

TR202210 Methods for Increasing Missouri's Passenger Rail Business Revenues – RFP Questions and Answers

Q1: Noting that the State needs to provide 60% of the *Missouri River Runner's* operating costs, can you provide the most current 3-year history of total operating costs and the amounts funded by the State of Missouri?

A1:

- *Because of COVID, MoDOT believes using SFY 2020 or 2021 numbers is inappropriate, hence the 2017-2019 numbers.*
- *Total costs are actual operations costs from Amtrak's pro forma statements plus capital costs from the operating agreements.*
- *State support required is total costs minus actual revenue from Amtrak's pro forma statements.*

SFY 2017

Total Costs: \$13.35 million

State Support Required: \$9.19 million

SFY 2018

Total Costs: \$15.44 million

State Support Required: \$9.19 million

SFY 2019

Total Costs: \$15.14 million

State Support Required: \$10.65 million

Q2: In addition to the *Missouri River Runner's* route, there are two other Amtrak routes through Missouri. Is this project focused solely on the St. Louis – Kansas City routes or is it inclusive of the other routes also?

A2: *This project is focused on the Missouri River Runner route.*

Q3: Does MoDOT require or anticipate any in-person meetings for this project, or would remote/web-enabled meetings be acceptable?

A3: *Remote/web-enabled meetings will be acceptable.*

Q4: To aid in the development of a work plan for this research, would MoDOT be able to make available the details of its contract with Amtrak – in particular, to determine what services could be “unbundled” from Amtrak per PRIIA Section 209?

A4: *Prior to releasing the details of the operating agreement with Amtrak, MoDOT would first need to secure their approval.*

Q5: Do public institutions of higher education need to sign Exhibit B, Applicant Affidavit for Sole-Proprietorship or Partnership or is there an alternative document for that purpose?

A5: *The Contractor may attach a copy of its E-Verify Memorandum of Understanding instead.*

Q6: Please define “the Missouri River Runner’s available assets.”

A6: *Missouri co-owns the locomotives and the to-be-delivered Venture-class passenger coaches with the states of Illinois, Michigan, and Wisconsin. There are three Missouri River Runner social media channels (Facebook, Twitter, and Instagram) available to promote the service. MoDOT partners with Amtrak, the states of Illinois, Michigan, and Wisconsin, and with the communities along the Missouri River Runner route in joint marketing/promotion of passenger rail travel. Stations along the route are not owned by Amtrak or MoDOT but are owned and operated by either the communities themselves or by a third party.*

Q7: Is this study limited to just those “available assets” or can the Contractor look to other third-party owned assets for innovative asset monetization strategies to the benefit of Passenger Rail Business Revenues?

A7: *Yes, the Contractor can look at third-party assets for revenue generating options.*

Q8: Could MoDOT confirm that the only section of the proposal that is page-limited is Section (4) Project Plan?

A8: *Correct.*

Q9: Page 10 of the RFP (Experience section) asks bidders to include “a list of the agencies which your institution has served or currently serves.” Should we limit this list to State DOT clients, in the interest of relevance/brevity?

A9: *This is at the discretion of the Contractor.*

Q10: Should subcontractors complete any forms?

A10: *Not for the purposes of this proposal.*

Q11: Can offerors submit exceptions to any of the agreement requirements included in Section 5 of the RFP? Paragraph (V) in particular contains indemnification language, where considering the nature of the services to be performed under the contract we would prefer Contractor’s indemnification obligation be predicated on the Contractor's own negligence.

A11: *The Contractor should submit any changes to the contracting language as part of the proposal. If selected, Research staff will send the requested edits to the MoDOT Chief Counsel’s Office for review and approval.*