

**Seven County Infrastructure Coalition
Request for Qualifications (RFQ)
For Project Financial Analyst on Potential Thorium Energy and Hydrogen Plant Projects
deadline August 1, 2017**

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 seeks an individual or team to act as a Project Analyst to advise it and its member counties on two proposed projects, how to evaluate emerging technologies, and the respective project teams. One project is a thorium energy facility for producing electricity, etc. as proposed by Alpha Tech Research Corporation. The second project consists of hydrogen plants to be used as fueling stations for hydrogen/electric semi-trucks as proposed by Nikola Motor Company, LLC.

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.

Schedule

Responses will be due by Tuesday, August 1, 2017 at 2:00 p.m. Three sealed hard copies of Responses/Proposals and one electronic PDF file on a CD or flash drive, all in a sealed envelope clearly marked “Coalition Project Financial Analyst” should be submitted to the following address:

Michael J. McKee
Executive Director
Seven County Infrastructure Coalition
c/o Blaisdell, Church & Johnson, LLC
5995 S. Redwood Rd.
Salt Lake City, Utah 84123

Courtesy copies may be emailed to mmckee@7county.utah.gov and to eric@bcjlaw.net but the courtesy copies will not be accepted in lieu of hard copies.

Questions should be submitted to mmckee@7county.utah.gov or by phone at (435) 823-5010.

It is anticipated that a selection will be made by the Coalition Board on Friday, August 4, 2017. The meeting will be in Price, Utah at the Carbon County Administration Building at 751 E. 100 N., Price, Utah 84501. Completed reports on the hydrogen project will be required within 25 days of the date of selection, and completed reports on the thorium project and overall evaluation model will be required within 75 days of the date of selection.

Scope of Work

The following is the draft scope of work:

1. Develop a model for evaluating proposed projects with emphasis on emerging technologies and start-up companies, that includes:
 - 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 entity.
 - 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. Other sources of funding (i.e. private 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 paragraph 1 above as proposed by Alpha Tech Research Corp.
3. Evaluation of the hydrogen plant project based on paragraph 1 above as proposed by Nikola Motor Company, LLC
4. Ability of individual/team to fully complete the report within 25 days of the date of selection for the hydrogen project and within 75 days of the date of selection for the thorium project and evaluation model.
5. Other financial analysis as appropriate and helpful, etc.
6. Recommendations on whether the Coalition should proceed with a public/private undertaking with one or both of the proposing companies and if so, an outline of appropriate steps to further such relationship.

The successful individual/team will assist the Coalition to evaluate the feasibility and viability of projects in general, as well as the proposed projects, 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. A clearly defined and fully developed report educating the Coalition Board on how it can best evaluate enterprise opportunities is expected and required from the successful individual/team. It is recommended, but not required, that each response contain separate pricing for each proposed project, as a separate analyst may be selected for each of the two proposed projects.

Selection Team/Evaluation Criteria:

The contents of the response should be complete in description and concise in volume. The response 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. Responses shall be hard copy and electronic format and shall not exceed 10 pages in length, excluding index sheets/section dividers, cover letter, table of contents, and any required attachments. Submittals should be formatted to 8.5 x 11 inch pages, with a font size no smaller than 12 point, and line spacing no less than single-spaced.

The material presented in the response is expected to clearly reflect qualifications that demonstrate the individual/team’s knowledge and experience in business evaluation and public/private partnerships. Responses 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.

The Executive Director will review and score each response or proposal using the following criteria and the top five responses then will be reviewed and scored by a selection committee, which will likely be the full Coalition Board, using the following criteria:

Project team qualifications for each project	20%
Project team experience for each project	20%
Project understanding and approach for each project	40%
Cost for each project	20%

The top five individuals/teams will be notified in advance of the August 4, 2017, meeting that they have been selected for consideration by the selection committee (likely the Coalition Board) and asked to attend the August 4, 2017 Coalition meeting in Price, Utah beginning at 9:00 a.m. at the Carbon County Administration Building at 751 E. 100. THE COALITION RESERVES THE RIGHT TO REJECT ALL PROPOSALS. All firms will be notified in writing after a selection is made.

Fee Negotiation

A fee for-services will be negotiated following selection of the successful individual/team. The work will need to be completed within 25 days from the date of selection for the hydrogen project and within 75 days from the date of selection for the thorium energy and evaluation model.

Disclosure and Disposition

Once submitted the response becomes the property of the Coalition and will be disposed of according to Coalition policies including the right to reject responses/proposals.

Responses of all Analysts shall be open to public inspection according to Coalition policies. The Analyst may request in writing at the time of submission, the non-disclosure of trade secrets and other proprietary data so identified. Upon request from the Analyst, the Coalition will examine the proposal 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 Analyst's request, the Coalition will inform the Analyst in writing what portion of the response will need to be disclosed. At that time, the Analyst will have opportunity to withdraw their response. Otherwise, the data will be disclosed.

RFQ Deadline

1. Request for Qualifications (RFQ) Due Date is: **Tuesday, August 1, 2017, 2:00pm**
2. Deliver (3) hard copies and one electronic PDF file on a CD or flash drive, all in a sealed envelope clearly marked "Coalition 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
3. Electronic or faxed RFQ's will not be accepted but a courtesy copy 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. **RFQ's will not be accepted after the 2:00pm deadline.**

RFQ Components

1. The Request for Qualifications should contain the following components in the order listed:
 - Introductory Letter
 - Analyst lead qualifications, and pertinent experience
 - Analyst team member qualifications, and pertinent experience
 - Approach to identify feasible projects and obtain permits, and public and private funding to construct and operate feasible projects
 - Prior experience evaluating project opportunities, with emphasis in the fields of nuclear and/or highway transportation.
 - Prior experience assisting emerging technologies to come to market.
2. Introductory Letter – 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. Signed by authorized representative(s) of your organization.
3. 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. 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 (5) five years. The spreadsheet 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. Questions concerning this RFQ should be addressed to:

mmckee@7county.utah.gov or by phone at (435) 823-5010.

RFQ Format Requirements

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.

1. Three (3) RFQ hard copies.
2. One (1) electronic PDF file on a CD or Flash Drive. This should be labeled with the Lead's name, phone number, and email address.
3. 8 ½ x 11 paper size, except for qualification spreadsheet which may be on 8 ½ x 14 paper.
4. Each copy should be bound in some economic fashion. The total length of the RFQ should not exceed 10 pages. Please keep firm boilerplate to a minimum.
5. Proposers are requested 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. If elements of the proposal are marked as proprietary, the Coalition will determine whether the information can be kept confidential, and notify the proposer if its findings indicate that desired proprietary information may be required to disclose to the public, if requested. If the proposer does not agree with this determination, the proposal may be withdrawn from consideration.