



## **REQUEST FOR QUALIFICATIONS (RFQ)**

**The Santa Cruz County Regional Transportation Commission (RTC) invites qualified consultants to submit qualifications and cost rates for:**

### **Freight Railroad Consulting Services**

You are invited to submit qualifications along with a fee schedule for freight railroad consulting services. Submissions are due to Santa Cruz County Regional Transportation Commission (RTC), 1523 Pacific Avenue, Santa Cruz, CA 95060 **by 5:00 pm on Friday, June 27, 2008**. Submissions should be made to the attention of Luis Pavel Mendez, whom you may contact for further information at 831-460-3212 or [lmendez@sccrtc.org](mailto:lmendez@sccrtc.org).

## **BACKGROUND**

The RTC is working to purchase the Santa Cruz Branch Rail Line (Branch Line) from Union Pacific (UP). The Branch Line extends 31 miles from UP's Pacific Coast mainline at Pajaro in Monterey County to Davenport in Santa Cruz County. The Branch Line is currently classified as FRA excepted track and is used primarily for freight service to ship coal, cement, lumber and perishables in and out of the area. Currently there are three round trips per week from Pajaro to Davenport. After purchase the RTC will continue freight service on the Branch Line through an agreement with a shortline operator. The RTC is also interested in the possibility of increasing freight shipping on the Branch Line. With the aid of a consultant the RTC has produced a request for proposals for shortline freight services on the Branch Line. As part of the due diligence for purchase of the Branch Line and with consulting services, the RTC has prepared a draft business plan for the Branch Line and assessments of the condition of the structures on the Branch Line. These along with other information regarding acquisition of the Branch Line may be found on the RTC's website at <http://www.sccrtc.org/transit.html#acquire>.

## **CONSULTING SERVICES**

To ensure successfully establishing a short line operation and continued reliable freight service to the shippers on the Branch Line, the consulting services required by the RTC include, but are not limited to:

1. Development of a final request for proposals (RFP) for shortline freight rail service on the Branch Line;
2. Review of proposals for shortline freight services;
3. Assistance with interviewing of potential shortline operators;

4. Operational and financial analysis of a future shortline operation on the Branch Line;
5. Analysis of on-going maintenance requirements to ensure continued shortline operation on Branch Line;
6. Assistance in negotiations with Union Pacific as it relates to establishment of a successful and reliable shortline operation on the Branch Line;
7. Assistance in communications with shippers;
8. Analysis of current and potential future freight business on Branch Line;
9. Assistance in the production and establishment of agreements with a shortline operator; and
10. Assistance with on-going communication with the shortline operator.

## **SUBMITTAL REQUIREMENTS**

Interested and qualified consultants or consultant teams are required to submit a statement of qualifications (SOQ) to provide the consulting services listed above. The SOQ must include the following:

1. The consultant's method or approach to providing the required consulting services;
2. Listing of tools employed by the consultant in providing the required services;
3. References with existing and past clients;
4. Resumes of personnel expected to provide the required services;
5. Listing of potential additional services which may be useful to the RTC;
6. Fee schedule which includes the hourly rates for all personnel expected to provide services and all costs expected to be paid by the RTC.

The required materials and information may be submitted on reproducible paper or as printable electronic files by regular mail, delivery service or electronic mail. Regardless of the submittal method used, the SOQ with all the required components must be submitted to the RTC **by 5:00 pm on Friday, June 27, 2008.**