

Questions & Responses

RFQ: Comprehensive Safety, Beautification & Community Revitalization Strategy

1. **Can you clarify whether this RFQ is primarily intended to create a pre-qualified vendor pool or an on-call ecosystem that PHR will engage as future funding becomes available?**

Answer: This RFQ is designed to create both a pre-qualified vendor pool that PHR will engage on a rolling basis as funding becomes available. And it functions as an "on-call ecosystem," allowing PHR to quickly assign work without issuing new public solicitations for each project. This approach complies with local procurement best practices and supports faster implementation of corridor revitalization priorities.

2. **Once the ecosystem is established, will future opportunities be issued through new RFPs or task orders, or will projects be assigned directly to pre-qualified vendors under this RFQ?**

Answer: Projects will generally be assigned directly to pre-qualified vendors through negotiated scopes and task orders. While larger capital-scale projects may require additional procurement processes, the intent of this RFQ is to streamline vendor selection by pre-clearing qualifications for commonly needed scopes. New RFPs will only be issued if project conditions require expanded competition or new qualifications.

3. **What are the anticipated funding sources and timelines for project activation following selection, are there committed funds, or is the RFQ laying groundwork for pending or anticipated grants?**

Answer: The RFQ supports both committed and anticipated funding sources, including but not limited to:

- a. Maryland Department of Housing and Community Development (DHCD)
- b. Pimlico Community Development Authority (PCDA)
- c. The Governor’s ENOUGH Initiative
- d. Baltimore City capital funding and agency partnerships
- e. Philanthropic partnerships

Initial project activations are anticipated to begin in Q1 2026.

4. **Will vendors be selected by category or by overall qualifications, and will PHR execute master service agreements or issue individual project contracts once funding becomes available?**

Answer: Vendors will be selected by service category (e.g., façade improvements, greening, mural design, etc.) based on qualifications. PHR will execute individual project agreements (not blanket master service agreements) when specific scopes are assigned.

5. **What project sizes or funding thresholds should vendors anticipate—are opportunities expected to range from small pilot projects to larger, capital-scale installations?**

Answer: Vendors should expect a range of opportunities:

- a. **Small-scale/pilot projects:** \$5,000–\$25,000
- b. **Mid-size corridor enhancements:** \$25,000–\$75,000
- c. **Capital-scale improvements:** \$100,000–\$150,000+

6. **Should proposed budgets and rate sheets be considered binding for future projects or illustrative benchmarks to help PHR plan budgets and match vendors to available funding?**

Answer: Rate sheets and budgets provided in responses are considered illustrative, not binding. They will help PHR assess cost ranges, allocate funding, and match vendors with project scopes. Final budgets will be determined based on project complexity and funding availability.

7. **What is PHR’s long-term plan for sustaining and growing this vendor ecosystem—will it evolve into a standing network for ongoing corridor revitalization beyond this funding cycle?**

Answer: PHR’s long-term vision is to cultivate a standing network of trusted, community-rooted vendors who are aligned with our values and ready to support ongoing corridor revitalization projects beyond a single funding cycle.

This RFQ expands and formalizes that network. It does not replace our current trusted partners—in fact, collaboration across firms is encouraged and often required. By responding to this RFQ and being selected, vendors become pre-qualified members of PHR’s revitalization ecosystem, making them eligible for future project opportunities without needing to wait for new RFPs. This is one of the key benefits of participation.

As our Main Street and Collective Impact strategies grow, PHR will continue to assign work through this pre-qualified pool based on alignment, availability, and scope. This approach supports faster deployment, deeper community alignment, and stronger collaboration across teams.

8. For agriculture/greening projects... Are you looking for companies who can do design and installation... or have designs already been sourced?

Answer: Vendors offering both design and installation services are preferred. However, standalone designers or installers will be considered if they align with project needs. Designs have not yet been pre-sourced and will vary by site and funding source.

9. Does PHR hold any adopt a lot properties?

Answer: As of this time, PHR does not directly hold Adopt-A-Lot properties but frequently collaborates with City agencies and land stewardship groups to activate green space.

10. Will there be any contracts for tree plantings?

Answer: Yes. Future scopes may include tree planting and maintenance through both sustainability and beautification categories. Vendors with urban forestry, landscaping, or environmental stewardship experience are encouraged to apply.

11. My team is applying to open a charter school for grades 6-12 in Baltimore City. I am highly interested in opening the school in the old Northwestern building. Is this something your organization is interested in?

Answer: While PHR does not have any direct ownership or authority of the former Northwestern High School site, we are deeply engaged in the site's future, given its strategic location. Interested parties are encouraged to reach out and pitch community-serving redevelopment proposals.

12. Would this be an opportunity for a new business & non profit oriented for Park Heights to pitch their project for support?

Answer: Yes. This RFQ provides an opportunity for new businesses and nonprofits based in or serving Park Heights to pitch their revitalization ideas, if they relate to a minimum of one of our six service categories. Innovative and community-driven solutions are strongly encouraged. If a proposal is not a fit for this RFQ, PHR may consider it for future opportunities.

13. Would the AI/communication request be apart of this RFQ as well?

Answer: While not explicitly listed, technology solutions that support communication, transparency, and coordination (e.g., AI tools for outreach or storytelling) may be eligible under "Community Design & Placemaking" or "Justice & Wellness" if they enhance community connection or perception of safety. Please submit qualifications for other service categories where you have experience utilizing AI/communication to improve safety and enhance beautification.

14. Will any vendor be considered for future work if they did not respond to the RFQ?

Answer: Only vendors who respond to this RFQ will be considered for the initial round of contracting. However, PHR may open the vendor pool periodically or issue new solicitations as project needs evolve. It is strongly recommended that interested vendors submit qualifications now.

15. Must the vendor be a Maryland based business?

Answer: Vendors do not need to be based in Maryland, but must hold or be able to obtain the necessary Baltimore City business licenses and certifications, and demonstrate knowledge of local regulations, standards, and context. Local and Park Heights-based businesses will receive additional scoring weight.

16. How can small size builders / developers participate in the engagement with the community and organizations?

Answer: Small builders and developers can participate by responding under relevant categories (e.g., façade, interior buildout, greening). They are also encouraged to partner with nonprofits or technical providers for community engagement or shared scopes.

17. Are nonprofit, youth oriented programs welcome to participate?

Answer: Yes. Nonprofits, youth development organizations, and workforce programs are welcome. Particularly under "Justice & Wellness" or "Placemaking," PHR seeks youth-inclusive and trauma-informed strategies.

18. As a developer and social entrepreneur, how can I best support the community. Where are we hurting the most? How many businesses are in the corridor, and what types of businesses?

Answer: Focus areas for support include:

- Job creation through local contracting and hiring
- Affordable tenant spaces for local businesses
- Activating vacant parcels and storefronts
- Offering mentorship or seed capital to local entrepreneurs

The corridor currently includes over 300+ businesses, with concentrations in retail, salons/barbershops, takeout food, service providers, and faith-based organizations.

19. Opportunities for murals and placemaking that emphasize community engagement and pride. We provide technology solutions and consulting services for most items above. Is PHR looking for a team of companies that collectively can complete multi-posted projects, or is PHR open to selecting individual companies based on their strengths?

Answer: PHR welcomes both multi-firm teams and individual vendors. The RFQ encourages collaborative submissions across sectors (e.g., builder + artist + engagement consultant). For collaboration across organizations, teams should identify a lead organization for contract purposes.

20. What are the plans for the Northwestern High School Building?

Answer: As above in Q11, PHR is interested in seeing this site revitalized in a way that aligns with community priorities. While we do not control the property, we are actively supporting partners who have plans for education, workforce, housing, and cultural reuse of the site.

21. Would you like to see general liability and workers' compensation certificates from everyone under one team? Or only the designated "lead organization"?

Answer:

- We require general liability and workers' compensation certificates from the lead organization.
- All subcontractors must be able to furnish documentation upon request and prior to execution of any subcontracts or project work.
- PHR must be added as an additional insured on all Certificates of Insurance for General Liability Insurance.

Additional Insurance Considerations:

We understand that smaller subcontractors—particularly emerging or community-based vendors—may not yet have the means to procure full insurance coverage independently. In these cases:

- For construction based service categories, the lead organization may add a subcontractor as an “additional insured” on their policy, but this must be done formally through their insurance provider and documented in a certificate of insurance (COI).
- This is a common practice when forming project teams and allows smaller entities to participate in publicly funded work without assuming the full cost of their own policy upfront.
- The lead must ensure that their insurer is aware of the subcontractor’s role and scope, and that the coverage is sufficient to cover risks without exclusion.
- PHR may request a copy of the endorsement or policy rider showing the subcontractor is covered, if project risk or funding source requires it.

Legal Considerations and Risk Mitigation

To minimize risk to PHR and its partners:

- Teams using this method must clearly identify roles, responsibilities, and coverage arrangements in their proposal and project agreements.
- The lead organization assumes legal responsibility for any subcontracted work and must have appropriate indemnification language in place to protect all parties, including PHR.
- PHR reserves the right to require separate insurance documentation from subcontractors for higher-risk scopes (e.g., construction, electrical, environmental work).

For full RFQ details: www.boldnewheights.org/RFQSafe