



## Addendum #1

### RFP for Commercial Real Estate Brokerage Services April 30, 2024

#### 1) RFP and Webinar Questions and Answers

*Please note questions and answers from the webinar have been edited for clarity.*

**Question 1:** Please clarify the scope of the Request for Proposals regarding the marketing and brokerage of the parcels and supporting the Request for Proposals for Acquisition & Redevelopment for redevelopment/acquisition for additional structures and properties.

**Answer 1:** As part of this Request for Proposals for Commercial Real Estate Brokerage Services, Capitalize Albany is looking to identify and select a broker to market and advertise the Request for Proposals for Acquisition & Redevelopment and its subject properties, as well as represent Capitalize Albany in potential transactions of the subject properties. Capitalize Albany may elect to negotiate a scope expansion to include additional parcels.

**Question 2:** Regarding Section 5, Item F, are there any specific Equal Employment Opportunity or MWBE percentage or criteria expected as part of the requirements for funding?

**Answer 2:** Not at this time. Capitalize Albany anticipates working closely with the state agency that is overseeing this portion of the grant. As part of any contract with a broker, Capitalize Albany will aim to have concrete guidance from the state so the broker would know what they would be required to do.

**Question 3:** Section 5, Item D refers cost effectiveness and a proposed fee schedule. Is Capitalize Albany looking for additional clarity beyond the traditional brokerage commission?

**Answer 3:** Capitalize Albany is looking for responses to present a proposed means of compensation as part of the response.

#### 2) List of Registered Webinar Participants Answers

Name	Firm
Mark Bezold	CBRE
Timothy Dunn	RedMark
Gordon Heeps	RedMark
Antonio Johnson	Berkshire Hathaway Blake Realtors
Alex Kutikov	RedMark
Andrew Mangini	Berkshire Hathaway Blake Realtors
Eric Simonds	CBRE   Upstate NY

#### 3) Webinar Presentation