

## VERMONT SHORT TERM RENTAL & ACCOMMODATIONS DATA REQUEST FOR PROPOSAL

### Questions/Answers January 19, 2024

1. Would it be possible to extend the deadline for responses by a week to 2/2, so that we have time to coordinate with our Sales and Solutions Teams?

**Answer:** Unfortunately, we cannot extend the deadline. We appreciate any effort you can make to submit your solution to us.

2. What are the goals of the data and research, within the RFP? Is it to understand the STR market or will the data be used to drive tax compliance, legislation, or something else?

**Answer:** The goal of having access to this data is to understand the STR market, specifically as it relates to the tourism economy. We want to understand how much of our lodging capacity for tourists is provided by short term rentals. We also want to know how tourists behave with respect to where they stay: how far in advance do they plan, where do they want to go, where do they come from, etc. Another specific example is to gain insights around a particular event, like the upcoming total solar eclipse – for events like this, can we see if people are booking earlier than usual? If there is higher demand than usual? If there is higher supply than usual?

3. I would just like to confirm that 7.3, including all attachments (A-D) and appendix 1, does not need to be completed / submitted with the bid submission?

**Answer:** Correct, they do not need to be completed. These are sample documents and are part of the RFP for reference only.

4. In regards to 3.8.1. Business Registration. To be awarded a contract by the State of Vermont a vendor (except an individual doing business in his/her own name) must be registered with the Vermont Secretary of State's office <http://www.sec.state.vt.us/tutor/dobiz/forms/fcregist.htm> and must obtain a Contractor's Business Account Number issued by the Vermont Department of Taxes <http://tax.vermont.gov/>

Could you please confirm whether these must be completed before the bid submission? Or would they only be necessary steps upon winning the bid?

**Answer:** The requirements of Section 3.8.1. will be required of the successful bidder(s) only. These requirements do not have to be met during the bidding process.

5. In regards to completion of "Price Proposal" - There seems to be no place to submit a total annual cost. Will each section be understood as the total cost? Or is the idea to provide a breakdown per section which will be summed to the final cost?

**Answer:** Please provide an annual (1 year) price for service and data you offer in the “base price” section. This section is most important, and you should make clear what is included in that price – not only just the kinds of data but also any one-time fees or similar.

As for add-on or optional offerings, you can provide a specific annual price for each, along with a description of what is included.

It is not necessary to offer a sum of all of the prices in the table, or to extrapolate out to a 3-year cost.

If necessary, you can also offer any clarifications or caveats to the price you offer.

6. Also, given the contract is for 3 years, are you expecting the total to cover the 3 years or just 1 year?

**Answer:** Please provide an annual (1 year) price for each section. We want to be able to budget and compare prices on a yearly basis. If necessary, you can also offer any clarifications, caveats, one-time fees, etc.

It is not necessary to offer a sum of all of the prices in the table, or to extrapolate out to a 3-year cost.

Please note the RFP states that “rates shall remain firm for the initial/base term of the contract, which is three (3) years.”