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DATE: December 18, 2025

SUBJECT: REQUEST FOR PROPOSALS FOR ECONOMIC IMPACT ANALYSIS

FROM: Susana Eldridge, Contract Administrator

Pursuant to the Request for Proposals (RFP), all prospective proposers were to submit any questions regarding this RFP by no later than 3:00 p.m. on December 4, 2025. Questions were to be submitted in writing, and all questions and responses were to be posted on [the Department's website](#) and www.rampla.org.

Below is a list of questions received from prospective proposers, and the Department's response:

1. Q: Does the Harbor Department maintain — or plans to publish — a list of prime consultants who may be seeking subcontractors for this engagement. Our firm would welcome the opportunity to be considered as a subconsultant and would like to ensure we are on any relevant distribution or interest lists. If such a list exists or is anticipated, could you please let me know how we may be added?

A: The Harbor Department does not have a list of prime consultants who may be seeking subcontractors for this opportunity. However, the list of firms that have viewed this opportunity is attached to the Q&A document.

2. Q: Our firm is a state-registered Small Business Entity (SBE) and a nationally registered Minority Business Entity (MBE), but it sounds like these would not carry any weight in this bidding process for this project, only certification with RAMP. How quickly can we gain certification from the point we begin filling out the paperwork (assuming normal processing time)? Just wondering if that would come through in time by the bid due date.

A: This project does not have a Small Business Enterprise (SBE) requirement. You should register on the Regional Alliance Marketplace for Procurement (RAMP) as soon as possible as an SBE/MBE if you want to be counted with that status. The Harbor Department is unaware of the time it will take to get certified. However, all firms must be registered on RAMP by the time proposals are due regardless of a firm's status.

3. Q: Would the Los Angeles Harbor Department or another City entity be providing the Consultant with the starting point data for the project: (a) volume and value of imports, exports, and total throughput, including by trade and economic activity (containerized cargo, cruise, auto/ro-ro, breakbulk, liquid bulk and agricultural products); and/or (b) direct jobs and wages related to the imports, exports, and total throughput, including by trade and economic activity (containerized cargo, cruise, auto/ro-ro, breakbulk, liquid bulk and agricultural products). If not, is there a publicly available source preferred/required for this project?

A: The Harbor Department will provide the starting point data for the volume and value of imports and exports and total throughput by commodity at the four-digit level of the Harmonized System for containerized, breakbulk, liquid bulk, and dry bulk cargoes (which includes agricultural products), as well as cruise passenger counts and ro/ro automobile counts. Direct jobs and wages related to trade are expected to be part of the results of the economic impact analysis.

4. Q: The RFP notes the following: "The selected Consultant shall provide the data in aggregate and broken down by various geographic and political subdivisions, including the City of Los Angeles as a whole and by Council District; the City of Long Beach as a whole and by Council District; the Counties of Los Angeles, San Bernardino, Riverside, Ventura and Orange as a whole and by Supervisorial District within the State of California; California State Senate and California State Assembly Districts, all 435 Congressional Districts across the U.S.; and each of the 50 states as a whole." We have the following questions (2a), (2b), and (2c) on this portion of the RFP: (2a) Does this refer to providing all economic impact results for each of these geographies? (2b) Are we reading the RFP properly that there will be 500+ sets of impact results provided by the Consultant? By a quick count, that is possibly 657 geographies, depending on the answers to (2c) below. Utilizing the analytics tool that we regularly use for economic studies, we would run a separate model for each of those geographies to yield separate results. Just making sure as there is an incremental cost for every model that is run and we want to make sure we properly gauge the size, timeline, and cost of the project. (2c) For the part that reads, "the Counties of Los Angeles, San Bernardino, Riverside, Ventura and Orange as a whole and by Supervisorial District within the State of California; California State Senate and California," are we to analyze the 5 counties as a single group or each one individually?

A: (2a) Yes, economic impact results are to be provided for each of these geographies. (2b) Previous economic impact analyses of the national impact of trade through the San Pedro Bay ports calculated impacts at the state level. Results at the Congressional District level would likely need to be estimated, as Congressional Districts do not uniformly line up with the boundaries used in economic impact modeling. Proposers should determine how they would combine their economic impact modeling with a methodology to provide

defensible estimates at the Congressional District level. (2c) Analyze the 5 counties individually.

5. Q: The RFP requires that the Consultant will provide: "Industry/sector-level breakdown by North American Industry Classification System (NAICS) Codes." What will this breakdown apply to, the "volume and value of imports, exports, and total throughput" or all of the economic impact results for each of the approximate 657 geographies referenced in (2b) above? If referring to the economic impact results for all the geographies, this would not be possible because the sectors used by the economic impact software are pre-defined and do not perfectly correlate to NAICS codes (they cover the entire economy but use a different set of codes, IMPLAN codes). So, would reporting by IMPLAN industry codes suffice?

A: The breakdown should apply to all of the economic impact results and should be done by NAICS codes. IMPLAN codes can be mapped to NAICS codes, and IMPLAN provides bridge files to perform such mapping.

6. Q: The RFP requires that the Consultant provide: "Estimated impact of recently enacted tariffs." Can more details be provided? For instance, are you only looking at the direct effect, or also the indirect effects using an economic impact analysis as required for the other components of this project? Would any data be provided to the Consultant, such as Direct effect? Would an exact set of tariffs be provided to the Consultant given there have been a number of them or is there a desire to have the Consultant examine the overall effects of all tariffs enacted by the current U.S. Presidential Administration on the volume and value of total throughput of the San Pedro Bay Ports.

A: The estimated impacts of tariffs should include direct and indirect effects using the results of an economic impact analysis. Given the volatile nature of current tariff policy, the exact set of tariffs to analyze would be provided to the Consultant after selection and Harbor Department staff would work closely with the Consultant on the tariff impact analysis.

7. Q: Can the City clarify how you plan to use the final deliverables?

A: Final deliverables would be used to support the Port's federal, state and local advocacy and education efforts.

8. Q: Does the scope of work include the requirement to make public presentations?

A: No.

9. Q: Can the City please provide the NTE budget for this scope of work?

A: \$70,000.

10. Q: Was the last iteration of this report well received? Were there any issues with it?

A: The last iteration of this report was focused on the impact of tariffs and was well received. The Harbor Department is not aware of any issues with that report.

11. Q: Does the Harbor Department have an estimated budget range for this analysis?

A: \$70,000.

12. Q: Can you please verify that there isn't specific guidance on the format of the proposals (font size, single-spacing)?

A: There is no specific format guidance.

13. Q: If there is format guidance, can tables, graphs, and charts be in at least 8-point font size?

A: There is no specific format guidance.

14. Q: When listing top importers and exports by trade value in each political subdivision – are they asking by industry or specific companies?

A: The Harbor Department is asking for the top specific importing companies and exporting companies in each political subdivision.

15. Q: Can the Harbor Department provide an approximate budget for this project?

A: \$70,000.

16. Q: The RFP asks for “[d]irect and indirect jobs created, by trade and economic activity at the San Pedro Bay Ports, including containerized cargo, cruise, auto/ro-ro, breakbulk, liquid bulk and agricultural products.” For the analysis of direct and indirect jobs by trade and economic activity, would this analysis only consider jobs at the Port, or also trade-related jobs in the area surrounding the port or more broadly across the state, and/or also include jobs in transportation/logistics for imports/exports and businesses originating exports or receiving imported goods? Is the Port requesting estimates of job impacts broken out by activities listed (containerized cargo, cruise, auto/ro-ro, breakbulk, liquid bulk and agricultural products)?

A: The analysis should include both the direct and indirect jobs at the Port and the trade-related jobs regionally and nationally, including jobs in transportation/logistics and businesses originating exports and receiving imported goods. Job impacts should be broken out by the geographic and political divisions identified in the RFP. Cargo-related job impacts do not need to be subdivided by type of cargo (containerized, bulk, etc.), although cruise-related job impacts would need to be separately identified.

17. Q: The RFP asks for “[i]ndustry/sector-level breakdown by North American Industry Classification System (NAICS) Codes.” Please clarify which data and/or analyses should be broken down by NAICS.

A: The economic impact analyses (direct and indirect jobs, output, and wages) should be broken down by NAICS.

18. Q: The RFP asks for “[e]stimated impact of recently enacted tariffs.” Please clarify if this includes only US tariffs on imports or also foreign tariffs on US exports? Given the frequency with which tariffs are changing, does the Port have a particular scenario (e.g. a point in time) to analyze?

A: Estimate the impacts of both U.S. tariffs and foreign reciprocal tariffs. The Harbor Department will provide the particular tariff scenario after the selection of a Consultant.

19. Q: The RFP asks for “[l]ist of top five importers and exporters by trade value in each political subdivision.” Would this be at the specific business entity level, commodity level or by trade partner?

A: The list should identify the top five specific importing business entities and top five specific exporting entities by trade value in each political subdivision.

20. Q: Does the Port envision the contractor will conduct surveys to collect data for this analysis? If so, please indicate the scope of any expected survey(s).

A: The Port does not envision the contractor would conduct surveys to collect data for the impact analysis of cargo moving through the Port.

21. Q: Can the Harbor Department describe any data it will provide to support this project (e.g. employment or trade data)?

A: The Harbor Department will provide U.S. Customs data on the volume and value of trade by commodity that moved through the Port in calendar year 2025.

22. Q: The RFP asks for “[t]he selected consultant shall provide the data in aggregate and broken down by various geographic and political subdivisions, including the City of Los Angeles as a whole and by Council District; the City of Long Beach as a whole and by Council District; the Counties of Los Angeles, San Bernardino, Riverside, Ventura and Orange as a whole and by Supervisorial District within the State of California; California State Senate and California State Assembly Districts, all 435 Congressional Districts across the U.S.; and each of the 50 states as a whole.” Are all of these political subdivisions and geographies listed in the RFP relevant to all of the elements of the scope of work? If not, which elements of the scope do they apply to?

A: Yes, all political subdivisions and geographies are relevant to all elements of the scope of work.

23. Q: Can you provide an indicative budget range or not-to-exceed guidance and clarify the payment/milestone structure?

A: \$70,000.

24. Q: Will the Harbor Department facilitate access to third-party data to address domestic origin and destination gaps, and do you have preferred proxies?

A: The Consultant would have to provide its own methodology for addressing domestic origin and destination gaps. Previous consultants used DRI data to separate imported cargo into consumer goods and manufacturing inputs; then

used IANA data as a proxy for allocating cargo across IANA regions; then used state population for then further allocating the regional volumes of imported consumer goods across states and performed a similar effort based on state manufacturing bases to allocate manufacturing inputs. The Harbor Department does not have access to these third-party data sources. However, the Harbor Department is also not requiring the use of these sources and is open to any reliable methodology the Consultant proposes for identifying domestic export origins and domestic import destinations for cargo moving through the Port.

25. Q: The scope requires breakdowns across multiple geographic and political subdivisions. Could you clarify, the expected NAICS level of detail (e.g., 2-, 3-, or 4-digit)?

A: The Harbor Department expects data at the 2-digit NAICS level.

26. Q: How does the Harbor Department plan to use the analysis and are there priority audiences or use-cases?

A: Final deliverables would be used to support the Port's federal, state and local advocacy and education efforts.

27. Q: Should the report and all materials follow the Harbor Department templates (client-branded), or is consultant branding preferred?

A: There is no specific format guidance.

28. Q: Does the Harbor Department have a preference for an existing economic impact model (i.e. IMPLAN, RIMS II, etc.)

A: The Harbor Department does not have a preference for which economic impact model the Consultant chooses to use. The Harbor Department uses both IMPLAN and RIMS II for its internal impact analyses.

29. Q: Regarding: "A summarized table of the volume and value of imports, exports, and total throughput.":

Could the Harbor Department please clarify the expected time frame and reporting frequency for the summarized table of import, export, and total throughput volumes and values? Additionally, should the breakdown be limited to geographic and political subdivisions only, without further segmentation by industry or product categories?

A: Summary tables should show the economic impacts separately for imports, exports, and total throughput for the volumes and values moved through the Port in calendar year 2025. Breakdowns for each geographic and political subdivision should also be segmented by 2-digit NAICS code.

30. Q: Can the Harbor Department please clarify the agency's definition of political subdivisions?

A: The political subdivision of interest are: City of Los Angeles as a whole and by Council District; the City of Long Beach as a whole and by Council District; the Counties of Los Angeles, San Bernardino, Riverside, Ventura and Orange as a whole and by Supervisorial District within the State of California; California State

Senate and California State Assembly Districts, all 435 Congressional Districts across the U.S.; and each of the 50 states as a whole.

31. Q: Regarding: “Direct and indirect jobs created, by trade and economic activity at the San Pedro Bay Ports, including containerized cargo, cruise, auto/ro-ro, breakbulk, liquid bulk and agricultural products.”

Does the Harbor Department have access to cruise, auto/ro-ro, breakbulk, liquid bulk, and agricultural products data to be leveraged in the analysis? Or is the selected contractor expected to provision this data?

A: The Harbor Department will provide cruise passenger counts and the volume and value data for auto/ro-ro, breakbulk, liquid bulk, and dry bulk. Dry bulk would include agricultural products that are not shipped in containers; agricultural products moving in containers would already be part of the containerized cargo economic impact analysis.

32. Q: Can the Harbor Department please provide specific examples of economic activity? Is this loading and unloading? Laboring? Etc.?

A: Economic activity includes the entire supply chain: terminal activities (loading and unloading of vessels and preparing cargo for movement via railroad or truck), goods movement (railroading and trucking), transloading, warehousing, and retailing; and for exports, it includes manufacturing.

33. Q: Could the Harbor Department describe whether and how it tracks or requires reporting on both direct and indirect jobs created for each cargo or ship type? If so, what level of detail or methodology is expected?

A: Previous analyses have calculated direct and indirect employment and wages, as well as total output, by 2-digit NAICS code and by geographic region. The Harbor Department expects the same level of detail for the geographic and political subdivisions identified in the RFP. The Consultant is free to use whatever methodology they determine will produce reliable and defensible results.

34. Q: Regarding: “Wage income associated with Port-related employment.”

Could the Harbor Department clarify the specific level or scope of port-related employment that the agency intends to address in relation to wage income provisions?

A: Direct and indirect wage income associated with Port-related employment would be one of the results of the economic impact analysis and would be reported at the 2-digit NAICS level alongside the direct and indirect employment figures.

35. Q: Regarding: “Estimated impact of recently enacted tariffs.”

Could the Harbor Department confirm whether the timeframe for analyzing the estimated impact of recently enacted tariffs is intended to cover the period from April 2025 to the present? If not, what is the Harbor Department’s desired timeframe for this analysis?

A: The Harbor Department would work with the Consultant to identify the specific tariff scenario to be analyzed.

36. Q: Regarding: “List of the top five importers and exporters by trade value in each political subdivision.”

With regards to the top 5 importers and exporters, what is the Harbor Department’s expectation from a point in time perspective?

A: The top five import companies and top five export companies by trade value in each subdivision would be determined by their trade value in calendar year 2025.

37. Q: Regarding: “The selected Consultant shall provide the data in aggregate and broken down by various geographic and political subdivisions, including the City of Los Angeles as a whole and by Council District; the City of Long Beach as a whole and by Council District; the Counties of Los Angeles, San Bernardino, Riverside, Ventura and Orange as a whole and by Supervisorial District within the State of California; California State Senate and California State Assembly Districts, all 435 Congressional Districts across the U.S.; and each of the 50 states as a whole.”

In reference to the requirement that the selected Consultant provide data aggregated and disaggregated by multiple geographic and political subdivisions (including specified cities, counties, state legislative districts, congressional districts, and states), could the Harbor Department furnish a standardized list of these political subdivisions along with corresponding geographic information?

A: Lists of and geographic information for the political subdivisions identified in the RFP are publicly available and will not be provided by the Harbor Department.

38. Q: “Reporting” is included in Section 3.5 – Checklist for RFP Submittal Requirements but is not described in Section 3.4 – Proposal Content. Can clarification be provided as to whether this is required for a compliant proposal submission? If so, what is the Harbor Department expecting to be included in the proposal in response to this prompt?

A: Yes, please include a cover transmittal letter, firm qualifications, project organization, personnel and staffing information, project approach and work plan, etc. Detailed content is included within Section 3.4.

39. Q: Could the Harbor Department please confirm whether there are any page limitations for the proposal response, either for individual sections or for the document as a whole?

A: There is no specific format guidance.

40. Q: Could the Harbor Department please provide the anticipated or budgeted value for this contract?

A: \$70,000.

41. Q: Would the Harbor Department consider extending the proposal submission deadline to January 29, 2025?

A: An extension of the submission deadline will be considered as the deadline approaches if viable responses are not received.

Opportunity Views by Account

As of 2025-12-18 13:43:21 Pacific Standard Time/PST • Generated by Susana Eldridge

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