



# Meet the Primes

**September 23, 2021**

## San Diego International Airport Departments Session

**Presented by:**

**Airport Design & Construction**

**Airport Experience Design & Innovation**

**Procurement**

**Facilities Management**



# Meet the Primes

September 23, 2021

## Airport Design & Construction (ADC)

**Presented By:**

**Shohreh, Beladi**

[sbeladi@san.org](mailto:sbeladi@san.org)

**Ajay, Babla**

[ababla@san.org](mailto:ababla@san.org)





# Airport Capital Program Status - Sept 2021

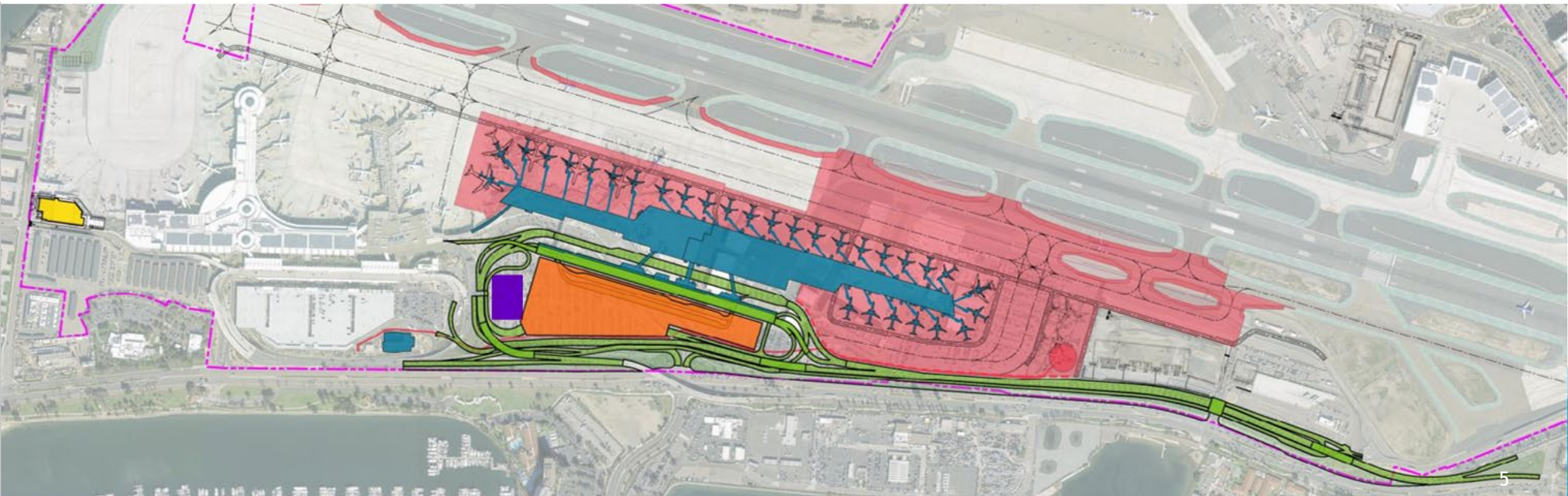
<b>FY 22-26</b>	<b>Budget</b>
Capital Improvement Program (CIP) Projects <b>(46)</b>	\$ 424,862,102
Airport Development Plan (ADP) Projects <b>(5)</b>	\$ 3,000,000,000
Non-Active/ CIP Support Projects <b>(29)</b>	\$ 195,966,444
On-Hold <b>(8)</b>	\$ 29,125,177
<b>Total (88)</b>	<b>\$ 3,649,953,723</b>



# Airport Development Plan (ADP)

## OVERALL PROGRAM SCOPE

-  Package 1 – Terminal and Roadways
-  Package 2 – Airside Improvements
-  Package 3 – Administration Building
-  Future Transit Station



# New Administration Building



# View from McCain Road





# New Administration Building Budget & Schedule

## Overall Budget

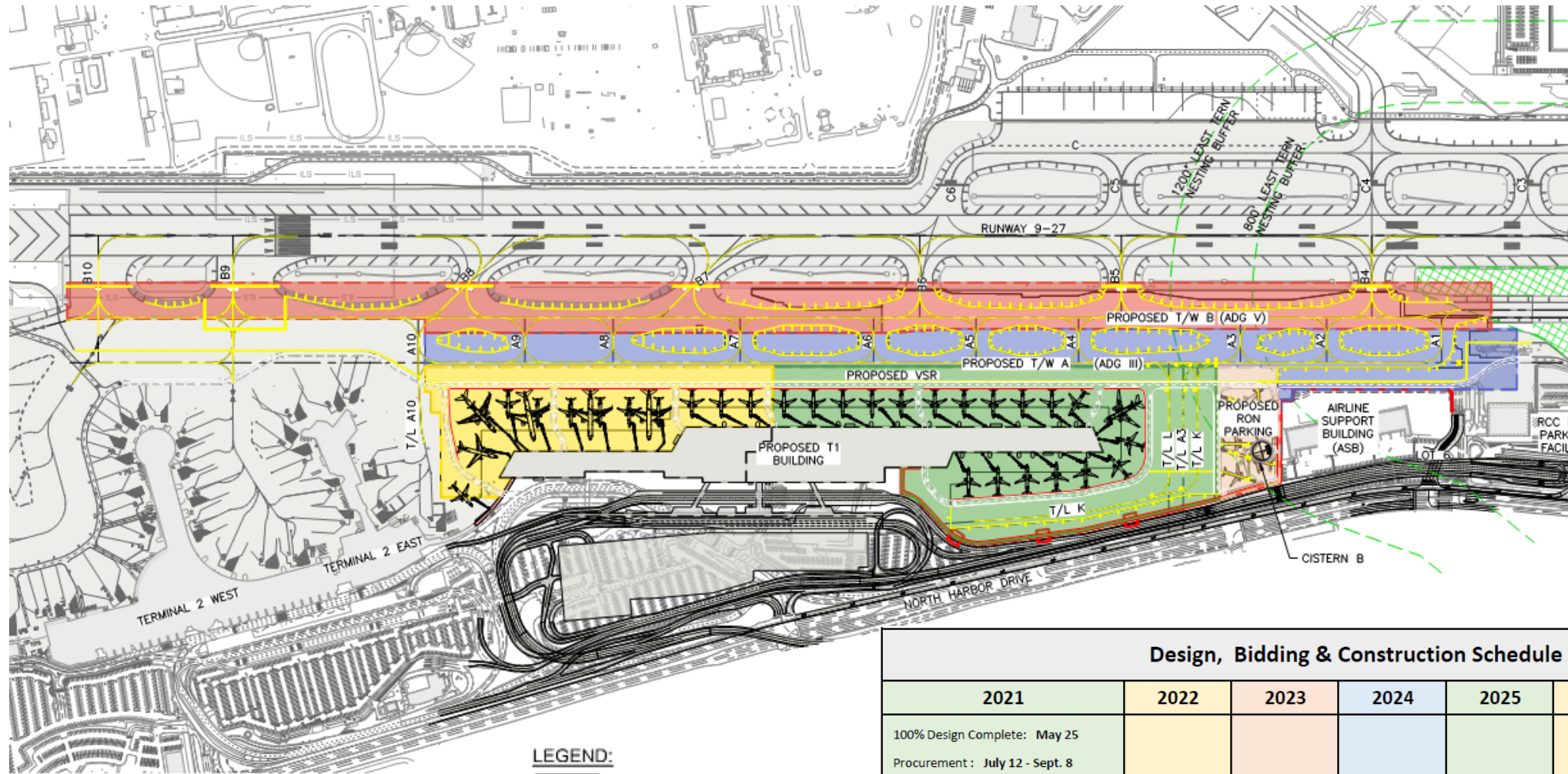
Description	Budget Amount
Contractor Maximum Contract Price	\$ 91,379,967
Subcontracting Opportunities	Between \$65-\$70 Million

## Overall Schedule

Description	Expected Date
Notice to Proceed with Design	Issued July 26, 2021
Phase 1 Packages (site demo, site utilities, foundation, steel)	Fall 2021
Phase 2 Packages (MEP, fire sprinkler, elevators, exterior façade)	Late Fall 2021- Early Winter 2022
Phase 3 Packages (balance of trades)	Winter- Early Spring 2022
Construction Substantial Completion	September 2023

# Airside Improvements

# Airside Apron and Taxiway Phasing



**LEGEND:**

- TERMINAL PHASE 1A APRON
- TAXIWAY A
- TAXIWAY B
- EAST RON APRON
- TERMINAL PHASE 1B APRON
- TERMINAL AND ROADWAY CONSTRUCTION (NOT PART OF PROJECT SCOPE)

**Design, Bidding & Construction Schedule**

	2021	2022	2023	2024	2025	2026	2027	2028
100% Design Complete: May 25								
Procurement: July 12 - Sept. 8								
Advertisement: July 12								
Bid Opening: Sept. 8								
Board Meeting: Oct. 7								
Notice To Proceed: Nov. 15								
<b>Design, Bidding &amp; Award</b>								
		<i>Cistern , Apron East &amp; Taxiway A</i>	<i>Cistern , Apron East, RON &amp; Taxiway A</i>	<i>Taxiway A, Taxiway B, RON &amp; Apron East</i>	<i>Taxiway A, Taxiway B, RON &amp; Apron West</i>	<i>Apron West</i>	<i>Apron West &amp; Taxiway B</i>	<i>Taxiway B</i>
		<b>Construction</b>						

# Airside Improvements Budget & Schedule

## Overall Budget

Description	Budget Amount
Construction Budget	Approximately \$251 m

## Overall Schedule





Description	Date
Board Award	Expected October 7, 2021
Notice to Proceed	Expected November 15, 2021
Substantial Completion	Expected June 1, 2027

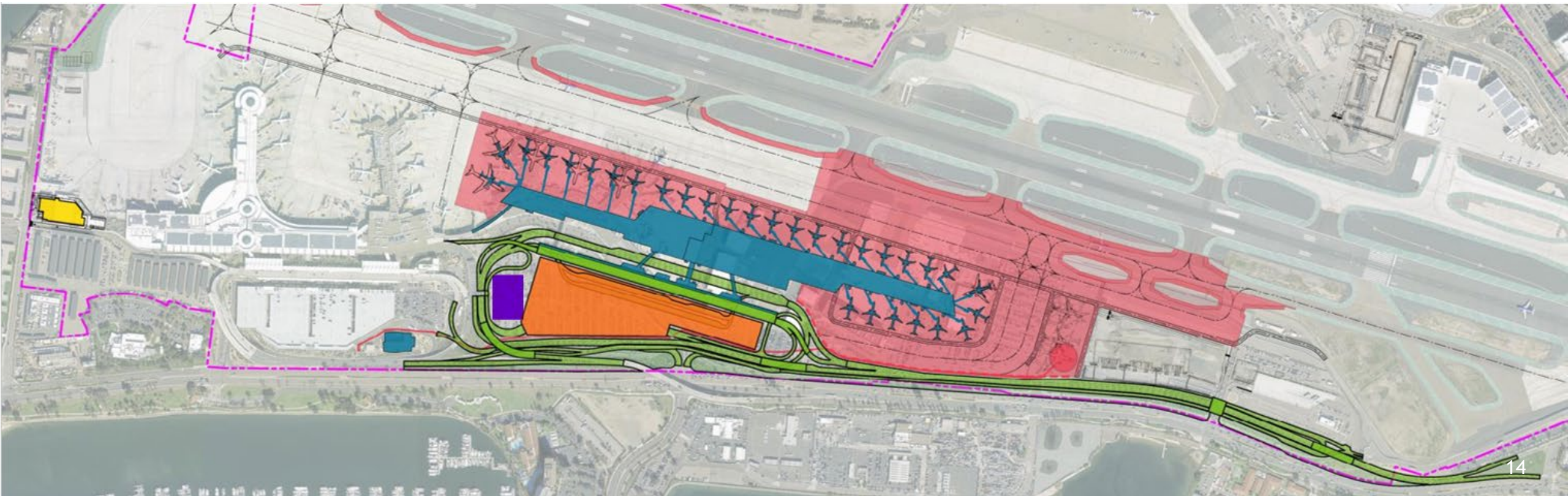
# Terminal & Roadways



# Airport Development Plan (ADP)

## OVERALL PROGRAM SCOPE

-  Package 1 – Terminal and Roadways
-  Package 2 – Airside Improvements
-  Package 3 – Administration Building
-  Future Transit Station



# New T1RP Campus Building Massing



# T1RP New T1 Campus





# Terminal & Roadways Budget & Schedule

## Overall Budget

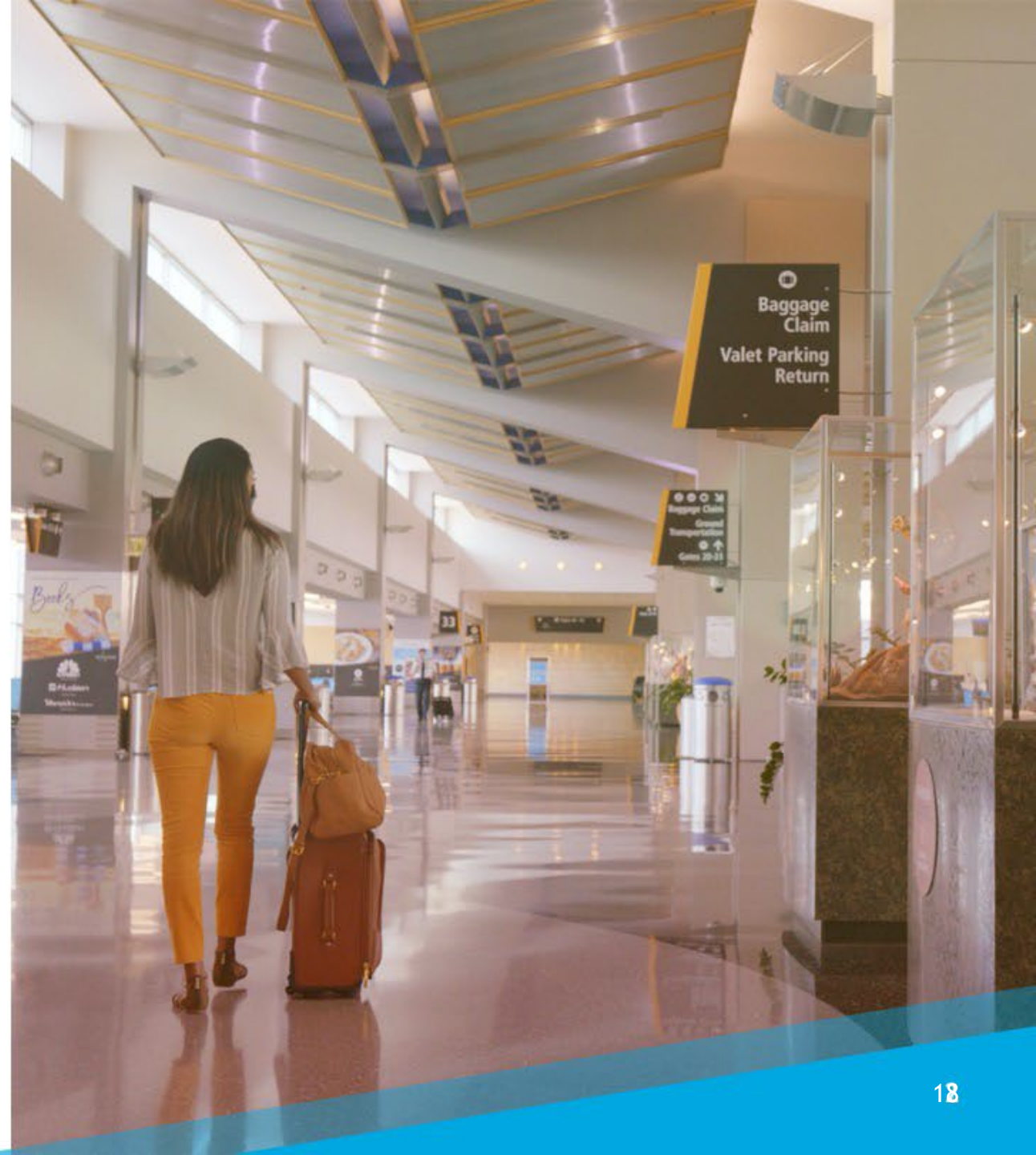
Description	Budget Amount
Contractor Maximum Contract Price (Proposed)	\$ 2,610,417,181
Subcontracting Opportunities	Over \$1.5 Billion

## Overall Schedule

Description	Expected Date
Board Authorization of MCP	October 7, 2021
Early Packages (MEPF, systems, BHS, early civil, early works)	Summer-Fall 2021
Phase 2 Packages (Steel, site civil, exterior envelope)	Winter-Summer 2022
Phase 3 Packages (interiors and remainder of trades)	Fall 2022
Construction Substantial Completion First 19 Gates	June 2025
Construction Substantial Completion Final Gates	October 2027

# Contact Information

- **New Administration Building**  
Design-Builder: Sundt Construction  
Pre-registration and subcontracting:  
<https://www.sundtsairportprojects.com/home>
- **Airside Improvements**  
Contractor:TBD
- **New T1**  
Design-Builder: Turner/Flatiron, a Joint Venture  
Pre-registration and subcontracting:  
<https://www.arrivesdaa.com/>



# Capital Improvement Program

# CIP-DBB- Projects to be Advertised Soon

Advertisement	Bid Opening	Project Name	Cons ROM	Trades
Oct-21	Nov-21	104263-T2E Electrical Modernization	\$5,000,000	01- Carpentry, 02- Concrete, 05- Drywall, 07- Electrical, 09- Fire Protection, 10- Flooring, 11- HaulingDemo, 15- Masonry, 16- Mechanical, 17- Millwork, 18- Painting, 20- Plumbing, 33-Ceiling and Finishes
Oct-21	Nov-21	104291-ARFF Building HVAC Improvements	\$390,000	07- Electrical, 16- Mechanical, 20- Plumbing, 27- Telecommunications
Nov-21	Dec-21	413002- Shuttle Lot Relocation	\$4,500,000	02- Concrete, 07- Electrical, 11- Hauling,Demo, 12- Hazmat Abatement, 19- Paving, 20- Plumbing, 25- Striping, 26- Surveillance, 27- Telecommunications, 29- Traffic
Nov-21	Dec-21	104264-Runway Electrical Vault Upgrades	\$850,000	07- Electrical, 09- Fire Protection, 11- HaulingDemo, 16- Mechanical, 27- Telecommunications
Jan-22	Feb-22	104265-T2W Sidewalk & Crosswalk Improvements		02- Concrete, 4- Dry Utilities, 11- Hauling/ demo, 19- Paving, 25- Striping, 29- Traffic Control
Feb-22	Mar-22	104240-T2E Roof Replacement	\$4,700,000	11- HaulingDemo, 12- Hazmat Abatement, 20- Plumbing, 22- Roofing , 30- Waterproofing, 31- Welding
1 Carpentry		11 Hauling/demo	21 Rebar	31 Welding
2 Concrete		12 Hazmat abatement	22 Roofing	32 Wet Utilities
3 Dewatering		13 Iron work	23 Sheet Me	33 Ceiling and Finishes
4 Dry Utilities		14 Landscaping	24 Signage	34 Furnishing
5 Drywall		15 Masonry	25 Striping	35 Equipment (passenger boarding bridges)
6 Earthwork		16 Mechanical	26 Surveillance	
7 Electrical		17 Millwork	27 Telecommunications	
8 Fencing		18 Painting	28 Tile	
9 Fire Protection		19 Paving	29 Traffic control	
10 Flooring		20 Plumbing	30 Waterproofing	

# CIP 104263: T2E Electrical Modernization

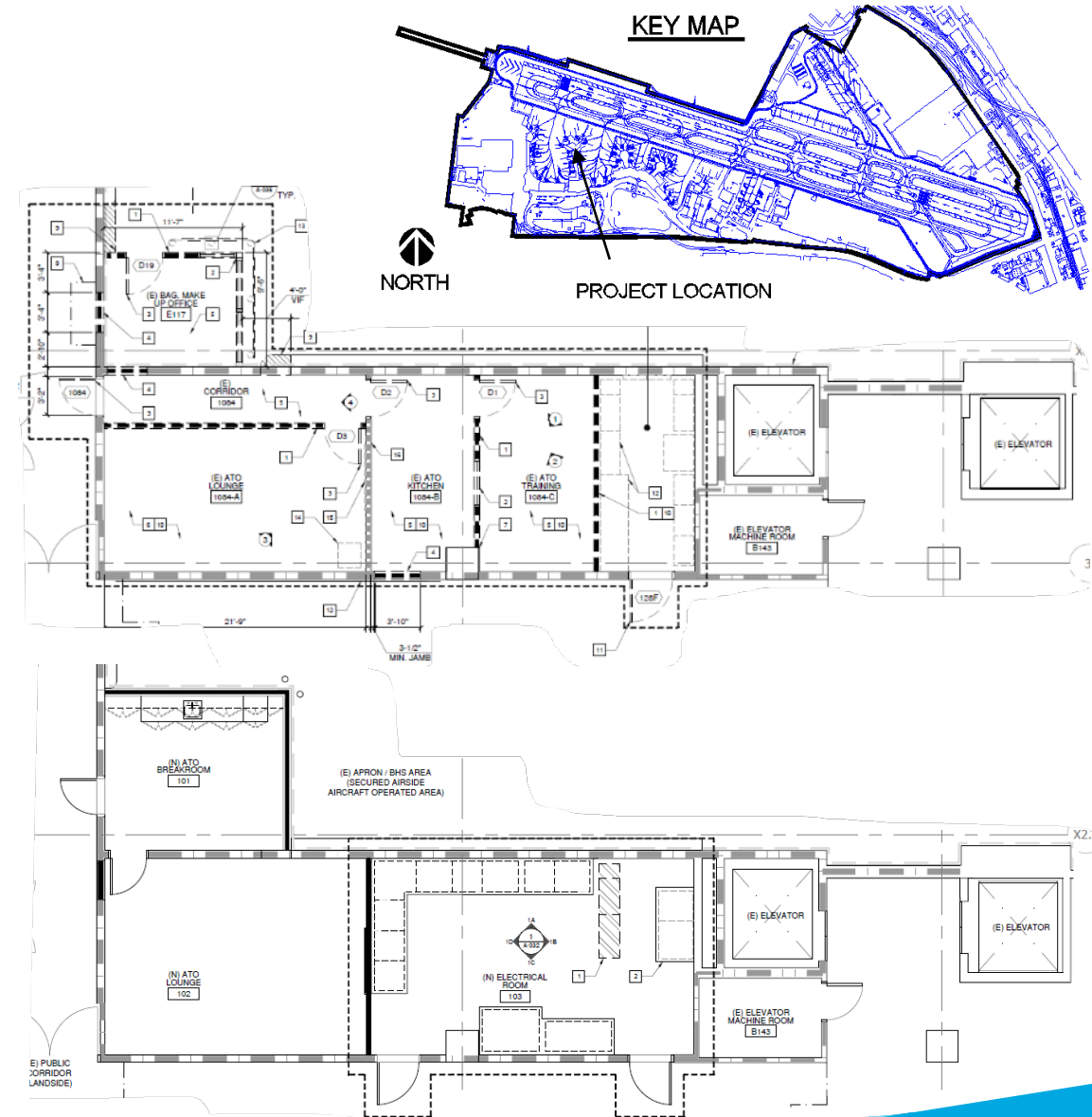
Project Manager: Hamid Kalantar  
Project Sponsor: David LaGuardia  
Project Budget: \$9.85M  
Phase: Design & Bid  
CEQA/Coastal: Exempt/Not a project

## SCOPE

- Modernize T2E Electrical Main Switchboard (MSB) and replace associated downstream electrical equipment
- New electrical room
- Additional capacity, redundancy and system reliability
- Modernized ATO Breakroom at T2E

## PROJECT MILESTONES

- Advertise: Oct 2021



# CIP 104291: ARFF Building HVAC Improvement

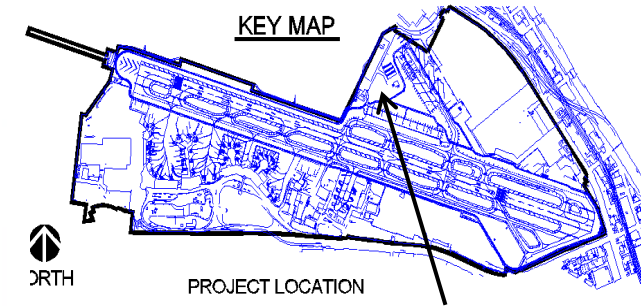
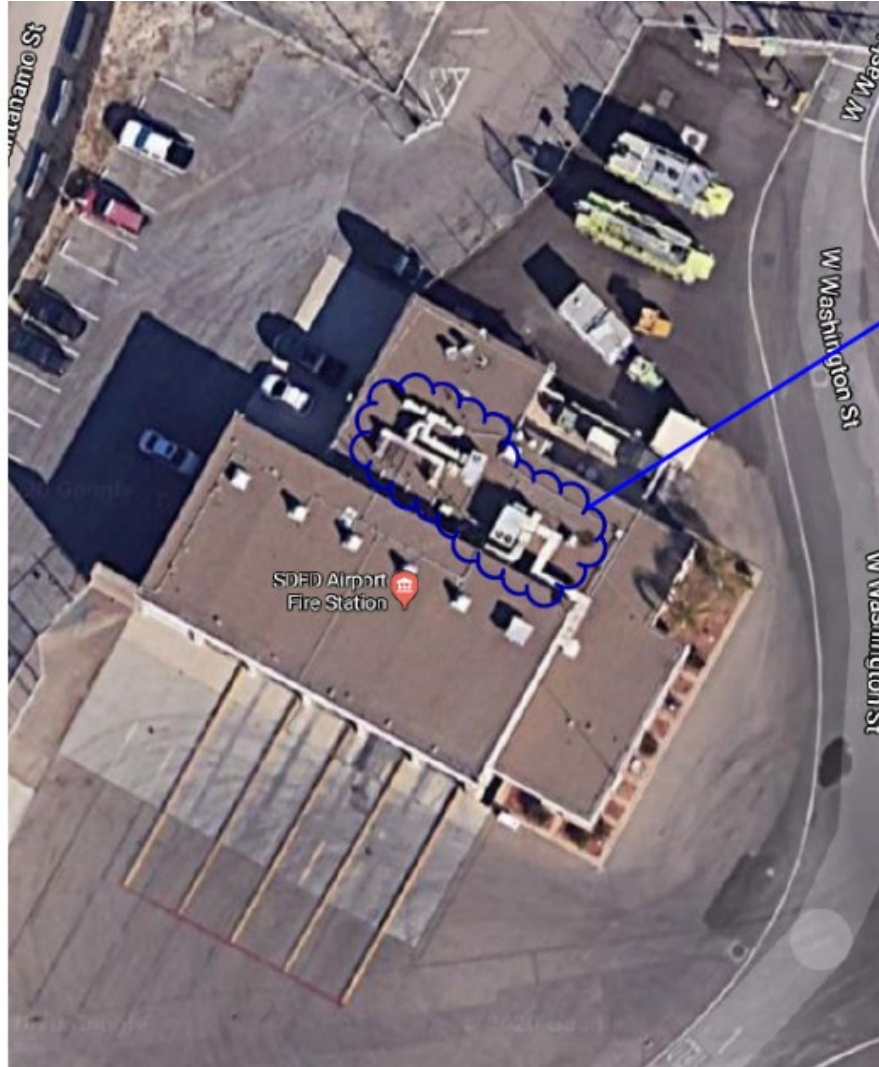
Project Manager: Hamid Kalantar  
Project Sponsor: Dean Robbins  
Project Budget: \$780K  
Phase: Design & Bid  
CEQA/Coastal: Exempt/Not a project

## SCOPE

- Replace existing ARFF roof-mounted HVAC package units

## PROJECT MILESTONES

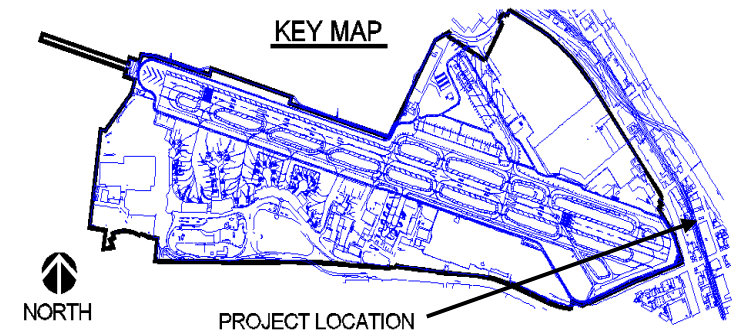
- Advertise: Oct 2021



Replace existing roof mounted 5-Ton and 15 Ton units and associated ductwork

# CIP/ADP 413002: Shuttle Lot Relocation

Project Manager: Mike Ross  
 Project Sponsor: Marc Nichols  
 Project Budget: \$15.7M  
 Project Phase: Design & Bid  
 CEQA/Coastal: Exempt / Port

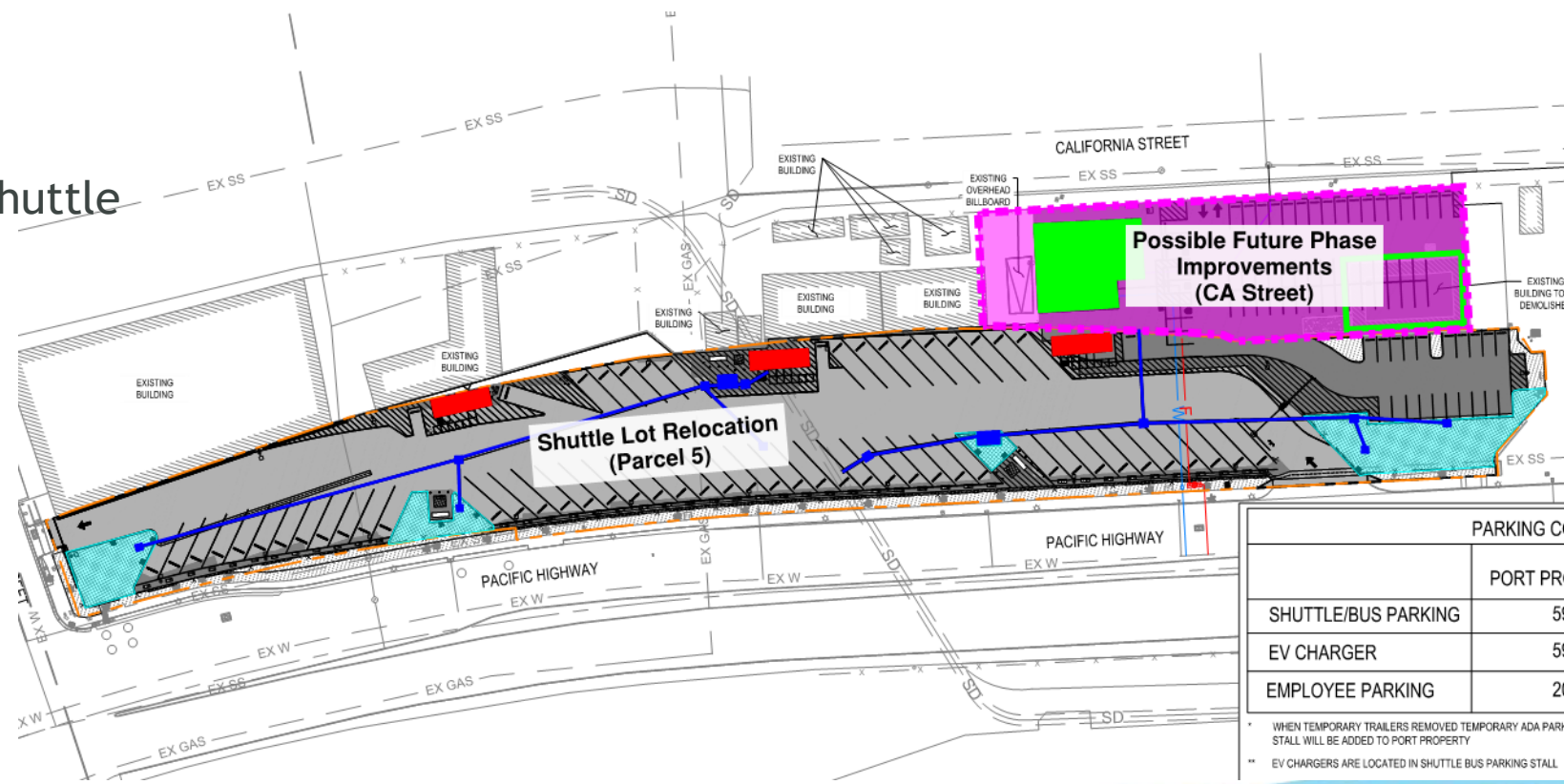


## SCOPE

- Relocate existing RCC/Parking Shuttle Operations off-site

## PROJECT MILESTONES

- Advertise: Nov 2021



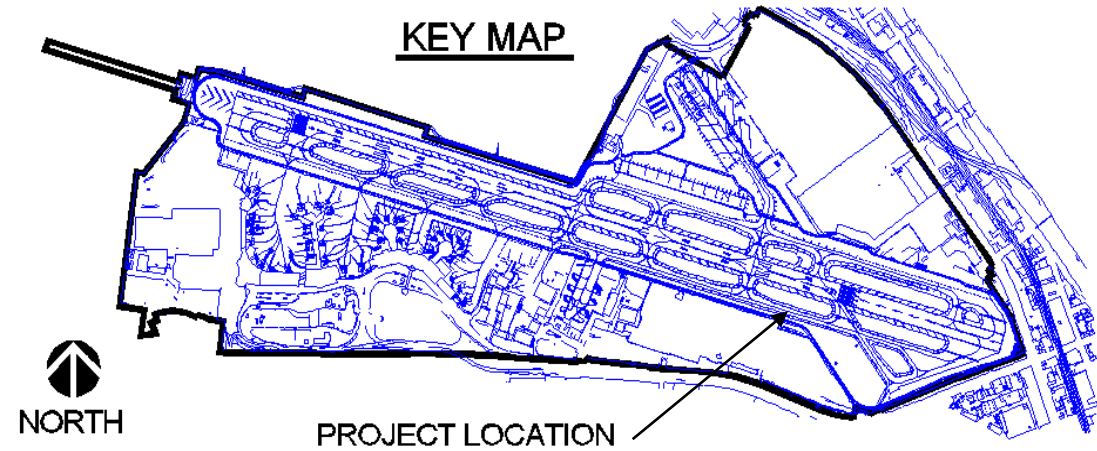
	PARKING CO	PORT PRO
SHUTTLE/BUS PARKING	50	50
EV CHARGER	50	50
EMPLOYEE PARKING	20	20

\* WHEN TEMPORARY TRAILERS REMOVED TEMPORARY ADA PARKING STALL WILL BE ADDED TO PORT PROPERTY  
 \*\* EV CHARGERS ARE LOCATED IN SHUTTLE BUS PARKING STALL

# CIP 104264: Runway Electrical Vault Upgrades

Project Manager: Daniel Hershey  
Project Sponsor: David LaGuardia  
Project Budget: \$1.3M  
Project Phase: Design and Bid  
CEQA/Coastal: Exempt / Not a project

Potential Least Tern Impacts (Construction only allowed during non-nesting season)



## SCOPE

- Replace existing light fixtures and airfield lighting regulators
- Install gaseous fire suppression system
- Install new control panel in ATCT

## PROJECT MILESTONES

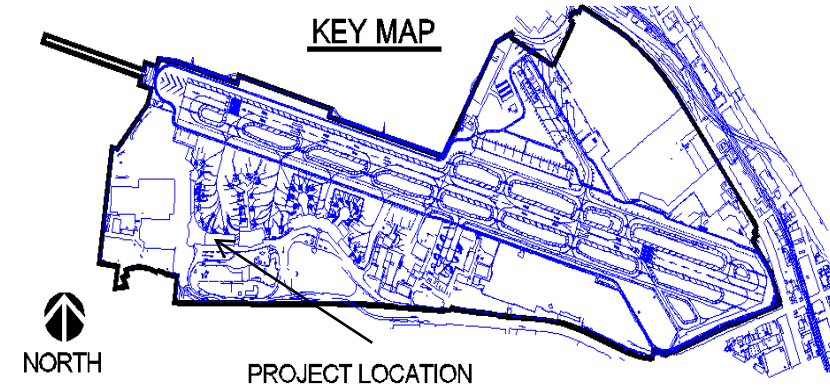
- Advertise: Nov 2021





# CIP 104265: T2W Sidewalk & Crosswalk Improvements

Project Manager: Mike Ross  
Project Sponsor: Scott La Rocco  
Project Budget: \$4.7 M  
Phase: Design & Bid  
CEQA/Coastal: Exempt/Not a project



## SCOPE

- Replace cracking/spalling/faulting curbfront sidewalk
- Improve crosswalk to better accommodate passenger flows

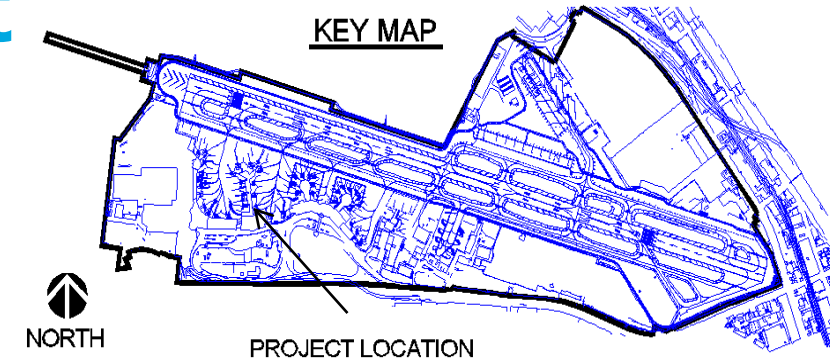
## PROJECT MILESTONES

- Advertise: Jan 2022



# CIP 104240: T2E Roof Replacement

Project Manager: Hamid Kalantar  
Project Sponsor: Cogan Semler  
Project Budget: \$6.5M  
Phase: Design & Bid  
CEQA/Coastal: Exempt from CEQA/Coastal Act

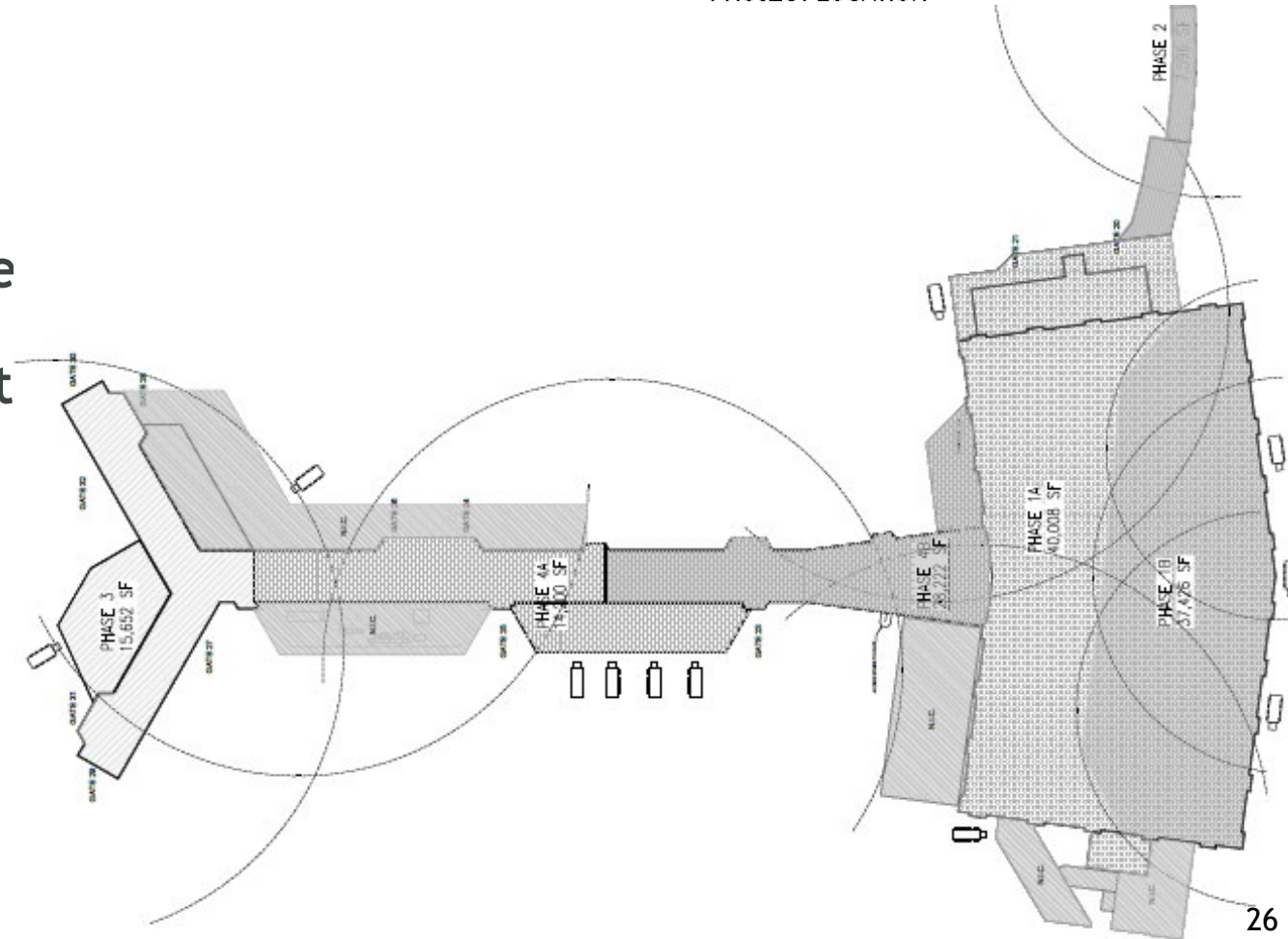


## SCOPE

- Reroof T2E terminal roof with Liquid Applied Seamless Roofing
- Flash parapets and existing roof equipment
- Replace roof overflow drains
- Provide roof walking pads

## PROJECT MILESTONES

- Advertise: Feb 2022



# Highlights

## CIP in Planning & Design

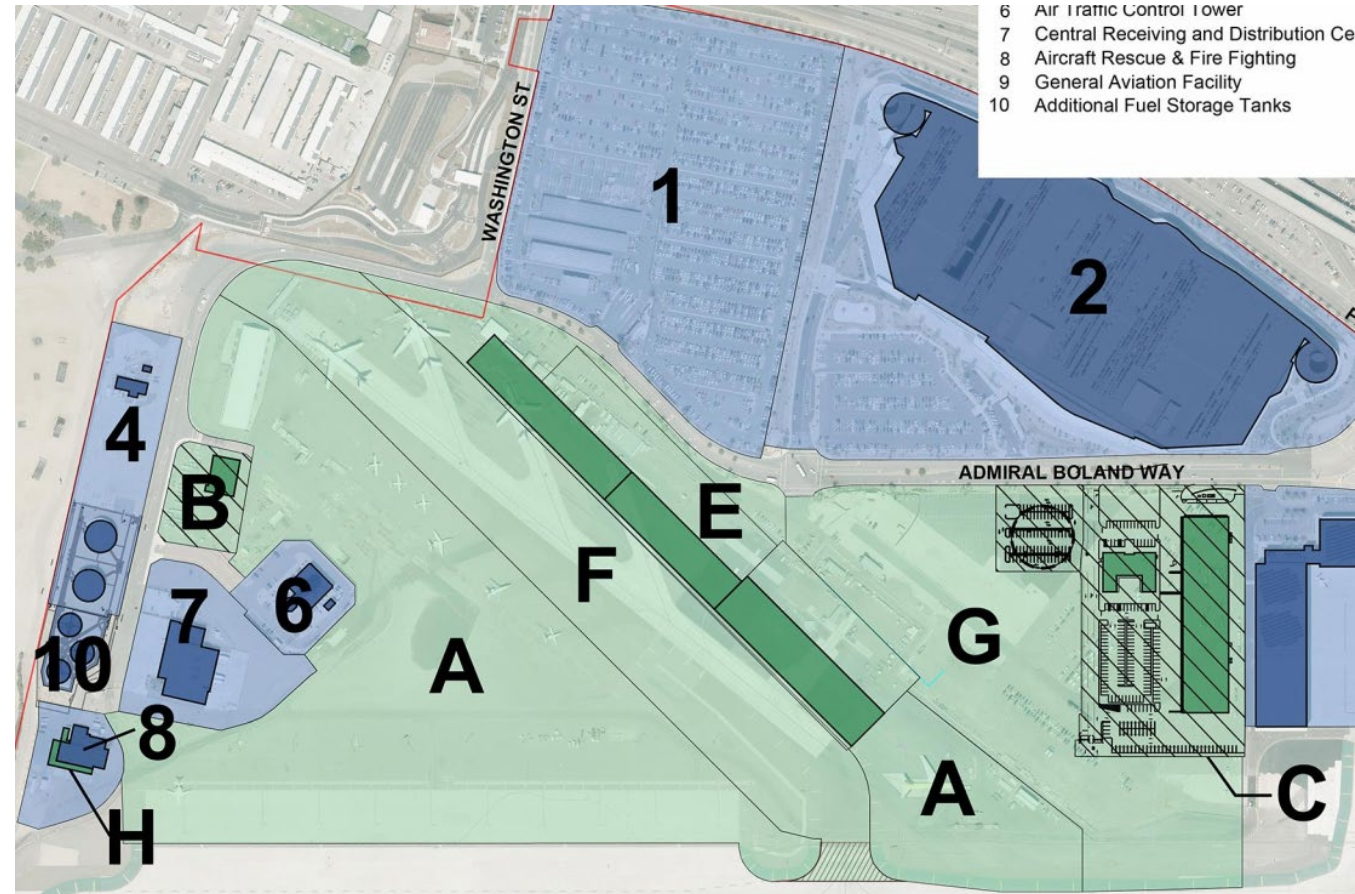
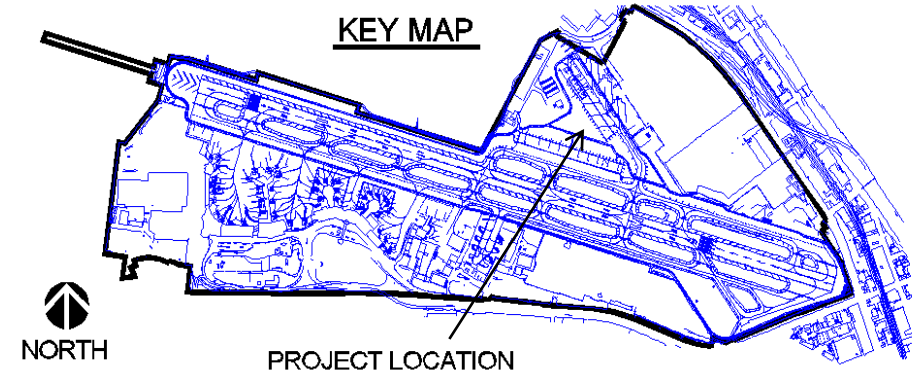
# CIP#: 104251

## Northside Apron Improvements

Project Manager: Robert Sauer  
Project Sponsor: Dean Robbins  
Approved Project Budget: \$33.35M  
Completion Date: TBD  
Phase: Planning  
CEQA/Coastal: Ted Anasis

### SCOPE

- Awaiting completion northside master planning effort
- Interim paving project to mitigate FOD generation in the Air Cargo area

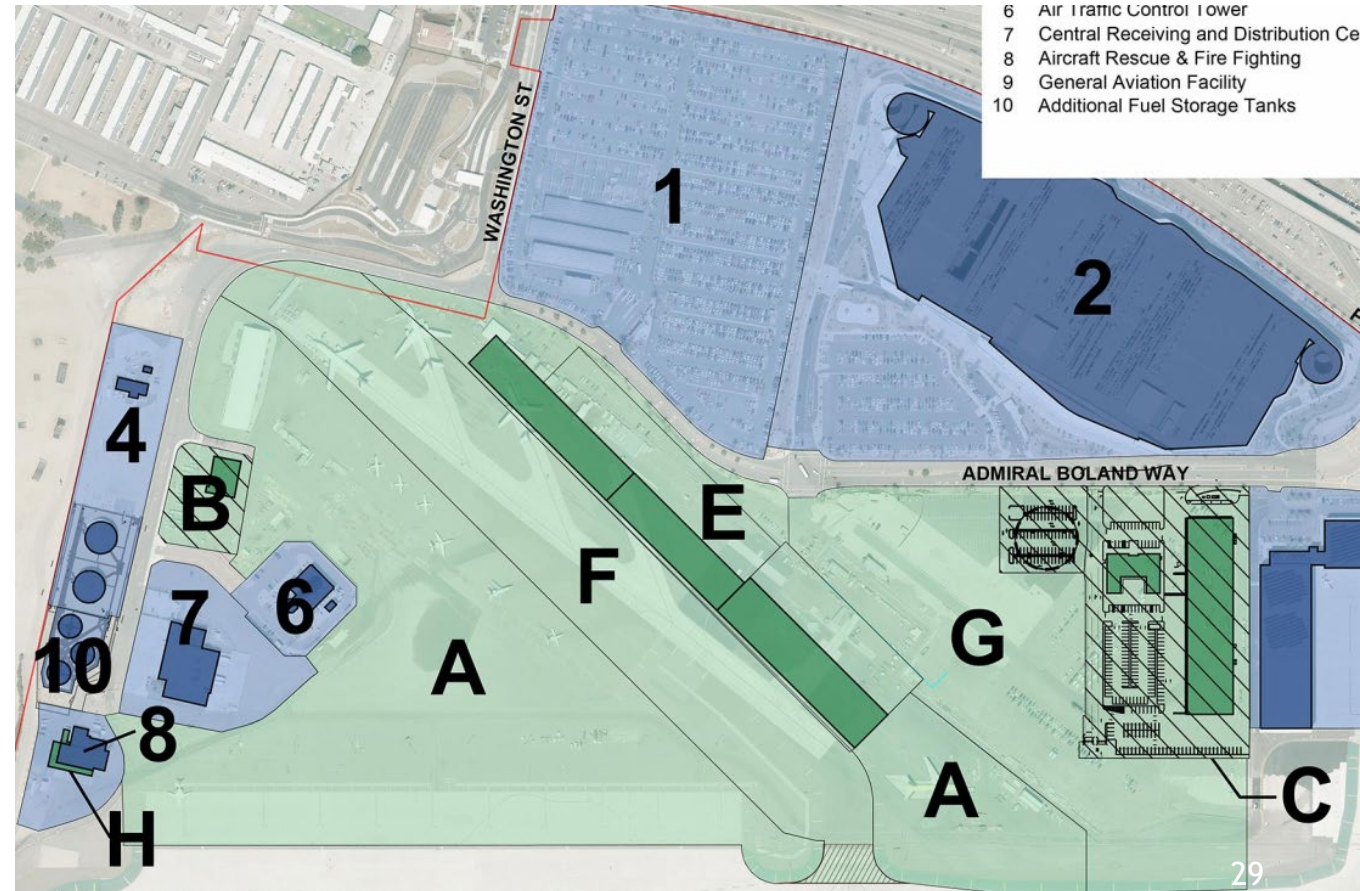
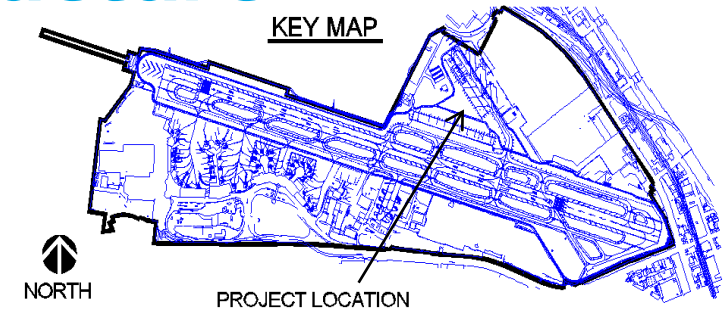


# CIP#: 104252 Northside Utility Infrastructure

Project Manager: Robert Sauer  
Project Sponsor: Dean Robbins  
Approved Project Budget: \$8.65M  
Completion Date: TBD  
Phase: Planning  
CEQA/Coastal: Ted Anasis

## SCOPE

- Awaiting completion of northside master planning effort
- Implement stormwater reuse connection from cistern to RCC car wash system



# CIP 104299: Off-Airport Intersection and Roadway Segment Improvements

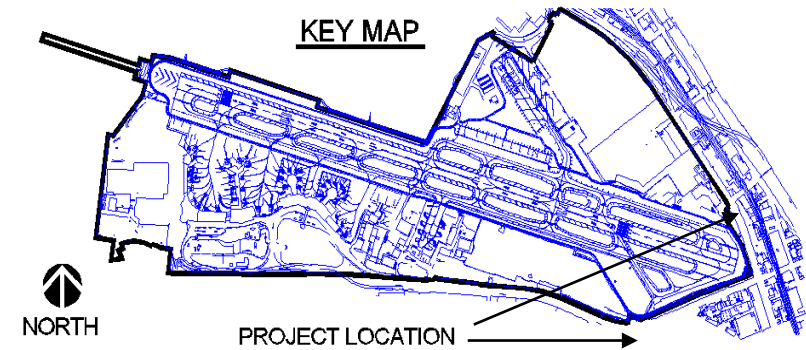
Project Manager: Megan Ulery  
Project Sponsor: Brendan Reed  
Project Budget: \$13M  
Project Phase: Schematic Design  
CEQA/Coastal: Ted Anasis

## SCOPE

- Off-airport intersection and roadway mitigation improvements required by the ADP CEQA FEIR

## PROJECT MILESTONES

- Schematic Design: 2021
- Final Design: 2022



- Grape Street
- Pacific Highway
- Palm Street
- North Harbor Drive and Laurel Street
- Sassafra Street\*
- ADP Roadway\*

\* Authority project currently under design by others

# CIP 104300: Hyoco Digital Sign Replacement at EDR

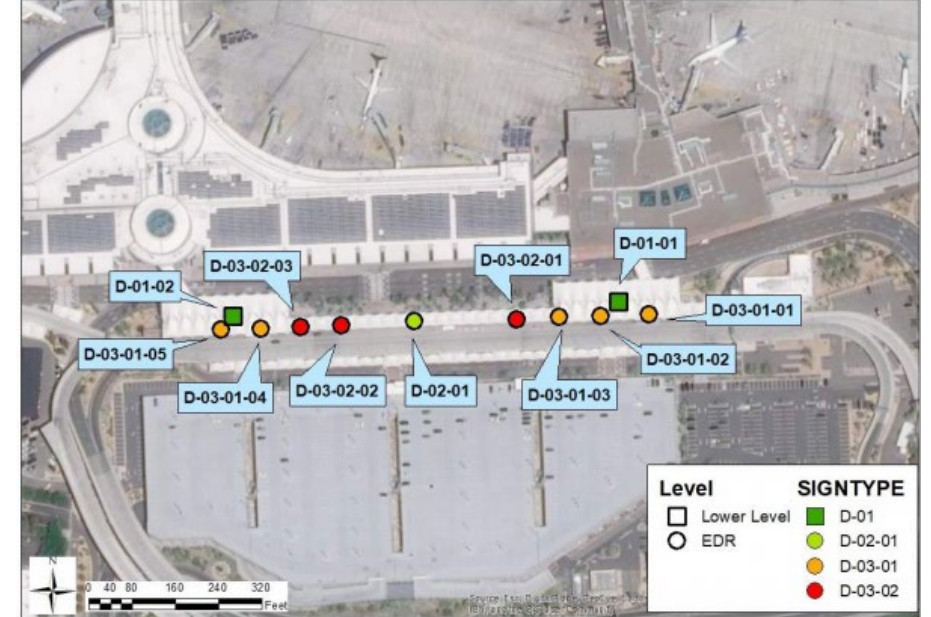
Project Manager: Lane Boolen  
 Project Sponsor: Jessica Bishop  
 Project Budget: \$2.3M  
 Project Phase: Schematic Design  
 CEQA/Coastal:

## SCOPE

- Replace 18 Hyoco signs on the Elevated Departure Roadway with modern digital signage and replace proprietary Hyoco software with SITA's Common Use Airport Vision software

## PROJECT MILESTONES

- Start Design: September 2021



Sign Type D-01



Sign Type D-03-01



Sign Type D-02



Sign Type D-03-02

# CIP 104194B: PBB Refurbishments at T2

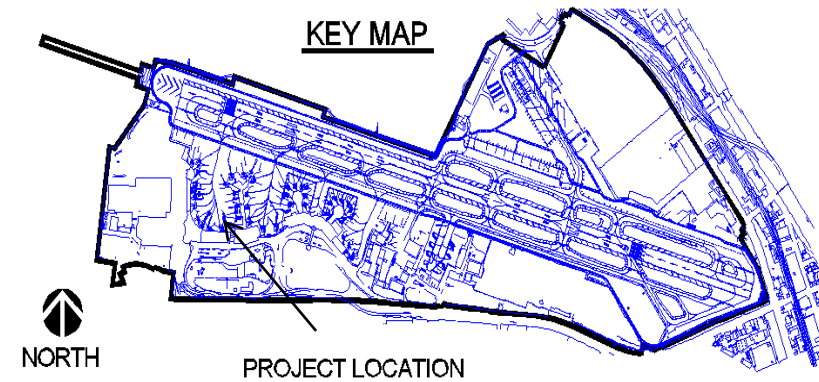
Project Manager: Gunther M Liedl  
Project Sponsor: Angela Shafer-Payne  
Project Budget: \$8.4M  
Phase: Design & Bid  
CEQA/Coastal: Exempt from CEQA/Coastal Act

## SCOPE

- PBB Refurbishments at T2 Gates #20-22, 26, 28-41
- New safety shoes at Gates 44-47, 49 & 50

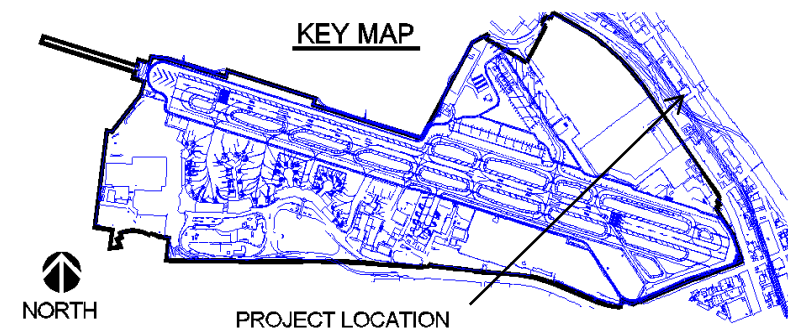
## PROJECT MILESTONES

- Start Design: September 2021





# CIP 104205: Widen Sassafras Street



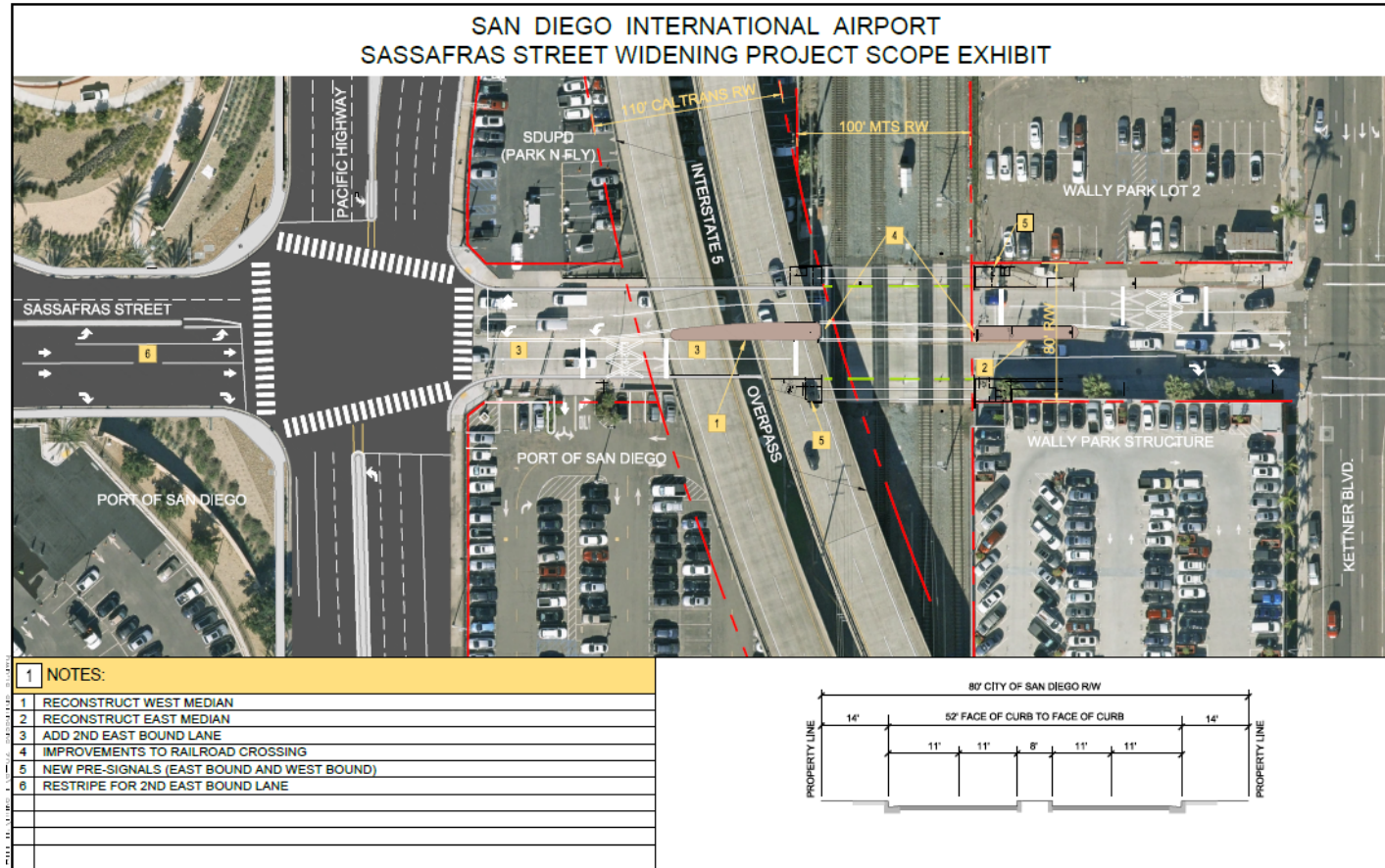
Project Manager: Mike Ruth  
 Project Sponsor: Brendan Reed  
 Project Budget: \$5.6M  
 Phase: Design & Bid  
 CEQA/Coastal: 2008 AMP EIR/ City of SD

## SCOPE

- Widen Sassafras Street to 2 lanes in the EB direction

## PROJECT MILESTONES

- Construction Start: November 2021
- Completion: November 2022



# Construction Phase



# CIP 104289: Replace T2E Roof Hydronic Pipe Insulation

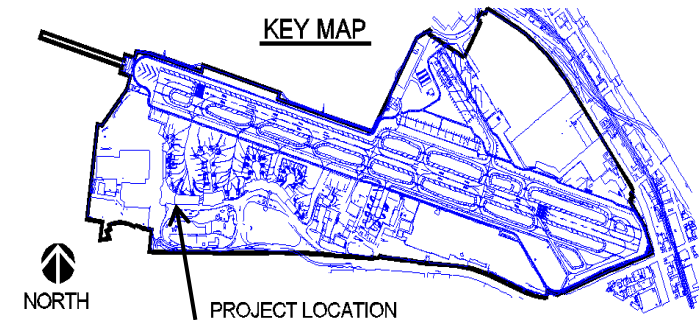
Project Manager: Hamid Kalantar  
Project Sponsor: Cogan Semler  
Project Budget: \$2.2M  
Phase: Construction  
CEQA/Coastal: Exempt/ Not a Project

## SCOPE

- Replace T2E roof existing hydronic pipe insulation with new improved materials
- Replace hydronic pipes isolation valves

## PROJECT MILESTONES

- Construction Start: October 2021
- Completion: April 2022



# CIP 104290 Remodel T2E for ACO & HPD Relocations

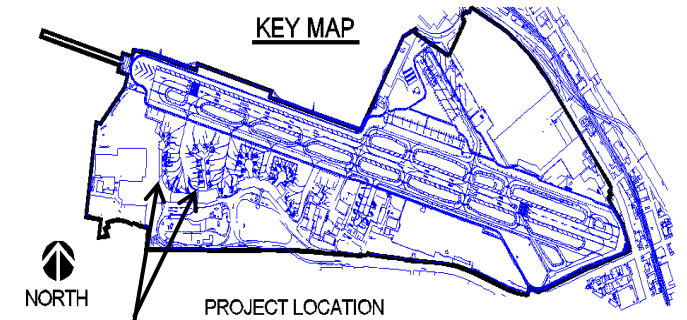
Project Manager: Hamid Kalantar  
Project Sponsor: Clint Welch  
Project Budget: \$6.1M  
Phase: Construction  
CEQA/Coastal: CatEx

## SCOPE

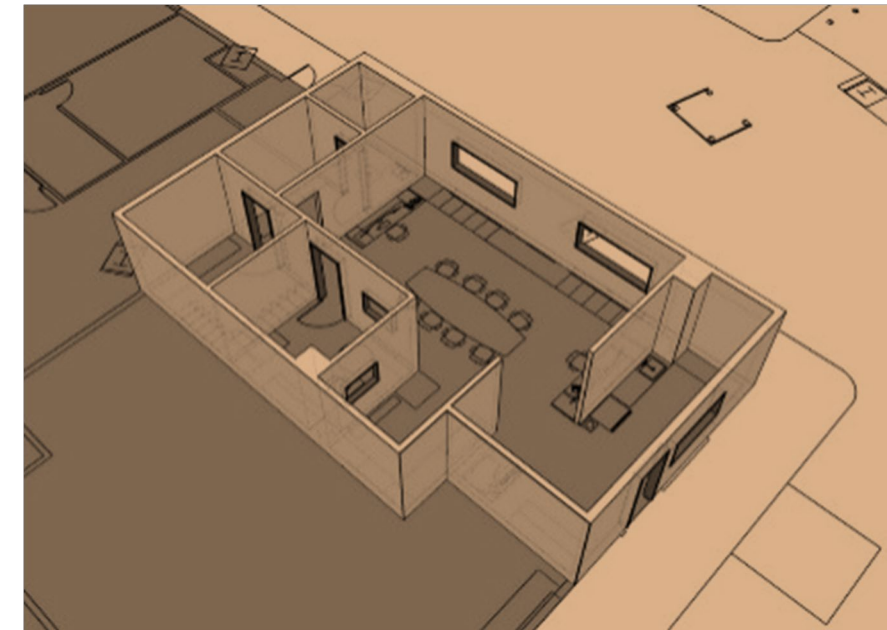
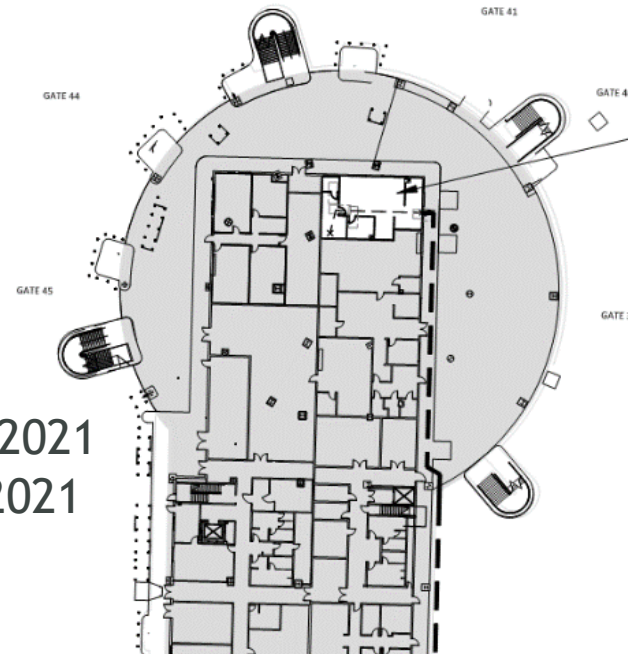
- Remodel T2E for new ACO, Lost & Found and HPD offices
- Construct new warm shell at T2E for TSA Breakroom
- Remodel T2W for new AODM offices

## PROJECT MILESTONES

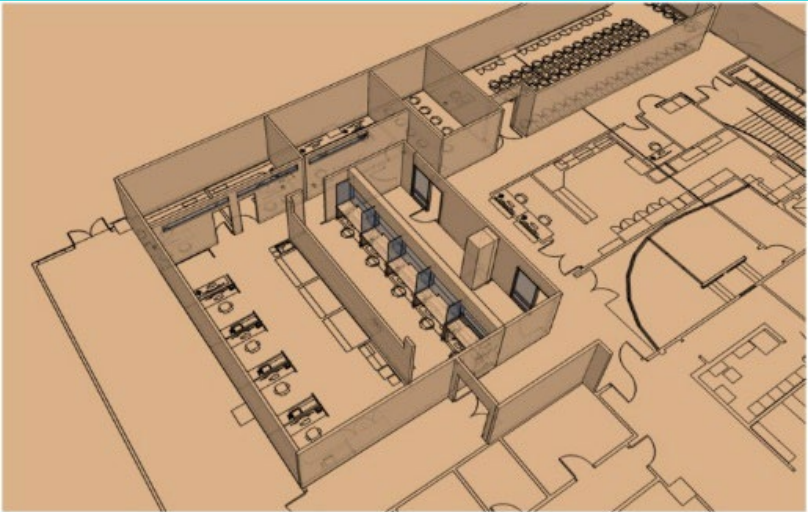
- AODM Move to T2W office December 2021
- TSA warm shell handover December 2021
- ACO, SIDA Training Room, and Lost and Found move February 2022
- Completion: April 2022



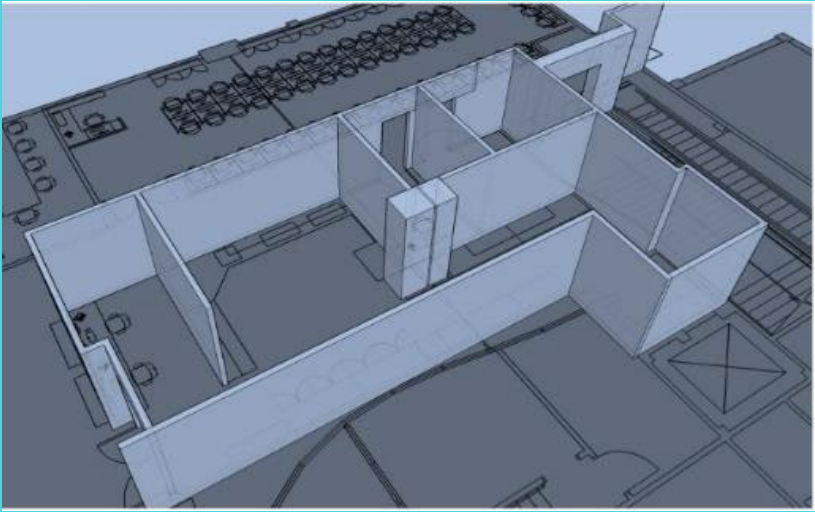
T2W North Rotunda Airport Operations Duty Manager Office (AODM)



# T2E



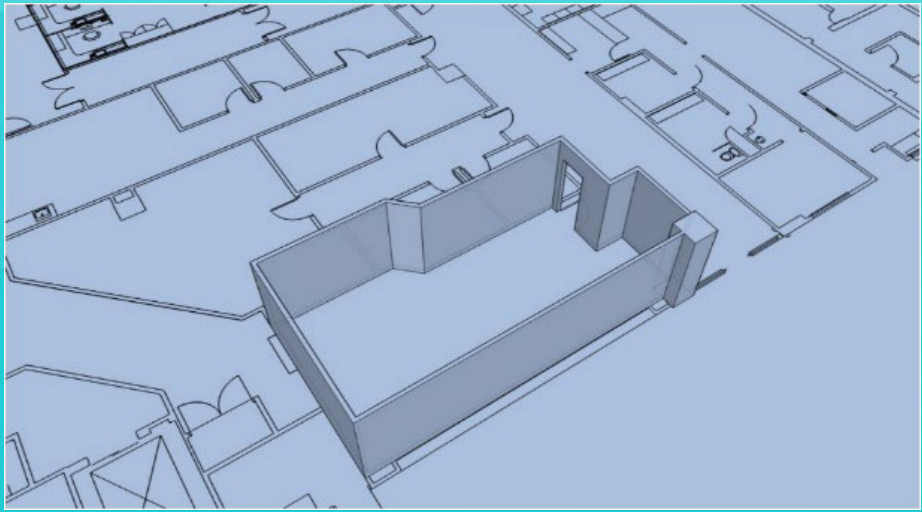
Access Control Office



Lost and Found



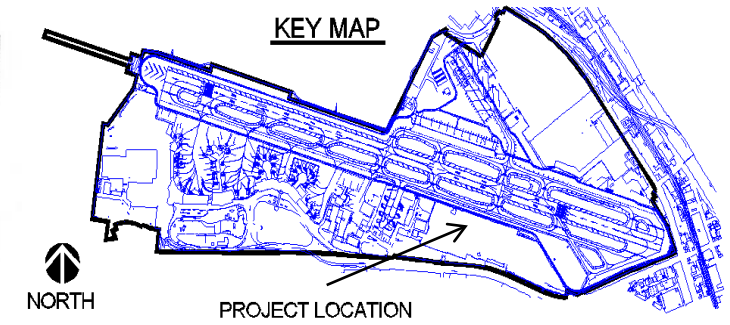
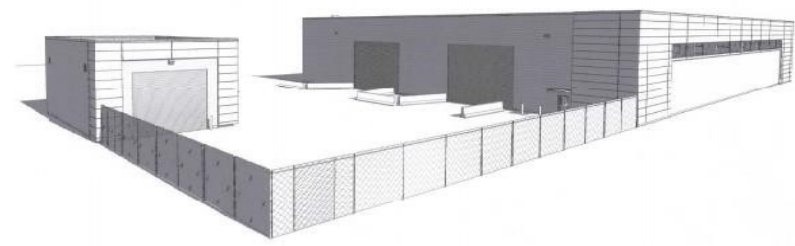
Harbor Police Department



Transportation Security Administration

# CIP 104274: East Solid & Liquid Waste Facilities

Project Manager: Lin Lin  
Project Sponsor: Richard Gilb & Amiel Porta  
Project Budget: \$26.1M  
Phase: Construction  
CEQA/Coastal: Under Review; CDP anticipated 10/2021  
**Potential Least Tern Impacts**



## SCOPE

- Replace existing solid waste and triturator/vehicle wash facilities

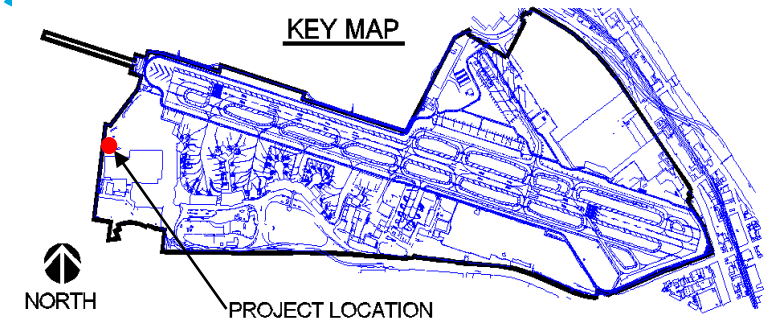
## PROJECT MILESTONES

- NTP: November 2021
- Project Completion: August 2023



# CIP 104249A: West Refueler Loading Facility

Project Manager: Lin Lin  
Project Sponsor: Jeff Rasor  
Estimated Project Cost: \$14.1M  
Phase: Construction  
CEQA/Coastal: All entitlements received



## SCOPE

- Replace existing truck fueling rack in conflict with T1 construction
- Provide backup and supplemental aircraft fueling capability to support the proposed hydrant system
- Includes 5 fueling bays that meet the most current operational, safety, and sustainability requirements
- Includes connection from fuel farm to new hydrant fuel system piping

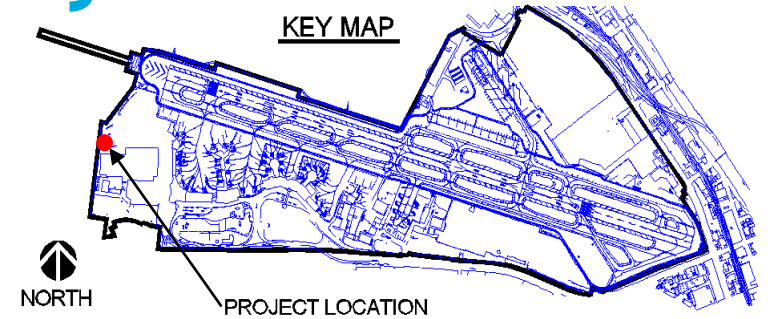
## PROJECT MILESTONES

- Construction Start: May 2021
- Completion: May 2022



# CIP 104274A: West Solid Waste Facility

Project Manager: Lin Lin  
Project Sponsor: Richard Gilb & Amiel Porta  
Project Budget: \$9.4M  
Phase: Construction  
CEQA/Coastal: All entitlements received



## SCOPE

- Provide expanded solid waste management capacity to meet future demands
- Reduce vehicle service road congestion by adding a second waste facility
- Enhance support for SAN's Zero Waste Plan
- Includes a 2,800 SF canopy enclosure for separate food, recycling, and non-recycling waste streams

## PROJECT MILESTONES

- Construction Start: May 2021
- Completion: May 2022





# West Refueler Loading and West Solid and Liquid Waste Facilities

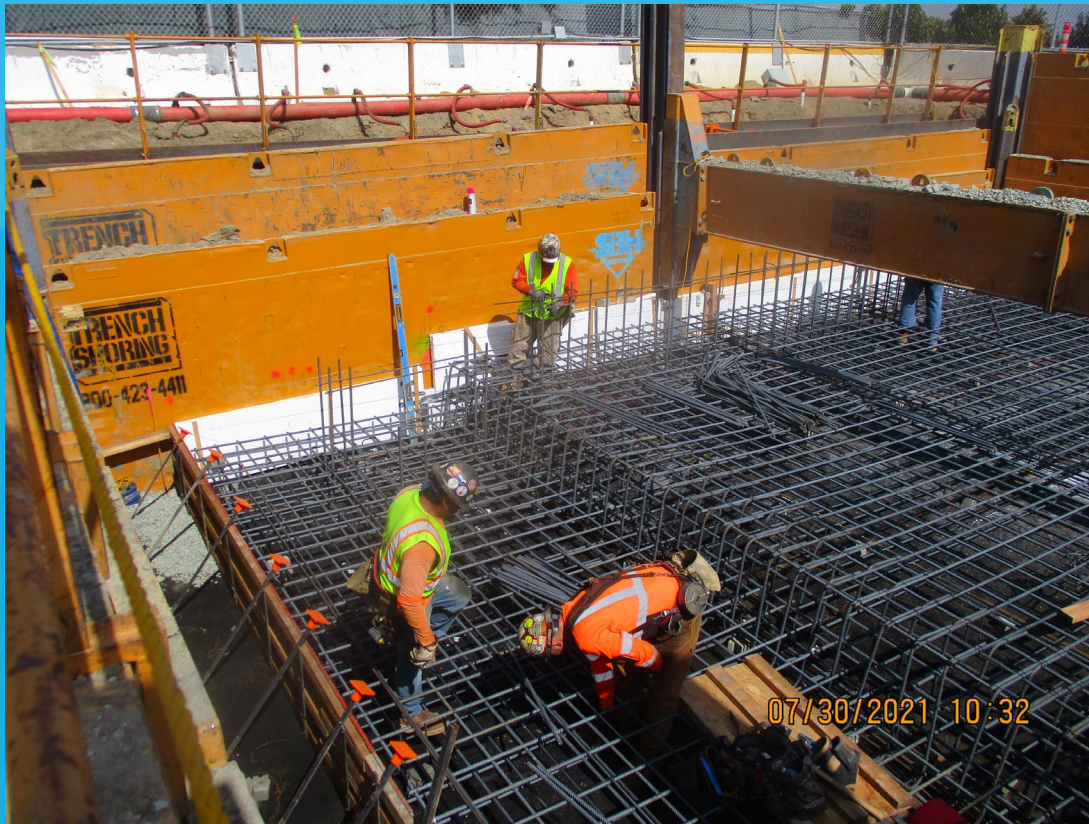


Drilling for Auger Cast Piles



Grout Truck and Pump Truck

# West Refueler Loading and West Solid and Liquid Waste Facilities



Installing Reinforcing for  
Containment Pit



Preparing Steel Cages and Centering  
Rebar for Auger Cast Piles



Questions?



# Meet the Primes

September 23, 2021

## Customer Experience Design & Innovation

### **Presented By:**

Kimberly McLean

Karli Wagner

**We now live in a  
personalization economy.**

**This is a different era from  
the product-centric economy  
of the past.**

**PRODUCTS  
ONLY**  
*1970s*



**PRODUCTS  
+ SERVICES**  
*1990s*



**CUSTOMER  
CENTRIC**  
*2000s*



**RELATIONSHIP  
CENTRIC**  
*TODAY*

**Organizations using data-driven decisions see dramatic increases in ROI by delivering strategically creative experiences that feel personal to the customer.**



over S&P in 10 yrs time  
with design-thinking

**At SAN, our Customer  
Experience Design & Innovation  
team has a personalization-  
centric strategy:**

Data research

+

Human-centered design approach

=

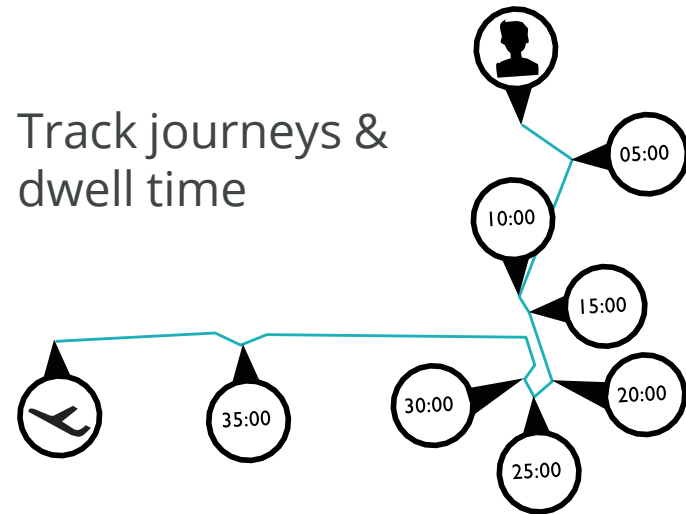
Recommendations that enhance the  
experience, offer innovation, and  
increase revenue





# Data Research

## Airport Innovation Lab - Circulation Tracking



Snapshots identify cluster points & hotspots in passenger movements



## Traditional Data Collection



Survey feedback



Observation & empirical data



Demographic data gathering

# Using Data to Uncover Patterns



### **Trends & Habits**

What is the customer doing, how are they using products or services, and when are they doing it?



### **Touchpoints**

Where do we have meaningful contact with the customer? Where do they notice us?



### **Opportunities**

How can we change or innovate to make this experience better?

# Turning Opportunities into Action



AIRPORT  
**INNOVATION**  
LAB

Publicly-posted  
Opportunity Statements

Flexible cohort program

Onsite R&D and testing

# Innovation Examples & Impact



# Customer Experience Design & Innovation



INCLUSIVE  
DESIGN



INTUITIVE &  
EFFICIENT



INNOVATION



PERSONALIZED



Focusing on improving the customer's experience  
so they can focus on our business partners

# Questions?

**KIM McLEAN**  
[kmclean@san.org](mailto:kmclean@san.org)

**KARLI WAGNER**  
[kwagner@san.org](mailto:kwagner@san.org)

[www.san.org/innovate](http://www.san.org/innovate)



# Meet the Primes

**September 23, 2021**

## Procurement Department Session

### **Presented by:**

Larry Rodriguez  
Manager -  
Procurement & Contract Services

# Everything from A - Z Sample Opportunities

Electrical Work	Plumbing
Painting	HVAC
Landscaping	Printing
Uniforms	MRO Supplies
Furniture	Professional Consulting Services
Electronics/ Information Technology	Signage
Training	Catering
Vehicle Purchase/Maintenance	Demolition
Architect & Engineering Services	Construction & related trades



# Solicitation Methods

## Procurement Card (P-Card)

- Used for small dollar, non-repetitive purchases.

## Request for Bid (RFB)

- Used for materials, equipment and construction. Can also be used for well-defined non-professional services.

## Request for Qualifications (RFQ)

- Used for architects, engineers and design-build contracts. Also used to establish a pre-qualified list of respondents for on-call ready service agreements and as part of a two-step procurement process in addition to RFBs and RFPs.

## Request for Proposals (RFP)

- Used for professional and non-professional services.

# Procurement's Commitment to the Small Business Community

- Procurement places a high value on maximizing opportunities for the small business community by:
- Tracking small and local business outreach, participation and awards for each project that is competitively solicited
- Applying Authority approved small business preferences to solicitations and evaluations (ref. Policy 5.12)
- Providing workshops and training for vendors
- Meeting with various local business associations
- Attending Trade Shows and webinars to stay current on trends and resources.

# California Department of Industrial Relations Registration Requirement

## SB-854 Requires:

- All contractors and subcontractors who bid or work on a public works project must register and pay an annual fee to DIR.
- No contractor or subcontractor may be listed on a bid proposal or work on a public works project unless registered with DIR.

<http://www.dir.ca.gov/Public-Works>

# Authority's Website www.san.org

The screenshot displays the San Diego International Airport website (www.san.org) with the following content:

Destination	Date	Time	Airline	Class	Seats	Status
Salt Lake City	11-02-20	9:13 AM	DELTA	1364	46	On Time
Seattle	11-02-20	9:15 AM	Alaska	482	20	On Time
Las Vegas	11-02-20	9:17 AM	FRONTIER	2127	18	On Time
Portland	11-02-20	9:20 AM	Alaska	710	21	On Time
Chicago	11-02-20	9:27 AM	spirit	563	16	Unavailable

Below the flight list is a "More" button. To the right is a search interface with two calendar views for November and December 2020, entry and exit time fields (6:00 AM and 11:00 PM), a promo code field, and a search button.

A banner below the flight list features a mountain landscape with the text: "A good traveler leaves no trace. OFFSET YOUR CARBON FOOTPRINT™".

The footer navigation menu includes:

- ABOUT US**
  - Airport Authority
  - Airport Projects
- BUSINESS**
  - Airport Innovation Lab
  - Business Opportunities
  - Ground Transportation
  - Small Business Development
- COMMUNITY & ENVIRONMENT**
  - Accessibility
  - Airport Noise Mitigation
  - Airport Development Plan (ADP)
  - Environmental Affairs
  - Sustainability Efforts
- CONNECT**
  - Blog
  - Contact Us
  - News Room
  - Privacy Policy / Terms & Conditions
  - Sitemap

# Contracting Information

The screenshot shows the website's navigation menu with categories like 'FLIGHTS', 'SHOP DINE RELAX', 'PARKING & TRANSPORTATION', 'TRAVEL INFO', 'AIRPORT ART', 'SERVICE & FACILITIES', 'EDUCATION', and 'INTERACTIVE MAP'. The main content area is titled 'BUSINESS OPPORTUNITIES' and includes sections for Advertising, Contracting Opportunities, Aviation and Commercial Business, Ground Transportation, Major Subcontracting Projects, and Concessions. A yellow arrow points to the 'Contracting Opportunities' section.

## BUSINESS OPPORTUNITIES

**Advertising** >

Various advertising opportunities are available throughout the airport terminals with the potential to reach 20-million customers a year.

**Contracting Opportunities**

San Diego International Airport is an exciting and interesting place with various business opportunities, which are awarded to companies through a Request for Proposal (RFP) or competitive bid process. We look forward to partnering with companies to provide our travelers with first class amenities and services.

**Aviation and Commercial Business** >

Aviation and Commercial Business functions as the landlord for the Airport and other Authority-owned and operated facilities and leaseholds. It also serves as the Authority's representative in acquiring off-airport property rights from other parties and is responsible for negotiating real estate-related and Authority business agreements, including new airline operating agreements with all carriers, concession agreements, new fee structures with all licensed car rental companies, appraisals of airfield tenant leaseholds for rent adjustments, new leases with the FAA, and San Diego Gas & Electric (SDG&E) easements.

**Ground Transportation** >

Operation of commercial vehicles throughout the airport is governed by procedures established by the Airport Authority. If you are interested in providing ground transportation services at San Diego International Airport, you can start the process here.

**Major Subcontracting Projects** >

Learn how San Diego International Airport exists in a class unto itself in bringing together the principles of purpose, sustainability, aesthetics, convenience and efficiency.

**Concessions** >

Find information on the variety of concession opportunities available at San Diego International Airport. We oversee contracts for food/beverage, retail, passenger service, advertising, and shared tenant services.

**Small Business Development** >

# Web Page and Vendor Registration

The screenshot shows a web browser window displaying the San Diego International Airport website. The browser's address bar shows the URL: <http://www.san.org/Business-Opportunities/Contracting-Opportunities>. The website features a navigation menu with categories: FLIGHTS, SHOP DINE RELAX, PARKING & TRANSPORTATION, TRAVEL INFO, AIRPORT ART, INTERACTIVE MAP, EDUCATION, and SERVICE & FACILITIES. The main content area is titled "CONTRACTING OPPORTUNITIES" and includes a "LAUNCH PLANET BIDS" button. Below this, there are tabs for "OVERVIEW", "ONLINE BIDDING SYSTEM", and "PUBLIC AUCTIONS". The "OVERVIEW" tab is active, displaying a welcome message and instructions for bidding. A sidebar on the left lists "BUSINESS OPPORTUNITIES" such as Contracting Opportunities, Advertising, Air Service Incentive, Aviation & Commercial Business, Concessions, Ground Transportation, Major Subcontracting Projects, and Small Business Development. At the bottom of the sidebar, there is a promotional banner for the "ALL NEW INTERACTIVE MAP" with an "EXPLORE NOW" button. The main content area also includes a "General Information" section with a link to download a "How to do Business with the Airport Authority" brochure and a list of links for "View Standard Terms and Conditions" and "Purchase Order Terms and Conditions".

**BUSINESS OPPORTUNITIES**

- Contracting Opportunities >
- Advertising >
- Air Service Incentive >
- Aviation & Commercial Business >
- Concessions >
- Ground Transportation >
- Major Subcontracting Projects >
- Small Business Development >

**ALL NEW INTERACTIVE MAP**  
EXPLORE NOW >

**CONTRACTING OPPORTUNITIES** LAUNCH PLANET BIDS

OVERVIEW ONLINE BIDDING SYSTEM PUBLIC AUCTIONS

Thank you for your interest in doing business with the San Diego County Regional Airport Authority (SDCRAA). We are committed to providing an equal opportunity for all business enterprises to participate in our purchasing and contracting activities.

To begin the process, visit the [Planetbids Vendor Portal for SDCRAA](#), where you can register as a bidder online, search for bid requests, download documents, bid electronically (where applicable) and much more! If you would like to look at or print a list of commodity codes currently used by SDCRAA, [click here to view current list of codes](#).

Both formal and informal solicitations may be processed through our online system. All responses are due at or before the time shown on each solicitation. Late responses cannot be accepted. It is the bidder's/proposer's responsibility to ensure that the most complete and current version of the solicitation, including addenda, has been downloaded.

Please note: Contractors/Vendors are solely responsible for maintaining up to date and accurate information. Vendors may edit their profile at any time.

We have made every effort to make all aspects of the contracting process as easy, secure, and reliable as possible. However, if you need help or have questions concerning the features available to our bidders on this section, please click on Need Help? for online assistance. Contractors/Vendors are solely responsible for contacting PlanetBids directly for technical assistance.

*Note: In order to access the BidsOnline system, you must install Adobe flash player 10.1 or higher. [Click here](#) to download and install the latest Adobe Flash Player.*

**General Information**

Download the [How to do Business with the Airport Authority](#) brochure!

- View Standard Terms and Conditions
  - [Purchase Order Terms and Conditions](#)

# Highlights from the Authority's Contracting Webpage

- Doing Business with SDCRAA brochure
- Vendor Registration
- Contract Solicitations
- Standard Agreement Terms and Conditions
- Safety and Security Instructions for Contractors
- W-9 Form
- Links to
  - Small Business Development
  - Major Subcontract Projects
  - Concessions Management

# Information to Have Available Prior to Registering

You will need the following information to register:

- Federal Employer Identification Number (FEIN)
- Vendor Name, address, and contact information
- Select at least 1 commodity code/business category (NAICS)

If applicable:

- Contractor License number and expiration date
- SBE or DBE Certification number
- DIR Registration Number

**Note:** Information can be updated at anytime



# Vendor Registration

[www.san.org/business](http://www.san.org/business)

The screenshot shows a web browser window with the URL <https://pbsystem.planetbids.com/portal/16725/portal-home>. The PlanetBids logo is in the top left, and a 'LOG IN' button is in the top right. The main heading is 'San Diego County Regional Airport Authority Vendor Portal'. Below this, there are six interactive cards:

- NEW VENDOR REGISTRATION**: Create a new vendor record. If you wish to view or edit an existing vendor, simply Log In. (Highlighted with a yellow arrow)
- BID OPPORTUNITIES**: Search and bid electronically on opportunities with this agency, download documents, and become a prospective bidder.
- MY CONTRACTS** (LOGIN REQUIRED): Manage your awarded contracts, record payments, add subcontractors, produce reports and charts.
- CERTIFIED VENDORS** (LOGIN REQUIRED): Find Certified Local Businesses.
- CONTRACTS** (LOGIN REQUIRED): View public information regarding agency contracts.
- MY INSURANCE** (LOGIN REQUIRED): View and fulfill insurance requests / requirements.

# Contracting Responsibilities

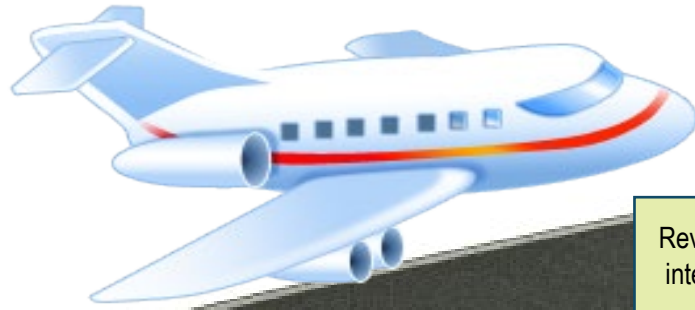
## Contractors are responsible for:

- Checking the bid site for bids, updates, addenda, Q&A
- Meeting the minimum requirements/qualifications such as licenses or necessary permits
- Submitting all required materials fully and completely prior to the solicitation closing time
- Having proper insurance, bonding and payroll
- Knowing the Purchase Order, Construction Contract or Service Order terms and conditions
- Meeting the Authority's Operational Safety & Security Requirements

# Tips & Tricks

- Establish a central “sales” email and password for all contracting opportunity notifications, checked it regularly
- Review solicitations for subcontracting opportunities
- Listen and learn what is important to the contract owners by attending the pre-solicitation meeting
- Pay attention to important dates and deadlines
- For SDCRAA solicitations, check the website 48 hours before the published due date for any new addendums or project related clarifications
- Allow plenty of time for your bid/proposal submission

# Authority Contracting Process



Check your recent activity with the online reporting tool

Register online  
Make sure your profile is up to date

Become familiar with **SAN.org**  
Learn how to do business with the **AIRPORT**

- Search opportunities  
- Review email notifications  
- Check prospective bidders list for networking opportunities

Review opportunities of interest in more detail:  
- Attached Docs  
- Addenda & Emails  
- Q&A  
- Other Bidders

Attend pre-submittal meetings  
  
- Verify eligibility  
- Monitor for required actions (addenda, email alerts, Q&A)

Submit proposals and bids by the due date  
  
Provide all required documentation

Start work!!  
  
Review other recommendations & awards

## Go!

## Get Set...

## Get Ready...

# Email Contact

ContactProcurement@san.org

San Diego County Regional Airport Authority  
Vendor Portal:

[www.san.org/business](http://www.san.org/business)



# Meet the Primes

September 23, 2021

# Q & A



# Meet the Primes

September 23, 2021

## Facilities Management Department Contracts

**Presented By:**

Annie Rombold

# WHO IS THE FACILITIES MANAGEMENT DEPARTMENT (FMD)

## OUR MISSION STATEMENT

Facilities Management is committed to maintaining a sustainable, cost effect 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
- 28 service provider contracts
- 25 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 -

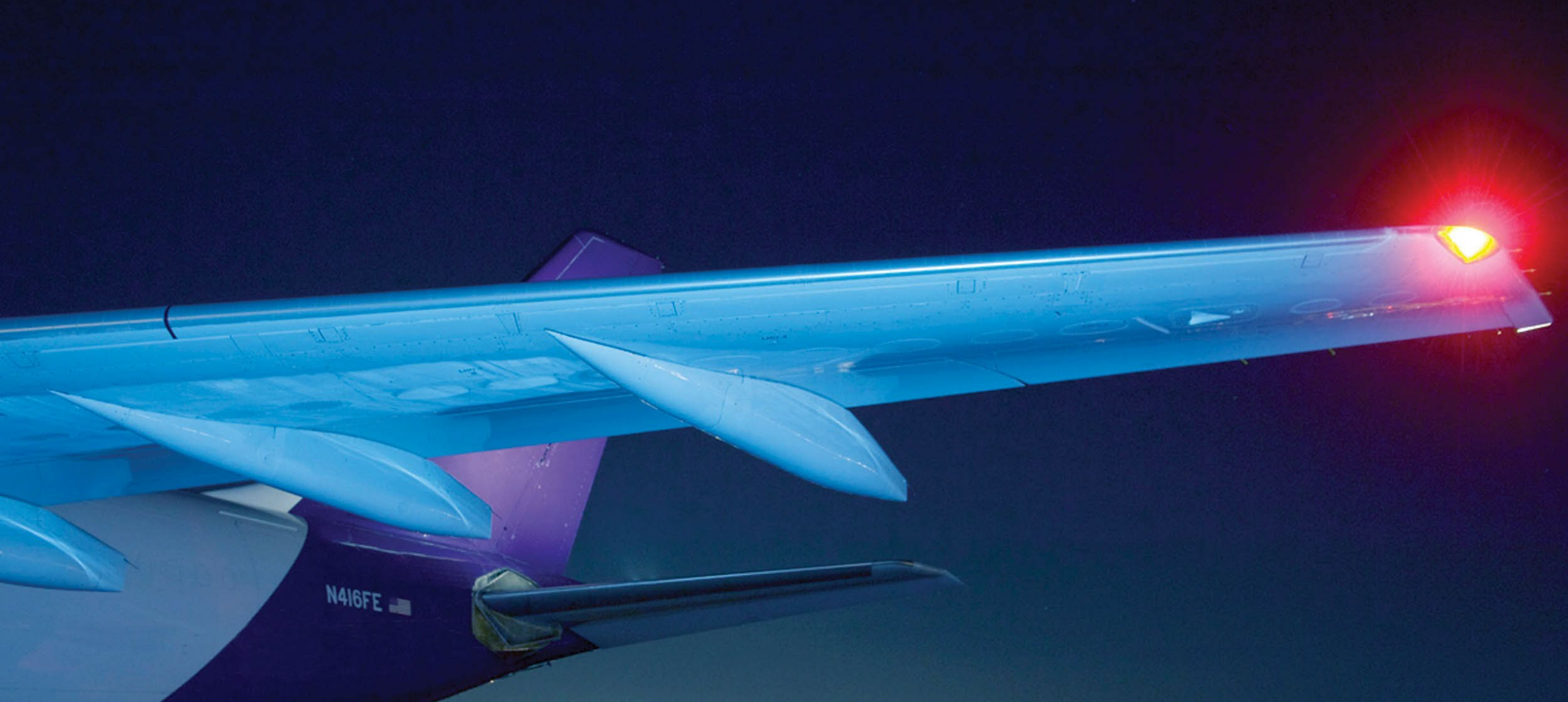
These agreements provide routine preventative maintenance services and on-call services as well.

- 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



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

- Bird abatement

Typical HVAC system on  
Terminal roof

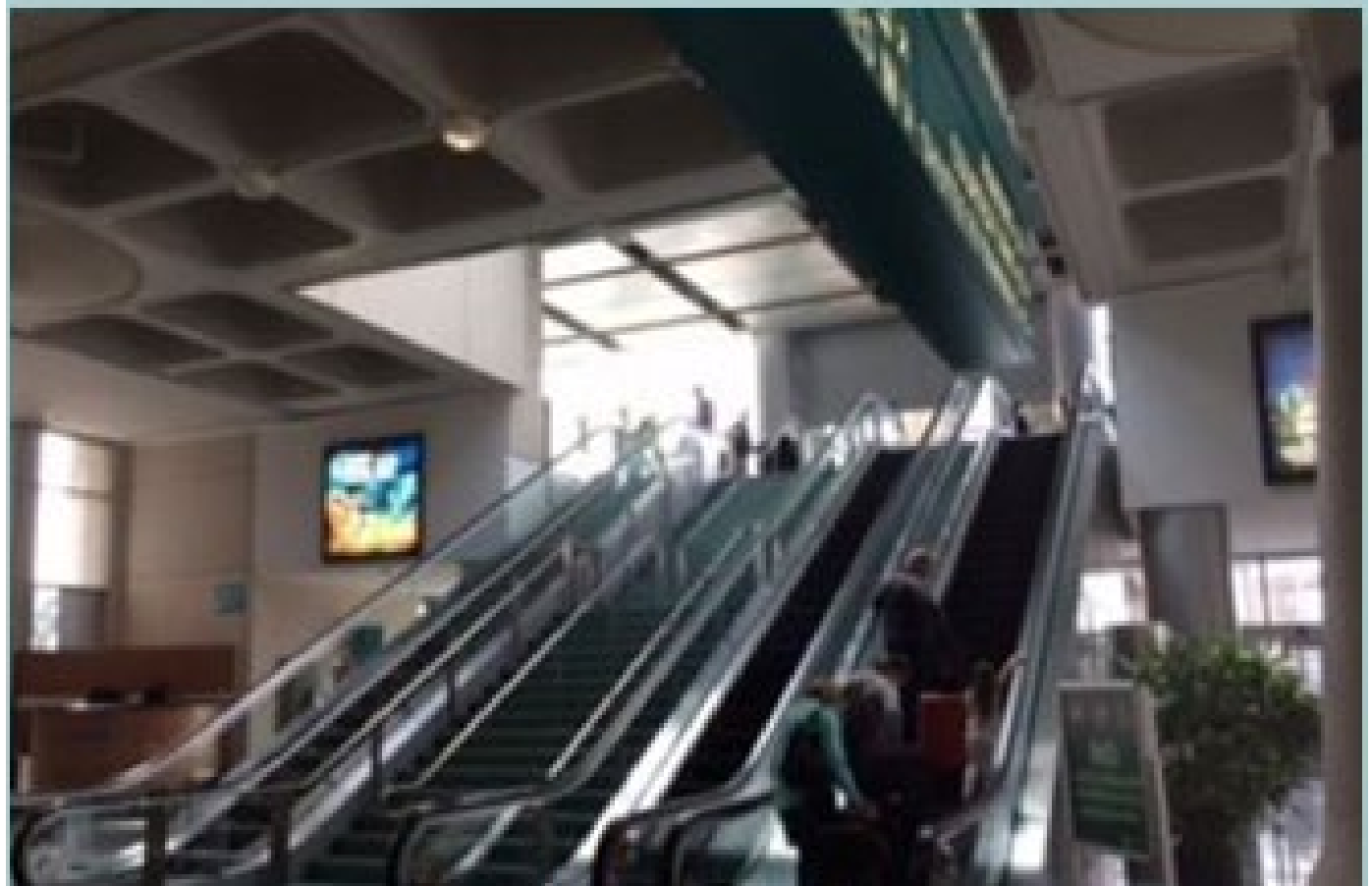




# Central Utility Plant Maintenance

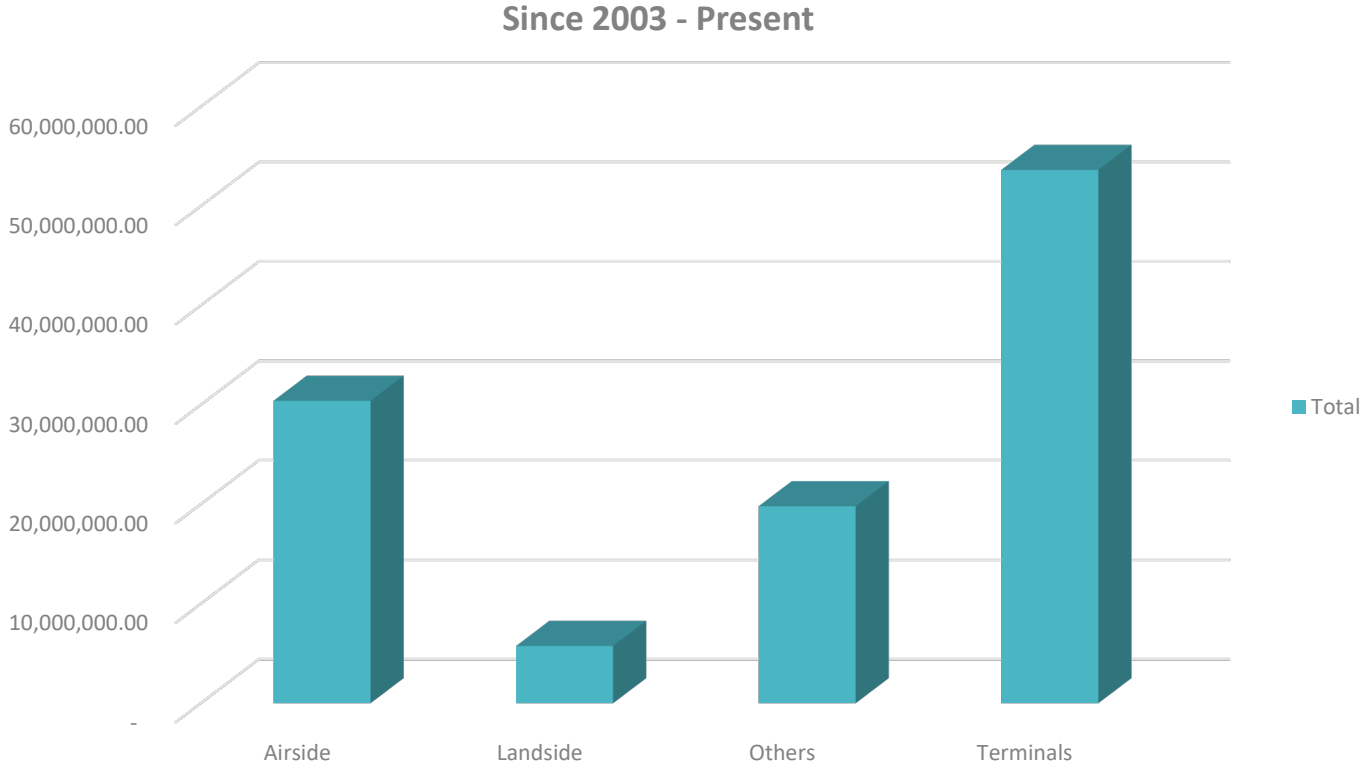


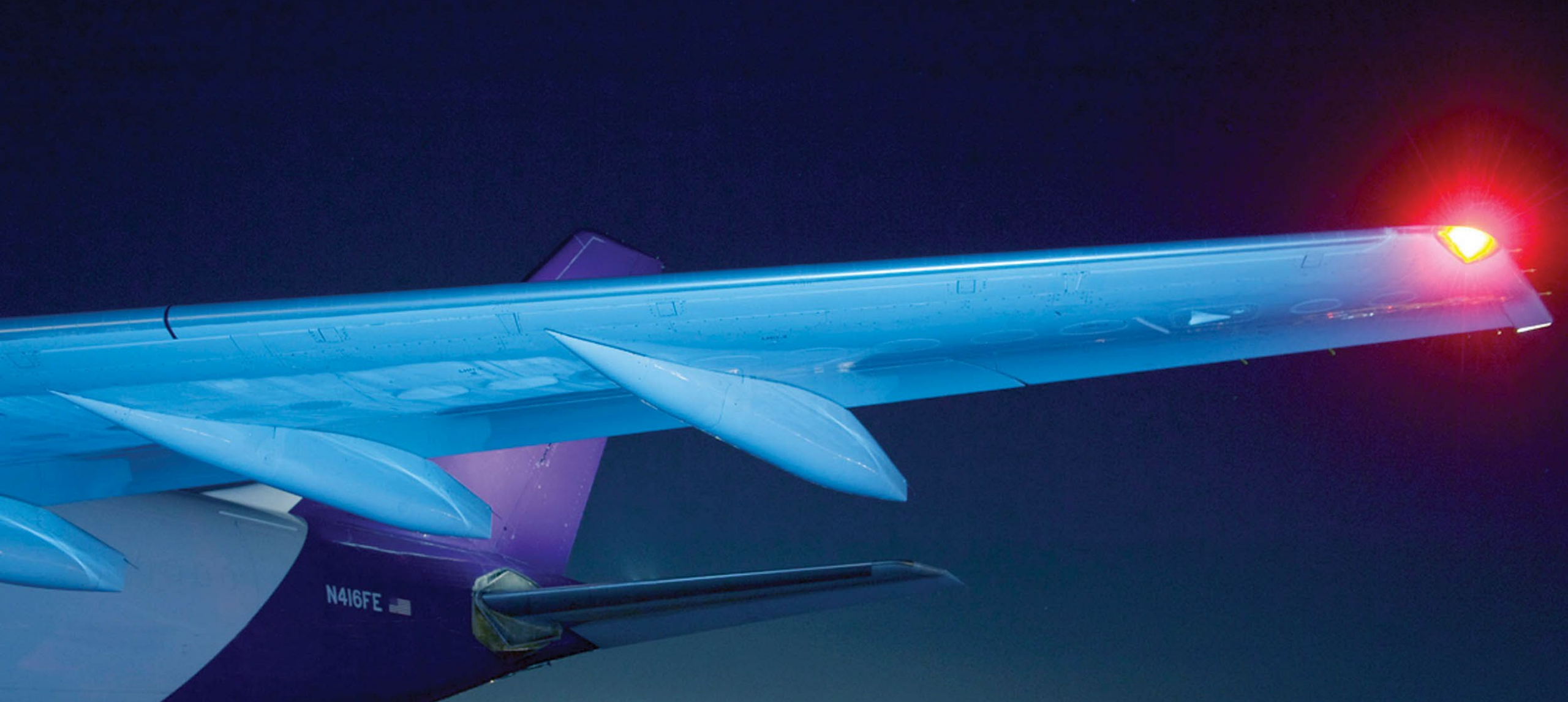
## Terminal 1 Escalators



# Annual Service Agreement Expenditures

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

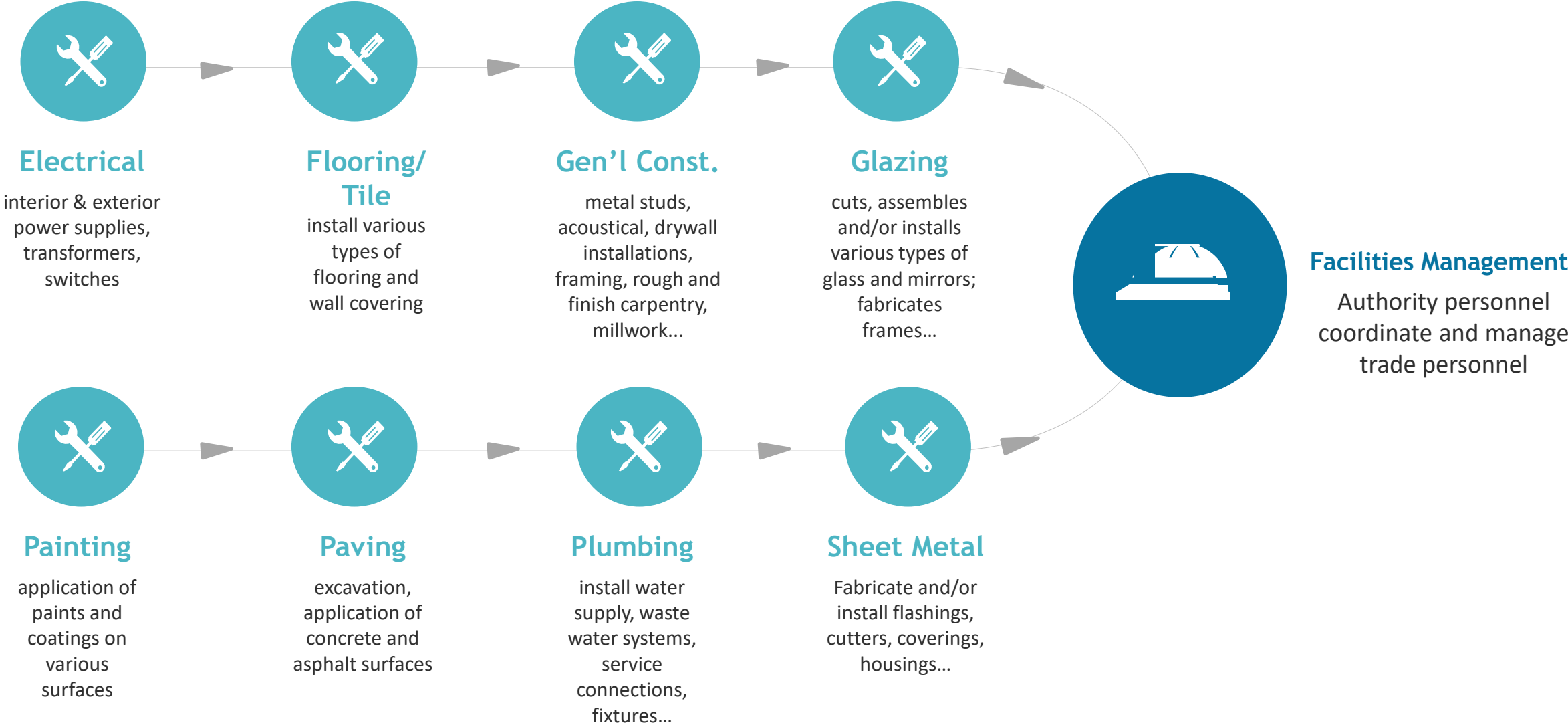




# Ready Service Contracting

The project takes off

# Ready Service Contractor Roles

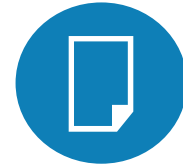


# Ready Service Contractors Make Sense



## Schedule

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



## Documents

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



## 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.



## Community Impact

Move the local economy \$'s.

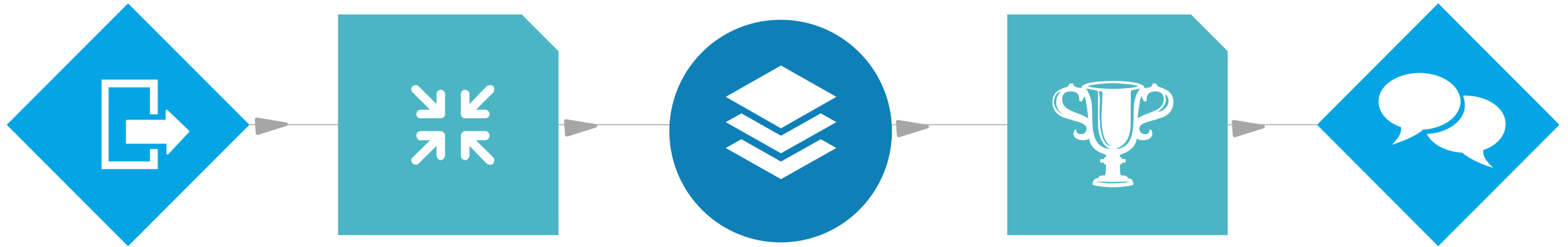


## Familiarity and Continuity

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

# How the project process works

Project plans are formulated once the Authority has determined the need and the Ready Service Contractor process is set in motion



## Request for Proposal

a solicitation is advertised to the pre-qualified pertinent trades

## Pre-proposal meeting & job walk

the solicitation specifics are discussed with contractors and stakeholders and a mandatory site visit is performed with Q&A process

## Bid tabulation

the bids are reviewed and evaluated for completeness, responsiveness, recorded and distributed to the bidders

## Award(s)

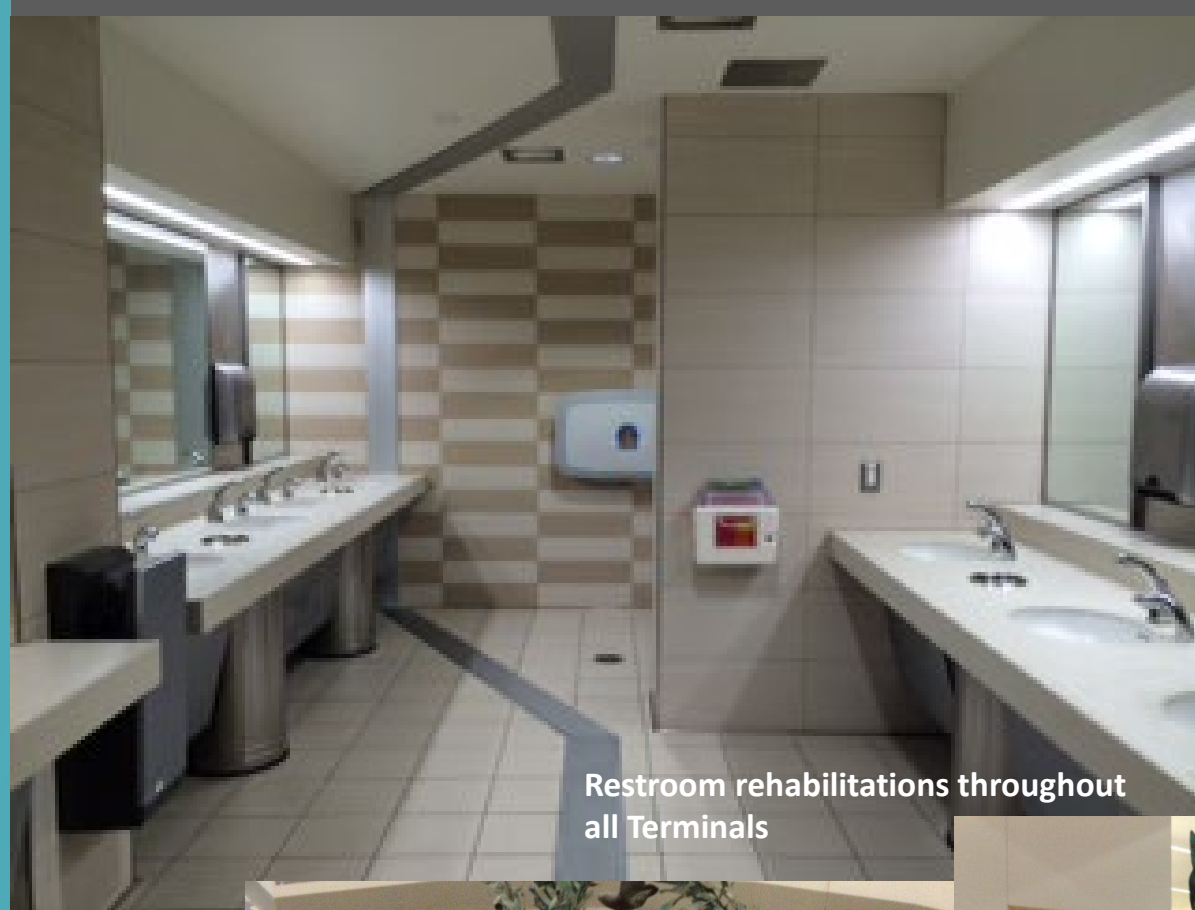
a Task Authorization (Notice To Proceed) is issued to the successful responsive bidder(s) for a not-to-exceed amount

## Pre-construction meeting

the project scope, schedule and work coordination specifics are discussed with internal/external stakeholders and contractors (some areas covered Labor Compliance, environmental, security & safety, utilities...)

## Wide variety of projects completed –

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



Restroom rehabilitations throughout all Terminals



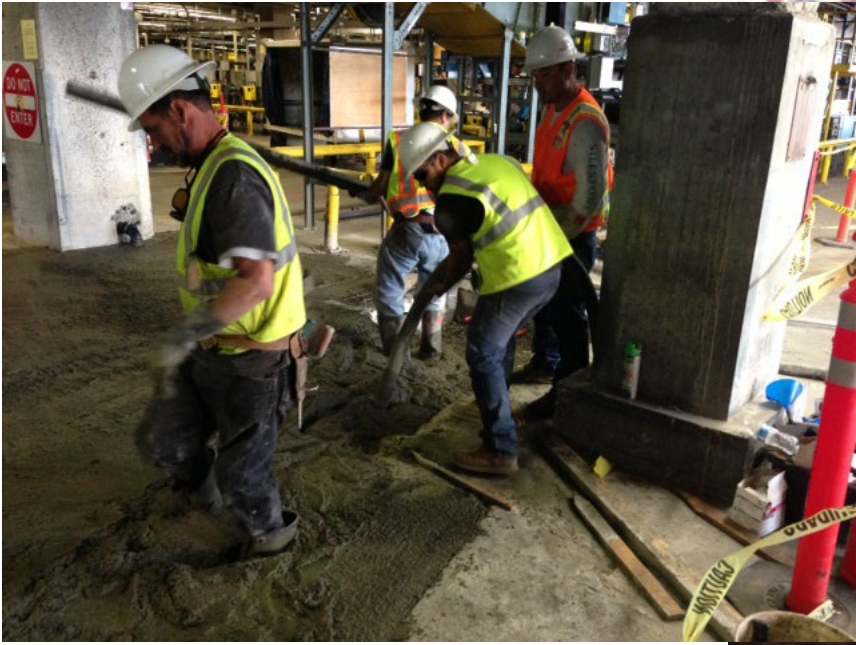
CT 2<sup>nd</sup> Floor Remodel



T2W "Sea Rhythms" fountain upgrade







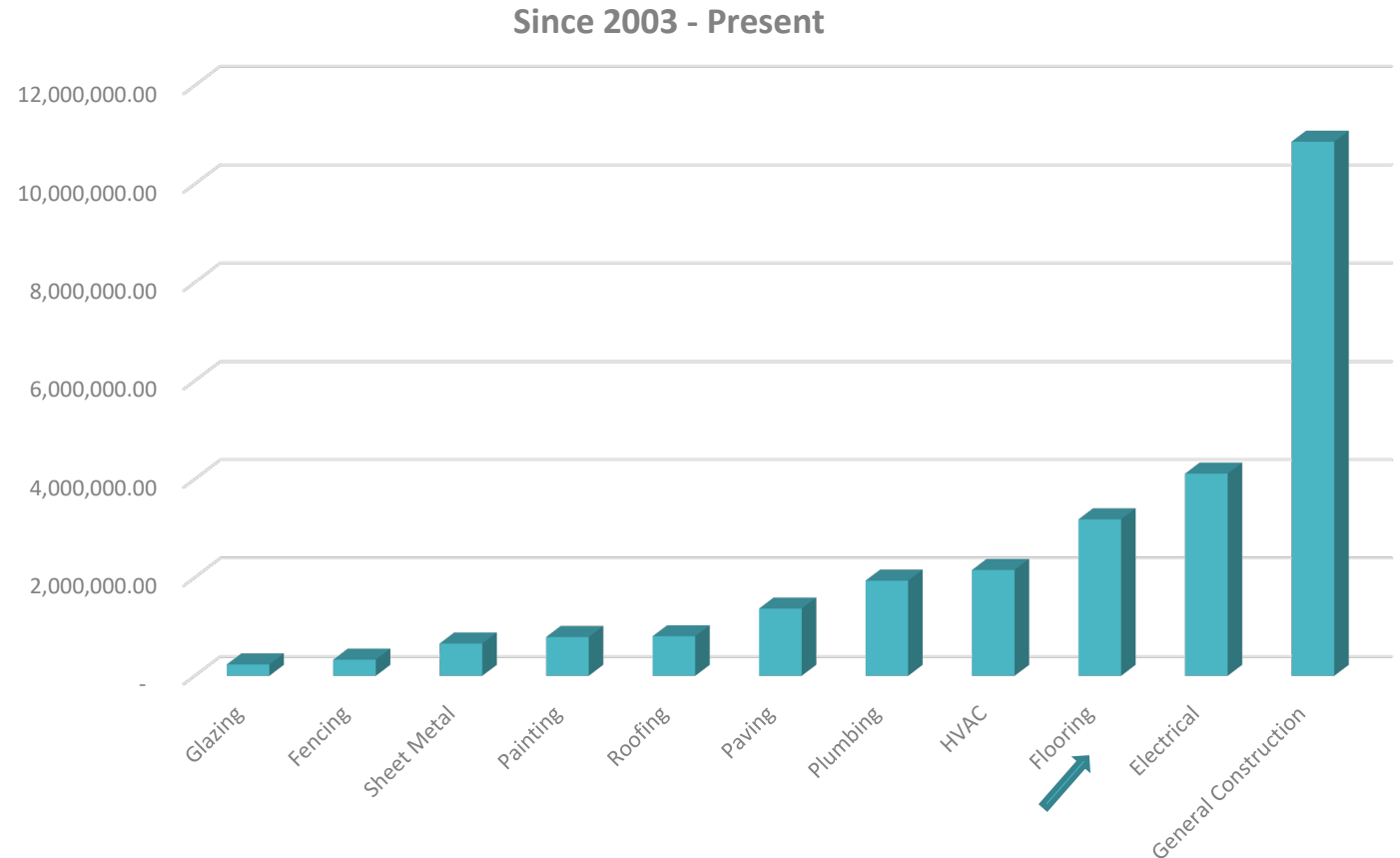
Terminal 1  
Emergency repair work  
due to broken water pipe  
causing sink hole

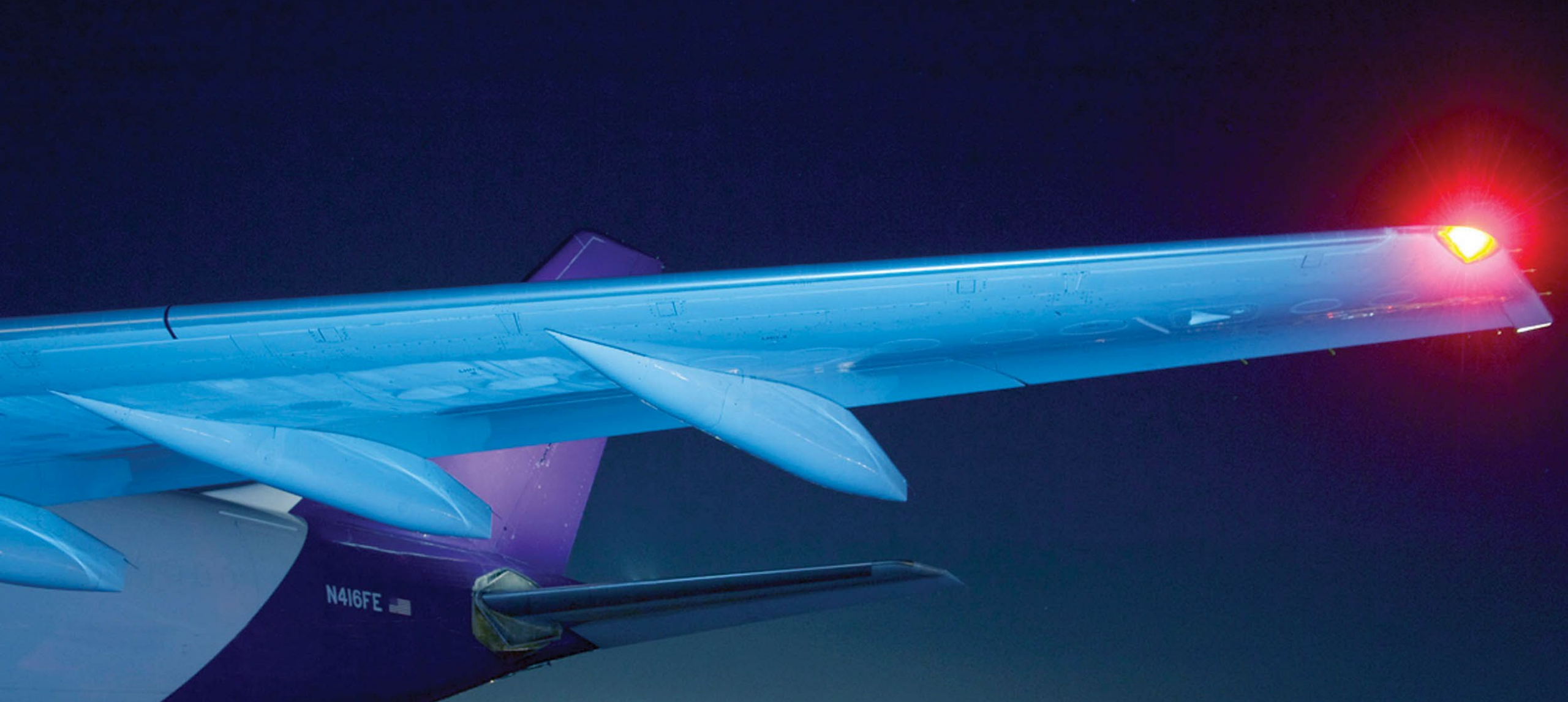
Terminal 1  
Sewer Line Replacement



# 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
<b>Totals</b>	<b>\$26,403,154.34</b>



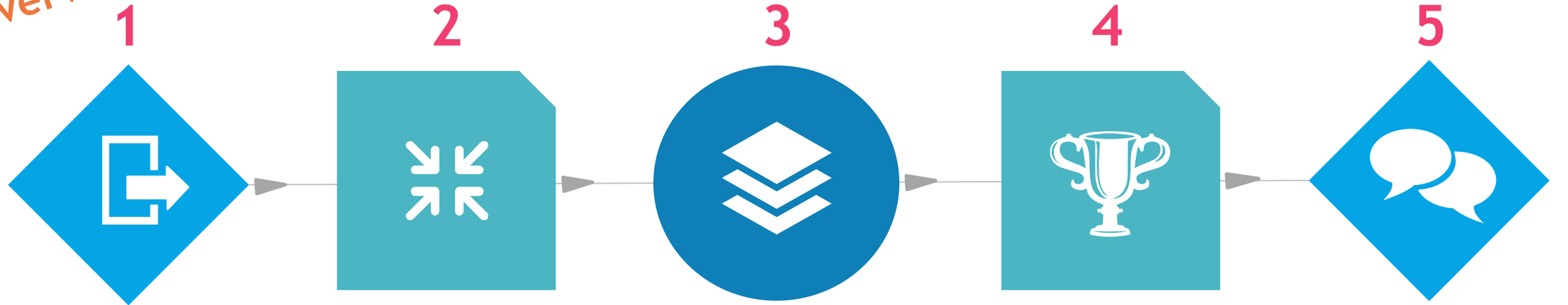


# Getting on board

# 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

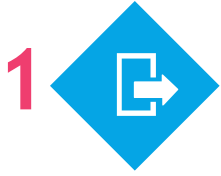
- Short listed candidates are invited to interview
- Evaluation panel reviews RFQ submissions and interview responses
- Candidates scored based on the evaluation criteria published in the RFQ

## 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)



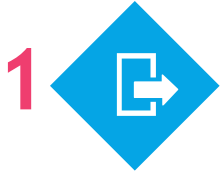
# Solicitation Process

## 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](http://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](http://www.san.org/business)



## Business Opportunities

[Contracting Opportunities >](#)[Advertising >](#)[Air Service Incentive >](#)[Aviation & Commercial Business >](#)[Concessions >](#)[Ground Transportation >](#)[Major Subcontracting Projects >](#)[Small Business Development >](#)

## Contracting Opportunities

[Launch Planet Bids](#)[OVERVIEW](#)[ONLINE BIDDING SYSTEM](#)[PUBLIC AUCTIONS](#)

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# 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.



### BID OPPORTUNITIES

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



### MY CONTRACTS

LOGIN REQUIRED

Manage your awarded contracts, record  
payments, add subcontractors, produce reports  
and charts.



### CERTIFIED VENDORS

LOGIN REQUIRED

Find Certified Local Businesses



### CONTRACTS

LOGIN REQUIRED

View public information regarding agency  
contracts.



### MY INSURANCE

LOGIN REQUIRED

View and fulfill insurance requests /  
requirements.

Please note:  
the Vendor Profile has 5 tabs for  
completion –

1. **Company Info**
2. **Additional Addresses**
3. **Classifications/Licenses**
4. **Other Business Info**
5. **Category/Description**  
describe your company's primary  
activities. IMPORTANT: also  
choose category(s) from choices  
i.e., 238130 – Framing Contractor  
[multiple categories increases  
bidding opportunities]







## Create your Vendor Profile with San Diego County Regional Airport Authority

[Already have an account? Log in here.](#)

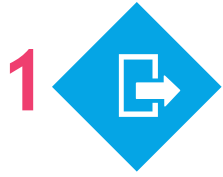
# San Diego County Regional Airport Authority

## Vendor Portal

 <h3>NEW VENDOR REGISTRATION</h3> <p>Create a new vendor record. If you wish to view or edit an existing vendor, simply Log In.</p>	 <h3>BID OPPORTUNITIES</h3> <p>Search and bid electronically on opportunities with this agency, download documents, and become a prospective bidder.</p>
 <h3>MY CONTRACTS</h3> <p>LOGIN REQUIRED</p> <p>Manage your awarded contracts, record payments, add subcontractors, produce reports and charts.</p>	 <h3>CERTIFIED VENDORS</h3> <p>LOGIN REQUIRED</p> <p>Find Certified Local Businesses</p>
 <h3>CONTRACTS</h3> <p>LOGIN REQUIRED</p> <p>View public information regarding agency contracts.</p>	 <h3>MY INSURANCE</h3> <p>LOGIN REQUIRED</p> <p>View and fulfill insurance requests / requirements.</p>



Posted	Project Title	Invitation #	Due Date	Remaining	Stage	Format
03/05/2021	Letter of Credit and/or Bank Loan Services	411702FC	04/05/2021 02:00pm	2 days	Bidding	Electronic
03/09/2021	E-Construction Project Management Software Syste...	412113FC	04/12/2021 02:00pm	9 days	Bidding	Electronic
03/09/2021	Refurbish Passenger Boarding Bridges (T1W)	412192FC	04/13/2021 02:00pm	10 days	Bidding	Paper
03/26/2021	Airport Security Systems Maintenance and Repair S...	412191FC	04/22/2021 02:00pm	19 days	Bidding	Electronic
01/29/2021	Innovation Lab Opportunities - 1 Year Program		04/30/2021 02:00pm	27 days	Bidding	Electronic
03/18/2021	Design, Build, and Operate an Airport Lounge	412204FC	05/07/2021 02:00pm	34 days	Bidding	Electronic
02/19/2021	IT Equipment and Supplies	412166FC	03/29/2021 02:00pm		Closed	Electronic
02/23/2021	On-Call Construction Audit Services	412140FC	03/25/2021 02:00pm		Closed	Electronic
02/19/2021	Fire Alarm and Related System Maintenance	412165FC	03/23/2021 02:00pm		Closed	Electronic




# RFQ Solicitation Process

## Step 2:

Submit -  
Statement of Qualifications in  
response to RFQ

Solicitation



**REQUEST FOR PROPOSALS ("RFP") for  
Fire Alarm and Related System Maintenance**

**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 proposal. To register visit: <http://www.san.org/business>.

<u>Business Category ID</u>	<u>Description</u>
922160	Fire Protection

<b>Published Date:</b>	February 19, 2021
<b>Pre-Submittal Conference Date:</b> (Attendance is mandatory) <b>Online / Dial-In Meeting</b>	March 9, 2021 2:00pm
<b>Deadline to Submit Written Questions:</b>	March 16, 2021 2:00pm
<b>Proposal Due Date:</b>	March 23, 2021 2:00pm

**RFQ  
contents**

SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY

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## 2 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.

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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.

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### 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. “Respondents 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

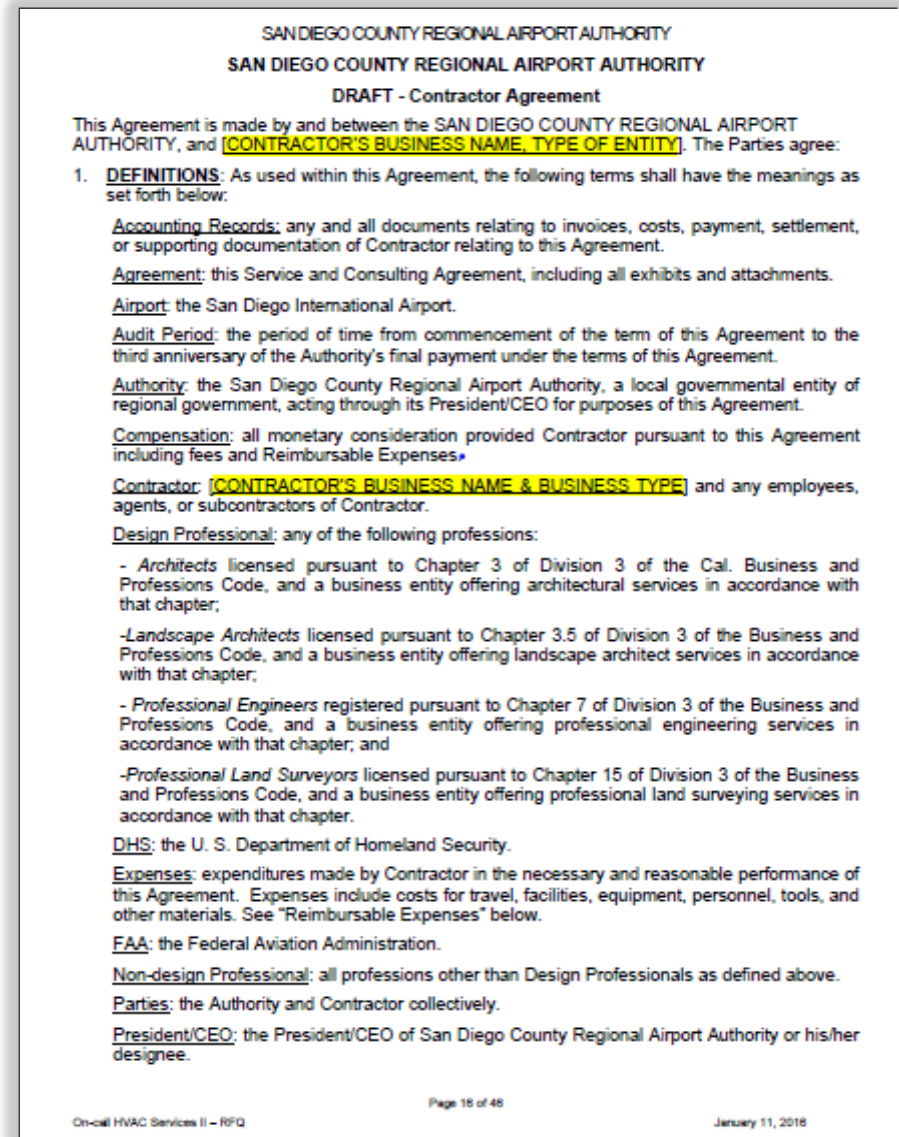
- A. **RFQ/Addenda Questions:** If discrepancies or omissions are found by any Respondent or there is doubt as to the true meaning of any part of the RFQ, a written request for clarification



# 4 Award Process

The Procurement Department provides written notification of the results to all candidates interviewed once the evaluation process has concluded.

The Procurement Department drafts the Contractor Agreement and transmits to Contractor for review and execution.



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## 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

# Insurance Requirements

- Commercial General Liability \$1,000,000.00
- Commercial Auto Liability \$1,000,000.00\*
- Workers Compensation and Employers Liability as required by CA State law but not less than \$1,000,000.00
- Insurance should be active & current for the entire contract term
- You will receive notices when your insurance documents are non-compliant or about to expire
- If insurance is not compliant or current, you will miss the opportunity to bid on work

\*\$10,000,000 if Contractor drives on the secured airfield side of the Airport.  
Determined on a project by project basis

# 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 effect 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	Anticipated Solicitation Request
Service Provider - Heating, Ventilation and Air Conditioning Repair and Maintenance	Currently advertising, job walk Wed., 09/29/21
On-call Trades – Electrical (5)	November 2021
On-call Trade – Flooring (2)	November 2021
Service Provider – Fire Protection Repair and Maintenance (Sprinklers)	December 2021

# Questions

## Who to contact for contracting:

Jeronimo Chavez

Project Planner, Facilities Management

San Diego International Airport

619.400.2722

[jchavez@san.org](mailto:jchavez@san.org)

Annie Rombold

Capital Project Assistant

San Diego International Airport

619.400.2732

[arombold@san.org](mailto:arombold@san.org)





# Meet the Primes

# THANK YOU

## Final Week of Meet the Primes

### SCHEDULE

Tuesday, Sept. 28, 2021 10am-12pm PST  
Concessionaire Panel

Wednesday, Sept. 29, 2021 10am-4pm PST  
Virtual Business Matchmaking with Concessionaires &  
Business Support Service Centers  
(Matchmaking website: <https://mbmapp.com/event/mtp2021>)

Thursday, Sept. 30, 2021 10am-12pm PST  
Public Agencies and Business Support Services Session