



Welcome to the SunRail Industry Forum!



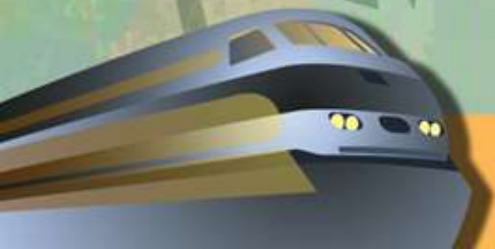
**Hosted by:
FDOT District 5 Secretary Noranne Downs**



Agenda Review



- **Pledge of Allegiance**
- **Introductions**
- **Opening Remarks**
- **Project Overview**
 - SunRail Contracts
 - Doing Business with FDOT
 - FDOT DBE Supportive Services
- **Break for lunch**
- **Networking**

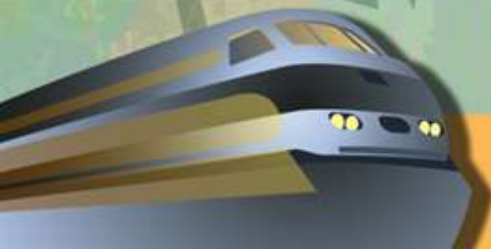




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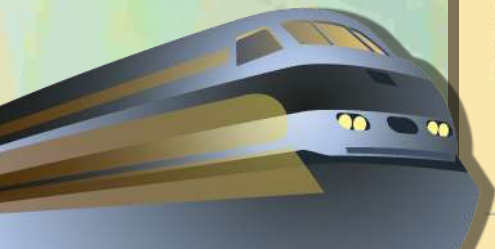
system map

- Phase I – DeBary to Sand Lake Road
 - 2013
- Phase II – DeBary to Deland; Sand Lake Road to Poinciana
 - 2015



- Stations
- P Parking Provided
- ★ Maintenance Facility Option
- L Layover Facility Option
- Phase 1 Commuter Rail Alignment
- Phase 2 Commuter Rail Alignment

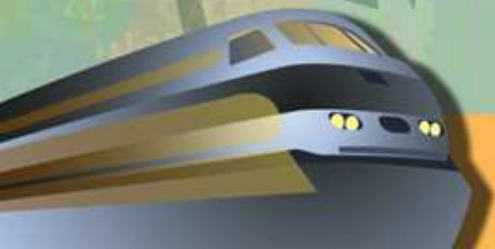
- 30-minute peak service in each direction from:
 - 5:30 a.m. – 8:30 a.m.
 - 3:30 p.m. – 6:30 p.m.
- 2-hour off-peak service in each direction



Amenities



- Restroom facilities on all trains
- Wireless Internet connectivity
- Luggage and bicycle accommodations
- Double-decker trains
- Environmentally friendly



Benefits

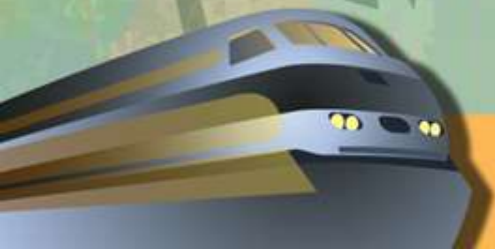


- Establishes a commuter rail spine to build upon in the future
 - Potential connections throughout the region and state
- System is expected to serve as many commuters as one-lane of I-4 during peak travel times
- Travel times remain constant
- Businesses can tap into a geographically broader talent pool
- Returns federal gas taxes designated for fixed guideway transit





- **Land Acquisition**
 - Cost to purchase tracks \$432 million
- **Capital Costs**
 - \$615 million total (year of expenditure dollars)
 - Allocation of costs
 - 50% Federal -- \$307.5 million
 - 25% State -- \$153.75 million
 - 25% Local -- \$153.75 million
- **Operating and Maintenance**
 - State pays all operations and maintenance costs for first seven years of operation
 - Local Rail Commission assumes 100% funding responsibilities in year 8



Project Update



- **Full Funding Grant Agreement submitted to Federal Transit Administration on Dec. 30, 2010**
 - Approval expected Summer 2011
- **FDOT closed in escrow on CSXT corridor Dec. 22, 2010**
- **Construction expected to begin in Summer 2011**





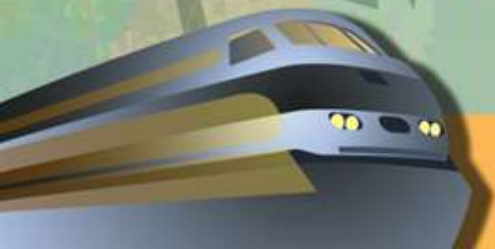
SunRail means jobs!

- SunRail Construction means jobs
 - Potential includes 13,508 new jobs statewide with \$1.55 billion in economic benefit
- Transit Oriented Development means jobs
 - Potential includes 245,855 new jobs and nearly \$7.1 billion in economic benefit
- Full reports available at www.sunrail.com





- FDOT will solicit competitively bid contracts for SunRail operations, maintenance and construction
- Prime contractors responsible for hiring all personnel and subcontractors
- Jobs information will be posted on the www.sunrail.com website as contracts are executed





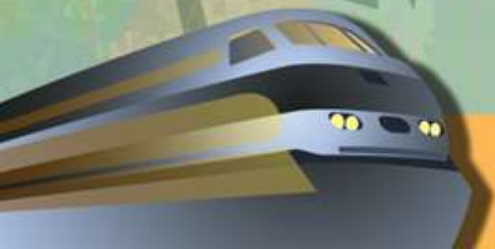
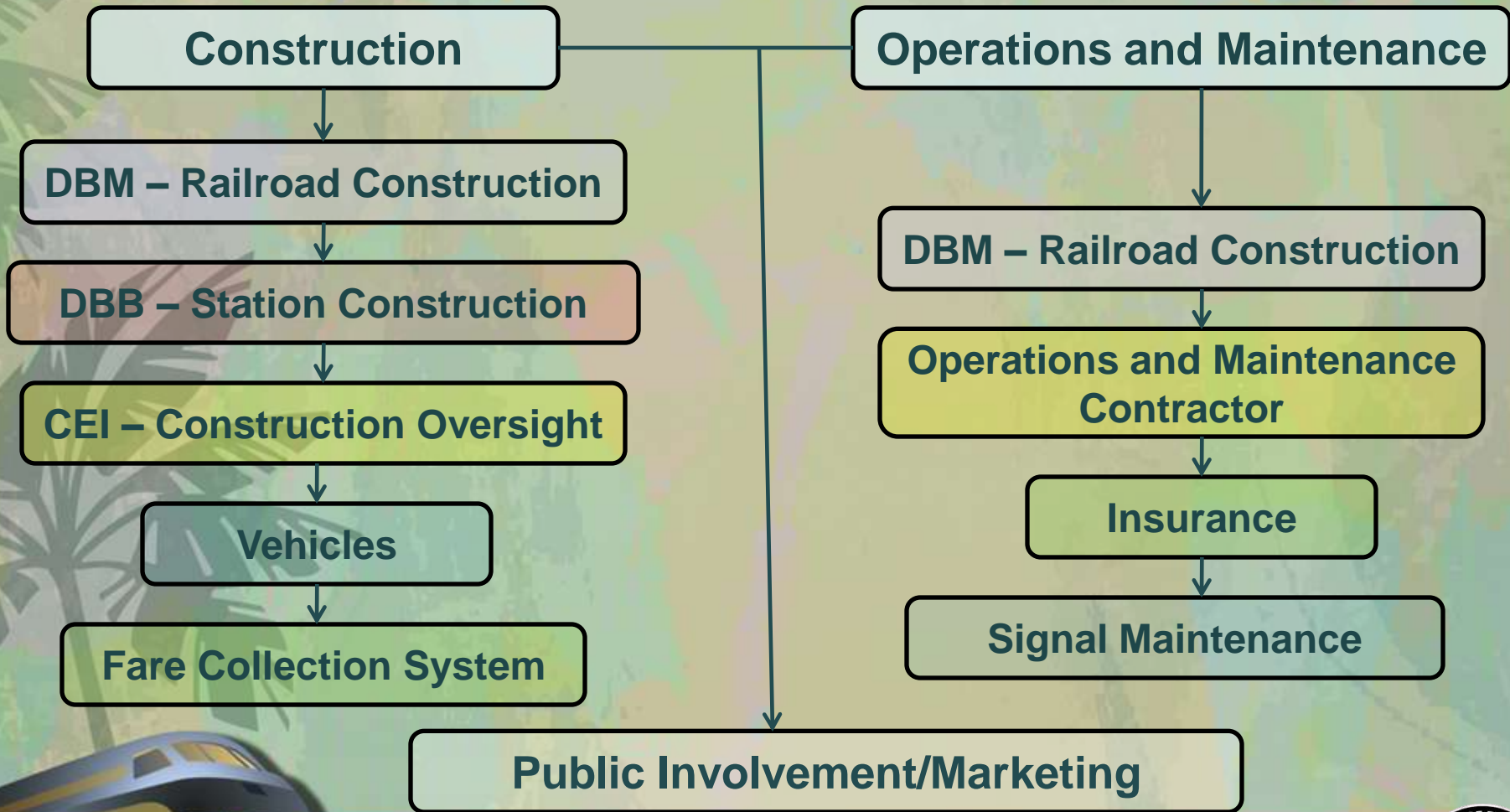
SunRail Contracts



Design Build Maintain (DBM)



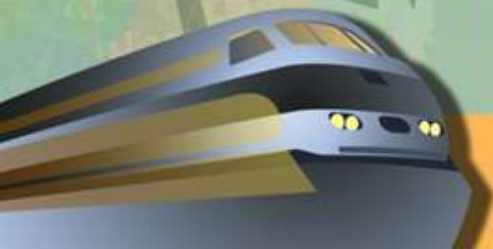
Phase I Contracts



Design Build Maintain (DBM)



- Archer Western/Railworks consortium awarded contract in 2009
- Contract value: \$170.7 million
- Contract length: 930 calendar days
- Responsible for all construction, operations and maintenance activities along the 61.5-mile SunRail corridor during Phase I construction



Design Build Maintain (DBM)



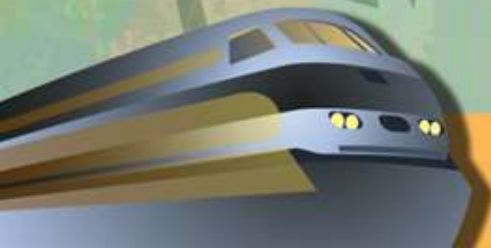
• Areas of responsibility include:

– Mobilization Services

- Prepare for maintenance of the SunRail corridor
- Prepare to transition maintenance from CSXT to FDOT
- Develop mobilization services plan and other operations plans as necessary
- Hire and train maintenance personnel
- Develop procedures and internal guidelines

– Potential Opportunities:

- Supervisor personnel with expertise in rail maintenance
- Rail maintenance Personnel



Design Build Maintain (DBM)



• Maintenance of Way Services

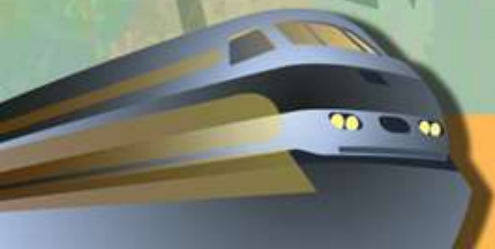
- Inspection, maintenance and repair of the railroad
- Rail inspection, maintenance; ties and timber inspection and maintenance
- Drainage maintenance, fencing maintenance, building and facility maintenance, switch machine maintenance
- Bridge operation, inspection and maintenance
- Signal inspection and maintenance (interim)
- Materials management
- Railroad worker protection
- Right of way cleaning services
- Maintenance of HVAC systems
- Environmental services for disposal of hazardous materials
- Training and qualifications of operations and maintenance personnel



Design Build Maintain (DBM)



- **Potential Opportunities**
 - Field Engineer
 - Administrative Assistant
 - Section Foreman
 - Machine Operators
 - Track Welders
 - Signal Inspectors
 - Communications Maintainer
 - Bridge Tenders
- **Jobs Produced**
 - Chief Engineer
 - Manager of Track
 - Manager of Signals and Communications
 - Manager of Structures

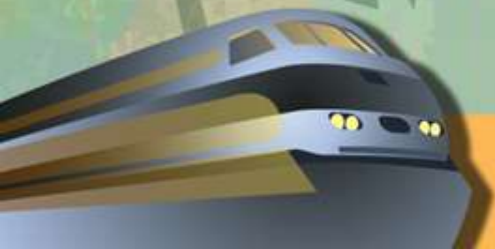


Design Build Maintain (DBM)



• Construction Services

- Construction includes drainage, rails, bridge, signals and crossings
- Construction of concrete platforms in preparation for the Stations contractor
- Construction of Vehicle Storage and Maintenance Facility in Rand Yard
 - 15,000 square foot building with parking



Design Build Maintain (DBM)

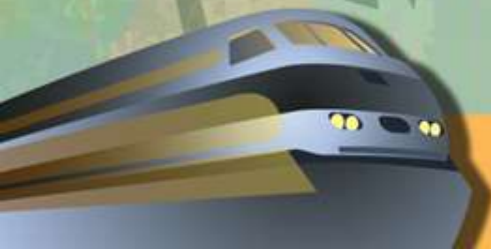


• Potential Opportunities

- Building trade subcontractors
 - Mechanical, electrical, plumbing etc.
- Laborers
- Construction Foremen
- Carpenters
- Track installers
- Track inspectors
- Asphalt subcontractors
- Drainage subcontractors
- Other suppliers of construction materials

• Jobs Produced

- Signal technicians
- Rail Supplier
- Track Tie Supplier
- Ballast Rock Supplier



Signal Maintenance



- **Contract Value: About \$3 million per year**
- **Anticipated Advertisement Date: Spring 2011**
- **Contract Length: To Be Determined**



Signal Maintenance

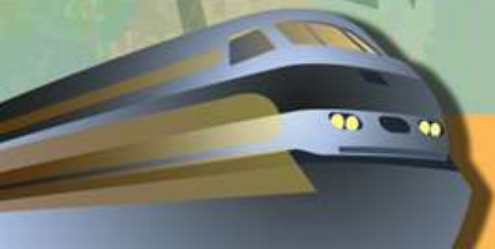


Areas of Responsibility Include:

- All signal maintenance activities along the 61.5-mile SunRail corridor
- The Vendor must be a rail “employer” as that term is defined in the Federal Railroad Retirement Tax Act, 26 USCS 3231(a)

Potential Opportunities:

- Signal Maintenance Manager
- Signal Systems Maintainers

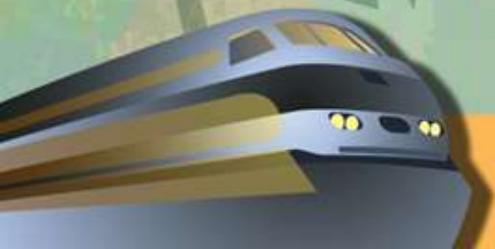


Construction, Engineering, Inspection (CEI)



- HNTB awarded contract in May 2009
- Contract Value: \$10.3 million
- Contract Length: 930 calendar days
- Responsible for contract management, inspection and materials testing involved in the Design-Build-Maintain contract

HNTB





• Areas of Responsibility include:

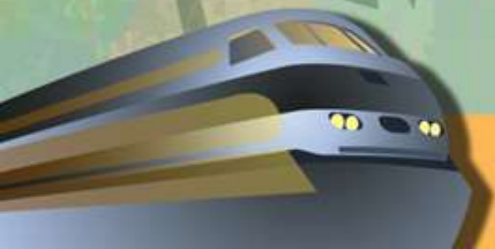
- Contract Management
 - Provide independent, professional judgment with regard to construction oversight responsibilities
 - Ensure compliance with FDOT manuals, procedures and memorandums
 - Understand and enforce provisions of the DBM contract



Construction, Engineering, Inspection (CEI)



- **Potential opportunities:**
 - Clerical Staff
 - Contract Support Specialists
 - Engineers
 - Surveyors



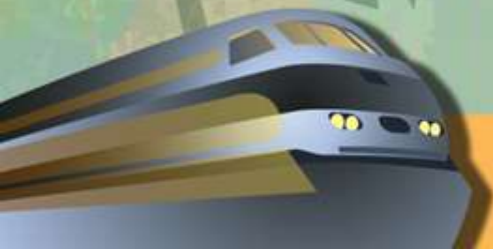


– Inspection Services and Materials Testing

- Administer, monitor and inspect the Construction Contract to ensure reasonable conformity with plans, specifications and special provisions

– Potential Opportunities

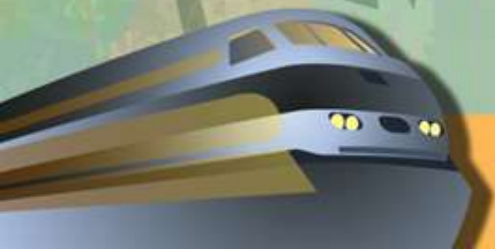
- Track Inspectors
- Building Inspectors
- Bridge Inspectors
- Roadway Inspectors
- Certified Testing Laboratory



Station Finishes Contract (DBB)



- **Contract value: \$52 million**
- **Contract length: 311 calendar days**
- **Anticipated Start Date: Fall 2011**
- **Potential for two contracts**
- **Responsible for construction of all Phase I SunRail stations, including associated parking lots, as applicable**



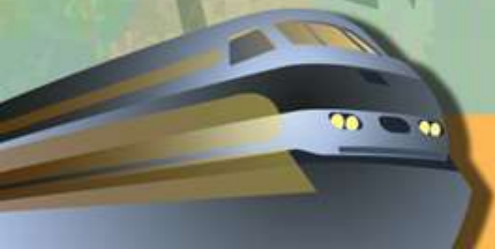
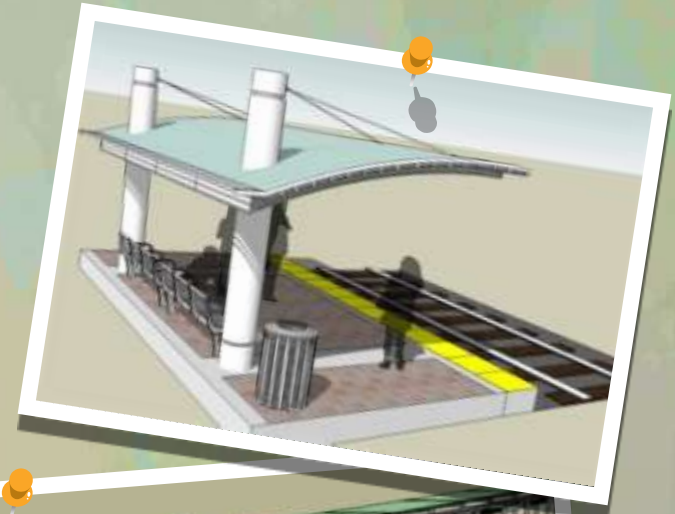
Station Finishes Contract (DBB)



• Areas of Responsibility include:

– Construction Services

- Civil site work
- Drainage
- Parking lot and sidewalk construction
- Architecture
- Hardscape
- Landscape



Station Finishes Contract (DBB)



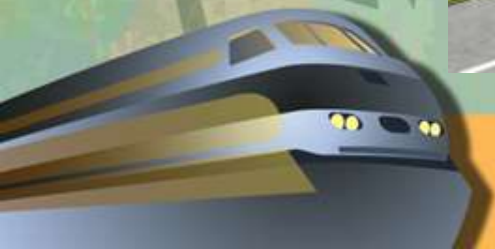
- Canopies, seating, variable message boards, audible announcements, information kiosk, security cameras, lighting, tactile warning strip, railings, ticket vending machines, drinking fountain, passenger assist phone, emergency phone, ramped access to platforms



Station Finishes Contract (DBB)



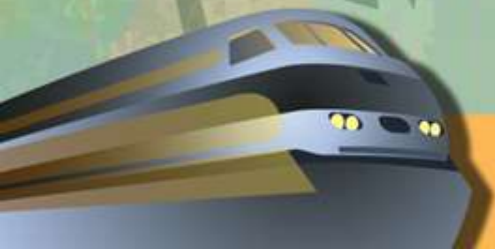
- Platform access ramps will have railings on both sides
- Rear of platform will be railed or at-grade



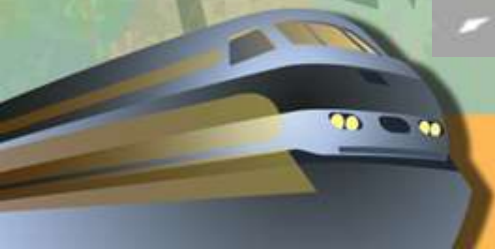
Station Finishes Contract (DBB)



THE STATION AT HERITAGE VILLAGE
LONGWOOD, FLORIDA



Station Finishes Contract (DBB)

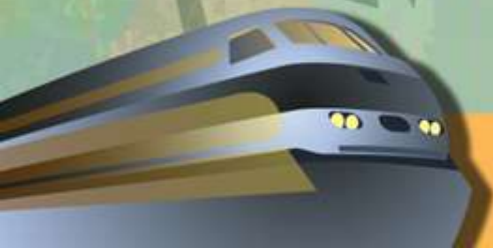


Station Finishes Contract (DBB)



• Potential Opportunities:

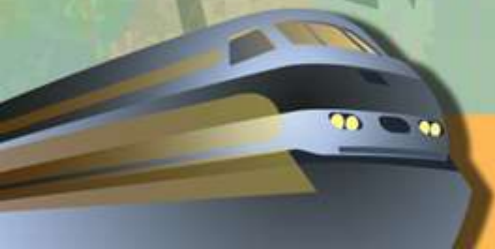
- Building trade subcontractors
 - Carpenters
 - Framers
 - Masonry
 - Structural Steel
- Architects
- Plumbing
- Landscape and irrigation
- Electricians
- Communications
- Painters
- Asphalt subcontractors
- Drainage subcontractors
- Other suppliers of construction materials and site furnishings



Fare Collection System



- **Contract value:** About \$4.8 million
- **Contract length:** 2 years with a 2-year maintenance option
- **Anticipated Advertisement Date:** Summer 2011
- **Responsible for design, production, installation, testing and warranty of fare collection system equipment , utilizing “tap-on, tap-off” technology**

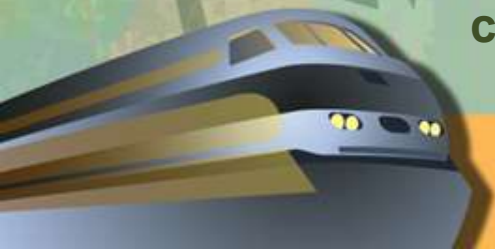


Fare Collection System



Areas of responsibility include:

- **Phase I Procurement**
 - Provide up to 50 Automated Ticket Vending Machines
 - Provide up to 50 station platform ticket validation units
 - Provide up to 10 hand-held ticket validation units
 - Provide up to 100 point-of-sale machines
 - Provide fare media in the form of Smart Cards
 - Provide machine servicing equipment
 - Provide “back-of-house” computerized equipment



Potential Opportunities:

- Fare Collection Revenue Servicing personnel
- Field Maintenance and Servicing personnel
- Shop Repair personnel
 - Mechanics
 - Electricians
- Revenue and Maintenance Workstation Operations personnel
- Administrative Workstation Operations personnel
- Ticket Vending Machine Accounting and Registration Information personnel



Phase II Options:

- Option for an additional 20 Ticket Vending Machines
- Option for up to 20 additional station platform ticket validation units
- Option for up to 10 handheld ticket validation units
- Option for up to 50 point-of-sale machines
- Option for additional fare media (Smart Cards)
- Option for additional “back-of-house” equipment





- **Locomotives**

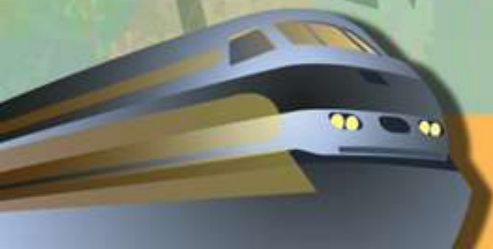
- Motive Power awarded contract in 2009
- Contract Value: \$17.5 million
- Anticipated Start Date: Pending
- Contract Terms: Initial order for 7 locomotives with an option for 13 additional vehicles
- Responsible for the design, production, testing, delivery and warranty of up to 20 Diesel Electric Passenger Locomotives





Areas of responsibility include:

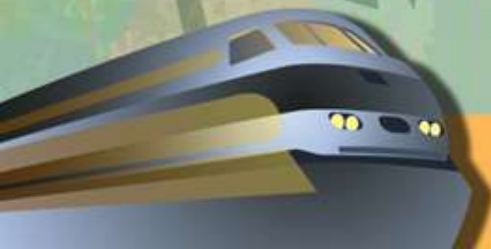
- Production of single-ended, four-axle units capable of bi-directional operation for a “push-pull” commuter rail operation
- Locomotives must be fully functional to provide power for a six-car train set
- Operating controls and performance shall be equal in both directions





Potential Opportunities:

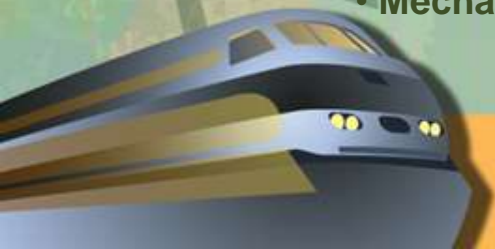
- Project Engineers
- Mechanical Engineers
- Welding Engineers
- Air Brake Engineers
- Emissions Engineers
- Florida Service Representative





Jobs Produced:

- Project Manager
- Machinists
- Welders/Fabricators
- Assembly mechanics
- Assembly Electricians
- Test Electricians
- Finish Assemblers
- Painters
- Warehousemen
- Forklift Operators
- Crane Operators
- Material Planners
- Purchasing Agents
- Supply Chain Management
- Quality Assurance Inspectors
- Environmental, Health, Safety Inspectors
- Mechanical and Electrical Designers
- Welding Inspectors
- Human Resource staff
- Inventory and Production Control staff
- Production schedulers
- Engine Mechanics
- Engine Machinists
- Truck Mechanics
- Production Supervisors
- Project Estimators
- Contracts Administrator
- CNC Programmers
- Emissions Test Technicians
- Testing Technicians
- Locomotive Operators
- Project Accountants
- Operations Management
- Operations Administrative Support
- Continuous Improvement Technician

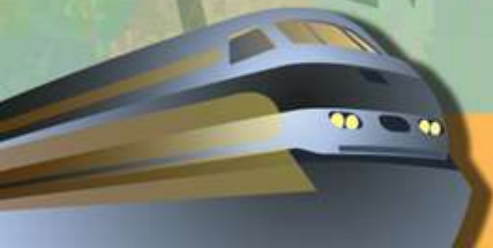




Coaches and Cab Cars

- Bombardier Transportation awarded contract in 2009
- Initial Order Contract Value: \$41 million
- Anticipated Start Date: Pending
- Contract Terms: Initial order for 5 coaches and 9 cab cars with an option to purchase up to 33 more coaches and 13 more cab cars
- Responsible for the design, production, testing, delivery and warranty of up to 38 Coaches and 22 Cab Cars

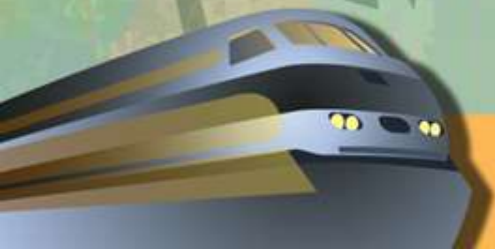
BOMBARDIER





Areas of responsibility include:

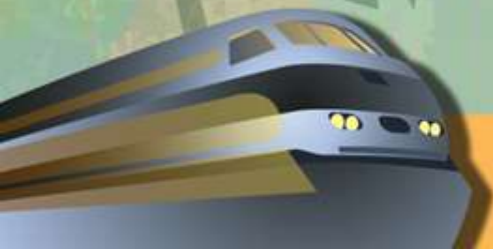
- Production of low-floor (22-inch), bi-level Coaches and Cab Cars
- Cab cars will be single ended, four-axle units capable of bi-directional operation that can power a train set of up to six cars
- Coaches and Cab Cars will be equipped with four sets of bi-parting doors
- Coaches and Cab Cars will seat 150 and 132 passengers, respectively
- Coaches and Cab Cars are equipped with flip up seats for wheel chairs and bicycle access





Potential Opportunities:

- Production Supervisor
- Mechanical Engineer
- Electrical Engineer
- Project Coordinator
- Production Finisher
- Methods Technician
- Florida Service Representative





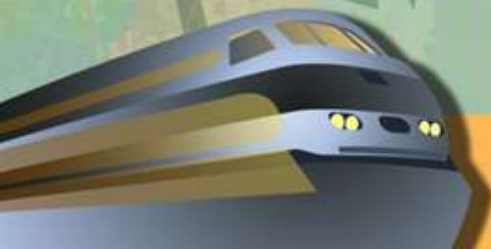
Jobs Produced:

- Production Finisher/Assembler
- Electrical Assembler
- Welders
- Painters
- Skilled Trade – Machinists
- Machine Operators
- Test Technicians
- Crane Operators
- Fork Lift Operators
- Storesmen/Expeditors
- Quality Assurance Inspectors
- Weld Inspectors
- Material Planners
- Inventory Planners
- Production Control
- Purchasing Agents
- Project Engineers
- Mechanical Engineers
- Electrical Engineers
- Stress Engineers
- Methods Technicians
- Planners
- Project Director
- Project Manager
- Project Coordinator
- Project Controller
- Human Resources Staff
- Production Supervisors
- Operations Management
- Continuous Improvement Agent





- **Contract value: About \$20 million per year**
- **Contract length: 5 years with a 5-year option**
- **Anticipated Advertisement Date: Winter 2011-2012**
- **Responsible for all Operations and Maintenance activities along the 61.5-mile SunRail corridor**



Areas of responsibility include:

– Mobilization services in preparation for Operations and Maintenance Services

- Transition corridor operations and maintenance from the DBM contractor
- Provide operational plans
- Hire and train Operations and Maintenance personnel
- Provide environmental sub-contracting firm with expertise in hazardous waste storage, disposal and clean-up



– Potential Opportunities

- Environmental subcontractor with hazardous waste experience
- Management personnel with expertise in rail operations and maintenance





– Maintenance of Way Services

- Inspect, maintain and repair all property
- Rail inspection and maintenance
- Ties and timber inspection and maintenance
- Track structure inspection and maintenance
- Ballast and roadbed maintenance
- Highway grade crossing maintenance
- Drainage maintenance
- Fencing maintenance
- Building and facility maintenance
- Switch machine maintenance
- Bridge inspection and maintenance
- Signal inspection and maintenance
- Materials management
- Flag protection
- Cleaning (vehicles, platforms, right of way)
- Maintenance of HVAC systems
- Disposal of hazardous materials
- Operation of movable bridge
- Environmental services
- Training and qualification of O&M personnel





– Potential Opportunities

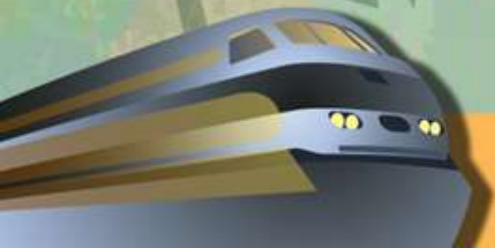
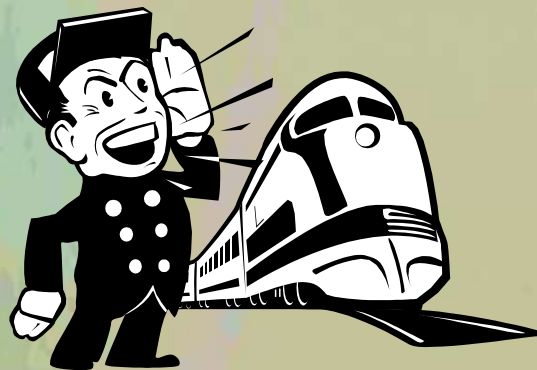
- Chief Engineers
- Administrative Assistant
- Manager of Track
- Section Foreman
- Track Maintainers
- Machine Operators
- Track Welders
- Manager of Signals and Communication
- Signal Inspectors
- Signal Maintainers
- Communications Maintainer
- Manager of Structures





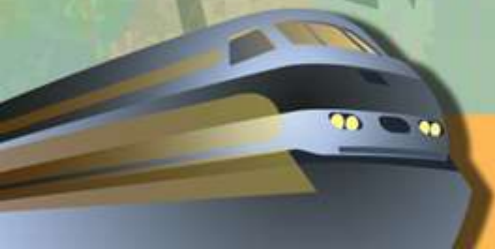
–Transportation Services

- Staff trains with locomotive engineers and conductors
- Provide dispatch services for the entire corridor (24 hours per day/7 days per week)
- Provide bridge tender services (24 hours per day/7 days per week)
- Provide a Customer Service Plan
- Provide required training to transportation personnel
- Provide Lost and Found services
- Provide fare collection enforcement personnel





- **Potential Opportunities**
 - Director of Operations
 - Administrative Assistant
 - Locomotive Engineers
 - Trainmaster
 - Conductors
 - Bridge Tenders
 - Manager of Train Operations
 - Train Dispatchers
 - Fare Collection Enforcers





– Mechanical Services

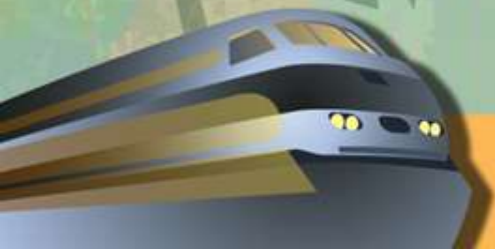
- Maintain train sets
- Clean interior and exterior of trains
- Clean graffiti
- Perform heavy periodic cleaning
- Provide toilet and waste removal services
- Perform Federal Railroad Administration required inspections
- Provide routine repairs, adjustments and inspections
- Perform light routine overhauls
- Provide restorative painting and decal maintenance





–Potential Opportunities

- Director of Equipment Maintenance
- Manager of Equipment Maintenance
- Administrative Assistant
- Cleaning Supervisors
- Car Cleaners
- Maintenance Supervisors
- Equipment Maintainers



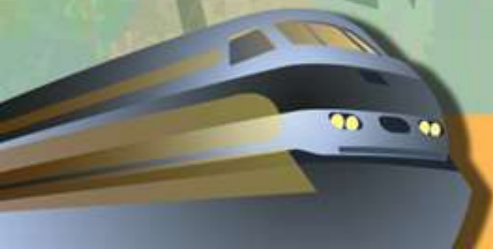


– Information Management, Administration and Support Services

- Provide and maintain computer network
- Provide and maintain Management Information Systems and control systems
- Provide administrative support

– Potential Opportunities

- Director of Administration and Finance
- Information Technology Specialists
- Human Resources representatives
- Manager of Accounting and Finance
- Procurement Officer





- **Contract value:**
 - Year 1: \$2.5 million
 - Year 2-5: \$1 million
- **Contract length: 5 years with a 5-year option**
- **Anticipated Advertisement Date: Spring 2011**
- **Responsible for Public Involvement, outreach, marketing and advertising activities, as well as business outreach and corridor safety activities**



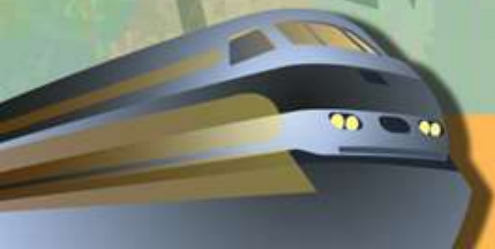


Areas of Responsibility Include:



– Public Involvement

- Communicate to and receive information from all interested persons
- Identify key stakeholders
- Solicit and prepare presentations
- Develop a crisis communications plan
- Support the Central Florida Commuter Rail Commission and other advisory groups
- Prepare and distribute educational materials





– Operation Lifesaver

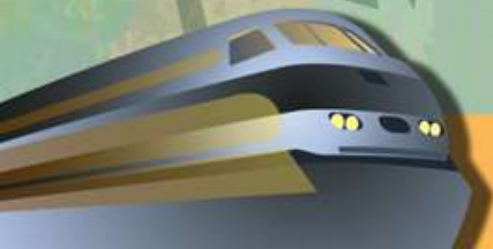
- Coordinate with national and state Operation Lifesaver program staff
- Identify key stakeholders
- Solicit , prepare and deliver presentations
- Prepare and distribute educational materials





– Construction Activities

- Certify and train personnel to access the SunRail corridor
- Identify key stakeholders
- Solicit, prepare and deliver presentations
- Prepare and distribute educational materials
- Plan special events
- Develop SunRail construction website





– Business Outreach

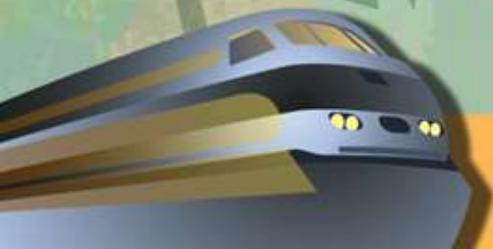
- Identify stakeholders
- Outreach to businesses within one-mile of each SunRail station to promote SunRail ridership
- Solicit and prepare presentations and other outreach materials
- Develop sales, pricing and promotional strategies specific to business
- Plan and execute special events





– Marketing and Advertising

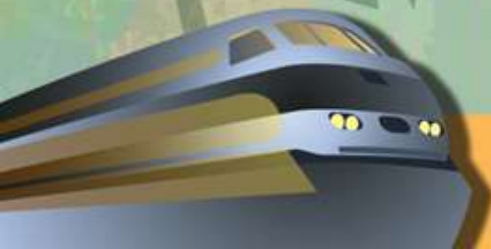
- Develop and execute marketing and advertising plan to promote SunRail ridership
- Identify SunRail ridership trends
- Conduct surveys and market research
- Conduct bilingual outreach
- Assist and support other SunRail contracts
- Provide media services
- Provide video and production services
- Provide website development





Potential Opportunities

- Public Involvement Manager
- Marketing and Advertising Coordinator
- Public Information outreach personnel
- Marketing and Public Information Assistant/Researcher
- Marketing and Public Information staff
- Administrative Assistant
- Website Operator/Designer
- Videographer
- Digital Media/Video Editor
- Still Photographer
- Graphic Artist
- On-Air Talent





DOING BUSINESS WITH FDOT



Michelle G. Sloan
FDOT Procurement





- **#1: You must Register at:**
 - www.MyFloridaMarketplace.com

- **#2: Get pre-qualified, if necessary:**
 - **Construction:** www.dot.state.fl.us/cc-admin/
 - **Professional Services**
(Consultants/Engineering):
www.dot.state.fl.us/procurement/prequalification.shtm
 - **Design Build:** Construction and Professional Services pre-qualification requirements are combined
 - **Commodities, Contractual Services, and Maintenance:** No pre-qualification requirements

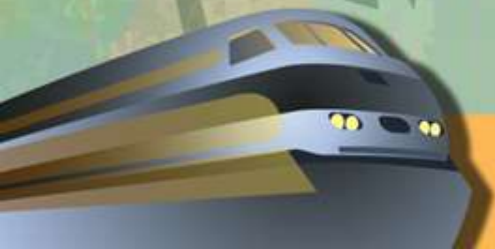




- **#3: Get familiar with Disadvantaged Business Enterprises (DBE):**
 - www.dot.state.fl.us/equalopportunityoffice/

- **Disadvantaged Business Enterprise (DBE) Certification Requirements: Specific to FDOT**
 - Michael Klump, (850) 414-4747
 - www.dot.state.fl.us/equalopportunityoffice/dbecertification.shtm

- **Minority Business Enterprise (MBE) Certification Requirements:**
 - Department of Management Services,
 - Office of Supplier Diversity (850) 487-0915
 - dms.myflorida.com/other_programs/office_of_supplier_diversity_osd





•Types of Procurements

- Design Build
- Bid Build
- Invitation to Bid (ITB)
- Request for Proposal (RFP)
- Invitation to Negotiate (ITN)





- **Getting the work**

- Check the advertisements often!
- Sign up for Electronic Notification – VBS and BSN.
- New? Partner with another firm.
- Marketing? Come see us!
- Read solicitations carefully. Respond exactly as requested.
- For more information, check the website resources:
 - www.dot.state.fl.us/procurement/VendorOneStopQuickLinks.shtm
 - www.dot.state.fl.us/procurement/venguide.shtm
- Visit www.sunrail.com for links to subcontracting and supply opportunities.
- Having difficulties locating information on the websites? Contact Us!



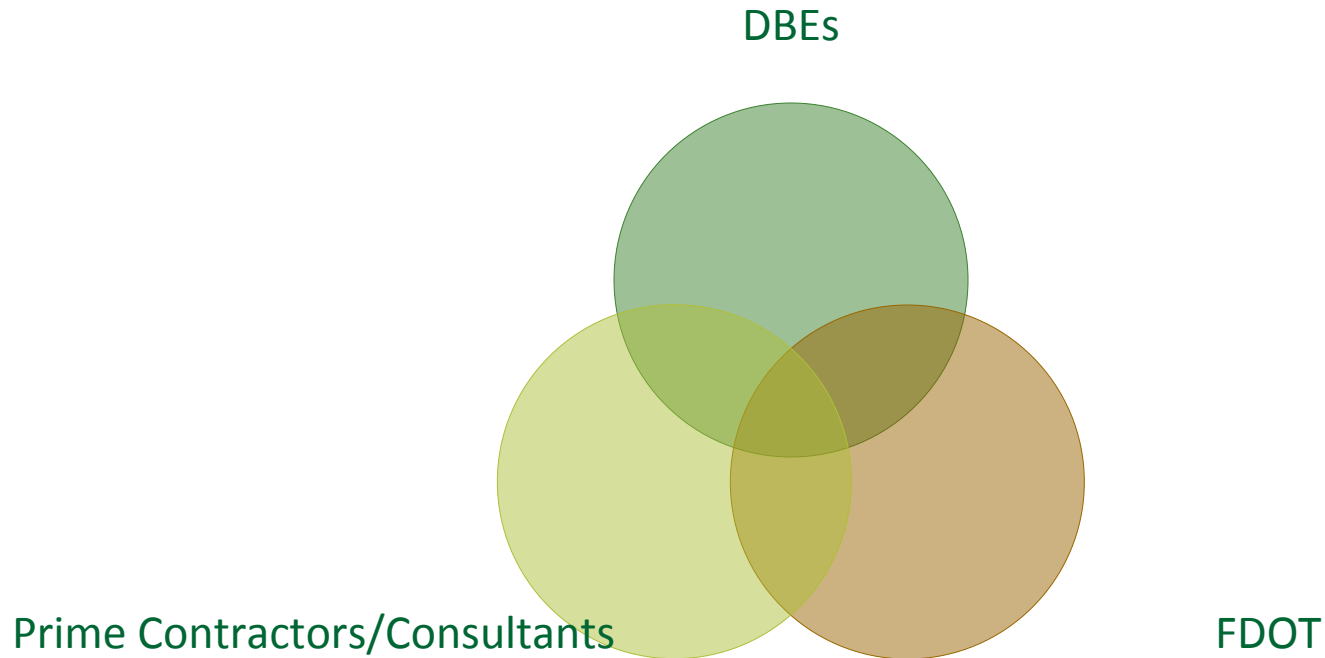


Florida Department Of Transportation DBE Supportive Services

District Five
SunRail Industry Forum
Feb. 25, 2011
Presented by
Blackmon Roberts Group
Supportive Services Provider



Partnerships That Can Work Through Supportive Services



DBEs

Prime Contractors/Consultants

FDOT

DBE SUPPORTIVE SERVICES

- Increase the number of certified DBEs participating in road, bridge, and highway construction in the State of Florida

 - Service the entire State of Florida
 - Southern Region (Districts 1, 4, & 6)
 - Northern Region (Districts 2, 3, 5, & 7)
 - Turnpike
 - Out of State DBEs
-

DBE Supportive Services

“Free Services” “No Charges”

- UCP Certified Disadvantaged Business Enterprises
 - Needs Assessment
 - Assistance and consulting in the following areas:
 - Management
 - Fiscal (accounting systems, o/h audits,
 - Planning (scheduling, managing multiple projects)
 - Organizational (internal communication, policies/procedures)
 - Capacity issues (what do you need to run multiple projects)
 - Marketing
 - Human resources
 - Technical skills
 - Non stated business issues
-

Courses of Action

- One on One Counseling
 - Information and Skills Building Workshops
 - "Live Project" Conferences (all Districts)
 - Group trainings
 - Information dissemination – email blasts, telephone calls
 - Webinars
 - Hands On Customized On Site Trainings
 - Outreach Events
 - Bid Matching for Projects
-

Useful Links and Resources

- State of Florida Website – <http://www.myflorida.com/>
- Department of Transportation - <http://www.dot.state.fl.us/>
- DBE Directory (BizNet) - <https://www3.dot.state.fl.us/EqualOpportunityOffice/biznet/mainmenu.asp>
- Project, Advertisements, & Letting Information - <http://www.dot.state.fl.us/cc-admin/Letting Project Info.shtm>
- Division of Corporations - <http://sunbiz.org/>
- Notice of Bids per County *various websites check your local area*
- Florida High Speed Rail - <http://www.floridahighspeedrail.org/>
- Agency for Workforce Innovation - <http://floridajobs.org/>
- Florida Agricultural and Mechanical University - *Construction Management & Bond Guarantee Program* www.cmdp-bgp.com/
- Office of Supplier Diversity (MBE Certification) www.osd.dms.state.fl.us
- Florida Office of Economic Recovery <http://flarecovery.com>
- Small Business Administration www.sba.gov/fl
- SBA Subcontracting Network http://web.sba.gov/subnet/search/dsp_data.cfm
- Federal Business Opportunities www.fedbizopps.gov
- Government Vendor Business Directory www.government-vendor.us/directory

BRG Contact Information

Corporate Office – Lakeland (Central)

902 South Florida Avenue, Suite 205

863.802.1280

Miami Office (South)

4000 Ponce de Leon Blvd., Suite 470

305.762.5836

Jacksonville Office (North)

1225 W. Beaver Street, Suite 120

904.265.4747

Toll Free: 877.450.3237

www.blackmonroberts.com



SunRail: Changing the Way Central Florida Travels

