



Business Services
Contracts Office
5735 47th Avenue Sacramento, CA 95824
(916) 643-2464

REQUEST FOR PROPOSALS

For

LEASE-LEASEBACK CONSTRUCTION

SERVICES

For

SCUSD CENTRAL KITCHEN

Request for Proposal Issued: May 7, 2018

Mandatory Site Walk: May 16, 2018 at 9:00 a.m.

Deadline for Submittal of Proposals: June 6, 2018 at 3:00 p.m.

Request for Proposal for Lease-Leaseback Construction Services
(SCUSD Central Kitchen)

Respondents are advised that this is a public works project for purposes of the California Labor Code, which requires payment of prevailing per diem wages, as well as wages for legal holidays and overtime. These rates are set forth in a schedule, which may be found on the California Department of Industrial Relations website at www.dir.ca.gov. Any Contractor to which a contract is awarded must pay the prevailing rates, post copies thereof at the job site, provide payroll records when required, and otherwise comply with applicable provisions of state law.

The Project shall be governed by a Project Labor Agreement ("PLA"). The successful Contractor (and all Subcontractors) will be required to execute an "Agreement to be Bound", whereby Contractor and Subcontractors agree to conform to all terms and conditions set forth in the PLA. The full text of the PLA is available on the District's website.

The District does not discriminate on the basis of race, color, national origin, religion, age, ancestry,

A. Pre-Construction, Construction and Post-Construction Services

Pre-Construction Services

As part of the scope of the Lease-Leaseback Agreement, Contractor shall perform the following pre-construction services:

1. Contractor shall attend regular meetings during Project development between the Architect,

D. Scope of the Fee Proposal

1. Proposed Budget

The District will require an open book policy with the successful Contractor and its construction team on the entire Project, meaning that all costs included in the Contractor's Total Sublease Amount and each monthly Sublease Payment shall be clearly set forth to the District's satisfaction,

For purposes of the Price Proposal included in this RFP, the Contractor's Percentage will be applied to the construction cost estimate to analyze the best value. Once the contract is awarded and following the occurrence of (i) Contractor's completion of the preconstruction services; (ii) the selection of all subcontractors in accordance with Education Code section 17406(a)(4); and (iii) any required DSA approval of the Plans and Specifications for the Work, Contractor shall provide Owner with objectively verifiable information of its costs to perform the Work and a written rationale for the proposed Total Sublease Amount, including documentation sufficient to support the calculation. The Total Sublease Amount shall be the sum total of the base construction cost and the Contractor Fee. Contractor's written rationale shall detail the "base construction cost" for the Project, consisting of (a) all subcontracts to be awarded by Contractor for the Project, plus (b) any separately awarded contracts for materials and supplies for the Project. The product of the base construction cost, multiplied by the Percentage offered by the Contractor in its proposal, shall be the "Contractor Fee", which shall also be set forth in Contractor's written rationale. The Total Sublease Amount shall be stated in Section 6 of the Sublease Agreement and shall constitute the total compensation to Contractor for constructing the Project and performing the Work. The successful Contractor may not commence construction of the Work until the District has approved the Total Sublease Amount.

E. Time to Complete

It is anticipated that construction will start in March 2019 and be completed in September 2020.

F. Subcontractors

All subcontractors who will perform more than 0.5% of the construction Work must be selected by a competitive bidding process or best value process as described in Education Code section 17406 subdivision (a)(4). Contractor shall establish reasonable qualification criteria and standards for subcontractors and shall provide public notice of availability of work to be subcontracted in accordance with the publication date applicable to the District's competitive bidding process.

A. Cover Letter

A signed letter of interest (no more than one page) stating the Contractor's interest and qualifications in providing the services as outlined in the RFP. Cover letter should include contact name, address, telephone number, and email address.

B. Qualifications

C. Experience

D. Price Proposal

1. Flat fee for preconstruction services.
2. Percentage fee for construction of Project. The percentage must be calculated out to three (3) decimal places.

V. SELECTION PROCEDURES & GUIDELINES

The purpose of this Request for Proposals is to enable the District to select the Contractor that submitted the proposal that is the best value to the District for the Project as required by Education Code section 17406. The term "best value" as used in this RFP is defined in Education Code section 17400, and is inclusive of a competitive procurement process whereby the Contractor is selected on the basis of objective criteria for evaluating qualifications with the resulting selection representing the best combination of price, qualifications, and experience.

The District will use the selection process outlined below, which conforms to Education Code section 17406 and ensures that the best value selection by the District is conducted in a fair and impartial manner. A review and selection committee composed of key District officials and consultants will review and evaluate all proposals.

Proposals will be opened privately to assure confidentiality and to avoid disclosure of the contents to competing Contractors prior to and during the review and evaluation process. Following selection of a Contractor pursuant to this RFP, proposals may be subject to disclosure in accordance with applicable law.

A. Selection Process

1. Qualification Portion

For the qualifications portion of the best value analysis, the District will evaluate each contractor based on the contractor's responses provided as part of the District's prequalification application, which is inclusive of the specific criteria listed below, and each Contractor's qualifications will be scored on a one hundred (100) point scale. The maximum number of points available to any Contractor is 100 points. These criteria are as follows:

Licensure
Business Information

- e. Describe your company's general approach to providing high-quality construction services.
- f. Describe your company's approach to being proactive when problems arise on a project. Additionally, please provide a detailed description of a situation where your company avoided or mitigated a significant issue on a project (i.e., delay, cost increase, non-performing subcontractor, etc.).
- g. Describe your company's general approach to managing a project within the contract price, including specific methods to mitigate or avoid change orders and cost increases.
- h. Has your company ever failed to enter into a contract after being selected for a new school construction or modernization project? If yes, please explain.
- i. In the past five years, has your company failed to complete a contract within the authorized contract time? If yes, please explain.
- j. In the past five years, has your company's contract on a public works project been terminated or canceled by the public entity owner? If yes, please explain.
- k. Describe any public works projects your company has contracted on subject to a Project Labor Agreement in the past five years.

iii. Owner-Contractor Relationship

- a. Describe your company's general approach to building and maintaining positive, responsive, collaborative, and trusting relationships with project owners, including any specific methods or techniques utilized by your company.
- b. Describe your understanding of the term "partnership mentality" and explain how a partnership mentality may benefit a contractor and project owner. Additionally, describe how a partnership mentality may benefit the District and your company with respect to this Project.

iv. History of Disputes

- a. Describe your company's general approach to avoid or mitigate disputes between your company and: (i) project owners; and (ii) your vendors (subcontractors, suppliers, etc.). Describe any specific methods or techniques utilized by your company to avoid or mitigate disputes with owners and vendors.
- b. Has your organization been involved in litigation or arbitration in the past five years related to a construction project? If yes, please explain.

- c. How many stop notice enforcement lawsuits against your company have been lost or settled by the company in the past five years? If the answer is more than " zero" , please describe each stop notice that was lost or settled.
- d. How many unresolved change orders resulted in a claim filed by your company against a project owner in the past five years? If the answer is more than " zero" , please explain each claim submitted.

3. Specialty Experience

For the specialty experience portion of the best value analysis, the District will evaluate answers to five criteria related to specific experience related to the Project. Each criterion calls for additional information (which are set forth below), and each criterion must be responded to by Contractor. Contractor's responses to the requests for each criterion will be evaluated by the District, and the District will award a point value to Contractor for each criterion. Contractor's overall specialty experience will be scored on a one hundred (100) point scale, with each of the five criteria worth a maximum of twenty (20) points.

Contractor's responses should be included on a separate sheet of paper and attached to Contractor's proposal. Every request for each criterion must be responded to, and any request must be further explained. At the District's discretion, an omission of requested information may result in an

receive 90 points, the Contractor with the third lowest Total Price Proposal will receive 80 points, and so forth until all Contractors have received points. In the event two Contractors submit Total Price Proposals with the same overall price, both Contractors shall be awarded the same amount of points.

5. Interview and Presentation

After the District has allocated points to qualifying Contractors for both the qualification, experience and community benefit, and price proposal portions of the best value analysis, the District will combine the points received by each Contractor based on Contractor's qualifications, experience and community benefit, and price proposal to create each Contractor's interim score. District will then rank all Contractors based on each Contractor's interim score. The Contractor with the highest interim score (highest combined point total from the qualifications, experience and community benefit, and price proposal analysis) shall be ranked highest, and all remaining Contractors shall be ranked in descending order based on the Contractor's interim score, such that the Contractor receiving the lowest interim score receives the lowest ranking.

submitted pursuant to this RFP. The Lease-Leaseback Agreement shall be awarded to the responsive Contractor with the highest best value score. In the event of a tie (more than one Contractor have the same highest best value score), District may award the Lease-Leaseback Project to the Contractor of its choice.

The Contractor whose proposal is determined to offer the best value to the District pursuant to this RFP must promptly execute the Lease-Leaseback Agreement, the Site Lease Agreement, and the Sublease Agreement without material revision or alteration, no later than ten (10) business days following award. The versions of the Lease-Leaseback Agreement, Site Lease Agreement, Sublease Agreement, and other documents required to be executed by the successful Contractor are available on the District's website at www.scusd.edu/contracts-department.

If the Contractor to which the Board awards the Lease-Leaseback Agreement refuses to execute the Lease-Leaseback Agreement and submit a payment bond, performance bond, proof of required insurance, and other required documents, the Board may revoke the award to that Contractor and award to the Contractor that submitted the next highest ranked proposal.

SECTION III - C

SECTION VII – BEST VALUE SCORE

In the following table, enter all proposing Contractors, their interim score, interview and presentation score, and their total combined score. The total combined score is the Contractor's "best value score."

CONTRACTOR	INTERIM SCORE	INTERVIEW AND PRESENTATION SCORE	COMBINED TOTAL

SECTION VIII – BEST VALUE RANK

In the following table, enter all proposing Contractors and best value score in order from the highest best value score to the lowest best value score. The Contractor with the highest best value score shall be ranked No. 1 overall.

CONTRACTOR	BEST VALUE SCORE (highest to lowest)	RANK
		1

EXHIBIT B

SIMILAR PROJECTS (History of Performance)

Project	Owner/Contact Info	Scope of Work	Your Role
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EXHIBIT C

PREQUALIFICATION CERTIFICATION

FOR LEASE-LEASEBACK PROPOSAL

I, _____, am authorized to represent _____ and sign this certification on its behalf to accompany the proposal that _____ is submitting for the SCUSD Central Kitchen ("Project").

I certify and declare that:

_____ was previously prequalified by the Sacramento City Unified School District ("District") to submit bids and proposals on District public works projects;

The District (through QualityBidders) approved such prequalification on _____, 20__;

To the best of my knowledge, such prequalification has not expired; and

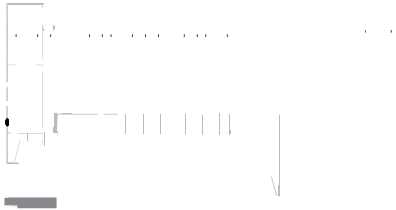
The scope of such prequalification covers the Project.

In addition, I certify and declare that:

All information submitted by _____ in conjunction with its prequalification application is still accurate and complete, and requires no updated information.

Some of the answers and/or financial statements of _____ submitted in response to the previous prequalification questionnaire are no longer accurate and complete, and updated information is required.

EXHIBIT D



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