

DEPARTMENT OF VETERANS AFFAIRS
WASHINGTON DC 20420



JUL 13 2016

Joseph M. Alexander, President
The Alexander Company, Inc
345 W. Washington Ave, Suite 301
Madison, WI 53703

Antonio Perez, Secretary-Executive Director
Housing Authority of the City of Milwaukee
809 N. Broadway
Milwaukee, WI 53202

Dear Mr. Alexander and Mr. Perez:

The Department of Veterans Affairs (VA) has completed its evaluation of the responses to VA 101-16-R-0084 Request for Proposals (RFP) to develop safe, affordable, housing for Veterans and their families with priority placement. VA is pleased to inform you that The Alexander Company, Inc. and Housing Authority of the City of Milwaukee have been selected as the preferred developer for the Enhanced-Use Lease (EUL) project at the Clement J. Zablocki Medical Center – Milwaukee, Wisconsin.

The enclosed Development Plan requirements as described in RFP VA 101-16-R-0084 identify the types of information that are required for this project. Achievement of an acceptable Development Plan is necessary to proceed further with agreements on all business terms of the arrangement (i.e., monetary consideration), outline the responsibilities of the Developer, the manner in which the development will be financed, designed, constructed, operated, maintained, and any anticipated improvements in the future. The Development Plan will be the start of the EUL transaction process that will, if the parties are able to successfully reach agreement, result in lease execution. If a comprehensive Development Plan with, if applicable, any appropriate monetary consideration to VA cannot be reached within a reasonable amount of time as agreed by both parties, negotiations will be terminated with no further involvement from your companies.

Transaction terms and discussions regarding the Development Plan should begin immediately. Ms. Carrie Pham, Portfolio Manager, Office of Asset Enterprise

Element 6: Technical/Personal Mastery

As a Contracting Officer, Hong took initiatives to study emerging real estate market trends, conditions and best practices from the public and private sector for application to VA leasing, acquisition and build-to-suit real estate related projects.

She has been seeking every opportunity to acquire, expand and update her knowledge in this industry through formal trainings, professional journals and industry conferences. She has successfully completed all contracting related training and maintained her Level III Unlimited Contracting Officer's Warrant.

Element 7: High Performance Development Model (HPDM) Competencies

As a Contracting Officer, Hong understands VA's mission and goals and has demonstrated her willingness and ability to work with other team members to carry out the multiple missions of the department effectively.

- Provided support to medical centers in space planning, acquisition and training its acquisition staff to manage its future leasing projects.
- Demonstrated ability to resolve problems, work diligently under pressure and handle differences of opinion in a professional manner.
- Provide effective and prompt responses to field personnel and received email and telephone thanks from VA field staff and contractors for her prompt responses.
- Was able to adhere to all applicable real estate principles, regulations, policies and methodologies governing the Federal Real Estate Leasing, yet adopt and develop innovative, practical and creative solutions to meet the Agency's real estate needs and mission.