

LINXS

LAX Integrated Express Solutions

Los Angeles World Airports (LAWA) Automated People Mover Project (APM) Project


A Design-Build-Finance-Operate–Maintain (DBFOM) Public-Private Partnership (P3)
Small Business, Local Business, Local Small Business Outreach Event

November 3, 2016



Welcome

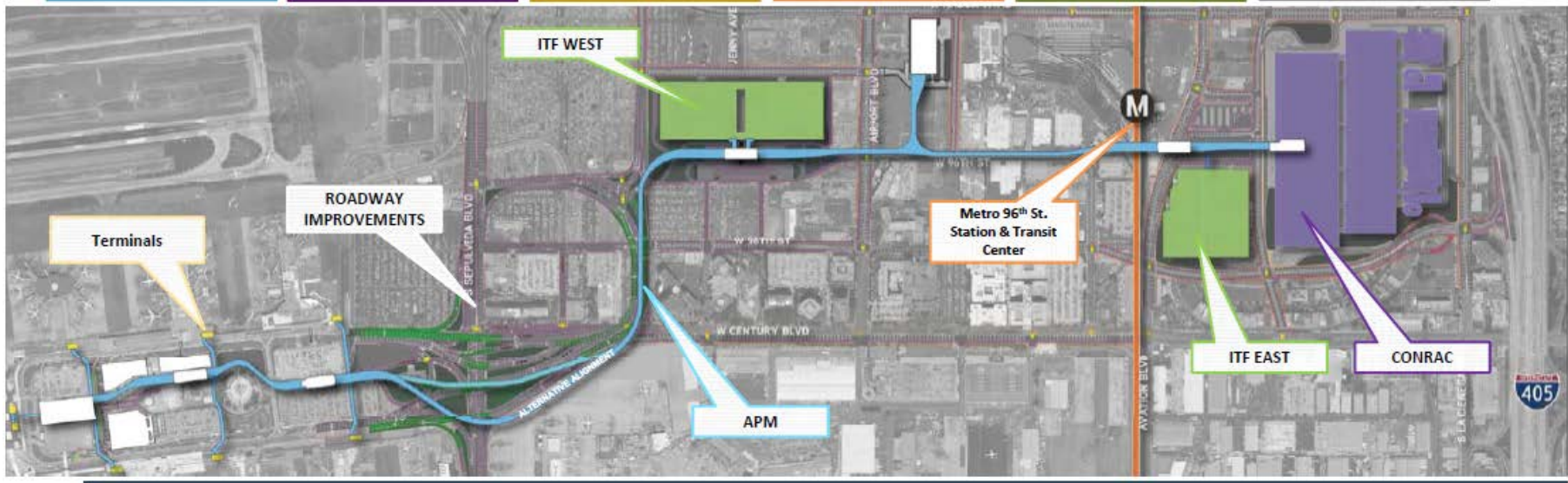
- ▶ Introductions
- ▶ Project Overview and Timeline
- ▶ Why LINXS?
- ▶ Inclusivity Program
- ▶ Procurement Process
- ▶ Networking
- ▶ Q&A

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LAMP Program Overview

Program Capital Cost Estimate - \$5.5 Billion

APM	CONRAC	Terminals	Metro	ITFs	Roads
<ul style="list-style-type: none"> • APM Fixed Facilities • APM Operating System • Other components 	<ul style="list-style-type: none"> • Customer Service Building • Rental Car Storage • Vehicle prep and light maintenance 	<ul style="list-style-type: none"> • Terminal interface for pedestrian bridges • Vertical cores 	<ul style="list-style-type: none"> • Connection to 96th Street Metro Station (Metro Project) 	<ul style="list-style-type: none"> • Pick-up/drop-off Curbs • Commercial modes • Parking 	<ul style="list-style-type: none"> • Roadways, site work, utilities
\$2.7B	\$1.0B	\$400M	By Metro	\$600M	\$800M



APM Project Overview



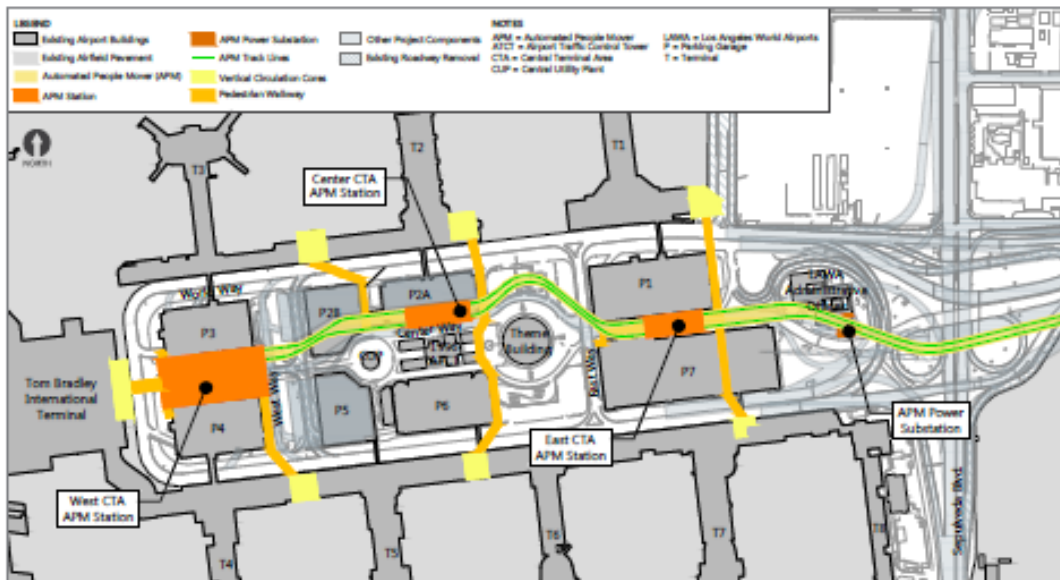
Element	Description
Guideway	<ul style="list-style-type: none">• 2-1/4 miles long• 50 to 70 feet above ground• Width: 35-75 feet wide• Columns every 100 feet (typical)
Stations	<ul style="list-style-type: none">• Six APM stations
Trains	<ul style="list-style-type: none">• As required to meet peak demand of approximately 5,600 people per hour per direction
System Operation	<ul style="list-style-type: none">• Pinched-loop operation with 2-minute headways
Pedestrian Access	<ul style="list-style-type: none">• Walkways to terminals and parking garages• Moving walkways



These images are preliminary, conceptual designs used for illustrative purposes only

APM Project Overview

Central Terminal Area



Three stations serving all terminals with pedestrian walkways:

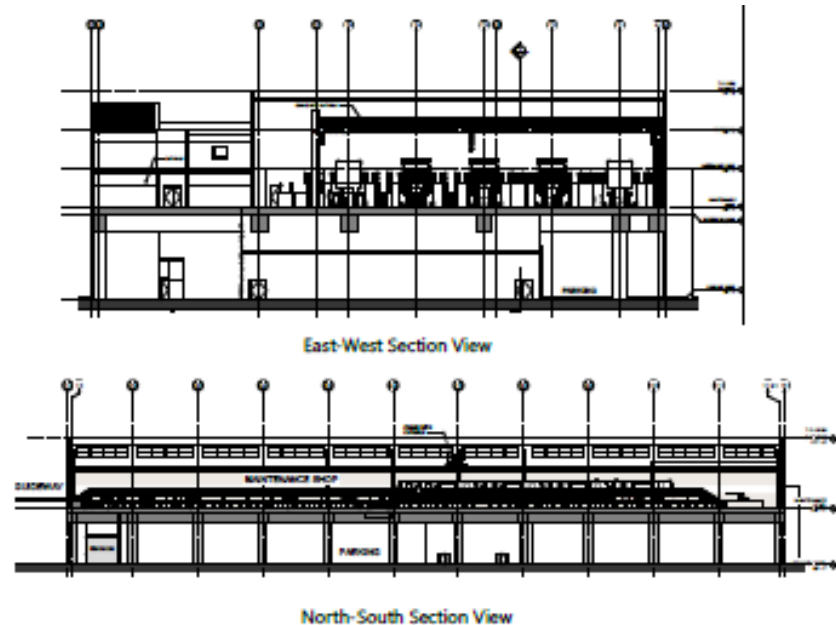
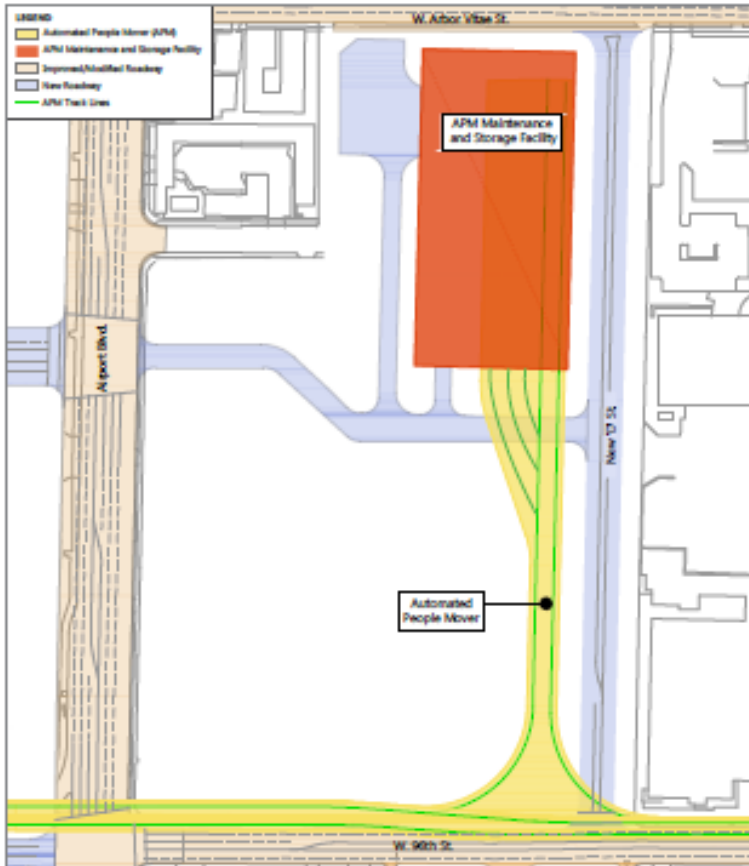
- West CTA APM Station – TBIT, T4, T5
- Center CTA APM Station – T2, T3, T6
- East CTA APM Station – T1, T7, T8
- Approximately 70 feet above grade



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APM Project Overview

APM Maintenance and Storage Facility

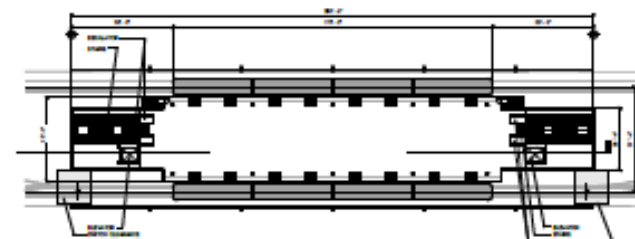
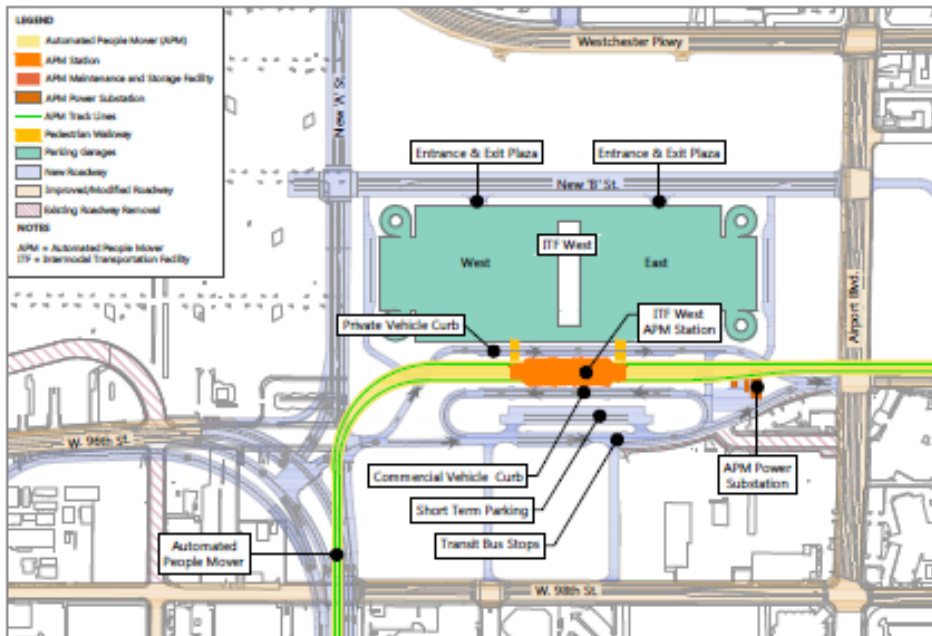


- Facility to clean, repair, and wash APM cars
- Contains operating system for the APM system
- Five APM tracks for vehicle maintenance, storage, and washing station
- Would be staffed 24 hours a day

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APM Project Overview

Intermodal Transportation Facility West



- ITF West APM Station
- 2 Adjacent Public Parking Garages
- Commercial vehicle curb
- Internal circulation roads

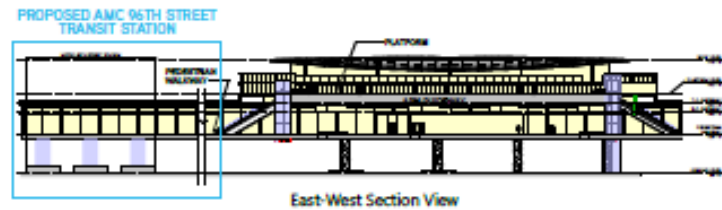
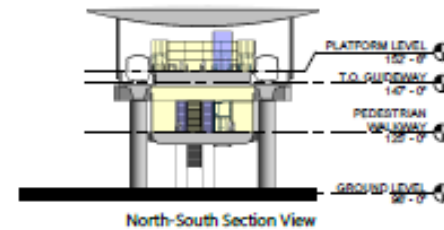
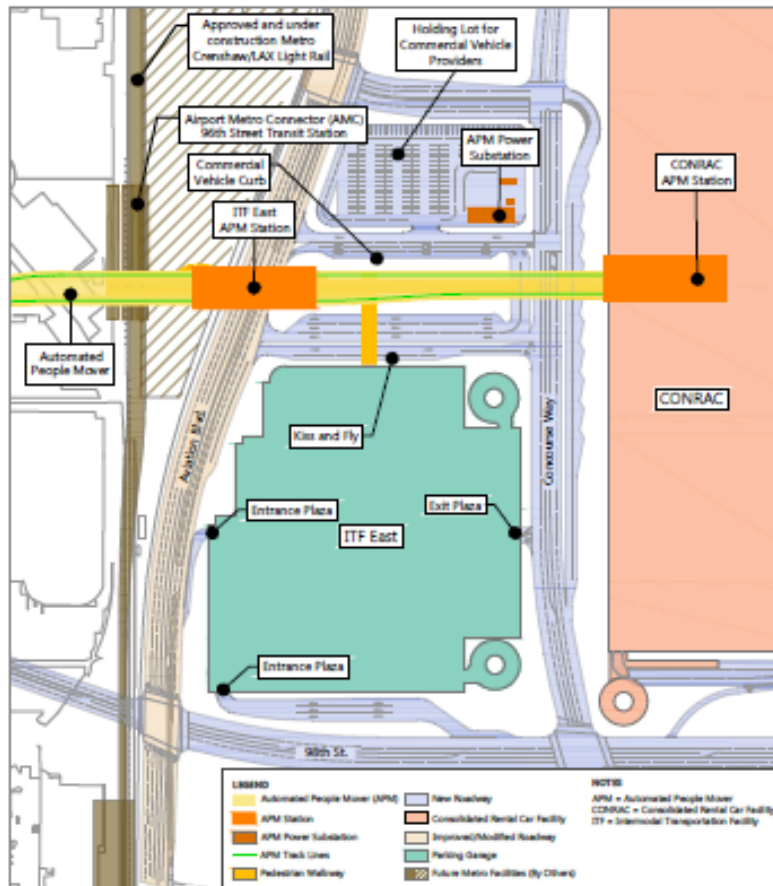


North View

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APM Project Overview

Intermodal Transportation Facility East

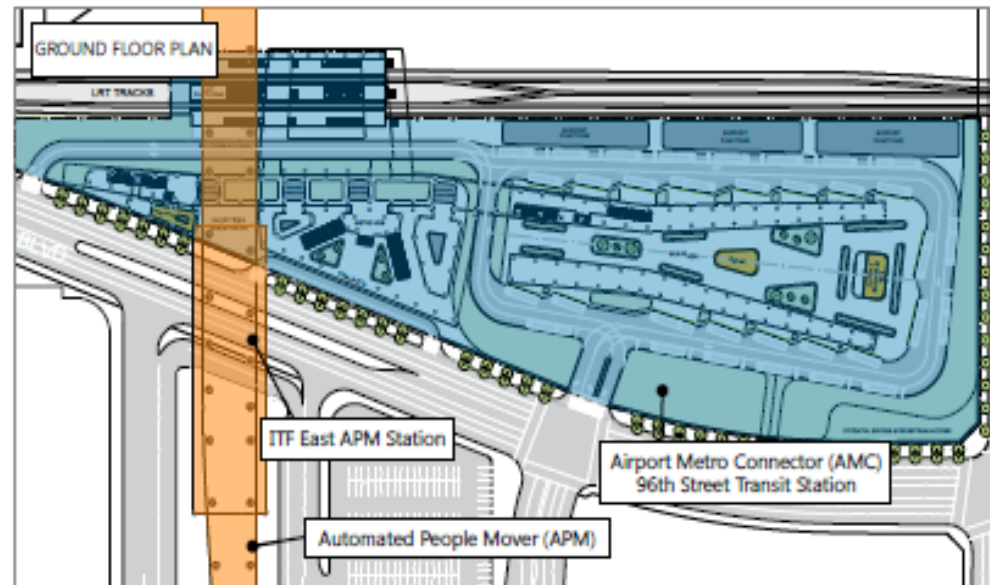
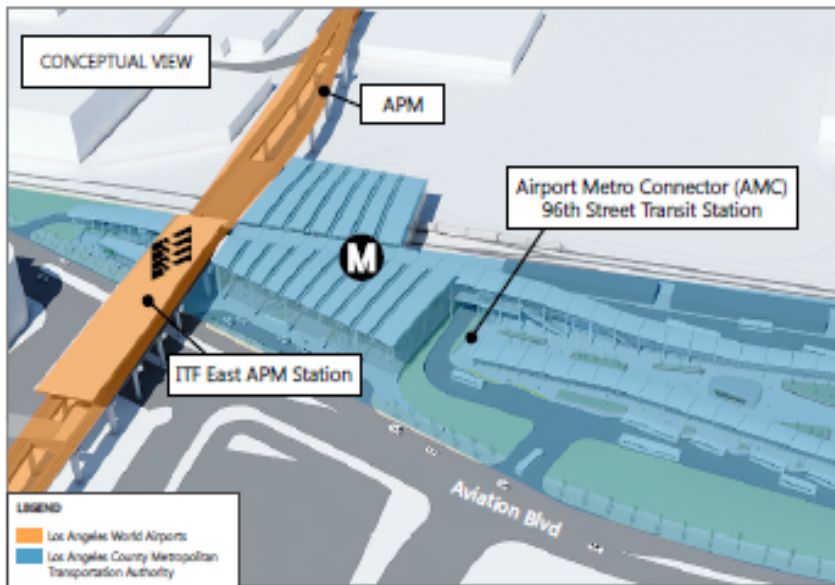


- ITF East APM Station
- Connection to Metro AMC 96th Street Transit Station
- Public Parking Garage
- Commercial vehicle curb
- Internal circulation roads

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APM Project Overview

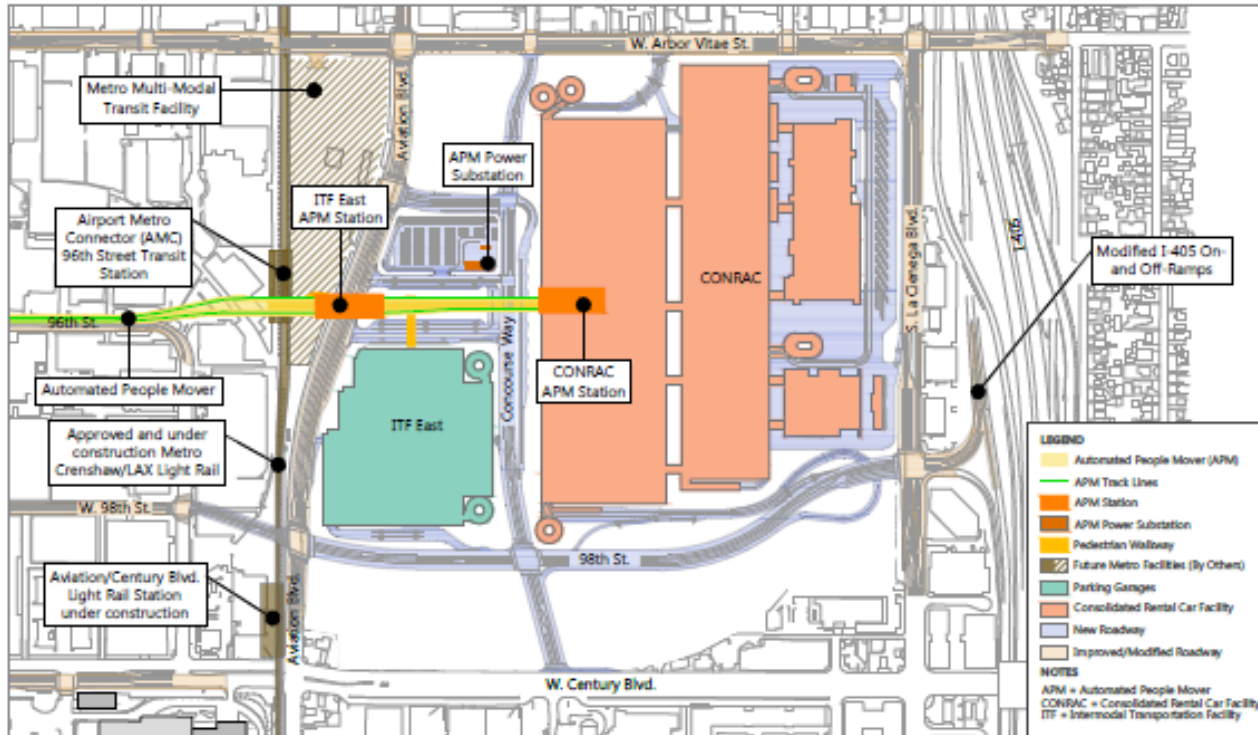
Airport Metro Connector 96th Street Transit Station/ITF East Connection



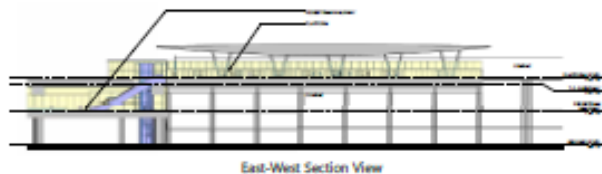
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APM Project Overview

Consolidated Rental Car Facility (CONRAC) Interface




- CONRAC APM Station
- Customer Service Building
- Rental Car Ready/Return Parking Area
- Quick Turnaround Area (QTA)
- QTA Support Facilities
- Idle Storage
- Employee and Public Parking
- Bus Plaza
- Eliminate over 3,200 shuttle trips a day



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LAWA Procurement Timeline

- ▶ Receipt of Draft RFP October 27, 2016
- ▶ ATC Process Commences Q1 2017
- ▶ ATC Meetings (first round) Q1 2017
- ▶ ATC Meetings (second round) Q2 2017
- ▶ Receipt of Final RFP June 2017
- ▶ ATC Submission Deadline August 2017
- ▶ Technical Proposal Due November 8, 2017
- ▶ Financial Proposal Due December 20, 2017
- ▶ Select DBFOM Q1 2018
- ▶ Financial Close Q1 2018
- ▶ APM Operational Late 2023 / Early 2024

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Why LINXS? – We are Positioned to Win


- ▶ We are four of the largest international development and construction firms with combined 2015 revenues in excess of US\$75 billion, vertically integrated with each partner participating, directly or via a wholly-owned affiliate, in the development, construction and long-term operations and maintenance of the project
- ▶ Combined, we are the most successful developer and builder in North America for delivery of design-build- finance-operate-maintain (DBFOM) transportation and Public-Private Partnership (P3) rail transit projects, including the only two rail transit P3 projects in the US
- ▶ We have extensive Aviation and APM experience, including the Oakland Airport Connector APM Project in California
- ▶ We have a strong California presence with over \$30 billion worth of transportation projects delivered in the state – including the state’s largest single transportation contract and the state’s most recent transportation P3

The LINXS Developer, Design, & Construction Team



Our Commitment and Approach to Inclusivity: Collaboration. Transparency. Support.

- ▶ We have a strong record in meeting inclusivity commitments:
 - Eagle P3 Commuter Rail – 24% (20% goal)
 - Oakland Airport Connector APM – 26% (18% goal)
 - Dallas DFW Airport – 38% (Goal 37%)
 - Metro Crenshaw Line (Design) – 24% (Goal 20%)
 - Seattle 200 South Link Light Rail – 33% (Goal 16%)
- ▶ We have successfully implemented mentor-protégé programs leading to meaningful growth for SBE & LBE firms
- ▶ Our team has multiple offices in the area to improve face-to-face collaboration and as needed support throughout procurement and into execution

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We Need Your Help to Improve Access to LAX

LINXS is looking for Small Business Enterprises (SBE), Local Small Business Enterprises (LSBE), Local Business Enterprises (LBE) and other diverse businesses interested in opportunities to join our team on this important and exciting project.



We Need Your Help to Improve Access to LAX



- ▶ LAWA to establish small business goals for the AMP:
 - Small Business Enterprise (SBE): TBD
 - Local SBE (LSBE): TBD
 - Local Business Enterprise (LBE): TBD

- ▶ LINXS has a proven track record of utilizing diverse businesses including SBEs, LSBEs and LBEs.

- ▶ We are committed to meeting LAWA's goals and will build a team that reflects the rich diversity of the Los Angeles community by:
 - Performing extensive outreach to engage small businesses
 - Providing supportive services to small businesses
 - Including interested businesses in procurement opportunities
 - Giving feedback to all small business that bid work with LINXS

LAWA SBE Definition

- ▶ Independently-owned and operated business that meets the criteria set forth by:
 - The Federal Small Business Administration (SBA) 8(1) Business Development Program or
 - The State of California Small Business (SB) Program

LAWA SBE Definition

Agency	Certification Type	LAWA SBE
Federal Small Business Administration	SBA 8(a)	Yes
California Dept. of General Services	SB, MB	Yes
Caltrans	SMBE, SWBE, DBE	Yes
Los Angeles County Metro	SBE, DBE	Yes
California Unified Certification Program	DBE	Yes
US Women's Chamber of Commerce	WOSB, EDWOSB	Yes
Women's Business Enterprise Council WEST	WOSB	Yes
National Women Business Owners Corporation	WOSB, EDWOSB	Yes
City of Los Angeles	SLB	Yes

LAWA LBE Definition

A business entity that occupies work space within the County of Los Angeles, is in compliance with all applicable City of Los Angeles and County of Los Angeles licensing and tax laws, and can demonstrate one of the following:


- (i) it is headquartered in the County and physically conducts and manages all of its operations from a location in the County;
- (ii) that at least 50 of its full-time employees perform work within the boundaries of the County of Los Angeles at least 60% of their total regular hours worked on an annual basis; or
- (iii) that at least half of the full-time employees (50%) of the business perform work within the boundaries of the County at a minimum of 60% of their total, regular hours worked on an annual basis. A business entity with multiple locations within the County can aggregate 50 of its full-time employees working at least 60% of their regular hours from its different locations within the County to qualify as a Local Business Enterprise.

LAWA SLBE Definition

A business enterprise that is a Local Business Enterprise and is also a Small Business Enterprise.

How do Small Businesses get involved:

- ▶ Review your Business Profile in the LINXS SBE database
- ▶ Review on-going updates from the LINXS team
- ▶ Respond to Procurement Opportunity related emails issued by LINXS
- ▶ Make sure your SBE certifications are current
- ▶ Let us know if you could use assistance with any of the following:
 - Applying for SBE certification
 - Preparing bids
 - Getting bonding / insurance
 - Developing a safety program
- ▶ Register your firm on the LINXS website

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LINXS Procurement Process

- ▶ Identify scopes of work (SOW) for bidding
- ▶ Perform outreach to identify interested small businesses
- ▶ Develop bidders list for each SOW
- ▶ E-mail invitation to bidders requesting bid or no bid status and instructions on how to complete Pre-Award proposal pricing to assist LINXS in preparation of proposal to LAWA
- ▶ If LINXS is selected as LAWA's Design/Build Contractor, further solicitation for various packages may be requested through a new RFP/RFQ or via negotiation pending more complete engineering

Potential Business Opportunities

Contractor Services • Material Suppliers • Design & Engineering Services/Other Professional Services • Indirects

- Asphalt Paving/Milling
- APM Control Installation
- APM Prefabricated Traction Power Substations
- APM Traction Power System Installation
- Bridge Works
- Cathodic Protection
- Concrete/Accessories/Fly Ash
- Concrete Pumping
- Communications (incl CMS & FSS)
- Demolition
- Earthwork/Clearing/Grading
- Elevators
- Environmental
- Erosion Control
- Escalators/Moving Walkways
- Fencing
- ITS
- Landscape/Hardscape
- Lighting
- Maintenance of Traffic (MOT)
- Metal Deck
- Mechanical/Electrical/Plumbing (MEP)
- MSE/Noise Wall Material
- Piping/Drainage
- Signage
- Structural Steel
- Sweeping
- Traffic Signals
- Truck Hauling
- Utility Relocation

Register your Organization with LINXS

- ▶ Please visit our website and click on the **Opportunities link** for a more comprehensive list of potential opportunities.
- ▶ Register your organization's Notice of Interest with LINXS to receive RFP information and be considered for the proposal and execution phases of the APM project.


www.lalinxs.com

Register your Organization with LINXS



WEBSITE DEMO



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Networking

- ▶ Our representatives are here to meet with you and answer your questions
- ▶ The following tables are located around the room:
 - Contracts and procurement questions
 - Merriwether & Williams – insurance and bonding assistance
 - Design and construction team
 - Developer team
 - Operations and maintenance

Questions?

Please e-mail us at:

Opportunities@LALINXS.com

Thanks for attending!

