



CALIFORNIA

High-Speed Rail Authority

Request for Qualifications Nos. HSR 24-60 and HSR 24-61 for Right-of-Way Engineering (ROWE) and Survey Support Services (Merced to Bakersfield ROWE I and ROWE II)

Pre-Bid Conference

May 16, 2025

WELCOME AND AGENDA

- Moderator
 - » Alice Rodriguez, Deputy Director of External Affairs
- Procurement and Contract Overview
 - » Andrew Prack, Supervising Land Surveyor
 - » Ruben Aparicio, Supervising Land Surveyor
- Small Business Program Overview
 - » Chardena Valley, Small Business Advocate
- Organizational Conflicts of Interest Overview
 - » Tawnya Southern, Attorney V, Authority Legal Office

IMPORTANT PROCUREMENT PROCESS DETAILS

- **ROWE and Survey Support Services (Merced to Bakersfield ROWE I and ROWE II) RFQs Webpage:**
<https://hsr.ca.gov/business-opportunities/procurements/architectural-engineering-and-capital-contracts/right-of-way-engineering-and-survey-support-services-merced-to-bakersfield-rowe-i-and-rowe-ii-requests-for-qualifications/>

Or go to: www.hsr.ca.gov, then [Business Opportunities](#), select Procurements from the drop-down list, then [Architectural & Engineering \(A&E\) and Capital Contracts](#), then [Right-of-Way Engineering and Survey Support Services \(Merced to Bakersfield ROWE I and ROWE II\) Requests for Qualifications](#)

This webpage will include:

- Pre-Bid Video
- PowerPoint presentations
- Registrant list
- **Submit procurement questions to ROWE@hsr.ca.gov**
- **Questions due by Friday, May 23, 2025 (for both ROWE I and ROWE II)**



Project Overview

Alice Rodriguez

Deputy Director of External Affairs



Connecting California

Program Highlights

- **Phase 1**
 - 494 Miles
 - San Francisco to Los Angeles/Anaheim
- **Phase 2**
 - After Phase 1 - Extends 300 Miles
 - Connections to Sacramento and San Diego
- **Travels at Approximately 220 mph**
- **Up to 24 Stations**



Where We Are Today

2024 Progress

- **Today:**

- 171 miles under construction or under advance design in the Central Valley
- 463 Miles from downtown San Francisco to downtown Los Angeles is environmentally cleared
- One remaining segment to be environmentally cleared in 2025
- Station Design for four Central Valley Stations is underway





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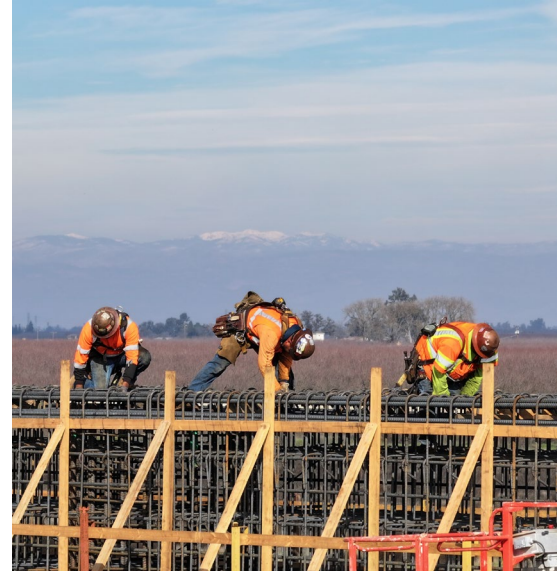
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JOBS AND COUNTING

- **14,000+ Construction Jobs Created Since Construction Began**
 - Average 70% Workers from Disadvantaged Communities
- **880+ Small Businesses Employed**



Central Valley Stations Under Design

Merced



Fresno



Kings Tulare



Bakersfield



Procuring Trainsets





Request for Qualifications No. HSR24-60 and HSR24-61 ROWE and Survey Support Services (Merced to Bakersfield ROWE I and ROWE II)

Andrew Prack

**Supervising Land Surveyor
(ROWE I)**

Ruben Aparicio

**Supervising Land Surveyor
(ROWE II)**



Right-of-Way Engineering and Survey Support Services

Scope of Work

- The Authority has issued the two RFQs to receive Statements of Qualifications (SOQs) from qualified firms (Offerors) for Right-of-Way Engineering and Survey Support Services (Merced to Bakersfield ROWE I and ROWE II). The ROWE I and ROWE II consultants will provide personnel and expertise to prepare Right-of-Way appraisal maps, legal descriptions, land surveying, staking, monumentation, record maps, exhibits to support ROW acquisition and/or Resolution of Necessity packages, and other required services.
- The geographic scope for the services in both RFQs will be located in the 171-mile Merced to Bakersfield segment in the Central Valley.
- As the Authority's program evolves, other geographic locations may be added later at the Authority's direction by Task Order.

Right of Way Engineering and Survey Support Services

Procurement and Key Contract Terms

- The two RFQs are A&E qualifications-based selection procurements.
- Refer to the RFQs for more detail regarding the qualifications, criteria, scoring and the evaluation process.
- The term of each contract will be four years.
- The total contract value resulting from each RFQ will not exceed \$10 million dollars.
- The fee is set at 9.5%.
- The contract includes the Authority's current HSR SB Program Plan requirements, which establishes a 25 percent Small Business goal, inclusive of a 3 percent goal for Microbusinesses, a separate 10 percent Disadvantaged Business Enterprise goal, as well as a 3 percent Disabled Veteran Business Enterprise goal.
- The Authority will enter into limited negotiations with the top-ranked Offeror for each procurement.
- Proposed rates and costs will be provided by the top-ranked Offeror for each RFQ after the Notice of Proposed Award is issued.
- A pre-award review will be conducted concurrently with the process to finalize the contracts.

Key Personnel and Additional Expertise

- Key Personnel are subject matter experts with the qualifications required for this work for the duration of the contract resulting from each RFQ. The Key Personnel include:
 - **Principal-in-Charge**
 - **Project Manager**
 - **Quality Manager**
- The Principal-in-Charge provides oversight of the firm, controls resources, and staffing. It is also the responsibility of the Principal-in-Charge to track and manage the Key Personnel positions in accordance with the contract requirements and to meet scheduling, technical, and work requirements.
- The Project Manager will be responsible for the day-to-day activities of the consultant team, serve as the surveyor in responsible charge, and shall be the liaison with the Authority's contract manager.
- The Quality Manager will be responsible for assuring the professional quality, technical accuracy, completeness, and consistency of all ROW engineering activities, documents and deliverables.
- Please refer to the RFQs and Draft Agreements for the specific details and requirements for these Key Personnel positions.

Key Procurement Dates

ROWE I

Key Dates	Activity Description
Monday, April 28, 2025	RFQ advertised
Friday, May 16, 2025	Virtual Pre-Bid Conference
Friday, May 23, 2025	Last day to submit written questions
Tuesday, July 8, 2025	SOQs due by 12:00 PM Pacific Time
August 2025	Notice of Proposed Award
September 2025	Notice to Proceed Issued

Key Procurement Dates

ROWE II

Key Dates	Activity Description
Friday, May 9, 2025	RFQ advertised
Friday, May 16, 2025	Virtual Pre-Bid Conference
Friday, May 23, 2025	Last day to submit written questions
Tuesday, August 5, 2025	SOQs due by 12:00 PM Pacific Time
September 2025	Notice of Proposed Award
October 2025	Notice to Proceed Issued



California High-Speed Rail Industry Update

Small Business Program Overview Chardena Valley

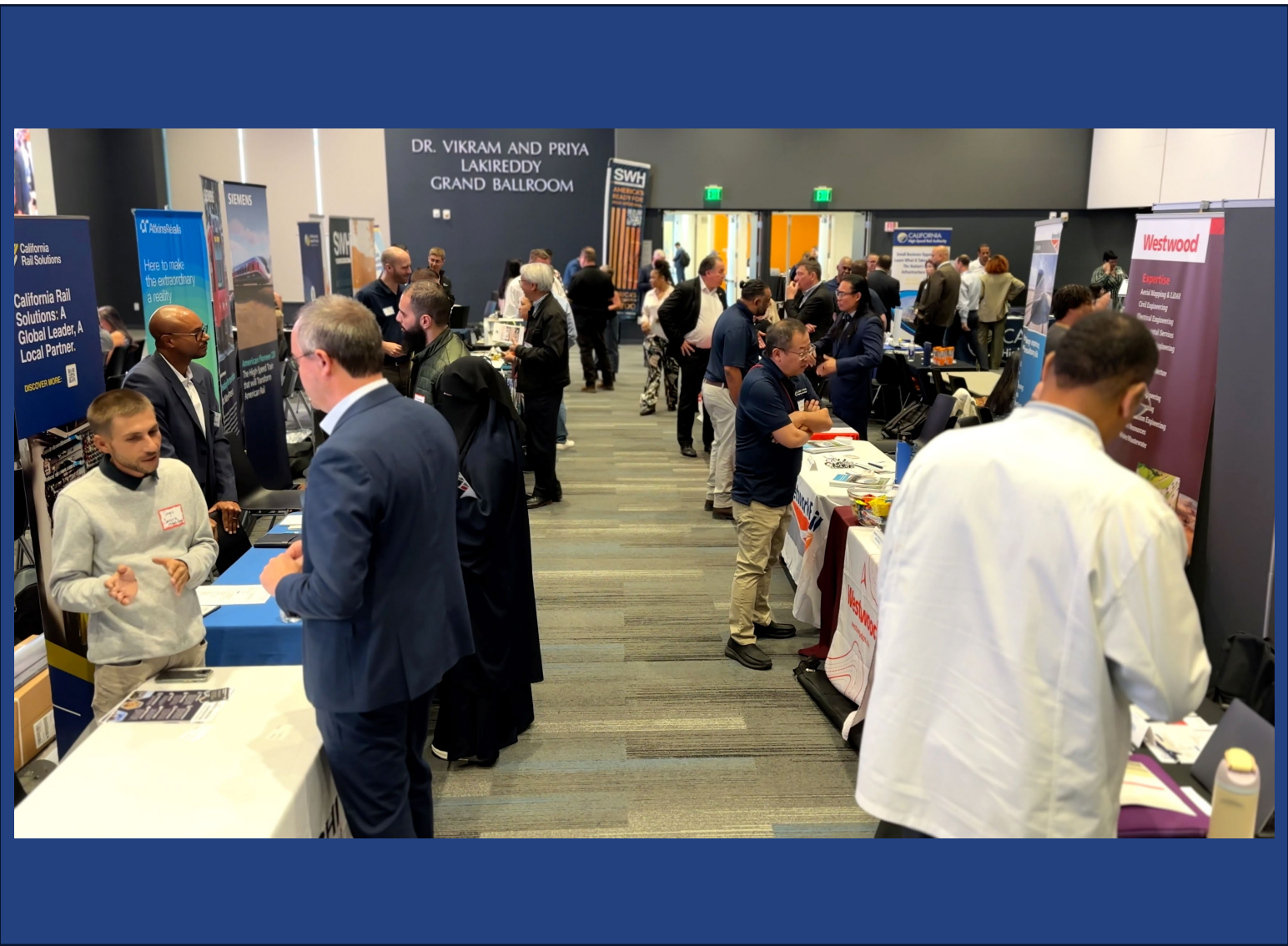
Small Business Development and Compliance Branch

Small Business Program

sbprogram@hsr.ca.gov



Small Business By the Numbers



SMALL BUSINESS PARTICIPATION (as of February 2025)

908 Certified Small Businesses
working on the high-speed
rail program statewide

317 Certified Disadvantaged Business Enterprises
112 Certified Disabled Veteran Business Enterprises

NORTHERN CALIFORNIA:
331 Certified
Small
Businesses

CENTRAL VALLEY:
243 Certified
Small
Businesses

SOUTHERN CALIFORNIA:
303 Certified
Small
Businesses

OUTSIDE OF CALIFORNIA:
31 Certified
Small
Businesses

Small Business Participation Goal Breakdown

Blended State and Federal	100% State Funded	100% Federal Funded (including grants)
3% Disabled Veteran Business Enterprise (DVBE) goal, which will be applied across the total contract value.	3% DVBE goal	17% Disadvantaged Business Enterprise (DBE) goal
10% DBE goal, which will also be applied across the total contract value.	25% Small Business goal using all categories that qualify under the state standard, which includes certified Small Business and SB-PW. <ul style="list-style-type: none"> Of that 25% we will designate 3% microbusiness 	
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Small Business Goal Requirements for the Right-of-Way Engineering (ROWE) and Survey Support Services (Merced to Bakersfield ROWE I and ROWE II)

- These RFQs and contracts incorporate the Authority's HSR SB Program Plan, dated November 2, 2023, which establishes a 25% Small Business goal, inclusive of a 3% goal for Microbusinesses. It also requires a separate 10% Disadvantaged Business Enterprise goal as well as a 3% Disabled Veteran Business Enterprises goal.
- For both contracts, the blended funds breakdown is 44% state and 56% federal with the current anticipated total contract value of \$10,000,000. Of that amount, the total Small Business value is \$1,104,444 inclusive of the Microbusiness carveout value of \$33,133. The Disadvantaged Business Enterprise value is \$1,000,000 and the Disabled Veteran Business Enterprises value is \$300,000.

Commitment to Diversify

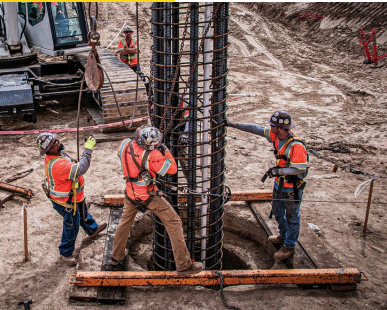
Small Business Certification Overview

Certifications That Count Toward the Overall Goal:

- **California Department of General Services**
 - Small & Micro Businesses (SB / MB)
 - Disabled Veteran Business Enterprises (DVBE)
 - Small Business for Public Works (SB-PW)

state
- **California Unified Certification Program**
 - Disadvantaged Business Enterprises (DBE)

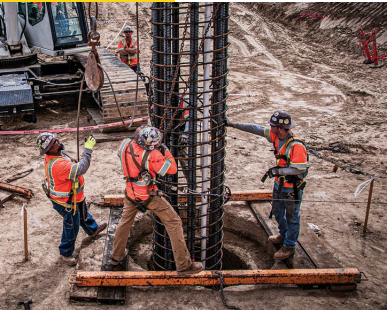
federal



Small Business Teams

Exclusivity

- » There is no prohibition against Subconsultants/Subcontractors being exclusive to one Offeror, however, exclusivity is strongly discouraged for SB/DBE/DVBE Subconsultants/Subcontractors



Connect HSR

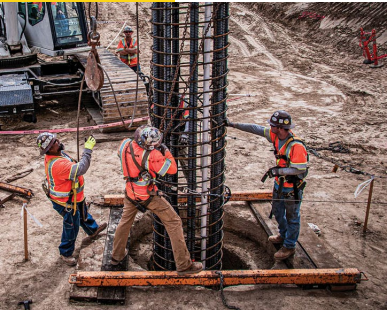
High-Speed Rail Vendor Registry



Free Online Tool to Connect with Business Opportunities

Open to All Businesses, Large & Small

- **List Your Business:**
 - Type of Business
 - Services Offered or Supplies Sold
 - Service Counties
 - Certifications
- **Learn About:**
 - Future Contracting Opportunities
 - Trainings/Workshops
- **Register At:**
 - www.connecthsr.com





CALIFORNIA
High-Speed Rail Authority

SB Workshop Registration





CALIFORNIA HIGH-SPEED RAIL AUTHORITY

Organizational Conflicts of Interest Overview

Tawnya Southern

Attorney V, Authority Legal Office



ORGANIZATIONAL CONFLICTS OF INTEREST

- All entities desiring to enter into an Authority contract must comply with its Organizational Conflict of Interest (OCOI) Policy (Policy).
- **Why is the OCOI Policy necessary?**
 - » Our federal grants require it;
 - » Ensures a fair and transparent procurement process, maximizing competition and minimizing exposure to bid protests; and
 - » Ensures compliance with state and federal procurement laws and regulations.
- The OCOI Policy was originally adopted in 2011 and was last updated in 2023.

OCOI POLICY DEFINITION

An “Organizational Conflict of Interest” is defined in the OCOI Policy as:

“...a circumstance arising out of a Contractor’s existing or past activities, business or financial interests, familial relationships, contractual relationships, and/or organizational structure (i.e., parent entities, subsidiaries, Affiliates, etc.) that results or would result in:

- **impairment or potential impairment of a Contractor’s ability to render impartial assistance or advice to the Authority or of its objectivity in performing work for Authority,**
- **an unfair competitive advantage for any Contractor bidding or proposing on an Authority procurement, or**
- a perception or appearance of impropriety with respect to any of the Authority’s procurements or contracts or a perception or appearance of unfair competitive advantage with respect to a procurement by the Authority (regardless of whether any such perception is accurate).”

ORGANIZATIONAL CONFLICTS OF INTEREST

- Two general situations in which an organizational conflict of interest will be found to exist for a contractor:
 - » 1. A contractor has an unfair competitive advantage
 - *Example: A contractor has inside or non-public information about a procurement*
 - *Example: A contractor provides services related to a procurement and then bids on it*
 - » 2. A contractor's objectivity in performing its contractual obligations for the Authority would be compromised such that it could not provide impartial assistance
 - *Example: A contractor on Contract A is in a position to oversee its own work on Contract B and mitigation is not possible*

OCOI POLICY FLEXIBILITY

- A common misperception is that Contractors are generally “conflicted” out simply because of current or prior work on the Project.
- While some conflicts cannot be mitigated, the vast majority of OCOI determinations find that a contractor may participate in the desired procurement and resulting contract.
- The Policy states that “the Authority recognizes that its goals must be balanced against the need to not unnecessarily restrict the pool of potential proposers or bidders available to participate in Authority procurements and contracts.”
- If a potential conflict is recognized, the Policy requires consideration of numerous factors to determine whether the contractor may participate in the contract and whether mitigation or safeguards may be implemented to permit participation.
- Such safeguards are commonly applied to allow participation and include measures like ethical walls and release of work product.

OCOI REVIEW PROCESS

- Interested Contractors should review Section 3.7 of the RFQs and the Authority's Organizational Conflict of Interest Policy: <https://hsr.ca.gov/business-opportunities/general-info/organizational-conflict-of-interest-policy/>
- If the interested Contractor has any concerns that it may have an actual or perceived OCOI, it should request a determination from the Authority (instructions on next slide).
- Advanced or pre-clearance is not necessary if there are no concerns regarding an actual or perceived OCOI.
 - » *Example: A Contractor has never worked on the high-speed rail project nor a related project and has no financial affiliations with Authority Contractors*
- In conjunction with its participation in the SOQ submission, all interested Contractors will submit Form C: Organizational Conflicts of Interest Disclosure Statement in which it will either disclose potential OCOIs or indicate that it has none to disclose.
 - » *Current HSR contracts should be disclosed on this form*

IMPORTANT NOTICE: REQUIRED OCOI DETERMINATIONS

- For these procurements, Offerors with existing ROWE contracts and/or Offerors who intend to submit SOQs on both RFQs, **are required to submit a request for an organizational conflict of interest (OCOI).**
- Failure to submit an OCOI prior to submittal of an SOQ may delay the contract award.

HOW TO REQUEST AN OCOI DETERMINATION

- Requests for Organizational Conflict of Interest determinations should be submitted to the Authority's Chief Counsel, at Legal@hsr.ca.gov, referencing the RFQ No. HSR24-60 or RFQ No. HSR24-61.
 - When submitting the determination request, please provide a response to the information requested in the Organizational Conflict of Interest Checklist, items 1-8, in RFQ Section 3.7.
- The Authority's OCOI determination process includes the following steps:
 - After the request is received, an investigation and analysis, including potential mitigation options, is performed by the attorneys.
 - The requestor will often be asked for additional information and/or documents necessary for the OCOI determination.
 - The Chief Counsel makes the final determination and informs the requestor by letter, which discusses the relevant facts and applicable OCOI Policy provisions.
 - A requestor who does not agree with an OCOI determination may contact the Chief Counsel to raise additional relevant facts and information.

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THANK YOU