

DEPARTMENT OF VETERANS AFFAIRS

SFO No. VA-101-15-R-0165

MEETING: South Hillsborough, FL. Outpatient Clinic
Pre-Bid Conference

DATE: July 9, 2015

TIME: 8:59 a.m. - 10:06 a.m. (Eastern)

Location: VA Primary Care Annex
13515 Lake Terrace Lane
Tampa, Florida 33637

Contractor Representative:

William Craig, Jr., Broker Representative

VACO Project Team - Real Property Service:

Zebulon Fox, Contracting Officer

Steve Zerhusen, Project Manager/Realty Specialist

Tampa VA Medical Center Members:

Rita Mercier, Chief Corporate Planning Officer

James Dahnke, Supervisory General Engineer

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1 MR. ZERHUSEN: Good morning. We'll try to
2 stay -- get started on time here. My name is Steve
3 Zerhusen. I'm a real property employee from
4 Washington, D.C., realty specialist. I'm the project
5 manager for the South Hillsborough Outpatient Clinic.
6 Hopefully that's what everyone is here for. We're glad
7 you're here. Thank you all for being here. This has
8 been a long time coming, and we're really, really
9 excited about getting this thing started.

10 So I just wanted to -- we're going to have Bill
11 Craig, who is our broker from JLL. I believe that most
12 people -- a lot of people in the room know a lot of
13 people, so I'm going to introduce a few people you
14 know. We've got Zeb Fox is our contracting officer
15 from D.C.

16 We've got some folks in the back of the room from
17 Tampa Medical Center who's -- and Mark Purlalla. And
18 let's see, I think that's it -- oh, I'm sorry. I'm
19 sorry. We've got a court reporter here, and I need to
20 speak louder, so I apologize.

21 Essentially, we've got -- we're going to run
22 through the program today. Bill's going to -- Bill's
23 going to handle a lot of the slides. I want to let you
24 know that the leasing program has gone through a lot of
25 changes and a lot of angst over the last couple of

1 years where we've -- we've had to deal with -- well, we
2 get our leasing authority delegated to us from GSA.
3 And about two years ago, there was kind of a wrench
4 thrown in our program, which caused us to go into a lot
5 of negotiations, a lot of discussions of how our
6 program meshes with GSA.

7 This project started several years ago and
8 started and stopped, and it's kind of consistent with a
9 lot of the projects that we have in our portfolio right
10 now. We took off running, and then we had to stop.
11 And it's been very frustrating for a lot of -- not only
12 for us from the inside, but I know a lot of you that
13 are developers that have been involved with bidding our
14 projects, working with us, and procuring the process,
15 it's been very frustrating.

16 And we really appreciate the fact that you hung
17 in there with us. You folks are extremely important to
18 us and our program and to our mission to the veterans,
19 so thank you for all you folks do. Again, thank you
20 for sticking in there with us. We feel like what we've
21 done has really helped us to -- while there's a lot
22 more red tape, internal red tape that you don't see,
23 it's caused us to look at our program and to streamline
24 a lot of the processes and make all of the projects
25 much more consistent with one another in terms of the

1 processes.

2 So if you go to Tampa or Cape Girardeau,
3 Missouri, the processes are going to be very similar.
4 We're trying to hit more streamline processes, hitting
5 milestones on a more consistent basis so that we're all
6 working the same projects at the same pace. And we
7 feel like we've really gotten very far in the last
8 couple of years, so hopefully you folks see that.

9 So, anyway, I'm going to let Bill go ahead and
10 start with the slides, and we'll talk more about the
11 actual building a little later. I know he's got a lot
12 of things he'd like to go over with you, the SFO. So
13 I'm going to turn it over to Bill, and we'll talk a
14 little later. Thanks.

15 MR. CRAIG: Morning everybody. Many of you I've
16 met before, both for this project that we're actually
17 physically sitting in today, as well as somebody
18 brought up today, South Hillsborough. The first time
19 we went out to look for land was actually the first
20 time we went out to look for land here. We actually
21 went out the day before for that, and then we did this
22 the next day.

23 So that's 2008. So we've been doing this for
24 quite a while as far as the project as Steve mentioned,
25 but we're excited, obviously, to get to this point.

1 And today's presentation is pretty much one that for
2 those of you that follow VA and have been to these
3 before, it's pretty much the same. Obviously, we'll
4 talk about specific slides and, again, things that
5 matter as it relates to South Hillsborough, but other
6 slides you're going to see in our presentation are more
7 design-guide oriented, which many of you know.

8 A couple things, the most important thing to
9 start with is remember that the solicitations all stand
10 on their own. The one that you did yesterday, the one
11 you'll do tomorrow may not exactly be the same as
12 today. We continue to try to streamline it, but that
13 doesn't mean that there's not nuances. So each
14 solicitation is so important. Don't just think you
15 know it because it's the same exact or appears that
16 99 percent is the same. There could be a 1 percent,
17 there could be a 5 percent that you need to know.

18 So with that, let me go ahead and start the
19 presentation. We've had the welcome. We had the
20 introduction. That was sort of the purpose. We'll do
21 the project overview. We'll do the solicitation for
22 the SFO overview, which is really the design guide.
23 This is a traditional, as I'll call it, design guide
24 two step.

25 Most people know what two step means. What that

1 means is that we already went out as VA. We've
2 acquired the land under an assignable option, so we're
3 not requiring you. Everybody's bidding with the same
4 land in the end, which you will be required to purchase
5 at -- once award occurs and build there so we all know
6 where we're going. We'll talk a little about the
7 schedules. We'll talk a little bit about design, and
8 then obviously the most important part, I think, is to
9 open up this up for questions and comments.

10 Please remember that per our next slide -- excuse
11 me. We've had the introductions. Let me get to --
12 actually, this one doesn't have what I'm looking for,
13 so let me change something here. Let me get out of
14 this. I'm not seeing where -- I apologize for a
15 second. Let me just get this done. All right.
16 There's going to be some slides here that -- I don't
17 know why it's not showing up.

18 Oh, here it is, court reporter. I apologize.
19 There's your court reporter. When it's your turn to
20 speak or when you want to speak, we have a microphone.
21 We need to have your name. We'd really like your first
22 and last name. If you come up a second time, please
23 state your first and last name again because she may
24 not know exactly who you are.

25 What we're basically doing, this is for you guys

1 because we will send out the court reporter's minutes,
2 notes, report after we receive it. It should probably
3 be within ten days, something like that. So there's
4 two ways you're going to get that. One is if you've
5 already expressed an interest for the solicitation that
6 you sent us a month ago and, obviously, per the sign-in
7 sheet today. So please make sure you sign in so that
8 we can get this information out to you.

9 One thing that we do not pass out, in
10 anticipation of this question, is we do not any longer
11 pass out the sign-in sheets. So please don't ask. If
12 you ask, I'm going to tell you no. I'll tell you no
13 today.

14 We had the introductions. I gave you the
15 purpose. Let's get into the actual South Hillsborough
16 solicitation. Not more than 50,000 square feet. As
17 for design, it's one floor. We made it pretty easy for
18 you. As we talk about design, remember, VA has spent a
19 lot of time and a lot of hours and a lot money figuring
20 out how they want this building designed.

21 So what we give you is pretty much what we want
22 to get back as far as how everything lays out and the
23 adjacencies and the floor plan. As far as the outside
24 of the building, that's obviously up to you as to how
25 you want to and how you want to build the wraparound

1 that floor plan is up to you. We have 482 parking
2 spaces. Ten percent of those -- that should be
3 10 percent versus 10 -- of the 482 are going to be
4 handicapped. We're asking for a firm 20-year term as
5 well as a 15-firm plus five-year option. Occupancy is
6 required 24 months after award. The offer due is 8/03,
7 August 3rd, and because of that quick turnaround
8 time -- we acknowledge it's quick -- final questions
9 are due next week, the 15th, so we can assemble those
10 answers and get them out to you.

11 The site for those of you that haven't already
12 been down and seen it, basically this is your big shot.
13 We're obviously up here in Temple Terrace, which is
14 towards the north of 75. So we're down 75. Basically
15 we're at the northeast intersection of Big Bend Road
16 and Route 301.

17 And what's interesting about that area since
18 2008, since 2010, the things that they said, the
19 developers said were going to happen, happened.
20 There's a hospital down there. There wasn't any
21 hospital. We used to sit there and they'd tell us
22 there's going to be a hospital. We'd go, "Sure there's
23 going to be a hospital. Why don't we pay a whole bunch
24 of money for this property."

25 Well, the hospital's there. We didn't think

1 they'd beat us, but the hospital's there. And there's
2 a lot of other retail coming in there, so it's actually
3 a very good site as far as growing down there. And I
4 think it's going to be great for the vets for all the
5 synergy that's occurring as well as when they're in
6 between appointments. There's plenty of retail for
7 them to enjoy.

8 The site you're looking at now is the entire
9 site, not the one we own. The one that we own is not
10 shaded -- is the shaded one, but it does not have the
11 hashtags or bars, whatever you want to call it. So
12 that's our actual property. It's just around 20 acres.
13 You'll notice at the bottom of the property, plus you
14 should see it in your package, is basically for
15 drainage. We don't own that, but you're going to be
16 able to use it, all right, as far as getting the
17 maximum use of your site should you be the awardee.

18 For those of you that have gone ahead and have
19 responded to solicitations in the past, a couple of
20 important things here. It's the same. What that means
21 to you that have not responded in the past, VA does not
22 receive any paper. Okay. Anything going to VA and
23 your interest to Zeb, but he is representing
24 contracting, Hong Hitchings, who's -- with solicitation
25 is currently the contracting officer. So what will be

1 sent to her is only going to be discs.

2 We at JLL, Bill Craig, will receive the one paper
3 file, including your full plans and things like that.
4 Those plans are very important in full size 1/8th scale
5 because when these technical evaluation boards occur
6 with the architect as well as those from VA, I mean,
7 they're pouring all over those plans. They love the
8 plans because it really gives them a good idea of the
9 scale and things like that.

10 So the factors, basically everything here is in
11 descending order of importance. So technical factors,
12 technical quality is number one important and ranked
13 the highest in weighting when we go ahead and we score.
14 When we score, it's a technical evaluation board. That
15 board is made up of VA users, VA experts, technical
16 experts, and we facilitate it. And basically it's all
17 VA people that are actually making those decisions.

18 So as you go down through this list, it's the
19 same list that's on and in your solicitation design
20 guide. You basically see technical quality is number
21 one. Evidence of capability to perform is number two.
22 Operations and maintenance is number three, and
23 socio-economic status is number four. For those that
24 are not familiar with socio-economic status, it's
25 pretty much spelled out in the design guide. So when

1 you go in and find out, do I meet any of that criteria,
2 you know, you can figure that out.

3 What's important is when you send your proposals
4 in and you are claiming a small business status, you
5 need to prove it to us. Okay. Before we'd say, you
6 just send it in and say I'm a small business, and then
7 we'd go and hunt for it and all that kind of stuff.
8 Please notice it says you need to tell us and show us
9 evidence that, in fact, you qualify and that you are a
10 small whatever business claiming.

11 MR. FOX: We're looking at the SAMs
12 registrations.

13 MR. CRAIG: Okay. In this particular --

14 MR. FOX: And CVE -- I'm sorry.

15 MR. CRAIG: Go ahead.

16 MR. FOX: And CVE. And then for those, the
17 SDVOSBs and the VOSBs we're going --

18 MR. CRAIG: In this case, like most of these
19 solicitations for these leases, price and technical are
20 50/50, so they're evenly weighted. Always remember we
21 can initiate an action IE award after initial awards --
22 after initial offers, excuse me. It hasn't happened.
23 But this is one of those you don't want to be the first
24 one that found out you held back, you had a good shot
25 at winning, but you didn't get a second bite of the

1 apple because for whatever reason it didn't happen.

2 We could establish a competitive range. We will
3 establish competitive range. The question is, is it
4 everybody that offers, or is some fewer than those that
5 actually made the original offers. It's best value to
6 the government. Please remember, for those of you that
7 do a lot of GSA work, GSA many times, it's technically
8 acceptable, the lowest price. We're not lowest price.

9 Now, we'd love to be lowest price and highest
10 technical. That's what our goal is, and that's what
11 your goal should be as well because that's how you
12 win. But there are people that come in and they say,
13 "I'm the lowest price." Well, that doesn't mean that
14 we're going to have a warehouse for our veterans. The
15 healing starts from when you drive in the driveway, not
16 just when you get into the doctor's office or when the
17 actual procedure is done. The healing starts when they
18 come in.

19 That's why we look for very good locations, easy
20 locations, visible locations, and then it's up to you
21 to make that location someplace -- because we want
22 these vets to come back. I mean, we wasted a lot of
23 millions of dollars of your money, not only the money
24 that built the clinic, the money you're putting in
25 taxes to support us. If we don't get the vet to come

1 back, we didn't do our job. So we have to make sure
2 it's the best value so that it's, you know -- best
3 quality and lowest price is the greatest, but it may
4 not be exactly the same.

5 I'm not really going to go into the specific
6 brands because this is very wordy here. Bottom line
7 is, please look at this as far as when you go into
8 miscellaneous in Section 3 and just make sure that --
9 probably the most important thing in here is under
10 "Unit Costs for Adjustment." Always remember that if
11 VA doesn't want a specific item or doesn't need it,
12 they'll be credits going back and forth obviously if
13 they use more. So when there's a reconciliation that
14 occurs, Schedule B will certainly be reconciled.
15 Schedule C is reconciled too, so just remember as far
16 as how that's going to work.

17 Net rentable, net usable, these are the
18 definitions. It's a little different than what you
19 have in the private sector for those of you that
20 haven't done this before. Just make sure you check
21 that. Remember that our rentable is still with VA.
22 Rentable is only used for scoring purposes, for
23 basically OMB scoring, what we call
24 FASB 13 in the private sector. Everything else is done
25 net usable. That's what we look at. That's how we

1 evaluate. That's how we pay rent, so net usable is
2 still -- that's our world.

3 Again, design concept, most important thing out
4 of this slide is when you submit your offer, please do
5 descriptive narratives because the people reading is
6 the user. Okay. The user group is not necessarily a
7 technically real estate oriented person. They're the
8 person that's going to be using the facility, so
9 they're looking for words and descriptors that tell
10 them how pretty, how beautiful, why your building makes
11 the most sense, why you did what did you. That's what
12 they're looking for, so narratives are very, very
13 important.

14 These are just basically, you know, the design,
15 the -- you need to do your work. Bottom line is, you
16 know, we may be more specific than local code. You
17 always have to go to the highest and best code in most
18 cases. Commissioning, please remember that, you know,
19 that's a requirement, and so at the start of the
20 project, we need to know who's going to be your
21 commissioner.

22 I mentioned as far as healing, we talked about
23 site design. We need a qualified licensed landscape
24 architect, so that's really important. We're looking
25 at not only what the building looks like, but you've

1 got to put some money into your landscaping.

2 Here's your manuals and guides. Obviously, we
3 want to use the latest and greatest. If you have a
4 question, we always -- you guys many times are ahead of
5 us, so please tell us if something's changed. Let us
6 know. We'll research it. We'll let you know which one
7 we want to use.

8 The conceptual plan, I mentioned at the very
9 beginning, lots of time, lots of money, lots of energy.
10 I really -- I really advise you not to try to come up
11 with your whole new plan or start changing this thing
12 wholesale. If you have changes, my recommendation is
13 you tell us why you changed it and why is it better for
14 us remembering that it's not just, well, it's less
15 expensive. Okay. Less expensive -- listen, money's
16 important, but what's really important is the delivery
17 of the medicine to the vet.

18 And so while we like to do it in the most cost
19 effective way, there may be ways that you don't know,
20 but you're thinking from a construction standpoint,
21 hey, this sounds great. Let me go ahead and put this
22 in, let's keep our price down. Then you're going to
23 find out you didn't score all that well. So just
24 remember that as far as when you're putting together
25 your offer. I also mentioned about the 1/8th scale

1 plans, accurate space layout drawings, which really
2 help our people understand what you're doing.

3 Utilities and maintenance, in this case I will
4 turn to Steve and say, Steve, when you read the SFO, it
5 says -- I believe we're paying the utilities; is that
6 correct?

7 MR. ZERHUSEN: Yes.

8 MR. CRAIG: Okay. And then they're just --
9 they're just giving us the meter readings on a
10 quarterly basis.

11 MR. ZERHUSEN: Right.

12 MR. CRAIG: All right. So in this case, we're
13 paying utilities. You're not exposed to, you know, a
14 CPI or an annual true up. The VA's very good about
15 annual true up on their utilities usually. This
16 case -- this is kind of a sidebar. Whereas GSA many
17 times says, hey, I'm sorry, if you're paying utilities,
18 you're getting your CPI, and, you know, you're at risk.
19 So we're not looking for somebody to kind of park a
20 little extra money in there because, in this case,
21 we're paying utilities.

22 MR. ZERHUSEN: Bill, let me take a second on
23 that. I need to double check the SFO. I think we are,
24 but I've got to double check.

25 MR. CRAIG: Well, with the --

1 UNIDENTIFIED SPEAKER: It was unclear, but it
2 says to report quarterly.

3 MR. CRAIG: Right. It doesn't say that they are;
4 it doesn't say we are. It just says that they're to
5 give us the meter readings quarterly.

6 MR. ZERHUSEN: We'll have to clarify that.

7 MR. CRAIG: Okay. We'll clarify that. So when I
8 read it, I kind of probably thought the same thing you
9 guys did, which is it wasn't a 100 percent clear.

10 You're doing all maintenance, inside, outside.
11 Okay. Some of these that you may have seen we do some
12 of the inside maintenance. In this case, you're doing
13 inside, outside, correct, Rita?

14 MS. MERCIER: Uh-huh.

15 MR. CRAIG: Okay. So it's your show. It's your
16 baby, and, you know, offer accordingly. Fire safety,
17 obviously you're going to need to get the certificate
18 of occupancy issued by I guess -- I don't know if it's
19 Hillsborough County overall who will do it in that
20 case.

21 Go back to what I started with. Offerors must
22 read all parts of the SFO. All forms are required and
23 provided. This was in Part VIII. If there's a
24 discrepancy between a GSA form and the SFO, the SFO
25 shall prevail. We do not use as you may -- for those

1 of you who do GSA work, we don't use all the brand new
2 or the latest and greatest GSA forms. And please
3 initial all your pages in the hard copy because in the
4 end, well, VA does not keep -- in the end, that hard
5 copy will be reduced to an electronic copy. We need to
6 have every one signed so we know we have all the pages.

7 Schedule A for those of you that are not familiar
8 with it, Schedule A is basically a -- we require that
9 the developer pre-fund 125 percent or five quarters'
10 worth of expected expenses, operating expenses, as well
11 as what your -- what's it called? -- the reserves. So
12 what you've basically got here are these arrows that
13 say you're taking your annual operating costs, you're
14 taking your reserves, and that's going to be what your
15 funding has to be on a quarterly quota, your five
16 quarters out. What we cannot afford is a hiccup, and
17 then there's a hiccup at operations. So we need to
18 make sure that the clinic's continually operating.

19 On Schedule B, as it says here, you are
20 completing the unit costs. We provided you with the
21 units. You're providing unit costs, and then when you
22 get down to the bottom half, we start bringing these
23 up. Basically, it's just showing the math that -- you
24 know, unit costs. And then we bring those up to where
25 they're going to be, as we call them, room quantities.

1 Schedule B continued, probably the most important
2 thing on this slide, no markup for overhead and
3 profits. In other words, you're not going to have what
4 used to be on a our form. We used to have an overhead
5 and profit. Each one of your line items has to include
6 overhead and profit so that when we're moving them up
7 and down in reconciliation, we're dealing with one
8 number. We're not doing math and doing this and doing
9 that. So that's the most important thing that's on
10 that slide.

11 Schedule C, as I mentioned before, bottom line is
12 what you're doing is this is -- what's really important
13 here is your cost. Okay. We realize that some of the
14 quantities are going up and going down. And so from
15 that standpoint, this is all about reconciliation. So
16 what we really need from you is we've had people in the
17 past, other procurements which say, well, you had zero
18 doors. Well, you know per the plan we're doing doors.

19 So what we really care about is, what's the cost
20 of doors? Or we had, you know, X carpet. Well, we
21 ended up deciding -- because remember, I should add
22 here, that, you know, the award is basically to get you
23 into the game because once your in the game, while
24 we're using a guideline, we have a serious guideline
25 we're using, the final design occurs after award.

1 So as to how things may change depending how long
2 procurement takes, you're going to have -- you know,
3 from your standpoint and my standpoint, what are your
4 unit costs for carpet? We may not use any. We may go
5 to concrete floors. I mean, they do that a lot in the
6 West. They like it. It looks good. So please
7 remember that Schedule C basically is our score card as
8 we go forward, so from a unit pricing, that's what
9 we're looking to see.

10 MR. DAHNKE: Hey, Steve, can I say something?

11 MR. ZERHUSEN: Absolutely.

12 MR. DAHNKE: My advice to you on the schedule is
13 even if you --

14 MR. ZERHUSEN: Can you state your name, please?

15 MR. DAHNKE: James Dahnke, I'm with the VA. I am
16 the chief of projects section for facilities
17 maintenance at the Tampa VA. My advice is if we have
18 an item listed on there, if you think we're using it or
19 not, put a price there. It just makes it easier for
20 all of us when we're negotiating things down the line,
21 this is what the price will be. If we have to
22 negotiate things, it delays it. It hurts both you and
23 the -- the government, we don't move fast. So my
24 advice is put it -- if we have it there, put a price
25 there. All right. And you might look at us as not

1 moving fast is the way to get more money out of us, but
2 it doesn't always work out that way. My advice is put
3 a price there --

4 MR. CRAIG: Thanks, Jim.

5 MR. DAHNKE: -- whether you think we're using it
6 or not.

7 MR. ZERHUSEN: Good advice, thanks.

8 MR. CRAIG: Schedule D. Schedule D is basically
9 our catchall, and why it's important as some of you
10 that are dealing with current procurements will know,
11 that's sustainable design and physical security. Many
12 times we're not pulling that out any paying it lump
13 sum. We realize this is not your costs. It says right
14 here there's no land in there, and then as it says on
15 the bottom one, does not include financing debt.

16 So we understand that that's not in the end your
17 cost. What we use it for is not only the physical
18 security in this case, Schedule B and sustainable
19 design, but we use it when we have negotiations because
20 it gives you an idea that if you're a \$30 million
21 building and you're at -- and you're at \$40 a foot and
22 somebody's a \$20 million building and they're at \$20 a
23 foot, you kind of go, well, wait a second, why?

24 So we're going to give you that feedback and say,
25 hey, here's what we're seeing. Maybe you guys want to

1 look at what you're doing. So we understand Schedule D
2 is not an all-end so it's -- we're working on it. But
3 I think it's actually something good, and I think it
4 helps you guys as well when we get into negotiations.

5 Steve, do you want to talk a little bit about
6 design?

7 MR. ZERHUSEN: Yeah. All right. So as Bill
8 said, we've got an established site, this being a
9 two-step project. The site plan that's shown here is
10 strictly a concept. That portion is totally up to you,
11 how you want to do it. It will be evaluated in the
12 TEB. This is a site plan that was worked out, designed
13 through the -- through the input of the medical center,
14 so they are very happy with this site. But, again, if
15 there is a better solution that you have and want to
16 present that to us, please feel free to do that.

17 Likewise, the exterior of building, this is your
18 building. We fully understand that. There will be
19 some slides as we move forward here. This, again, is
20 the concept. The building that we're in now is a
21 beautiful building. I don't know that that was the way
22 this building was when it was on paper and presented
23 from the SFO.

24 So I'm sure that you'll have a lot of creative
25 architects involved. Obviously, it has -- we want

1 something that's very appealing, but we understand that
2 there's costs involved. So that's something you're
3 going to have to balance and bring us your best. We're
4 looking for really good ideas.

5 The floor plan is really driven by -- let me take
6 a step back here. Over the last couple of years, as I
7 said earlier, the VA has gone through a process of
8 looking to standardize. One of the major
9 standardization points has been the way we've been
10 designing or going to design our medical center or our
11 outpatient clinics and CBOCs in the future.

12 You may have heard the term "PACT model," Patient
13 Aligned Care Teams. That's what's going to drive all
14 of our new designs. We have a -- we went through the
15 design process of designing three types of prototypes
16 that are, essentially, small, medium, and large, and
17 it's all driven by the number of PACT teams that are
18 included. And that's the center here in the pink area.

19 And, essentially, the way these layouts are done
20 is we sort of got the front of the house, which is,
21 essentially, the main lobby and the corridors that run
22 up through here. Those, essentially, are the places
23 where the patients can go to. At the end of these
24 corridors is a staff door that leads you to the back
25 of -- this thing doesn't work very well, sorry -- leads

1 you to the back of the house areas.

2 So, essentially, what we're going to have and you
3 probably can't see it very well in these slides, but
4 when you get into the exam room areas, you've got the
5 patient corridors. You've got a patient door, patient
6 door off that corridor, and then in the center is where
7 the -- where the clinical staff works. And they have a
8 door on that side.

9 So, essentially, all of the exam rooms are going
10 to be double loaded. They're going to have double
11 doors, so, again, we've got costs there. I just want
12 to caution you that that is a -- that is a critical
13 element of this design. So if you come forward to tell
14 us you've got an idea to get rid of some of these
15 doors, that's really not an option. This is a critical
16 part of this design.

17 So the other thing that is critical about the
18 PACT design is that we've got the 31-foot --

19 UNIDENTIFIED SPEAKER: Just yell.

20 MR. ZERHUSEN: We've got a column spacing of
21 31-foot, I believe 31-foot-1, 31-foot-3, I can't
22 remember exactly, but that's what drives the sizes of
23 these PACT areas, the clinical areas. Again, very
24 important. That's going to drive the building. So as
25 Bill said, there's things that you can tweak, but for

1 the most part, just view this as a bridging document.

2 It is a design. It is very well thought through.

3 Changes would be -- I would recommend doing minor
4 changes. If there's cost areas, if we can do some
5 things to save some money, we're all for that. But,
6 essentially, the way the building is laid out, again,
7 with the clinical area, we've got mental health on this
8 side. We've got pharmacy up front, canteen. Again,
9 there's some staff spaces across the back of the -- the
10 space up here in the top right corner. Some of those
11 things, again, can be changed but -- and maybe the
12 building envelope can be -- can be made a little
13 smaller, but I don't think there's going to be a lot --
14 a lot of change to that.

15 The other things that's important about this area
16 in the pink, the clinical area, is we'd like to make
17 sure we get natural light into that space, so skylights
18 would be encouraged. The back wall, typically, in this
19 building, this building actually is based on the PACT
20 model. That end of the building if you -- you can't
21 really get back in that space, but if you look at that
22 elevation, there's a lot of expansive glass. And that
23 would be the end of the central course where the
24 clinical folks work.

25 So the idea is to get as much natural light into

1 that space as possible. Again, it's a single-story
2 design. Clerestory windows typically, again, to get as
3 much natural light as possible. We're looking for a
4 really good experience for the vets. I think that's
5 pretty much it, so if you've got any question, we can
6 certainly address those.

7 Yes. Can you state your name, please?

8 MR. HAMRICK: Yes, Darren Hamrick, Sain
9 Associates. I have three questions related to the site
10 plan.

11 MR. ZERHUSEN: Just one second.

12 MR. CRAIG: Questions are encouraged at this
13 time.

14 MR. ZERHUSEN: Oh, perfect. Good timing. I just
15 didn't want to step on Bill's toes.

16 MR. CRAIG: That's why I made this slide, so
17 please feel free.

18 MR. HAMRICK: Can you set it back to the --

19 MR. CRAIG: I sure can.

20 MR. HAMRICK: The plat that was provided appears
21 to have two lots between Highway 301 and the parcel.

22 MR. CRAIG: That's correct.

23 MR. HAMRICK: And -- well, we were just wanting
24 to confirm, the site plan that is shown there looks
25 very detailed, but it sounds like it really is expected

1 that it's going to change or it's going to at least be
2 slid west?

3 MR. CRAIG: You see what your -- that is drawn to
4 this. See, so at --

5 UNIDENTIFIED SPEAKER: No, no.

6 MR. CRAIG: You're saying it's not?

7 MR. HAMRICK: Not what's in the SFO, it's not.

8 UNIDENTIFIED SPEAKER: Not even close. Not even
9 close.

10 MR. HAMRICK: That HPFA plan that you had up, if
11 you go one slide over or back to where he had it a
12 moment ago.

13 MR. CRAIG: All right. Yeah.

14 (Multiple speakers; indiscernible.)

15 MR. HAMRICK: One more back. That one shows
16 Highway 301 along the left side.

17 UNIDENTIFIED SPEAKER: That's a much larger site.

18 MR. CRAIG: You're right.

19 THE COURT REPORTER: Okay. One at a time. I
20 can't have multiple speakers speaking at the same time.

21 MR. HAMRICK: And so we just had a question about
22 boundaries and what we need to work to --

23 MR. CRAIG: The answer is -- we'll look it up,
24 but the answer is that what you have as the ALTA --

25 MR. HAMRICK: The plat.

1 MR. CRAIG: -- the plat is what we -- what we
2 understand we own, what we have under contract.

3 MR. HAMRICK: Okay.

4 MR. CRAIG: We will find out.

5 MR. ZERHUSEN: Can you flip to that slide?

6 MR. CRAIG: Do you want to go all the way back?

7 MR. ZERHUSEN: Yeah, back to the one that
8 shows -- no, no, the one that shows the plat --

9 MR. CRAIG: The plat, yeah. It's up front.

10 MR. ZERHUSEN: So this is our site. It doesn't
11 go all the way up. That was revised. Somewhere along
12 the process it was revised, but not since you guys got
13 the information.

14 MR. HAMRICK: Yeah, the date on the HF -- HPF&A
15 plans was January of this year, and the plat, I
16 believe, was prior to that.

17 MR. CRAIG: It should have been because that's
18 when we signed the --

19 MR. ZERHUSEN: Right.

20 MR. CRAIG: So we need to find out why they have
21 what they've done, but the plat is the correct one.

22 MR. HAMRICK: Okay. A couple more questions if I
23 could.

24 MR. CRAIG: Please do.

25 MR. HAMRICK: Related to access, that drawing

1 there, the plat shows access, more of a master plan
2 access with a road along the west side of the
3 site. The PF&A plans show a boulevard-type entrance
4 straight out to 301. Again --

5 MR. CRAIG: I think we have to, to your point
6 exactly --

7 MR. HAMRICK: Yeah.

8 MR. CRAIG: -- what they're doing --

9 MR. ZERHUSEN: Let me clarify what happened.
10 This building was originally designed as a much larger
11 building in a prior project. They received the
12 drawings from that, and they didn't have the site plan
13 at the time. So they modified that original site and
14 put the new building on it, so I don't believe they
15 reflected what was happening with the new site layout.
16 So as Bill said, use this as the actual site, and
17 you're going to have more modification on the site plan
18 to be done that reflects this curve in the road.

19 MR. CRAIG: Are you guys saying that the building
20 doesn't fit on the site?

21 UNIDENTIFIED SPEAKER: Correct.

22 MR. HAMRICK: Well, I had just two or three more
23 questions related to the line of logic, and then I
24 think there were some other questions that may come out
25 of it. With that being said, it sounds like as far as

1 traffic study, traffic planning, DOT concurrents, none
2 of that's been done because we don't have a driveway
3 configuration.

4 MR. ZERHUSEN: I believe that's correct.

5 MR. HAMRICK: So at this time we don't really
6 know if there are improvements required along
7 Highway 301 or if they were, would be part of our
8 project. It appears that we tie to roads that are
9 shown on the plat. Should we assume those roads are
10 built?

11 MR. CRAIG: I don't answer that now.

12 MR. HAMRICK: Okay. But that would be part of
13 the clarification?

14 MR. ZERHUSEN: Yes.

15 MR. CRAIG: Yes.

16 MR. HAMRICK: That's it.

17 MR. WETZEL: Don Wetzel with Walsh. A couple
18 questions since we're on the site plan. The access
19 roads that are around the north side and east side of
20 the site, are those the responsibility of the developer
21 to construct as well? Because there's a mention of
22 traffic credits that we have to purchase from the land
23 sale in the option agreement. Did those get clarified?

24 MR. CRAIG: They need to be clarified.

25 MR. WETZEL: And with regard to the easements

1 that are on the site that have not been vacated, I
2 think with relationship to the layout of that plan for
3 the building, it would be very difficult with the
4 setbacks to maintain that configuration in the 20 acres
5 that's available, don't you think, the easements and
6 the setbacks, so it looks like the plan may have to be
7 altered.

8 And I think within the time constraint that we
9 have of, you know, a very short turnaround, the traffic
10 study apparently wasn't done. Is there a topo that's
11 available for the site? It looks like it's -- you
12 know, there's a very low lying wetlands that also a
13 tributary to the northern parcel, the residential
14 parcel to the north.

15 MR. ZERHUSEN: I'm not sure, Don, if that's
16 available but --

17 MR. WETZEL: Okay.

18 MR. ZERHUSEN: -- I think it is. We can
19 definitely --

20 MR. WETZEL: That'd be great if you guys could
21 send that out and then any clarifications on roadway
22 responsibilities. I mean, it's usually the developer's
23 responsibility. I just don't know in the short time
24 period if we can get that clarified.

25 MR. CRAIG: (Indiscernible.)

1 MR. WETZEL: Well, good. I just didn't know if
2 we had to do one or two of them, I guess, in this
3 configuration.

4 MR. CRAIG: Okay.

5 MR. WETZEL: And then the -- I guess there was
6 no -- third question, there's no covenants listed with
7 regards to the plan development to the northeast.
8 Fairway Meadow Drive is a private road, and it dead
9 ends at the northeast end of the parcel. We talked to
10 the County about extending that, but that would need
11 approval of that planned community to the right. So I
12 don't know if there's been any talk with the VA with
13 them with regard --

14 MR. CRAIG: We've not had talk with them.

15 MR. WETZEL: Okay.

16 MR. WEAVER: Derek Weaver with Johnson
17 Development. While you're clarifying the
18 responsibilities of the ancillary roads, can we also
19 determine who's constructing the detention pond? I
20 think at your opening, Bill, you indicated that that
21 was offsite detention. Who's responsible for building
22 that as well?

23 MR. CRAIG: Okay. We will clarify that. Others?

24 MR. HEFFERIN: Mark Hefferin, Cambridge. The
25 extensions that you did on the land option, I believe

1 there was, how many, four?

2 MR. CRAIG: Well, there's actually -- well, there
3 was -- the original option had three parts of it. Then
4 we got back out and extended for two more of which --

5 MR. HEFFERIN: Okay.

6 MR. CRAIG: -- what would be the original, first,
7 second, third, so we're in the third. And then the
8 fourth is just a three-monther, so that would be in
9 September.

10 MR. HEFFERIN: Okay. What's the total value of
11 those extensions?

12 MR. CRAIG: I'd have to -- I think it's pretty
13 easy to do the math. I don't have it in front of me.

14 MR. HEFFERIN: Okay. The SFO indicates that
15 you'll expect the developer to carry that cost to the
16 end of the project and then add that to the value of
17 the original option; is that correct?

18 MR. CRAIG: Well, we'll -- because the
19 procurement wouldn't be done, you're going to have to
20 add the costs to -- you're going to reimburse us that,
21 but, you know, we'll be paying it. So we'll -- I think
22 that --

23 (Multiple speakers; indiscernible.)

24 MR. HEFFERIN: It's trued up with Schedule B,
25 correct? You true it up with Schedule B?

1 MR. ZERHUSEN: Right, exactly.

2 MR. CRAIG: And when you look at it, just
3 remember when you're calculating the costs, the
4 original and the first option were payments to the
5 purchase price at the time. The one -- the last one on
6 the original option will become two because we're
7 not -- you know, obviously, September's a couple months
8 away. Those will be in addition to the purchase price.

9 MR. WETZEL: Don Wetzel again with Walsh. Just
10 back to the site plan, there's not a current traffic
11 signal at the corner of Summerfield. Can we get
12 employee and expected counts for the building so that
13 we can do an evaluation for DOT on that if it would be
14 required? And I guess as a follow-up question, will it
15 be a requirement of the developer to carry that costs
16 or some --

17 MR. CRAIG: My thought as to that one -- again,
18 we'll clarify, but I believe that's their -- that's the
19 owner's costs, the land owner's cost not -- to put the
20 signal in.

21 MR. WETZEL: And I think the confusion was in the
22 option agreement where it talked about the traffic
23 credits that we had to purchase. If he's putting it
24 in, I wonder if we're contributing to that cost, so
25 that was --

1 MR. CRAIG: We need to clarify. Other questions?

2 MR. WALKER: My name's Matt Walker. I'm with
3 LBYP. Hillsborough County has a requirement that all
4 parking shall be 300 feet from a public access or
5 public entrance, and there's several areas where it's
6 upwards of 600 and 700 feet away from the doors.

7 MR. CRAIG: So it can't be more?

8 MR. WALKER: That's County requirements, yes. It
9 shall be 300 feet or less from public entrances. And
10 then the other question was the 482 minimum in the SFO
11 is way over the parking required from the County by
12 almost 200 spaces. So there's no opportunity to reduce
13 to get closer to County requirements in that scenario?

14 MR. ZERHUSEN: Submit that as a question. That
15 was brought up. The parking numbers were determined as
16 part of the process of establishing the project, and we
17 did become aware that it was significantly high. So
18 ask that question in writing.

19 MR. CRAIG: Yeah, what may be driving part of
20 that is, as Steve mentioned earlier, this was going to
21 be 100,000 square foot totally. It came down to 50.
22 So we still believe we still need the 482, but you
23 probably --

24 MR. ZERHUSEN: Plan for that total, but we'll
25 check it.

1 MR. WALKER: And then, secondly, has there been a
2 formal leveling delineation determination on those
3 lines, like jurisdictional lines determined? It
4 appears there's a second leveling on the south side
5 right -- just north of the second driveway coming off
6 Summerfield that we're going to be impacting. And I
7 was just curious if -- I read through the ESAs and some
8 of the other -- but it didn't appear that there had
9 been a formal leveling determination.

10 MR. CRAIG: You have what we have on that case
11 so. . .

12 MR. WETZEL: Bill, just a follow-up to the
13 wetlands. Don Wetzel again. In the delineated area to
14 the southeast that you show, there's nothing in the
15 title report with regards to usage for that. I mean,
16 is that an easement created or an agreement for whoever
17 owns that property that we can use that? If you have
18 any information with regards to that, can you send it
19 to the team?

20 MR. CRAIG: Are you talking about where the
21 retaining pond part or --

22 MR. WETZEL: Well, the area that's delineated
23 just to the southeast, the carve out that shows the
24 wetlands mitigation area. We'll be able to use that
25 for drainage I think you mentioned.

1 MR. CRAIG: Yeah.

2 MR. WETZEL: There's nothing in the report, the
3 new information that we have that that's available for
4 use.

5 MR. CRAIG: Okay.

6 MR. WEAVER: Derek Weaver, Johnson Development.
7 In SFO 6.4.6 with regard to room temperature control,
8 it indicates that all the exam rooms and procedure
9 rooms in the clinic should have the VOB box and its own
10 thermostat for temperature control. Is that actually
11 what the clinic operators desire? Will you just
12 confirm that?

13 MR. ZERHUSEN: We can confirm that. The till,
14 use that as your guide for air changes and any kind of
15 HVAC guidelines.

16 MR. WEAVER: That's beyond the till requirement
17 for temperature control because it specifically says
18 the exam rooms and all procedure rooms under the SFO
19 and the --

20 MR. ZERHUSEN: All right. We'll double check
21 that.

22 MR. WEAVER: And I've got a couple questions if I
23 could continue?

24 MR. ZERHUSEN: Sure.

25 MR. WEAVER: In 6.4.12 under heating systems, it

1 calls for a four-pipe hot water reheat system. Would
2 the VA consider electric reheat in lieu of hot water?

3 MR. ZERHUSEN: The answer's, yes, we're open to
4 options. One of the things we're trying to do with,
5 again, in the process of getting our buildings more
6 toward market buildings and less VA buildings, those
7 types of things are being considered. So if you've got
8 an option for a better, more economical method of HVAC,
9 feel free to submit that. All we ask is if you have
10 something, essentially, just show us why and tell us
11 why. Give us a rational for it.

12 MR. CRAIG: The specs, obviously, are the
13 important thing. Make sure that the comfort features
14 are -- you know, if you can do it for --

15 MR. WEAVER: That just -- that may require an
16 amendment to the SFO --

17 MR. ZERHUSEN: Correct.

18 MR. WEAVER: -- because it's prohibited right
19 now.

20 MR. ZERHUSEN: Correct.

21 MR. WEAVER: Last question.

22 MR. CRAIG: Sure.

23 MR. WEAVER: Maybe, for now, on the site plan
24 there's an oxygen storage shown in the service yard.
25 There's no reference to med gas in the SFO, and there's

1 no outlets for oxygen shown in Schedule C. If we are
2 to provide med gas, will the VA at least indicate
3 outlets for med gas in Schedule C so we can all price
4 that in our construction?

5 MR. ZERHUSEN: Yes, we will.

6 MR. CRAIG: Next.

7 MR. ZOCCOH: Boyd Zoccoh with Hokanson Companies.
8 It requires that we follow the IBC. Florida requires
9 that we follow the Florida Building Code.

10 MR. ZERHUSEN: It's the local code. So
11 whatever's required by your local jurisdiction, that's
12 what's required. Again, it's your building. It's a
13 market building as far as we're concerned, so whatever
14 codes are applicable.

15 MR. CRAIG: Any others? Remember too, again,
16 your questions are open until the 15th, so those are
17 really -- you know, these are obviously important. I
18 don't want to diminish the importance of today, but
19 those questions, if you can -- you know, you can give
20 us actual reference points or things like that are
21 extremely helpful. So, you know, things don't close
22 after today, so if you think of something or for those
23 of you that haven't been down to the site yet,
24 hopefully you're going to have an opportunity to go
25 visit the site today.

1 The other thing, this building today, if you
2 haven't already been told, is open for your viewing
3 except for the patient -- what would you call it? --
4 patient exam areas or --

5 MS. MERCIER: Patient areas. Public areas are
6 open.

7 MR. CRAIG: Public areas. So as far as if you
8 want to walk around and see --

9 MR. HAMRICK: I had one more question.

10 MR. CRAIG: Sure.

11 MR. HAMRICK: It was related to -- I know there
12 was a topographic question -- question about a
13 topographic survey, and that would be very useful from
14 a design standpoint. What would be a realistic
15 expectation as to when we might be able to get that?

16 MR. CRAIG: It depends if it's done.

17 MR. HAMRICK: Yeah, if it's not done, I wouldn't
18 think --

19 MR. CRAIG: And what worries me is I believe I
20 gave you everything that we have. Now, that doesn't
21 mean something's hiding somewhere or I missed it. I,
22 unfortunately, can't go into it here because I can't
23 hook into the -- well, maybe I can because I -- but,
24 anyway, I believe if you don't have it, it wasn't done.

25 MR. HAMRICK: It probably doesn't exist.

1 MR. ZERHUSEN: For the record, your name again?

2 MR. HAMRICK: Darren Hamrick, Sain Associates.

3 MR. HEFFERIN: While we have VA representatives
4 here, are we allowed to take any photographs inside
5 this existing facility?

6 MS. MERCIER: I don't think we're allowed to
7 allow that --

8 MR. DAHNKE: The main reason -- yeah, we kind of
9 grant you permission to do it, but the reason they
10 don't like us to do it besides some obvious things is
11 patients tend to not like their pictures taken so --

12 MR. CRAIG: Let's say no.

13 MR. HEFFERIN: And then secondly, is there light
14 study required to satisfy your statement about the
15 natural light coming into the building?

16 MR. ZERHUSEN: There hasn't been one, and we
17 won't be providing one. But let me say there is a --
18 there's a lead requirement, so typically when you get
19 lead credits, there's certain light requirements. So I
20 would think that that would be done as part of the lead
21 process.

22 MR. HEFFERIN: As part of the submission or as
23 part of the design --

24 MR. ZERHUSEN: Well, to get the lead -- to have
25 the lead silver is what we need to get with this

1 building, and that's typically one of the credits
2 you're going to want to go after. So it would be part
3 of your design process.

4 MR. HEFFERIN: And then last, the nature of the
5 site and some of the issues that were brought up, is
6 there consideration given to the time extension until
7 we get those documents cleared up?

8 MR. ZERHUSEN: We will consider time extension
9 based on whatever information we have to get for you.

10 Your name, sir?

11 MR. HEFFERIN: Mark Hefferin, Cambridge.

12 MR. CRAIG: Boyd.

13 MR. ZOCCOH: Boyd Zoccoh with Hokanson Companies.
14 Can you talk just a little bit about, you know, there's
15 a number of things that are going to be reimbursed in
16 the lump sum in addition to Schedule B, particularly
17 the yards and activity areas. Are you going to
18 reimburse us lump sum for the cost of the ground and
19 all the landscaping and all the hardscapes?

20 MR. DAHNKE: (Indiscernible.)

21 THE COURT REPORTER: I did not hear what you
22 said.

23 MR. DAHNKE: They don't get reimbursed on
24 Schedule B, right? Schedule C is tenant improvement
25 cost. Schedule B is their cost.

1 MR. CRAIG: No, they get reimbursed on -- B's
2 lump sum.

3 MR. ZERHUSEN: Right. We'll be paying -- lump
4 sum will be Schedule B, sustainability. So anything
5 having to do with lead sustainability, security, and
6 broker commissions will be paid lump sum.

7 MR. ZOCCOCH: I didn't see brokerage commissions
8 on this one but --

9 MR. CRAIG: In this one, I don't think we broke
10 out --

11 MR. ZERHUSEN: We didn't do that one?

12 MR. CRAIG: No.

13 MR. ZERHUSEN: Okay.

14 MR. ZOCCOCH: 5.4.3 says the activity areas and
15 yards will be part of the lump sum.

16 MR. CRAIG: We'll look into it.

17 MR. ZOCCOCH: So my question is --

18 MR. CRAIG: What is that?

19 MR. ZOCCOCH: -- what do we include as a part of
20 that?

21 MR. ZERHUSEN: I'm not sure exactly what that's
22 referring to, but I would assume that it's things like
23 benches, any kind of -- if there's a smoking area,
24 which I don't believe we're going to have a smoking
25 shelter. But I think it would be any kind of

1 VA-specific requested items.

2 But if you have a site plan that includes some
3 site walls that would be used for, say, outside of the
4 canteen or sitting area or anything like that, we
5 wouldn't consider that to be reimbursable. That'd be
6 part of your site, but anything that's standalone
7 specific that we would be asking for, yes, I would say
8 it would be reimbursable.

9 MR. WETZEL: Just a follow-up question to this
10 gentleman's -- Don Wetzel again with Walsh. This --
11 got several carve outs for kind of specialty lump sum
12 items. It says to put it on the 1364. Do you also
13 want that broken out on Schedule D? Because it's
14 really not a Schedule B or C item or F.

15 MR. CRAIG: No. We actually, what we're doing,
16 it probably was going to have to come out because -- my
17 knowledge about this is you have your Attachment 1 to
18 form -- to GSA Form 1364A. What we're doing -- what we
19 did for others because it's so knew is that we have
20 that lump sum that you -- from our standpoint for
21 pricing, you have the lump sum costs that aren't
22 specific to sustainability or to B or to physical
23 security. And then we ask for an attachment -- we love
24 our attachments -- to where they break out those
25 individually so we actually know commissions, yard, you

1 know, whatever the thing may be.

2 MR. WETZEL: So you want an exhibit for each of
3 the breakouts?

4 MR. CRAIG: We just need right now, we
5 basically -- what we've done recently is just to
6 literally list it.

7 MR. WETZEL: Okay.

8 MR. CRAIG: So broker's commission X, parking Y.
9 I mean, depending on what's in there because --

10 MR. WETZEL: Yeah, there's a couple -- just a
11 follow-up, there's a couple large ones, like the
12 canopies, the huge canopies --

13 MR. CRAIG: It's all new. It's all new so we --
14 we're figuring this out. It's new for just the last
15 month or so.

16 MR. WETZEL: And I guess a follow-up question is
17 I guess my suspicions with rent cap is challenging --

18 MR. CRAIG: That's why we're doing it.

19 MR. WETZEL: Is there a revised rent cap for the
20 smaller building from the original perspectives that
21 can be published?

22 MR. CRAIG: No.

23 MR. WETZEL: Okay. So you don't have a range
24 that you're shooting for?

25 MR. CRAIG: Well, most of our issue is scoring.

1 It's making this an operating lease. It's not the
2 budget amount. Many of our budget amounts,
3 unfortunately, now are too high from when they came out
4 years ago, and then they're escalating as well with the
5 4 percent. So it's not necessarily the budget amount.
6 It's purely what's the value of the building based on,
7 you know, today's world, so that's why it's a scoring
8 issue. It's not the budget issue as much. Obviously,
9 we're concerned about budget but --

10 MR. WETZEL: All right. My follow-up to the
11 scoring, will you be publishing the GSA scoring nature?

12 MR. CRAIG: We don't usually publish that, do we?

13 MR. WETZEL: On the more recent GSA jobs, they've
14 made that available.

15 MR. CRAIG: That's GSA.

16 MR. WETZEL: We found a lot of calculating errors
17 within the models, so if it's available on VA's side,
18 it would be terrific if we could get our hands on it.

19 MR. CRAIG: Yeah, so far I don't believe it's
20 being shared.

21 MR. ZERHUSEN: The most recent scoring model, the
22 latest and greatest and the one we're using from here
23 on out as far as I know was just completed maybe three
24 months ago, two or three months ago. It went through a
25 number of changes, and as Bill said, it's made scoring

1 extremely challenging. So that's what's driven these
2 other breakouts for the schedules and the lump sums.

3 MR. CRAIG: But there is some -- there is some
4 good news to that in that where before we would go out
5 and we would appraise value so we're dealing with
6 third-party appraisers, much of what's going on now for
7 the build-to suits is internal. And so I think it's a
8 lot of fairer as to getting to a score, so that's a
9 benefit and also, hopefully, save some time that we
10 don't have to deal with third-party appraiser, you
11 know, after we get all the down and find out, you know,
12 we're off by \$3 million dollars.

13 MR. ZOCCOH: Boyd Zoccoh again. Just a follow-up
14 on the lump sum. You mentioned a couple times a
15 brokerage commission. I don't show --

16 MR. CRAIG: That one may not be in there. See,
17 that's why -- this is a perfect example of -- it is
18 there you say?

19 UNIDENTIFIED SPEAKER: It's right around
20 2 percent or --

21 (Multiple speakers; indiscernible.)

22 MR. ZERHUSEN: For now, if it isn't listed as one
23 of the lump sum payments, consider it as part of the
24 rental.

25 MR. CRAIG: Right.

1 MR. ZERHUSEN: Don't be surprised if it gets
2 changed. That is one of the things that we had to
3 change to get scoring to work on other projects.

4 MR. CRAIG: I mean, because what we're trying to
5 do is, obviously, we're trying to get as much in the
6 annual rent as possible so that the locals are not
7 pulling out lump sum dollars so that they obviously do
8 this over 20 years and that's also what we'd like to do
9 20 years. So from that standpoint, you know,
10 unfortunately, it's a little bit of pulling it out,
11 pulling it out as we try to get up in this X scoring.
12 So we want as much in the rent as possible.

13 So that's why, please understand, when we're
14 doing this, there will be -- that's why you're not
15 getting it right away. That may change. We may say,
16 hey, from now on we know we're going there, so you're
17 going to get it all up front. We're not going to
18 start, you know, backing things out as we try, you
19 know, basically cook the recipe.

20 And we're not doing anything illegal or wrong.
21 We just want to get as much annual rent in as we can
22 and make it score. But then we have to starting taking
23 things out and use the bait with GSA as to what we can
24 take out, what we can't. We try to take the Schedule C
25 out. They say sorry -- that's yours. That can't come

1 out. That has to stay in the rent.

2 So we're looking for things that we can actually
3 take out, and instead of hitting you over the head
4 right away, it is a little -- it's piecemeal.

5 MR. HEFFERIN: Mark Hefferin, Cambridge. 6.6.4
6 of the SFO talks about the -- treatment of water
7 systems. There was a paper issued in 2013 by the VA
8 that allows some other options, silver nitrate being
9 one of those. Is that optional on this project?

10 MR. CRAIG: I don't know.

11 MR. ZERHUSEN: I don't know the answer to that
12 question, but if there's guidelines or something that's
13 been approved by the VA since the issuance of that, we
14 would say yes.

15 MR. HAMRICK: Okay.

16 MR. ZERHUSEN: I'll get you an answer.

17 MR. HEFFERIN: And then could you clarify the
18 security Class 1 as far as blast protection and
19 fencing? I noticed there's no security fencing on this
20 particular site.

21 MR. DAHNKE: You'll need it, I'll tell you that
22 right now. There's a reason it's not here, and it
23 isn't because we didn't want it.

24 MR. HEFFERIN: Okay.

25 MR. DAHNKE: It was a monetary thing. We took a

1 little flack for not having it, so you need to have it
2 on the next one.

3 MR. CRAIG: Let's check into that because I know
4 it's a big cost item, Jim, and we're taking them out of
5 other places.

6 MR. ZERHUSEN: Again, if it shows in the SFO as a
7 requirement --

8 MR. DAHNKE: I know locally --

9 MR. ZERHUSEN: -- consider it as being --

10 MR. DAHNKE: I know locally we want it.

11 MR. ZERHUSEN: Consider it in the price.

12 MR. HEFFERIN: We had it in there when we
13 proposed on this. That's why I'm curious why it wasn't
14 in there.

15 MR. ZERHUSEN: Right. It is one of the items
16 that has gone by the wayside on some projects. Again,
17 we've really worked hard to score a lot of our
18 projects, and some of the things had to go. We do
19 everything reluctantly, but it does happen. So at this
20 point, if it's in the SFO, consider it as part of the
21 price.

22 MR. WETZEL: Don Wetzel. Follow-up question on
23 the blast. This SFO didn't have a request form in it
24 to request a new updated blast requirements for the
25 VA. Have the requirements changed, or should we use

1 the old requirements? It's still the ISC form.

2 MR. ZERHUSEN: Refer to the till. It hasn't
3 changed that I know of, so the blast requirements that
4 are listed in the till should be the same as the ones
5 you're referring to.

6 MR. WETZEL: And, I guess, will you issue this,
7 the form that we have to send to the VA, D.C. from a
8 blast engineer to get recertified or just request it
9 for verification? Can you make that available?

10 MR. ZERHUSEN: We will make that available.

11 MR. WETZEL: Thank you.

12 MR. ZERHUSEN: Yeah, but that has to be --
13 unfortunately, we have to get a request from you. We
14 can't just blanketedly ask for that, so if you need
15 that, if you're going to be making a proposal, you do
16 need to send us a request for that.

17 MR. WETZEL: Yeah, there's usually a form they
18 have in there.

19 MR. ZERHUSEN: Correct.

20 MR. WETZEL: It wasn't in this one for some
21 reason.

22 MR. DAHNKE: Let me bring up one point, Steve,
23 since you mentioned the till. When you're out there
24 looking at the till, we have design guides and we have
25 design manuals. Always go off the manuals. The manual

1 trumps the design guide. The guides don't get updated
2 as quickly as the manuals do unfortunately, and you
3 could have the wrong HVAC requirement for a room if
4 you're looking at the guide. So make sure you always
5 double check in the manual, please, because you will be
6 held to the manual.

7 MR. CRAIG: Please.

8 MR. SCHNEIDER: Michael Schneider with Hoefer
9 Wysocki Architecture. Just a clarification on a
10 previous question. The SFO doesn't call for a site
11 fencing around it, yet you want us to include that in
12 the pricing?

13 MR. CRAIG: No. I think what Steve said is if
14 it's in the SFO, then include it.

15 MR. SCHNEIDER: Okay.

16 MR. CRAIG: If it's not in the SFO, until we
17 amend or ask you to put it in -- am I saying it
18 correctly?

19 MR. ZERHUSEN: Yes, you are. And by reference, I
20 believe we talked about security level 1. It is part
21 of that requirement. It's in there by reference.

22 MR. WEAVER: So for clarity's sake -- Derek
23 Weaver once again -- the fence is as the -- or is in
24 the scope of work by reference?

25 MR. ZERHUSEN: Correct.

1 MR. CRAIG: Thanks. Anything else?

2 MR. GILLESPIE: One last question. Jeff
3 Gillespie, JG Housing. Just a little bit more maybe
4 options discussion regarding the schedule and response.
5 I think the elephant in the room is the timeline on
6 this solicitation right now. We've got some open
7 items. We've got some design elements. We've got some
8 site elements that are all going to need time to
9 address. It's a pretty tight timetable from a response
10 perspective.

11 I know you're going to be bumping up against
12 options as well and that there's a likelihood of
13 another extension in that scenario obviously. Anything
14 that you guys have got in mind with regards to any
15 revision on this due date at this point in time, or is
16 that just in consideration at best right now?
17 August 3rd is a tight timetable. I don't know if I'm
18 speaking for everybody in the room or not, but from my
19 perspective --

20 MR. ZERHUSEN: You're not the first person to
21 bring this topic up. Our thought process was we would
22 have the meeting today. We would get the questions.
23 Then we would evaluate how much time we believe is
24 necessary to extend. So --

25 MR. CRAIG: Yeah. I mean, please keep working.

1 Please keep working.

2 MR. ZERHUSEN: The point of the whole thing is,
3 this is a very urgent timeframe to get this thing
4 completed as quickly as possible. We're getting a lot
5 of pressure from Congress, so we're not doing this just
6 to torture you guys. It's just that we have a really
7 tight schedule. We want everyone to understand that
8 we're on a tight schedule. We're not just going to
9 extend for the sake of extension.

10 MR. CRAIG: Don.

11 MR. WETZEL: Don Wetzel, just a follow-up or
12 maybe a suggestion. I like the timeline. Maybe we can
13 just exclude the offsite road improvements and handle
14 that with the short list of terms so that we can get,
15 you know, this in in a timely fashion. And at least
16 we're bidding on apples to apples. With that as an
17 unknown right now, it's a difficult add-on feature for
18 that short time frame.

19 MR. ZERHUSEN: Please make that suggestion in
20 written form. I would appreciate that.

21 MR. WETZEL: I'll send it in as a question.

22 MR. ZERHUSEN: Again, any ideas you have like
23 that, consider it as a question, and please submit
24 anything because we're fully open to questions and
25 ideas.

1 MR. WEAVER: Derek Weaver. And this may be an
2 observation as much as a question. Without having a
3 topographic survey, it opens up the different site
4 conditions clause with an SFO almost indefinitely. We
5 need a topographic survey for any of us here to be able
6 to price the site improvements, or, otherwise, any site
7 costs we have are really going to be grayed against, by
8 definition, a different site condition potentially.

9 MR. CRAIG: Thank you.

10 MR. ZERHUSEN: Anyone else?

11 MR. CRAIG: Well, that's it for right now.
12 Please get your questions in. Even if you repeat
13 yourselves from what you said today, those questions
14 will come -- they'll be coming quicker than she's able
15 to give us our report. So that gets us working --
16 obviously, we start working on them right away, but it
17 gets us working on them quicker. So that's really
18 helpful.

19 And I also want to thank you-all for coming here
20 in July on short notice. We really appreciate it. We
21 look forward to receiving some really great offers. We
22 thank you for your continued patience with as long as
23 this has taken, but the great news is we are where we
24 are. We're definitely moving forward, and we look
25 forward to working with you in the next few months.

1 Thank you.

2 MS. MERCIER: I just want to say one thing.
3 There's some pamphlets back here on this table, on the
4 corner table here that kind of tell what goes on in
5 this building, the types of care that are provided.
6 And it's going to be a similar function as to South
7 Hillsborough. A little bit different, a couple of
8 things are different, but it might give you an idea.
9 You're welcome to them.

10 MR. HAMRICK: Will you be escorting?

11 MS. MERCIER: No. You can go ahead.

12 MR. HAMRICK: You can walk through.

13 MS. MERCIER: Just stay out of the patient areas,
14 uh-huh. It's really basically this corridor when you
15 go out here, straight back and then the same upstairs.

16 MR. CRAIG: We do have one final comment from
17 Zeb.

18 MR. FOX: I know earlier Bill had mentioned the
19 answers to the questions that he'll hand out through
20 his contact list. We'll also post it to the FBO.

21 MR. CRAIG: Thanks.

22 (These proceedings concluded at 10:06 a.m.)
23
24
25

CERTIFICATE OF REPORTER

STATE OF FLORIDA)

COUNTY OF CITRUS)

I, Brooke Wharton, Court Reporter, Notary Public, State of Florida, was authorized to and did stenographically report the foregoing proceedings; and that the transcript, pages 2 through 57, is a true and accurate record of my stenographic notes.

I FURTHER CERTIFY that I am not a relative, or employee, or attorney, or counsel of any of the parties, nor am I a relative or employee of any of the parties' attorney or counsel connected with the action, nor am I financially interested in the action.

Dated this 21st day of July, 2015.

Brooke Wharton
Court Reporter

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