

# **Kansas Turnpike Authority**

## **REQUEST FOR QUALIFICATIONS FOR TRAFFIC AND REVENUE CONSULTING AND TRAFFIC ENGINEERING SERVICES**

**October 18, 2019**

### **I. INTRODUCTION**

The Kansas Turnpike Authority (KTA) is requesting information from firms interested in providing KTA with Traffic and Revenue Consulting and Traffic Engineering Services in support of the development and operation of current and future turnpike system projects. The selected firm will be responsible for conducting complex traffic modeling and forecasting, which may include forecasting of revenues for level one, level two, and investment grade feasibility studies for bond-financed toll projects; projects that evaluate all electronic tolling implementation; projects that may include partnerships and financial contributions from the Kansas Department of Transportation (KDOT) or other governmental entities; and services where the selected firm renders opinions and other analyses concerning traffic and revenue projections as required under agreements governing the KTA's financing for existing and future turnpike system projects.

Any firm submitting a response must be an independent professional consulting firm with skill and experience in traffic engineering, have recent and extensive experience in transportation and toll applications, have experience using complex modeling and forecasting tools, and have demonstrated success in forecasting revenues generated by revenue generating transportation projects.

The request for qualifications is comprised of the following sections:

- II. Description of Kansas Turnpike Authority
- III. Scope of Services
- IV. Response Contents
- V. Consultant Selection Criteria

If your firm would like to be considered for these services, Requests for Qualifications will be accepted through Friday, November 8, 2019 at 3:00 p.m. C.S.T. Interested proposers must submit five (5) hard copies of the proposer's complete proposal and an electronic pdf copy on a flash drive by the due date and time. It is the responsibility of the proposer to ensure that their proposal is received by the KTA prior to the deadline. Proposers mailing their documents should allow ample mail delivery time to ensure timely receipt of their proposals. PROPOSALS RECEIVED AFTER THE ABOVE DATE AND TIME WILL NOT BE CONSIDERED.

Submittals should be sent to:

Melody DeLano  
Executive Assistant  
Kansas Turnpike Authority  
9401 E. Kellogg Drive  
Wichita, KS 67207  
(316) 652-2600  
[MDeLano@ksturnpike.com](mailto:MDeLano@ksturnpike.com)

All questions, requests for interpretations and comments must be submitted via email to Melody DeLano at the email address above on or before 3:00 p.m. C.S.T. on Friday, October 25.

### **Anticipated Consultant Selection Schedule**

<u>Date</u>	<u>Event</u>
October 18, 2019	Request for qualifications issued
October 25, 2019	Last day to submit request for clarifications and/or modifications to procurement documents
October 31, 2019	KTA's response to request for clarification and/or modifications posted
November 8, 2019	Deadline for submitting qualifications and proposal package to KTA

KTA may award a contract based solely on submitted written proposals. KTA reserves the right to interview one or more firms prior to award of contract, if desired. All expenses associated with preparation and delivery of proposals and interviews shall be at the sole expense of the proposer(s).

The KTA seeks to award a contract for the Traffic and Revenue Consultant and Traffic Engineering Services for an initial term of three (3) years, with an option to renew for up to two (2), one-year extensions. By selecting a qualified firm, the KTA is not guaranteeing a specific amount of work and specific tasks will be assigned to the selected firm by the KTA through Task Orders.

KTA reserves the right to reject any or all submissions at its sole discretion, or to accept any submission which, in its judgment, will best serve its interests. All submissions will become the sole property of KTA.

KTA reserves the right to postpone, for its own convenience, the deadline for submitting proposals. KTA reserves the right to revise or amend the scope of services up to the time set for submitting proposals. Such revisions and addenda, if any, shall be posted on the KTA website at <https://www.ksturnpike.com/business-opportunities/>. All interested parties are responsible for monitoring the website for such materials and respondents shall be responsible for compliance with any clarifications or addenda posted thereon.

## **II. DESCRIPTION OF KANSAS TURNPIKE AUTHORITY**

The KTA was created as a public corporation in 1953 by the Kansas Legislature with power to construct, operate and maintain turnpike projects and to issue revenue bonds for any of its corporate purposes, payable solely from the tolls and revenue pledged for their payment. The Kansas Turnpike was opened to traffic in 1956. Today, KTA owns, operates and maintains 236 miles of user-fee supported roadway

from the Kansas-Oklahoma border to Kansas City, Kansas designated as Interstate (I-35, I-335, I-470 and I-70).

The KTA's enabling statutes are found in K.S.A 68-2001 et seq., as amended and supplemented. The Kansas Legislature has authority to modify the statutes related to the Turnpike, and thus modify the structure and operating activities of the Turnpike. For more information about the Turnpike and its annual traffic and revenue statistics, please reference the KTA's Comprehensive Annual Financial Report at [https://www.ksturnpike.com/assets/uploads/content-files/FY\\_19\\_CAFR.pdf](https://www.ksturnpike.com/assets/uploads/content-files/FY_19_CAFR.pdf).

The KTA acts through its Board of Directors. The KTA Board consists of five members, two appointed by the Governor, the Secretary of Transportation, the Chairperson of the Senate Committee on Transportation and Utilities, and a member of the House of Representatives Committee on Transportation.

The KTA is currently pursuing modernization of the 236-mile Kansas Turnpike with all electronic tolling efficiencies, as well as other capacity and access upgrades to the turnpike system. The KTA is also pursuing development of potential, future toll expansion projects in partnership with KDOT or other governmental entities that may be evaluated as part of the traffic and revenue consulting and traffic engineering services. These potential toll projects may include new ramps or interchanges, new toll corridors or tolled express lane projects.

### **III. SCOPE OF SERVICES**

The Scope of Services to be provided by the selected firm providing Traffic and Revenue Consulting and Traffic Engineering Services may include, but not be limited to, the following:

- Perform all duties imposed on a "Traffic Consultant" or similar entity under the terms of existing and/or future trust agreements, loan documents (including Transportation Infrastructure Finance and Innovation Act credit assistance), financial assistance agreements, development agreements, and other documents related to turnpike system project financing, and provide certificates and opinions related to annual reviews, proposed changes in toll rate schedules or toll classifications, and periodic bond issuances.
- Develop traffic and revenue projections for various proposed and/or existing turnpike system projects as requested by KTA. This shall include, but will not be limited to, traffic and revenue feasibility studies for all electronic tolling implementation on the Kansas Turnpike, as well as potential new ramps or interchanges, new toll corridors or tolled express lane projects within the state of Kansas. In some instances, the traffic and revenue studies shall be conducted at an investment grade level for potential bond financing.
- Prepare evaluations, studies and opinions as necessary to determine recommended toll rates and periodic toll rate adjustments for the KTA's turnpike system.
- Provide and maintain traffic modeling tools pertinent to the KTA's projects and potential projects, working closely with any applicable metropolitan planning organizations, counties and other state and local planning organizations located within the jurisdiction of the KTA turnpike

system or KDOT transportation system, as necessary, to update economic, demographic and land use data.

- Perform special studies or reports as requested, including peer review analyses regarding traffic, toll revenues, mobility, toll collection methods and strategies and related technology and industry trends, sensitivity analyses and scenario analyses for rating agencies and investors, and review projections and analysis presented by potential state and local governmental entities or private developers of KTA projects.
- Prepare and perform traveler preference surveys in support of traffic and revenue analyses and studies.
- Present reports, findings and opinions to the KTA Board of Directors, rating agencies and investors, local interested parties, or otherwise upon request by KTA.
- Work at the direction and supervision of the KTA's Chief Executive Officer, Chief Financial Officer and Director of Technology.
- The selected firm will also be required to work cooperatively and collaboratively with other consultants serving the KTA, including but not limited to KTA's engineering consultants, legal counsel, financial advisors and bond counsel.

#### **IV. RESPONSE CONTENTS**

Responses should be arranged in the order detailed below. While these items provide a general description of what is expected in the response to this RFQ, it is not meant to limit or exclude other pertinent information from being included. Response submittals should be no longer than six (6) pages in length (8.5 x 11 inches with 1-inch margins from all sides, type font size not less than 11 points, page limit includes graphics, tables and exhibits). The page limit does not include the letter of transmittal (limited to one (1) page), organizational chart (limited to one (1) page), resumes (limited to five (5) resumes, no longer than two (2) pages in length per resume), or other items requested to be included in an appendix.

- A. Letter of Transmittal** – Cover letter which identifies the respondent's primary contact, including that individual's phone number and email address.
- B. Firm Qualifications** - A brief history and description of the firm, its qualifications to perform the services, and any other factors, (e.g. knowledge, skills, models, etc.) which are deemed relevant to the delivery of the required services.
- C. Firm Experience** - The respondent should include the following information demonstrating the ability and experience of the firm:
  - A summary of the firm's experience in providing services to toll road agencies, especially as it pertains to Traffic and Revenue Consulting and Traffic Engineering services.

- A summary client list for the past five years separated into the following categories: (a) public toll agencies; (b) public transportation agencies; and (c) private companies.
- A summary of the firm's experience with performing duties imposed on traffic engineers under requirements of trust indentures, loan agreements, and other documents related to project financing, including providing certificates and opinions related to annual reviews and periodic bond issuances.
- A summary of the firm's experience in providing and maintaining traffic modeling tools, including models specific to the development of traffic and revenue projections and feasibility for existing and proposed toll road projects, including any relevant to a turnpike implementation of all electronic tolling.
- A summary of the firm's experience in preparing evaluations, studies and opinions as necessary to determine recommended toll rates and periodic toll rate adjustments for toll road projects, including reports regarding traffic, revenues, mobility, toll collection methods and strategies and related technology and industry trends.

**D. Project Experience** - A description of relevant transportation infrastructure projects for which the respondent provided Traffic and Revenue Engineering Services (up to five (5) projects completed within the last five (5) years) including the following:

- Project name
- Project location
- Brief description of project and the work performed
- An explanation of whether projected-related obligations were investment grade and rated by bond rating agencies and, if so, the role the firm's work played in the ratings process.
- Name, email address and telephone number of client references for each project.

**E. Staff Qualifications and Organization** – A brief description of key staff proposed to work on KTA turnpike system projects, including a one (1) page organizational chart identifying key project management and lead personnel for both the firm and its anticipated sub-consultants (if any applicable). The organizational chart does not count against the page limit for the submittal. The relevant areas of responsibility for lead personnel should be indicated. Designate the firm's principal office and officer to be directly responsible for potential KTA turnpike system projects.

Provide resumes for key staff in an appendix to the response submittal, including the identified personnel's experience in traffic and revenue modeling and analysis for bond-financed toll road projects. Please provide a maximum of five (5) resumes with no more than two (2) pages per resume. The resumes in the appendix do not count against the page limit for the response submittal.

**F. References** - In addition to the foregoing, the respondent shall provide at least three (3) references. These references shall include client contacts for which the Project Principal and/or Project Manager has provided services similar to those required for this assignment. Reference information shall include name, title, organization, contact information (address, telephone number,

and e-mail address) for each. The KTA may contact and consider feedback from the references as part of the evaluation and selection process.

**V. CONSULTANT SELECTION CRITERIA**

The KTA will make its selection based on the criteria set forth herein, including demonstrated experience, knowledge, qualifications, staff resources and past performance. An Evaluation Committee established by the CEO will evaluate the submittals and make a recommendation to the KTA Board of Directors. Selection will be made on the basis of the response contents identified in Section IV using the rating criteria shown below.

Negotiations and award of the contract will be performed with the most qualified firm as determined by KTA. KTA may award a contract based solely on submitted written proposals. KTA reserves the right to interview one or more firms prior to award of contract, if desired. All expenses associated with preparation and delivery of proposals and interviews shall be at the sole expense of the proposer(s).

**Rating Criteria:**

A. Firm Qualifications	15 pts
B. Firm Experience	35 pts
C. Project Experience	20 pts
D. Staff Qualifications and Organization	15 pts
E. Past Performance	<u>15 pts</u>
<b>Total</b>	<b>100 points Max.</b>