

Request for Proposals  
For  
**LORDSTOWN SMART LOGISTICS HUB FEASIBILITY STUDY**

**Accepted until July 30, 2021 at 2 PM**

Eastgate Regional Council of Governments

100 E. Federal St.

Suite 1000

Youngstown, OH 44503

Attn: Ken Sympson, Director of Transportation

**LEGAL NOTICE**

Sealed Proposals will be accepted until **July 30, 2021, no later than 2PM**, at Eastgate Regional Council of Governments, 100 E. Federal St. Youngstown, OH 44503.

Each team shall submit a total of one (1) copy of the Proposals in a sealed envelope clearly marked on the outside "Proposal for the Lordstown Smart Logistics Hub Feasibility Study", as well as a digital version by email to [ksympson@eastgatecog.org](mailto:ksympson@eastgatecog.org).

We are an Equal Opportunity Employer.

BY ORDER OF THE  
Executive Director, Eastgate Regional Council of Governments

James Kinnick, P.E.

NEWS PRESS/POSTED POSTINGDATE

REQUEST FOR PROPOSALS  
For  
**Lordstown Smart Logistics Hub Feasibility Study**

**1. Introduction**

The Eastgate Regional Council of Governments (Eastgate) is seeking to retain the services of a Consultant to conduct a technical feasibility study for the Lordstown Smart Logistics Hub. The Smart Logistics Hub embraces a three-pronged approach to smart logistics: (1) vehicle electrification, (2) connected and automated-ready infrastructure, and (3) future-focused freight transfer yards to maximize the efficiency, reliability, and safety of freight mobility. The Consultant will work with Eastgate Regional Council of Governments, the Ohio Department of Transportation (ODOT), the region’s new Logistics Council, and other regional stakeholders to develop an actionable strategy for infrastructure enhancements in the vicinity of the Smart Logistics Hub. The study’s findings could also potentially be applied at other freight hubs/corridors across the State of Ohio.

The study will explore the potential for a “last-mile” automated, electric freight shuttle service centered around the State Route 45 Smart Corridor and Ohio Turnpike interchange at Lordstown connecting to new manufacturing facilities (e.g. Lordstown Motors, Ultium Battery LLC) and warehousing facilities (e.g. TJX/HomeGoods distribution center), an existing industrial/warehousing area in North Jackson Township at the Interstate 76/Bailey Rd interchange (e.g. FedEx Freight, Macy’s distribution center), the former RG Steel site in Warren, Niles, Howland and Warren Townships, and other greenfield development sites and brownfield redevelopment opportunities in surrounding/connecting areas primed to attract advanced manufacturing and logistics end users. The study will assess the feasibility of inductive in-road electric charging, automated electric truck trailer transfers, solar charging within existing, underutilized right-of-way, and other emerging clean energy technologies such as hydrogen fuel cells. The study will also include an assessment of potential enhancements to existing bulk rail freight transfers at the Ohio Commerce Center, including the feasibility of adding an intermodal connection for container freight.

This is a 9-month project with concise interim summary deliverables due at the end of each phase. Emphasis will be placed on the quality and clarity of executable strategic recommendations rather than the volume of technical content. Proposals should include a strategy to execute each phase of the Scope of Services.

**2. General Scope of Services**

The Consultant will work with Eastgate, ODOT, Ohio Turnpike, Broadband Ohio, and DriveOhio, and regional stakeholders to conduct a feasibility study to advance the project and demonstrate readiness in the eyes of federal funding agencies and private technology partners. The feasibility study will culminate in a series of recommended projects and initiatives utilizing a streamlined four-phase planning process:

- 1) *Stakeholder & Technology Industry Partner Outreach* - Conduct stakeholder interviews with targeted freight users including logistics & manufacturing companies, site selectors, and technology partners and summarize input.

- 2) *Existing & Future Freight Needs Assessment* - Analyze existing freight logistics network to identify system needs to optimize efficiency, safety, and sustainability with the primary goal of attracting private sector investment in distribution centers/advanced manufacturing facilities in the region.
- 3) *Evaluation of Potential Smart Logistics Enhancements*– Identify, evaluate, and screen proposed enhancements based on factors including technical feasibility, return on investment, sustainability, and attractiveness to existing logistics tenants and future end users. Develop short list of proposed smart logistics enhancements with high technical readiness level for near-term implementation through 2022 federal grant application and full list of medium to long-term projects/initiatives.
- 4) *Strategic Implementation Plan* Establish actionable action plan including project timing (short, medium, and long-term action items), prioritization, responsible parties, funding sources/innovative financing opportunities, and project development costs.

The study will be developed using a scenario planning approach. Consultant will work with Eastgate to develop the appropriate scenarios during Phase 2 after completing the Phase 1 outreach. It is anticipated that three (3) planning scenarios will be developed that account regionally for a: (i) continued loss of economic activity, (ii) stable economy, and (iii) economic turnaround and job growth.

The study will advance numerous ODOT Access Ohio 2045 (AO45) strategies initiatives to:

- Embrace a connected and autonomous future,
- Proactively address transportation safety, security, and environmental risks, and
- Expand the state’s economy and workforce.

### 3. Project Schedule, Deliverables & Budget

The selected team will be involved in determining the detailed schedule and deliverables for each phase. At the completion of this project, the goal is to pursue outside funding assistance to implement the strategic recommendations. It is anticipated that a draft list of enhancements will be due no later than six (6) months after the date of authorization to pursue federal funding assistance (e.g., USDOT RAISE grant) in 2022. The draft list of enhancements will focus on project elements with a high technical readiness level for near-term implementation.

<i>Anticipated Milestones</i>	<i>Description</i>
August 16, 2021 – Authorization to Proceed	Detailed scope of work & executed contract
October 18, 2021 – Phase 1 Outreach complete	Conduct stakeholder interviews with targeted freight users and summarize input
December 13, 2021 -Phase 2 Needs Assessment complete	Analyze existing freight logistics network to identify system needs to optimize efficiency, safety, and sustainability
February 14, 2022 – Phase 3 Draft List of Enhancements	Short list of proposed smart logistics enhancements for near-term implementation through 2022 federal grant application
March 28, 2022 – Phase 3 Final List of Enhancements	Full list of proposed smart logistics enhancements including medium/long-term projects
May 16, 2022 – Phase 4 Strategic Implementation Plan complete	Project timing, prioritization, responsible parties, funding sources/innovative financing opportunities, and project development costs

This study is funded in part through ODOT Statewide Planning & Research Part A planning funds. The total budget for the project shall not exceed \$500,000.

#### **4. Proposal Contents**

The objective is to enter into a contract with a Consultant to provide the above-referenced Scope of Services. Minimum Qualifications In this section, provide documentation that a Consultant has performed at least three (3) similar projects that addressed connected/automated freight mobility and electrification. Failure to meet these minimum qualifications will cause the Proposal to be considered non-responsive, and it will be removed from further consideration.

##### *Section A. Consultant's Experience/ Available Staff's Experience*

In this section of the Proposal, provide information regarding the Consultant's experience with each main workstream within the past three years. Please provide at least three (3) references for such services. Provide the resumes of the key personnel (prime and/or subcontractor) capable of providing the services. Please also include an organization chart identifying name, title, and firm for each key staff member and how the project team will interact with Eastgate.

##### *Section B. Project Scope of Work*

In this section of the Proposal, describe your proposed approach to the project and your methodology for executing the Scope of Services. Take this opportunity to specify any unique characteristics that may distinguish you from other potential consultants for these services. Describe the strategy, action plan, and deliverable for each project phase. Please include a timeline for each activity and limit your response to five (5) pages.

##### *Section C. Other Relevant Information*

Submit any information that distinguishes Consultant as a leader and innovator in the field of smart logistics, vehicle electrification, and other alternative energy fuel sources. Provide other relevant information not illustrated in the previous two sections.

##### *Section D. Interview/Presentation*

Based on the Proposal content submitted in Sections A-C, up to three (3) Consultants will be chosen to give a presentation and be interviewed, in person, by the selection team. There will be no compensation for coming to Eastgate's office for the presentation/interview.

#### **5. Disadvantaged Business Enterprise (DBE) Participation Goal**

There is a **5%** DBE participation goal for this contract.

## 6. Proposal Evaluation Criteria

A selection committee will rank each item of the Proposal based on the maximum possible points listed below. Listed categories will be evaluated by each member of the selection committee.

There is no category for rating a narrative approach on its merits. A narrative approach may be considered, where appropriate, to expand a consultant's explanation regarding any of the following evaluation categories.

### A. (Up to 30 points) "Consultant's Experience" / "Available Staff's Experience"

Consider the Consultant's experience within the past three (3) years with the type of service offered to the Eastgate. Review the references provided by Consultant and evaluate the firm based on:

- i. Quality of services provided
- ii. Relevance of the services provided to the project's Scope of Services
- iii. Effort to meet DBE Participation Goal

Consider the resume of the key personnel in each applicable area of services to be authorized. Evaluate the "Available Staff's Experience" in the following categories:

- i. Project Manager
- ii. Specific staff experience relevant to automated/connected trucks, wireless vehicle communications and broadband needs, vehicle electrification including dynamic charging, intermodal freight truck-rail transfers, alternative energy sources (solar), hydrogen fuel cells, yard operations, dedicated freight lanes/facilities, and supply chain operations

### B. (Up to 50 points) "Project/Contract Methodology"

Evaluate each firm based on its proposed methodology for execution of this contract. Consider each firm's understanding of the purpose and scope of this project/contract. Evaluate soundness of the strategy and how Consultant intends to conduct each project phase.

### C. (Up to 20 points) "Other Evaluation Categories"

Evaluate each Consultant as a leader and innovator in the field of smart logistics and vehicle electrification. This may include, but not limited to, innovative ideas and established relationships working with smart mobility and vehicle electrification industry technology leaders.

## 7. Requirements for the Proposals

Instructions for Preparing and Submitting a Proposal:

1. Provide the information requested in the Request for Proposals Content in the same order listed, in a letter signed by an officer of the firm. Do not send additional forms, resumes, brochures, or other material.
2. Proposals shall be limited to ten (10) 8½" x 11" single-sided pages.
3. Please adhere to the following requirements in preparing and binding letters of interest:

- a. Please use a minimum font size of 12-point and maintain margins of 1" on all four sides.
- b. Page numbers must be centered at the bottom of each page.
- c. Use 8½" x 11" paper only.
- d. Bind proposals by stapling at the upper left-hand corner only. Do not utilize any other binding system.
- e. Do not provide tabbed inserts or other features that may interfere with machine copying.

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Eastgate retains the option of rejecting or accepting any RFP.

### **Schedule**

- |                                               |                        |
|-----------------------------------------------|------------------------|
| 1. Request for Proposals (RFP) Advertisement: | July 1, 2021           |
| 2. Proposals due:                             | July 30, 2021          |
| 3. Interviews/Presentation:                   | Week of August 9, 2021 |
| 4. Target award date:                         | August 16, 2021        |