



Office of Procurement
RFQ MDOT-RLC-2025
Concession of Services for MDOT-Owned Freight Railroad Lines on Maryland's Eastern
Shore and in Delaware through Public-Private Partnership (P3)
Addendum #4
July 28, 2025

Addendum #4 is being issued to provide Answers to Questions submitted by Firms for the above-named RFQ. All information contained herein is binding on all offerors who respond to this RFQ.

Questions and Answers

Question 1. Is there a data room that has some existing financial information for the carloads?

ANSWER 1. Per Section 3.3 of the RFQ, a Data room will be available for short-listed proposers only.

Question 2. For the carload count, what is the annual carload number that MDOT is using?

ANSWER 2. The table shows annual ranges from 2018-2024 in the final column by line and monthly ranges by year by line.

2.4 Carload Data

| Line | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | Annual Total Range |
|---------------------------|--------|--------|--------|--------|--------|--------|---------|--------------------|
| Centreville & Chestertown | 46-96 | 31-78 | 32-67 | 41-171 | 82-172 | 64-169 | 137-204 | 573-1909 |
| Cambridge | 72-254 | 77-197 | 39-126 | 50-130 | 36-154 | 38-144 | 57-159 | 1014-1479 |

Question 3. With this being a public bid process, we cannot share our detailed financials at this point. Will a "Letter of Credit" suffice for the RFQ?

ANSWER 3. Per Section 6.5 (Table) Volume 2 – Financial Capability: Proposer Team Financial Experience and Resources to see the specific submittals required. With respect to confidentiality, please review Section 3.8 of the RFQ.

Question 4. Pass/fail criteria (d) states, "The Lead Rail Team Member is currently approved by the STB to perform operations associated with a railroad currently serving freight rail customers." Section 8.3.1 (b) defines the Lead Rail Team Member as "The "Lead Rail Team Member", means either the P3 Operator or such other subcontracted member of the Proposer Team which will be responsible for freight



rail operations and which will be the STB designated and approved railroad operator.”

If you have to pass all Pass/fail criteria, and the Lead Rail Team Member is a required Principal Participant, then you have to currently be operating a railroad to apply for this opportunity.

Is it MDOT’s intention to only allow entities that are currently operating railroads to apply?

ANSWER 4. It is MDOT’s intention to maintain the Pass/Fail Criteria as written.

Question 5. I have signed up in eMMA but was wondering about one of the questions. It asked where in Maryland the applicant currently operates. There is no option other than a Maryland County (or the state itself) – so I needed to choose one even though we do not operate in Maryland currently. Is it required to have a current operation in Maryland? Can a proposer submit for BPM051767 (REQUEST FOR QUALIFICATIONS For Concession of Services for MDOT-Owned Freight Railroad Lines on Maryland’s Eastern Shore and in Delaware through Public-Private Partnership (P3)) if proposer currently does not have an active service area in the State of Maryland.

ANSWER 5. The section in eMMA is completely voluntary and doesn't affect the submission requirements for the Request for Qualifications (RFQ) for the MDOT-Owned Freight Railroad Lines P3 project.

End of Addendum #4

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By: freightrailp3@mdot.maryland.gov