



# Sports & Exhibition Authority

When you have the time, Pittsburgh has the place.

## Addendum #2 – Economic Impact Calculator

November 17, 2023

### 1) Submission

- a) The deadline for submission of RFP has been extended from Tuesday, November 21, 2023, to Wednesday, November 22, 2023 @ 10:00 AM
  - i) Electronic proposal shall be submitted via email to [tking@pgh-sea.com](mailto:tking@pgh-sea.com), along with the name and address of the individual submitting the proposal.
  - ii) Provide any suggested edits to the SEA Software as a Service Agreement as part of your proposal.

### 2) Additional Information:

- a) Contact Information
  - i) Project Manager
    - (1) Theresa King
      - (a) Email: [tking@pgh-sea.com](mailto:tking@pgh-sea.com)
      - (b) Phone: 412-325-3009
    - ii) SEA Procurement & MWBE Specialist
      - (1) Alicia Matos
        - (a) Email: [amatos@pgh-sea.com](mailto:amatos@pgh-sea.com)
        - (b) Phone: 412-393-7106
      - iii) MBE/WME Goals: SEA goals are to achieve 25% MBE and 10% WBE participation. The proposer is required to demonstrate good faith effort to identify MBE/WBE subcontractors or suppliers.

### 3) Questions:

- a) **Is the Sports & Exhibition Authority open to an Excel and IMPLAN-based approach to calculating economic impacts? If not, is there an alternate preferred software format?**
  - i) The SEA does not have a preferred software format.
- b) **Would the SEA be open to a company performing in-house economic impact assessments via a custom economic impact model?**
  - i) Yes
- c) **What is the SEA Budget for this Project?**
  - i) The SEA prefers not to provide a budget estimate for this RFP.
- d) **What information/ input data does the Sports Event Program collect?**
  - i) Currently, we collect the following data inputs:
    - (1) Event type
    - (2) Dates (Start and end)
    - (3) Number of Participants
    - (4) Number of Spectators
    - (5) Total attendance
    - (6) Total local trips (50 Miles or Less Outside Allegheny County)
    - (7) Total day trips (50 to 100 Miles Outside Allegheny County)
    - (8) Total overnight stays (100 Miles or More Outside Allegheny County)
    - (9) Hotel room nights
- e) **What reporting or outputs does the SEA want to see?**
  - i) The main output we want to see is the direct spending the event is bringing into Allegheny County.
  - ii) It would be helpful if the economic impact assessment could also include relevant and location tax information to provide the SEA with a more holistic economic impact dollar amount, but this is not necessary.
- f) **How many projects/events' economic impact calculations does the SEA anticipate needing annually?**
  - i) The Sports Event Funding program has two application periods (December 15 – January 15 and June 15 to July 15). Annually, combining these two periods we

receive between 30 to 40 applications. For each application, we run a pre-event economic impact assessment. If awarded a Sports Event Funding program grant, we also run a post-event economic impact assessment. Therefore, annually we require approximately 60 to 80 economic impact assessment for our grant program.

**g) Is a company able to submit a proposal if they can not meet the MBE/WBE requirements?**

i) Yes, the MBE/WBE participation is a goal not a requirement.

**h) Do you have a list of MWBE vendors that I could reach out to?**

i) Please refer to the PA UCP Website <https://paucp.dbesystem.com/> for a compiled list of certified MWBE vendors in the state of Pennsylvania.