

**PITTSYLVANIA COUNTY**  
VIRGINIA

Connie Gibson  
Procurement Manager  
P.O. Box 426  
Chatham, Virginia 24531  
Connie.gibson@pittgov.org



1 Center Street, Chatham, Virginia  
Phone (434) 432-7744  
Fax (434) 432-7746  
Website: [www.pittsylvaniacountyva.gov](http://www.pittsylvaniacountyva.gov)

March 9, 2018

RE: RFP 20180301

The following shall serve as Addendum #1. Please acknowledge receipt of this addendum when submitting your proposal.

Dear Vendor:

1. Page 4, #2, second paragraph, first sentence, should state: The development of a Strategic Plan and implementation of new recommendations will allow the Region to take a fresh look at its economic development strategies as it seeks to increase opportunities for growth for existing businesses, attract new businesses and employment opportunities through incentives and other recruitment tools, and provide local employment for the county and region's well-qualified workforce.
2. Page 4, #2, third paragraph, second sentence, change to: We want the plan to provide us with recommendations on which sectors and industries we should prioritize, rather than us outlining four already selected sectors. See Five Core Questions.
3. Page 5, #3, should state : A comparison of budgets, staffing levels, capabilities and functional areas of the Region's Economic Development efforts to like communities must also be included with recommendations for the Region's adjustments to its program and budget.
4. Page 5, #6, should state: The Economic Development Strategic Plan must be organizationally comprehensive. The proposal must address how each of the functional areas within the Economic Development department, the county government team, the City of Danville team and the broader community will be included in the plan. The proposal must identify goals and milestones to track implementation of the plan's recommendations and address how these goals and milestones will be collected and reported. Existing or readily available data (i.e., new business licenses issued, business-related taxes collected, employment levels, etcetera) should be utilized in the goals and milestones reporting.

Sincerely,



Connie Gibson  
Purchasing Manager