In The Matter Of:
COASTAL PROTECTION AND RESTORATION AUTHORITY
RFP PRE-PROPOSAL MEETING

HEARING
November 19, 2014

Associated Reporters, Incorporated
225-216-2036
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HEARING

MS. LANSING:

We will get started, we are here for an RFP that Coastal Protection and Restoration Authority issued, it's RFP 25031529. I'm Janice Lansing, Chief Financial Officer for the agency. We are having the conference for the potential proposers to come and seek clarification about anything that's written in the RFP. We have some folks here from our agency that will do some opening remarks and then answer any questions you might have. I would like to point out that any questions you ask today and answers that we give are not binding. And we stipulate that in the RFP. If you have further questions we need you to submit those in accordance with the guidelines in the RFP and we will respond in writing so that everyone has the opportunity to see those answers. We do have a court reporter with us today to transcribe our meeting today so that if there are questions we can begin to research those and have answers ready for when you submit. Again the sign in sheet, I think I mentioned that, if you could fill that out for me and with that, Kyle Graham, our Executive Director will open up and we will go from here.

MR. GRAHAM:

Sure, Thanks again everybody for coming out, I know that there has been discussion of having an additional RFP out to give us some assistance and help us grow our program for quite some time and we simply were waiting until it was, we felt the need to expand. And with a lot of the oil spill dollars on the horizon and having a better understanding of what we do and how we do work we would like to bring on some expertise to help round the corners of our program. Couple things that I think are important, as many of you probably realize this isn't a project management RFP. We feel very comfortable with the way that we manage projects and the work and the way that we deliver projects, in fact, I don't think there is another entity in government that does more with less in delivering the hundreds of millions of dollars of work that we do. We, again, feel that isn't a place that we need a whole lot of work, yes, there are always ways to improve and do better. But we're really looking at managing our program. We recognize that this isn't a finite program. It's going to be here for hundreds of years and in order
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we see is crucial to the way that |
we do work, we see that this is |
important to progressing and |
making us better so that we are |
more efficient as we move forward. |
One of the things and the reasons |
that we do this is because we |
don't have a tremendous amount of |
excess resources. So it's going |
to be really important that the |
people and the folks that you have |
on your team are going to be able |
to be strong and smart enough to |
hit the ground running. We don't |
have a whole lot of time to hold |
hands, educate folks, bring folks |
up to speed. We're really looking |
for those exceptional, bright |
folks that can dive in, understand |
where we're going, learn what we |
need and independently kind of |
drive solutions, smart solutions, |
one that aren't necessarily |
relying on lots of additional |
investment but they can survey the |

scene and make us over all |
stronger. Where we are headed and |
where we are going. We are really |
excited about getting this on the |
ground, I think as we initially |

stated when we came in with the |
project management we anticipate |
doing this every few years. We |
think it's important to have gaps |
in between those periods but we |
always want to be better and we |
think that this is an important |
contract or contract to have on |
the ground and capability in- |
house, or ability to be able to |
task so that when we come up with |
those ideas and things that we can |
quickly get moving on those |
individual tasks. So again we're |
excited and thank you very much |
for coming out and your interest |
in this. Jason, Jerry, I don't |
know if y'all had anything to add. |
Robert? |

MS. LANSING:
| 1 | Okay, we can open it up for questions and if you would please speak loudly and clearly so that we can hear you up here but also if you could tell me your name and the firm that you're with please. |
| 2 | MR. NORMAN: Will Norman with CDM, the cost proposal in the RFP, it is just that, the rate sheet? |
| 3 | MS. LANSING: Yes. |
| 4 | MR. NORMAN: That's all it is it's not a more detailed cost proposal? It's just the rate sheet? |
| 5 | MS. LANSING: Yeah. |
| 6 | MR. GRAHAM: Really, that's it? |
| 7 | MR. BASILICA: If you have some small business subcontractors if they don't have insurance coverage per se, would a letter from the insurance company would that suffice to say that they would cover a proposal? |
| 8 | MS. LANSING: I do not know the answer to that John. I will research that and make sure we have an answer. |
| 9 | MR. MELANCON: Of the tasks that are listed in the scope, is the intention to accomplish definitely one, two and three but is it possible that one or more of those tasks wouldn't be activated? |
| 10 | MR. GRAHAM: Yeah, I mean, it's possible that we don't task any of the tasks that are inside that scope or that might be variations thereof. And who knows when we get underway evaluating the scene where we are. We do think it's going to be in that types of work, and most of that that you probably recognize are in between our divisions. So it's work in between planning and research and engineering and design. And in between engineering and design and operations. In between operations and feeding back into planning, there's a tremendous amount of gray space there that we're looking at becoming more efficient and effective with the way that we do work. I think there are some of those things that are always going to be there, some will be easier to knock out than others. They are going to be less dependant on the expertise and more dependant on having the resources. |
| 11 | MR. MELANCON: So as a follow up to that in responding to this RFP should the proposal response be responsive to those tasks or try to speak more broadly or to both? The scope that's listed or to try to speak more broadly to the needs that you're identifying? |
| 12 | MR. GRAHAM: So what we tried to do with the tasks is present the types of work that we think you're going to need to have - the types of expertise that you're going to fulfill. And so however you decide to write the script as whether it's geared towards those individual tasks types that we listed there or take a broader approach in understanding what we do and what your teams is going to bring, I think that's going to be up to y'all. |
| 13 | MR. BASILICA: I've been provided the target percentages in a letter of agreement, that's not binding until we find out exactly what the scope is (inaudible). |
| 14 | MS. LANSING: I'm not - what was your
MR. BASILICA:
Is there a targeted
percentage of scope that a sub
would get with the letter of
agreement that you're on the team,
you'll do this much, it's an
estimate?
MS. LANSING:
Yeah.
MR. BASILICA:
Until you have some idea of
exactly what you do, as far as
tasks you ask us to do?
MS. LANSING:
That's right, that's right.
It will work just like one of our
IDIP contracts.
AUDIENCE MEMBER:
There is a lot of IT stuff in
terms of what consultants you
already have on board are they
still on board helping with the
additional development?
MS. LANSING:
Are you asking is that
contractor still on board?
AUDIENCE MEMBER:
Yes.
MS. LANSING:
Yes.
AUDIENCE MEMBER:
When does that contract end?
MS. LANSING:
They have a year and a half
left, so - late '16. Well DNR
provides back office service to
us, not necessarily document
management. DNR is our agency of
record so our original files
remain there because they are the
agency of transaction but we
follow a records retention program
just like every agency does.
AUDIENCE MEMBER:
So you don't have a standard
design file (inaudible)?
MS. LANSING:
A standard for?
AUDIENCE MEMBER:
For design files.
MR. CARROLL:
In the, I think it's task
1.5, 1.6, it talks about the cost
estimation - cost
standardization, could you speak a
little bit more of the need for
that? Is that across the projects
or is it across the internal CPRA
functions?
MR. GRAHAM:
Internal CPRA functions,
right, so many of our projects are
originally born in planning and
research so we'll have engineers
who are engaged with the planning
an research teams. But for the
master plans purposes we need to
develop a project that has enough
attributes to be able to model,
utilizes the sweet of models we
used for the master plan. One of
the components is cost, so that's
before we get in to the
engineering and design phase. So
we've got lots of different
methodologies that have been born
over time rather it's historic
CWPRAA processes or things that
just various folks have worked on
to getting to the point that we've
developed those cost estimates.
So probably what you see a lot of,
and we see this repeatedly, we
need to write down what we do so
we need to establish some of those
internal policies to further
solidify how we do work. As many
of y'all are aware we - our first
day in this building was five and
a half years ago. So we've
developed a whole series of ways
we do work but haven't necessarily
had the resources to be able to
sit back and say let's make this
an official policy. We have lots
of long standing guidelines much
like the Corp of Engineers for the
Record, but we need to further
solidify some of those things.
MR. MELANCON:

So that's my next question, to what point are you trying to standardize to the Army Corp of Engineers or -

MR. GRAHAM:

We do not strive to be the Army Corp of Engineers.

MR. JONES:

What is your expectation of the project manager and the team's leadership, are you expecting that to be embedded here with you? Sitting here shoulder to shoulder or a blend of here and back at our home offices? How do you envision that relationship?

MR. GRAHAM:

Yeah, so it's probably going to end up on all the tasks that they are working on speaking from a little bit of past experience. Probably a blend between folks that are embedded here, so going back to when we did have a project.

management RFP and CH2M Hill and their group of subs were running that. They had folks who actually sat within CPRA and then brought in and out, so it's a little bit of a hybrid. I would anticipate once this gets up, assuming that we get a team that has a lot of expertise to be utilized that we'd have something similar. For example, if it was document management and data systems you're probably going to have people sitting in here, now those might not necessarily be the same folks that are sitting here when you move but if the next task is working on dash boards in IT and how to take monitoring data an incorporate it back into the engineering design or work on regional curves or whatever that next task be. Other questions?

AUDIENCE MEMBER:

Do you envision there being any potential conflicts on the successful firms implementing and doing work with CPRA on the projects?

MR. GRAHAM:

No. However as y'all are well aware when we rate folks, right, so when we typically have large projects to come up and we rate internally the teams to do that work, we don't always take the number one team because that number one team may be working on lots of other projects. And y'all all would be beating down our doors if there was just one super team that we tasked all of the time. So that definitely would come into account if your doing this work you're not going to win every job even if you're the number one team that comes up in some of the other work, so that's how we do work now and that's kind of how we rate through the IDIQs and it really comes down to us needing to justify how we do the selection of the contracts.

GORDAN (inaudible):

To follow up on that, is that going to be a consideration in the selection of this?

MR. GRAHAM:

Yeah, sure. It would be just like anything else, although I'm not thinking of anyone that is over-tasked right now. Y'all might be thinking of some folks that are over-tasked.

MS. LANSING:

The proposals that y'all will submit will be what we grade the RFP selection on. The panel will be looking at your proposal and how well you demonstrate your ability with your teams to address the tasks that are listed here and like Kyle said earlier some of that will be judgement calls on
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COASTAL PROTECTION AND RESTORATION AUTHORITY
RFP PRE-PROPOSAL MEETING

1 your part of how you chose to do
2 that with the information we have
3 provided for you to do that. So
4 there will be one contractor
5 selected and through the RFP
6 process that will be based on the
7 highest ranking score through the
8 consensus method that we've
9 outlined.
10 MR. GRAHAM:
11 Scratch what I said, go with
12 what she said.
13 MS. LANSING:
14 It is an IDIQ type but it's
15 not that we have several that we
16 are going to award, so I just
17 wanted to make that clear that
18 while it is an IDIQ indefinite
19 delivery and indefinite quantity
20 type of contract there will be one
21 selected and because it's through
22 a RFP process it will be based on
23 the highest ranking score.
24 MR. MELANCON:
25 Just to be clear if you're a

1 will be very similar to how we do
2 the IDIQs now, we'll sit down and
3 we'll work out a scope of work and
4 we'll come up with a estimate of
5 what that looks like an we'll head
6 down that path and hope to hit
7 that target. Any other questions?
8 We got all this brain power in the
9 room and that's all you got?
10 MS. LANSING:
11 I would just like to mention
12 one more thing in the RFP just
13 please make sure that when you're
14 submitting your proposals you are
15 responding to all of the required
16 criteria. On the rate sheet a
17 numerical value for each category
18 must be provided and I would just
19 keep re-enforcing to make sure
20 that you are compliant with all
21 the requirements in the RFP.
22 MR. GRAHAM:
23 I know y'all know this, most
24 all of you know this but during
25 times when we are out making a

1 subcontractor on this providing
2 the hourly rates separate from the
3 prime contractor would you be
4 provided with (inaudible) blended
5 rate between all expected work
6 with some percentage overhead?
7 Does that make sense?
8 MS. LANSING:
9 Yes. I think if you're
10 asking will you provide separate
11 rates for the subcontract, no.
12 This is the rate sheet, this is
13 your cost proposal, you will give
14 us a rate for each of these labor
15 categories which will apply
16 throughout your whole list of
17 subcontractors.
18 AUDIENCE MEMBER:
19 Once tasks are developed
20 after the contract, is it going to
21 be like level of effort or how is
22 the individual task cost?
23 MR. GRAHAM:
24 How are we going to come up
25 with the total costs? Assuming it

1 selection we do ask that you don't
2 bother our staff with questions
3 about the RFP. Utilize the formal
4 process, they know not to respond
5 but sometimes you can catch them
6 in a weak moment. All right thank
7 you all very much.
8 MS. LANSING:
9 Thank you all for coming.
10 (The meeting was concluded on or about 3:24
11 p.m.)

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REPORTER'S PAGE

I, Jennifer Pickett, Certified Court Reporter, in and for the State of Louisiana, the officer, as defined in Rule 28 of the Federal Rules of Civil Procedure and/or Article 1434(b) of the Louisiana Code of Civil Procedure, before whom this sworn testimony was taken, do hereby state on the record:

That due to the interaction in the spontaneous discourse of this proceeding, dashes (--) have been used to indicate pauses, changes in thought, and/or talk overs; that same is the proper method for a Court Reporter's transcription of proceeding, and that the dashes (--) do not indicate that words or phrases have been left out of this transcript.

Also, any words and/or names which could not be verified through reference material have been denoted with the phrase "(inaudible)."

Jennifer Pickett, C.C.R.

# 29011

CERTIFICATION

I, Jennifer Pickett, Certified Court Reporter in and for the State of Louisiana, Certificate No. 29011, which is current and in good standing, as the officer before whom this Settlement Statement was taken, do hereby certify that the above and foregoing was taken under the authority of R.S. 37:2554; that the foregoing was taken by the undersigned as hereinbefore set forth in the foregoing pages; that it was reported by me, was prepared and transcribed by me or under my personal direction and supervision, and is a true and correct transcript to the best of my ability and understanding; and that I have acted in compliance with La. Code of Civil Procedure Article 1434; that I am not related to counsel, I am in no manner associated with counsel for any of the interested parties to this litigation, and I am in no way concerned with the outcome thereof.

Jennifer Pickett, C.C.R.

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<tr>
<td>5:25</td>
<td>within (1)</td>
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<td>18:4</td>
<td>words (3)</td>
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<td>work (24)</td>
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<td>17:19</td>
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<td>16:5</td>
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<td>12:10</td>
<td>write (2)</td>
</tr>
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<td>writing (1)</td>
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(5) up - 3:24