

Pre-Proposal Conference Centralized Receiving and Distribution Center Logistics Management Services

April 3, 2025





WELCOME

- **Microphones will be muted for the entirety of this presentation.**
- **After the presentation, please submit all questions into the Teams Chat.**
- **An addendum with all questions and answers from today as well as a copy of this power point will be made available on the Department of Airports Bids & Requests page, and the OpenGov project page.**



TOPICS

1. Request for Proposals Review
2. Minimum Qualifications
3. Current Deliveries
4. Central Warehouse
5. CRDC Lite
6. Insurance and Equipment Needs
7. DBE Program Information
8. Evaluation of Proposals
9. RFP Timeline
10. Questions



REQUEST FOR PROPOSALS REVIEW

Ashley Leal, ASO II

Proposal Requirements:

A full list of Proposal Requirements can be found on pages 7 through 16 of the RFP. Some of the requirements listed are as follows:

- ✓ One electronic copy submitted through OpenGov on the project page, <https://procurement.opengov.com/portal/saccounty/projects/155349>.
- ✓ Cover Letter
- ✓ Team Organization Chart
- ✓ Approach and Operations Plan
- ✓ Required Forms:
 - Contractor Certifications of Compliance Form
 - Contractor Identification Form
- ✓ Fee Schedule for the initial three-year agreement and the potential two, one-year term extensions.
- ✓ Statement that the Proposer agrees to the Agreement format, content and all requirements as presented, including professional liability insurance limits.

MINIMUM QUALIFICATIONS

Ashley Leal, ASO II

- ✓ **The Proposer and any proposed subcontractors must be registered with the California Secretary of State and permitted to conduct business in the State of California. This requirement may be satisfied by providing a valid entity name and file number that can be cross-referenced with the California Secretary of State website: <https://bizfileonline.sos.ca.gov/search/business> .**
- ✓ **The proposer must demonstrate experience completing the tasks described in Section IV of this RFP for a minimum of three (3) years within the last five (5) years by describing previous related projects, their scope(s), for whom the work was performed, and other relevant details to demonstrate this experience.**



CURRENT DELIVERIES

Sacramento International Airport
Renata Daher, Sr. Economic Development Specialist

Enplanements	6.3M
Facility Size	8,300sf useable of 22,800 sf
Concessionaires	Current: 7 operators /31 concepts New: 11 operators /35 concepts
Hours	Monday – Saturday 5:30AM-3:00PM
Docks	Central Warehouse 3 in/1 out
Deliveries received per day	7-20 deliveries 2-110 cases 10-72 pallets *3-30 refrigerated pallets

CENTRAL WAREHOUSE

SITE VISIT INFORMATION

Renata Daher, Sr. Economic Development Specialist

Central Warehouse Site Visit

April 8, 2025

10am-11am

- Park at 6741 Lindberg Dr.
- RSVP to Ashley Leal at LealA@sacounty.gov no later than April 7, 2025, at 12:00 P.M. Pacific Time.



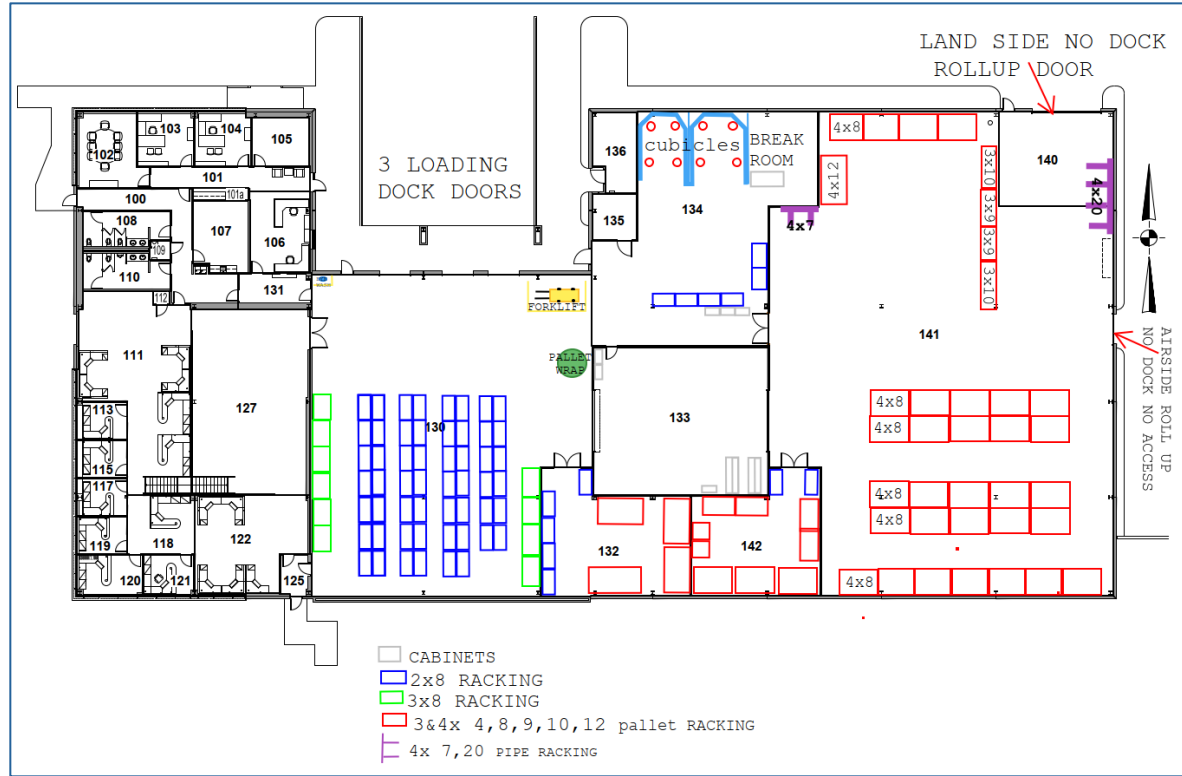
CENTRAL WAREHOUSE

CURRENT LAYOUT

Renata Daher, Sr. Economic Development Specialist

Central Warehouse Layout

- Approximately 8,300 sf useable space of 22,800 sf.



CRDC LITE

ENVISIONED PROCESS

Renata Daher, Sr. Economic Development Specialist

Delivery driver contacts contractor and concessionaire prior to arrival

Contractor may or may not ensure concessionaire is present before receiving the delivery

Verification of the order and driver offloads

Contractor logs food temp per health req. and conducts security inspection per TSA

Contractor loads the order onto refrigerated trucks and logs food temp per health req.

CRDC LITE

ENVISIONED PROCESS

Renata Daher, Sr. Economic Development Specialist

Contractor seals the truck with a tamper evident seal and logs the seal per TSA

Contractor drives the truck to TA or TB loading dock

Contractor is met by the concessionaire

Tamper evident seal is inspected, broken, and logged by the contractor

Contractor logs food temp and offloads the order

INSURANCE AND EQUIPMENT NEEDS

Renata Daher, Sr. Economic Development Specialist

Risk Management

General Aggregate:	\$5,000,000
Products Comp/Op Aggregate:	\$5,000,000
Personal & Adv. Injury:	\$1,000,000
Each Occurrence:	\$5,000,000
Fire Damage:	\$ 100,000
\$5M Commercial auto policy	



Pull-Tight Seals: 15 in Strap Lg, 40 lb Breaking Strength
Blue, White, Hot Stamped, 1,000 PK

Item 806JN2 Mfr. Model 32011181-03



Product Categories / Test Instruments / Temperature and Environmental Measurement / Infrared
TRIPLETT Infrared Thermometer: IRT350...



TRIPLETT Infrared Thermometer: IRT350,
Avg/Difference/Max Temp/Min Temp, Adj @ 0.10 to
1.00, 0.10

Item 347FE5 Mfr. Model IRT350

Roll over image to zoom.

Product Image Feedback

Compare

If maintaining food temperatures becomes an issue, a refrigerated trailer may be needed.

DBE PROGRAM INFORMATION

Ashley Leal, ASO II

Renata Daher
DaherR@saccounty.gov
or
(916) 874-0914

**For more information on the DBE program, visit
the California Department of Transportation
(CALTrans) website at:
http://www.dot.ca.gov/hq/bep/dbe_program.htm**

EVALUATION OF PROPOSALS

Ashley Leal, ASO II

Category	Points Contributed to Total Score
Completeness of Response	Pass/Fail
Scoring of Proposals Receiving “Pass” on the Category Above	
Qualifications	10
Organizational Structure	20
Approach and Operations Plan	40
Cost Proposal	20
References	10
Total	100

RFP TIMELINE

Ashley Leal, ASO II

Dates	Event
April 3, 2025	Pre-proposal conference
April 8, 2025	On-site Warehouse Tour 10:00 A.M. – 11:00 A.M. Pacific Time
April 11, 2025	Questions due by 12:00 P.M. Pacific Time
April 25, 2025	Addenda issued if necessary, including Department's responses to questions
May 2, 2025	Proposals Due by 12:00 P.M. Pacific Time
May 22, 2025	Interviews
July 22, 2025	Evaluation Complete & Recommendation made to the Board of Supervisors
August 2025	Anticipated effective date of Agreement with selected Proposer

QUESTIONS?

RFP CONTACT:

Ashley Leal

leala@saccounty.gov