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U.S. DEPARTMENT OF VETERANS AFFAIRS

PREPROPOSAL CONFERENCE

COMMUNITY CARE CENTER

WEST HAVEN, CT

SFO NO. VA101-15-R-0082

MARCH 23, 2016

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Reported By:  
Susan M. Webb  
Licensed Shorthand Reporter  
CT License No. 0000313

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A P P E A R A N C E S:

ISI Professional Services:  
Chris Lefebvre, Broker Representative  
Daniel Marshall, Broker Representative

VACO Project Team:  
Zebulon Fox, Contracting Officer  
Kimberly Warren, Project Manager  
Joseph Danver

VA CT Healthcare System Staff Members:  
Darla French, Director of Operations - CCC  
Debbie Deegan, Acting Director - CCC  
Christian Schwenger, Project Engineer

Ernest Bland & Associates, PC:  
Carla Billingslea  
Irshad Saleji

1 . . . Preproposal Conference, West Haven  
2 Community Care Center, taken before Susan M. Webb,  
3 Licensed Shorthand Reporter, in and for the State of  
4 Connecticut, held at the West Haven Public Library,  
5 Connie Sacco Room, 300 Elm Street, West Haven,  
6 Connecticut, commencing at 10:06 a.m., on Wednesday,  
7 March 23, 2016.

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9  
10 MR. LEFEBVRE: Welcome everybody to the  
11 lovely West Haven Public Library for the big turnout that  
12 we have here, but we thank you for attending the prebid  
13 entry you're interested in for the procurement of the  
14 community care center here in West Haven, Connecticut.  
15 My name is Chris Lefebvre. I'm with ISI Professional  
16 Services. We're VA's broker for this particular  
17 procurement and ISI is really Dan Marshall here.

18 He's your main interface between your development  
19 response and the VA. We're kind of that linchpin in the  
20 acquisition process so Dan, you'll see his name and  
21 Jennifer Shaw's name regularly throughout this process.  
22 That's where you'll see ISI. You will not be interacting  
23 directly with any VA representatives, just as kind of a  
24 blanket statement there.

25 If we could, I will move forward and take a quick

1 look at the agenda. We'll make the introductions across  
2 the panel up here, talk a little bit about the purpose of  
3 the prebid itself, a project overview of the community  
4 care center, and then we'll dive a little deeper into the  
5 solicitation itself and the different sections, what's  
6 really relevant to you, what some of the requirements  
7 are, look at the design from a site and a building design  
8 standpoint and then get into some questions and comments.

9 One particular note, I will say if you ask a  
10 question here today, you do not need to submit it again.  
11 We're going to have it. It's going to be part of our  
12 dictation that we'll have. This is our court reporter.  
13 I'll address a rule there that we'll have. Please feel  
14 free, we want to welcome you to ask questions and  
15 interact with us in this opportunity so we can glean  
16 potentially some additional details from you and your  
17 side of the fence and vice versa.

18 For the introductions, right to my right right  
19 here is Zebulon Fox. He's a contracting officer for  
20 procurement. Kimberly Warren also a project manager,  
21 Joseph Danver from the VA central office in Washington,  
22 DC. They're on the administrative program as well as  
23 contract side of the house in central office. At the  
24 other table we have Debbie Deegan who is the Acting  
25 Director of the CCC.

1           Next to her is Darla French, Director of  
2 Operations, and next to her is Chris Schwenger, a project  
3 engineer. As I stated, I'm Chris Lefebvre, local  
4 representative of the VA, my partner Dan Marshall, both  
5 with ISI, and the end of the table, very end of the table  
6 is Carla Billingslea with Ernest Bland Associates and  
7 next to her is Irshad Saleji.

8           Ernest Bland is the IDIQ firm that supports VA's  
9 procurements for these design in place. We work in  
10 tandem. We wanted to develop the solicitation  
11 requirements, issue it, as well as field your questions  
12 throughout the procurement process.

13           Purpose, the purpose of today, one is to provide  
14 you some clarification regarding questions that you may  
15 have in the solicitation, any particular part of it,  
16 section of it, to encourage you to always refer to the  
17 solicitation. It is our bible so to speak in terms of  
18 the actual requirements for this procurement. You'll  
19 find that we will absolutely have amendments and  
20 clarifications which modify those initial requirements as  
21 set forth in the SFO. If there is an amendment, that  
22 becomes the new rule so always make sure you're  
23 referencing those.

24           Lastly, it's really -- and you've already taken  
25 an opportunity for you as industry professionals to

1 interact with one another. Normally it's a larger prebid  
2 field for this where there is some trades, interact with  
3 developers, financing institutions. It can be a very  
4 positive interaction to help form teams successfully to  
5 respond to these requirements.

6 Some rules up front, please make sure your cell  
7 phones are turned off or silence your ring tones. For  
8 questions, please hold them all until the end. We will  
9 ensure that we will give you the opportunity to ask them,  
10 and to the best of our ability, we'll we respond to them;  
11 and, again, we will respond to questions formally in the  
12 form of an amendment and/or clarification.

13 Today please speak clearly and slowly so we can  
14 capture it. At the end of this once we get the report  
15 back from the stenographer, we will also post all of the  
16 comments and questions from the prebid onto the FBO. You  
17 can download that and ensure that if you heard us say  
18 something, you'll see it in there. As well, we will hear  
19 your questions. We'll know that they're documented and  
20 that we'll provide you the answer.

21 If possible, when asking a question, if you have  
22 it, try to reference a particular paragraph or section of  
23 the SFO. It allows us to be able to pull it up on the  
24 screen so we can make sure we can understand your  
25 question exactly as you mean it to be understood.

1 Lastly, please respect procurement sensitivity. This is  
2 an ongoing procurement. We up here in the front are very  
3 careful about what we say, how we say it. You in turn  
4 should do the same, specifically if it's proprietary to  
5 whoever you are representing. I'm sure you may have some  
6 competitors to the left or right of you as well.

7 Next, I'll pass the torch over to Contracting  
8 Officer to discuss the possibility of --

9 MR. FOX: I'm Zeb Fox. I'm the Contracting  
10 Officer for this project. I'm just going to provide a  
11 description, a little bit -- I'm going to spend a little  
12 bit of time on this overview to talk about this great  
13 project. Bottom line up front is this project is good  
14 for veterans. It's good for the taxpayer, and it's good  
15 for the VA employees. You get the hat trick on this one,  
16 all three.

17 I'm very excited about this project. The new  
18 lease will provide state-of-the-art space for the  
19 nationally recognized award winning community care  
20 center, conjunctive primary care services, mental health,  
21 and select administrative programs. The community care  
22 services veterans struggling with mental illness and/or  
23 substance abuse disorders, homelessness and/or aging  
24 through innovation in psychosocial rehabilitation and  
25 integrated psychosocial and biomedical treatment.

1           The project will co-locate the community care  
2 programs with primary care services and select community  
3 care programs from West Haven Veterans Affairs Medical  
4 Center enabling the VA to decompress the West Haven VA  
5 Medical Center campus and integrate primary psychiatric,  
6 psychological, mental health and specialty care services  
7 to better serve the needs of veterans in the West Haven  
8 community.

9           The proposed lease co-locates three critical  
10 priorities that will enhance the quality of health care  
11 services to the veterans in the West Haven area. First,  
12 the community care center manages more than 45,000  
13 encounters and 42,000 veterans annually. It is currently  
14 housed in 12,000 net useable square footage leased space,  
15 which does not provide enough space to adequately provide  
16 health care services.

17           Over the next ten years, the workload at the  
18 community care center is expected to significantly  
19 increase as the programs at the center grow with the  
20 evolving needs of today's veterans. The proposed lease  
21 space will enable VA to continue to serve veterans  
22 throughout Connecticut who receive their medical and  
23 mental health services at the West Haven campus.

24           This lease will provide necessary additional  
25 space and address current privacy deficiencies and is

1 critical to support VA's commitment of maximizing  
2 veterans' independence throughout recovery and  
3 rehabilitation. Second, this lease co-locates  
4 specialized medical and mental health primary care  
5 services at the community care center to better serve the  
6 facilities unique to the veterans population. The  
7 existing facility is not able to provide basic primary  
8 care services to a vulnerable veteran population who is  
9 unable or unwilling to access existing services located  
10 in the medical setting.

11 The lease will include sufficient space for  
12 patient exam, treatment rooms, and address patient  
13 privacy concerns to enhance the quality of care and  
14 provide the veterans with overall better experience.  
15 Third, this lease decompresses the West Haven medical  
16 campus, VA medical campus, by providing 20,000 net usable  
17 square feet to re-locate selected administrative programs  
18 to the new facility.

19 These services and programs include primary care  
20 (psychiatric/psychological care), the PTSD National  
21 Headquarters, the National HIV Office, the Tele-Mental  
22 Health Headquarters Office and the National Woman's  
23 Healthcare Office, the Pain Research, Informatics,  
24 Medical comorbidities, and Education (PRIME) Center, the  
25 National Hepatitis C Resource Center, and National

1 Decision Support System Office. The above-mentioned  
2 patient care programs currently occupy inefficient and  
3 overcrowded space at the West Haven VA Medical Center.  
4 The proposed lease will provide appropriate space to  
5 house these services and programs.

6 Finally, this project supports affiliations with  
7 local universities through post-doctoral residency  
8 programs and psychosocial rehabilitation. Residency is  
9 hosted by VA, Connecticut Health Care System, and the  
10 West Haven division. Residents report to psychology  
11 service for matters of professional conduct and  
12 development and are primarily based at the community care  
13 center although there is some interaction with other  
14 programs in the mental health services line including  
15 PTSD and inpatient psychiatric unit and psychiatric  
16 emergency room, health psychological service,  
17 neuropsychiatric.

18 The lease will enable veterans to continue  
19 receiving quality healthcare, competent medical experts  
20 in a safe secure space. Like I said, it meets all three.  
21 It's good for the veterans. It's good for the taxpayers,  
22 and it's good for the employees. This is going to be a  
23 great project to be a part of. I really look forward to  
24 you offering on that.

25 MR. LEFEBVRE: Thank you. Clearly, for

1 those of you that see and respond to these often and  
2 nationwide, this is far more than a local outpatient  
3 clinic which provides localized care to veterans. As the  
4 CO just stated, there are large scale, high level  
5 national programs that are also affiliated with the  
6 community care center.

7           There is a very important mission-driven  
8 requirement here for VA. I know the solicitation does  
9 not adequately capture the purpose of this facility so  
10 although it's great for the veterans, for the taxpayer,  
11 and the employees, it's great for big VA as a whole,  
12 because, again, its housing a lot of its national  
13 programs within it.

14           With that being said, let's jump into the meat of  
15 some of the requirements of the solicitation itself and  
16 probably some of the questions, clarifications, and  
17 concerns that you may need or request. As kind of a  
18 general overview, I'm not going to read every bullet.  
19 I'm not going to address every single requirement within  
20 the SFO. We would be here all day long. On each slide  
21 I'm just going to touch on things that are either  
22 important, maybe there is a change coming or I want to  
23 emphasize the importance to you as a respondent to the  
24 solicitation.

25           Here are some general summary overview points.

1 It calls out just like it does in the SFO the net usable  
2 square footage requirement. Here I want to address  
3 contingency on bullet number 2. As you see here, the  
4 requirement is continuous space on no more than two  
5 floors. If you've taken a deeper dive into the SFO,  
6 you'll notice some inconsistencies there where it  
7 references one story. The requirement is continuous on  
8 no more than two floors.

9 That was the requirement in the advertisement  
10 that we went out on a market survey to determine what  
11 sites would be selected and that requirement as a minimum  
12 requirement remains. This was changed very soon after  
13 this. There will be an amendment to clarify what the  
14 requirement is. The requirement is just like it says  
15 here, continuous space on no more than two stories. One  
16 story is acceptable. Two stories is acceptable as long  
17 as it's continuous and no more than two stories.

18 Parking is addressed. Terms, the VA is asking  
19 for three terms so three alternatives; a 15-year firm  
20 term, a 15-year firm term with five 1-year option  
21 periods, and lastly, a 20-year term so your pricing  
22 should reflect all three of those options. You should  
23 have three 1364s. You should have three attachment 1s  
24 for 1364 that address each of those options specifically.  
25 Occupancy required within 24 months of award. We know

1 that's a sliding scale just as is the timing of the  
2 award. That's why the requirement is based on the date  
3 at which the VA makes the award.

4 Next, Section 2 of the SFO, which is  
5 communications and award. This is obviously as it states  
6 competitive negotiated best value procurement. I'll say  
7 it again, competitive negotiated best value procurement.  
8 Technical factors and subfactors when combined are equal  
9 to price. As we're going to go through these slides, the  
10 factors and subfactors are also listed in descending  
11 order of importance.

12 Slide 1 here, the technical evaluation, Factor 1  
13 is in fact technical quality. The subfactors as you see  
14 them, the quality of building and design concept,  
15 architectural concept, sustainable design and energy  
16 efficiency, and quality of site development.

17 Still within the technical evaluation factor,  
18 Factor number 2 is evidence of capability to perform.  
19 You got past performance, and I'll pause here and make a  
20 couple comments. Pay attention to the requirements in  
21 past performance. If you're a regular respondent to  
22 these, the forms have been changed slightly. There is a  
23 part 1 and part 2 of the past performance form. Read the  
24 instructions. Read them fully.

25 There are requirements and some things we're

1 asking you provide us so we can have complete clarity as  
2 to what you're referencing, who you're referencing, and  
3 what exactly the tie-in is in terms of relevancy, size,  
4 and complexity for the project you're offering here.  
5 Please make sure you're paying attention to those things.

6 Financial resources, I'll call out the  
7 requirement; two sources of independent financial  
8 resources, not one. It's two. Two is the minimum  
9 requirement. Additionally, VA is looking for additional  
10 satisfactory evidence of sufficient financial resources;  
11 personal financial statements, organizational financial  
12 statements. Again, it's all called out in the SFO. The  
13 more information you provide us there, the more  
14 transparency, the better VA will be able to evaluate your  
15 ability to provide this space. Below financing we have  
16 design team qualifications and contractor qualifications.

17 Factor number 3 still under technical evaluation  
18 is your O&M plan. The subfactors are interior and  
19 exterior maintenance of buildings and grounds, routine  
20 and emergency calls, staffing plan, administrative  
21 procedures, and your quality control plan.

22 Factor number 4, socio-economic status, again in  
23 descending order of importance here. SDVOSB, VOSB, and  
24 small business, let me make another point very clear  
25 here. The offering entity must be one of these if you're

1 trying to claim the point and the credit here. A couple  
2 things you have to have. One is an active SAM  
3 registration that clearly shows the NAICS code issued  
4 531190, \$38.5 million revenue ceiling, three year  
5 average.

6           Ensure that you provide us with the full SAM  
7 printout, the entity records, the full record printout.  
8 It must show the correct offering in the year provided,  
9 the correct DUNS number that shows you're a small  
10 business, a lot of problems with this so just make sure  
11 that you're fulfilling that. Additionally, if you're  
12 trying to VOSB or SDVOSB, provide us with your best  
13 printout showing that you are an active veteran-owned  
14 small business or service-disabled veteran-owned small  
15 business.

16           MR. FOX: Just to comment on that, as a CO,  
17 I'm checking that. I'm taking your submission, your SAM  
18 submission, and any veteran information. I'm checking  
19 the vetbiz.gov. I'm checking it with SAMs on every  
20 single offer. Whatever you provide on that, I'm checking  
21 it.

22           MR. LEFEBVRE: Lastly is price, all  
23 technical factors and subfactors. The one thing I'll  
24 tell you on price evaluation is pay very close attention  
25 to that attachment 1 in 1364. We've tried to make this

1 much easier on you and in turn much easier on us to  
2 evaluate price and look at actual dollars for particular  
3 line items that roll up to the cost. Look at that up  
4 front.

5           If you have questions, concerns -- I know there  
6 already some, and we're going to provide some  
7 clarification if not some modifications to that form.  
8 They're whole dollars. The rates are going to populate.  
9 We want to know actual costs. Take a look at these forms  
10 early. If there are issues or concern, please address  
11 them.

12           Moving into Section 2 here of the SFO,  
13 communications and award. Very easy, offers must meet  
14 the mandatory minimum requirements. Again, the CO can  
15 and more than likely will set a competitive range,  
16 whether competitive range is everything that submitted or  
17 a reduced field in the competitive range. There are  
18 minimum requirements. Please be sure that you're  
19 fulfilling them.

20           As stated, competitive negotiated procurement,  
21 best value trade offs. Technical factors and subfactors  
22 when combined are equal to price. Discussions may be  
23 held. The VA does not have to hold discussions. The  
24 award can be made on initial offers. Please ensure that  
25 you're providing your best submissions up front, no

1 gaming the game and trying to include things later in the  
2 procurement process. Please ensure that you're  
3 submitting all minimum requirements and your best pricing  
4 up front.

5 MR. FOX: As the CO, I want to award on  
6 initial offers. I don't know if we'll be able to do that  
7 until they come in, but provide your best offer up front.  
8 I want to award on initial offers. I hope we can go that  
9 route.

10 MR. LEFEBVRE: It's already been noted in  
11 this procurement process. It's very protracted. It's  
12 long. It takes a long time to, one, issue an  
13 advertisement, get proposals, evaluate them effectively  
14 and make an award so help us. If that's a painful  
15 process, help us by providing the best submission up  
16 front so we're not having to always have multiple  
17 iterations.

18 There are going to be issues on our end where we  
19 have to amend or we have to give you more time, and we're  
20 sorry that that has to happen. Things change, but what  
21 you can do for us is make sure you're always putting your  
22 best foot forward.

23 MR. FOX: I want to award this as soon as  
24 possible, but I have to do it at a fair and reasonable  
25 price. I've got to make sure we meet the requirements.

1                   MR. LEFEBVRE: Miscellaneous, and I'm going  
2 to kind of breeze over some of these. If you have  
3 questions on them, just be sure you're jotting it down  
4 for later. Section 3 discusses substitutions for  
5 specific brand names, unit cost adjustments, unit prices  
6 for alterations. It also discusses the difference  
7 between your rentable and net usable square feet. Make  
8 sure you're paying attention to that, ensuring that your  
9 drawing that you submit to us clearly delineates between  
10 you offered rentable and net usable square footage.  
11 We'll talk a little bit more about that in a bit.

12                   Design concept, submission with offer, again, I  
13 don't want to dive too deep into this. Be sure you're  
14 showing us the difference in shading for what is offered  
15 as usable versus rentable. Again, the design concept is  
16 going to be used as far as the technical evaluation. We  
17 provided you with a conceptual, which a lot of time and  
18 effort has gone into. The user groups and the program  
19 and the agencies, that's all been taken into account in  
20 the conceptual that we provided you.

21                   Last bullet there is failure to submit plans and  
22 specifications in accordance with the requirements may  
23 cause your offer to be deemed unacceptable and  
24 non-responsive, not in the competitive range. Please be  
25 ensure that you're meeting the requirements as stated in

1 the SFO.

2           General design rule, lessor shall design and  
3 construct the building and site in accordance with the  
4 SFO, all federal regulations, building codes and  
5 ordinances. They're all in the SFO. Just ensure that  
6 you're applying your design to each one of them. A  
7 little sub-bullet here; in case of conflict, most  
8 stringent standard as it relates to this will always  
9 apply.

10           The requirement LEED-HC Silver Certification,  
11 please ensure that you're providing that. One, the score  
12 card, two, the narrative addressing how you're actually  
13 going to do that.

14           Section 5 is site design criteria. What we want  
15 here is we want to know how comprehensively you're going  
16 to support and be able to provide to us a developed site  
17 and building so flow, ingress, egress, landscaping, flag  
18 pole specifications, everything. Again, we provided you  
19 with a site conceptual to ensure you're regurgitating  
20 back to us per your designs to meet the qualifications  
21 that are set in the SFO.

22           Section 6 is building design criteria. Again,  
23 please reference these codes and regulations as you're  
24 submitting your design, the same for Section 7, interior  
25 construction, finishes, and interior design. We've

1 provided you a conceptual floor plan. Again, a lot of  
2 effort has gone into the mapping of those program  
3 requirements.

4 Continued for interior construction, for your  
5 space layout, make sure it's in accordance with Section 3  
6 requirements as well. Ensure you're showing us from a  
7 room as well as the gross area the usable square footage  
8 versus rentable square footage.

9 Section 8, services, utilities and maintenance.  
10 The lessor is required to maintain the building, building  
11 equipment, and systems and the exterior premises in  
12 accordance with the General Clauses. Again, those would  
13 be in 3517B. The cost of utilities should be included as  
14 part of the rental consideration. Schedule A, again,  
15 it's all in the SFO.

16 I don't want to belabor that. The one thing that  
17 I will point out here, and it's a sticking point, you see  
18 it underlined; the lessor is required to place 125  
19 percent of the annual reserve grand total into a funded  
20 maintenance account. Ensure that's it's 125 percent.

21 This is an area that we have seen in the past  
22 where certain developers will begin to shelter costs  
23 elsewhere. They won't put enough. It's a management  
24 cost. It ultimately rolls up below line 27. The VA  
25 wants it to be 125 percent of the cost in that line.

1 It's simple math. We're going to do that simple check  
2 too. Again, meeting minimum requirements, make sure you  
3 do.

4 Section 9 is safety, fire protection, and  
5 environmental management. It's fairly standard there.  
6 Follow the instructions in the SFO. Section 10,  
7 instructions and preparation of the SFO. I'll spend a  
8 little bit more time here. Read all parts of the SFO.  
9 It is a robust document. If you're not used to dealing  
10 with it and responding to it, it's complex. It's  
11 confusing. I feel your pain. It just is, but ensure  
12 you're reading it all. Make sure you find the minimum  
13 requirements.

14 All required forms in part VIII, again, some of  
15 these forms have changed. They've been updated. Don't  
16 regurgitate a form that has been in a prior procurement.  
17 There have been revisions to the forms. We have provided  
18 those revisions, and we'll actually be providing more  
19 revisions after this meeting, like the 3518's changed.  
20 Make sure that you're not simply regurgitating past  
21 responses for this particular solicitation.

22 Lastly here when there's a discrepancy between  
23 the GSA form and the SFO, the SFO prevails. The VA is  
24 not GSA. Although they are following guidelines of GSA,  
25 the VA has specific requirements in many cases that are

1 more stringent and so if there is a conflict or  
2 discrepancy between those, follow the VA form, the SFO  
3 form.

4           Moving into probably those of you here, one of  
5 the more pertinent slides here, what I call a general  
6 proposal response comments. Again, review all the  
7 requirements. I can't make it any more clear. Listen,  
8 we're trying to not expedite, but compress the  
9 procurement timeline here. We're trying to be as  
10 efficient and effective as we can.

11           Read those requirements; understand them. If you  
12 do not understand the requirements, ask us about the  
13 requirements. We want to ensure that we're complete  
14 proposals. Otherwise, you may find yourself being  
15 non-responsive. Structure and formatting, although not  
16 an evaluation factor, those two things matter.

17           Put yourself in the position of the technical  
18 evaluation board member. You have to review sometimes  
19 twenty proposals that are 600 to 1,600 pages long each.  
20 It is daunting. That's what you're going to have to look  
21 forward to. It's a lot. The manner in which you provide  
22 us the information, again, it matters. Make it clear.  
23 Make it concise. Have it flow the logical progression  
24 that's in the SFO in the evaluation factors. If a  
25 particular submittal information is all over the place or

1 in three places, it gets very confusing.

2           It's difficult to review 1,600 pages. Again,  
3 make it as easy as possible on the evaluator in reviewing  
4 your proposal. Narrative substantiations, just like the  
5 LEED score card, providing us a LEED score card claiming  
6 that you're going to meet silver for healthcare is not  
7 enough. How are you going to do that? Substantiate that  
8 claim narratively. How are you going to meet the  
9 schedule? That's what it's talking about. Tell us  
10 narratively how you are going to do that.

11           If there are value-added solutions, you say,  
12 listen, I know I'm a high price. Tell us about your  
13 price. Tell us, listen, this is better because of this.  
14 This is the additional ancillary value you're going to  
15 get out of this offer. Conversely, if it's a lower  
16 price, if you know there are efficiencies gained here,  
17 this is a value to the VA, call those things out for us  
18 again.

19           When the CO at the end of the day has to make a  
20 justification for award, that value trade off, help us  
21 make the cleanest, most efficient, effective decision  
22 possible. Lastly and perhaps now most importantly is  
23 eliminate discrepancies in your offer. Every single  
24 procurement somehow this is an issue. The biggest one is  
25 the offering.

1           Whoever you are that's offering, it needs to be  
2 consistent from your cover letter to your footer to your  
3 financial resources letter to your bid bond. Every form  
4 needs to match the offer by the actual name. It needs to  
5 be consistent. You need to ensure that who is offering  
6 and who is going to be awarded is actually who's on it.  
7 Please ensure that that's consistent.

8           Past performance forms, again read the  
9 instructions. We're asking and requiring a little more  
10 of developers. It's not taxing, but we just want to know  
11 a little bit more of a cross mat of the references that  
12 you're providing us and the offering entity. If you're  
13 offering a piece of past performance, anybody on that  
14 team, working on the team you're proposing, who are those  
15 key personnel? How similar was that past performance  
16 reference in terms of size, scope, and complexity to what  
17 you're offering? Again, make it easy. Clear map that  
18 out for us. We've tried to modify these forms to make it  
19 a little easier.

20           Price and cost, touched on it, spend time on it.  
21 Ensure that it's right. Ensure that it's accurate. If  
22 awards are made off that initial offer, that needs to be  
23 accurate and reflect your actual pricing. Lastly here,  
24 question responses, we've had questions, question  
25 deadlines post-prebid in case it turns out there is no

1 questions, responses deadline is March 31st. The VA is  
2 not going to answer questions that are submitted after  
3 that fact.

4           What we will also try to do as questions come in,  
5 and this is what the CO has said, and different CO's have  
6 different approaches, as questions come in, we're not  
7 going to hold off and wait and answer all questions in a  
8 big bulk. As we have answers to questions that are  
9 submitted, we're going to respond back to the marketplace  
10 with those answers. We want you to be armed with as much  
11 information as possible. The CO is committed to doing  
12 that.

13           That being said, if your question has been  
14 submitted and has not yet been answered, it's because  
15 we're developing an answer for you. We will respond to  
16 all questions. We have our own compliance matrix that we  
17 ensure that any question that comes in is at least going  
18 to be addressed. It doesn't always mean it's going to be  
19 the answer that you want either, but we will have at  
20 least addressed the question.

21           MR. FOX: We'll provide you with the best  
22 answer that we can provide. That means multiple  
23 amendments. You'll see multiple amendments so you need  
24 to be aware on this proposal.

25           MR. LEFEBVRE: I'll call out now that there

1 are already amendments coming out. There are already  
2 changes. There are already inconsistencies. The one  
3 I've called already about whether it's one story  
4 continuous or two floors continuous, we'll modify that.

5         There are a few references within the  
6 solicitation and even some of the drawings that, again,  
7 we will make that amendment to change those references.  
8 We're going to do it early. We don't want you belaboring  
9 this three weeks later and still not having the answer.  
10 We want the best response that we can possibly have.

11         Next what we'll hope we'll do before questions,  
12 because a lot of your questions may have to do with it is  
13 EBA is going pull up some of the conceptual designs and  
14 have them just generally talk through those conceptuels.  
15 Again, it makes for some questions. If you'll excuse me,  
16 I will -- I guess we can start here. Does that work?

17         MS. BILLINGSLEA: We can start with the site  
18 plan. The site plan we're showing right now, we're  
19 separating the parking between the staff and the visitors  
20 and patients so the visitors and patients park directly  
21 in front of the building entrance and that's to your  
22 bottom right there. We have a drop-off area which is  
23 titled entry court right here. We have a good majority  
24 of your handicap spaces right in that entry court area,  
25 and to your left you have the staff parking, right in

1 there so we have five entrances. They're separated by  
2 the two main entrances are to the bottom.

3 The staff entrance is to the left. You have two  
4 entrances to the left of the parking. Also, we're  
5 showing just areas where you can have your storm water  
6 management. Those are those two dark green spaces, one  
7 in the back and one toward your bottom left. We're  
8 showing an area for your loading dock which is right  
9 above to the right of where Chris is highlighting, as  
10 well as your trash recycle, just all your service entry.  
11 Everything's down to that area.

12 Your service entrance is to the right side of the  
13 site. That's a totally separate entrance. This site has  
14 to follow the life safety physical requirements. There  
15 is a 25-foot setback. No vehicle can go any closer than  
16 25 feet. As far as service vehicles or ambulances, they  
17 have to go there. They're not allowed to go any closer  
18 than 25 feet.

19 This one depicts the difference between your  
20 departmental gross square feet, which is the sort of a  
21 long space. That's also the same as net usable square  
22 feet. The gray area, this is included in your rent, that  
23 includes the circulation and toilets, building support,  
24 and everything that's under the gray area right there.  
25 The next slide, this one right here shows the different

1 departments color coded so your main space is the mental  
2 health, which includes the substance abuse.

3           You also have the primary care adjacent to that  
4 in blue. The primary care is using our PACT model, which  
5 means you have your providers central core of that  
6 department. The patients or visitors would enter into  
7 that. They would go in the side doors. The primary care  
8 providers have a separate entrance into the exam rooms.

9           Included in the primary care you also have a  
10 procedure line, which is the bottom right-hand corner  
11 right there. That also has a bathroom facility right  
12 there. The gray represents the building support area,  
13 which you can see to the right. That's where the loading  
14 dock is located. Mental health in the back you have your  
15 cubical farm in the back.

16           You also have meeting rooms. You have one in the  
17 bottom left-hand corner, which is like further toward  
18 right there. You have like a big diamond or community  
19 meeting area. That includes the kitchen in the bottom  
20 left-hand corner. You also have as far as supporting  
21 this function, you have a canteen space, which is  
22 adjacent to it. It has its own kitchen area right here,  
23 and you also have your wellness center, which is like the  
24 olive color. Your wellness you have your exercise  
25 equipment in there.

1           In the national program it's more like an admin  
2 space. You have a mixture of offices and cubicles on  
3 this side. We'll go to the next slide. This enhances  
4 the drawing that we just looked at. It just shows the  
5 space involving offices, exam rooms.

6           MR. LEFEBVRE: With that we can open up for  
7 questions. Again, if you've got an SFO reference,  
8 fantastic. It just helps us out if it's pertinent to any  
9 of the conceptals or designs so we can pull it up and  
10 use it as a reference to your questions. We're going to  
11 open this up to the group to see any questions you may  
12 have.

13           MR. WEAVER: Derek Weaver with Johnson  
14 Developers. Maybe this is for Carla. In the kitchen,  
15 Carla, for either the dining area or the canteen, will  
16 you provide us with a list of anticipated equipment so we  
17 can plan it for structure and approvals that we'll need  
18 for the local jurisdiction?

19           MS. BILLINGSLEA: It's part of Schedule B.

20           MR. WEAVER: Okay. I have another question  
21 for Carla as well. In the primary care area for the  
22 staff section in the center of the PACT model, it appears  
23 to be hardened walls. Was the intent for full height  
24 walls or is that intended to be the traditional open  
25 space that we're accustomed to?

1 MS. BILLINGSLEA: Open space, but we'll  
2 clarify that just to make sure there's no  
3 misunderstanding.

4 MR. LEFEBVRE: Any other questions?

5 MR. FIELD: Sol Field from Indian River  
6 Road. There's a lot here. I see that we're supposed to  
7 send in our proposal before April 25th. Does everything  
8 there, does it all have to be there or --

9 MR. LEFEBVRE: Everything. I will say that  
10 the 45 days that we're given for this are longer than  
11 normally provided. This is a smaller, less comprehensive  
12 facility than some of the larger outpatient.

13 MR. FOX: The standard is 30 days. We've  
14 gone ahead and made that decision to bump this out.

15 MR. LEFEBVRE: You're making it easy.

16 MR. FOX: This is your chance. I'm right  
17 here in front of you, the Contracting Officer. You have  
18 the members, staff right here.

19 MR. WEAVER: Please, if you would change the  
20 date for Monday receivable. We've run into that before.  
21 We usually like -- because that has a shipping on Friday,  
22 we lose a few days. We lose Friday, Saturday, and  
23 Sunday. If you can take proposals on any day other than  
24 Monday, it just gives us a little bit more time to fine  
25 tune and give you a better finished product. Monday is

1 always a bad day for us to deliver to you.

2 MR. FOX: Thanks for that feedback. We'll  
3 certainly consider it, take it under consideration.

4 MR. WEAVER. Thank you.

5 MR. FOX: That's the type of communication  
6 I'm looking for is providing that detail.

7 MR. ANGEL: Jon Angel, representing Indian  
8 River Road property. From a procedural standpoint, what  
9 is required from the developer to control a property? In  
10 other words, we're offering the property for sale.  
11 You're asking developers to submit proposals. What's  
12 required from that group?

13 MR. FOX: Can you just pull that section up,  
14 please? We define it there. We'll point it out on the  
15 lease. If there's any inconsistencies or it's unclear,  
16 please ask that following question. This is what we're  
17 looking at here.

18 MR. MARSHALL: An option to purchase, sales  
19 contract, a deed showing ownership, or an option to lease  
20 the site, a long-term land lease would be as long as the  
21 time that you're offering it.

22 MR. LEFEBVRE: From the ownership  
23 standpoint, it is a complete business decision whether or  
24 not there is exclusive right to represent the parcel.  
25 There is nothing on our end that would restrict a

1 particular site from having multiple developers offer the  
2 site or an ownership group allowing developers to offer  
3 that site as well as them offering their own. It's  
4 hedging your bets.

5           Again, that's a business decision. What we want  
6 to see is the option to purchase. If it's signed by  
7 ownership, we also want to be able to see the deed that  
8 that is in fact the owner providing that right to  
9 represent.

10           MR. ANGEL: Thank you.

11           MR. FOX: Just to clarify, that covers your  
12 submission. After award there's a different set of  
13 standards. Keep in mind as you go through and prepare  
14 this that we're going to ask you to execute a certain  
15 level after.

16           MR. LEFEBVRE: It will state how quickly  
17 that needs to be. Any questions? Keep in mind, again,  
18 we are going to be issuing an amendment up front here.  
19 This probably isn't going to come for at least ten days.  
20 We have to be able to get this back from the third party  
21 that's doing this. If you have a question, it's not that  
22 you're going to get an answer right now, but you may.  
23 That's easy then.

24           MR. FOX: This is going to be the final  
25 call. I'm telling you, we have the members here. We

1 have the staff, the Contracting Officer, the program  
2 office, our engineers. We're all sitting here right in  
3 front of you. Come on.

4 MR. FIELD: Sol Field again. Is there any  
5 issue here on funding?

6 MR. FOX: We do not have an unlimited supply  
7 of funds for the project, but there is funding for this  
8 project. There's funds for this project. I'm not going  
9 to come out and say how much. That would give up our  
10 negotiation positions. However, there's funds for the  
11 project.

12 MR. LEFEBVRE: Keep in mind this is a  
13 competitive procurement so from a price cost standpoint,  
14 there are two real factors here. One is the competition  
15 among the marketplace and evaluating that present value.  
16 The second is meeting all of these scoring standards.  
17 Those are two distinct things. One, price is evaluated  
18 as the SFO states against the competition; but, two, it  
19 must also score.

20 MR. FOX: I couldn't be at this position if I  
21 did not have confirmation of availability of funds.

22 MR. WEAVER: As far as the OMB standard is  
23 concerned, is there any anything relative to the fair  
24 market value that you can share with us now that would be  
25 a guide?

1 MR. LEFEBVRE: That would be helpful.

2 MR. FOX: Unfortunately I can't share at  
3 this point in the process, but keep in mind fair market  
4 value, the OMB standards, it's out there for the most  
5 part. For this particular project and analysis behind  
6 it, that's not publically available; however, OMB does  
7 tell what we're basing a lot of those decisions on. It's  
8 helpful to go out look at that.

9 MR. LEFEBVRE: What we can tell you though  
10 is the more competitive your price is, the better off  
11 you're going to be on OMB scoring, like always. One of  
12 the factors, kind of a general statement here, what's  
13 happened with OMB scoring and why it's actually getting  
14 better is the GSA has recognized that VA standards for  
15 the types of facilities that VA is procuring are not  
16 typical. They are not standard.

17 You'll notice within this SFO that it's unlike  
18 those in the past, at least recent past. It clearly  
19 delineates what is going to be paid lump sum so from a  
20 developer standpoint, a lot of that risk of will these  
21 things actually be paid lump sum or is it only going to  
22 be Schedule B, that sort of ambiguity is removed. We're  
23 telling you what's going to be paid lump sum.

24 It's really for the GSA's review of these lease  
25 awards for them to be able to evaluate from a scoring

1 standpoint apples to apples. We're trying to bring VA in  
2 line with the GSA standards. We're telling you you've  
3 got a list of things that VA is going to paying lump sum.  
4 Give us your cost of those things. We're going to  
5 extract it out of the rate.

6 We're trying to be more efficient and asking of  
7 you to provide an additional layer of transparency to  
8 really be able to look at your costs and evaluate them  
9 properly. We hope that we've done that. We hope that we  
10 can make this a little more simple.

11 MR. FOX: A lot of your feedback such as  
12 this question and answers has helped us develop those  
13 points to bring back and address those higher levels so  
14 continue to ask those type of questions, continue to  
15 provide the feedback in the procurement process. It's  
16 important.

17 MR. LEFEBVRE: It doesn't go unheard. It  
18 may seem like it at times, but it does not go unheard.  
19 The VA is a massive machine and as such it moves a little  
20 slower, as it needs to, because policy decisions actually  
21 mean something; and there are consequences to policy  
22 decisions that aren't made for the right reasons. With  
23 that being said, thank you all again for coming out here  
24 and for your interest in supporting the community care  
25 center.

1                   MR. FOX: Any last questions? Thank you for  
2 coming today.

3                   (The conference was concluded at 10:57 a.m.)

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1 STATE OF CONNECTICUT )  
2 ) SS  
3 COUNTY OF NEW LONDON )  
4

5 I, Susan M. Webb, a Notary Public duly  
6 commissioned and qualified within the State of  
7 Connecticut, do hereby certify that I took the West  
8 Haven Community Care Center Preproposal Conference, on  
9 the 23rd day of March 2016, at the West Haven Public  
10 Library, Connie Sacco Room, 300 Elm Street, West Haven,  
11 Connecticut, commencing at 10:06 a.m.

12 I further certify that said conference was taken  
13 by me stenographically and thereafter reduced to writing  
14 under my supervision.

15 I further certify that I am not an attorney,  
16 relative, or employee of any party hereto, nor otherwise  
17 interested in the event of this cause.

18 In witness whereof, I have hereunto set my hand  
19 and affixed my seal this 4th day of April 2016.

20 \_\_\_\_\_  
21 Susan M. Webb  
22 License No. 000313

23 Notary Public  
24 My Commission Expires August 30, 2018.  
25

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**7**

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**9**

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**9**

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