

**MIAMI-DADE COUNTY, FLORIDA
NOTICE TO PROFESSIONAL CONSULTANTS (NTPC)
PORTMIAMI
MANAGEMENT FINANCIAL CONSULTING AND BOND ENGINEERING SERVICES
ISD PROJECT NO. E14-SEA-01R**

The County Mayor, Miami-Dade County (County), pursuant to Section 287.055, Florida Statutes, Sections 2-8.1 and 2-10.4 of the County Code, Implementing Order 3-34, and Administrative Order (A.O.) 3-39, and Ordinance 08-92, announces that professional engineering services are required for management financial consulting and bond engineering services for PortMiami.

PRIME AND/OR SUB-CONSULTANTS WITH A CURRENT AGREEMENT OR AN OPEN WORK/SERVICE ORDER WITH THE COUNTY FOR DESIGN AND/OR CONSTRUCTION MANAGEMENT SERVICES FOR PORTMIAMI WILL NOT BE CONSIDERED FOR AWARD OF A PSA UNDER ISD PROJECT NO. E14-SEA-01R.

IN ADDITION, FIRMS CURRENTLY IN NEGOTIATIONS FOR DESIGN PROJECTS AT PORTMIAMI, AND/OR ANY TEAM ON WHICH SUCH FIRM IS A PROPOSED PRIME OR SUB-CONSULTANT, ARE PRECLUDED FROM RESPONDING TO THE NTPC FOR ISD PROJECT NO. E14-SEA-01R, UNLESS THAT FIRM WITHDRAWS IN WRITING, FROM NEGOTIATIONS, INCLUDING WITHDRAWAL OF THE FIRM'S PROPOSAL THAT LED TO NEGOTIATIONS. FIRMS AND ANY TEAM ON WHICH SUCH FIRM IS A PROPOSED PRIME OR SUB-CONSULTANT WILL BE FOUND NON-RESPONSIVE IF THAT FIRM SUBMITS A PROPOSAL IN RESPONSE TO THE NTPC FOR ISD PROJECT NO. E14-SEA-01R AND FAILS TO WITHDRAW FROM NEGOTIATIONS FOR A DESIGN PROJECT AT PORTMIAMI, AS OUTLINED ABOVE.

FINALLY, THE PRIME CONSULTANT AND/OR SUB-CONSULTANTS SELECTED FOR AWARD OF A PSA UNDER ISD PROJECT NO. E14-SEA-01R WILL NOT BE CONSIDERED FOR ANY DESIGN PROJECTS FOR PORTMIAMI ADVERTISED DURING THE EFFECTIVE TERM OF THIS AGREEMENT.

The Consultant shall provide professional services, which includes, but shall not be limited to: bond engineering services, value analysis studies (in accordance with Section 2-10.4 of the County Code), management financial consulting services, and any supportive tasks ancillary to the primary scope of services. For additional details, please refer to the Scope of Work below.

1. The Consultant will perform Bond Engineering Services, including, but not limited to the following:
 - Inspecting PortMiami facilities, providing reports on condition of aforementioned facilities, noting deficiencies and needs relevant to PortMiami's long range plans, as well as evaluating financial and budgetary records for: Preparing the annual bond engineering report, which includes providing recommendations, approvals and certifications, rate studies, feasibility studies and financial forecasts as required under the Seaport Master Bond Ordinance No. 88-66;
 - Providing 40-year certification reports;
 - Reviewing and setting forth recommendations as to any necessary revisions of rates and port tariff structures;
 - Reviewing port facility designs by others for consistency with facility requirements, relevance to PortMiami's long range master plan, and adherence to requirements of funding sources,

property values for insurance coverage, and facilities reserve for maintenance;

- Evaluating the alignment and timing of facility investments to support projected revenue sources; and
 - Reviewing new Capital Development projects to ensure conformity to current and future operational requirements, estimated impact on revenues, and relational changes in maintenance and operations expenses.
2. The Consultant will perform Value Analysis studies, including, but not limited to the following:
- a. Gathering and tabulating information concerning the facility as designed, to evaluate the specific use or functional requirements of the items under study and their alignment to PortMiami plans;
 - b. Developing alternative recommendations that fulfill the facility's basic required function(s), in accordance with best practices and standards;
 - c. Incorporating analysis and work products of other PortMiami consultants within business case deliverables;
 - d. Business case analysis evaluating, critiquing, ranking and prioritizing feasible best alternatives developed in (b) above. An estimated dollar value shall be developed and applied to all feasible alternatives and a determination made of the alternatives that offer the greatest potential for savings or net benefit to PortMiami;
 - e. Presenting written value analysis study, which incorporates the best alternatives, to County staff for approval;
 - f. Providing assistance and recommendation in incorporating the selected alternatives into a project. The costs considered in the value analysis shall include initial construction costs as well as start-up, financing and continuing operational costs. Where continuing costs are analyzed, the value analysis shall include life cycle costing; and
 - g. Providing value analysis services, upon request of PortMiami, for additional or changed work required after award of a project to the Contractor.
3. The Consultant will perform highly specialized Management Financial Consulting Services, which represent 40% of the contract amount. Services include, but are not limited to the following:
- a. Evaluating the ability PortMiami to generate revenues sufficient to satisfy debt service coverage requirements (i.e., analyzing the economic base, forecasting passenger and cargo traffic, forecasting revenues and expenditures, etc.). Such evaluation shall be in the form of a financial feasibility report;
 - b. Participating in preparation of the Preliminary Official Statement and the Official Statement and related documents for each bond issuance;
 - c. Participating in investment rating agency, credit insurer and investor presentations and

responding to inquiries by such groups;

- d. Performing due diligence and other services for port related financial transactions;
- e. Evaluating rate covenant compliance rents, fees and charges for PortMiami properties, facilities and services;
- f. Recommending rents, fees and charges for PortMiami's system (revenue infrastructure) in conjunction with each debt issuance;
- g. Notify PortMiami and make recommendations as to a revision of the rates, fees, or any changes needed if it is determined that the total net revenues are not sufficient to meet the terms of the Ordinance.
- h. Evaluating the financial impact of facilities constructed with third party funds or revenues and later absorbed by PortMiami to determine whether PortMiami still satisfies its debt services coverage requirements;
- i. Evaluating the financial impact of facilities constructed with third party funds or revenues and later absorbed by PortMiami to determine whether PortMiami satisfies its debt services coverage requirements;
- j. Developing long range pro forma financials beyond the five year net revenue estimates, required by the ordinance, for the greater of twenty-five years or the debt term being considered;
- k. Evaluating the Capital Investment Program in the Master Plan and determine the alignment of investments and investment timing to the cargo and revenue projections;
- l. Evaluating long-term cargo projections relative to PortMiami's existing market share within key Florida markets as well as more distant hinterland markets. Determine to what extent market share is likely to change within these respective locations by comparing the Port's competitive position relative to other Florida, East Coast and United States Ports. Validate cargo forecasts, to be developed by commodity, trade partner and US-County level;
- m. Based on cargo projections, evaluating long-term expansionary capital requirements for infrastructure and equipment (capital plan). This capital plan will also incorporate the typical lifecycle of infrastructure and equipment utilized at the port, to determine replacement timeline;
- n. Reviewing capital expenditure cost estimates, including inflation for future years, and providing an opinion on estimated cost relationships to industry norms to assist in the preparation of the annual capital budget;
- o. Evaluating existing operational expenses and providing recommendations for reductions and opportunities for efficiencies;
- p. In the performance of the required facility inspections, aligning the lifecycle of critical infrastructure components to their financial performance, noting any deficiency expectations over the pro-forma period;

- q. Evaluating the potential mix of funding sources relative to the strengthening of PortMiami's financial position, relationship to covenants in the ordinance, and positioning with the rating agencies;
- r. Evaluating best use of undeveloped areas on and off Port properties that support PortMiami long range plans; and
- s. Evaluating unsolicited proposals and Public Private Partnership proposals, and providing recommendations to PortMiami Senior Staff.

Within sixty (60) days from Notice to Proceed, the Consultant must demonstrate ability to submit a draft report, meeting the requirements of Bond Ordinance No. 88-66, for review by the County to facilitate Fiscal 2014 needs. The draft report must meet the requirements as outlined in Bond Ordinance No. 88-66, and other requirements that may be provided from PortMiami's registered municipal advisor.

One consultant/team of firms will be retained under a non-exclusive Professional Services Agreement for an effective term of four (4) years, or until the money is depleted, whichever comes first, for a cost estimate of \$3,000,000.00, exclusive of contingencies.

Experience and Qualifications:

1. The **Prime Consultant** must have experience performing bond consulting services for comparable sized or larger revenue generating government entities.
2. The **Prime and/or sub-consultant** performing Technical Certification Category 3.12, Underwater Engineering Inspection, shall have demonstrated performance of these services on at least three (3) deep-water bulkheads over the past seven (7) years. Deep water bulkheads are composed of steel sheet pile/king pile combination with a concrete cap and an alongside water depth of at least 25 ft.
3. PortMiami debt issued in FY2013 and FY2014 is in excess of \$580 million and future debt issued over the term of the agreement is planned. **Prime and/or sub-consultants** providing management financial consulting services, as outlined in Section 3 of the Scope of Work, require familiarity and a minimum of ten (10) years' experience with debt issuances in excess of \$100 million on which PortMiami can rely, including, but not limited to:
 - Bond markets
 - Credit rating agencies
 - Drivers of credit ratings and strategies to sustain credit rating levels
 - Securities Exchange Commission provisions for municipal debt under
 - The Dodd-Frank Act
 - \$100 million plus debt issuances
 - Review and insight into the generation of public offering statements (POS)
 - Interaction with bond counsel, disclosure counsel and the legal profession
 - Letter of credit and variable rate instruments
 - Funding strategies

Preference Stipulation:

1. **Prime Consultant** experience performing transportation asset valuation and revenue bond consulting services for comparable sized or larger revenue generating government entities is highly preferred.

The expertise must be met by a qualified individual(s) of the prime and/or sub -consultant firm(s), as applicable. The experience must be demonstrated by direct or substantial involvement of the individual(s) in a supervisory capacity at the Project Manager level or above. The determination of the individual's qualifications and compliance with the experience and qualifications and preference stipulations shall be at the sole discretion of the County. The Competitive Selection Committee may

negatively evaluate proposals from firms they determine have failed to meet the above experience and qualification(s).

TECHNICAL CERTIFICATION REQUIREMENTS

5.01 PORT AND WATERWAY SYSTEMS – ENGINEERING DESIGN (PRIME) 14.00 ARCHITECTURE (PRIME)

- 3.12 HIGHWAY SYSTEMS – UNDERWATER ENGINEERING INSPECTION
- 5.02 PORT AND WATERWAY SYSTEMS – ARCHITECTURAL DESIGN
- 11.00 GENERAL STRUCTURAL ENGINEERING
- 12.00 GENERAL MECHANICAL ENGINEERING
- 13.00 GENERAL ELECTRICAL ENGINEERING
- 16.00 GENERAL CIVIL ENGINEERING
- 19.05 VALUE ANALYSIS AND LIFE-CYCLE COSTING – PORT AND WATERWAY SYSTEMS

A copy of the Notice to Professional Consultants (NTPC), forms, and accompanying participation provisions (as applicable) may be obtained at the Internal Services Department's Architectural & Engineering Unit located at 111 NW 1st Street, 13th Floor, Miami, FL 33128. The phone and fax numbers, respectively, for the unit are (305) 375-2307 and (305) 375-4407. A solicitation notification will be forwarded electronically to all consultants who are pre-qualified with Miami-Dade County and have included an e-mail address in their vendor registration form. It will also be e-mailed to those who have vendor enrolled on-line. The NTPC and accompanying documents may be obtained on line at <http://www.miamidade.gov/procurement/solicitations.asp>, at the following link "Solicitations On-Line."

The Consultant Coordinator for this project is Amelia M. Cordova-Jimenez, who may be contacted via e-mail at ameliac@miamidade.gov, fax: (305) 375-4407 or phone: (305) 375-3022.

CONTRACT MEASURE REQUIREMENTS

One (1) Agreement – 6% Community Business Enterprise (CBE) Goal

A pre-submittal project briefing for interested firms will be held on October 9, 2014, at 2:30 P.M. in Conference Room 18-4, 18th Floor of the Stephen P. Clark Center, located at 111 NW 1st Street, Miami, Florida. While attendance **IS NOT** mandatory, interested parties **ARE ENCOURAGED** to attend.

Deadline for submission of proposals is October 22, 2014 at 3:30 P.M., LOCAL TIME, all sealed envelopes and containers must be received at Miami-Dade County, Clerk of the Board of County Commissioners, 111 NW 1st Street, 17th Floor, Suite 202, Miami, Florida 33128-1983. BE ADVISED THAT ANY AND ALL SEALED PROPOSAL ENVELOPES OR CONTAINERS RECEIVED AFTER THE ABOVE SPECIFIED RESPONSE DEADLINE MAY NOT BE CONSIDERED.

This solicitation is subject to Miami-Dade County's Cone of Silence pursuant to Section 2-11.1(t) of the Miami-Dade County Code, as amended. Please review Miami-Dade County Administrative Order 3-27 for a complete and thorough description of the Cone of Silence.