



C o u n t y o f S a n L u i s O b i s p o

GENERAL SERVICES AGENCY

Janette D. Pell, Director

Helen McCann, Department Administrator

STATEMENT OF QUALIFICATIONS PS-#1122 PROVIDE AVIATION GENERAL CONSULTING SERVICES FOR SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

March 26, 2011

The County of San Luis Obispo is currently soliciting qualifications from architectural and engineering firms to provide aviation general consulting services to the San Luis Obispo County Airport Services Division.

Each proposal shall specify each and every item as set forth in the attached specifications. Any and all exceptions must be clearly stated in the proposal. Failure to set forth any item in the specifications without taking exception may be grounds for rejection. The County reserves the right to reject any and all proposals and to waive any irregularity or informality in any proposal or in the Statement of Qualifications process, as long as, in the judgment of the County, such action will not negate fair competition and will permit proper comparative evaluation of the proposals submitted.

This Statement of Qualifications is posted on the County's Purchasing website at http://www.slocounty.ca.gov/GSA/Purchasing/Current_Formal_Bids_and_Proposals.htm. Any changes, additions, or deletions to this Statement of Qualifications will be in the form of written addenda issued by the County. Any addenda will be posted on the website. Prospective proposers must check the website for addenda or other relevant new information during the response period. The County is not responsible for the failure of any prospective proposer to receive such addenda. All addenda so issued shall become a part of this Statement of Qualifications.

If your firm is interested and qualified, please submit five (5) hard copies and one (1) electronic copy (on CD or DVD) of your qualifications on April 22, 2011 by 3:00 p.m. to:

County of San Luis Obispo
Phill Haley, GSA - Purchasing
1087 Santa Rosa Street
San Luis Obispo, CA 93408

If you have any questions about the proposal process, please contact me. For technical questions and information contact Richard Howell at (805) 781-5205.

All questions pertaining to the content of this Statement of Qualifications must be made in writing via e-mail to Richard Howell at: rhowell@co.slo.ca.us no later than April 13, 2011. All questions will receive a response within 5 business days. The question and its response will be posted (anonymously) on the site: http://www.slocounty.ca.gov/GSA/Purchasing/Current_Formal_Bids_and_Proposals.htm. The County reserves the right to determine the appropriateness of comments / questions that will be posted on the website.

PHILL HALEY
Buyer – GSA Purchasing

LOCAL VENDOR PREFERENCE

The County has established a local vendor preference. When quality, service, and other relevant factors are equal, responses to Statements of Qualifications will be evaluated with a preference for local vendors. Note the following exceptions:

1. Those contracts which State Law or, other law or regulation precludes this local preference.
2. Public works construction projects.

A "local" vendor preference will be approved as such when, 1) The vendor conducts business in a fully staffed office with a physical address within the County of San Luis Obispo; 2) The vendor holds a valid business license issued by the County or a city within the County; and 3) The vendor has conducted business at the local address for not less than six (6) months prior to the due date of this Statement of Qualifications.

Proposals received in response to this Statement of Qualifications will be evaluated by the Selection Committee considering the local vendor preference described above when quality, service and other relevant factors are equal. The burden of proof will lie with proposers relative to verification of "local" vendor preference. Should any questions arise, please contact a buyer at (805) 781-5200.

| | YES | NO |
|--|-----|----|
| Do you claim local vendor preference? | | |
| Do you conduct business in an office with a physical location within the County of San Luis Obispo? | | |
| Business Address: _____ _____ | | |
| Years at this Address: _____ | | |
| Does your business hold a valid business license issued by the County or a County within the County? | | |
| Name of Local Agency which issued license: _____ | | |

Business Name: _____

Authorized Individual: _____ Title: _____

Signature: _____ Dated: _____

PROPOSAL SUBMITTAL AND SELECTION

1. All proposals, consisting of five (5) hard copies and one (1) electronic copy (on CD or DVD) must be received by mail, recognized carrier, or hand delivered no later than 3:00 p.m. on April 22, 2011. Late proposals will not be considered and will be returned, unopened.
2. All correspondence should be directed to:

San Luis Obispo County
General Services Agency
1087 Santa Rosa Street
San Luis Obispo, CA 93408
ATTENTION: PHILL HALEY
Telephone: (805) 781-5904
3. Costs of preparation of proposals will be borne by the proposer.
4. It is preferred that all proposals be submitted on recycled paper, printed on two sides. Submissions will be limited to 30 pages.
5. Selection of qualified proposers will be by an impartial Selection Committee using an approved County procedure for awarding professional contracts. Selection will be made on the basis of the proposals as submitted, although the County reserves the right to interview applicants as part of the selection process. The proceedings of the Selection Committee are confidential, and members of the Selection Committee are not to be contacted by the proposers.
6. This Statement of Qualifications does not constitute an offer of employment or to contract for services.
7. The County reserves the option to accept or reject any or all proposals, wholly or in part, received by reason of this request, and make more than one award, or no award, as the best interests of the County may appear.
8. All documents submitted to the County in response to this Statement of Qualifications will become the exclusive property of the County and may be returned to the proposer or kept by the County, in the County's sole discretion.
9. All proposals shall remain firm for ninety, (90) days following closing date for receipt of proposals.
10. The County reserves the right to award the contract to the firm, who presents the proposal which in the judgment of the County, best accomplishes the desired results.
11. Any contract awarded pursuant to this Statement of Qualifications will incorporate the requirements and specifications contained in this Statement of Qualifications. All information presented in a proposer's proposal will be considered binding upon selection of the successful proposer, unless otherwise modified and agreed to by the County during subsequent negotiations.

12. Under the provisions of the California Public Records Act (the "Act"), Government Code section 6252 et seq., all "public records" (as defined in the Act) of a local agency, such as the County, must be available for inspection and copying upon the request of any person. Under the Act, the County may be obligated to provide a copy of any and all responses to this Statement of Qualifications, if such requests are made after the contract is awarded. One exception to this required disclosure is information which fits within the definition of a confidential trade secret [Government Code section 6254(k)] or contains other technical, financial or other data whose public disclosure could cause injury to the proposer's competitive position. If any proposer believes that information contained in its response to this Statement of Qualifications should be protected from disclosure, the proposer MUST specifically identify the pages of the response that contains the information by properly marking the applicable pages and inserting the following notice in the front of its response:

***NOTICE:** The data on pages _ of this response identified by an asterisk (*) contain technical or financial information, which are trade secrets, or information for which disclosure would result in substantial injury to the proposer's competitive position. Proposer requests that such data be used only for the evaluation of the response, but understands that the disclosure will be limited to the extent the County considers proper under the law. If an agreement is entered into with the proposer, the County shall have the right to use or disclose the data as provided in the agreement, unless otherwise obligated by law.*

The County will not honor any attempt by proposer to designate its entire proposal as proprietary. If there is any dispute, lawsuit, claim or demand as to whether information within the response to the Statement of Qualifications is protected from disclosure under the Act, proposer shall indemnify, defend, and hold harmless, the County arising out of such dispute, lawsuit, claim or demand.

PROPOSAL FORMAT

A qualifying proposal must address all of the following points (not to exceed 30 pages):

1. Project Title

2. Applicant or Firm Name

3. Firm Qualifications
 - a. Type of organization, size, professional registration and affiliations.
 - b. Names and qualifications of personnel to be assigned to this project.
 - c. Outline of recent projects completed that are directly related to this project. Consultant is required to demonstrate specific design and project expertise relating to the requirements of the Project Scope.
 - d. Qualifications of consultants, subcontractors, or joint venture firm, if appropriate.
 - e. Client references from recent related projects, including name, address and phone number of individual to contact for referral. References should specify: project name and location; description of work; contract value of work performed by Consultant and project value; name, address, and telephone number of project owner/representative.

4. Understanding of and Approach to the Project
 - a. Summary of approach to be taken.
 - b. Description of the organization and staffing to be used for the project.
 - c. Indication of information and participation the proposer will require from County staff.
 - d. Indication of time frame necessary to complete the plan review once a Notice to Proceed is issued.

5. Disadvantaged Business Enterprise (DBE) Participation

Each response shall clearly outline any DBE partnerships that the Consultant has created for completion of the work. Response should also provide the County a clear understanding of how the firm mentors or develops DBE's to perform Department Of Transportation (DOT) work.

6. Fees and Insurance
 - a. Fees will be negotiated with potential providers once the Selection Committee has ranked proposers.
 - b. The selected Consultant will be required to provide insurance coverage in the amount of \$ 1,000,000 General Liability Insurance, \$ 1,000,000 of Professional Liability Insurance and \$1,000,000 Automobile Liability (code 1, any auto). In addition, the selected Consultant shall have Worker's Compensation coverage as required by the State of California and Employer's Liability Insurance. This amount of insurance

coverage shall be reflected in your estimated professional fee.

- c. The Consultant shall provide within five (5) days after the Notice of Award is issued a certificate of liability insurance naming the County of San Luis Obispo and its employees and officers as additionally named insured. This shall be maintained in full force and effect for the duration of the contract and must be in an amount and format satisfactory to the County.

- d. Indemnification

Consultant shall defend, indemnify and hold harmless the County, its officers and employees from all claims, demands, damages, costs, expenses, judgments, attorney fees, liabilities or other losses that may be asserted by any person or entity, and that arise out of or are made in connection with the acts or omissions relating to the performance of any duty, obligation, or work hereunder. The obligation to indemnify shall be effective and shall extend to all such claims and losses, in their entirety, even when such claims or losses arise from the comparative negligence of the County, its officers and employees. However, this indemnity will not extend to any claims or losses arising out of the sole negligence or willful misconduct of the County, its officers and employees.

The preceding paragraph applies to any theory of recovery relating to said act or omission, by the Consultant, or its agents, employees, or other independent contractors directly responsible to Consultant including, but not limited to the following:

1. Violation of statute, ordinance, or regulation.
2. Professional malpractice.
3. Willful, intentional or other wrongful acts, or failures to act.
4. Negligence or recklessness.
5. Furnishing of defective or dangerous products.
6. Premises liability.
7. Strict Liability.
8. Violation of civil rights.
9. Violation of any federal or state statute, regulation, or ruling resulting in a determination by the Internal Revenue Service, California Franchise Tax Board or any other California public entity responsible for collecting payroll taxes, when the Consultant is not an independent contractor.

It is the intent of the parties to provide the County the fullest indemnification, defense, and "hold harmless" rights allowed under the law. If any word(s) contained herein are deemed by a court to be in contravention of applicable law, said word(s) shall be severed from this contract and the remaining language shall be given full force and effect.

A. INTRODUCTION

The General Services Agency, representing the Board of Supervisors of the County of San Luis Obispo, is seeking qualified providers of Aviation General Consulting Services to potentially provide general planning, architectural, engineering, design and construction management for the attached preliminary scope of services for various projects on behalf of the County for the San Luis Obispo County Regional Airport Services Division operating the San Luis Obispo County Regional and Oceano County Airports. County intends to award a contract with a three (3) year term with a single two (2) year extension based on the Consultant’s performance during the initial term. Eligible work must be performed and completed in such a manner as to be eligible for federal aid funds.

This Statement of Qualifications establishes the specifications, terms and conditions governing the selection of a firm to provide Aviation General Consulting Services to County of San Luis Obispo-Airport Services. All submittals shall be in the form and format as specified in this SOQ section entitled “Proposal Format and Content”.

The following tentative schedule is proposed, but may be changed at the County’s sole discretion.

| | |
|--|------------------|
| Deadline for Questions – | April 13, 2011 |
| Open Statements of Qualifications – | April 22, 2011 |
| Stage 1 reviews completed – | April 29, 2011 |
| Notices for Stage 2 interviews – | May 4, 2011 |
| Stage 2 interviews – | May 18, 19, 2011 |
| Stage 3 Negotiations Begin – | May 23, 2011 |
| Draft Contract Completed – | June 1, 2011 |
| Board of Supervisors Review Contract – | June 7, 2011 |
| Notice to Proceed – | June 13, 2011 |

B. PROJECT DESCRIPTION

The County, in anticipation of future grants from the Federal Aviation Administration (FAA), which will help finance future Airport Planning Services and construction projects, is requesting statements of qualifications from experienced firms interested in providing airport planning plus architectural and engineering services for future projects for the San Luis Obispo County Airport Services Division. The projects may involve services to provide Airport Planning, Architectural and Engineering A/E design, preparation of plans, specifications and bid documents, bidding phase services, and construction phase services compliant with Federal Aviation Administration (FAA) Regulations and FAA design criteria. Follows is an overview of potential projects to be addressed as a result of this SOQ. County reserves it right to negotiate final project scopes with the successful proposer. A detailed description of potential Project concepts and scopes are provided in Exhibit A.

The new terminal facility is conceptualized as being a 75,000+ square footage multi-level facility designed in its entirety but to be built in phases as the Airport achieves milestones in enplanement activity with an end product capable of support aircraft in FAA Design Group III. The design process will include performance of Benefit Cost Analysis for project. Design will include the use of alternate energy programs to the maximum extent. Design plan will also include possible utilization of temporary terminal facilities, and a plan for reutilization of existing terminal facilities as applicable.

Airport parking facilities will be upgraded to meet current and anticipated demand. Project will include a planned phased approach of incremental improvements to existing facilities as the Airport achieves milestones in enplanement activity. Project would include a planned approach to an ultimate parking structure. Included in this project is the development of energy alternatives to power aspects of the parking system.

The Rental Car Facility is comprised of a CMU building approximately 1,200 square feet; four manual car wash bays with canopy cover and water recycling system; a fuel tank island with vacuum system and canopy cover; asphalt and concrete paving; parking for approximately 100 cars; landscape and irrigation, and fencing. The successful proposer will only provide Construction Management and Inspection Services for this project.

Taxiway relocation and upgrades for Taxiways "A" and "D" will consist of design and construction of asphalt taxiways to meet FAA standards as identified in the Airport's Master Plan.

The Airport extended its primary runway in 2007. The ILS Glide Slope (GS) facilities supporting runway 11 did not get relocated creating a displaced threshold for Runway 11. The successful proposer will work with Airport Management and the FAA to move the GS facilities to a location providing full-length use of runway 11 for instrument approaches. This project will include preparation of environmental documents as well as the preparation and negotiation of any necessary reimbursement agreements with FAA for the project.

Environmental work to support the previously approved Master Plan for Oceano County Airport (L52).

The successful firm or firms will provide overall Aviation General Consulting Services to the County. The County will request specific scopes of work as described below. However, this request for Statements of Qualifications does not constitute an obligation on the part of the County to move forward with any of the projects described. The specific requests for services will depend on available funding and subsequent approval by the County.

C. SUMMARY OF SCOPE OF WORK

A detailed scope of services will be developed for each project during contract negotiations. A typical scope of services (for reference purposes) for the Consultant may include the following services all under the supervision of appropriate County staff:

1. BASIC SERVICES

- A. Preliminary Phase. This phase involves those activities required for planning and defining the scope of a project and establishing preliminary requirements. The Consultant will perform the following:
 - 1. Confer and attend meetings with County representatives on project requirements, finances, schedules, early phases of the project and other pertinent matters. The Consultant will participate in discussions with the operating department and other

agencies such as the California Department of Transportation (Caltrans), the Federal Aviation Administration (FAA) and others as required to satisfactorily complete the Project;

2. Provide planning services as to best method or course of action for the successful completion of the projects in the most timely and cost-effective manner. Said planning will take into consideration the most modern aviation and airport design and construction methods;
 3. Plan, procure and/or prepare necessary surveys, geotechnical engineering investigations, field investigations, laboratory testing and architectural and engineering studies required for preliminary design considerations. The report to be prepared will use Federal Aviation Administration (FAA) design criteria and be based on most current FAA procedures.
 4. Develop design schematics, sketches, environmental and aesthetic considerations, project recommendations, preliminary layouts and cost estimates of proposed construction and total project budget.
 5. Review and/or develop environmental documents as necessary for airport projects.
 6. Determine preliminary location, sizes, and types of materials;
 7. Assist, as required, during preliminary and pre-design meetings with FAA and County;
 8. Prepare and convey answers to County, FAA and others questions or concerns in preliminary design report;
 9. County will furnish Consultant with any preliminary information available to include copies of plans of such existing facilities as are necessary and available and with other information pertinent to the planning and design.
- B. Design Phase. This phase includes all activities required to undertake and accomplish a full and complete project design. Upon approval of the preliminary phase, the Consultant will perform the following:
1. Conduct and attend meetings and design conferences to obtain information and to coordinate or resolve design matters.
 2. Assist in acquisition of all permits, as necessary;
 3. Collect engineering data and undertake field investigations; perform geotechnical engineering studies, topographical surveys, and architectural, engineering, and special environmental studies as necessary for the design of the projects;
 4. Prepare necessary engineering reports and recommendations.
 5. Prepare detailed plans, specifications and contract bid documents, and submit for County (and if necessary, for FAA) review and approval. All bid documents shall be in conformance with the appropriate FAA Advisory Circulars and Orders. Provide 60%, 90%, and 100% complete plan and bid documents for County staff review and approval and participate in associated review meetings;
 6. Assist in coordination meetings with the County and FAA to facilitate approval of design concept and detailed plans and specifications;

7. Prepare total project budget including estimates of costs/quantities and schedule.

C. Bidding Phase.

1. Conduct the pre-bid conference;
2. Assist the County in solicitation of bids by identification of prospective bidders and review of bids by solicited interests.
3. Review all pre-bid questions and submissions, and prepare for the County's approval, any addenda necessary to inform contractors of revisions prior to bidding;
4. Analyze bids, prepare bid tabulations, and make recommendations concerning award of contract;
5. Confer with the County and make revisions as necessary for re-advertising the project for bid if the lowest responsible bidder's bid exceeds project estimates per County standards. These revisions will be made at no additional charge to the County.

D. Construction Phase. Upon approval of the bidding phase, the Consultant will perform the following:

1. Provide consultation and advice to the County during all phases of construction;
2. Conduct the pre-construction conference;
3. Review and approve shop and working drawings and material and /or equipment submittals;
4. Review and approve required tests and testing results;
5. Provided interpretations and clarifications of plans and specifications and under County oversight authorize minor changes that do not affect the contractor's price and are not contrary to the general interest of the County under the contract;
6. Consult and advise during construction with County and other governmental authorities;
7. Inspect work in progress periodically and provide appropriate reports to FAA, the County project manager, inspector, and contractor;
8. Review and coordinate contractor's progress schedule and critical path updates with the contractor and County's representatives;
9. Under County oversight prepare and negotiate change orders and supplemental agreements that are necessary;
10. Review contractor submitted pay requests, and submit same to County for review and approvals.
11. Make final inspection with County staff and provide the County with a Certificate of Completion for the project;
12. Review construction drawings and prepare records of project as constructed.

2. ADDITIONAL SERVICES

A. The following Additional Services may be required on any or all of the projects listed:

1. Land surveys and topographic maps;
2. Field and/or construction surveys;
3. Photo surveys;
4. Onsite construction management involving the services of a full-time resident engineer(s), inspector(s), or manager(s) during the construction or installation phase of a project. This differs from the periodic inspection responsibilities included as part of the basic services;
5. Special environmental studies and analyses;
6. Expert witness testimony in litigation involving specific projects;
7. Project feasibility studies;
8. Public information and community involvement surveys, studies, and activities;
9. Preparation of as-constructed plans;
10. Preparation of quality control plans;
11. Preparation of annual DBE goals.
12. Preparation and submission of all FAA grant applications.
13. Preparation and submission of annual Capital Improvement Plans to FAA and State of California.
14. Preparation and submission of all grants close out documentation.
15. Attending County Board of Supervisors Meetings as needed.

3. COUNTY PROVIDED SERVICES

ALL STATE AND COUNTY LAWS OR ORDINANCES PERTAINING TO BIDDING AND PURCHASING WILL BE FOLLOWED. The Consultant is expected to work closely with the County's departments. No bid or proposal documentation, or advertising, should be released without prior review by County Purchasing or Architectural Services. The County will maintain a list of plan holders, distribute any addenda, and conduct the bid openings. The County will conduct the pre-construction conference in conjunction with the Consultant and issue all notices to proceed.

4. BUDGET AND SCHEDULE

The Consultant will submit preliminary budgets and schedules in a format and timeframe acceptable to the County for each project to be performed.

D. BASIS OF AWARD

The award of a contract will be based on criteria and guidelines established by the County. The award

will be made after a careful evaluation by the selection committee and will be based on demonstrated competence as well as the best interests of the County.

It is the County's desire to employ individuals from a qualified firm that exhibit proactive leadership and good planning and management practices. Of particular importance is the ability of the successful firm to provide staff that are self-motivated and can quickly learn the County process, and manage projects with minimal County oversight.

E. ADDENDA

Any addenda to this request for Statement of Qualifications (SOQ) will be mailed to all potential firms who have been issued a copy of the SOQ. Responses to relevant questions submitted by the date indicated in the Calendar will also be mailed to all potential firms who have been issued a copy of the SOQ. Relevancy of questions will be at the sole discretion of the County.

F. SELECTION PROCESS

1. Evaluation of Qualifications will be conducted in **three stages**. In the **first stage** the County will review the written SOQ responses to determine the most highly qualified providers based on demonstrated competence and qualifications. This stage will involve evaluating the responses according to the following criteria which are listed in order of relative importance:
 - a. **Experience/References (50%).**
 1. Capability to perform all or most aspects of the project and recent experience in airport projects comparable to the proposed task.
 2. Key personnel's professional qualifications and experience and availability for the proposed project; their reputation and professional integrity and competence; and their knowledge of FAA regulations, policies, and procedures.
 3. Current workload and demonstrated ability to meet schedules or deadlines.
 4. Quality of projects previously undertaken and capability to complete projects on budget without having any cost escalations or overruns.
 5. Qualifications and experience of outside consultants regularly engaged by the consultant under consideration.
 6. Capability of a branch office that will do the work to perform independently of the home office, or conversely, its capability to obtain necessary support from the home office. The use of geographic location may be a selection criteria provided its application leaves an appropriate number of qualified firms, given the nature and size of the project, to compete for the contract.
 7. Demonstrated understanding of the project's potential problems and the sponsor's special concerns.
 8. Degree of interest shown in undertaking the project and their familiarity with and proximity to the geographic location of the project.

9. Capability to incorporate and blend aesthetic and architectural concepts with the project design while accomplishing the basic requirements that transportation facilities be functional, safe, and efficient.
10. Evidence that the consultant has made good faith efforts in meeting Disadvantaged Business Enterprise (DBE) goals (49 CFR, § 26.53).
11. Capability to conduct a Value Engineering (VE) study for projects that are particularly complex or have unique features. Order 5100.38, Chapter 10, AC 150/5300-15, *Use of Value Engineering for Engineering and Design of Airport Grant Projects*, and AC 150/5370-10, *Standards for Specifying Construction of Airports*, contain additional guidance on VE studies.
12. References. Each response should provide the County with Consultant and sub-consultant references that the County may contact to discuss performance on other similar work. These references should specify: project name and location; description of work; contract value of work performed by Consultant and project value; name, address, and telephone number of project owner/representative who oversaw project performance; dates (month/year) contract was issued and actually completed; and contract completion terms.

b. Capabilities, Partnerships, Local Involvement and DBE Participation (40%).

Describe Consultant and sub-consultant capacity to perform the work on schedule in relation to their overall workload. Each response to the SOQ should describe the availability, number, and job descriptions of individuals who will work on the Project and approach to the Project. If the Consultant intends to use sub-consultants to assist in the work, the Project responsibilities of each firm and their credentials should be discussed. For each sub-consultant, the Consultant should identify similar work performed as well as the qualifications of those individual staff members who have performed that work and who will also be working on the Project. Each response should clearly outline any partnerships that the Consultant has created with local firms for completion of all work. Each response should clearly outline any DBE partnerships that the Consultant has created for completion of the work.

c. Other Projects (10%).

Consultant and sub-consultant performance on current or past County projects and/or FAA-funded contracts, as well as projects for other clients. The SOQ response will list all current Consultant and sub-consultants contracts with the County and/or FAA-funded contracts, as well as the completion status of each contract.

Other completed Consultant and sub-consultant contracts should be listed in the same manner. The Submittals need list no more than five past County contracts for each Consultant and sub-consultants. Each past County contract should be identified by project name, contract date, and actual work completion date.

2. Based on this first stage evaluation of the written Statements of Qualification, the County will select the highest-rated Consultants for further consideration during a formal interview. These interviews will be the second stage of the selection process. Chosen Consultants will be notified of the time and place for interviews.

In the second (Interview) stage of the process, the Consultant will be evaluated according to the following criteria, each of which is listed in order of relative importance:

35 % A. Presentation. Consultant’s interview presentation, which will include an explanation of its approach to completing the Projects and overview and introduction of the staff and any, if proposed, subconsultants to be involved in the Projects.

35 % B. SOQ Response. Consultant’s score from the second (Evaluation Criteria A-C) stage will be weighted, carried forward and considered as part of the overall evaluation.

30 % C. Question and Answer. Consultant’s performance during the question and answer portion of the interview.

3. In the **third stage**, the County will attempt to negotiate a contract for services with the most highly qualified provider as determined during stages 1 and 2.
4. The final scope of work and professional fee will be contained within the Contract for the Board of Supervisor’s consideration and approval.

G. CONTACT PERSON

Richard C. Howell, A.A.E
Airport Services General Manager
General Services Agency
County of San Luis Obispo
903-5 Airport Drive
San Luis Obispo CA 93401
805.781.5205 805.781.5985 fax
rhowell@co.slo.ca.us

Interested firms shall not contact other County staff with questions or suggestions regarding this Statement of Qualifications without first contacting the Airport Services General Manager.

**EXHIBIT A
PROPOSED PROJECTS**

Many projects listed refer to the Airport Master Plan document. Candidates are referred to the Airport's website, www.sloairport.com to obtain copies of this document. Project list is not intended to be all inclusive nor are all projects planned to be completed during the consultants contract term. It is indicative of the direction the County wishes to take for airport development.

Terminal Area Planning

The County has placed all terminal development plans on hold. The successful bidder will be tasked to prepare and submit a Terminal Area Plan using passenger enplanement levels as benchmarks for action.

Terminal Design and Construction

Project work will consist of design for a phased construction of a new commercial air service passenger terminal. Project scope would include a complete design of a terminal to be constructed in phases as passenger demand requires, and reutilization of existing terminal complex. Project will include the performance of a Benefit-Cost Analysis and creation of plan for financing construction to maximizing the Airport's ability to perform debt service. County desires a facility that will serve the community aviation needs for decades to come. An environmental amendment may be necessary for this project.

Airport Parking Facilities

Project work will consist of design for a phased construction of enhanced airport vehicle parking facilities. Project scope would include a complete plan for incremental improvements to parking facilities servicing the current terminal complex as well as any future terminal project described above. Project will include a vertical segment to move passengers from the current Lot 5 area to the terminal level. Project will include the design and installation of an automated parking lot control system, incremental improvements to existing parking facilities as well as total project integration with any terminal plan described above. Scope also includes development of a financial plan to execute the project. Environmental work for this project has been completed.

Rental Car Quick Turnaround Area (QTA) Construction Management and Inspection Services

The Rental Car QTA is comprised of a CMU building approximately 1,200 square feet; four manual car wash bays with canopy cover and water recycling system; a fuel tank island (tank installation will be tenant finish) with vacuum system and canopy cover; asphalt and concrete paving; parking for approximately 100 cars; landscape and irrigation, and fencing. Engineer's estimate in 2009 was \$1,440,000. Estimated time of construction is 270 calendar days.

Perform Environmental Studies in Support of Oceano Airport Master Plan

Project work will involve performing necessary environmental studies to support projects listed in the 2007 Oceano Airport Master Plan. Scope includes development of a financial plan to meet FAA, NEPA and CEQA requirements.

Taxiway "A" Relocation

Project work will consist of design and phased construction for a relocated Taxiway A to meet FAA standards in accordance with the Airport's FAA design classification identified in the most current edition of the Airport Master Plan. Project includes development of financial plan to execute the project.

Taxiway "E" Rehabilitation and Upgrade

Project work will consist of establishing a phased rehabilitation and upgrade of Taxiway D to meet FAA standards in accordance with the Airport's FAA design classification identified in the most current edition of the Airport Master Plan. Project includes development of financial plan to execute the project.

Relocate Glide Slope for Runway 11

Project will involve all planning; designs and construction to relocate the existing FAA owned Glide Slope facility to support the Runway 11 extension completed in 2007. Project will include any necessary reimbursable agreements with the Federal Government. Project includes development of financial plan to execute the project as well as development of any necessary Reimbursement Agreements with FAA.

Nothing beyond this point