, what has now become the Downtown Transit  
19 Connector. This is a \$17 million TIGER, if you're  
20 familiar with U.S. DOT, a federal TIGER grant, that  
21 we are just beginning to lay out the work towards  
22 construction of; and this will be a corridor that  
23 connects the new Providence Train Station facility  
24 through the downtown, again, hitting these key notes  
25 of activity by Rhode Island Hospital.



1           So, investing in the system, we want to  
2 see more high-frequency corridors, more one-seat  
3 rides, more connectivity for our passengers; and,  
4 obviously, more connectivity to rail. So, how does  
5 this project fit into that larger-term goal, not only  
6 for the downtown area but, certainly, to our  
7 statewide and regional network as well, we've given  
8 you some general parameters in the RFQ that are  
9 repeated here. We just reiterate. Again, we see a  
10 lot of that transfer activity being relocated to  
11 multiple locations; but, certainly, this location,  
12 being a major center of activity for our system, we  
13 need it to accommodate the vehicles in our system  
14 today, and we're thinking about future electric  
15 fleet, coach buses, making sure that those  
16 specifications work for us. Intermodal is key.  
17 There's a lot of parcels here to play with; but,  
18 certainly, wherever we're located in this project, we  
19 want to make sure that -- it's important to us that  
20 our area is in a safe, well-lit area, as well as for  
21 our employees, and that it's accessible and can  
22 accommodate our needs. And while this RFQ process is  
23 underway, we're working closely with DOT, and the  
24 city, and other partners, in an ongoing effort to  
25 continue to move forward, not only on thinking about

1 our bus operations plans in the downtown, but also  
2 our needs within the site, looking at the different  
3 accessibility options, but looking forward to, as we  
4 move forward in this process, working with you to  
5 evolve this to really work for the transit system as  
6 part of the project.

7 MS. OAKLEY: Thanks, Amy. So, we are  
8 going to have two more presentations, and we'll do a  
9 question and answer period at the end here. So, next  
10 up is the Rhode Island Commerce Corporation to talk  
11 about the incentives that we have in place. I'm  
12 going to invite Jesse up.

13 MR. SAGLIO: Thank you, and thank you,  
14 all, for being here. I'm Jesse Saglio. I'm the head  
15 of investments at the Rhode Island Commerce  
16 Corporation, and just a word or two about, broadly,  
17 what this administration is doing to invest in and  
18 grow the economy here in Rhode Island, and invest is  
19 kind of a key word across many facets, where  
20 directing capital and efforts directly into improving  
21 a platform by which a modern growth-based economy can  
22 percolate and thrive here in Rhode Island. So,  
23 investing in growing industry clusters. So, this is  
24 the Brookings Institute. This is identifying areas  
25 of growth for the future, focusing on them, creating

1 incentives specifically for these kinds of advanced  
2 economies, public/private academic partnerships,  
3 incredible focus of the administration, and maybe  
4 something that Rhode Island has taken for granted in  
5 the past. We have incredible institutions of higher  
6 learning here, and we have taken an active engagement  
7 with them, both directly, in terms of investment  
8 programs, to facilitate R&B between the private  
9 sector and university, whether public university or  
10 private university, as well as just engaging in them  
11 generally in our business development efforts. So,  
12 as we bring in GE to Rhode Island to talk about what  
13 they might do here, we have Brown University; we've  
14 got RISD; we've got whomever in the room with them  
15 talking about how they may collaborate as well. Tons  
16 of access. And, finally, in order to support all of  
17 this, you need a workforce that is prepared and ready  
18 to do the work. And so, there's a number of  
19 specific, in many cases, kind of the first of their  
20 kind, nationally, programs to develop a modern  
21 advanced workforce.

22 When this administration came into place  
23 a year-and-a-half ago, little more than that, we  
24 spent a fair amount of time thinking about what are  
25 the tools that can really help drive or create an

1 environment in which growth can happen organically?  
2 If we had that, it would have happened already. So,  
3 we identified a number of areas and strategies by  
4 which we can create, again, a foundation for  
5 companies and development to occur here in Rhode  
6 Island. So, real estate tax credit, jobs tax credit,  
7 tax increment plan. So, basically, what does this  
8 mean? Job tax credit means -- these are a little bit  
9 out of order of how I generally like to present them.  
10 Our jobs tax credit is, to put it very bluntly, buy  
11 in demand. So, this incensed employers to expand  
12 their workforce here in Rhode Island in ways they  
13 wouldn't otherwise do. Then our real estate tax  
14 credit and tax increment financing are designed to go  
15 in and invest in the infrastructure to accommodate  
16 that outside demand that we're attempting to spur and  
17 catalyze through our jobs Tax Credit Program. So,  
18 what do they -- real estate tax, actually -- go to  
19 the next page. So, four developers, specifically,  
20 four-year projects, what are the tools that we bring  
21 to bear immediately? Rebuild Rhode Island tax  
22 credit. That's a gap-financing tool that will invest  
23 up to 30 percent of a project's cost.

24 Transit-oriented development is one of the  
25 categories that allows us to go up to 30 percent, so

1 topical for this room. Up to 30 percent, \$15 million  
2 investment per project. I want to make sure that's  
3 clear. The project doesn't have to be capped 15  
4 million. Our investment is capped at 15 million.  
5 So, we'll put up to \$15 million into ground-up or  
6 adaptive reuse projects. These credits are usable,  
7 obviously; they're tradable; they're also putable  
8 (sic), and what that means is that you present the  
9 tax credit to the state, and the state will buy it  
10 back from you at 90 cents on the dollar. So, what  
11 we've effectively done is created infinite liquidity,  
12 and eliminated the risk -- the price risk for tax  
13 credits, because as most of you probably know, these  
14 are typically used as a financing vehicle to finance  
15 a portion of your project. So, the program also  
16 allows us to rebate sales tax on building materials,  
17 which is also worth two to three percent of your  
18 project cost, typically. The five-year credit,  
19 again, a Certificate of Occupancy, times zero, and  
20 then annually, typically in even increments, over the  
21 next four years. Again, that creates a stream of  
22 predictable cash flow that can be financed against  
23 the project as well.

24 Tax Increment Financing Program is a  
25 little different than most municipal TIF programs.

1 What we do here is have the ability to dedicate up to  
2 75 percent of the state's level tax flows that come  
3 from projects, so sales tax. So, this is typically a  
4 program that's put into a hotel development, a large  
5 retail development, something that's generating lots  
6 and lots of those kinds of state-level taxes. We'll  
7 put 75 percent of that back into the project for a  
8 negotiated period of time, again, creating serious  
9 cash flow that can be used or financed against.

10 Finally -- we spent a lot of time on this,  
11 because this is highly discretionary, but if we  
12 needed a little bit of extra, if we max out the first  
13 two programs, and we need just a little something  
14 extra, we have this first way of closing funds. Five  
15 million last year. We have another seven million  
16 this year. So, \$12 million on -- that can be  
17 invested fairly -- on a fairly discretionary basis to  
18 get things done. So, we started out with, How do we  
19 invest in projects directly? This slide talks about  
20 how we invest in your tenants and, thereby, help you  
21 to attract those high-quality tenants that will  
22 create the economy going forward.

23 Job incentives, I hit on that very briefly at  
24 the beginning, but what that is is a rebate to the  
25 company, and the personal income tax withholdings of

1 their new full-time employees. That can be worth up  
2 to \$7,500 per employee for a period of ten years.  
3 So, potentially, \$75,000 per employee over that  
4 ten-year period. To give you a sense of \$7,500, you  
5 hit that withholding level, based on current tax  
6 tables, at about 165 grand a year. That was the  
7 primary program that we used to incense (sic) GE to  
8 come to Rhode Island. It's very powerful. It is as  
9 powerful as any broad-based hiring incentive,  
10 nationally. We know, because we designed it to be  
11 so. The way to make it a fellowship, think of this  
12 as a college loan repayment program. So, for  
13 companies that are hiring recent grads from the STEM  
14 fields, broadly defined, depending on their level of  
15 degree, the state will put, in the form of a tax  
16 credit, back to those individuals up to \$6,000 per  
17 year for four years. Incredibly strong incentive  
18 tool for employers coming here looking to attract  
19 talent.

20 Now, innovation network vouchers, it's  
21 strategic in concept. They're modest-sized  
22 investments in companies to do R&B directly with the  
23 university, hospital, or other source of R&B to fill  
24 an R&B gap. Wildly successful in our rollout this  
25 year, and we're looking forward to continuing to

1 invest that money. Then, finally, I'd like to leave  
2 folks, particularly that aren't necessarily operating  
3 here all the time, with this page. Basically, what  
4 this says is it's cheaper to do business here.  
5 Quality of life is better here, cheaper. Your talent  
6 costs less here, and there are categories that  
7 actually say they're sleeker, and they're faster to  
8 hire. So, when a company is looking at, okay, GE,  
9 yeah, we want to come here, you know, but what's your  
10 talent? Well, you've got access to 130,000 IT  
11 professionals within a commutable distance, and  
12 ultimately, this is the sort of data that convinced  
13 GE to bring in a digital platform with a hundred or  
14 more jobs to Rhode Island, which was a worthwhile  
15 thing to do. Any questions?

16 MS. OAKLEY: So, we have one more  
17 presentation, a really quick talk by Bonnie  
18 Nickerson, who is the director of Planning &  
19 Development at the City of Providence. So, I think  
20 this will be some nice bookends to the presentations  
21 for her to tell you a little bit more about this  
22 fantastic city that we're here in today.

23 MS. NICKERSON: Good morning,  
24 everybody. I don't have any slides, so I'm just  
25 going to tell you a little bit about the context of



1 the Downtown Providence location, and then happy to  
2 answer any questions. So, I think we can all  
3 understand why this location offers a competitive  
4 advantage. We know that companies around the country  
5 are moving from the suburbs into a downtown location,  
6 and everything we heard this morning identifies what  
7 some of those strategic assets are in our downtown  
8 core. So, we know that we have a greater ability in  
9 the downtown location to attract and retain talented  
10 workers. We have a very strategic location, a very  
11 affordable quality of life. So, we've heard quite a  
12 bit about some of the projects that are underway.  
13 The strategic location we have is easy access to New  
14 York, easy access to Boston, along Narragansett Bay.  
15 So, the quality of life here is really off the  
16 charts. I think many Rhode Islanders would agree  
17 with that, and it is very affordable. Compared to  
18 many other great cities around the country, we have a  
19 very affordable quality of life. I think that's very  
20 important. The strategic location downtown really  
21 helps to promote grand identity for our cultures.  
22 So, this location is highly visible, not just in  
23 Providence, but in Rhode Island, and in the region.  
24 So, many companies have talked to us about  
25 different ways to highlight their presence in

1 downtown, signage and other things to really enhance  
2 their identity as part of the downtown location. We  
3 offer so many attractive amenities in walking  
4 distance. So, the amount of excellent restaurants,  
5 shops, businesses within a walking distance of this  
6 location is really, truly remarkable; and I think  
7 many of us know that Providence has been called out  
8 recently by many national magazines and national  
9 newspapers as a great place to live, and a great  
10 place to invest. So, just a few of those, America's  
11 Coolest City, by GQ Magazine, the Country's Best  
12 Small City from Architectural Digest, the Best City  
13 with Foodies, from Travel & Leisure. So, we are  
14 being noticed around the country as a great place to  
15 live, a great place to invest, and a great place to  
16 be.

17 A couple of other things: We've talked a lot  
18 about the universities and colleges that are in our  
19 downtown. Within walking distance of this location,  
20 you have Johnson & Wales University. Just last week,  
21 there was a ribbon cutting for their new hub for  
22 science and innovation. They're also known  
23 nationally as an excellent culinary school. You have  
24 the Roger Williams Law School that just relocated to  
25 a downtown location within walking distance of this

1 location. You have RISD, one of the country's and  
2 world's best design schools within walking distance  
3 of this location, and Brown University, University of  
4 Rhode Island, among others. So, that's pretty  
5 remarkable. We've heard a lot today about transit  
6 investments. We are working with RIPTA on the \$17  
7 million TIGER Project. The city is very committed to  
8 making that project a success. We also are making  
9 our own investments in roads, pedestrian  
10 infrastructure, and bike infracture in the downtown  
11 core. So, we are wrapping up a \$12 million capital  
12 investment in the downtown core, all within an easy  
13 walk of this location. A couple of other things I  
14 wanted to mention: One is this project builds off a  
15 lot of investment that has been underway of recent  
16 years, and is currently underway. We're seeing 1,000  
17 new residential units under development, somewhere in  
18 our pipeline through the review process today, which  
19 is really, really exciting; and you've heard a little  
20 bit about the 195 Redevelopment District, which is  
21 just on the other side of downtown in the Capital  
22 Center, which is where we relocated a highway, and  
23 opened up 20 acres of land for development, which  
24 includes two new waterfront parks, and a signature  
25 pedestrian bridge. So, there's quite a lot of

1 activity happening in and around this area.

2 One other thing I wanted to mention was  
3 Kennedy Plaza itself. You've heard a lot about  
4 Kennedy Plaza as the hub of the statewide transit  
5 system. The city has a long-range vision for Kennedy  
6 Plaza. We opened Phase I of that vision in January  
7 of 2015, but the city really sees Kennedy Plaza as  
8 the civic hub and civic part of the downtown, and are  
9 going to continue to be investing in making that  
10 place a wonderful sort of hub for our city, and for  
11 our state. So, I just wanted to mention that. And  
12 quickly, a word about the development process. So,  
13 the city is very much supportive of this project.  
14 Mayor Elorza is a partner in this initiative, and we  
15 are at the table with our partners at the state.  
16 This Providence station is located within the Capital  
17 Center Redevelopment District. There is a design  
18 review process for this area. RIPTA and others have  
19 highlighted the need for this to be a very  
20 high-quality development. This is in a signature  
21 location in our city, and through this design review  
22 process, we will ensure that it is worthy of this  
23 important location.

24 And, lastly, the city has put into place an  
25 Administrative Tax Stabilization Program. This time

1 last year, we passed an Administrative Tax  
2 Stabilization Program for projects that are located  
3 within this district. So, what that means is that  
4 you are pre-approved for a 15- to 20-year Tax  
5 Stabilization Program for investments of significant  
6 scope and size. So, any investments here would fall  
7 into that category, and I just want you all to be  
8 aware of that, and I'd be happy to answer any  
9 specific questions about that; but those are just a  
10 few points I wanted to make, and happy to be  
11 available for questions. Thank you.

12 MS. OAKLEY: Thanks, Bonnie. So, I  
13 have a few closing remarks, but I would love to open  
14 it up to questions, if anybody has any, as that  
15 concludes the presentation portion.

16 MR. COFIELD: James Cofield, Boston  
17 Development Collaborative. Will you make the last  
18 presentation available to those who want it?

19 MS. OAKLEY: Yes, we will. We're  
20 going to have -- Tom and I talked, and we'll put that  
21 as part of the addendum for this briefing.

22 MR. COFIELD: Thank you.

23 MS. OAKLEY: Anything else?

24 MR. BEAUDOIN: Dan Beaudoin, director  
25 of the Providence Foundation business group downtown.

1 I recognize many of you from the tours that we had.  
2 Welcome back to Providence. We're a hundred percent  
3 behind this project as well. The question I have is  
4 that on the tours, we talked about the possibility of  
5 integrating over the Amtrak tracks to the north of  
6 the station. If that could be an option, something  
7 that people could think about, and when you put up  
8 the slides for the available sites, that was not  
9 mentioned at all. So, I just wanted to clarify, is  
10 that a possibility? We know the challenges; we know  
11 the costs, but there are some advantages to it, and  
12 if someone has a great idea about how to integrate  
13 that Amtrak site into it, are they able to do that as  
14 part of the RFQ process?

15 MR. GONCALZES: I'm going to try to  
16 answer that the best way I can. First and foremost,  
17 we've been at the table with Amtrak. I communicate  
18 with Rina Cutler, who's the director of QOD  
19 Development. Almost weekly, we speak. In fact, when  
20 I get back, I've got to give her a report to this  
21 particular meeting. So, yes, Amtrak -- our piece of  
22 land, or property, if you want to put, that are  
23 included in the proposals, we are open to that.  
24 Obviously, they're a whole different animal. They  
25 have a different criteria, in terms of the agreements

1 and requirements. Many of you are familiar with  
2 those requirements, having done projects along the  
3 Northeast, and elsewhere, but to answer the question  
4 from Dan and others, the answer is yes, you can. So,  
5 they'll become a partner in that respect. So, yeah.

6 MR. BEAUDOIN: Thank you.

7 MS. OAKLEY: Any others?

8 MR. KAZARIAN: Wayne Kazarian. Can  
9 you give us just a follow-up indication of the time  
10 line? The RFQs are due on October 14, followed by an  
11 RFP. Do you have an estimate of what the lag between  
12 RFQ and the RFP will be, and how long that process  
13 might be?

14 MS. OAKLEY: We hope it's a matter of  
15 months. We have to, as Tom said, get the RFQs in and  
16 evaluate them. We have a schedule that our internal  
17 working group has been working from, but we'd like to  
18 have the RFP out shortly thereafter. We're going to  
19 do as tight a time frame as we possibly can. So, we  
20 would hope shortly. Steve, do you want to go over  
21 what's in the schedule now?

22 SPEAKER STEVE: Since we pushed the  
23 RFQ submission by a month, month-and-a-half, it's  
24 going to push out the RFP. So, you're probably  
25 looking at somewhere at least by the end of the year

1 to get the RFP, or maybe even early into 2017, but  
2 we're going to take a look at the schedule now and  
3 push things out, and try -- ultimately, try to hold  
4 to our bottom line schedule of shovels in the ground.

5 MS. OAKLEY: Thanks, Steve.

6 MR. WILLIAMS: Paul Williams. The RFQ  
7 alludes to the prospect that there might be state  
8 offices needed in the district. Do you have any  
9 sense of the scope of that potential need?

10 MS. OAKLEY: Not at this time. We're  
11 actually going through that process right now, and  
12 trying to evaluate what the potential need will be.  
13 So, we would hope to refine that in the RFP.

14 MR. WILLIAMS: Also, have you reached  
15 any general sense of the desire to split users  
16 between residential and commercial?

17 MS. OAKLEY: As far as, like, a --

18 MR. WILLIAMS: As far as some type of  
19 proportionate interest in seeing some kind of  
20 combination of residential, commercial?

21 MS. OAKLEY: Well, we're really  
22 leaving that up to you as the experts to let us know  
23 what you think would work in that area. So, we're  
24 not prescribed to any specific ratio or anything like  
25 that. Totally kind of like Armino said, it's very



1 much an open canvas. We're kind of looking for  
2 feedback from you, kind of as the experts from the  
3 economic development community, to tell us what you  
4 think will really work there. Any other questions?  
5 Well, Wayne stole a little bit of my thunder with the  
6 last -- it was on my closing remarks, but that's  
7 okay. Thank you. So, I would like to say thank you  
8 again for your attention. It's nice to see so many  
9 people in the room, and -- oh, Rhode Island Housing.  
10 I'm sorry, sorry. They're another community partner  
11 that is on our working group. So, we are welcoming  
12 them to the table as well. I would like to say thank  
13 you if you came on the walking tour, and thank you  
14 for coming today. We do have the room 'til noon, if  
15 you'd like to mingle and talk amongst yourselves. As  
16 we did say, the questions are going to be due by  
17 September 16 to Tom Bovis, who provided his email  
18 address, but it's also in the RFQ. We posted it  
19 online, and then the responses to the RFQ are due  
20 October 14. So, we really are eager to see the  
21 proposals, to see what you have to say, and to see  
22 what you think is going to work in this really great  
23 location in the City of Providence. So, we just  
24 wanted to again stress how excited we are for this  
25 project, and the possibility of public/private

1 partnership, and we look forward to receiving your  
2 proposals. So, thank you again for coming.

3 MR. BOVIS: Please monitor the  
4 website, if there are any other addendums posted. We  
5 will be posting the transcript as well; and, lastly,  
6 I want to remind everybody that the sign-in sheet's  
7 outside. If you haven't signed in, please sign in as  
8 you exit. Thank you.

9 (PRE-PROPOSAL CONFERENCE CONCLUDED AT 11:21 A.M.)

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C-E-R-T-I-F-I-C-A-T-E

I, JANINE ANDREWS, do hereby certify that the foregoing transcript is true, complete and accurate, to the best of my ability, taken at the time of the above-entitled matter.

IN WITNESS WHEREOF, I have hereunto set my hand this 21st day of September 2016.

*Janine Andrews* 

JANINE ANDREWS, NOTARY PUBLIC  
MY COMMISSION EXPIRES: NOVEMBER 5, 2017