

First Coast Outer Beltway Project

RFQ Question and Answers Matrix, Number 1.

No.	Issue	RFQ Section	Question/Comment	Answer/Response
1.	Parties to whom the RFQ was sent	General	What companies have you sent the RFQ to?	<p>The list of prequalified contractors of FDOT to whom the advertisement announcement was sent are listed on the following website:</p> <p>https://www3.dot.state.fl.us/contractorprequalification/public/PrequalifiedVendorSearch.aspx</p>
2.	Stakeholders interested in the Project	General	Could you please provide the list of stakeholders (concessionaires) who are interested in this project opportunity? Perhaps the list of Forum attendees would be sufficient.	<p>The list of forum attendees has been posted on the Project Website:</p> <p>http://www.fdotfirstcoastouterbeltway.com/forum_docs.asp</p>
3.	Front end technology	General	There is no indication as to the front end technology you want to install. Are you requesting for a cashless toll system (Open Toll Road) or a mixed lane: electronic with/without Cash operations and/or Automatic Issuing Machines etc.	<p>FDOT anticipates that the Project will be operated as an open toll road only. Please note that further information on this will be included in the Request for Proposals Document issued to Short-listed Proposers.</p>

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4.	Back end technology	General	There is no indication as to the back-end technology requested. Will you require a Customer Service Centre and/or Violation Processing Centre to manage all transactions and client accounts, etc.	FDOT will require that the Concessionaire will be responsible for all back end operations (including any Customer Service Center and Violation Processing Center). Please note that further information on this will be included in the Request for Proposals Document issued to Short-listed Proposers.
5.	Architectural scope of work	General	Is there more detailed information as to the Architectural Scope of the Project? From what I can ascertain, the Design is a crucial element of this project and I would love to know more specific design requirements, if you have them.	Please note that further information on this will be included in the Request for Proposals Document issued to Short-listed Proposers.
6.	Word version of RFQ	General	We would like to request a word version of the RFQ document. That would be helpful particularly with respect to the Forms that the proponents must fill out as part of the pass/fail requirements. Please, confirm if that type of file will be available.	A word version of the full RFQ will not be made available, however please note that word versions of all forms included in the RFQ are now/will be available at: http://www.fdotfirstcoastouterbeltway.com/documents.asp Please note that, notwithstanding that the RFQ and other documents may be posted on other websites, word versions of the RFQ forms will only be posted on the above website.

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7.	Lead Contractor	Definition of "Lead Contractor"	<p>Lead Contractor is defined as the member of the Proposer team primarily responsible for the construction of the Project. Our performance structure includes a firm commitment in exclusivity with a subcontractor partner with responsibilities over a substantial portion of the construction scope.</p> <p>Please confirm that the qualifications of this subcontractor partner can be included in the RFQ forms as part of the Lead Contractor qualifications</p>	<p>Please see the definition of "Lead Contractor" and Section 6.2(g). If the subcontractor partner is the Proposed Team member with primary responsibility for construction then it is the Lead Contractor and its qualifications should be included in the SOQ in accordance with Section 6.2 of the RFQ (including Sections 6.2(d)(ii) and 6.2(g)). If this subcontractor partner will share the primary responsibility for construction in a joint venture with other construction subcontractors, then the joint venture will collectively comprise the Lead Contractor, and the experience of each subcontractor may be included but only with respect to each subcontractor that will perform at least thirty percent (30%) of the Lead Contractor's potential construction work for the Project.</p>
8.	Lead Contractor	Definition of "Lead Contractor" and Section 5.1.1.3	<p>The Lead Contractor, by definition, "the member(s) on a Proposer team primarily responsible for the construction work for the Project and who shall be qualified in the work proposed in the RFP (if selected).</p> <p>Does this "imply" that there</p>	<p>Please see amendment to these areas of the Amended and Restated RFQ where it is clarified that there may be only one Lead Contractor on a Proposer team. Please note, however, that the Lead Contractor may be a joint venture. In this event, the experience and qualifications of each contractor within such joint venture may be included, but only with respect to each contractor that will perform at least thirty percent (30%) of the Lead Contractor's potential construction work for the Project.</p>

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			<p>could possibly be more than one (1) Lead Contractor on a Proposer team?</p> <p>This project includes major bridge construction requiring a commitment to an exclusive subcontractor whose value of scope and responsibilities would approach that of the "Lead Contractor". Can the qualifications of this major, exclusive subcontractor be utilized to fulfil the requirements of the Lead Contractor as mentioned in Section 5.1.1.3</p>	
9.	Federalization of Project	Section 4.4	<p>Please confirm to what extent could affect including TIFIA or PABs in the financing structure for the project. In that case, would the Concessionaire be responsible to ensure compliance with NEPA requirements? It is our understanding that FDOT is not following Federal process to get environmental clearance for this project. Could FDOT assist in</p>	<p>FDOT intends that the Project will fully comply with the NEPA approval process and all other applicable environmental requirements. FDOT also currently intends to file applications necessary to make both TIFIA and PABs available as financing options for the Project.</p>

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			identifying the main differences between the current procedure and NEPA?	
10.	Exchange rate for Form C-2	Section 5.1.1.2 (b) and (c)	<p>Form C-2 indicates "...when applicable, companies should indicate the conversion to United States Dollars, using the exchange rate prevailing on the last day of each financial year". However, international accounting standards indicate that the average annual exchange rate should be used when converting Income Statements, which include the requested Total Revenues, Pre-Tax Profit, and Relevant Revenues. If we were to follow the indications of Form C-2, the Total Revenues, Pre-Tax Profit, and Relevant Revenues, would not match the information provided in our Financial Statements, due to the difference in exchange rates.</p> <p>Please confirm that for the</p>	<p>For income statement items, Proposers may use the average annual exchange rate instead of the exchange rate prevailing on the last day of each financial year.</p> <p>For balance sheet items, Proposers should use the exchange rate on the last day of the fiscal year.</p> <p>Please see the amendment to Form C-2 in the Amended and Restated RFQ.</p>

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			<p>Total Revenues, Pre-Tax Profit, and Relevant Revenues, we could use the average annual exchange rate instead of the exchange rate prevailing on the last day of each financial year.</p>	
11.	Personnel Qualifications	Section 5.1.1.3 (d)	<p>The proposed Project Manager and Project Superintendent for the Lead Contractor “must have no less than (10) years transportation (road and bridge)” experience and experience “with at least two (2) transportation (road and bridge) projects each having a construction value in excess of \$100 Million”.</p> <p>Please clarify if the experience with the two projects exceeding \$100 Million in construction value needs to have been within the past ten (10) years, or if simply sometime within the candidate’s collective body of work experience.</p>	<p>While the proposed Project Manager and Project Superintendent for the Lead Contractor must have no less than (10) years transportation (road and bridge) experience, the experience of at least two (2) transportation (road and bridge) projects each having a construction value in excess of \$100 Million does not have to be from within the last 10 years.</p>

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12.	Personnel Qualifications	Section 5.1.1.3 (d)	<p>This section provides project management and construction experience of “at least two (2) transportation (road and bridge) projects each having a construction value in excess of \$100 Million”.</p> <p>Would the Department please consider reducing this value to \$50 Million? Or possibly revise the requirements of the Lead Contractor to have “completed a minimum of \$150 Million annually in transportation (road and bridge) projects over the most recent five (5) years.</p>	<p>FDOT does not plan to make changes to these requirements of the RFQ.</p>
13.	Electronic Copy of SOQ	Section 5.2	<p>The first sentence of the first paragraph of 5.2. Format indicates:</p> <p>“Each responding Proposer shall submit one (1) original and twenty-nine (29) copies (for a total of thirty (30) of its SOQ in loose-leaf three ring binders, and an electronic</p>	<p>Please see amendment to these areas of the Amended and Restated RFQ to clarify the "PDF" / CD Rom submission requirements for the SOQ.</p>

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			<p>copy in “PDF” format (CD), contained in sealed packages.”</p> <p>Does the confidential information included in Volume 2 need to be included in the one electronic copy of the SOQ, or are firms to include an electronic copy of only Volume 1?</p>	
14.	Inconsistencies in RFQ requirements	Section 6.2(d), Form C-1, Form F-1.A. Form D-2, Form F-2.A and Section 5.1.1.1	<p>In our review of the RFQ documents we have noticed some inconsistencies. Please confirm the following issues:</p> <p>1) The requirements for the equity member's experience have conflicts between the specs on page 26 and Form C-1 and table 1-A on form F. The inconsistencies are mostly related to the debt + equity (350 vs. 100 million) and number of projects (5 yrs vs. 3 projects).</p>	Please see amendment to these areas of the Amended and Restated RFQ to correct any inconsistencies.

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			<p>2) The same occurs for the technical specs on page 26 and Form D-2 and table 2-A on Form F.</p> <p>3) Last paragraph in section 5.1.1.1 states: "With respect to the information solicited in Section 5.1.1.1 (e) and (f)..." Please confirm the references, our understand is that this comment refers to sections 5.1.1.1(i) and (j).</p>	
15.	Conflicted firms	Section 6.6	Has the list of conflicted firms been developed yet? If not when do you expect this to be available? If so, where may I find it?	<p>Please see Addendum No. 1 to the RFQ and please note that the list of entities conflicted from participating on the RFQ has been posted on the Project Website:</p> <p>http://www.fdotfirstcoastouterbeltway.com/documents.asp</p>
16.	Financial and Technical qualifications - % of work completed	Forms C-1, D-1 and D-2	Forms C-1, D-1, and D-2 ask for the percentage of work completed by June 30, 2007 for the projects listed. We believe the date should be pushed forward to December 31, 2007 to give a more recent and relevant figure for the projects that are currently under design, construction, operation and/or	Please see amendment to Form C-1, D-1 and D-2 in the Amended and Restated RFQ, where the date has been extended to December 31, 2007.

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			<p data-bbox="709 248 867 272">maintenance.</p> <p data-bbox="709 321 1104 415">Please confirm that the date on Forms C-1, D-1, and D-2 will be changed to December 31, 2007.</p>	
17.	Requirement for experience of availability payment structures	Form F-1.B	<p data-bbox="709 464 1104 894">Please confirm the need to include Equity Members' experience in availability payment structures. We understand proposed approach for FCOB is a real toll project, where Concessionaire will be granted right to collect toll in exchange for various obligations under Concession Agreement.</p> <p data-bbox="709 935 1104 1146">It is mentioned in RFQ that other mechanisms are being considered and that Concessionaire may present alternative financing options as part of RFP (pg 8 RFQ).</p> <p data-bbox="709 1187 1104 1360">We suggest amending reference Form and request experience in alternative financing options (either availability payment or</p>	Please see amendment to Form F-1.B in the Amended and Restated RFQ, where the reference to availability payment has been deleted and has been replaced with a request for any relevant real toll road experience.

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			<p>shadow toll or other) rather than restricting it to availability payment structures only; actually the Table included in that Form (third column – Type of Payment Mechanism) seems to allow for different payment alternatives.</p> <p>We strongly believe FDOT would benefit from this, allowing for creative financial solutions in order to optimize the outcome of the project.</p>	