



CALIFORNIA
High-Speed Rail Authority

Welcome to the Co-Development Request for Qualifications Virtual Pre-Bid Conference

Tuesday, January 6, 2026
8:15 am Pacific Time

Welcome and Agenda

- **Introduction**

Emily Morrison, Chief of Contracting

- **Co-Development Agreement RFQ Presentation**

Brent Butzin, Commercial and Strategic Advisor

- **Organizational Conflicts of Interest**

Tawnya Southern, Attorney

- **Small Business Program Considerations**

Chardená Valley, Assistant Chief of Small Business



Procurement Resources

Co-Development Agreement RFQ Webpage

- Authority's Homepage: [HSR.CA.GOV](https://hsr.ca.gov)
 - » Business Opportunities
 - » Procurements
 - » Architectural & Engineering and Capital Contracts
 - » Co-Development Agreement Request for Qualifications
- The CDA RFQ webpage will include:
 - » Virtual Pre-Bid Meeting video
 - » Virtual Pre-Bid Meeting presentation
 - » Virtual Pre-Bid Meeting Registrant list
- Submit procurement questions to CDARFQ@hsr.ca.gov
- Find all procurement documents on the California State Contracts Register: www.caleprocure.ca.gov/



California High-Speed Rail Overview

Commitment to our Mission & New Vision

The Authority is focused on constructing a commercially viable high-speed rail system

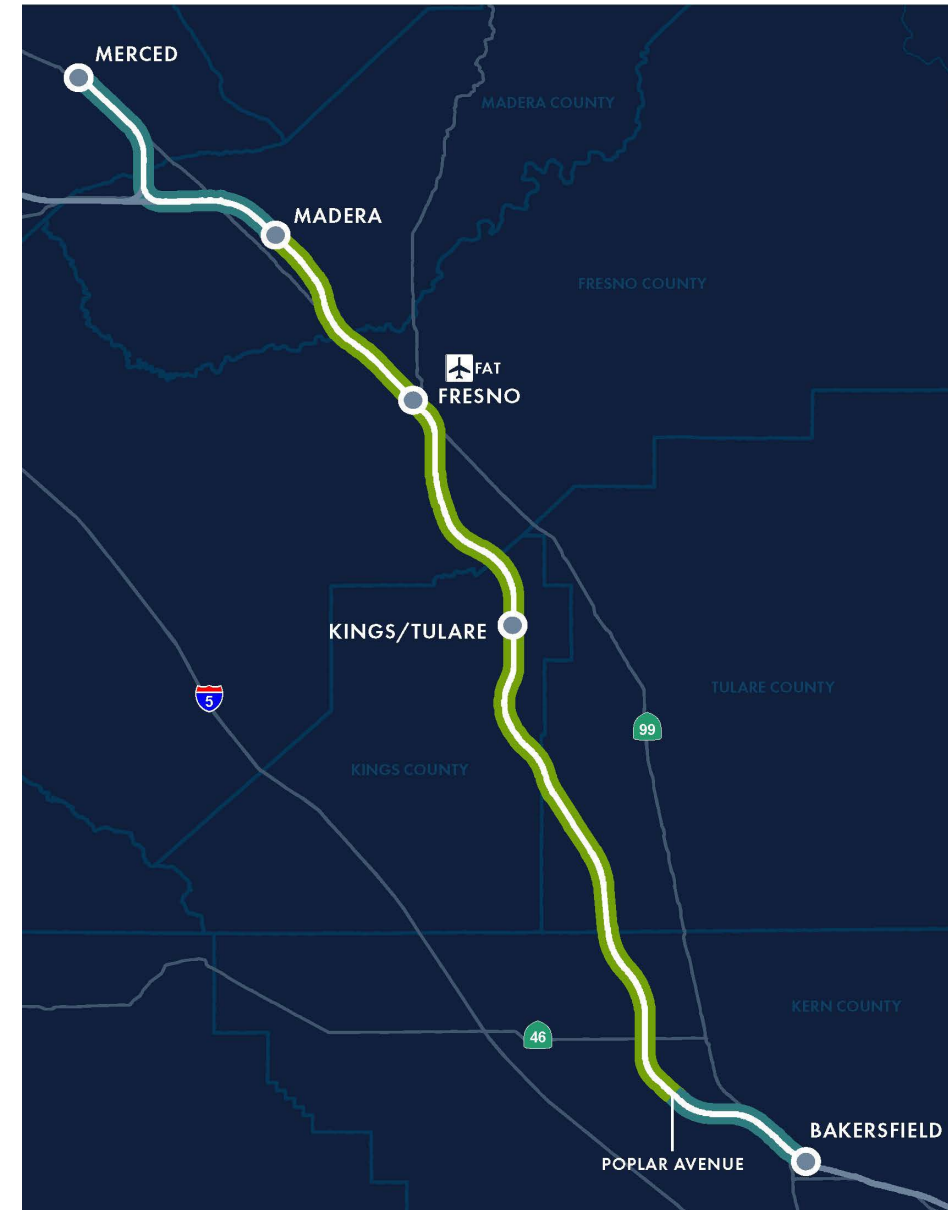
Using available financial resources and on a sustainable timeline

Completing full service between downtown San Francisco and downtown Los Angeles/ Anaheim.



Central Valley Construction Locations

- 119-mile First Construction Section (light green)
 - » Madera to Poplar Ave
 - » Provides for testing & certification of the nation's first electrified high-speed rail system
- 171-mile Early Operating Segment (dark green)
 - » Extensions to Merced and Bakersfield



Implementing the New Vision Today - Cap-and-Invest Extension



Confirmed: Extension of California's cap-and-invest program through 2045



Committed \$1 billion annually
for the next 20 years



Largely reduces the funding
gap for the Central Valley
Early Operating Segment



Opens the door for
meaningful Public-Private
Partnerships (P3)

Looking Ahead - Anticipated 2026 Milestones & Accomplishments



- Co-Development Partnership awarded & onboarded
- Railhead facility ready for operationalization
- Commoditized rail materials begin delivery
- Track and Systems Construction Contract awarded
- 119-mile civil works substantially completed
- High-speed track laying begins
- Clean Energy RFEI & procurement



CALIFORNIA
High-Speed Rail Authority

Co-Development Agreement (CDA)

Brent Butzin

Commercial and Strategic Advisor

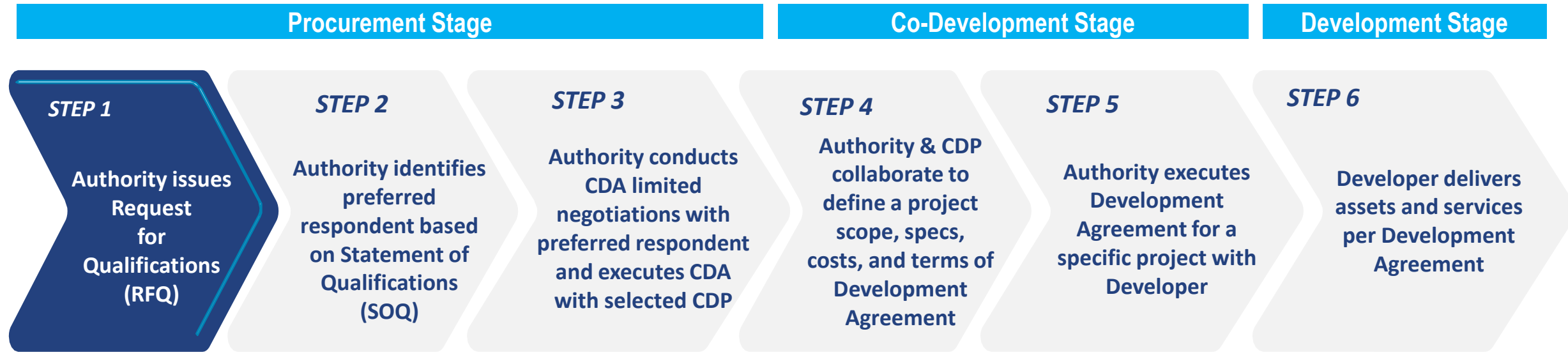
Co-Development Agreement (CDA)

RFQ for the Co-Development Agreement (CDA) procurement was released on December 19, 2025.

- The objectives of the CDA Work are to:
 - » Establish a technically and financially viable path for the phased delivery of the Program that best achieves the Program Goals by leveraging private sector innovation, expertise, and efficiency in design, construction, systems integration, finance, operations and maintenance;
 - » Determine the most efficient commercial mechanisms to deliver that path and a near-term, integrated delivery solution for, at a minimum, the Early Operating Segment; and
 - » Identify, assess, and recommend viable Asset Commercialization Opportunities to maximize revenue potential for the Authority and determine a viable delivery strategy for such ACOs.
- The Co-Development Partner (CDP) shall deliver the CDA Work to accomplish such objectives.

CDA Activity Stages

The co-development approach encompass three stages:



Please note the following:

- The Co-Development Agreement may result in one or several Development Agreement(s) for one or more Program Segments or Elements.

Required Respondent Team Members

Each Respondent will be required to include Prime Members with experience in similar Projects and capabilities in the following disciplines:

Infrastructure Development	Including a Lead Developer to lead the Respondent Team during each phase of the co-development process. Lead Developer must be an Equity Member (will have a direct equity interest in an eventual Development Entity)
Asset Commercialization	Including an Asset Commercialization Prime Member with broad experience across Asset Commercialization Opportunities (ancillary, revenue-generating use of Program assets)
Design & Systems Integration	Including a Design Prime Member and a Prime Member designated as the Systems Integrator
Passenger Rail Operations	Experience in intercity passenger rail operations, commercial management of revenue, and delivery of excellence in customer service; at least one Operations Prime Member must have direct experience operating a high-speed rail service, and at least one Operations Prime Member must have experience in ridership & revenue forecasting

SOQ Evaluation Criteria

The proposed evaluation criteria are summarized as follows:

- Respondent Team (Composition, Organization, and Experience), Governance, and Management Plan
- Infrastructure Development Capability and Experience
- Asset Commercialization Capacity and Experience
- Rail Operations, Commercial Management & Customer Service Delivery Experience
- SB Experience and Approach
- Financial Capability and Experience

Procurement Schedule Overview

- RFQ Released: December 19, 2025
- ***Virtual Pre-Bid Conference:*** **January 6, 2026**
- Proposer Questions on RFQ Due: January 13, 2026
 - » Responses to questions will be posted on January 20, 2026
- Addendum 1 Release: January 23, 2026
- One-on-one Meetings: January 27-29, 2026
- Proposer Questions on Addendum 1 Due: February 3, 2026
 - » Responses to questions will be published on February 9, 2026
- Addendum 2 Release (as needed): February 12, 2026
 - » Schedule for questions and answers will be provided with Addendum 2, as applicable
- **Statement of Qualifications (SOQs) Due:** **March 4, 2026**

Procedures for requesting One-on-One Meetings are outlined in the CDA RFQ.



CALIFORNIA
High-Speed Rail Authority

Organizational Conflicts of Interest Policy

Tawnya Southern
Attorney

Organizational Conflicts Of Interest Policy

- All entities desiring to enter into an Authority contract must comply with its Organizational Conflict of Interest (OCOI) Policy (first adopted in 2011 and last updated in 2023)
- “Contractor” means any party contracting with the Authority for services
- **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.*

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 the 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 Examples

Two general situations that may result in an organizational conflict of interest:

1. A Contractor may have 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 may be compromised, such that it may 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 the Authority's Organizational Conflict of Interest Policy: www.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 bid 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*

How to Request an OCOI Determination

- Requests for a copy of the Organizational Conflict of Interest Policy, or for a determination, should be submitted to the Authority's General Counsel (Chief Counsel), Adam Brezine, at Legal@hsr.ca.gov, referencing the RFQ for Co-Development Agreement (HSR25-92).
- 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 Authority's legal counsel.
 - » 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.



CALIFORNIA
High-Speed Rail Authority

Small Business Program Overview

Chardená Valley

Assistant Chief of Small Business

Small Business Development & Compliance Branch

sbprogram@hsr.ca.gov

Special Circumstances for CDA Phase of Work

- The Authority has determined that the **CDA Work** will not be subject to the Authority's Small Business (SB) Program requirements.
- **However**, work performed under any future Development Agreement(s) **will be subject to these requirements**, which establish for contracts that receive state and federal blended funds the following goals:
 - (i) 25 percent SB participation, inclusive of a 3 percent goal for Microbusinesses (MB);
 - (ii) 10 percent DBE participation (paused due to the Oct. 3, 2025, U.S. DBE Interim Final Rule); and
 - (iii) 3 percent Disabled Veteran Business Enterprises (DVBE) participation.

Get Connected!



**Free Online Connection to Business Opportunities -
Register Your Business Today!**



Questions can be
submitted to:

CDARFQ@hsr.ca.gov



Questions are due by 5 P.M. Pacific Time, Tuesday, January 13