

# METRO Solutions FP Package No. 1 – GRT Corridors



December 13, 2006

# Presentation Overview

- Summary of Teams
- Key Considerations
- Evaluation Criteria
- Structure of Program

# Received proposals from all three prequalified teams...

- 3 Proposals received September 29, 2006
  - Bayou City Transit Team
  - Houston Transit Partners
  - Houston Transit Solutions Team

# Bayou City Transit team consist of...

- Team Members
  - Fluor Corporation\*
  - Balfour Beatty
- Major Participants
  - Alternate Concepts Inc. (ACI)
  - Cherokee
  - Parsons Brinckerhoff\*
  - UBS\*
- Others
  - Brian Smith Construction Inspection\* \*\*
  - Gaston, West, Worrell\* \*\*
  - Grijalva and Allen\* \*\*
  - PEC Corporation \* \*\*
  - Raba Kistner\*

\* - Local Presence

\*\* - SB/DBE

# Bayou City Transit

- Fluor Corporation\*

- Revenue \$13B
- 10,773 Employees in US
- 2,877 Employees in Houston
- Offices Worldwide

- Balfour Beatty

- Revenue \$8B
- 27,000 Employees World-Wide
- Highway Division headquartered in Austin, TX

# Bayou City Transit

## Representative Projects

- SH 130 Project
  - Highway – DBOM
  - Location – Central TX
  - Size - \$1.8B
- Sound Transit
  - Rail – PM/Design
  - Location – Seattle, WA
  - Size - \$2.5B
- East Coast Mainline
  - Rail – Design/Build
  - Location – Leeds, UK
  - Size - \$568M
- Katy Freeway (IH10)
  - Highway – PM/Construction
  - Location – Katy, TX
  - Size - \$172M

# Bayou City Transit

## Major Participants

- Alternate Concepts, Inc. (ACI)
  - Transportation O&M Services
  - Majority Owner/Managing Partner of Paul Revere Transportation (20<sup>th</sup> largest bus company)
- Cherokee
  - Real Estate Development
  - Largest firm specializing in acquisition, remediation and redevelopment of urban under-utilized real estate
- Parsons Brinckerhoff\*
  - Transportation Engineering Services
  - 176 employees in Houston offices and full service offices in Dallas, Austin and San Antonio
- UBS\*
  - Investment/Banking
  - Leading provider of investment banking services to transit agencies

# Houston Transit Solutions Team consist of...

- Team Members
  - Parsons Transportation Group
  - Manhattan Construction\*
  - Veolia
- Major Participants
  - KBR\*
  - Mercator
  - Stainback Public/Private Real Estate
  - Texas Sterling\*
  - W. W. Webber\*

\* - Local Presence

\*\* - SB/DBE

# Other members of the Houston Transit Solutions Team include...

- AKelly Consulting
- Aviles Engineering Corp.\* \*\*
- Brian Smith Const. Serv. \* \*\*
- Cultural Arts Council of Houston and Harris County\*
- ESC Polytech Consultants, Inc.\* \*\*
- Gunda Corporation, Inc.\* \*\*
- HVJ Associates, Inc.\* \*\*
- Legacy Resource Group\*\*
- Metroplex Core\* \*\*
- OTHON, Inc. Consulting Engineers\* \*\*
- PDG Architects\*
- Pierpont Communications\*
- Plaza Investments, LLC PTI, Inc.
- Swayzer Engineering\* \*\*
- The Principle Partnering Group, LLC\* \*\*
- The Thompson Group\* \*\*
- Tolunay-Wong Engineers, Inc.\* \*\*

\* - Local Presence

\*\* - SB/DBE

# Houston Transit Solutions

- Parsons Transportation Group

- Revenue 800M
- 2,500 Employees World-Wide
- ENR rated in top 50 in transportation

- Manhattan Construction\*

- Revenue \$790M
- ENR rate in top 400 contractors
- Houston office since 1942

- Veolia

- Revenue \$850M
- 15,000 Employees World-Wide
- Number one private operator for urban passenger transportation in U.S.

# Houston Transit Solutions

## Representative Projects

- T-REX
  - LRT – Design-Build
  - Location – Denver, CO
  - Size - \$1.2B
- Pasadena Gold Line
  - LRT – Design-Build
  - Location – Los Angles, CA
  - Size - \$460M
- Hiawatha Transit
  - LRT – Design Build
  - Location – Minneapolis, MN
  - Size - \$318M
- Sky Link People Mover
  - Airport People Mover – Design Build
  - Location – Dallas, TX
  - Size - \$476M

# Houston Transit Solutions

## Major Participants

- KBR\*
  - Design & Program/Construction Mgmt.
  - Headquartered in Houston
  - ENR ranked in top 10 for both construction and design
  - Revenue \$10.1B
- Mercator
  - Financial Consulting Services
- W. W. Webber\*
  - Construction
  - 1300 employees
- Stainback Public/Private Real Estate
  - Real Estate Development
- Texas Sterling\*
  - Construction
  - 900 employees
  - Headquartered in Houston
  - Revenue \$257M

# Houston Transit Partners team consist of...

- Team Members
  - Washington Group International\*
  - Granite Construction
- Major Participants
  - Arcadis \*
  - Goldman Sachs\*
  - Jones, Lange, LaSalle
  - Merrill Lynch\*
  - Stacy and Witbeck

\* - Local Presence

\*\* - SB/DBE

# Other members of the Houston Transit Partners team include...

- Ayrshire Development\*
- Booker, Starkes & Patodia, Inc.\*\*
- Crouch Environmental Services, Inc.\* \*\*
- Design2 Train\* \*\*
- Don Aaron & Associates\*
- MHM Consultants\* \*\*
- PEC Corp\* \*\*
- QWIC\*\*
- Transportation Marketing Strategies\*\*

\* - Local Presence

\*\* - SB/DBE

# Houston Transit Partners

- Washington Group\*  
International
  - Revenue \$3.2B
  - 25,000 Employees in 40 States
  - Regional Headquarters in Houston
- Granite Construction
  - Revenue \$812M
  - 5,000 Employees
  - Regional Office in Dallas

# Houston Transit Partners

## Representative Projects

- San Fernando Valley BRT
  - BRT – Design-Build
  - Location – San Fernando, CA
  - Size - \$154M
- Metro Gold Line & Eastside Extension
  - LRT – Design-Build
  - Location – Los Angeles, CA
  - Size – \$914M
- Hudson-Bergen
  - LRT - DBOM
  - Location – Jersey City, NJ
  - Size - \$1.9B
- Las Vegas Monorail
  - People Mover – Design-Build
  - Location – Las Vegas, NV
  - Size - \$344M

# Houston Transit Partners

## Major Participants

- Arcadis\*
  - Environmental Remediation
  - 10,000 employees
  - Revenue \$1.3B
- Goldman Sachs\*
  - Investment Banking
  - 22,000 employees
  - Revenue \$44B
- Stacy and Witbeck
  - Construction
  - Revenue \$100M
- Jones, Lange, LaSalle
  - Real Estate Development
  - Revenue \$1.4B
  - Operates in over 50 countries
- Merrill Lynch\*
  - Finance Advisor
  - Revenue \$47B
  - 55,000 employees

# Key Considerations



- Management & Technical
  - Have they structured their project company such that METRO will work with a common business entity throughout the life of the program?
  - Does their business structure satisfactorily address the interface and liabilities between all three phases of the contract (project development, design and construction, operations and maintenance)?
  - Have they demonstrated a thorough understanding of our program and have they developed a credible plan to execute the work?

# Key Considerations



- Community and SB/DBE
  - Have they developed a small business program that expands opportunities for existing businesses, contributes to the creation of new businesses, and helps ensure their success?
  - Have they committed to cooperate with METRO in developing programs that protect the quality of life and business needs along the corridor during construction?

# Key Considerations



- Project Finance
  - Have they proposed a project finance plan that overcomes the cash flow restrictions associated with our funding sources?
  - Have they taken an equity (at risk) position in our project?
  - Have they proposed to convert any of our short term capital costs into a long term capital obligation?
  - Have they included a major lender or financial arranger on their team?

# METRO's Objectives

- Program Control
- Flexibility
- Cost and Schedule
- Local Participation
  - SB/DBE
- Balance
- Risk Allocation
- Early Implementation of LRT
- Commercial Solutions
- Stakeholder Relations
- Main Street
- Fail Safe Partnerships

# Scoring Criteria

- Evaluation/Scoring
  - Pass/Fail Criteria
  - SB/DBE Minimum Requirements
- Scoring Criteria
  - Management Proposal – 20 Points
  - Key Personnel Qualifications and Experience – 15 Points
  - Stake Holders/Community Outreach – 20 Points
  - Technical and Operations Solutions – 25 Points
  - Operations and Maintenance – 15 Points
  - Price for Phase 1 – 5 Points

Sub Total 100 Points
- Value-Added – 25 Points
  - SB/DBE
  - Community Involvement
  - Project Finance
  - Transit Oriented Development
  - Other

Total 125 Points

# Pass/Fail Criteria

- Compliant Proposal
- Valid Business Entity
- Financial Capacity
- Performance Guarantees
- Meet SB/DBE Requirements

# Structure of Program

- 3 Phase Contract
  - Development
  - Design and Construction
  - Operation and Maintenance
- Timing
- Off Ramps

# QUESTIONS AND ANSWERS

