



BRIEFING: FEBRUARY 14, 2017 BOARD MEETING AGENDA ITEM #4

TO: Chairman Richard and Board Members

FROM: Alan Glen, Director of Real Property

DATE: February 14, 2017

RE: Consider Awarding Contracts for Right-of Way Support Services

Summary of Requested Action

Authority staff recommends that the Board approve the award of contracts for Right-of-Way Services to the six entities below:

- (1) California Property Specialists, Inc.;
- (2) Continental Field Service Corp.;
- (3) Associated Right of Way Services, Inc.;
- (4) Universal Field Services, Inc.;
- (5) Bender Rosenthal, Inc.; and
- (6) Overland, Pacific & Cutler.

The six four-year contracts shall be for equal amounts in a not-to-exceed total of \$44 million.

Background

The California High-Speed Rail Authority (Authority) is responsible for acquisition of real property in excess of 1615 parcels for the successful delivery of the First Construction Section in the Central Valley comprised of Construction Packages 1, 2-3 and 4 totaling approximately 120 miles. Right-of-Way support services are required to assist in accomplishing this task. To date, the Authority has delivered to the design-build contractors a total of 1003 parcels. Given the magnitude of the right-of-way acquisition effort, staff requested authorization to procure additional support services in March 2016.

Prior Board Action

In March of 2016, the Authority Board of Directors (Board) authorized to release a Request for Proposals (RFP) to obtain Proposals from qualified entities to provide Right-of-Way Services, with the goal of selecting multiple contractors for four-year contracts with a total not-to-exceed budget of \$44,000,000 for all contracts awarded as a result of this RFP. (See Resolution #HSRA 16-08, which is attached).

Discussion

RFP Process

The Right-of-Way Services RFP process has been managed directly by Authority staff consistent with the State's competitive procurement process. Subsequent to release of the RFP, evaluation of the eleven Proposals received, and interviews awarded to seven companies, six companies were selected for award of contract. A Protest was then issued by Briggs Field Services, Inc., who was not selected for contract award. The Authority evaluated the grounds, including the amended grounds allowed by the Department of General Services, and chose to re-issue a modified RFP, HSR No. 16-10.

The new RFP was advertised on November 18, 2016 and managed consistently with State rules, Board policies and published evaluation criteria. A total of eight companies submitted proposals as follows: (1) Associated Right of Way Services, Inc. (ARWS); (2) Bender Rosenthal, Inc. (BRI); (3) Briggs Field Services, Inc. (Briggs); (4) California Property Specialists, Inc. (CPSI); (5) Continental Field Service Corp. (CFS); (6) GWLand Associates, Inc. (GWLand); (7) Overland, Pacific & Cutler (OPC); and (8) Universal Field Services, Inc. (Universal).

Evaluation Process

The RFP Proposals were reviewed and evaluated by Authority staff in accordance with the Authority's policies, procedures, and published RFP criteria. The Evaluation Selection Committee (ESC) evaluated and scored all Technical Proposals based on the Evaluation Criteria in Attachment B of the RFP on a consensus basis. There was a maximum of 40 points possible for the Technical Proposal Evaluation and Scoring areas:

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|---|-----------|
| 1. Past Performance and Experience | 12 points |
| 2. Understanding of Project Requirements (Project Criteria) | 8 points |
| 3. Organization and Management Plan | 6 points |
| 4. Key Personnel and Task Managers | 3 points |
| 5. Staffing Plan | 8 points |
| 6. Small Business Participation | 3 points |

The Technical Proposal consensus scoring results are as follows:

Proposer:	ARWS	BRI	Briggs	CFS	CPSI	GWLand	OPC	Universal
Criteria (below):								
Past Performance and Experience	11	10	9	11	10	6	9	11
Understanding of Project Requirements (Project Criteria)	7	7	4	8	7	4	7	8
Organization and Management Plan	5	6	4	5	6	3	4	6
Key Personnel and Task Managers	3	3	2	3	3	2	2	3
Staffing Plan	7	7	5	7	7	3	7	8
Small Business Participation	3	3	3	3	3	3	2	3
Total Technical Score:	36	36	27	37	36	21	31	39

In evaluating Cost Proposals, the ESC followed the RFP criteria and awarded cost points based upon a Cost Evaluation Form. The RFP provided that the Proposer with the lowest total cost would be awarded the full 30 points. The remaining Proposers were awarded total cost points based on the formula: $(\text{Lowest Total Cost} / \text{Other Total Cost}) \times 30 \text{ points} = \text{Other Total Cost Proposal Score}$.

The Cost Proposals were checked and CPSI had the lowest Total Cost, and was awarded the full 30 points. The results of the scoring for all eight Proposers were as follows:

ARWS	$(\$118,633.50 / \$177,671.00) \times 30 = 20.0$ points
BRI	$(\$118,633.50 / \$177,714.25) \times 30 = 20.0$ points
Briggs	$(\$118,633.50 / \$196,500.00) \times 30 = 18.1$ points
CFS	$(\$118,633.50 / \$139,642.00) \times 30 = 25.5$ points
CPSI	$(\$118,633.50 / \$118,633.50) \times 30 = 30.0$ points
GWLand	$(\$118,633.50 / \$174,763.50) \times 30 = 20.4$ points
OPC	$(\$118,633.50 / \$169,349.50) \times 30 = 21.0$ points
Universal	$(\$118,633.50 / \$188,284.25) \times 30 = 18.9$ points

The Cost Proposal score was added to the Technical Proposal score, for a maximum possible Proposal Score of 70 points. The combined scores of the Technical Proposal and Cost Proposal results were as follows:

Proposers:	ARWS	BRI	Briggs	CFS	CPSI	GWLand	OPC	Universal
Technical/Cost Score:	56	56	45.1	62.5	66	41.4	52	57.9

In accordance with Section 6.2.4 of the RFP, Interviews with the ESC were held with the six highest scored Proposers. The ESC used the same five standard questions developed to conduct the Interviews. Proposer responses were scored in accordance with the criteria contained in Attachment C of the RFP. There were 30 points possible for the Interview. The results of the Interviews of the six Proposers were as follows:

Proposers:	ARWS	BRI	CFS	CPSI	OPC	Universal
Interview Score:	28	25	25	24	26	25

Final selection was determined in accordance with the RFP criteria, including the highest overall Final Score resulting from combined scores of the Technical Proposal Score, Cost Proposal Score and Interview Score. Based upon the below Final Scores, staff is recommending that contract awards be made to the four highest scored Proposers, as well as the fifth and sixth ranked Proposers, who were within five points of the fourth ranked Proposer (consistent with the published criteria). The Breakdown of total Final Scores was as follows:

Proposers:	ARWS	BRI	Briggs	CFS	CPSI	GWLand	OPC	Universal
Technical Proposal/Cost Proposal Score:	56	56	45.1	62.5	66	41.4	52	57.9
Interview Score:	28	25	0	25	24	0	26	25
Total Score:	84	81	45.1	87.5	90	41.4	78	82.9
Rank	3	5	7	2	1	8	6	4

After issuance of the Notice of Proposed Award on December 22, 2016, GWLand Associates, Inc., a Proposer not selected for contract award, issued a Protest with the Department of General Services. Ultimately the Protest was withdrawn, and the Authority can now proceed with Board approval.

Authority staff now seeks approval to award contracts for Right-of-Way Services. The total value of the services required for Administration and Project Management, Appraisals, Phase I and Phase II Environmental Site Assessments, Land Rights and Real Property Acquisition, Relocation Assistance and Other Real Property Services will not exceed \$44 million with contract terms of four years.

The six contracts will be managed through task orders, which will emphasize work performance and timely delivery. The resulting contracts will contain 30-day termination clauses and require compliance with the Authority's Small and Disadvantaged Business Enterprise Program and the

applicable 30 percent participation goal for Small Businesses, inclusive of Disadvantaged Business Enterprises, Disabled Veteran Business Enterprises, and Microbusinesses.

Legal Approval

The Chief Counsel and legal staff have confirmed that this Board item complies with all applicable Board policies and Authority procedures, Public Utilities Code Section 185036, and State and federal law.

Budget Implications

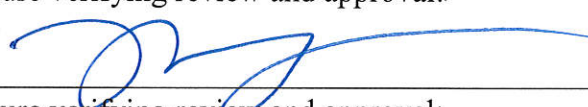

These six contracts in the total not-to-exceed amount of \$44 million are consistent with cost projections and do not represent any growth of costs associated with delivery of right-of-way from Merced to Bakersfield. Funding for this item will come from state and potentially federal funding sources and are available within the current Right-of-Way Budget.

Recommendations

Staff recommends that the Board approve the award of contracts for Right-of-Way Services to the six entities below:

- (1) California Property Specialists, Inc.;
- (2) Continental Field Service Corp.;
- (3) Associated Right of Way Services, Inc.;
- (4) Universal Field Services, Inc.;
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The six four-year contracts shall be for equal amounts in a not-to-exceed total of \$44 million.

REVIEWER INFORMATION	
Reviewer Name and Title: Russell Fong, CFO	Signature verifying review and approval: 
Reviewer Name and Title: Thomas Fellenz, Chief Counsel	Signature verifying review and approval: 

Attachments

- Draft Resolution #HSRA 17-06
- Resolution #HSRA 16-08