

Request for Qualifications

California Stormwater Quality Association (CASQA)



Services to Define the Economic Value of Urban Stormwater Capture in California

Release: June 23, 2022
Submittals Due: 5:00pm, August 5, 2022
Interviews: August 22, 2022

Table of Contents

| | |
|---|---|
| Introduction | 3 |
| Scope of Services | 3 |
| Contract Term | 3 |
| Estimated Budget | 3 |
| Future or Additional Work | 4 |
| RFQ Schedule | 4 |
| Submittal Format and Process | 4 |
| Evaluation and Selection Process | 5 |
| Reserved Rights | 6 |
| | |
| Appendix A | CASQA’s Standard Agreement for Professional Consultant Services (provided upon request) |
| Appendix B | Scope of Services |

Introduction

The California Stormwater Quality Association (CASQA) is pleased to announce this Request for Qualifications (RFQ) for services to Define the Economic Value of Urban Stormwater Capture in California. The purpose of the RFQ is to identify the most qualified organization(s) to provide these services in support of [CASQA's Vision](#) and annual priorities.

This RFQ is open to individual organizations and to teams of organizations. **The lead / primary organization must be a college, university, or nonprofit organization.** Interested organizations are invited to provide Statement of Qualifications (SOQs) in response to this RFQ. The SOQs will be reviewed and evaluated against criteria by a selection group designated by CASQA's Executive Director. CASQA intends to establish a contract with the selected individual organization and/or team of organizations to provide the services described below.

SOQs shall be submitted by organizations that have a capable and demonstrable background in the type of work described below. Additionally, interested organizations shall have sufficient, readily available resources in the form of trained personnel, support services, specialized consultants, and financial resources to carry out work without delay and within the specified budget.

Organizations will be expected to sign CASQA's Standard Agreement for Professional Consultant Services (Appendix A, available upon request). Any exceptions to CASQA's Standard Agreement for Professional Consultant Services must be noted in the transmittal letter for the Statements of Qualifications.

Scope of Services

A short summary is provided below and the more complete scope of services for the project is included in Appendix B. The tasks identified in Appendix B are provided as guidance for preparing SOQs. The final scope of work(s) will be negotiated with the selected organization(s).

SERVICES TO DEFINE THE ECONOMIC VALUE OF URBAN STORMWATER CAPTURE IN CALIFORNIA

| | |
|------------------------------------|--|
| Budget Estimate for Task 1: | \$50,000 - \$60,000 |
| Budget Estimate for Task 2: | TBD (based on annual budget allocation and funding) |
| CASQA Subcommittee: | Stormwater Capture and Use Subcommittee |

Stormwater is a resource with social, economic, and ecological value that is underutilized in California's water portfolio. Urban stormwater capture has the potential to augment California's water supplies, improve water quality, mitigate urban heat island effects, and increase open green space. Part of the problem is that many early stormwater capture and use projects were developed with water quality compliance as the primary driver, which frames stormwater as a problem and the solution as a costly investment. Adding to the problem, stormwater programs throughout the state are underfunded as they often lack a dedicated revenue source and compete for funding with other essential services such as police, fire, and park departments. To increase investment in this critical resource, this project aims to define the economic value of urban stormwater capture in California.

Contract Term

Services will be initiated in 2022, with the contract term extending through December 31, 2025. Task 1 should be completed by summer / fall of 2023.

Estimated Budget

Funding for these services is determined on an annual basis (Year 1: notice to proceed through December 31, 2022; Subsequent Years: January 1 through December 31). For context, the budget for Task 1 is \$50,000 to \$60,000,

which will be allocated annually in a task order. Any additional work beyond Task 1 is subject to future funding and budget allocations.

Future or Additional Work

No additional budget or work, beyond what is identified for the project, is guaranteed or implied. Regardless of the contract term, CASQA reserves the right to (1) limit the scope of work as defined in this RFQ, (2) conduct additional RFQs / RFPs in the future for any additional work that results from this initial project, and/or (3) utilize this RFQ process to award additional work, consistent with but in addition to the work identified in this RFQ, to the selected consultant(s) during the contract term.

RFQ Schedule

- RFQ release: June 23, 2022
- Questions due to CASQA@casqa.org: July 8
- Responses to questions provided on the [CASQA website](#): July 13, 2022
- SOQs due: 5:00 PM, Friday, August 5, 2022
- Interviews with selected organizations, as requested by CASQA: Monday, August 22, 2022 (notifications will be sent the week of August 16, 2022)
- Board of Directors approval of contractor selection and contract: Anticipated - Wednesday, September 7, 2022

Submittal Format and Process

SOQ FORMAT

The total allowable number of pages in the SOQ PDF file is **15 pages max** (note, page limit includes all sections specified below, including cover letter, resumes, and rate sheets).

Each SOQ shall include the following sections:

- **Transmittal letter:** Provide a cover letter that includes the following:
 - Description / statement of interest in being selected to conduct the project.
 - Basic contact information for the individual responsible for the SOQ and to whom correspondence should be addressed, including name, title, address, telephone number, and email address.
 - Statement affirming the organization has sufficient, readily available resources in the form of trained personnel, support services, specialized consultants, and financial resources to carry out work without delay and within the specified budget.
 - Statement affirming that the identified key staff will actively work on the project.
 - Include any exceptions to CASQA's Standard Agreement for Professional Consultant Services in the transmittal letter.
- **Understanding Needs of CASQA:** Describe the organization's understanding of the needs of CASQA with respect to defining the economic value of urban stormwater capture.

- **Approach to the Project:** Include a description of the approach(es) consultant proposes to use to address the Scope of Services, including an organizational chart identifying the proposed project manager and key staff for providing services to address the Scope of Services. Address approach to coordination with CASQA and potential partners. Provide a schedule to complete the services of Task 1 within one year from the notice to proceed.
- **Organization's Qualifications and Experience:** Provide a detailed description of the organization's qualifications and experience providing services relevant to defining the economic value of stormwater. Descriptions should include the details of providing the same or similar services to other municipal or water advocacy-based organizations or associations, including client and contact information, task, project, or program name, description of services provided, years of service, budget, and roles of key staff. Proven leadership of economic evaluations of water projects within California's complex water system shall be highlighted in the project descriptions. **The lead / primary organization must be a college, university, or nonprofit organization.**
- **Staff Qualifications and Experience:** Provide descriptions of the specific qualifications and experience of the key staff proposed to provide services. Proven leadership of economic evaluations of water projects within California's complex water system shall be highlighted in key staff resumes.
- **References:** Provide three references, which should be for as recent and as relevant experience as possible. For each reference, provide contact information, and a brief description of services provided, years of service, budget, ability to meet schedule / deadlines, and roles of key staff.
- **Proposed Fee Schedule:** Provide the organization's current standard fee schedule, indicating fees for labor by staff or position, other direct costs, and fees and any indirect costs. Please note that the fee schedule will apply for the full contract term.
- **Resumes:** Provide brief resumes of key staff.

SOQ PROCESS

- **Questions:** In developing the SOQ, if any interested organization's wish to submit questions, they must be submitted to CASQA@casqa.org by Friday, July 8, 2022. CASQA will post responses to all questions received by that date to [our website](#) by July 13, 2022.
- **SOQ Submittal:** SOQs shall be submitted in electronic format (PDF) only to CASQA at CASQA@casqa.org by 5:00 PM, Friday, August 5, 2022. Late or incomplete SOQs will not be considered. Complete SOQs submitted timely will be reviewed and evaluated.

Evaluation and Selection Process

CASQA will use the following process to evaluate, identify, and select a consultant(s) for the project(s).

RESPONSIVENESS REVIEW

CASQA will conduct an initial review of SOQs to ensure they are responsive to the requirements of this RFQ. If an SOQ does not include sufficient information to allow CASQA to evaluate the SOQ in any of the selection criteria below, the SOQ may be considered non-responsive.

SOQ EVALUATION PROCESS, INCLUDING SELECTION CRITERIA

SOQs determined to be responsive to this RFQ will be evaluated according to the following criteria:

- Understanding needs of CASQA and its member agencies
- Approach to the project
- Qualifications and experience of organization providing the same or similar services
- Qualifications and experience of key staff in providing same or similar services
- Demonstrated ability to meet deadlines and budgetary requirements
- Overall quality, clarity, and completeness of submittal

INTERVIEWS

At CASQA's discretion, interviews may be conducted. Organizations that are invited to interview will be notified the week of August 16, 2022. Interviews will be held on August 22, 2022.

NOTIFICATION

CASQA will notify all respondents who submitted an SOQ whether or not they have been selected for the project.

Reserved Rights

CASQA reserves the right to reject any and all SOQs. CASQA reserves the right to determine an SOQ is non-responsive to this RFQ and stop the evaluation of such an SOQ. CASQA reserves the right to decline to enter into a contract with a consultant for any reason that CASQA, in its sole discretion, determines.

Appendix A



CASQA's Standard Agreement for Professional Consultant Services

(provided upon request)

Appendix B



Scope of Services:
Support Services to
Define the Economic Value of Stormwater

Support Services to Define the Economic Value of Stormwater

| | |
|------------------------------------|---|
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BACKGROUND

Stormwater is a resource with social, economic, and ecological value that is underutilized in California's water portfolio. Urban stormwater capture has the potential to augment California's water supplies, improve water quality, mitigate urban heat island effects, and increase open green space. Part of the problem is that many early stormwater capture and use projects were developed with water quality compliance as the primary driver, which frames stormwater as a problem and the solution as a costly investment. Adding to the problem, stormwater programs throughout the state are underfunded as they often lack a dedicated revenue source and compete for funding with other essential services such as police, fire, and park departments. To increase investment in this critical resource, this project aims to define the economic value of urban stormwater capture in California.

In policies focused on water supply, stormwater is severely underrepresented. For instance, on July 28, 2020, California state agencies developed a "water resilience portfolio" to describe a set of actions to meet California's water needs. Stormwater, however, was mentioned 13 times whereas "groundwater" had an astounding 284 mentions. This is in contrast to the reality that stormwater capture is a sustainable and resilient resource with multiple benefits including infiltrating stormwater for groundwater recharge. The quantity of urban stormwater available may be significant. The California Department of Water Resources (DWR) Report "Water Resources Available for Replenishment," estimates that 1.5 million acre-feet per year of stormwater could be diverted for replenishment purposes, but that is expected to be just a fraction of the resource that is available. A more recent report by the Pacific Institute (Cooley, 2022) estimates the urban stormwater capture potential in California to be between 770,000 acre-feet in low precipitation years and 3,900,000 acre-feet per year for high precipitation years.

Augmenting water supply is but one of the many economic values of stormwater capture. In fact, economic analyses to date have tended to focus on comparing captured stormwater to other water supply sources. This approach severely underrepresents stormwater's true value and constrains its perceived value only to water supply.

Urban stormwater capture provides many other valuable benefits, such as improved water quality, reduced urban heat island effects, recreation, reduced localized flood impacts, increasing open green space, and many others. These additional benefits of urban stormwater capture are rarely quantified for their social and environmental value. Many recent evaluations of the value of stormwater merely rely on comparisons to the cost of water supply for that location. To shift the perception of stormwater capture infrastructure as only a cost, the economic value of all benefits need to be defined and quantified.

By defining the economic value of stormwater, CASQA will empower member agencies and communities, including disadvantaged and smaller communities, to advocate for stormwater capture projects and funding based on their true value. To truly transform California's infrastructure, significant, generational investment is needed. Therefore, at a broader scale, defining the economic value of stormwater may have the potential to empower policy makers to advocate for and invest in stormwater capture.

DESIRED OUTCOME

Advance CASQA's Strategic Plan and *Vision for Sustainable Stormwater Management* by defining the economic value of urban stormwater capture in California. The goal is to provide quantitative / monetized assessments of the economic value of stormwater at two scales(1) statewide (to increase advocacy for and investment in stormwater

capture by policy makers) and (2) at the local / project scale (provide quantifiable benefits, not just costs, for stormwater capture projects).

SCOPE

Task 1: Define the Economic Value of Urban Stormwater Capture at the Statewide Scale

The focus of this task is to conduct an economic evaluation using publicly available resources to define the economic value of urban stormwater capture at the statewide scale. To date, the only information that is communicated to policy makers is the cost of the investment. By defining the monetized value of stormwater, the primary goals are to increase awareness of the economic value of stormwater, increase public investment in this valuable infrastructure, and increase climate resiliency and create more livable communities.

The economic evaluation should consider the multi-benefits that stormwater capture provides, including factors such as water supply augmentation, increased green and open space, water quality benefits, and other public benefits, at the statewide scale and potentially at a regional scale.

The final product should be able to answer the following questions:

- What are the factors that provide economic value for stormwater capture? What is the value of each of those factors?
- What are the primary economic value drivers at the statewide scale? Within specific regions?
- How does climate change / drought impact the economic value of stormwater capture?
- What is the monetized value of urban stormwater capture for California? Within specific regions?

What CASQA will provide as a project partner:

- Technical guidance on stormwater capture and municipal needs, from a team of leading experts in stormwater
- Access to available data from CASQA members and other partners that may prove relevant
- Routine (monthly) calls to discuss stormwater-related aspects of the work
- Collaboration and coordination with other partner organizations (e.g., the California Water Boards, NGOs, other water resource associations). These organizations may serve as a review / advisory panel for the final report.

Deliverables:

- A draft and final draft report in CASQA report format (includes acknowledgement and credit to the authors)
- Participation in virtual meetings to discuss and review comments

Task 2: Develop Resource / Tool / Guidance to Assess the Economic Value of Stormwater at the Local / Project Scale¹

The goal of this task is to provide a tool that communities can use to evaluate and advocate for local stormwater capture projects. Currently, the only information that is considered is the cost of a particular project. Even if funding becomes available, projects are assessed by their cost, rather than their value. By adding the value of the project, the goal is to increase implementation of stormwater capture projects in communities.

¹ Available funding for all tasks is currently \$50,000 - \$60,000. The primary goal is to first focus on Task 1, and if budget remains, to focus on Task 2. Additional funding may be available in future years, but is unknown at this time.

Tasks include:

- Compile and analyze the existing literature on the economic value of various factors identified under Task 1 for a project scale. This task should be based on / utilize the results of Task 1 (e.g., consider all relevant social, environmental, and economic benefits).
- Develop a resource such as a tool or guidance document for use by stormwater engineers, planners and / or scientists to determine the economic benefits of a proposed stormwater capture project.

Deliverables:

- A resource such as an excel tool and guidance document to assess the economic value of stormwater at the local and project scale.

SCHEDULE

Implementation of tasks will commence upon notice to proceed (anticipated September 2022), with an initial budget and scope for 2022. The schedule, scope of services and budget for any subsequent years will be developed annually as part of the annual task order. Targeted completion for Task 1 is by Summer / Fall of 2023.