

Requests for Clarification Received

June 22, 2016: No questions received.

July 22, 2016:

*Q: Due to our internal restrictions for distributing financial information, I need to provide this information to you separate from the 10 bound copies discussed below. What alternative would be best for you? I can e-mail you the info or provide a different set of 10 bound copies?*

A: Confidential information must be included in the copies and should be marked as such.

*Q: What format do you want for the "disclosure statement identifying the state of the company's financial standing". To us this is the opinion letter at the front of our audited financial statements. Do you want some separate letter? I may need a sample to give you what you are expecting. We do not have a credit rating as we are privately held.*

A: The disclosure statement is intended to provide the Proposer a narrative opportunity to discuss the financial position of their organization as of the date of the Proposal. Discussion should include any material changes between the most recent audited financial statements provided and the unaudited interim reports as well as through the date of Proposal submission. Discussion on financial ratios, comparing historical, current and projected figures is helpful. It can also be used to explain the basis of unaudited current or projected reports to allow M-1 RAIL's selection committee to better understand your financial picture. For example, if your organization's unaudited interim financial report shows a material net loss, it would be helpful to understand if that loss is attributed to a particular line of business, cyclical nature of business, and how the Organization intends to manage the loss and return to profitability.

*Q: For the unaudited interim financial statements I wanted to let you know we do NOT create cash flow statements except for our fiscal year end so that piece will be missing. But it WILL be in the three years of previous audited financials.*

A: M-1 RAIL's RFP requires unaudited balance sheet, income statement and cash flows. However, M-1 RAIL reserves the right to waive the requirement of cash flows if it serves the interests of the Project. M-1 RAIL also reserves the right to make inquiries as it deems necessary to ensure the financial capacity of the Proposer is acceptable.

*Q: For items E, F, G, and H do you just want a memo? As above I am not sure what you are expecting and would love to see a sample or style that you expect so I can get it right the first time.*

A: A written description will suffice

*Q: Regarding letter "I", FTA means Federal Transit Authority, correct? This last item is not really financial information so I wanted to confirm it belongs in this section.*

A: FTA is the Federal Transit Authority.

July 25, 2016:

*Q: Please clarify A.2 d. Hiring and Training Staff?*

A: Proposers should elaborate on their plan to hire and adequately train additional staff, if needed, to provide the appropriate level of service needed to fulfill the duties of the Contract.