



Unlocking Opportunities with the BPDA

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

May 19, 2022

Agenda

- BPDA Overview
- BLDC: Financing for Boston Businesses
- BPDA: Procurement Opportunities
- BPDA: Real Estate Development Opportunities
- BPDA: Employment Opportunities
- Resources
- Questions & Answers

Introduction

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

Rebecca Hansen, Deputy Director, Real Estate Portfolio Strategy & Disposition rebecca.hansen@boston.gov

Reay Pannesi, Senior Real Estate Development Officer reay.l.pannesi@boston.gov

Michael Kerr, Director of Human Resources mike.kerr@boston.gov

Boston Local Development Corporation

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



BPDA Overview

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



Loans to Boston Businesses

Boston Local Development Corporation (BLDC)

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.**



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.



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.



**boston local
development corporation**

Cilantro Latin Kitchen (Roxbury)



Marvelous Cuts (Financial District)



BLDC Borrowers



“The BLDC has honestly been such a gift to me, my business wouldn’t exist without it. Your added support through the pandemic made a huge difference.

I felt supported and was given direction in a chaotic time and I’m forever grateful for that.

Moving forward I would help support the BLDC in anyway I can so don’t hesitate to reach out.”

Sarah Shaughnessy

Owner, She Is Sofie James Salon
(South Boston) April 4, 2022

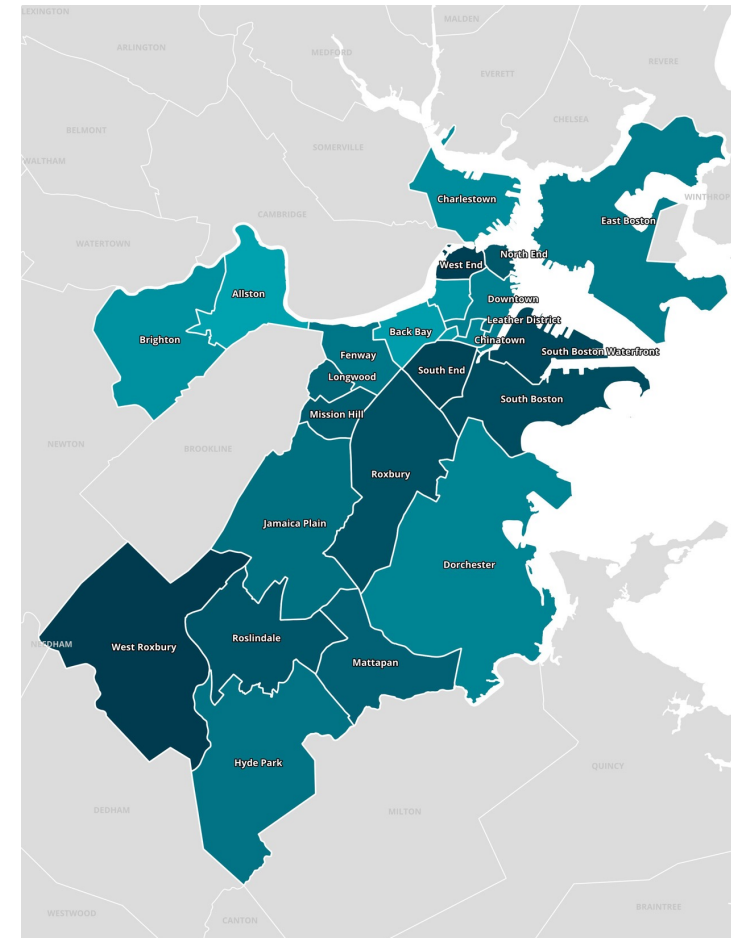
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Boston Local Development Corporation (BLDC)

<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



Contact Us!



Bill Nickerson

General Manager

bill.nickerson@boston.gov



Gisella Soriano

Credit Analyst

Bilingual, Spanish

gisella.soriano@boston.gov

bostonbusinessloans.org/bldc/



The screenshot shows the English version of the BLDC Business Loans page. The header is dark blue with the title "Business Loans for Boston" in white. Navigation links include "SUCCESS STORIES", "OUR LOANS", "GET STARTED" (highlighted with a white border), "NEWS & UPDATES", "RESOURCES", and "ESPAÑOL". There are also social media icons for LinkedIn and Twitter. The main content area has a light blue background with the heading "BLDC Business Loans" and "Get Started". A paragraph explains eligibility requirements, stating that the business must be physically located in the City of Boston and provides a link to a list of neighborhoods. Below this is a form with a dropdown menu for "Is your business located in the City of Boston?".

The screenshot shows the Spanish version of the BLDC Business Loans page. The header is dark blue with the title "Business Loans for Boston" in white. Navigation links include "NUESTROS CLIENTES", "NUESTROS PRÉSTAMOS", "APRENDA MÁS" (highlighted with a white border), "NEWS & UPDATES", "RESOURCES", and a search icon. There are also social media icons for LinkedIn and Twitter. The main content area has a light blue background with the heading "¿Es Usted dueño o dueña de una pequeña empresa en Boston y necesita obtener un préstamo?". A paragraph explains the agency's mission and provides details on how to qualify for a loan. Below this is a teal button with the text "CONTÁCTENOS" and a right-pointing arrow.

BPDA Procurement Opportunities

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



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
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



Spring/Summer 2022 Opportunities: Goods and Services

- **"On the street" now!**
 - General Repairs & Maintenance (**deadline: 5/26**)
- *Coming soon:*
 - HVAC Maintenance in the Raymond L. Flynn Marine Park
 - Snow Removal in the Raymond L. Flynn Marine Park
 - Citywide Electrical Repair & Maintenance
- *Late summer:* Generator Maintenance in the Raymond L. Flynn Marine Park
- *Possible opportunities (as-needed)*
 - Lease compliance audits & leased property inspections
 - Strategic consulting services
 - Advertising & outreach
 - Pump replacement and maintenance

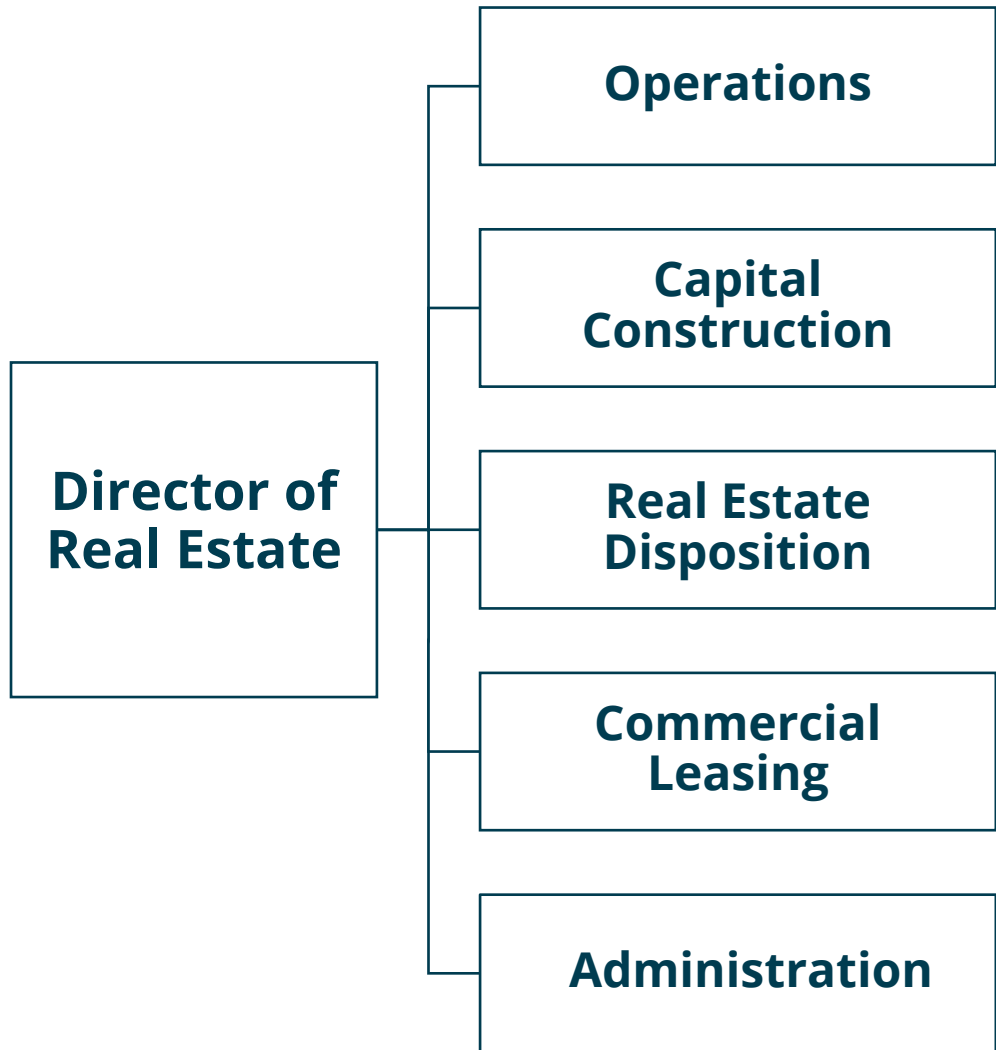


BPDA Real Estate's Mission

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.



Design & Construction



Building Repair & Maintenance



Roadway Improvements



Maritime & Flood Resilience Improvements



Design & Construction

In Progress

Charlestown Navy Yard (CNY)

- Pier 4 Pile Repairs Construction
- Building 108 Haz Mat Remediation & Demolition

Raymond L. Flynn Marine Park

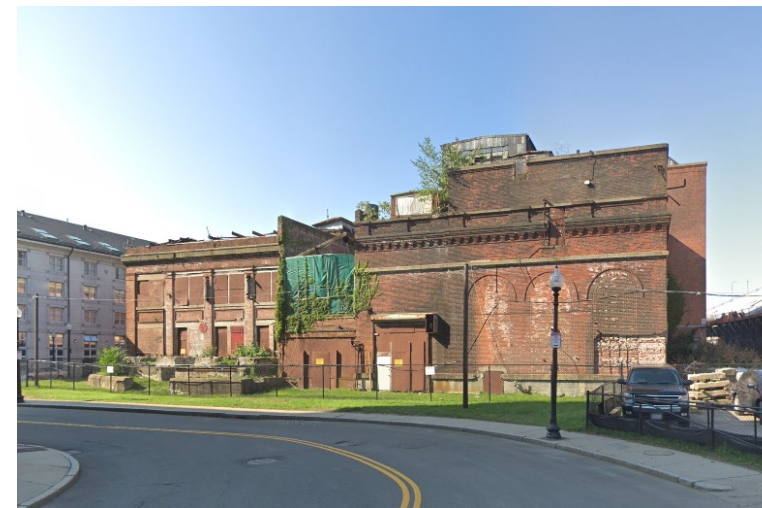
- 12 Channel Street Stairwell Pressurization System Design
- Northern Ave Mobility Improvements Construction
- Pier 10 Timber Boardwalk Repairs Construction
- South Jetty Bulkhead Rehabilitation Design



12 Channel Street



China Trade Center



CNY Building 108



Design & Construction

Coming Soon

Flood Resilience Planning

- Raymond L. Flynn Marine Park
- Long Wharf, Central Wharf District

Architectural/Engineering Design

- China Trade Building Façade Repairs
- CNY Chelsea Street Fence Repairs

Construction

- Fid Kennedy Ave Street Improvements
- South Jetty Bulkhead Rehabilitation
- 12 Channel Street Stair Pressurization
- Roxbury Parcel P-3 Soil Remediation



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

Real Estate Opportunities

Dispositions

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

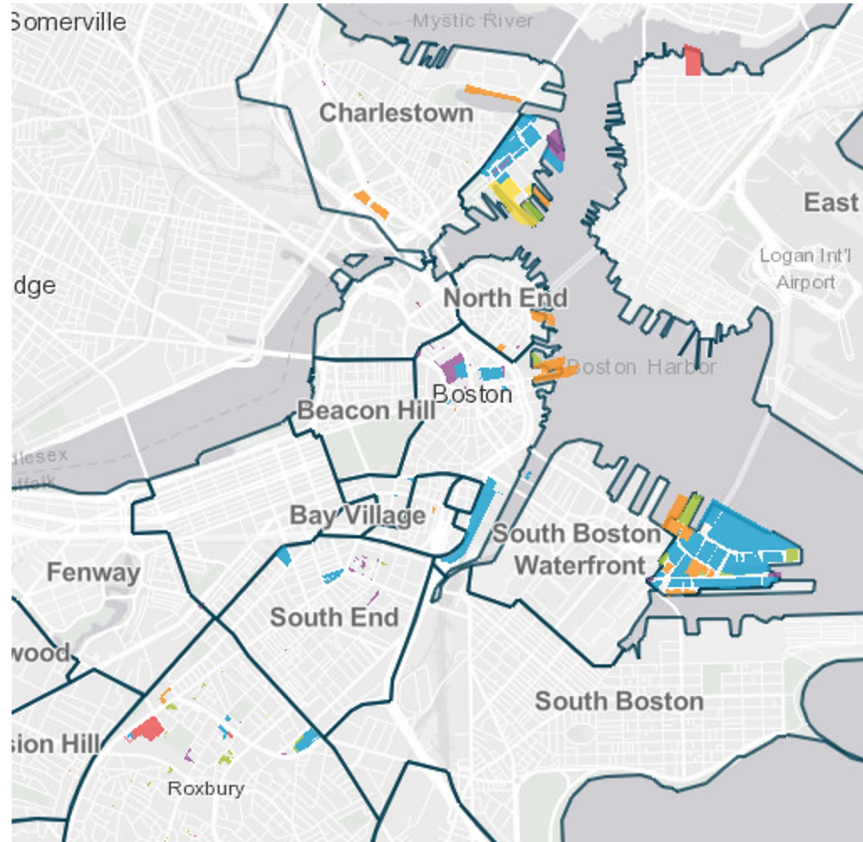
How the BPDA sells Property

- 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: Rebecca.Hansen@boston.gov or Reay.L.Pannesi@boston.gov



BPDA Sites Across the City



All Properties



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



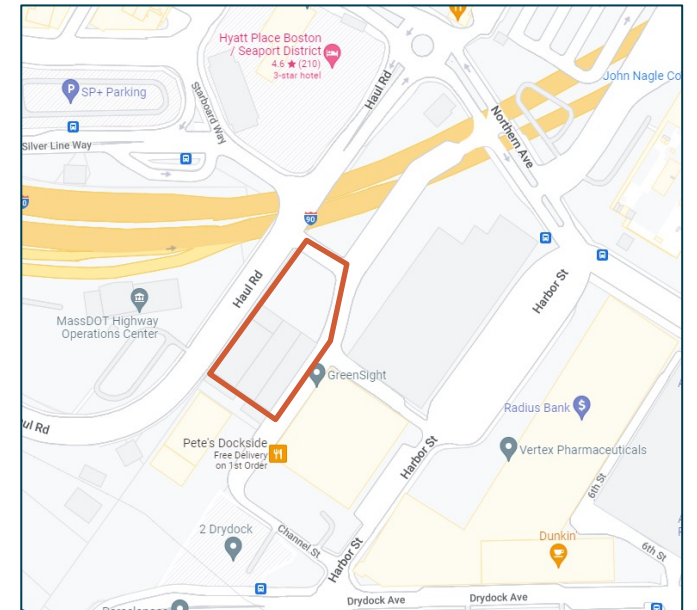
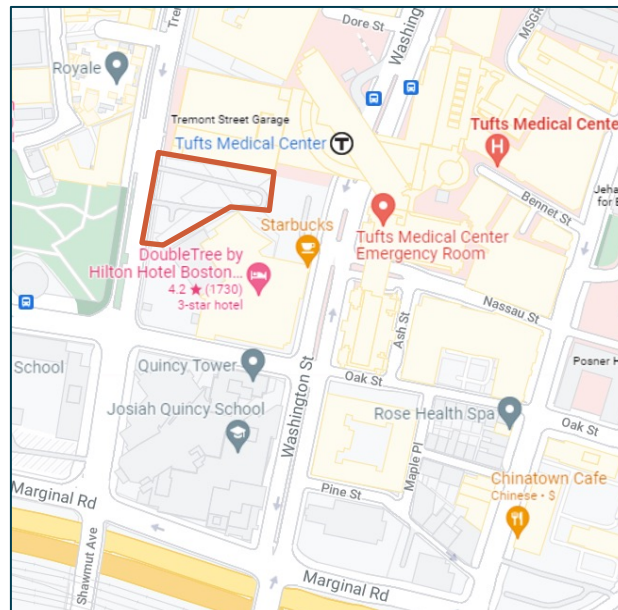
Who responds to a development RFP?

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

- **290 Tremont Street, Chinatown:** Affordable housing
- **7 Channel Street, RLFMP:** Industrial uses
- **Scattered affordable housing sites** in Roxbury



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	
Name	Type
Planholders	.CSV
Long Term Lease of Building 108 in the Charlestown Navy Yard	.pdf
Advertisement	.pdf

	A	B	C	D	E	F	G	H	I
1	PlanholderId	ProjectId	Company	Contact_First	Contact_Last	Contact_Phone	Contact_Email	Address	Dateadded
2	7592	227	sdgsdg	sdfs	sdfs	1.2315E+10	fgsg@gmail.com		9/3/20
3	7612	227	Paradigm Pro	James	Sparkman	8605753675	nsparkman@paradigmpro		9/9/20
4	7614	227	City of Bosto	Kara	Elliott-Ortega	4013161579	kara.elliott-ortega@bosto		9/9/20
5	7615	227	Pickard Chilton	Mig	Halpine	2037868600	mhalpine@pickardchilton		9/9/20
6	7619	227	Smartprocure	Ron	Bjornsson	9544209900	rbjornsson@smartprocure		9/9/20
7	7621	227	NADAAA	Harry	Lowd	6174426232	hlowd@nadaaa.com		9/9/20
8	7622	227	Upton + Partners	Jake	Upton	6177970010	j.upton@uptonpartners.com		9/9/20
9	7625	227	Power House	Geoffrey	Lewis	6177807804	bostongeo@powerhouse.com		9/9/20
10	7629	227	The Architectural Team	Stephen	Caswell	6178894402	scaswell@architecturalteam.com		9/9/20
11	7634	227	Davis Square	Caitlin	Grant	6177643703	cgrant@davissquarearchitect.com		9/9/20
12	7635	227	Skanska USA	Joe	McGarry	6173128083	joe.mcgarry@skanska.com		9/9/20
13	7640	227	Local 26	Jaimie	Mcneil	9783352079	jmcneil@unitehere.org		9/9/20
14	7645	227	Prime Vendor Bid		Clerk	9108059630	primevendor123@gmail.com		9/10/20
15	7652	227	Weston & Sons	Stephanie	Coombs	978-532-190	coombs.stephanie@wseinc.com		9/10/20
16	7654	227	Source Management	Onvia	Onvia	206373950	svcagency@onvia.com		9/10/20
17	7655	227	Conroy Development	Lou	Cabral	781-344-565	lcabral@conroydev.com		9/10/20
18	7657	227	luis vidal architect	Gabriel	Sgorbini	8575002482	gis@luisvidal.com		9/10/20
19	7659	227	Beyer Blinder	Jesse	Floyd	2126460188	jfloyd@bbbarch.com		9/10/20



BPDA: Employment Opportunities

Employment Opportunities

Hiring departments with key open positions

- OWD
- Planning
- Development Review
- Budget and Finance
- Real Estate

Highlighted Open Positions

- Planner II, Senior Planner I and II
- Project Manager – Development Review
- Grants Manager – OWD
- Procurement Specialist – Construction
- Project Engineer



Resources

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>



Contact Information

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Questions
