

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date:	May 4, 2015
	Agenda Item No.	38
	Roll Call No.	<u>15-0771</u>
	Communication No.	<u>15-238</u>
	Submitted by:	Matthew A. Anderson, Assistant City Manager

AGENDA HEADING:

Resolution approving Request for Qualifications (RFQ) and Request for Proposals (RFP) for the development of a rail port transloading facility in the City of Des Moines.

SYNOPSIS:

On October 20, 2014, by Roll Call No. 14-1668, City Council approved moving forward with a process to develop an RFP for the creation of a rail port transloading facility on City-owned property at SE 15th Street East Martin Luther King Jr. Parkway.

A committee made up of City staff, a neighborhood representative, and a representative from both the Greater Des Moines Partnership and the Des Moines Area Metropolitan Planning Organization (MPO) has met over the last several months with McClure Engineering Company (Terry Lutz, President/CEO, 1360 NW 121st Street, Clive, IA 50325) and sub-consultant Engineered Rail Solutions, LLC (David M. Thomson, President, 420 North Front Street, Suite 208, McHenry, IL 60050) to review the proposed rail port concept and provide input for the development of the RFP.

The committee work and consultant advisement has resulted in the preparation of a RFQ to be prepared and sent to potential respondents, in advance of the RFP. The RFQ will be sent to a larger group and will request a level of information designed to evaluate the respondents' experience in the development and operation of a rail port transloading facility. The RFQ responses are intended to provide the ability to identify up to five (5) potential providers who will then be invited to submit a formal response to the RFP.

FISCAL IMPACT:

The RFQ and RFP will provide information to the City on the capabilities of respondents to finance, develop, construct, market and successfully operate a rail port facility long term. No fiscal impact will occur with the collection of this information.

ADDITIONAL INFORMATION:

Respondents to the RFQ will provide information that will allow the City to understand their knowledge of the local and regional markets, their interest in the Des Moines market and what they anticipate to add through development of the rail port transloading service, and their current/past development and operation of transloading facilities. Following evaluation of these responses by a review committee, up to five (5) respondents will be invited to submit additional information for the RFP.

The RFP will seek a more significant and detailed level of information from the respondents, including experience in development of business and marketing plans and their successful implementation, experience handling the commodities identified as targets for the rail port facility, history in negotiating with railroads and relationships with the four (4) rail lines in proximity to the site, safety history, and current customer recommendations. A detailed submittal of financial performance history will also be required.

PREVIOUS COUNCIL ACTION(S):

Date: October 20, 2014

Roll Call Number: [14-1667](#) and [14-1668](#)

Action: Items regarding the Des Moines Rail Transload Feasibility Study:

- (A) [Receive](#) and file the study. Moved by Gatto to receive and file. Motion Carried 7-0.
- (B) [Approving](#) agreement for professional services with McClure Engineering Company for development of Request for Proposals for Rail Transload Facility and approving Letter of Support to IDOT Railroad Revolving Loan and Grant Agreement. ([Council Communication No. 14-512](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS:

City Council will be provided with a recommendation on a preferred provider and requested to direct the City Manager to work with the preferred provider on an agreement to facilitate the development of the rail port transloading facility.

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