



Purchasing Department  
530 Water Street  
Oakland, CA 94607

March 9, 2022

### ADDENDUM No. 1

#### **RFP No.: 21-22/31 – Strategic, Financial and Business Planning Consultant**

This Addendum modifies the original RFP Documents for the above-mentioned RFP. **Acknowledge receipt of this addendum in the space provided on the RFP Acknowledgement and Signature Form (Attachment 3). Failure to do so may disqualify your proposal.**

**The following questions were submitted by the deadline and are answered in this addendum.**

1. **Question:** Can you tell me please if there will be a proposer's conference for RFP No.: 21-22/31 – Strategic, Financial and Business Planning Consultant? If not, how can a SLEB firm like mine identify the primes who are going to participate on this project? Are you able to send my information to them?

*Answer: There was no pre-proposal meeting for this RFP. The Port is posting (with this addendum) the list of firms that downloaded the RFP, so that you are able to contact them.*

2. **Question:** Would you please send me a copy of the potential proposer's list for RFP No.: 21-22/31 – Strategic, Financial and Business Planning Consultant so that I can contact the primes as soon as possible before the RFP deadline that would be great.

*Answer: Please see the answer to question 1.*

3. **Question:** May we include a cover to the front of our submittal that does not count against the 20-page limit?

*Answer: Yes, it will not count against the 20-page limit.*

4. **Question:** May we include a Table of Contents and tabbed dividers to separate the required sections of our proposal? If we do so, will they count against the 20-page limit?

*Answer: A Table of Contents and tabbed dividers are not necessary, but if you include them, they will not count against the 20-page limit.*

5. **Question:** Are firms that serve as a prime or subcontractor for this procurement eligible to proposer on future competitive proposals related to execution of the planned airport development program?

*Answer: Yes, to the extent that this does not provide you with a competitive advantage on any future RFPs or that there is a conflict of interest. The Port will have to make that determination once those future RFPs are developed.*

There are no other questions to RFP 21-22/31.

Download Date: 03/09/2022   7:00 A.M.								
full-name	title	company-name	address	city	state	zip-code	phone	email
David Shpigler	President	Shpigler Consulting	181 14th Street NE, Suite 425	Atlanta	Georgia	30309	404-600-5480	shpigler@shpigler.com
Jo Miller	Administrative Support	Regional Government Services Authourity	PO Box 1350	Carmel Valley	California	93924	6505877300	jmiller@rgs.ca.gov
indira designs inc	President	Indira Designs Inc	1941 Jackson Street	Oakland	California	94621	8883979699	id@indiradesigns.com
JASON WILSON	Managing Director	UNIVERSAL RESOURCE GROUP CONSULTING, LLC	9341 ASPEN CIRCLE	SPANISH FORT	Alabama	36527	2259167342	jason@urg-consulting.com
Renee Oliver	Manager, Marketing and Advertising	Ricondo & Associates, Inc.	20 N Clark St	Chicago	Illinois	60602	3122128855	roliver@ricondo.com
Adam Fox	Engineering Manager	Leidos	480 Ariel Dr	San Jose	California	95123	6154313215	adam.e.fox@leidos.com
Sandra Greene	President	Greene US	50865 Walker Canyon Drive	Indio	California	92201	3126074656	ssg.greeneus@gmail.com
Jeremy Ashlock	Principal	Ashlock and Company LLC	2058 North Belfast Avenue	Augusta	Maine	4330	2074467028	jeremy@ashlockandcompany.com
taylo	ceo	JJ Consulting,LLC	85 Broad st	New York	New York	10004	917-234-9098	jjconsulting@gmail.com
Eric B Schnurer	President	Public Works LLC	1690 East Strasburg Road	West Chester	Pennsylvania	19380	6102969443	Eschnurer@public-works.org
Martina Rohm	Manager Knowledge Management	Lufthansa Consulting GmbH	Hugo-Eckener-Ring	Frankfurt	Select State	60546	4.91516E+12	martina.rohm@lhconsulting.com
steve walse	BD	sevenoutsource	113 Barksdale Professional Cen	Newark	Delaware	19711	3153087852	rfpalerts@gmail.com
Nevin Kamath	Managing Director	Kamath Coaching and Consulting	2305 Shamrock Avenue, Building Two	Austin	Texas	78757	5127900829	nevin@kamathcc.com
Deonna Barnett	CEO	Aventi Enterprises	4200 Regent St Ste 200	Columbus	Ohio	43219	6145284138	deonna@aventiebtenterprises.com
JOCELYN MORTENSEN	Senior Managing Director	Public Resources Advisory Group	1999 Harrison Street, Suite 1800	Oakland	California	94605-4221	15103393212	jmortensen@pragadvisors.com
Daniel Smith	Principal	The Tioga Group, Inc.	288 Rheem Blvd	Moraga	California	94556	925-808-1330	dsmith@tiogagroup.com
Bill Olechnowicz	Sr. Project Manager	MWA	135 Main Street, Suite 550	San Francisco	California	94105	4159873376	bolechnowicz@mwaarchitects.com
Anne-Sofie Mortimer	Marketing Coordinator	Ricondo & Associates, Inc.	2111 Palomar Airport Road, Suite 350	CARLSBAD	California	92011	2676144187	amortimer@ricondo.com
Lee Lipton	Senior Vice President - Aviation Strategy	ASM	605 Third Avenue	New York	New York	10158	7785582048	lee.lipton@asm-global.com
Nuwagaba Isiah	Business Development Consultant	Cater Investments Group (CIG)	1708 East Colorado Avenue – Suite #204	Urbana	Illinois	61802	-6521	isiah@caterinvestments.com
Nuwagaba Isiah	Business Development Consultant	Cater Investments Group (CIG)	1708 East Colorado Avenue – Suite #204	Urbana	Illinois	61802	-6521	isiah@caterinvestments.com
Justin Powell	CEO	JPA, LLC	1964 Ellis Street	San Francisco	California	94115	4153369868	justin@jp-a.aero
Andrew Lee	Director of Development	Berkeley Economic Advising and Research	1442A Walnut St, Suite 108	Berkeley	California	94709	5102204567	admin@bearcon.com
Mohan rajen	manager	john kumar bids	rohan park metro chinea, 123, 4th floor	idniana	Alaska	65464	987456123	johankumarraj@repairman.com
Diana M. Dorinson	Founder & Principal	Transportation Analytics	4096 PIEDMONT AVENUE #802	OAKLAND	California	94611	5107174137	dd@transportationanalytics.net
Jennifer Tuchband	Senior Consultant	Keen Independent Research	100 Fillmore Street, 5th Floor	Denver	Colorado	80206	3033858515	jennifer.tuchband@keenindependent.com
Bryant Sparkman	Principal	Century   Urban	235 Montgomery, Suite 1042	San Francisco	California	94104	4153581218	bsparkman@centuryurban.com
clayton Barnes	crane	Clayton Construction	1987 Heavens Way	Pontiac	Michigan	48342	8646309726	claytonconst@yahoo.com
Audrey Chu	Analyst	Siebert Williams Shank	660 South Figueroa Street, Suite 1720	Los Angeles	California	90017	5106452247	achu@siebertwilliams.com
Rekha Rao	Management Analyst	Domain Experts Corporation	2530 Berryessa Road, # 273	San Jose	California	95132	408-748-1800	rekha@domain-experts.net
Sophana Sok	navigator	erepublic	100 Blue Ravine Rd.	Folsom	California	95630	9169321300	ssok@erepublic.com
Onvia Onvia	nvia	Source Management	509 Olive Way	Seattle	Washington	98101	2063739500	svcagency@onvia.com
Courtney Welch	Founder	Welch Government Relations	6301 Shellmound St Apt 423	Emeryville	California	94608	5107983128	courtneyforemeryville@gmail.com
Jill Morgan	Consultant	Starcrest	PO Box 221	South Bristol	Maine	4568	5625371102	jill.morgan@starcrestllc.com
Shannon Blakey	Sr. Marketing Associate	MGT of America Consulting, LLC	4320 W. Kennedy Blvd	Tampa	Florida	33609	8883020899	rcvrfp@mgtconsulting.com
Nancy L Zielke	Managing Director	Alvarez & Marsal Public Sector Services, LLC.	1100 Walnut Street - Suite 2970	Kansas City	Missouri	64106	19135486245	nzielke@alvarezandmarsal.com
TECH ZONE	Strategic, Financial and Business Planning Con	VISUAL	5C-1 VCS Nagar 1st Street	Coimbatore	California	641029	347-480-1475	techzone@visualinfomedia.com
jkhk gfhf	finacial	ghffg	fvbg, fgdfg	ny	Alaska	10006	9999999999	alishaross2013@gmail.com
Steve Walse	(RFP No. 21-22/31) Strategic, Financial and Bus	SevenOutsource	113 Barksdale Professional Center, Newark	Delware	Delaware	19711	+1 03153087852	rfpalerts@gmail.com
Dr. JeFreda R. Brown	CEO	Xaris Financial Enterprises LLC	7101 Happy Hollow Road Ste. 201D	Trussville	Alabama	35173	2055738433	jefreda@xarisfinance.com
Bryant Sparkman	Principal	Century   Urban	235 Montgomery, Suite 1042	San Francisco	California	94104	4153581218	bsparkman@centuryurban.com
Erica Kearney	Administrative Manger	The Knox Group	51 JFK Parkway	Whippany	New Jersey	7981	19732182497	e.kearney@sylvesterknox.com
Mark Walsh	President & Founder	Walsh Financial Consulting	10732 Fallbrook Way	Oakland	California	94605	5104578742	mark@walshfc.com
Delia Bruntz	Associate Director	Crowe LLP	225 West Wacker Drive, Suite 2600	Chicago	Illinois	60606	6305865321	proposal.center@crowe.com
Ed Salcedo	President	GCAP Services, Inc.	3525 Hyland Avenue	Costa Mesa	California	92626	17148001795	bizdev@gcapservices.com
Serena Sidmore	Marketing Director	MIG, Inc.	800 Hearst Avenue	Berkeley	California	94710	5108457549	bidrfp@migcom.com
kurt bidnet	mr	bidnet	15 british american blvd	latham	New York	12110	8006771997	gbs@bidnet.com

Dawn Gretz	Program Manager	Prime Vector	9465 Counselors Row Ste. 200	Indianapolis	Indiana	46240	4122128149	empower@primevector.com
Bid Research	bid	IMS	945 Hornblend St., Suite G	San Diego	California	92109	8584908800	IMS_bids@construction.com
Franc J Pigna	Managing Director	Aegir Port Property Advisers	301 Almeria Avenue, Suite 210	Coral Gables	Florida	33134	305.529.2281	pigna@aegirports.com
Tyler Jessel	Senior Consultant	WJ Advisors LLC	11354 East Ida Avenue	Englewood	Colorado	80111	503-860-2919	tyler.jessel@wj-advisors.com
Levi Anstine	Director	InterVISTAS Consulting Inc.	1150 Connecticut Avenue, NW, Suite 611	Washington	District of Columbia	20036	2027988607	levi.anstine@intervistas.com
David J. Hopkins	CEO	Air Transport Business Development, Inc.	171 Pier Avenue, #191	Santa Monica	California	90405	3109902045	dhopkins@airtransportbd.com
Steve Ledbetter	Principal	GSL Consulting, LLC	13433 Pocasset Drive	St. Louis	Missouri	63128	314-805-1338	steve@gsiconsult.com
Jean Banker	Vice President	Mott MacDonald	1111 Broadway, suite 300	Oakland	California	94607	5103888213	Jean.banker@mottmac.com
Mary Miller	Strategic, Financial and Business Planning Con	Pwxpress	1900 Coffeepport Rd	Jacksonville	Florida	32208	4086768941	bids@pwxpress.com
Vik Deol	CEO	Deol Data Inc	3749 west ruby hill drive	pleasanton	California	94566	5103663649	vik@deoldata.com
Michael J Petro	Partner	MERCATOR	4040 Lake Washington Blvd NE, Suite 310	Kirkland	Washington	98033	9046315535	MPETRO@MERCATORINTL.COM
Kelly Everett	Director of Marketing and Communications	Landrum & Brown	4445 Lake Forest Drive Suite 700	Cincinnati	Ohio	41011	5135305333	Kelly.Everett@landrumbrown.com
Michael DeMers	Director	Grant Thornton Public Sector LLC	111 Congress Avenue, 25th Floor	Austin	Texas	78701	7038485252	michael.demers@us.gt.com
Bhavesh Patel	Vice President	Unison Consulting	150 N. Michigan Avenue, Suite 2930	Chicago	Illinois	60601	312-632-0047	bhaveshpatel@unison-ucg.com
Sanaz Rafailzadeh	Communications Manager	Paslay Management Group, L.P.	209 West 2nd Street, Suite 309, Suite 309	Forth Worth	Texas	76102	9177161382	Sanaz@pmglp.com
Jessica Whipple	VP of Operations	Amergent Techs Inc	3553 Atlantic Ave, Ste 158	Long Beach	California	90807	7148920085	jwhipple@amergenttechs.com
Christopher Swanson	Owner Manager	Government Finance Research Group LLC	PO Box 2271	Mission Viejo	California	92690	9494126078	municast@gmail.com
Matt Trowbridge	Senior Port Engineer	Moffatt & Nichol	1300 Clay Street, Suite 350	Oakland	California	94612	5107888959	mtrowbridge@moffattnichol.com
Garfield Eaton	Vice President	Landrum & Brown	4445 Lake Forest	Cincinnati	Ohio	45252	5135508556	geaton@landrum-brown.com
Elaine Yohannan	Marketing Manager	Jacobs Engineering Group Inc.	Four Embarcadero Center, Suite 3800	San Francisco, CA 94111	California	94111	6503755305	inquiry@jacobs.com
Carol Schwam	Director of Professional Services	M2P Consulting Inc.	1 Rockefeller Plaza, 11th Floor	New York	New York	10020	9144792070	schwam@m2p.net
Billy Birdzell	Managing Director	Horatius Group	5743 Corsa Avenue, Suite 124	Westlake Village	California	91362-402	3237412965	horatiusgroup@outlook.com