

# ISSUING DEPARTMENT INPUT DOCUMENT

## CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

New   
  OTR   
  Sole Source   
  Bid Waiver   
  Emergency   
 Previous Contract/Project No. RFQ MDAD-14-03-01

Re-Bid   
  Other – Access of Other Entity Contract   
 LIVING WAGE APPLIES:  YES  NO

Requisition No./Project No.: RFQ-002249   
 TERM OF CONTRACT 5 YEAR(S) WITH 0 YEAR(S) OTR

Requisition /Project Title: Financial Feasibility Consulting Services

Description:

Section 705 of the Trust Agreement requires that the County employ an independent firm or corporation “having a nationwide and favorable repute for skill and experience” to perform the duties imposed on the Traffic Engineer by the Trust Agreement.

Issuing Department: ISD   
 Contact Person: Natalya Vasilyeva   
 Phone: 3053754725

Estimate Cost: \$6,000,000

Funding Source:   
 GENERAL    
 FEDERAL    
 OTHER

Operating B

### ANALYSIS

<b>Commodity Codes:</b>	<span style="border: 1px solid black; padding: 2px;">91817</span>	<span style="border: 1px solid black; padding: 2px;">91875</span>	<span style="border: 1px solid black; padding: 2px;">94649</span>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>
Contract/Project History of previous purchases three (3) years Check here <input type="checkbox"/> if this is a new contract/purchase with no previous history.					
	<b><u>EXISTING</u></b>	<b><u>2<sup>ND</sup> YEAR</u></b>	<b><u>3<sup>RD</sup> YEAR</u></b>		
<b>Contractor:</b>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>		
<b>Small Business Enterprise:</b>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>		
<b>Contract Value:</b>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>		
<b>Comments:</b>	<span style="border: 1px solid black; padding: 2px;"></span>				

Continued on another page (s):     YES     NO

### RECOMMENDATIONS

	Set-Aside	Subcontractor Goal	Bid Preference	Selection Factor
<b>SBE</b>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>	<span style="border: 1px solid black; padding: 2px;"></span>

**Basis of Recommendation:**

<b>Signed:</b> <span style="border: 1px solid black; padding: 2px;">Natalya Vasilyeva</span>	<b>Date sent to SBD:</b> <span style="border: 1px solid black; padding: 2px;">02/18/2022</span>
	<b>Date returned to SPD:</b> <span style="border: 1px solid black; padding: 2px;"></span>

## 1.0 INTRODUCTION/BACKGROUND

Miami-Dade County, as represented by the Miami-Dade Aviation Department, is soliciting Qualification Statements for the Department's Financial Feasibility Consultant. The Successful Respondent will serve as the Department's Traffic Engineer, as required by Section 705 of the Amended and **Restated Trust Agreement (Appendix G to this Solicitation)**.

Section 705 of the Trust Agreement requires that the County employ an independent firm or corporation "having a nationwide and favorable repute for skill and experience" to perform the duties imposed on the Traffic Engineer by the Trust Agreement. Employment of a firm as Traffic Engineer is subject to the approval of the Trustee and Co-Trustee.

The services of the Traffic Engineer, as set forth in the Trust Agreement, do not pertain to traditional engineering as it applies to construction and related fields. Instead, the Traffic Engineer performs various financial feasibility analyses as may be required by the Department. Specifically, the Traffic Engineer/Financial Feasibility Consultant is required to evaluate the ability of the Department to generate revenues sufficient to satisfy debt service coverage requirements under the Trust Agreement, and to recommend Airport System rates and charges sufficient to meet the terms of the rate covenant set forth in the Trust Agreement.

This solicitation process and the resulting agreement are subject to the requirements relating to professional services under Miami-Dade County Implementing Order No. 3-38 and not those consultants' competitive negotiation laws in the Florida Statutes pertaining to retention of architects and engineers.

For further background information, the following documents are provided as appendices to this RFQ:

- **Comprehensive Annual Financial Report for the fiscal year ending September 30, 2021 (Appendix J) (TO BE PROVIDED)**
- **Aviation Department Business Plan for the fiscal year ended September 30, 2021 (Appendix K) (TO BE PROVIDED)**
- **Report of Traffic Engineers dated (Appendix L) (TO BE PROVIDED)**

### SCOPE OF SERVICES

The Successful Respondent's services shall include those required of the Traffic Engineer under the Trust Agreement in connection with the issuance of bonds under the Trust Agreement. Those services are generally described as:

1. Evaluating the ability of the Department to generate revenues sufficient to satisfy debt service coverage requirements, which involves:
  - a) Analyzing the economic base (Latin America and South Florida) for air transportation at the Airport.
  - b) Forecasting international and domestic passenger and cargo traffic at MIA.
  - c) Forecasting revenues and expenditures at MIA.

Such evaluation shall be in the form of: 1) a financial feasibility report, suitable for inclusion in the Preliminary Official Statement and the Official Statement of a debt issuance; and 2) a certification or other documentation demonstrating compliance with the additional bonds test required by the Trust Agreement.

2. Participating in review of the Preliminary Official Statement and the Official Statement and related documents, for each bond issue.
3. Participating in investment rating agency, credit insurer, and investor presentations and responding to inquiries by such groups.
4. Evaluating rate covenant compliance and rents, fees, and charges for Port Authority Properties ("PAP") facilities and services.
5. Recommending rents, fees, and charges for the Airport System, in conjunction with each debt issuance.
6. Evaluating the financial impact of facilities constructed with Airport revenues other than bonds issued under the Trust Agreement, to determine whether the Department still satisfies its debt services coverage requirements.
7. Evaluating the financial impact of facilities constructed with County revenues and turned over to the Department, to determine whether the Department satisfies its debt services coverage requirements.

8. Provide services which include but are not limited to financial analyses as described below:
- Trustee issues (as per Section 708 of the Trust Agreement).
  - Plan of finance preparation.
  - Preliminary Official Statement preparation.
  - Airline rates and charges calculations.
  - Airline lease agreement or Miami Airport Affairs Committee (“MAAC”) issues.
  - Passenger Facility Charge (“PFC”) revenue program.
  - Annual operating budget assistance.
  - Monitoring MDAD’s cash balances.
  - Performance sub-account assistance.
  - Rating agency update assistance.
  - CIP financial projections.
9. Other financial analyses as necessary to support compliance with debt covenants.

#### **FOR Proposer Information Section.**

It is the preference of the County that the Respondent should have at least five (5) years of experience in financial feasibility consulting of which at least three (3) years of consulting was for two (2) large hub airports (as defined by the Federal Aviation Administration (“FAA”)) during which time each large hub airport issued bonds at least once in which the Respondent directly performed the passenger forecast. Please provide a description of how your form meets or exceeds this preference.

#### **TERM**

The term of the Agreement shall be for five (5) years.