



VA
HEALTH
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Defining
EXCELLENCE
in the 21st Century

Industry Day

Competitive Procurement
Management Lease Agreement
Heroes Golf Course
VA West Los Angeles Campus
February 15, 2017



Agenda/Overview

- ☐ Welcome & Introductions
- ☐ Background
- ☐ Heroes Golf Course
- ☐ Objectives
- ☐ Key Operating Parameters
- ☐ Acquisition Status & Strategy
- ☐ Tentative Milestones Schedule
- ☐ Final Takeaways/Conclusion



Introduction

Name	Title
Thomas Payne	Deputy Real Estate Development Manager
Ian Musa	Deputy Program Manager
Alan Trinh	Deputy Director of Contracting
Stephen Kwak	Contracting Specialist



DISCLAIMER

- ☐ Exchange with industry is NOT a forum to provide attendees with advanced notification of specifics of an impending solicitation. The official procurement will be posted at: FedBizOpps (FBO) (<https://www.fbo.gov/>).
- ☐ Today's Industry Day is intended to provide you with general information about the upcoming procurement. The information presented today is subject to change based on a variety of circumstances (e.g., feedback that VA receives from industry, changes in industry market conditions, changes in economic conditions).
- ☐ The upcoming competitive solicitation will contain and represent the official information and instructions for how and when Offerors should submit their proposals for VA's review and evaluation.

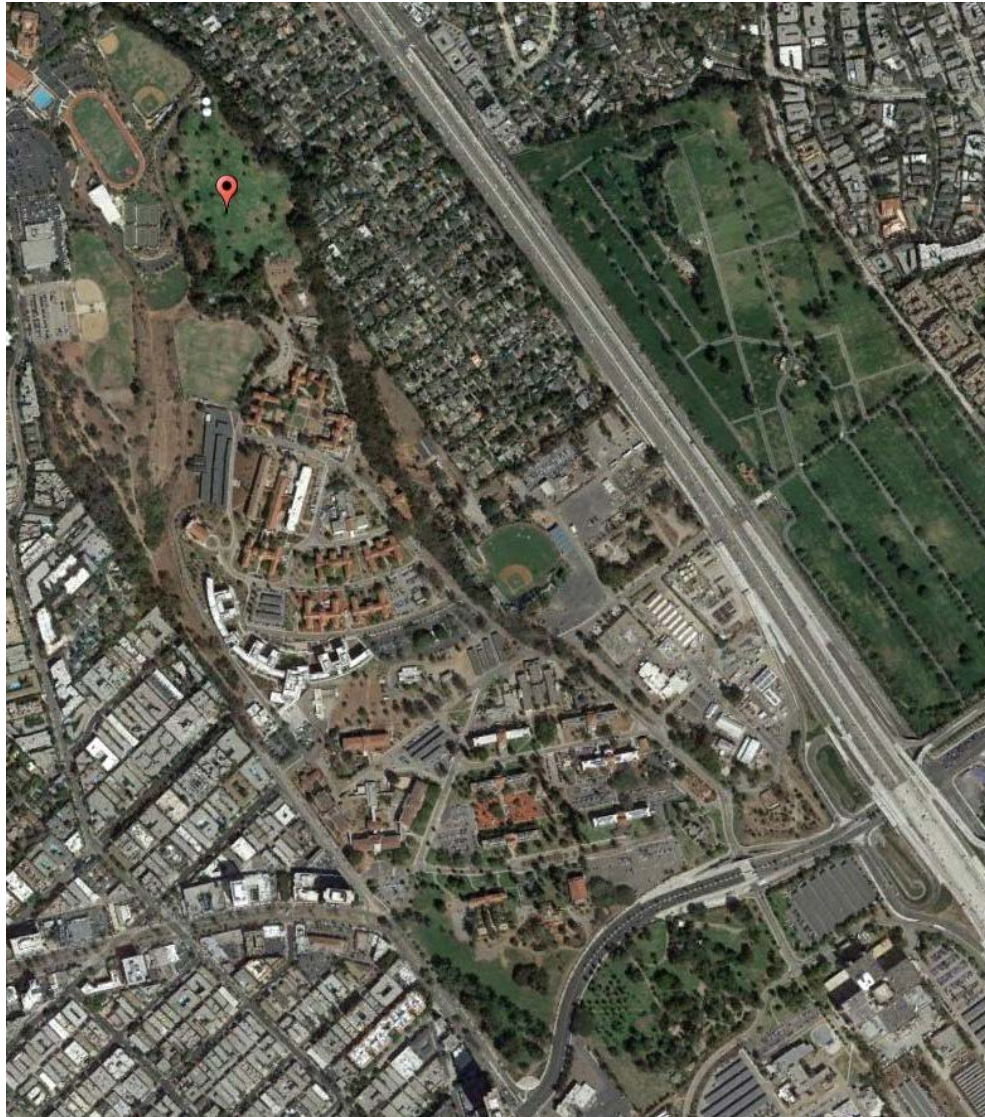


Background

- ❑ The VA West Los Angeles Campus is comprised of approximately 388 acres and currently contains approximately 100 structures measuring approximately 2.8 million building square feet, several recreational areas, the Heroes Golf Course, parking lots, and a network of private roadways and walkways.
- ❑ One of the largest medical center campuses in the VA system; provides Veterans with access to a full continuum of healthcare services in a range of treatment environments including hospital, residential, long-term and various outpatient settings.
- ❑ Heroes Golf Course was developed in 1946.



Heroes Golf Course



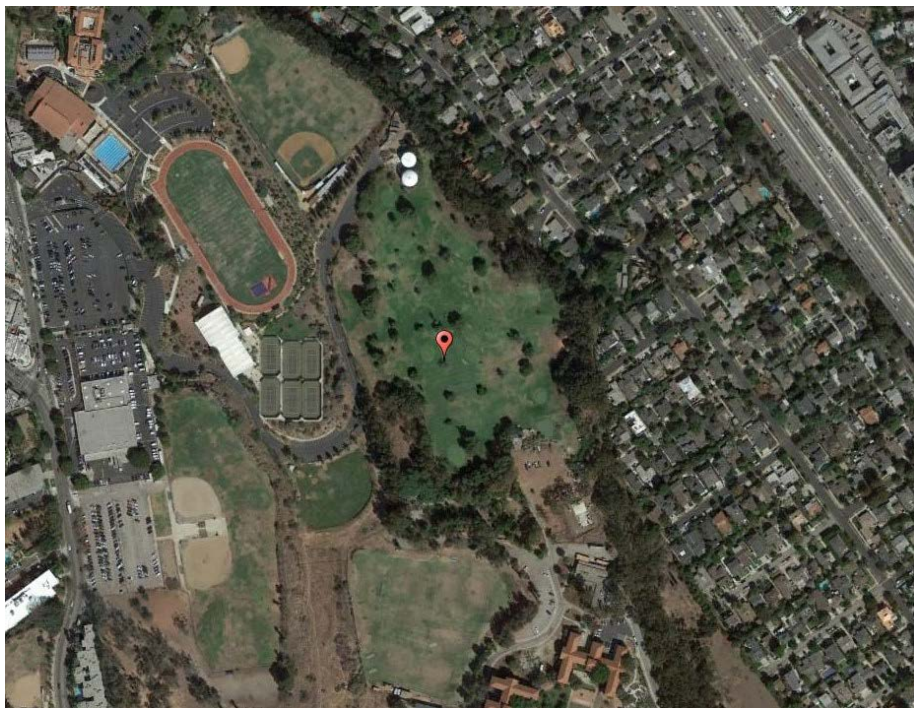


Heroes Golf Course





Heroes Golf Course



- ❑ Situated on Parcel 6, which contains approximately 14 acres.
- ❑ Opened in 1946, a 9-hole course featuring 1,144 yards of golf from the longest tees for a par of 27.
- ❑ Two buildings containing a total of 517 square feet and are in average condition.
- ❑ Surface parking is available on Parcel 6 for golf course patrons and employees.



Objectives

- ☐ Utilize the Site for a golf course and compatible recreational uses.
- ☐ Provide an environment conducive to progressive therapy, rehabilitation, job training, and education for Veterans.
- ☐ Provide recreational facilities for Veterans.
- ☐ Enhance land use economics through base rent generation and operating expense reimbursement.
- ☐ Offer recreational facilities to the local community and general public, however, priority placement must be given to Veterans.



Key Operating Parameters

- ☐ Veteran centric focus on golf course operations.
- ☐ Job training and educational opportunities for Veterans.
- ☐ Food & Beverage sales are permitted onsite.
- ☐ No alcoholic beverages may be sold or consumed onsite.
- ☐ Implement industry standard water management plan.
- ☐ Public use is permissible; however, priority placement will be given to Veterans.



Acquisition Status

- ☐ Please provide comments and/or questions with respect to this Industry Day to Thomas.Payne2@va.gov by no later than March 1, 2017.
- ☐ VA will review and discuss feedback obtained through this Industry Day.
- ☐ We anticipate issuing a Request for Proposals (RFP) by no later than March 17, 2017.



Acquisition Strategy

- ☐ Eligible Offerors: Unrestricted, Full & Open Competition
 - VA will abide by the Rule of Two if two or more VOSB or SDVOSB can perform the project.
- ☐ Contract Term: One 10-Year Base Term, plus Two 5-Year Options.
- ☐ Contract Type: Firm-Fixed Price
- ☐ Monthly Fully loaded, full-service rates to include base rent, utilities, and common area maintenance.



Tentative Milestone Schedule

Milestones	Date Completed
Issuance of Solicitation	March 17, 2017
Proposals Due	April 14, 2017
Proposals Evaluation	May 12, 2017
Contract Award	May 31, 2017
Note: Dates are provided for general informational purposes only and are subject to change.	



Final Takeaways/Conclusion

- ☐ Please sign-in if you have not done so already.
- ☐ Please forward all future questions and comments to Thomas Payne via electronic mail at Thomas.Payne2@va.gov.
- ☐ We anticipate that the final RFP Heroes Golf Course Management Lease solicitation will be posted on FBO by no later than March 17, 2017.
- ☐ FBO is the official portal and is the Government single point-of-entry. Only information disseminated via FBO should be considered as **FINAL**. Interested parties should only rely on information posted on FBO in responding to the solicitation.



**Thank you for your time
and support of our nation's Veterans.**

**We will be conducting a site visit of the West LA campus
and the Heroes Golf Course after a 15-minute break.**