

PROCUREMENT SUMMARY

**REAL ESTATE ACQUISITION, RELOCATION, AND PROPERTY MANAGEMENT
BENCH
PS71380000 through PS71380010**

1.	Contract Number: PS71380000 through PS71380010	
2.	Recommended Vendor: Various (see Attachment A-1)	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order <input checked="" type="checkbox"/> RFIQ	
4.	Procurement Dates:	
	A. Issued: October 9, 2020	
	B. Advertised/Publicized: October 9, 2020	
	C. Pre-Proposal Conference: October 22, 2020	
	D. Proposals Due: November 24, 2020	
	E. Pre-Qualification Completed: In-process	
	F. Conflict of Interest Form Submitted to Ethics: December 16, 2020	
	G. Protest Period End Date: June 22, 2021	
5.	Solicitations Picked-up/Downloaded: 68	Proposals Received: 13
6.	Contract Administrator: Mark Marukian	Telephone Number: 213-418-3313
7.	Project Manager: Christopher Carrillo	Telephone Number: 213-922-5281

A. Procurement Background

This Board Action is to approve Contract Nos. PS71380000 through PS71380010 issued to provide Real Estate Acquisition, Relocation, and Property Management services. Board approval of contract awards are subject to resolution of any properly submitted protest.

Contracts will be issued to qualified contractors for professional services required in support of: Project Management, Appraisal and Appraisal Review Services (Residential and Commercial), Acquisition/Negotiation Services (Owners and Tenants), Residential and Business Relocation Services, Quality Control, Title Review/Abstract Services, Escrow Coordination, Property Management and Related Services.

This Request for Information and Qualifications (RFIQ) was issued in accordance with Metro's Acquisition Policy. The RFIQ was issued with Disadvantaged Business Enterprise (DBE) or Small Business Enterprise (SBE) / Disabled Veteran Business Enterprise (DVBE) participation goals to be determined on a per task order basis. Task orders will be issued on a firm fixed price basis.

Work will be authorized through the issuance of separate task orders. Each future task order will contain a specific statement of work for a scope of services.

Individual task order requests under the Bench Contracts will be issued to all Contractors and will be competed and awarded based on the specific statement of work.

Three amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on October 14, 2020, identified virtual pre-proposals conference access information.
- Amendment No. 2, issued on October 29, 2020, updated Submittal Requirements.
- Amendment No. 3, issued on November 6, 2020, updated DEOD DBE Forms.

A virtual pre-proposal conference was held on October 22, 2020 and was attended by 52 participants. During the solicitation phase, 50 questions were asked, and responses were released prior to the proposal due date.

A total of 68 firms downloaded the RFIQ and were included in the planholders list. A total of 13 proposals were received on November 24, 2020.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of Metro's Real Estate Department staff was established. The PET convened and conducted a comprehensive technical evaluation of the proposals received.

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

- Firms (Prime and Subcontractors) Experience and Qualifications 50 percent
- Key Team Experience and Professional Qualifications 25 percent
- Project Understanding and Approach 25 percent

The evaluation criteria are appropriate and consistent with criteria developed for other, similar real estate acquisition, relocation, and property management bench procurements. Several factors were considered when developing these weights, giving the greatest importance to the experience and capabilities of the firms on the contractors' team.

The technical evaluation of the 13 proposals received was completed during the period of January 2021 through March 2021. Of the 13 responsive proposals received, 11 were within the competitive range. Two of the firms did not demonstrate a strong background in their experience and qualifications to perform the services and did not demonstrate a clear understanding of the project requirements. After initial internal reviews and discussion, the PET determined interviews were not necessary.

The 11 firms within the competitive range are listed below in alphabetical order:

1. 16th & G Agency Corp., dba The ROW Company
2. Bender Rosenthal, Inc.
3. Del Richardson & Associates, Inc.
4. Epic Land Solutions, Inc.
5. Interwest Consulting Group, Inc.
6. McKenna Lanier Group, Inc.
7. Monument ROW, Inc.
8. Paragon Partners, Ltd.
9. Regency Right of Way Consulting LLC
10. Tierra West Advisors, Inc.
11. Yvonne Green Davis, P.C.

Qualifications Summary of Recommended Firms

16th & G Agency Corp., dba The ROW Company

16th & G Agency Corp., dba The ROW Company (ROWCO), with offices in Pasadena, CA and Redlands, CA, provides comprehensive project services and sets industry standards for planning, managing, and delivering right of way projects.

In their proposal, ROWCO described having over 25 years of right of way experience providing services of relocation assistance and planning, property management, and property acquisition working with agencies such as Caltrans, San Bernardino County Transportation Authority, and Riverside County Transportation Commission.

Bender Rosenthal, Inc.

Bender Rosenthal, Inc. (BRI) was founded in 1997 and is a California corporation that specializes in right of way project management and planning, real estate appraisal, real property acquisition, residential and business relocation, property management and land services.

In their proposal, BRI described having provided right of way services to over 125 public sector clients in the transportation, flood, and water industries within the last five years. BRI has provided right of way services for nearby communities for agencies including the County of Orange, San Bernardino County Transportation Authority, City of Riverside, Riverside County Transportation Commission, North County Transit District, City of Irvine, City of Moreno Valley, City of Highland and numerous Southern California utilities.

Del Richardson & Associates, Inc.

Established in 1998, Del Richardson & Associates, Inc. (DRA) is a California corporation with experience in managing transportation projects and delivering

complex acquisition and relocation services in compliance with state and federal laws, and local ordinances.

In their proposal, DRA described prior work with other agencies such as Los Angeles World Airports, Orange County Flood Control District while also providing services for Metro on projects such as Westside Subway Extension Section I and II projects, Rosecrans Marquardt Grade Separation Project, and the Exposition Corridor Transit Project Phase 2.

Epic Land Solutions, Inc.

Founded in 2000, Epic Land Solutions, Inc. is a full-service right of way and real property firm with over 20 years of experience performing right of way and property management services on behalf of local public agencies for significant public works projects shaping transportation solutions in Southern California. Epic Land Solutions has managed a wide range of properties throughout the west coast focusing on acquisition and eminent domain work.

Epic Land Solutions, Inc. described having served a wide range of public agency clients, including municipalities, counties, water districts, school districts, public utilities, airports, housing authorities, and transportation agencies while also providing services to five counties in Southern California (Los Angeles, Orange, Riverside, San Bernardino, and San Diego).

Interwest Consulting Group, Inc

Interwest Consulting Group, Inc. (Interwest), founded in 2002, serves in a multitude of capacities within public works and real estate departments throughout California and provides comprehensive right of way acquisition and relocation services to counties, cities, and various agencies within California.

In their proposal, Interwest described having completed approximately 8,000 acquisition and relocation assignments for more than 300 projects for various cities through Southern California, as well as providing services for the Los Angeles Housing and Community Investment Department and for Metro on projects such as the Crenshaw/LAX Light Rail Project and the Exposition Transit Corridor Project.

McKenna Lanier Group, Inc

Incorporated in 2013, McKenna Lanier Group, Inc. (McKenna Lanier) is a professional management consulting firm located in Temecula, California. McKenna Lanier has extensive experience providing planning, entitlement, environmental, housing, grant writing/management, and development consulting to its clients.

In their proposal, McKenna Lanier described their experience in managing government program, projects, and private developments in California through

various on-call project management services for housing, land acquisition and negotiation, redevelopment, and planning activities for cities, counties, local communities, and State and Federal agencies.

Monument ROW, Inc

Monument ROW, Inc. (Monument) is headquartered in Irvine, California with offices in Sacramento. Monument provides comprehensive right of way services, including program and project management, appraisal and appraisal review, acquisition, relocation, environmental assessment, title investigation, escrow coordination, utility coordination, right of way engineering, property management, cost estimating and cost studies, eminent domain support, certification, and close out.

In their proposal, Monument described a portfolio of projects for a variety of capital improvement projects for local cities, counties, transportation agencies, and municipalities with an emphasis on projects involving local, state, and federal funding. These include major programs for Orange County Transportation Authority, Riverside County Transportation Commission, and San Bernardino County Transportation Authority, among others.

Paragon Partners, Ltd.

Established in 1993, Paragon Partners, Ltd. (Paragon) is a real estate services firm headquartered in Cypress, California, with offices throughout California, Nevada, and Texas providing comprehensive right of way, land rights, and project management consulting services to private and public sector clients across a diverse range of business landscapes.

In their proposal, Paragon demonstrated over 27 years of technical right of way expertise providing services for various agencies and cities including San Gabriel Valley Council of Governments, Orange County Transportation Authority and California High Speed Rail Authority. Paragon has also provided services for Metro on projects such as the Crenshaw/LAX Transit Corridor, Airport Metro Connector, Blue Line Track Improvement, and Willowbrook/Rosa Parks Station Improvement.

Regency Right of Way Consulting LLC

Established in 2013, Regency Right of Way Consulting LLC (Regency) is located in Elk Grove, California delivering right of way services consisting of project management, acquisition, negotiations, relocation, and property management for the rail and transit industry.

In their proposal, Regency described their experience with transportation projects for various agencies with federal, state and local funding sources. Regency demonstrated it has worked on projects for San Bernardino County Transportation Authority, Metrolink/Southern California Regional Rail Authority, and Metro.

Tierra West Advisors, Inc

Tierra West Advisors, Inc. (Tierra West), based in the City of Los Angeles has provided real estate and financial analysis, right of way strategies, community engagement, project management and sustainable development services to a variety of public agencies and private developers for over 35 years.

In their proposal, Tierra West demonstrated their experience with right of way programs throughout the Los Angeles region, working on projects for various cities such as Commerce, Downey, Garden Grove, Montebello, and the City of Los Angeles among others, while also providing services for agencies such as Metro, CalTrans, Los Angeles World Airports and the Los Angeles Department of Transportation.

Yvonne Green Davis, P.C.

Formed in 1996, Yvonne Green Davis, P.C. (YGD), with offices in Birmingham, Alabama; Atlanta, Georgia; Dallas, Texas and Long Beach, California provides program management, real estate acquisition, relocation and project management services nationally.

In their proposal, YGD described their experience having provided program management and/or project management services for over 35 U.S. DOT federally funded real estate acquisition and relocation projects over the last 24 years. YGD has provided services for agencies such as Birmingham Airport Authority, United State General Services Administration, and United States Army Corps of Engineers among others.

C. Cost/Price Analysis

The RFIQ contained neither price nor a specific statement of work (SOW). Each future RFP task order will contain a detailed specific SOW which will be competed among the firms. Bench contractors will have an opportunity to propose a price according to the requirements in the task order SOW and pricing will be determined fair and reasonable based on an independent cost estimate (ICE), a cost/price analysis, fact finding, and negotiations as applicable.

D. Background on Recommended Contractor

All 11 firms listed above, under Qualifications Summary of Recommended Firms, are recommended for award. These firms have been evaluated and are determined to be responsive and responsible to perform work on Metro assignments on an as-needed, task order basis.