

PROCUREMENT SUMMARY

LOS ANGELES UNION STATION STRATEGIC ADVISOR/PS76262000

1.	Contract Number: PS76262000	
2.	Recommended Vendor: Morgner Construction Management	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: May 19, 2021	
	B. Advertised/Publicized: May 19, 2021	
	C. Pre-Proposal Conference: June 2, 2021	
	D. Proposals Due: July 21, 2021	
	E. Pre-Qualification Completed: In Process	
	F. Conflict of Interest Form Submitted to Ethics: July 27, 2021	
	G. Protest Period End Date: January 25, 2022	
5.	Solicitations Picked up/Downloaded: 127	Bids/Proposals Received: 9
6.	Contract Administrator: Yamil Ramirez Roman	Telephone Number: (213) 922-1064
7.	Project Manager: Elizabeth Carvajal	Telephone Number: (213) 922-3084

A. Procurement Background

This Board Action is to approve Contract No. PS76262000 for the Los Angeles Union Station (LAUS) Strategic Advisor to support Metro in its efforts to holistically plan and implement the future development at Union Station. Board approval of contract awards are subject to resolution of any properly submitted protest(s).

The Request for Proposals (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is firm fixed price. This RFP was issued under the Small Business Set-Aside Program and was open to Metro Certified Small Businesses only.

Four (4) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on June 9, 2021, revised the scope of services to increase the meetings with technical advisory teams from 15 to up to 25 and extended the due date to July 21, 2021;
- Amendment No. 2, issued on June 24, 2021, updated the scope of services, topic area for additional considerations for homelessness impact to the future station;
- Amendment No. 3, issued on July 8, 2021, updated the contract administrator assigned;
- Amendment No. 4, issued on July 14, 2021, corrected the scope of services, project management task, to require a project management plan (PMP).

A virtual pre-proposal conference was held on June 2, 2021 and was attended by 38 participants representing 34 companies. There were 44 questions asked and responses were released prior to the proposal due date.

A total of 127 firms downloaded the RFP and were included in the plan holders list. A total of nine proposals were received on July 21, 2021 from the following firms listed in alphabetical order:

1. Alex L.P. San Andres
2. BAE Urban Economics
3. CR Associates
4. Estolano Advisors
5. GHT Capital LLC
6. Morgner Construction Management
7. Sperry Capital, Inc.
8. SXM Strategies, LLC
9. Urban Field Studio, LLP

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Metro's Countywide Planning & Development and Program Management/Regional Rail were convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and weights:

- Proposer's Qualifications 40%
- Approach to the Work 40%
- Cost Proposal 20%

The evaluation criteria are appropriate and consistent with criteria developed for other, similar advisor services procurements. Several factors were considered when developing these weights, giving the greatest importance to proposer's qualifications and approach to the work.

During the period of July 27, 2021 to September 2, 2021, the PET independently evaluated and scored the technical proposals. Of the nine proposals received, five firms were determined to be within the competitive range. They are listed below in alphabetical order:

1. BAE Urban Economics (BAE)
2. GHT Capital (GHT)
3. Morgner Construction Management (Morgner)
4. Sperry Capital (Sperry)
5. SXM Strategies, LLC (SXM)

Four firms were determined to be outside the competitive range and were excluded from further consideration as their proposals did not clearly address the relevant experience, approach to the work, and schedules in the manner prescribed by the solicitation.

On September 28, 2021, all firms within the competitive range were invited for oral presentations which provided them the opportunity to present their qualifications, and to respond to questions from the PET.

Following the oral presentations, the PET submitted finalized technical scores based on both the written proposals and input received during oral presentations. On October 6, 2021, the PET determined Morgner to be the highest ranked proposer.

Qualifications Summary of Firms within the Competitive Range:

Morgner Construction Management

Morgner provides professional advisory and technical services to assist in the planning, design, and construction of major multimodal transportation projects from highways to airports and ports.

Morgner demonstrated experience in dealing with complex projects, similar in nature to the tasks on this project's scope of services. Morgner also had a strategy around communication and buy-in and provided useful perspective on transit design.

Morgner's proposal provided a detailed schedule that clearly outlined the task sequencing and broke down key inputs for analysis. The proposal also clearly showed how the work will be allocated to staff and demonstrated how the work would be distributed amongst the most appropriate and qualified staff for the task.

BAE Urban Economics

BAE is an urban economics and public-benefit real estate development consulting practice. Since 1986, the company has completed more than 2,500 assignments for clients including public agencies, non-profit organizations, and private developers throughout the US.

BAE demonstrated experience working on similar projects in other major metropolitan cities such as New York Penn Station, Los Angeles World Airports, and the London Bridge Station. BAE also demonstrated understanding of the tasks required and provided a reasonable and clear schedule.

BAE assembled a team with direct experience in the core competency areas required for this project. However, BAE's project manager did not demonstrate relevant experience in transit or station projects and there was no clear lead/expert on marketing and security areas identified in their proposal.

SXM Strategies LLC

SXM provides strategic and financial advice to leaders of government, non-profit, development, and investment organizations for the development of public infrastructure.

SXM demonstrated relevant experience on stations both large and small. The company also assembled a well-qualified team of key personnel with experience on comparable projects. However, the proposer did not clearly highlight how the individual key personnel members would work together cohesively and cooperatively.

The company's approach did not comprehensively address the variety of stakeholders that would need to be engaged during the project or clearly demonstrated understanding of the approach to the work.

Sperry Capital

Sperry is an infrastructure and project finance advisory firm and has been the advisor on capital projects totaling over \$200 billion since 2000.

Sperry's proposal demonstrated experience working on complex major transit stations across Los Angeles County of comparable scale as LA Union Station. The firm demonstrated understanding of the financial aspect of the work but lacked clarity on the security and messaging aspects.

Sperry's proposed project manager possesses very extensive experience with focus on transit infrastructure, P3s and infrastructure development.

GHT Capital

GHT is a public sector consulting firm that delivers complex infrastructure and commercial projects through alternative financing and contracting mechanisms.

GHT's proposal demonstrated relevant experience working on transit projects and understanding of the work required. Their proposed timeline for the work was clear, reasonable, and included a one-month acceleration on the project.

In general, GHT's key personnel demonstrated the required level of experience, however, GHT did not include resumes for the operation key personnel. Additionally, GHT's proposal did not clearly demonstrate an understanding of transit infrastructure projects.

A summary of the PET scores is provided below:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Morgner Construction Management				
3	Proposer's Qualifications	79.38	40.00%	31.75	
4	Approach to the Work	81.05	40.00%	32.42	
5	Cost Proposal	86.45	20.00%	17.29	
6	Total		100.00%	81.46	1
7	BAE Urban Economics				
8	Proposer's Qualifications	73.95	40.00%	29.58	
9	Approach to the Work	73.33	40.00%	29.33	
10	Cost Proposal	100.00	20.00%	20.00	
11	Total		100.00%	78.91	2
12	SXM Strategies, LLC				
13	Proposer's Qualifications	75.20	40.00%	30.08	
14	Approach to the Work	69.18	40.00%	27.67	
15	Cost Proposal	94.15	20.00%	18.83	
16	Total		100.00%	76.58	3
17	Sperry Capital				
18	Proposer's Qualifications	85.43	40.00%	34.17	
19	Approach to the Work	80.83	40.00%	32.33	
20	Cost Proposal	47.55	20.00%	9.51	
21	Total		100.00%	76.01	4
22	GHT Capital				
23	Proposer's Qualifications	70.83	40.00%	28.33	
24	Approach to the Work	76.25	40.00%	30.50	
25	Cost Proposal	83.85	20.00%	16.77	
26	Total		100.00	75.60	5

C. Cost Analysis

The recommended price has been determined to be fair and reasonable based upon an independent cost estimate (ICE), technical analysis, cost analysis and negotiations. Staff successfully negotiated a savings of \$64,302.98.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
1.	Morgner Construction Management	\$1,012,897.25	\$655,525.00	\$948,594.27
2.	BAE Urban Economics	\$875,451.41		
3.	SXM Strategies	\$929,625.72		
4.	Sperry Capital	\$1,840,726.96		
5.	GHT Capital	\$1,043,989.56		

The variance between the final negotiated price and the ICE is an inadvertent underestimation of the labor hours required for the review of existing LAUS historical materials. Due to the need to thoroughly review, understand and properly consider the complex nature and history of the site and given that it is the subject of multiple ongoing projects, the added level of effort included in the proposal was determined to be reasonable and will be to Metro's benefit.

D. Background on Recommended Contractor

The recommended firm, Morgner Construction Management, has over 30 years of experience and is headquartered in Los Angeles, CA. Morgner is a Metro certified SBE/DBE firm with experience in professional advisory, planning, design and construction of major multimodal transportation projects.

The proposed team is comprised of staff from Morgner and six (6) subcontractors, of which four (4) are Metro certified SBEs and one is DBE certified. The prime and subcontractors provide balanced knowledge and experience in the transit and public sector.