

Maine Forest Economy Growth Initiative

Global Market Analysis and Benchmarking Request for Information

Issue Date: May 18, 2017

Questions and Answers

The following answers were provided to questions submitted regarding the Global Market Analysis and Benchmarking RFI.

I would emphasize that this is a request for information, not a request for proposals. Through the RFI, we are looking to better understand the qualifications of the firms interested in this project as well as gather information about their approach and previous experiences. We expect to finalize a scope of work and issue an RFP after the RFI process is complete.

1. If there is a public-knowledge budget maximum that has been set, we would appreciate knowing what that would be in order to bookmark our pricing against existing resources.

The overall budget for Phase 1 of the project, which includes several initiatives including Phase 1 and Phase 2 wood supply as well as the global market analysis, is \$1.25 million.

2. Is 3.4b referring to our price to perform the work or something else?

Yes, please tell us what you would need to know in order to develop a budget for a RFP response.

3. As we assess potentially partnering with certain outside vendors with specific expertise to complete this assignment, how circumspect would you like us to be in discussing MDF's initiative? I want to make that I am adhering to the Committee's wishes for confidentiality.

Developing a team falls under "as required for the preparation of a response."

4. Short term and long term – how defined in years?

We did not specifically define.

5. Range of potential new and existing products and services – all relevant related to forest resources in Maine?
 - a. Focus on new and emerging trends?
 - b. In depth review of “traditional” forest products markets?

We want to know what the markets are demanding that matches our resource, including growth opportunities in traditional forest products or in new markets. Although a brief review of growth opportunities in traditional forest products is of interest, we are not necessarily interested in an in depth analysis of traditional industries unless there are opportunities in traditional forest products that would be relevant.

6. Geographic reach
 - c. Relevant global regions/countries related to softwood (supply benchmarking)?
 - d. Global exports to include key regions for product development (demand)?

Yes to both, we are interested in a global purview and in particular in comparisons against those regions most relevant.

7. Investment scale – is there a cap in terms potential investments into new facilities?

No.

8. Expectations for surveys/interviews of key/identified market representatives

We would be interested to learn more about your suggestions about the usefulness of proposed interviews/surveys.

9. Project deadlines (study results due; # of months) and follow up on implementation

We have not yet finalized the specific scope of work, including deadlines. We expect to do that after the RFI review is complete and intent to issue an RFP shortly thereafter.

10. Who will have access to the study (in addition to committee)

The global market analysis committee is one of several committees working on a long-term vision and Roadmap for Maine’s forest sector. All of the other committees will be interested in the findings of this committee, and the scope of work for the RFP will likely include a final presentation opportunity. Information from this study will be utilized in developing the road Map and this will be publicly available.

11. Number of Committee team members (per organization)

The global market analysis committee includes 16 members.

12. Availability of team members during the study process (e.g. for meetings, calls)

We anticipate that project staff will work closely with the consultant and will facilitate regular feedback and communication with the committee as appropriate, but the specific schedule is not yet determined.

13. Access to prior studies, data, statistics

We are happy to share with you all the publicly available studies we have.

14. Opportunity to interview stake holders

We would ask you to define the purpose of the interviews but would certainly be willing to consider it.

15. Visitations to forests

Could be arranged, please elaborate.

16. Proposal to include schedule and fee at this stage?

No.