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Addendum 2 – Q&A

THE NAVY YARD BUS ELECTRIFICATION AND ELECTRIC VEHICLE (EV) STUDY

July 18, 2023

Proposals Due

Thursday July 27, 4:00 PM

Submitted electronically to asantiago@pidcphila.com

Request delivery receipt to ensure delivery

The following are the questions received with respective answers and will be considered part of the RFP.

1. Will there be Terms and Conditions in addition to the Professional Services Agreement attached as Exhibit B?

No.

2. Is there a maximum page limit?

No.

3. Can a foreign company apply?

Yes.

4. Has a budget amount been established for each phase of this project? / Is there a budget, either financially or time based, for this effort?

No. Each team should prepare and submit an accurate budget that reflects the level of effort they believe is required to successfully deliver the scope and deliverables. Respondents have the option to submit a baseline budget that is directly responsive to the scope included in the RFP, as well as an alternative proposed budget that reflects the baseline scope plus any additional items that the team believes are necessary or advisable; those additional items should be prominently marked, and the team should include an explanation as to why they believe each additional item is necessary or advisable.

5. Has a target completion date been established? / What is the expected duration of Phase 1, and Phase 2 (assuming the consultant proceeds with that phase)? / What is the length of the contract?

There is no set target completion date, duration, or length of contract. Respondents should propose what they believe is a realistic timeframe and include key milestones. The contract will reflect the agreed upon timeline.

6. Around what date do you expect to award a contract to the selected proposer?

We expect to select a firm by September 30, 2023, and execute the contract in Q4 of 2023.

7. What's most important to PIDC in the scope of work?

The scope set forth in the RFP reflects the work PIDC is interested in executing.

8. What level of community involvement do you envision for the project?

We envision the selected firm will engage with the Navy Yard business community, as indicated in certain tasks of the RFP.

9. How interested would PIDC be in an equity assessment as part of this work?

If a project team deems it necessary or advisable, it can be included in the submission as a discrete recommended service with a separate scope and fee proposal.

10. What are the most important qualifications/evaluation criteria, in PIDC's view?

Please refer to the RFP for PIDC's selection criteria.

11. How open is PIDC to exploring collaboration with SEPTA (e.g. joint facilities, joint operations, planning coordination, funding)?

PIDC and the Navy Yard work closely with SEPTA, however this RFP is targeted toward PIDC's transit services and EV planning at the Navy Yard.

12. Exhibit C asks for signatures from a firm's "President or Vice President" and "Secretary or Treasurer." If the titles for our leadership roles don't align with these titles, may these forms instead be signed by two individuals with authority to bind the firm contractually, regardless of title?

Yes.

13. Are there any specific charging features and functionality that PIDC would require from a charging solution?

As part of this study, the successful team will be responsible for identifying charging options and recommending the most advantageous solution for PIDC at the Navy Yard.

14. As per the response requirements, can PIDC confirm which Exhibits: Exhibits A - Economic Opportunity Participation, Exhibit B – Professional Services Agreement and Exhibit C – Certificate of Non-Indebtedness needs to be completed and included as part of the RFP submission?

Exhibit A and Exhibit C need to be filled out and completed for the contractor and each subcontractor. For Exhibit B, any requested changes to the professional services agreement should be included in the proposal. PIDC is not committed to honoring any changes, but there will be no negotiations later for changes not presented in the proposal. If you have no changes to the Professional Services Agreement, respondents may leave it blank.

15. Regarding the fee proposal in Phase 1 and 2 – is there a template for supplier to follow?

No.

16. Regarding Phase 2 Campus Wide EV strategy, please confirm the types of charging PIDC is looking for in an Infrastructure-as-a-Service (IaaS) model – is it fleet and public charging? Are there other charging use cases such as workplace, multifamily, etc.

Phase 1 will be looking at fleet charging. Phase 2 will be looking at charging for any EVs other than fleet charging, namely passenger vehicles for employees, residents, and visitors. The Navy Yard Master Plan Update anticipates nearly 9 million square feet of new development, including 4.3 million in office/R&D/manufacturing, and 3.9 million in multifamily residential. Phase 2's intent is to examine the existing conditions of EV infrastructure at the Navy Yard and recommend a strategy for its expansion that complements the anticipated mixed-use development. Please see the [Navy Yard Master Plan](#) for more details.

17. Please advise if there are any “intent to bid” registration requirements?

No.

18. What assumptions should be made regarding the number of entry points at the Navy Yard?

Respondents should assume there are two entrances to the Navy Yard – 26th Street and Broad Street.

19. What assumptions should be made with regard to the future utility projects at the Navy Yard?

PIDC will share assumptions with regard to future utility projects at the Navy Yard with the selected firm.

20. For IaaS, please confirm if PIDC will be the only offtaker for the project. If not, then which entity will be the counterparty for any power purchase agreement that might fall under the IaaS structure, if that structure is chosen.

At this point, PIDC is intended to be the only offtaker for the project.

21. Are there any regional STOPS (Simplified Trips-on-Project Software) implementations that we could use as a starting point? And if yes:

- a. Are there post 2021 regional highway skims available?
- b. Are there recent stop and route level ridership count data available for SEPTA (preferably fall 2022 or later)
- c. Are there any recent transit OD surveys that we could use?

PIDC will provide historic ridership data for the Navy Yard Transit shuttle service to the successful team. We are also happy to connect the successful team with our partners at SEPTA, the City of Philadelphia, and the Delaware Valley Regional Planning Commission to pursue additional data for the study.

22. Will you send the PowerPoint from the pre-proposal meeting?

The pre-proposal meeting PowerPoint is attached.

23. Is this a dedicated fleet for Navy Yard, or does it provide service elsewhere outside of operating hours?

This is a dedicated fleet for the Navy Yard. More information [here](#).

24. What type of buses are used at PIDC?

Nova and New Flyer. More details will be provided to the selected firm during Task 1.

25. Will GTSF (General Transit Feed Specification)/scheduling data be available for bus schedule planning?

PIDC will provide historic ridership data for the Navy Yard Transit shuttle service to the successful team. We are also happy to connect the successful team with our partners at SEPTA, the City of Philadelphia, and the Delaware Regional Planning Commission to pursue additional data for the study.

26. Please clarify the components of the Navy Yard Transit Fleet (i.e. types of capital assets) to be included in the Task 2B analysis. Will this analysis include any real property?

Task 2B will include an analysis of the recommended electric bus model, EV infrastructure, and associated real estate. The following chart lists capital assets for the Navy Yard bus fleet as of July 2023.

BODY MFG.	MODEL	Chassis Year
NOVA	LFS	2013
NEW FLYER	XD40	2014
NEW FLYER	XD40	2014
NEW FLYER	XD40	2014
NEW FLYER	XD40	2014
NEW FLYER	XD40	2018

27. Does Task 2B or Task 3 scope include evaluation of alternative delivery models, including other public-private partnerships (P3) structures or adjustments to the proposed IAAS governance model? If so, does PIDC expect detailed modeling of these alternatives?

If a team believes that other P3 structures should be evaluated, it should address this in its proposal and budget submission.

28. Please clarify whether Tasks 2A and 2B include a comparison to a status quo scenario and whether PIDC has specific assumptions for this status quo baseline (i.e., bond financing over a default timeframe).

The baseline would be current PIDC shuttle operations and yes, the study should address the financial and non-financial impacts (positive and negative) of transitioning from a diesel fleet operation to an EV fleet. Current transit operations costs and capital investments are supported by PIDC and Navy Yard businesses through a set common-area-maintenance (CAM) charge.

29. Please specify which public entities will be included when modeling capital and operating costs in Tasks 2A and 2B. Over what timeframe would PIDC like operating and capital costs to be evaluated?

PIDC is the entity. Each team should identify the recommended modeling timeframe, based on prior experience with similar projects and industry best practices.

30. Are there specific financial metrics that PIDC would like evaluated in Task 2B as part of feasibility and financial analysis (i.e. net present value, funding gap, etc.)?

Each team should identify in their proposal the metrics they envision using in the study. This should be based on the team's experience and industry best practices.

31. I am an MWBE certified firm looking to be part of the Bus Electrification RFP. Can you please share a list of the pre-proposal participants so I can reach out to them directly?

This list of firms who downloaded the RFP and attended the pre-proposal meeting is attached.



NAVY YARD

PHILADELPHIA

Optional pre-proposal meeting
Bus Electrification and Campus-Wide EV Strategy RFP
July 6, 2023



WEBPAGE AND TIMELINE



- <https://pidcphila.com/contracts/ny-electric-vehicle-study/>
- July 11th - All questions must be submitted in writing to asantiago@pidcphila.com by COB
- July 19th - All answers will be posted on the webpage by COB
- July 27th – RFP due
- August – PIDC may do short interviews to aid selection
- September – Award selection made

Background

- PIDC has been managing the operations of the Navy Yard since 2000
- Commuter shuttle launched in 2012
- 150 businesses; 15,000 employees
- Expected to double in the next 20 years
- First residential buildings (~600 units) slated for 2025



AIMS AND SCOPE OF WORK

- 1 – Examine efficacy of current transit system, project growth, and provide implementation plan for EV conversion of bus fleet
- 2 – Examine existing conditions of EV infrastructure and recommend a strategy for expansion.
- Price will be a factor, but not the deciding factor since this is not a low-bid contract
- Additional services may be included in the proposal with a separate fee proposal

PHASE 1 – NAVY YARD TRANSIT – FLEET ELECTRIFICATION

Mandatory tasks include:

- Task 1 – Existing conditions (Ideally 30-60 days)
- Task 2A – Phased Electrification Plan
- Task 2B – Assessment of Infrastructure-as-a-Service Model (Ideally 30-60 days)
- Task 3 – Identification of Financing/Funding Opportunities
- Task 4 – Future Network Projections and Recommendations

PHASE 2 – CAMPUS WIDE EV STRATEGY

- Task 5 – Develop campus-wide EV strategy plan
- All proposers are required to submit a separate scope and fee proposal for this phase.
- PIDC may decide to suspend this phase and will make the final determination during the RFP process.

EXHIBITS

- Economic Opportunity Participation
 - 10-12% minimum. Proposers are encouraged to exceed the goals with meaningful participation
 - Any questions regarding the goals can come to PIDC, and we will work directly with the Office of Economic Opportunity on providing responses
- Professional Service Agreement
 - Any requested changes to the standard contract should be included in the proposal. Note that PIDC is not committed to honoring changes, but there will be no negotiations later for changes not presented in the proposal.
- Non-indebtedness Certificate
 - All contractors and each subcontractor are required to fill out.

THANK YOU

Questions?

All questions should be submitted in writing by the date indicated. Nothing discussed today at this meeting should be considered binding.



As of July 18, 2023

91 RFP Downloads from:

- 1 Burns & McDonnell
- 2 VEIC
- 3 Holt Renewables, LLC
- 4 Kairos Infrastructure
- 5 Enel X
- 6 PWXPress
- 7 Guidehouse, Inc.
- 8 Newr Energy
- 9 NV5
- 10 Arup
- 11 Dodge Data & Analytics
- 12 Black & Veatch Management Consulting, LLC
- 13 Kimley-Horn
- 14 Urban Engineers, Inc.
- 15 Loring Consulting Engineers, Inc.
- 16 Energetics
- 17 Investissement Québec International
- 18 Rowan Energy Integration
- 19 Pennoni
- 20 Infrastructure Advisors LLC
- 21 Burns Engineering
- 22 KS Engineers, P.C.
- 23 AECOM
- 24 TNP Consultants
- 25 Novacharge
- 26 Comcast
- 27 ChargePoint, Inc.
- 28 NextEra Mobility
- 29 Nelson\Nygaard Consulting Associates, Inc.
- 30 STV Incorporated
- 31 Envirobidnet
- 32 JMT
- 33 Hayat Brown LLC
- 34 HDR Inc.
- 35 Cityfi LLC
- 36 Kensington Collaborative
- 37 WSP
- 38 GHD, Inc.
- 39 Connect the Dots Insights LLC
- 40 JMA Solutions
- 41 Cedarville Engineering Groups, LLC
- 42 Foursquare Integrated Transportation Planning, Inc.
- 43 Solar States
- 44 Econsult Solutions, Inc.
- 45 Center for Transportation and the Environment
- 46 Deloitte Consulting LLP
- 47 CHPlanning
- 48 SCM Solutions Inc.

61 pre-proposal meeting attendees from:

- 1 Newr Energy
- 2 Solar States
- 3 Burns & McDonnell
- 4 AECOM
- 5 Rowan Energy Integration
- 6 Pennoni
- 7 Comcast
- 8 WSP
- 9 Urban Engineers
- 10 STV
- 11 JLL
- 12 Hayat Brown
- 13 Nelson\Nygaard
- 14 Loring Consulting Engineers, Inc.