



Restore or Retreat
in partnership with the
Louisiana Coastal Protection and Restoration Authority

REQUEST FOR STATEMENT OF INTEREST AND QUALIFICATIONS

Financing Louisiana's Coast:
Maximizing and Leveraging Funding for the Future

August 3, 2017

Restore or Retreat (ROR) in partnership with The Coastal Protection and Restoration Authority (CPRA) invites you to submit a Statement of Interest and Qualifications (SIQ) for assistance with providing strategic advice to design a financial structure for several coastal wetland restoration projects, assess repayment plans through existing pledged sources, and project economic impact to the state and impacted community. SIQs should be submitted to the listed mail and email address no later than **September 1, 2017**.

ROR will conduct a comprehensive, fair, and impartial evaluation of proposals received in response to this SIQ. All Proposals received by the above deadline will be reviewed and evaluated by a committee of staff and board of ROR and staff from the Governor's Office of Coastal Activities and the CPRA. The committee will then solicit full proposals from the top two firms no later than **September 15, 2017**. The contract will be negotiated with the firm selected by ROR and will begin approximately **October 2017**.

ROR does not accept any financial responsibility incurred in order to respond to this SIQ. In addition, ROR reserves the right to accept or reject any or all SIQs, or waive any and all formalities not considered advantageous to ROR.

The general criteria to be used in evaluating responses for the selection of a potential contractor to perform these services are:

Specialized Experience (Firm and Key Personnel) Measures both the firm's and key personnel's demonstrated experience and performance on work similar to that likely to be required from this advertisement.	40 points
Professional Qualifications Measures the personal qualifications of key personnel expected to participate on work required from this advertisement, including academic attainment, professional achievements and relevant experience.	30 points
Capability of Firm Measures the ability of the firm to provide the technical/professional disciplines necessary to perform these services within the designated time frame.	30 points
TOTAL	100 points

Should you wish to respond to this request for an SIQ, please submit a written statement expressing your willingness to comply with the terms specified herein. Elaborate proposals are neither required nor desired. ROR prefers a simple presentation, but encourages the use of labeled section dividers.

Included in your SIQ shall be (1) an executive summary and/or cover letter stating the firm's particular expertise, resources and advantages they will bring to the project, and answers to the attached questionnaire (Attachment B.)

In the event the SIQ contains subcontractors, the particular task they will perform together with the relevant experience should be included.

This written statements must be provided to ROR no later than **5:00 p.m., September 1, 2017**. Statements must be addressed to:

Simone Maloz
Restore or Retreat
P.O. Box 2048-NSU
Thibodaux, LA 70310

and if not mailed, may be emailed to ROR at simone.maloz@nicholls.edu with the subject line: "CPRA Financial Services SIQ." The selected firm will be posted on the ROR and CPRA web page at www.restoreorretreat.org and coastal.la.gov.

Any questions regarding this request for statement of interest and qualification should be submitted in writing to Simone Maloz, Executive Director of Restore or Retreat at the address and email address listed above. Questions must be submitted in writing and received by 3:00 p.m., **August 25, 2017**. Individuals may also request in person meetings within this time period.

A pre-selection information sessions will be held at Greater New Orleans Inc., 1100 Poydras St #3475, New Orleans, LA, on August 17 at 10:00 am. In person attendance is encouraged, but a conference call line and/or webinar service will also be made available prior to the meeting. Details on this event shall be listed at <https://restoreorretreat.org/coastal-finance/>

Attachments

- (A) Scope of Services
- (B) Questionnaire

SCOPE OF SERVICES

Restore or Retreat and CPRA has the right to eliminate or add elements to this scope.

The Louisiana Coastal Protection and Restoration Authority (CPRA) is a state entity with authority to focus development and implementation efforts to achieve comprehensive coastal protection for Louisiana. CPRA's mandate is to develop, implement, and enforce a comprehensive coastal protection and restoration Master Plan (Coastal Master Plan).

Working with federal, state and local political subdivisions, including levee districts, the CPRA is working to establish a safe and sustainable coast that will protect our communities, the nation's critical energy infrastructure and our bountiful natural resources for generations to come.

- I. **Purpose.** Restore or Retreat will partner with CPRA to seek strategic advice with regard to:
 - (a) the development of recommendations for alternative financing scenarios for several Coastal Master Plan projects,
 - (b) assess repayment plans using anticipated funding sources, and
 - (c) project economic impact to the state and impacted communities.
- II. **Vision (Projects to be Financed).** Since the 1930s Louisiana has lost approximately 1,900 square miles of land and projections prepared for the 2017 edition of *Louisiana's Comprehensive Master Plan for a Sustainable Coast* (Coastal Master Plan) estimate that an additional 2,250 square miles of land are at risk of being lost in the next 50 years. Through its master planning process, the CPRA evaluates, models and prioritizes \$50 billion of projects and programs best able to address the ongoing land loss crisis and the increased flood risk associated with that land loss. Projects identified by the Coastal Master Plan are then matched to available revenue streams and are advanced through the process of implementation.

As the result of the *Deepwater Horizon* oil spill settlements and the maturation of the Gulf of Mexico Energy Security Act (GOMESA) into Phase II, the CPRA expects to have several billion dollars available over the next fifteen years to advance large scale projects. These projects have the ability to dramatically restore the landscape and provide flood protection, but involve complicated permitting and regulatory pathways and carry high pricetags. The work proposed in this scope of services will assist the CPRA to maximize and leverage anticipated revenue streams through the strategic combination of financial techniques and project delivery methods.

- III. Background (Sources of Financing).** Several revenue streams are committed to CPRA over the next 15 years. However, these revenue streams have staggered delivery dates that may prohibit the State from commencing construction at the earliest possible date. These include, but are not limited to:
- a. Settlement payments due to the state of Louisiana associated with *Deepwater Horizon* natural resource damages and payments to the Gulf Environmental Benefit Fund;
 - b. RESTORE Act civil penalties;
 - c. Federal mineral royalty revenue sharing under Phase II of GOMESA.

The CPRA will make available to the Contractor staff experts in each of these funding streams that can explain their eligible uses, the processes associated with drawing down the respective funds, and any known or potential risks associated with each revenue stream.

IV. Execution of Work

The Contractor shall perform all work and submit all deliverables required to accomplish the Scope of Services outlined herein. Restore or Retreat will coordinate all efforts between the CPRA and the Contractor throughout the contract period, including monitoring progress toward/completion of deliverables, and will coordinate with the Contractor as needed. The Contractor shall provide all staff, support staff, and specialists necessary to plan, perform, supervise, and deliver the required work and shall furnish all labor, equipment, and supplies necessary to perform the services required by this Scope of Services. The Contractor shall provide a fixed price necessary to complete the work outlined in the Scope of Services. For each assigned deliverable, the Contractor will submit an estimated time schedule, including project implementation and completion estimates, to the Contract Monitor for review and coordination with other project implementation elements. The fixed fee shall include any and all any travel costs incurred by the Contractor in performance of the required services.

V. Scope of Services

Services shall include all or a combination of the following: (a) analysis of revenue streams, (b) potential financing techniques, including recommendations for the most feasible and cost-efficient options, and (c) the estimated value-impact. CPRA would also welcome/consider other creative ways to structure services.

a. Analysis of Revenue Streams.

Contractor shall perform an analysis of all anticipated revenue streams available to CPRA. This analysis should include considerations such as the timing, flexibility, durability, ownership rights, custody considerations, and political considerations, related to the various revenue streams, and to the extent possible, should take into account various risks associated with respective revenue streams. CPRA will make available staff experts and documentation to support this effort.

Contractor should provide recommendations for CPRA's priority revenue streams that can be committed to financing and/or leveraging.

b. Analysis of Potential Financing Techniques.

Based on the Analysis of Revenue Streams, Contractor shall provide a report on potential financing techniques that can be used to leverage these funding streams into current assets available for implementation of coastal protection and restoration projects. This report will also issue recommendations regarding the amount of revenue to be leveraged based upon the provided suite of Coastal Master Plan projects that can be implemented over the next five years. In support of this report, CPRA will provide to the Contractor financial information on priority Coastal Master Plan projects, working schedule for implementation, cost estimates, and existing scenarios for which revenue streams could be dedicated to each project as well as staff experts able to discuss these materials.

Financing techniques for potential leveraging could include debt issuance, such as:

- (i) GO bonds, revenue bonds, and specialized bonds, such as environmental impact or green bonds;
- (ii) loans from revolving loan or infrastructure banks;
- (iii) equity financing, including public-private partnerships such as "pay for success" and "outcome-based performance contracting"; and/or
- (iv) value-capture, such as fees or special districts.

This report shall include, but not necessarily be limited to:

- feasibility;
- costs;
- duration (timing);
- risks; and
- benefits associated with each option
- and the discussion of contingency issues

c. Estimated Value Impact Projection

The final analysis shall also incorporate a brief synopsis of “return-on-investment” scenarios that scope out the current costs and returns of several key coastal projects and compare them to the future costs/returns if implemented 10, 15 and/or 20 years down the line. These synopsis is intended to highlight the future value (economic impact) of these investments relative to cost both today in the future.

VI. Deliverables

The Contractor shall meet the following progress milestones and reporting requirements:

- A. Initial assessment of anticipated revenues and existing funding scenarios
- B. Recommendations outlining the issues and objectives

- C. Draft report containing research and analysis

- D. Presentation and discussion including recommended next steps and guidance for issuing debt

- E. Final Report containing research, analysis, and recommendations

QUESTIONNAIRE

To be considered, prospective firms must submit a complete response as required by the SIQ. Firms must submit evidence of their ability to provide complete, thorough, and comprehensive responses and information for each of the following components of this SIQ:

- A. Executive Summary/Cover Sheet (maximum one (1) page)
- B. Firm Description (maximum two (2) pages)
 - a. Describe the ownership and current principals of your firm and any other firm that you propose to team with to answer this SIQ.
 - b. Describe the history and growth of your firm as succinctly as possible.
- C. Experience
Provide a written description your experience on large/complex financing packages. The submittal shall include details of this experience and a list of previous work that includes verifiable references. The submittal shall be limited to 8 pages excluding a cover letter. The proposer shall:
 - a. Provide at least five (5) examples of experience, including a reference familiar with your performance on the one of abovementioned examples of expertise (it is the proposer's responsibility to ensure that a current contact with a correct phone number is listed)
 - b. Provide any documentation of formal training
 - c. Have developed, managed, and/or closed out projects involving complex large/complex financing packages
 - d. Be able to demonstrate experience with; developing and participating in presentations for stakeholder meetings
 - e. List other major projects that key personal are also engaged with deliverables in the next six (6) months.
 - f. List any litigation in which your firm is currently engaged.
 - g. Provide details regarding any previous experience working with the Louisiana Coastal Protection and Restoration Authority, State of Louisiana, or non-profit organizations engaged in Louisiana coastal activities.
- D. Team
 - a. Designate the specific individuals to fill key roles on your team. Key personnel must demonstrate substantial experience with projects similar in size, scope and type to those described in this SIQ.
 - b. Provide for each of the above personnel:
 - i. Current resumes listing relevant project experience.
 - ii. Identify the individual, who, from project start to finish, will be the leader of your team and the principal point of contact between your firm and ROR. This individual's competence and leadership will be considered in the selection.