



KCI Developer Selection Process Update

August 8, 2017



Timeline

- July 27 – Technical proposals received; Selection Committee prepares for proposer presentations
- August 10 – Financial proposals due; finance staff begins analysis
- August 14 – Proposer team presentations/ interviews
- August 14-15 – Selection Committee begins evaluations



Review Process Parties

- City Council
- City Staff
- Selection Committee:
 - City Manager Troy Schulte
 - City Council members Reed and Justus;
 - Aviation Department Director and 2 Deputy Directors



Process

- Technical and financial aspects of each team's proposal will be evaluated
 - Selection Committee is currently reviewing the proposals to prepare for proposer presentations/interviews
 - Each proposer team has 60 minutes to present team qualifications to the Selection Committee, followed by Q&A
 - Selection Committee will convene after presentations to begin evaluating proposals relative to evaluation factors
 - Selection Committee makes a recommendation to City Council
 - City Council considers Selection Committee's recommendation, makes ultimate decision



Evaluation Criteria

- Experience:
 - Terminal design and innovation experience
 - Landside/airside experience
 - Ancillary/support facility experience (including transportation-related)
 - Construction experience on comparable projects
- Project Approach:
 - Design quality, functionality and constructability
 - Phasing
 - Cost management
 - Quality Assurance
- Staffing:
 - Key personnel experience/qualifications
 - Staffing plan
- Community Benefit Approach
- Diverse Workforce Participation Commitment
- Financial Strength and Value for Money to City



Memorandum of Understanding

- City Council is engaged in a separate process to develop a document that serves as a foundation for an agreement between the City and a developer for the KCI terminal modernization project, once a developer is selected (a “Memorandum of Understanding” or MOU)
- The MOU is a standard document usually developed in infrastructure projects where the private and public sectors are partnering on the project
- City Council and its legal advisors are continuing that process independent of the developer selection process
- Ongoing timeframe