

Request for Proposals ("RFP")

**RFP Title: Appellate Judicial Attorney
Institute (AJAI)**

RFP Number: CRS-AK-471

(Full Service)

PROPOSALS DUE:

**July 25, 2025 NO LATER THAN 11:59 PM
PACIFIC TIME**



Judicial Council of California

1.0 BACKGROUND INFORMATION

- 1.1 Judicial Council of California. The Judicial Council of California (“Judicial Council”), chaired by the Chief Justice of California, is the chief policy making agency of the California judicial system. The California Constitution directs the council to improve the administration of justice by surveying judicial business, recommending improvements to the courts, and making recommendations annually to the Governor and the Legislature. The council also adopts rules for court administration, practice, and procedure, and performs other functions prescribed by law. The Judicial Council of California is the staff agency for the council and assists both the council and its chair in performing their duties.
- 1.2 The Appellate Judicial Attorney Institute provides updates on substantive law and procedure, as well as a forum for refining skills and sharing innovative practices.
- 1.3 History of the program.
- 2024 Anaheim Majestic Garden
 - 2023 Sheraton Gateway Los Angeles
 - 2022 San Francisco Grand Hyatt
 - 2020 Anaheim Majestic Garden
 - 2019 Pullman Hotel, Redwood City
 - 2018 Pacific Palms Hotel, City of Industry
 - 2017 Dolce Hayes Conference Center, San Jose

2.0 DESCRIPTION OF SERVICES AND DELIVERABLES

- 2.1 Program. The Judicial Council of California seeks the hotel or conference center for the following program:
- Title: Appellate Judicial Attorney Institute (AJAI)
 - Dates: 1st choice: April 21 – 25, 2026
2nd choice: April 14 – 18, 2026
3rd choice: April 26 – 30, 2026
(The dates are listed in order of preference)
 - Description: Furnish sleeping rooms, meals and facilities for the program
 - Location: Downtown San Francisco, San Jose, Santa Clara, Downtown Sacramento, Downtown Los Angeles/ LAX, Anaheim, Santa Ana, Long Beach, Costa Mesa, Downtown San Diego.
(Locations are not listed in order of preference)
 - Payment: U.S. Bank National Association Travel Payment Services Card (TPSC); this payment method will serve as a guarantee of the Program and will eliminate the need for a credit application or purchase order for this function.
- 2.2 Maximum Rates and Fees. Preference will be given for costs proposed within the maximum rates and fees established by the Judicial Council of California, as set

forth below. However please submit hotel's best available rate if the budgeted room unit rate listed below cannot be accommodated.

- Judicial Council of California's maximum meeting and function rooms rental: \$10,000.00
- Judicial Council of California's maximum termination fee: \$10,000.00
- Judicial Council of California's budgeted sleeping room unit rate:
- Downtown San Francisco: \$210.00
- City of San Jose and Santa Clara: \$192.00
- Downtown Sacramento: \$150.00
- Downtown Los Angeles/ LAX, Long Beach: \$175.00
- Anaheim, Santa Ana, Costa Mesa: \$175.00
- Downtown San Diego: \$199.00
- Judicial Council of California's budgeted food and beverage unit rates for group meals, *inclusive of tax and service charge*, are noted below. Please submit the hotel's best available rates if the budgeted rates cannot be accommodated.

Breakfast	Coffee/Tea Service	Lunch	Dinner
\$25.00	\$8.00	\$40.00	\$40.00

- 2.3 The Judicial Council of California does not retain the services of third party or outsourced representation. All quoted rates are to be net, not commissionable.

3.0 TIMELINE FOR THIS RFP

The Judicial Council of California has developed the following list of key events related to this RFP. All dates are subject to change at the discretion of the Judicial Council of California.

EVENT	DATE
RFP issued	July 11, 2025
Deadline for questions to conferenceQandA@jud.ca.gov	July 17, 2025 by 11:59 PM
Questions and answers posted (<i>estimate only</i>)	July 18, 2025
Latest date and time proposal may be submitted to: ConferenceRFPs@jud.ca.gov	July 25, 2025 by 11:59 PM
Evaluation of proposals (<i>estimate only</i>)	Week of August 4, 2025

EVENT	DATE
Short list of venues to be determined and site visits or interviews to be arranged (<i>estimate only</i>)	Week of August 11, 2025
Notice of Intent to Award (<i>estimate only</i>)	Week of August 25, 2025
Negotiations and execution of contract (<i>estimate only</i>)	Week of September 22, 2025
Contract start date (<i>estimate only</i>)	September 23, 2025
Contract end date (<i>estimate only</i>)	May 30, 2026

4.0 EVALUATION OF PROPOSALS

At the time proposals are opened, each proposal will be checked for the presence or absence of the required proposal contents. The Judicial Council of California will evaluate the proposals on a 100-point scale using the criteria set forth in the table below. Award, if made, will be to the highest scored proposal.

CRITERION	PERCENTAGE
Cost	30
Acceptance of Terms and Conditions	10
Date Preference	5
Property/ Meeting space	35
Food and Beverage: Detailed customized menu	15
Other Program Needs	5
Total	100

5.0 RFP ATTACHMENTS

The following attachments are included as part of this RFP:

ATTACHMENT	DESCRIPTION
Attachment 1: Administrative Rules Governing RFPs (Non-IT Services)	These rules govern this solicitation.
Attachment 2: Judicial Council of California Standard Terms and Conditions	If selected, the person or entity submitting a proposal (the “Proposer”) must sign a Judicial Council of California Standard Form agreement containing these terms and conditions (the “Terms and Conditions”).
Attachment 3: Proposer’s Acceptance of Terms and Conditions	On this form, the Proposer must indicate acceptance of the Terms and Conditions or identify exceptions to the Terms and Conditions. An “exception” includes any addition, deletion, or other modification. If exceptions are identified, the Proposer must also submit a red-lined version of the Terms and Conditions that clearly identifies the

ATTACHMENT	DESCRIPTION
	benefit to the Judicial Council from the proposed exception and provides a written explanation or rationale for each proposed exception. NOTE: A material exception, as determined by the Judicial Council in its absolute and sole discretion, to any of the Terms and Conditions will render a proposal non-responsive.
Attachment 4: Darfur Contracting Act Certification	Proposer must complete the Darfur Contracting Act Certification and submit the completed certification with its proposal.
Attachment 5: General Certifications Form	Proposer must complete the General Certifications Form and submit the completed form with its proposal.
Attachment 6: Submission form for Technical and Cost Proposal	This form details the technical and cost requirements for the program and must be completed and submitted in response to RFP's technical requirements.

6.0 SUBMISSIONS OF PROPOSALS

- 6.1 Proposals should provide straightforward, concise information that satisfies the requirements of the “Proposal and Cost Contents” section below.
- 6.2 The Proposer must submit its proposal by emailing it to the following Judicial Council mailbox: ConferenceRFPs@jud.ca.gov. Proposers must indicate the RFP number and RFP title in the subject line of the email and on each attachment submitted.
- 6.3 Proposals must be delivered by the date and time listed on the coversheet of this RFP. The only acceptable proof of delivery for submittals made by email will be the automated receipt (with a date and time receipt) generated by the Judicial Council mailbox upon the successful receipt of the Proposer’s emailed proposal. Submission acceptance will be based on the date and time the emails are received by the Judicial Council.
- 6.4 Late proposals will not be accepted. Proposals received after the deadline will be rejected without review.
- 6.5 Only complete proposals submitted via email will be accepted. Incomplete submittals may be rejected without review.

7.0 PROPOSAL and COST CONTENTS

- 7.1 Technical and Cost Proposal (Attachment 6). The following information must be included in the technical and cost proposal. A proposal lacking any of the

following information may be deemed non-responsive. Rates exceeding the stated maximums may impact hotel's ranking in the evaluation process.

- A. Legal name and address of firm (Proposer), the Sales Contact's name, title, telephone numbers and email address, website, federal tax identification number, business license information, ADA information, construction/renovation information, hotel check-in/out time, guest room reservation cancellation policy, amount held for incidentals, direct billing/master account information, and dates offered. Note that if Proposer is a sole proprietor using his or her social security number, the social security number will be required before finalizing a contract.
- B. Propose sleeping room schedule with unit rate(s) and proposed cut-off date for reservations.
- C. Propose the dollar amount for tax and/or surcharges on sleeping rooms.
- D. Propose meeting and function room schedule, including date, time and a description of the meeting and function room (noting dimensions, any odd shapes, angles, pillars and other salient characteristics). Propose schedule based upon the estimated meeting and function room block indicated on Attachment 6. Answer ADA compliance and AV questions.
- E. Propose meeting and function room rates.
- F. Propose termination fee and corresponding effective deadline date.
- G. Propose food and beverage menus, and food and beverage unit rate(s) inclusive of sales tax and service charge based on budgeted unit prices as stated in Section 2.
- H. Other Program Needs:
 - 1. Propose parking passes, complimentary passes and normal parking rate(s), inclusive of any service charges, gratuity, and/or sales tax.
 - 2. Propose internet fees for meeting space and individual guest rooms.
 - 3. Propose concessions.
- I. Propose transportation options.
- J. Provide the signature of the Proposer.

NOTE: It is unlawful for any person engaged in business within this state to sell or use any article or product as a "loss leader" as defined in Section 17030 of the Business and Professions Code.

7.2 Acceptance of the Terms and Conditions.

- A. On Attachment 3, the Proposer must either indicate acceptance of the Terms and Conditions or clearly identify exceptions to the Terms and Conditions in the Standard Agreement (Attachment 2).
- B. If exceptions are identified, the Proposer must also submit a red-lined version of the Terms and Conditions that clearly tracks proposed changes, and a written explanation or rationale for each exception and/or proposed change.

NOTE: A material exception, as determined by the Judicial Council in its absolute and sole discretion, to any of the Terms and Conditions will render a proposal non-responsive.

7.3 Certifications, Attachments, and Other Requirements.

- A. Proposer must complete the Darfur Contracting Act Certification (Attachment 4) and submit the completed certification with its proposal.
- B. Proposer must complete the General Certifications Form (Attachment 5) and submit the completed form with its proposal.
- C. If Proposer is a corporation, the Proposer must submit proof that Proposer is in good standing and qualified to conduct business in California.
- D. The Proposer must submit a copy of applicable business license(s).

7.4 Submission of Proposals

- A. **The Proposer must include the following attachments:**
 - **Attachment 2 – Judicial Council of California Standard Terms and Conditions only if there are exceptions/modifications as indicated on Attachment 3.**
 - **Attachment 3 – Proposer’s Acceptance of Terms and Conditions**
 - **Attachment 4 – Darfur Contracting Act Certification**
 - **Attachment 5 – General Certifications Form**
 - **Attachment 6 – Submission Form for Technical and Cost Proposal**
- B. **The Proposer should include the following attachments:**
 - **Capacity chart and floor plan**
 - **Fit to scale diagrams**

- **Audio-visual price list sheet**

8.0 OFFER PERIOD

A Proposer's proposal is an irrevocable offer for ninety (90) days following the proposal due date. In the event a final contract has not been awarded within this ninety (90) day period, the Judicial Council of California reserves the right to negotiate extensions to this period.

9.0 INTERVIEWS

The Judicial Council of California may conduct interviews with Proposers to clarify aspects set forth in their proposals. If conducted, interviews will likely be conducted by phone or during site visits. The Judicial Council of California will not reimburse Proposers for any costs incurred pertaining to an interview, including travel expenses. The Judicial Council of California will notify eligible Proposers regarding interview arrangements.

10.0 RIGHTS

The Judicial Council of California reserves the right to reject any and all proposals, in whole or in part, as well as the right to issue similar RFPs in the future. This RFP is in no way an agreement, obligation, or contract and in no way is the Judicial Council of California or the State of California responsible for the cost of preparing a proposal. One copy of each proposal will be retained by the Judicial Council of California for official files and will become a public record.

11.0 CONFIDENTIAL OR PROPRIETARY INFORMATION

PROPOSALS ARE SUBJECT TO DISCLOSURE TO THIRD PARTIES AND MEMBERS OF THE PUBLIC PURSUANT TO APPLICABLE LAWS, INCLUDING PUBLIC DISCLOSURE PURSUANT TO RULE 10.500 OF THE CALIFORNIA RULES OF COURT. Except as required by law, the Judicial Council of California will not disclose (i) social security numbers, or (ii) balance sheets or income statements submitted by a Proposer that is not a publicly traded corporation. All other information in proposals may be disclosed in response to applicable public records requests, or as otherwise required by law. Such disclosure may be made regardless of whether the proposal (or portions thereof) is marked "confidential," "proprietary," "copyright ©," or otherwise, and regardless of any statement in the proposal (a) purporting to limit the Judicial Council of California's right to disclose information in the proposal, or (b) requiring the Judicial Council of California to inform or obtain the consent of the Proposer prior to the disclosure of the proposal (or portions thereof). Any proposal that is password protected, or contains portions that are password protected, may be rejected. Submission of any proposal pursuant to this RFP constitutes acknowledgment and consent by the Proposer to the potential public disclosure of its proposal content, pursuant to this Section 12.0. Proposers are accordingly cautioned not to include confidential, proprietary, or privileged information in proposals.

12.0 DISABLED VETERAN BUSINESS ENTERPRISE PARTICIPATION GOALS

The Judicial Council of California has waived the inclusion of DVBE participation in this solicitation.

13.0 PROTESTS

Any protests will be handled in accordance with Chapter 7 of the Judicial Branch Contract Manual (see www.courts.ca.gov/documents/jbcl-manual.pdf). Failure of a Proposer to comply with the protest procedures set forth in that chapter will render a protest inadequate and non-responsive and will result in rejection of the protest. The deadline for the Judicial Council of California to receive a solicitation specifications protest is the due date and time for submittal of proposals.

Protests should be submitted by email to Contracts@jud.ca.gov.