

MEET *the* PRIMES

9:30 a.m. – 10:00 a.m.

**SESSION
FEATURING**

**Facilities
Management**



SAN DIEGO
INTERNATIONAL AIRPORT

LET'S GO.





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INTERNATIONAL AIRPORT

LET'S **GO.**

Facilities Management Department

Contracts Section

Meet the Primes

November 3, 2020



WHO IS THE FACILITIES MANAGEMENT DEPARTMENT (FMD)

OUR MISSION STATEMENT

Facilities Management is committed to maintaining a sustainable, cost effective and safe Airport for our customers and the surrounding community.

Our diverse team of experienced and knowledgeable professionals ensures continuous Airport operations through maintenance, repair, and innovative renovations of buildings, infrastructure and grounds.

OUR ORGANIZATION

Facilities Management is comprised of 4 major sections –

- **Administration** – Department support
- **Operations** – FMD trades & facilities support staff
- **Project Management** – manage projects throughout the Airport utilizing FMD contracts
- **Contracts** – manage agreements with:
 - Service Providers
 - Ready Service Contractors (RSC's)

Agreements

- Awarded contracts range from \$30,000 to \$12,000,000
- 30 service provider contracts
- 26 ready service contractor contracts in place with 8 trades
 - Minimum 3 contractors per trade
 - Project Task Authorizations - \$5,000 minimum; \$100,000 maximum
- Contract term – 3 years with 2 1-year options
- Payment bonding is required for work >\$25,000
- Prevailing wage for public works contracts

2 Types of Agreements

The Facilities Management Department holds 2 types of agreements:



Annual Service Provider Agreements -

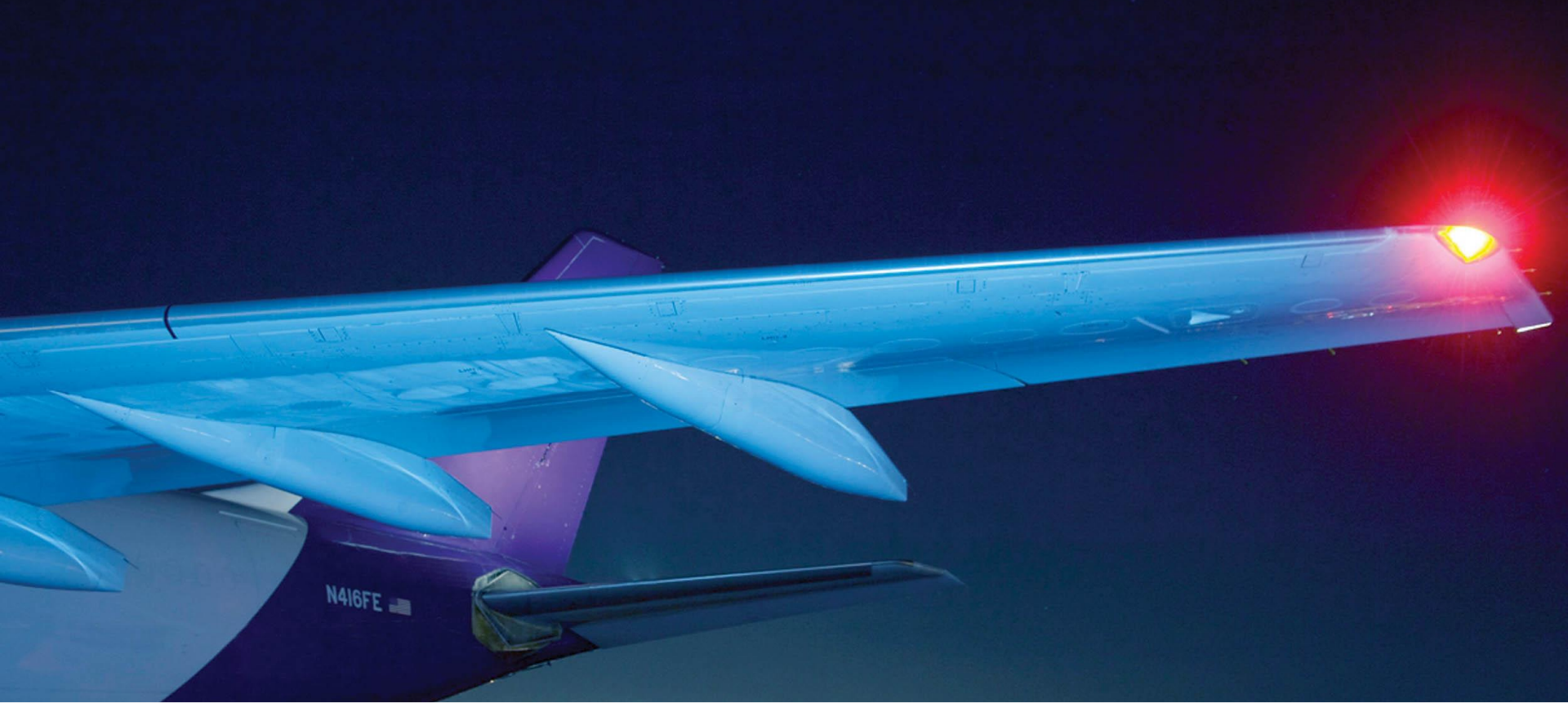
These agreements provide routine preventative maintenance services and on-call services as well.

- Airside Contracts
- Landside Contracts
- Terminal Contracts
- Other Contracts



Ready Service Contractor Agreements -

These agreements provide on-call construction trades and maintenance services.



Service Provider Agreements

Airside Contracts



- Apron/ramp cleaning
- CNG facility maintenance
- Pavement maintenance
- Runway rubber removal
- Storm drain conveyance
- Pavement marking & striping

Landside Contracts



- Landscape maintenance
- Street sweeping maintenance
- Tree pruning service

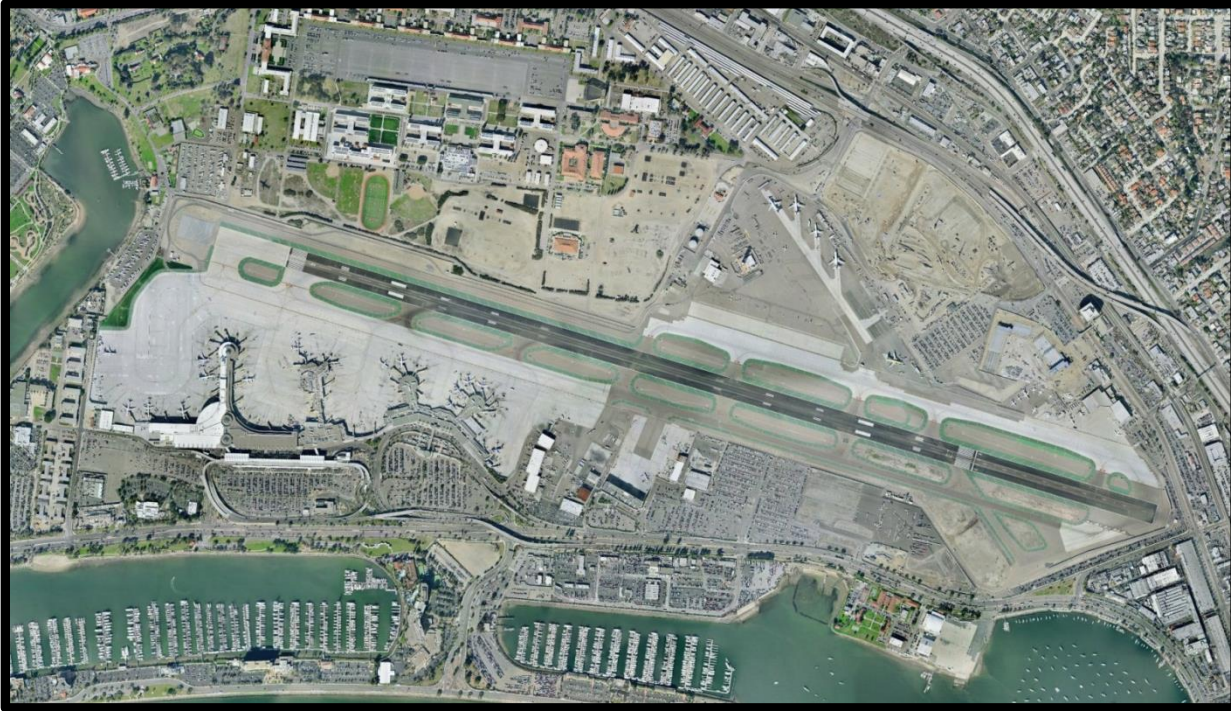
Terminal Contracts



- Interior/exterior sign maintenance
- Pest control service

- Automatic door maintenance
- Elevator/escalator maintenance
- Fire alarm maintenance
- Fire extinguisher service
- Fire sprinkler maintenance
- Generator maintenance
- Grease interceptor maintenance
- HVAC maintenance
- Locksmith service
- Roof repair

Other Contracts



- Bird abatement

- ARFF vehicle maintenance
- Fleet maintenance
- Floor safety mat rentals
- Fleet Fueling services
- Uniform rental

Typical HVAC system on Terminal roof



Central Utility Plant Maintenance

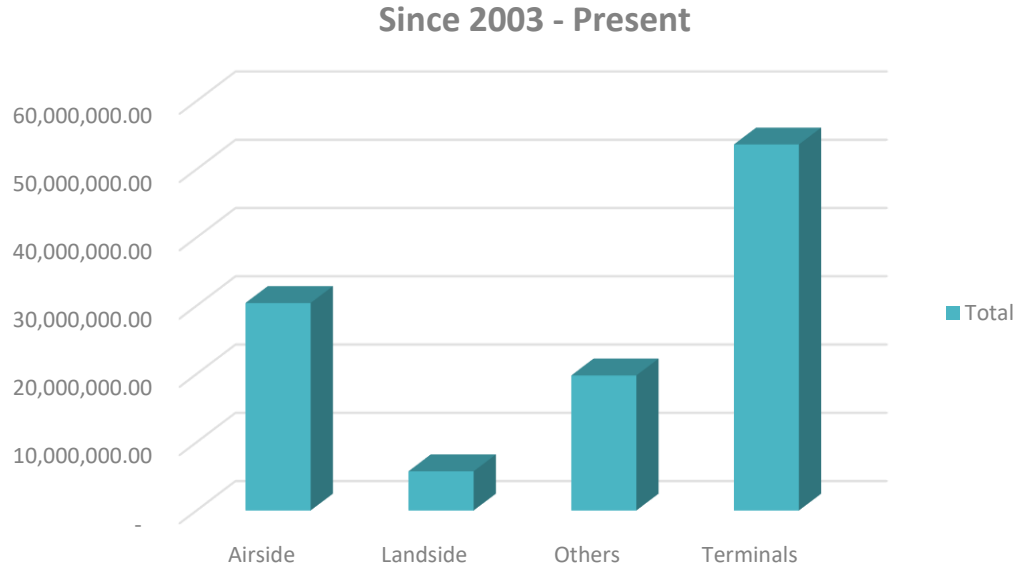


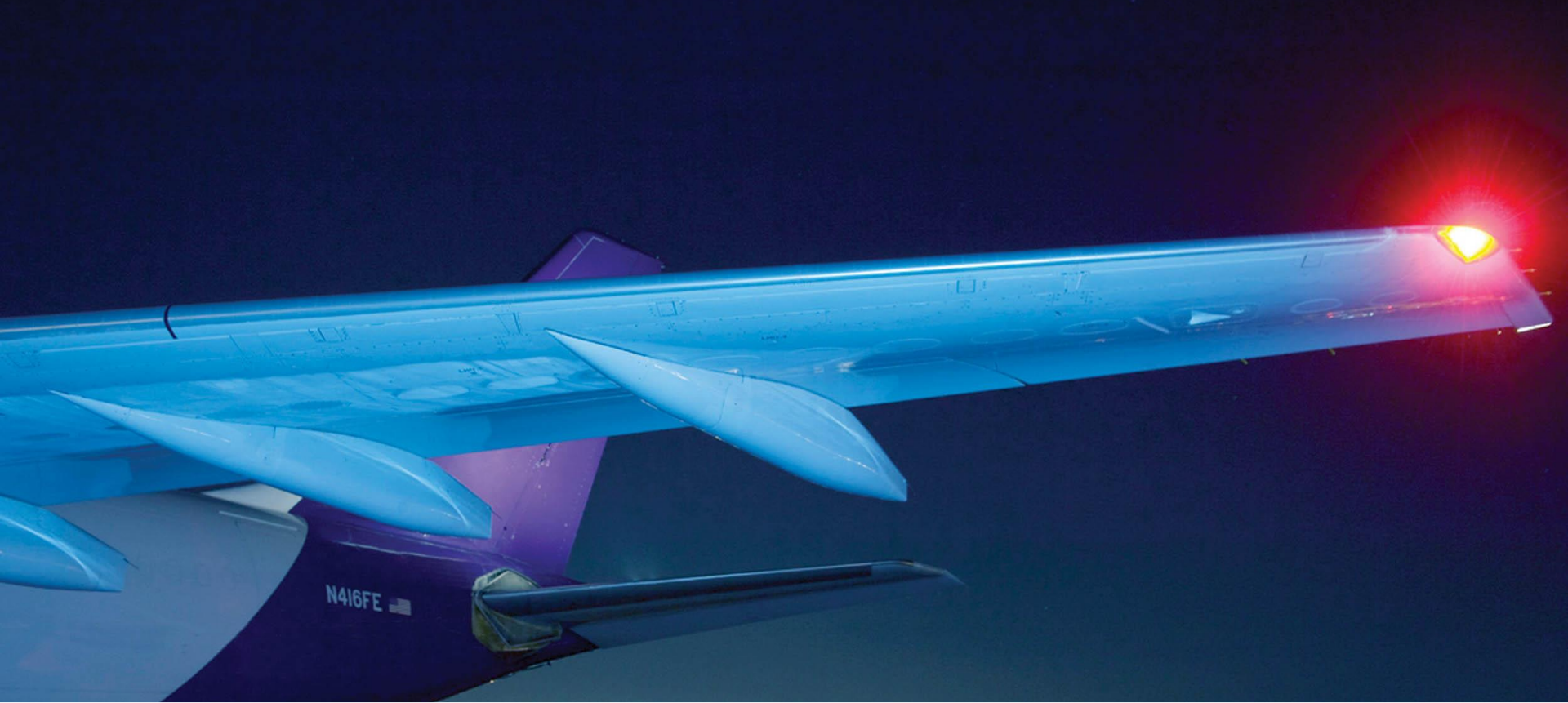
Terminal 1 Escalators



Annual Service Agreement Expenditures

Airside	30,400,916.29
Landside	5,751,009.78
Others	19,793,237.18
Terminals	53,634,709.30
Totals	\$109,579,872.55

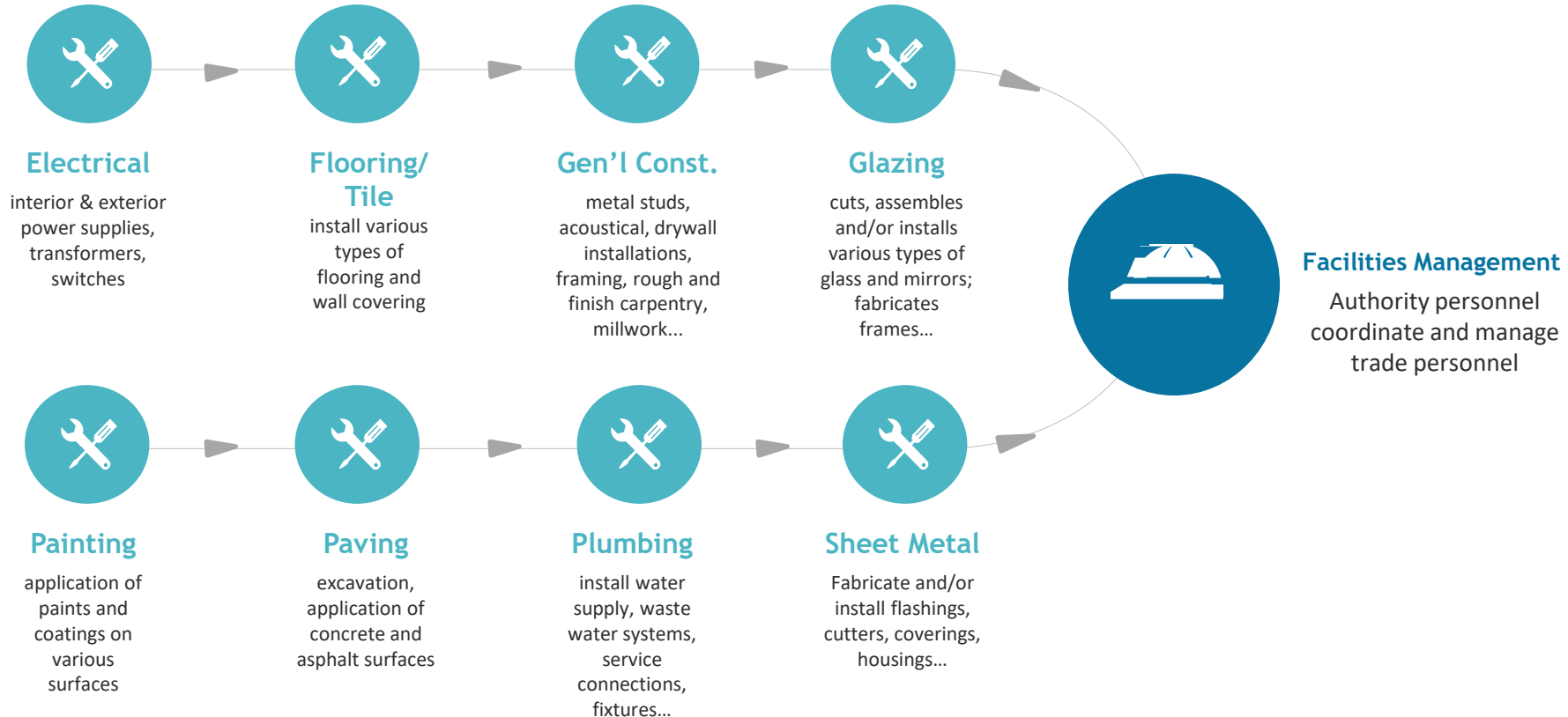




Ready Service Contracting

The project takes off

Ready Service Contractor Roles



Ready Service Contractors Make Sense



Schedule

Mobilize trades contractors at a much quicker pace than the traditional Design-Bid-Build process because we are partnered with pre-qualified contractors.



Small Business Opportunities

Gives the small contractor the ability to do business directly with the Airport Authority that they might not otherwise achieve. Only competing against those in your specific trade not the county.



Familiarity and Continuity

Employ the continuous use of contractors familiar with the processes and protocols of the industry and facilities.



Documents

The streamlined acquisition process and design documents eliminate the need for lengthy and repetitive contract documents.

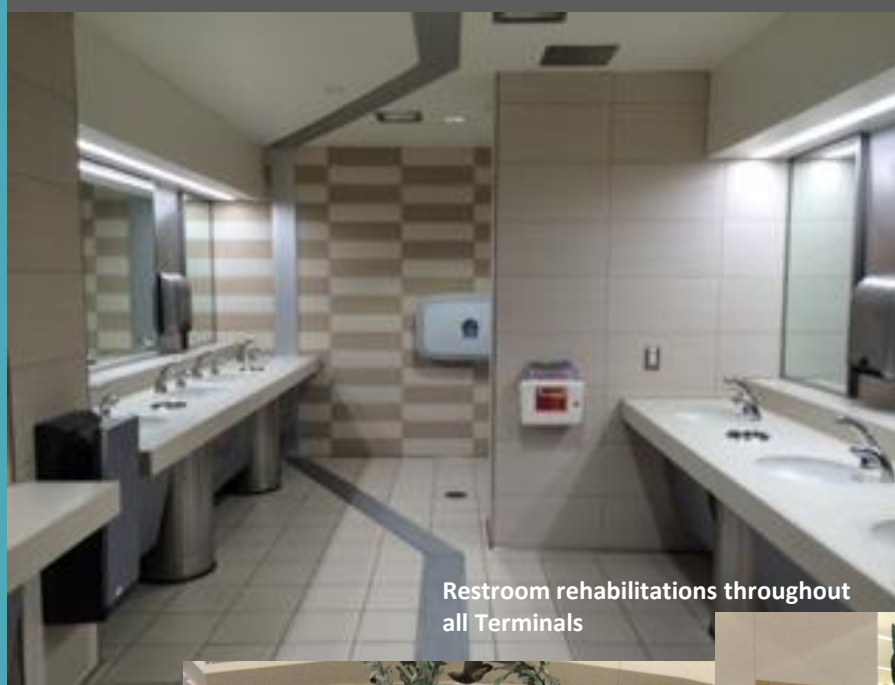


Community Impact

Move the local economy \$'s.

Wide variety of projects completed –

- Ticket counter conversions
- ARFF interior finish remodel
- Access Control Office remodel



Restroom rehabilitations throughout all Terminals



CT 2nd Floor Remodel



T2W "Sea Rhythms" fountain upgrade





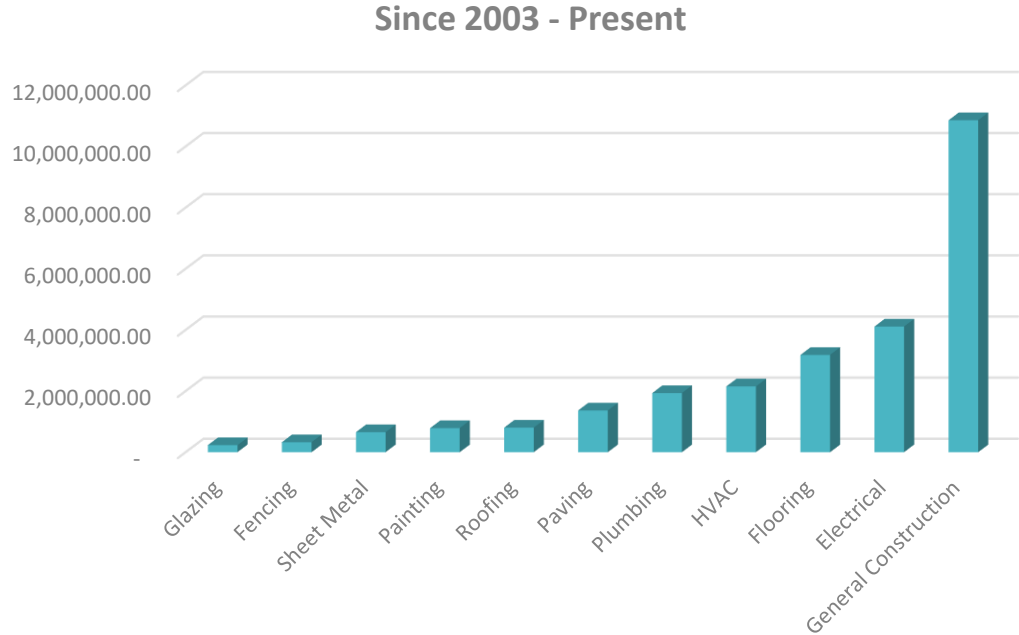
Terminal 1
Emergency repair work
due to broken water pipe
causing sink hole

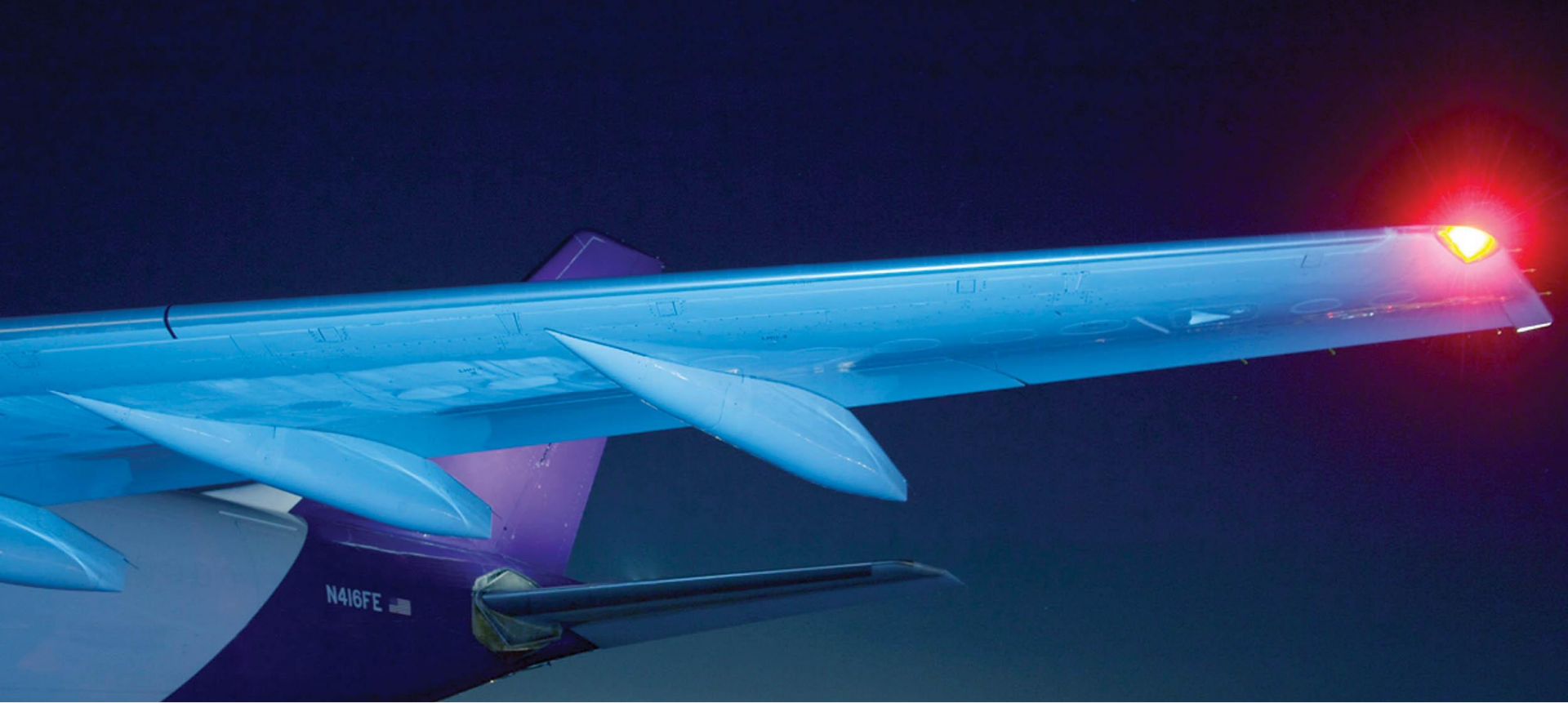
Terminal 1 Sewer Line Replacement



Ready Service Contractor Expenditures

Glazing	230,191.96
Fencing	326,628.78
Sheet Metal	655,742.82
Painting	787,972.17
Roofing	802,650.00
Paving	1,365,916.09
Plumbing	1,933,929.77
HVAC	2,151,528.30
Flooring	3,180,668.12
Electrical	4,110,145.47
General Construction	10,857,780.86
Totals	\$26,403,154.34



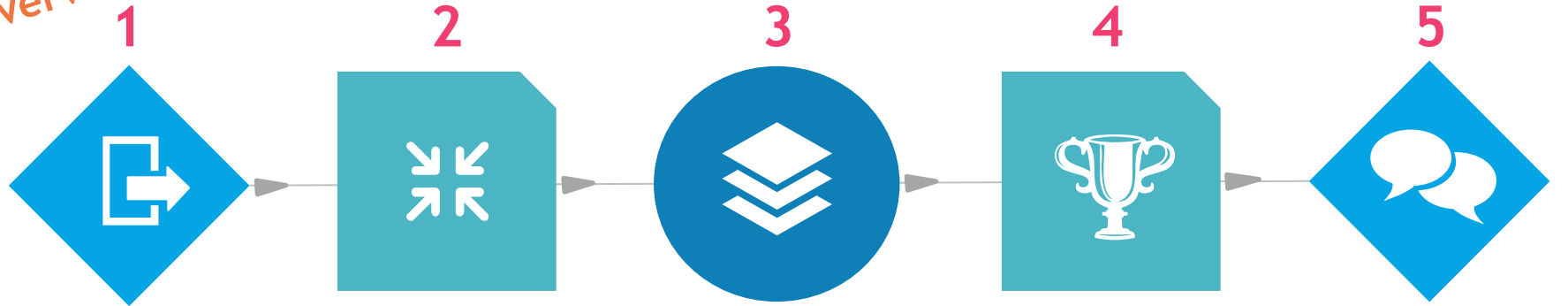


Getting on board

How do you become part of the process

Overview

The procurement process can progress over a 5 - 7 month period



Solicitation

A Request for Qualifications is advertised

Evaluation

- Evaluation panel reviews RFQs
- Determines “short list” of responsive candidates
- Conduct interviews

Candidate Selection

- Short listed candidates are invited to interview
- Evaluation panel reviews RFQ submissions and interview responses
- Candidates scored based on the evaluation criteria published in the RFQ

Award(s) Administered

- The Procurement Department communicates results to all interviewed candidates
- Highest ranked candidates are contacted by the Procurement Department and contracts are executed

Contract Kick-off Meeting

The contract scope of work and coordination specifics are discussed with the successful contractors (some areas covered Labor Compliance, insurance, safety & security)




Solicitation Process

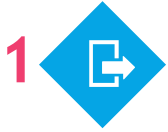
Step 1: Get registered (Part A) –

In compliance with the enacted Senate Bill 854, all Contractors must meet requirements and be registered with the Department of Industrial Relations in order to bid on or be awarded any project considered a public works project in the state of California

To access the “Public Works Contractor Registration Affidavit”

 online application system that the DIR has instituted and for more information in relation to the enacted SB854 go to:

www.dir.ca.gov, Home Page/Public Works Projects ( icon)



Solicitation Process

Step 1: Get registered (Part B) –

The Airport Authority's Small Business Development Department is an avenue of support to the small business community conducting outreach and providing valuable resources for opportunities in construction at San Diego International Airport. - See more at:

<http://www.san.org/Business-Opportunities/Small-Business-Development>

 to access Airport Authority “Vendor Portal” to register (driven by Planet Bids) go to:

www.san.org/business

San Diego County Regional Airport Authority **VENDOR PORTAL**



New Vendor Registration

Create a new vendor record.
If you wish to view or edit an existing vendor, simply
Log In with your User Name and Password.



Bid Opportunities

Search for bid opportunities with this agency,
download documents, become a prospective bidder,
and electronically bid on projects.



My Contracts

LOGIN REQUIRED

Explore contracts with this agency, record payments,
add subcontractors, and produce reports and charts.



Certified Vendors

UNAVAILABLE

Find Certified Vendors



News & Events

News and current events in the world of this agency.



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Forgot Password?

Not Logged In

Log In

Bid Opportunities



Keyword
 Category
 Stage
 Department
 Due Date to
 Clear

Bid Type
 Search

Search returned 300 results

Print

Posted	Category	Project Title	Invitation #	Due Date	Remaining	Stage	Format
02/01/2016	236210, 238000, 238990	On-call Fencing Services II	409341FC-II	03/04/2016	24 days	Bidding	Electronic only
02/05/2016	423430, 541000, 541519, 54161, 5416	Business Continuity Management Software	4094961FC	03/02/2016	22 days	Bidding	Electronic only
01/22/2016	51821, 519000, 541519	I&TS Operations Technician	409487-FC	02/24/2016	15 days	Bidding	Electronic only
12/28/2015	238000, 238210, 334310, 423430, 42	San Diego Air & Space Museum Exhibit RFP	409193FC	02/23/2016	14 days	Bidding	Electronic only
01/12/2016	238220	On-call HVAC Services II	409340FC	02/18/2016	9 days	Bidding	Electronic only
12/03/2015	236000, 236210, 493000, 531000, 541	Design, Construct, Finance and Operate Air Cargo	409337FC	02/17/2016	8 days	Bidding	Electronic only
12/15/2015	524000	Bond & Contract Financing Program	409432FC	01/15/2016		Closed	Electronic only
12/16/2015	221000, 221122, 237130, 238110, 23	Noise Monitoring Poles	104164 FC	01/14/2016		Closed	Paper only
12/10/2015	236220, 237000, 237990, 541000, 54	On-call Mechanical & Electrical Consulting	409297FC	01/14/2016		Closed	Electronic only
11/23/2015	236000, 236118, 238130, 238210, 23	380812 - Quieter Home Program Phase 8 Group	409373FC	12/29/2015		Closed	Paper only
12/01/2015	722000, 722110, 722211, 722310	Food and Beverage Service Opportunity	409408-IF	12/22/2015		Canceled	Electronic only
11/24/2015	541810	Brochure Rack Advertising Concession	409371-FC	12/21/2015		Awarded	Electronic only
11/10/2015	238990	On-call Fencing Services	409341FC	12/14/2015		Closed	Electronic only
11/03/2015	238220, 561790	On-call HVAC Services	409340-FC	12/08/2015		Canceled	Electronic only
10/08/2015	221000, 237000, 237310, 238000, 23	104177 - Rehabilitate Cross Taxiway B8 and	409304FC	11/09/2015		Awarded	Paper only
10/01/2015	238330, 238340	On Call Flooring Services II	409238FC	11/03/2015		Closed	Electronic only
09/16/2015	521000, 522000, 523000, 523110	Standby Letter of Credit Service	409259-FC	10/16/2015		Awarded	Electronic only
09/08/2015	541613	Promotional Items Fulfillment Services	409197-FC	10/13/2015		Awarded	Electronic only
09/08/2015	488000	Hand-held Citation Issuance Devices and Support	409202-FC	10/13/2015		Closed	Electronic only
09/09/2015	221000, 226000, 227000, 227310, 22	Construct Taxi Hold Lot	409242FC	10/08/2015		Awarded	Paper only

San Diego County Regional Airport Authority **PLANET BIDS**




1 RFQ Solicitation Process

Step 2:

Submit -
Statement of Qualifications
in response to RFQ

Solicitation

SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY



SAN DIEGO
INTERNATIONAL AIRPORT
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REQUEST FOR QUALIFICATIONS ("RFQ") for
On-call HVAC Services II

NOTICE: Respondents must be registered as a Vendor on the San Diego County Regional Airport Authority's website to receive addenda notices that may affect your submission. To register visit <http://www.san.org/business>.

<u>Business Category ID</u>	<u>Description</u>
238220	Plumbing, Heating, & Air Conditioning Contractors

Published Date: January 12, 2016
Presubmittal Conference Date: February 9, 2016
(Attendance is not mandatory)
Deadline to Submit Written Questions: February 11, 2016
Statement of Qualifications Due Date: February 18, 2016

On-call HVAC Services II - RFQ Page 1 of 46 January 15, 2016

**RFQ
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SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY

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Evaluation Process

An evaluation panel of in-house subject matter experts is assembled by the Airport Authority to evaluate the Statement of Qualifications submissions and conduct interviews with highest ranked respondents.

SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY

1. **Respondent Contact Information:** Provide the name, title, telephone, and email of the personnel responsible for the primary communication with the Authority regarding Respondent's SOQ.
2. **Understanding of Requested Services:** Provide a brief statement indicating Respondent's clear understanding of and commitment to the provision of services as specified in this RFQ.
3. **Potential Conflicts:** Provide a brief statement as to whether Respondent and/or Respondent's partners, subcontractor(s), joint venture associates, or any other individual or entity of Respondent's team has any potential conflicts that may arise in the performance of the services requested in this RFQ.
4. **Agreement Exception:** Provide a brief statement indicating whether Respondent does or does not take exception to the Authority's draft contractor agreement as stated in Part 1, Section H in this RFQ. If Respondent takes exception to the language in the contractor agreement Respondent must create an additional attachment labeled "Attachment F – Exceptions to Agreement" and submit it with its SOQ.

C. **Attachments:** Each SOQ shall be submitted with the following completed attachments, blank copies of which are provided in this solicitation:

1. **Attachment A** – Business Organization Statement;
2. **Attachment B** – Affidavit of Non-Collusion (provide a copy of this notarized attachment);
3. **Attachment C** – Equal Employment Opportunity;
4. **Attachment D** – Prime Contractor Small and Local Business Eligibility Statement;
5. **Attachment E** – Policy 5.12: Prime Contractor Small Business Preference Verification Certificate (if applicable); and
6. **Attachment F** – Exceptions to Agreement.

D. **Detailed Description of Respondent's Qualifications and Experience to perform the requested services:** Provide all information requested in Part 4 below entitled "Evaluation Criteria" and shall also address any additional information requested in "Exhibit A" of the draft contractor agreement.

E. **References:** Provide three (3) references and a description of projects you have worked on relative to the requested services performed within the last five (5) years. Include the following information as to each listed project: business name, contact name, title, address, phone, and email. It is the Respondent's responsibility to validate the contact information for references. The Authority may request information from Respondent's clients, government agencies, or any other available sources.

Part 3. EVALUATION AND SELECTION PROCESS

This RFQ process is being undertaken to enable the Authority to identify and recommend one or more finalist(s) who have submitted a SOQ to provide the services that are the subject matter of this RFQ process. A preliminary review of the basic responsiveness of the SOQ will be conducted to ensure all requirements of the RFQ have been met.

Evaluation Panel: An evaluation panel ("Panel") established by the Authority will evaluate the SOQ's and conduct interviews in accordance with Part 4, "Evaluation Criteria". The Panel may short-list Respondents to this RFQ in an effort to identify the highest ranked Respondents, who may then be requested to interview with the Panel. Respondents may be requested by the Authority to provide supplemental information.

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On-call HVAC Services II – RFQ January 11, 2016

3 Candidate Selection

The content of each submission is normally based on each of the following “weighted” factors.

- A. **Company Experience and Skill;** Provide a company description to include professional history, and relevant experience demonstrating a capable and working knowledge to self-perform these services. Provide an organization chart delineating the individuals with overall and daily responsibility;
- B. **Primary Staff;** Identify the particular services to be performed by the personnel describing their individual skills, experience, and working knowledge needed to perform the services requested in this RFQ. Provide their resumé;
- C. **Work Plan/Equipment;** provide approach/ methodology on how you render services to include a brief listing of firm’s equipment and stock materials;
- D. **Sustainability;** approach to Environmental Management and Purchasing; pollution prevention; Alternative Fuel Usage; recycling and the like; and
- E. **Small Business Preference;** preference points awarded upon verification.

SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY

Part 4. EVALUATION CRITERIA
The Panel will evaluate Respondents SOQ and may conduct interviews based on the information provided in response to the evaluation criteria set forth.

- A. **Prior Company Experience.** Provide a company description to include professional history, and relevant experience demonstrating a capable and working knowledge to self-perform the services requested in this RFQ. Provide an organization chart delineating the individuals who will have overall and daily responsibility for the projects performed at the Airport. Respondent must demonstrate the minimum qualifications per Part 1, Section E, item 1. “Respondent Firm” above, and are encouraged to demonstrate additional experience beyond the minimum qualifications.
- B. **Primary Staff.** Identify the particular services to be performed by Respondents proposed personnel describing their individual skills, experience, and working knowledge needed to perform the requested services. For each identified individual, provide their resume. Respondent must demonstrate the minimum qualifications per Part 1, Section E, item 2 paragraph a. “Personnel Work Experience” and paragraph b. “Personnel License” above. Respondent shall provide a copy of each C-20 license and submit said license in its SOQ. If a copy of the requested license is not submitted within the SOQ, Respondents SOQ will be considered non-responsive and shall not be considered.
- C. **Work Plan/Equipment.** Respondent shall describe its proposed approach/methodology on how you will provide/respond to the Authority’s call for service and include a brief listing of your firm’s equipment and stock materials needed to perform the requested services.
- D. **Sustainability.** Respondent shall describe and demonstrate how its firm conducts and/or promotes the following sustainable practices: Environmental Management; Green/Environmentally-Preferable Purchasing; Alternative Fuel Usage and/or Alternative Fuel Vehicles; pollution prevention; Waste Reduction/Waste Diversion/Recycling; continuous improvement; Leadership in Energy & Environmental Design (LEED), and transparency in environmental performance.
- E. **Policy 5.12 Small Business Preference.** This RFQ is subject to the Authority’s Small Business Preference Policy 5.12. A qualified Small Business desiring consideration under the Authority’s Small Business Preference Policy must complete and submit with its SOQ “Attachment D – Prime Contractor Small and Local Business Eligibility Statement” and “Attachment E – Policy 5.12: Prime Contractor Small Business Preference Verification Certificate”.

Part 5. SOQ SUBMISSION INSTRUCTIONS
Respondents must be registered as a vendor on the Authority’s website to electronically submit SOQ’s. SOQ’s not submitted in the manner described herein may be considered non-responsive and be subject to rejection. SOQ’s submitted to the Authority after the specified due date and time in the RFQ shall be rejected as late. No late SOQ’s will be accepted.

- A. **Electronic submission of SOQ to Authority website:** Respondent shall submit its SOQ electronically to the Authority’s online bid management system. SOQ must be packaged and submitted as a single PDF document.
- B. **Confirmation Notice:** Upon a Respondent’s successful submission of its document, the Respondent will receive a confirmation number. It is recommended that the confirmation number be printed and retained for Respondent’s records.

Part 6. INQUIRIES

- A. **RFQ/Addenda Questions:** If discrepancies or omissions are found by any Respondent or there is doubt as to the true meaning of any part of the RFQ, a written request for clarification

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On-call HVAC Services II – RFQ January 11, 2016

5



CONTRACT KICK-OFF MEETING - REVIEW OF CONTRACT

Scope (& award process)		
	Term & Compensation -	typically 3 years with 2 1-year options to extend
	Prevailing Wages -	all contractors must be registered with DIR and submit certified payroll to Airport Authority for Airport projects
	Insurance -	General Liability and Automobile Liability Insurance requirements are to be kept in full force and effect through contract term
	Proposal Submission Process -	Pre-proposal meetings w/job walks are held with customary Q&A with additional questions e-mailed to Contract Manager or designated staffer for follow-up and dissemination to all bidders
	Letters to Proceed (LTP); Task Authorization (TA) -	<p><u>Projects</u> - TAs are issued to successful awardee(s) after proposal results are transmitted by e-mail from Contract Manager or designated staffer</p> <p><u>CO's</u> - additional work cannot commence until 1) an estimate is submitted for approval; and 2) a TA is issued to proceed</p> <p><u>Issuance</u> - typically TAs will be issued with a minimum project value of \$5,000 and a maximum project value of \$100,000</p> <p><u>Payment bonding</u> - required for all projects over \$25,000 and must be in place prior to work</p>
	Badging/Security/Safety -	a FMD authorized agent will make contact for mandatory badging classes

Who are we looking for?



The Airport Authority is looking for vendors whom we can partner with to accomplish our goal of maintaining a sustainable, cost effective and safe Airport for our customers and the surrounding community. Below are some required compliance aspects:

- be able to commit to a three-year contractual agreement,
- have a bonding capacity from \$25k - \$100k for Ready Service contractor;
- be able to self-perform its particular service;
- be registered with the DIR, knowledgeable in Wage Compliance and Certified Payroll requirements;
- keep required insurance in full force and effect at all times;
- possess current essential licenses and permits to perform required services, and
- keep staff current and in compliance with security badging requirements.

Upcoming Opportunities

Service	Current Agreement Expiration	Start Procurement Process	Anticipated Solicitation Request
Service Provider – Landscaping Services	March 2021	November 2020	December 2020
On-call Trades – General Construction (5)	November 2021	March 2021	August 2021
Service Provider – Uniform Services	November 2021	March 2021	August 2021
Service Provider – High Pressure Washer and Water	November 2021	March 2021	August 2021
On-call Trades – Painting (3)	November 2021	March 2021	August 2021
On-call Trades – Flooring (3)	November 2021	March 2021	August 2021

Questions and Answers

Who to contact for contracting:

Jeronimo Chavez

Project Planner, Facilities Management

San Diego International Airport

619.400.2722

jchavez@san.org

Annie Rombold

Capital Project Assistant

San Diego International Airport

619.400.2732

arombold@san.org

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www.SANMTP2020.Eventbrite.com



JOIN US AT OUR UPCOMING MEET THE PRIMES SESSIONS

Tues., Oct. 27, 2020

4 p.m. - 5 p.m. Turner Construction

Wed., Oct. 28, 2020

8 a.m. - 9 a.m. Hensel Phelps

9 a.m. - 10 a.m. Sundt Construction

2 p.m. - 3 p.m. Clark Construction

4 p.m. - 5 p.m. Jacobs

Thurs., Oct. 29, 2020

9:30 a.m. - 10:30 a.m. AECOM

11 a.m. - 12:30 p.m. Airport Concessionaire Panel

Featuring:

Hudson Group,

HMSHost,

S&C Robinson Enterprise

SSP America

S. Levy Foods

3 p.m. - 4:30 p.m. Airport Concessionaire Panel

Featuring:

Mission Yogurt

SFS Beauty Ca, LLC

P&P Services, LLC

High Flying Foods

Procurement Concepts Inc.

Tues., Nov. 3, 2020

8:30 a.m. - 9 a.m. Small Business Development Dept.

9:30 a.m. - 10 a.m. Facilities Management Dept.

10:30 a.m. - 11 a.m. Procurement Dept.

11:30 a.m. - 12 p.m. Labor Compliance Dept.

1:30 p.m. - 2 p.m. Revenue Generation & Partnership Development - Food & Beverage/Retail

2:20 p.m. - 3 p.m. Quieter Home Program

4 p.m. - 5 p.m. Airport Design & Construction

Wed., Nov. 4, 2020

10 a.m. - 11:30 a.m. Public Agencies & Business Support Services Panel, Featuring:

Procurement Technical Assistance Center (PTAC), SANDAG, CALTRANS District 11, County of San Diego, North County Transit District, San Diego County Water Authority, Port of San Diego, University of California San Diego

1 p.m. - 2 p.m. Public Agencies & Business Support Services Panel, Featuring:

San Diego & Imperial Valley Small Business Development Center (SBDC), City of San Diego, San Diego Unified School District, U.S. Veteran Business Alliance (USVBA) San Diego Chapter, Business Incentive Credits



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