

REQUEST FOR PROPOSAL
RAIL FINANCIAL ADVISOR SERVICES

FOR

SEVEN COUNTY INFRASTRUCTURE COALITION
UINTA BASIN RAILWAY PROJECT

March 28, 2019
(Amended)

**Seven County Infrastructure
Coalition Uinta Basin Railway
Request for Proposal
March 28, 2019**

Introduction

The Seven County Infrastructure Coalition (the “Coalition”) is an independent political subdivision of the State of Utah. It is completing the planning documents that will include engineering, environmental, and right-of-way planning to make the Uinta Basin Railway ready to construct. At the completion of this work, the railway will be in possession of its legal and environmental licenses, regulatory approvals, and all other permits necessary or desirable, and the construction bid package will be prepared and ready for advertisement to contractors. The proposed standard-gauge, common-carrier railway will provide freight transportation services between the central Uinta Basin near Roosevelt, Utah, and a connection with the national railway system at the most economically feasible and commercially practical point.

The railway will enable freight rail transportation to occur into and out of the Uinta Basin to any point served by the North American railway network, with associated benefits in low cost bulk-transportation, jobs, and environmentally beneficial transportation. This project will allow the Coalition to fulfill its mission to plan and participate in the provisioning of public services.

Request for Proposal

The Coalition requests proposals for advisory services to obtain financing to plan, permit, construct and operate a publicly owned railway from the Uinta Basin in eastern Utah to connect to the North American railway network. It is estimated that the cost to construct the rail will be between \$1.2 Billion and \$2.1 Billion dollars. The Coalition already has a Municipal Advisor as defined by federal laws and the Rail Financial Advisor is not required to be licensed as or necessarily function as the Coalition’s Municipal Advisor, however, experience as a Municipal Advisor is advantageous.

The primary role of the Rail Financial Advisor will be to obtain funding, including grants, to plan, permit, construct and operate the Uinta Basin Railway and to provide advice on other aspects of financing the project, which will include; Developing innovative solutions to the Coalition’s funding requirements in order to achieve the most advantageous financing terms; Reviewing and making appropriate recommendations on rail financing and creating or assisting in the creation of financial analysis; Coordinating with and assisting employees and other agents and representatives of the Coalition. In particular, the Coalition desires to explore the possibility of a RRIF loan through the Build America Bureau for all or a portion of the funding. At present, the Coalition is contemplating that the Uinta Basin Railway will be entirely owned by public bodies and will operate as a municipal rail line. However, the Coalition desires to also explore public-private partnership alternatives.

This is a Qualifications/Experience-Based selection process. Qualifications, proposals and pertinent experience will be reviewed during the RFP evaluation. After evaluation, the selection committee may request in-person interviews or may select the successful candidate based on the written submission alone. The selection committee reserves the right to negotiate contract costs and terms after the selection process is completed and to waive formatting and component requirements.

The Coalition desires to identify and plan for, procure the public and private funds for, permits, secure rights-of-way, own, and operate the Uinta Basin Railway. It is contemplated that arrangements with other public sector and private sector partners (such as shippers) will be made in order to share risks and bring needed expertise to various portions of proposed projects.

The initial contract period is expected to be from April 2019 through construction of the railway, although the Coalition retains the right to solicit additional proposals for advisory services at any time solely upon its determination and discretion. The Rail Financial Advisor selected pursuant to this Request for Proposal (the "RFP") shall serve at the pleasure of the Coalition and the professional services may be terminated with or without cause or at the convenience at the sole discretion of the Coalition at any time for any reason or no reason at all.

In all work elements, time is of the essence. *The goal is to have the project completed and moving freight as soon as possible, within 5 years (by December 1, 2023).* All preliminary engineering design to obtain STB approval and other permits necessary or desirable to commence construction, planning, environmental base-line studies, permitting, real-estate acquisition planning, and preparation of construction bid materials, **will be completed within 2 years, by December 1, 2020**, unless forces outside of the control of the Consultant alter the schedule.

Separate RFPs will be issued for services such as revenue modeling, legal, and other required professional services.

Detailed Scope of Services

The majority of the services (all of which will be on an as requested basis) expected to be provided by the Rail Financial Advisor will be related to the Coalition's Uinta Basin Railway project will include, but are not limited to, any and all of the following:

- A) Coordinate with the Coalition's Operation and Maintenance and Commercial Planning Consultant to create financial analysis of the Uinta Basin Railway project, including revenue-generation.
- B) Timely help the Coalition to obtain grants/appropriations, both public and private, both state and federal, to plan, construct, and operate the railway.
- C) Timely help the Coalition to obtain financing to plan, construct and operate the railway on the most advantageous terms
- D) Advise the Coalition on creative sources of funding for the railway, both governmental, such as RRIF, and from the private sector.
- E) Attending meetings or performing other tasks including any other services necessary, customary, or incidental to the capital financing of a railway, such as securing shipping contracts.
- F) Providing recommendations on whether the Coalition should proceed with public/private or public/public undertakings.

Pre-Proposal Conference Call

A non-mandatory Pre-Proposal Conference Call is scheduled for **Tuesday, April 2, 2019 at 10:00 am Mountain Daylight Time**. The meeting may be attended via conference call by dialing 1-669-900-6833, **Meeting ID: 834 191 6232**. The purpose of the Pre-Proposal Conference is to gather questions and address any technical items before the proposal closing date. Consultants will make any site visits on their own.

Proposal Format / Selection Team / Evaluation Criteria

The proposal shall consist of the four sections listed below. Each section will be reviewed and assigned a point score not to exceed those shown below. The selected firm will be the one with the highest overall point score. A short list of firms may be invited to interview for this project if scores are close, but the Coalition is not required to do so. The Coalition reserves the right to reject any and all proposals. No compensation will be provided to consultants preparing proposals for the project.

Evaluation of the proposals will be made by a Coalition-appointed committee that will evaluate and score the proposals in accordance with the criteria specified below. The Coalition reserves the right to extend the evaluation process by selecting a shortlist of two or more of the highest ranked firms to provide oral presentations. If oral presentations are required, the selected firms will be provided with additional information about the format, length, content, and scoring to be used.

Section	Evaluation Criteria	Maximum Points
1	Rail Financial Advisor Lead	30
2	Team Member Qualifications	30
3	Experience Financing Rail Projects	30
4	Cost	10

Proposal Content

The Proposal must contain all the information identified in the RFP Summary and Guidelines for Preparing the Proposal (refer to **Attachment A**).

Proposal Deadline

The proposals shall be received electronically **before noon on Friday, April 5, 2019**.

Proposal Delivery

Please address electronic (pdf) proposals to: Mike McKee, Executive Director, Seven County Infrastructure Coalition. Please contact Kelly Carter with Jones & DeMille Engineering to receive a secure upload link to submit the proposal electronically. She can be contacted at kelly.c@jonesanddemille.com or 435.896.8266. Faxed proposals will not be accepted. Each Consultant team should submit only one (1) combined proposal.

Number of Copies

Submit one (1) electronic copy of the Proposal.

Pages

Number pages sequentially at the bottom right corner of each page. Limit the number of pages to 30 pages (not including the Introductory Letter). Pages exceeding the 30-page limit will not be evaluated. Resumes of key personnel will not be counted toward the page limit.

Proposal pages shall be 8.5" x 11". Maps and technical diagrams may be 11"x17". Graphics may be shown in color.

Notices

To receive notifications regarding addendums and clarifications to this RFP, please contact Kelly Carter at Jones & DeMille Engineering at kelly.c@jonesanddemille.com or at 435.896.8266.

Management Responsibility/Selection Process

Jones & DeMille Engineering is the Program Manager and primary technical contact for the Consultant. All project questions and contract documentation requirements shall be submitted to Michael Hawley at Jones & DeMille Engineering. He can be contacted by email at michael@jonesanddemille.com, or by phone at 435.722.8267.

The proposals will be evaluated by the Executive Director, Program Manager, and selected board members. Proposals received will be evaluated and scored by each selection committee member. Interviews, if any, with shortlisted firms may be held on **Wednesday, April 10, 2019 beginning at 10 am** at the Law Offices of Blaisdell, Church, & Johnson. The office is located at 5995 S. Redwood Road, Salt Lake City, UT, 84123. All submitting and shortlisted firms that will be interviewed, if any, will be notified of the time for an interview. All submitting firms will be notified in writing after a firm has been selected.

Disclosure and Disposition

Once submitted, the proposal(s) becomes the property of the Coalition, are treated as public documents, and disposed of according to Coalition policies including the right to reject any and all proposal(s).

Proposals shall be open to public inspection according to Coalition policies. The Consultant may request in writing the non-disclosure of trade secrets and other proprietary data, if so identified. Upon request from the Consultant, the Coalition's Executive Director will examine the proposal to determine the requests validity prior to award of the contract. If the Coalition's Executive Director disagrees with the Consultant's request, the Coalition Executive Director will inform the consultant in writing which portion of the proposal will need to be disclosed. At that time, the Consultant will have opportunity to withdraw their proposal. Otherwise, the data will be disclosed.

Insurance Requirements

For all contracts with the Coalition, the Consultant will be required to provide:

General Liability & Automobile: \$1,000,000 per occurrence and \$2,000,000 aggregate with a \$5,000,000 liability umbrella policy.

Valuable Papers & Electronic Media: \$150,000 or value adequate to reproduce media.

Professional Liability: \$10,000,000

ATTACHMENT A

Guidelines for Preparing the Proposal

Introduction

These guidelines were developed to standardize the preparation of proposals by consultants for operations and maintenance plans. The purpose for these guidelines is to assure consistency in format and content of proposals that are prepared by consultants and submitted to the Seven County Infrastructure Coalition. The Proposal should contain the following information in the order listed.

- Introductory Letter - No Points
- Section #1 – Rail Financial Advisor Lead - 30 Points
- Section #2 – Team Member Qualifications - 30 Points
- Section #3 – Experience - 30 Points
- Section #4 – Cost - 10 Points

Note: All submittals must be clear, concise and in recommended format, so the proposals can be evaluated in an efficient and objective manner by the designated Review Team. The six (6) sections in all proposals should be tabbed for easy reference (#1, #2, #3, #4). Statements not tabbed or otherwise labeled will receive a three-point penalty.

Introductory Letter:

The Introductory Letter should be addressed to:

Mike McKee, Executive Director
Seven County Infrastructure Coalition

This one-page letter should contain an expression of the consultant's interest in the work, a statement regarding the qualifications of the consultant to do the work, and any summary information on the project team or the consultant that may be useful or informative to the Seven County Infrastructure Coalition.

The introductory letter should include the mailing address, e-mail address, and phone number of the primary contact person. Certify that the information in the proposal is true and complete. The introductory letter shall be signed by an authorized representative(s) of your organization.

The introductory letter does not count as one of the 30 pages. Begin page numbering with the first page in Section #1.

SECTION 1

Rail Financial Advisor Lead:

Describe the qualifications, experience, capability, availability, and contact phone number and email address of the lead advisor that would be available for and assigned to assist with this consultation. Describe any unique qualifications he/she may bring to this consultation. Resumes may be included. Provide a spreadsheet list of similar or pertinent rail projects or public/private partnership projects each member may have participated in or completed during the last (10) ten years. The spreadsheet should include the following:

- Name of individual and year
- Type of project, its name and location
- Project description, including public/private cooperation
- Project cost and funding sources obtained
- Project timeline, and if successfully executed by the original completion date
- Services performed and value added by individual/firm
- Client reference contact and telephone number
- Statement of applicability

SECTION 2

Team Member Qualifications:

Describe the qualifications, experience, capability, and availability of each of the key members of the team that would be available for and assigned to assist with this consultation. Describe any unique qualifications he/she may bring to this consultation, including experience with and commitment to rural communities. Resumes may be included. Provide a spreadsheet list of similar or pertinent projects or public/private partnership projects each member may have participated in or completed during the last (10) ten years. The spreadsheet should include the following:

- Name of individual and year
- Type of project, its name and location
- Project description, including public/private cooperation
- Project cost and funding sources obtained
- Project timeline, and if successfully executed by the original completion date
- Services performed and value added by individual/firm
- Client reference contact and telephone number
- Statement of applicability

SECTION 3

Experience:

If prior experience and examples of approach and methodology to analyze and identify feasible rail projects, and acquire public and/or private funding to plan, permit, construct and operate such projects is not included in the above responses, please include in **Section 3** response. Explain experience helping clients obtain sufficient shipping contracts to help fund rail.

SECTION 4

Cost:

Fees for Rail Financial Advisory services and when and how those fees will be charged should be included.