

SEVEN COUNTY INFRASTRUCTURE COALITION
Request for Qualifications (RFQ)
For Project Financial Analyst on Potential Thorium Energy Project
Deadline October 2, 2017, 2:00 p.m.

INTRODUCTION AND PURPOSE OF REQUEST

The Seven County Infrastructure Coalition (“Coalition”) is currently comprised of seven Utah counties, Carbon, Daggett, Duchesne, Emery, Sevier, San Juan, and Uintah. The Coalition’s purpose is to be the implementation and ownership entity allowing its members to build essential regional infrastructure elements. The Coalition desires to identify and plan for, procure the public and private funds for, permits, secure rights-of-way, own, and operate revenue-producing infrastructure assets that will benefit the region. Operation and maintenance of these assets will likely be outsourced to third parties. It is contemplated that arrangements with private sector partners will be made in order to share risks and bring needed expertise to various portions of proposed projects.

The Coalition is issuing this Request for Qualifications (RFQ) to seek an individual or team to act as a Project Analyst to advise it and its member counties on a proposed project related to thorium energy. In addition, the Coalition seeks guidance on how to evaluate emerging technologies, and companies or groups proposing projects to the Coalition. The thorium energy facility for producing electricity, etc. is proposed by Alpha Tech Research Corporation.

This is a Qualifications/Experience-Based selection process. Qualifications and pertinent experience will be reviewed during RFQ evaluation. After, 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.

This RFQ is governed by the bylaws, rules, and policies of the Coalition. Questions concerning any aspect of this RFQ should be addressed to the Executive Director of the Coalition, Michael J. McKee, by email at mmckee@7county.utah.gov or by phone at (435) 823-5010.

SCHEDULE OF RFQ AND WORK EVENTS

1. RFQ Issued: Tuesday, August 16, 2017
2. Proposals Accepted: Business hours prior to October 2, 2017, 2:00 PM.
3. Proposal Deadline: **Monday, October 2, 2017, 2:00 PM**

****PROPOSALS WILL NOT BE ACCEPTED AFTER THE 2:00 PM DEADLINE****

4. Selection of top five Proposals: By end of day Wednesday, October 4, 2017
5. Interviews/Final Selection: Anticipated to be Friday, October 6, 2017, at the Carbon County Administration Building at 751 E. 100 N., Price, Utah 84501 beginning at 9:00 a.m.
6. Initial work to be completed with fifty-five (55) days of date of final selection

SCOPE OF WORK SOUGHT THROUGH RFQ

The successful individual/team will assist the Coalition to evaluate the feasibility and viability of projects in general, as well as the proposed thorium energy project, and determine how the Coalition and its members may use their assets to best benefit the public. It is anticipated that the Coalition will primarily do this through various public/private partnerships. Although the analysis will evaluate public/private partnerships, it is not anticipated that the Coalition will enter into a public/private partnership with the successful individual/team under this RFQ. A clearly defined and fully developed report educating the Coalition Board on how it can best evaluate enterprise opportunities—both the potential thorium project and other future projects—is expected and required from the successful individual/team. The following is a more detailed description of the expected scope of work:

1. Develop a model for evaluating proposed projects with emphasis on emerging technologies and start-up companies, that includes appropriate analysis of:
 - a. Potential marketplace competition for proposed project.
 - b. Adequate funding needs for both an immediate project and additional needs to develop in the market.
 - c. Adequate technological background and expertise needed for project and also market demands compared to technological background and expertise of proposed team.
 - d. Market potential compared to market risks and the appropriateness of a public body partnering with a private entity on a proposed project.
 - e. Business experience and successes of the proposed private partner.
 - f. Evaluation of the principals of the proposed projects.
 - g. Prior or current legal actions related to the proposed projects or any of their principals.
 - h. Sources of funding (e.g. private vs. public funding) available to proposed projects.
 - i. Other appropriate criteria for evaluating the current and future proposed projects.
2. Evaluation of the thorium energy project based on the model provided in paragraph 1 above as proposed by Alpha Tech Research Corp.
3. Recommendations on whether the Coalition should proceed with a public/private undertaking with Alpha Tech and if so, an outline of appropriate steps to further such relationship.
4. Other financial analysis as appropriate and helpful, etc.
5. The successful individual/team will be expected to complete the model outlined in paragraph 1, with additional evaluation elements as desired, and the evaluation and recommendations on the thorium energy project provided in paragraphs 2 and 3 in the form of a written report within 55 days of the date of selection. It is anticipated that a selection will be made by the Coalition Board on Friday, October 6, 2017 at 751 E. 100 N., in Price, Utah 84501, starting at 9:00 a.m..

FORMAT AND CONTENTS OF PROPOSAL

The contents of the Proposal should be complete in description and concise in volume. The Proposal should describe your team's capabilities and experience analyzing the emerging technologies and companies, as well as its capabilities and experiences evaluating potential public/private partnerships with appropriate risk/reward criteria for public bodies and risk allocation between public and private partners.

The material presented in the Proposal is expected to clearly reflect qualifications that demonstrate the individual/team's knowledge and experience in business evaluation and public/private partnerships. Proposals should contain a clearly defined and easy to follow outline of a business evaluation model as requested under scope of work, along with a demonstrated understanding of any unique project issues to be addressed in the preparation of the full report from the successful individual/team.

It is important that submittals be clear, concise, and in the recommended format so they may be evaluated in an objective manner by the selection team. The selection committee reserves the right to reject a Proposal for failure to comply with RFQ format requirements, described below:

1. **Format:** 8 ½ x 11 paper size; qualification spreadsheet may be on 8 ½ x 14 paper.
2. **Length:** 10 pages, excluding index sheets, section dividers, cover letter, table of contents, and any attachments (including the qualification spreadsheet and any attached resumes). Please keep firm boilerplate to a minimum.
3. **Contents:** Proposals should contain the following components in the order indicated
 - a. **Introductory Letter:** Include the mailing address, e-mail address, and phone number of the primary contact person, certify that the information contained is true and complete, and be signed by the organization's authorized representative(s).
 - b. **Qualifications:** Beginning with the Lead Analyst, 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. Resumes may be included as attachments.
 - c. **Prior Experience:** Summarize the team's relevant prior experience, including:
 - Prior experience evaluating project opportunities, with emphasis in the fields of nuclear energy.
 - Prior experience assisting emerging technologies to come to market.
 - Prior experience advising public bodies on creative public/private partnerships
 - d. **Analysis Model:** Provide an outline of the proposed business evaluation model to identify feasible projects, evaluate various kinds of risks, obtain permits, and secure public and private funding to construct and operate feasible projects as set forth in paragraph 1 of the Scope of Work, with additional evaluation elements as desired. Identify ways in which the model can be applied to public/private partnerships, or projects in which a public body participates. Describe how this approach applies to a potential project, in general, and including the proposed thorium energy project, in particular.

- e. Cost: Estimate and provide a description of the cost to provide the work identified in the Scope of Work and the cost to provide additional financial analyses and related services beyond the initial Scope of Work.
 - f. Qualification Spreadsheet: Attach a spreadsheet list of similar or pertinent projects or public/private partnership projects each team member has participated in or completed during the last five (5) years, which should include the following:
 - Name of Analyst Manager and year
 - Type of project, its name and location
 - Project description, including public/private cooperation
 - Project cost
 - Services performed and value added by Analyst
 - Client, reference contact and telephone number
 - Statement of applicability
4. **Number and Form of Copies of Proposal**:
- a. Three (3) hard copies, bound in some economic fashion, AND
 - b. One (1) electronic PDF file on a CD or Flash Drive. This should be labeled with the primary contact person's name, phone number, and email address.

SUBMISSION OF PROPOSAL:

1. Deliver three (3) hard copies and one (1) electronic PDF file on a CD or flash drive, all in a sealed envelope clearly marked "Coalition Thorium Project Financial Analyst" to:

Seven County Infrastructure Coalition
 c/o Blaisdell, Church & Johnson, LLC
 Attn: Michael J. McKee
 5995 S. Redwood Rd.
 Salt Lake City, Utah 84123
2. Electronic or faxed Proposals other than the one electronic PDF file on a CD or flash drive will not be accepted.
3. Courtesy copies may be emailed to mmckee@7county.utah.gov and eric@bcjlaw.net but the courtesy copies will not be accepted in lieu of hard copies or the electronic PDF file on a CD or flash drive.
4. All submissions must be received by **Monday, October 2, 2017, 2:00 PM**

REVIEW OF PROPOSALS: SELECTION TEAM & EVALUATION CRITERIA:

The Executive Director will review and score each Proposal based on all of the required contents of the Proposal—qualifications, experience, past projects, reputation, references, analysis model, application of analysis model, and proposed cost—after which the selection committee, which will likely be the full Coalition Board, will review and score the Proposals in a similar manner. Both the Executive Director and the selection committee will evaluate the Proposal based on whether the submitter will be able to provide the full Scope of Work in a timely and competent manner.

The scoring of these criteria by the Executive Director and selection committee will be as follows:

- Qualifications/experience with evaluating projects for investment———15%
- Qualifications/experience with public/private partnerships———15%
- Qualifications/experience with nuclear power/thorium energy projects——25%
- Completeness and strength of proposed model for project analysis———25%
- Ability to meet project deadlines———5%
- Cost———15%

The top five individuals/teams will be notified in advance of the October 6, 2017, meeting that they have been selected for consideration by the selection committee and asked to attend the October 6, 2017 Coalition meeting in Price beginning at 9:00 a.m. at the Carbon County Administration Building at 751 E. 100. It is expected that the Coalition will make a final selection at the October 6, 2017, meeting. **THE COALITION RESERVES THE RIGHT TO REJECT ALL PROPOSALS.** All firms will be notified in writing after a selection is made.

STANDARD CONTRACT TERMS AND CONTRACT NEGOTIATION

The Coalition does not have standard contract terms that will be applied to this RFQ. The contract, including fees for services and other costs will be negotiated after final selection of the successful individual/team.

CONFIDENTIAL INFORMATION AND RETENTION OF PROPOSALS

Once submitted the Proposal becomes the property of the Coalition and will be kept and disposed of according to Coalition policies. All Proposals shall be open to public inspection according to Coalition policies and applicable law. The submitter may request in writing at the time of submission, the non-disclosure of trade secrets and other proprietary data so identified. It is the submitter's sole responsibility to mark as proprietary any specific information contained in their Proposal that is not to be disclosed to the public or used for purposes other than evaluation of the Proposals. Pricing, proposed services, and proposed work elements of the Proposal will not be considered proprietary.

Upon request from the Analyst, the Coalition will examine the portions of the Proposal designated as confidential to determine the request's validity for protection under the Utah Government Access Management Act (GRAMA) prior to award of the contract. If the Coalition disagrees with the submitter's designation, the Coalition will inform the submitter in writing what portion of the Proposal will need to be disclosed. At that time, the submitter will have opportunity to withdraw their Proposal. Otherwise, the data will be disclosed.