

Review of Proposals

RFP 3-2807 Real Property Management Services

Presented to the Transit Committee - March 14, 2024

6 proposals were received, 3 firms were interviewed, 1 firm is being recommended

Overall Ranking	Overall Score	Firm & Location	Subconsultants	Evaluation Committee Comments	Weighted Average Hourly Rate
1	85	Cal Pacific Land Services, Inc. Garden Grove, California	Commonwealth National Commercial Services	<p>Firm has demonstrated experience providing railroad right-of-way (ROW) property management services for public agencies, including for the Orange County Transportation Authority (OCTA) and the ports of Los Angeles and Long Beach.</p> <p>The proposed project manager (PM) has 25 years of experience providing property management services for public agencies, primarily with railroad property management and currently provides services to OCTA.</p> <p>Firm presented a comprehensive work plan that addressed the specific request for proposals (RFP) requirements, including the minimum in-house hours.</p> <p>The proposed ROW agent has several decades of ROW and real property management experience and currently provides services to OCTA.</p> <p>One subconsultant proposed for title services.</p> <p>Positive references received.</p> <p>Firm provided detailed responses to interview questions, supporting the information in the proposal and confirmed the availability for each proposed personnel.</p>	\$121
2	79	Epic Land Solutions, Inc. Torrance, California	None	<p>Firm has demonstrated experience providing railroad ROW-related services to public agencies, including property management services for the Riverside County Transportation Commission and ROW property management services to the San Bernardino County Transportation Authority.</p> <p>The proposed PM has 11 years of experience providing property management services for railway and rail corridors.</p> <p>The proposed site inspector, in lieu of a ROW agent, has three years of relevant experience, including one year with the firm.</p> <p>Firm presented a work plan that addressed the specific RFP requirements.</p> <p>Firm proposed no subconsultants.</p> <p>Positive references received.</p> <p>Firm responded to all interview questions, though some were high level offering little clarity.</p>	\$108
3	73	Paragon Partners Consultants, Inc. Cypress, California	None	<p>Firm has demonstrated experience providing property management and ROW services to the Orange County Sanitation District, and lease management/property management services to the ports of Los Angeles and Long Beach.</p> <p>The proposed PM is licensed with 35 years of diverse real estate experience, document preparation, management of excess land, and management of a real estate team, including with the Los Angeles Metropolitan Transportation Authority.</p> <p>The proposed ROW agent has seven years of experience as a field contractor.</p> <p>Firm broadly presented a work plan that addressed the RFP requirements.</p> <p>Firm proposed no subconsultants.</p> <p>Positive references received.</p> <p>Firm provided responses to all interview questions with limited participation from the proposed ROW agent.</p>	\$107

Evaluation Panel: Five Members

Internal:
 Contracts Administration and Materials Management (1)
 Real Property (2)
 Rail Capital Programs (1)

External:
 Southern California Regional Rail Authority (1)

Evaluation Criteria:

Qualifications of the Firm
 Staffing and Project Organization
 Work Plan
 Cost and Price

Weight Factors

20 percent
 30 percent
 30 percent
 20 percent