

# U.S. Department of Veterans Affairs



## COMMUNITY BASED OUTPATIENT CLINIC Cobb County, GA Solicitation No. VA101-15-R-0212

Ernest Kiser  
Newmark Grubb Knight Frank  
VA Broker Representative

February 23, 2017

### *VA Representatives*

Radonya Pinkney  
Project Manager

Eric Roberts  
Contracting Specialist

Zebulon Fox  
Contracting Officer

# VA Cobb County Pre-Proposal Meeting

## Agenda

- I. Welcome and Introductions**
- II. Meeting Objectives/Guidelines**
- III. Solicitation Package Overview**
- IV. SFO Overview – Schedules, etc.**
- V. Conceptual Design Review/Technical Plan Highlights**
- VI. Schedules Overview – Interior Design, Construction and Finishes**
- VII. Review of Standard Forms & Clauses**
- VIII. General Comments/Questions and Answers**

# Introductions

## **I. VACO Project Team**

Zebulon Fox, Contracting Officer

Eric Roberts, Contracting Specialist

Radonya Pinkney, Project Manager

## **II. VAMC Staff Members**

Harold Barnes, Office of Strategic Planning

Shawn Harrison, Office of Strategic Planning

## **III. VA Contractor Representatives**

Ernest Kiser, VA Broker, Newmark Grubb Knight Frank

Alan Toland, VA Architect, Toland Mizelle

## Meeting Objectives

- ◆ **Provide clarification regarding requirements as set forth in Solicitation VA-101-15-R-0212**
- ◆ **Encourage Offerors to refer to the Solicitation for a complete understanding of the requirements in submitting fully responsive proposals**
- ◆ **Clarify questions and technical requirements**

# Meeting Guidelines

- ◆ **Please hold all questions until the end**
- ◆ **State your name and the organization you represent**
- ◆ **Speak clearly and slowly for the stenographer**
- ◆ **If possible, please reference the SFO paragraph/section**
- ◆ **All questions must be submitted in writing to the Contracting Officer and Broker Representative with a reference to the SFO paragraph/section.**
- ◆ **Official responses will be posted to FBO.gov through an Amendment**
- ◆ **Respect Procurement Sensitivity**

# Overview: Solicitation for Offers

## Solicitation Overview/ Section 1 Summary

- ◆ Not to Exceed 64,000 Net Usable Square Feet (NUSF)
- ◆ Contiguous space on one level – Single Story Outpatient Facility
- ◆ 512 on-site parking spaces, or the greater of local zoning
  - ◆ 11% of total spaces = 57 spaces for use by physically disabled (handicapped) ADA van accessible is a ratio of 1 per every 6 handicapped spaces.
- ◆ Occupancy required within 540 days of award

# Overview: Solicitation for Offers

## Solicitation Overview/ Section 1.4 Lease Term

**MUST SUBMIT PRICING FOR ALL ALTERNATIVES BASED ON EACH OF THE FOLLOWING SCENARIOS:**

- ◆ **Alternative A**      15-year firm term
- ◆ **Alternative B**      15-year firm term, five 1 year options
- ◆ **Alternative C**      20-year firm term

# Overview: Solicitation for Offers

## Solicitation Overview/ SFO Section 1.7 How to Offer

### ◆ Submit to the Contracting Officer to VA Central Office

- Volume I: Technical Proposal (1 CD)
- Volume II: Price Proposal (1 CD)

### ◆ Submit to Newmark Grubb Knight Frank

- Volume I: Technical Proposal (1 Binder)
- Volume II: Price Proposal (1 Binder)
- Volume I: Technical Proposal (7 CDs)
- Volume II: Price Proposal (2 CDs)
- Set of 30" X 42" drawings (Hard Copy)

# Site Requirements

## Solicitation Overview/ SFO Section 1.12

- ◆ Offerors must propose on a site previously approved by VA.
- ◆ Offerors must submit written evidence of the following:
  - A. Fee simple ownership of the property
  - B. Authorization from the legal owner to submit to VA
  - C. Evidence of the right to control the site through either:
    - 1. An Option to Purchase
    - 2. Purchase and Sale Contract
    - 3. A Fee Simple Deed
    - 4. An Option to Lease Property for longer than the Lease Term including all Renewal Options
- ◆ Site must be outside the FEMA 100-year base flood plain to be considered.

# Notice of Acceptable Sites

Posted to FedBizOpps.gov on August 03, 2015

- ◆ **Site No. 1:** 4500-4556 Wade Green Road Acworth GA (8± acres)
- ◆ **Site No. 2:** Kennesaw 75 Parkway (AKA Jiles Road Business Park), Kennesaw, GA (10.2± acres)
- ◆ **Site No. 3:** US Highway 41 & Kennesaw Due West Road (2404 Kennesaw Due West Road) Kennesaw, GA (Existing building 40,000 sq. ft. and 32± acres)
- ◆ **Site No. 4:** 2218 West Sandtown Road & Macland Road (11.3 ± acres)
- ◆ **Site No. 6:** Chastain Meadows Business Park - 73 Big Shanty Road, Marietta, GA (12.75 + acres)
- ◆ **Site No. 7:** Barrett Parkway & Prado Lane, Marietta, GA (21± acres)
- ◆ **Site No. 8:** NW US Highway 41 & Bells Ferry Road, Marietta, GA (13.7± acres)

# Communications & Lease Award

## Communications & Award/SFO Section 2

- ◆ Offerors must meet the mandatory minimum requirements of the Solicitation.
- ◆ Competitive, negotiated procurement with Best Value Trade Offs, pursuant to FAR 15.
- ◆ Technical Factors, when combined, are approximately equal to cost or price.
- ◆ Discussions may be held to establish competitive range.
- ◆ The Government's award occurs upon execution of the lease by the Contracting Officer indicating that the Government accepts the Offeror's proposal.

# Best Value Trade Off

## Communications & Award/SFO Section 2.2.1

- ◆ Competitive negotiations with Best Value Trade Offs.
- ◆ Competitive negotiated best value trade off source selection procedures will be used to evaluate proposals and award.
- ◆ Government intends to evaluate proposals and award a contract without discussions with Offerors except to get clarifications per FAR 15.306 (a).
- ◆ Initial proposals should contain the best terms from a cost, price or technical standpoint. Government reserves the right to conduct discussion if the Contracting Officer deems necessary to determine the “Best Value” to the Government.
- ◆ To be considered for award, the Offeror must agree to provide a complete facility that meets all technical requirements and specifications mandated in this Solicitation.

# Technical Evaluation Factors

## Technical Factors/SFO Section 2.4

### I. Technical Quality

- A. Architectural Concept
- B. Quality of Site Development & Physical Security
- C. Building Design
- D. Sustainable Design & Energy Efficiency
- E. Quality of Construction Materials

### II. Qualifications and Past Performance

- A. Past Performance
- B. Financial Resources
- C. Design Team Qualifications
- D. Contractor Qualifications
- E. Construction Schedule

# Technical Evaluation Factors

## Technical Factors/SFO Section 2.4 (continued)

### III. Operations & Maintenance Plan (O&M) Plan

- A. Interior Maintenance of Building & Grounds
- B. Routine and ER calls – Procedures & Response Times
- C. Staffing Plan, Administrative Procedures, Quality Control Plan

### IV. SOCIO-Economic Status

- A. SDVOSB – Service Disabled Veteran Owned Small Business
- B. VOSB – Veteran Owned Small Business
- C. SB – Small Business (Set Aside)

# Small Business Set Aside Classification

## Technical Factors/Joint Ventures

### III. Section 2.4.4 Factor No. 4 - SOCIO-Economic Status

- Recommend contacting the SBA regarding interpretations of SBA language and application of their rules at <https://www.sba.gov>. It is the responsibility of the Offeror to ensure they meet Small Business requirements.
- For SDVOSB and VOSB, you must be registered in CVE at [www.vetbiz.gov](http://www.vetbiz.gov)

### IV. Section 2.4.6 Small Business Classification – Joint Ventures

- For purposes of this solicitation a Joint Venture (JV) is a Partnership. Offerors may submit a proposal in the form of a JV only if the existing JV is registered with a DUNS Number in <https://www.SAM.gov>. All proposals document must include the name of the existing JV, not the individual partners of the JV.

# Office of Small Business & Disadvantaged Utilization (OSDBU)

Point of Contact

**Tyrone Lassiter**  
**Sr. Small Business Specialist**  
**Office of Small and Disadvantaged Business Utilization**  
**(OOSB)**  
**810 Vermont Avenue, NW**  
**Washington, DC 20420**  
**Phone No. (202)-632-5619**

# Rentable vs Net Usable Square Feet

## SFO Section 3.14

### ◆ Rentable & Net Usable Square Feet

#### ■ Rentable Space

1. Area which tenant is generally charged rent (includes common areas)
2. Used primarily for scoring models and evaluation purposes

#### ■ Net Usable Space

1. The portion of rentable space available for tenant's personnel, furnishings, and equipment
2. The area for which VA will pay rent
  - Refer to VA Conceptual Drawings provided in Part IX

# Summary of Operating Expenses

## Services, Utilities & Maintenance/SFO Section 3.7

- ◆ Base year operating cost adjustments will be determined during negotiations using the Offeror's Final Cost Proposal, Line 27, of GSA Form 1217, Lessor's Annual Cost Statement.
- ◆ The cost of certain utilities is not included as part of the rental consideration. The cost of electricity, gas, and water will be paid directly by the VA.
- ◆ Remaining cost on GSA Form 1217 (above Line 27) will receive a CPI increase (if requested).
- ◆ Taxes and insurance will be increased from base year in succeeding years.
- ◆ Exterior janitorial and building maintenance to be provided by the Lessor.

# Schedule A Overview

<b>33. Subtotal – Annual Operating Expenses</b>			
34. SOLICITATION FOR OFFERS			
35. Annual Operating Expenses (from Part I, Line 33 above)			
	<b>Replacement COST</b>	<b>Useful Life (Years)</b>	<b>ANNUAL Reserve</b>
<b>A. Exterior and Grounds</b>			
36. Parking Lot and Road Repair and/or Resurfacing			
37. Sidewalks			
38. Landscaping / Lawn Care (Equipment)			
39. Exterior Painting			
40. Windows			
41. Roof			
<b>B. Building and Equipment</b>			
42. Doors			
43. Floor Coverings (other than Carpeting)			
44. Carpeting			
45. Interior Painting			
46. Wall Coverings			
47. Ceilings			
48. Blinds / Drapes			
49. Dock Leveler			
50. Elevators			
51. HVAC (include refrigeration equipment and cooling towers)			
52. Air Handling Equipment			
53. Exhaust Systems			
54. Special HVAC Systems			
55. Plumbing Systems (supply, waste and vent)			
56. Hot Water Heater			
57. Fire Protection (fire suppression systems)			
58. Electrical Systems (distribution and power)			
59. Generator			
60. Fire Alarm System			
61. Communications and Signal Systems			
62. Security Systems			
63. Light Fixtures			
64. Schedule B Special Requirement Items			
<b>C. Other / Miscellaneous (attach additional sheets if necessary)</b>			
65.			
66.			
67.			
68.			
69.			
<b>70. Subtotal Capital Reserve</b> (Add Lines 36 to 69. Enter result here and on Line 30 of GSA Form 1217)			
<b>71. Annual Reserve Grand Total</b> (Add Line 35 and 70. Enter result here).			

## 1.6 FUNDED MAINTENANCE ACCOUNT (POST-AWARD)

- A. Upon the Government's acceptance of leased premises, the Lessor shall immediately establish an FMA in an interest-bearing account, in a financial institution approved by the Government, and begin to make payments into the FMA in such form and pursuant to such terms as the Government may require. The account shall be used to provide sufficient funding for the maintenance of the facility and site throughout the term of the lease, including all renewal options, and to make all necessary capital repairs and replacements as required and detailed in Schedule A and as set forth elsewhere in the lease contract.
- B. The Lessor's obligations with respect to the FMA shall be in effect and enforceable during the lease term, including all renewal options. The Lessor shall initially place a sum equivalent to one hundred twenty-five percent (125%) of the Annual Reserve Grand Total from the FMA Worksheet into the FMA. Thereafter, the Lessor shall continue to make quarterly payments as noted on Form SF-2 into the FMA. The quarterly payment is determined by taking the Annual Reserve Grand Total (Line 71) of the FMA Worksheet and dividing that figure by 4.

# Schedule B Overview

PART III: SCHEDULE B--SPECIAL REQUIREMENTS (cont.)

4.2--Functional Room List

SCHEDULE B--SPECIAL REQUIREMENTS: Functional Room List										
Department / Functional Area	Room Code	Qty of Rooms	Function	Equipment Symbol or JSN Code	Item Description	Qty	Unit Cost	Extension	Subtotal	Notes
<b>Ambulatory Care (AC) - Primary Care Clinic (PCC)</b>										
RECEPTION AREA: AMBULATORY CARE (AC) - PRIMARY CARE CLINIC (PCC)	SRLW1	1	Litter/Wheelchair Storage							No Additional Schedule B Items
RECEPTION AREA: AMBULATORY CARE (AC) - PRIMARY CARE CLINIC (PCC)	RECP1	1	Reception						\$0.00	
				C0038	Rail, Apron, 4x42x1	1	\$0.00	\$0.00		
				C0039	Rail, Apron, 4x48x1	1	\$0.00	\$0.00		
				C0045	Frame, Apron, 1 Drawer, 4x36x22	1	\$0.00	\$0.00		
				C0046	Frame, Apron, 2 Drawer, 4x48x22	1	\$0.00	\$0.00		
				C06M0	Cabinet, Under Counter, Pull-out Board, 2 Drawer, 1 File Drawer, 30x18x22	1	\$0.00	\$0.00		
				CT030	Countertop, High Pressure Laminate	10	\$0.00	\$0.00		
RECEPTION AREA: AMBULATORY CARE (AC) - PRIMARY CARE CLINIC (PCC)	NCWD1	1	Refreshment Center/Vending Area						\$0.00	
				A5080	Dispenser, Paper Towel, SS, Surface Mounted	1	\$0.00	\$0.00		
				C03F0	Cabinet, Base, 1 Shelf, 2 Half-Drawer, 2 Door, 36x30x22	2	\$0.00	\$0.00		
				C03H0	Cabinet, Base, 2 Half-Drawer, 3 Door, 36x30x22	1	\$0.00	\$0.00		
				C03J0	Cabinet, Base, 8 Half-Drawer 36x30x22	1	\$0.00	\$0.00		
				C03P0	Cabinet, Sink, 2 Door, 30" W	1	\$0.00	\$0.00		

Offeror ONLY completes Unit Cost section.

Calculation:  
Unit Costs \* Quantity = Extension

PART III: SCHEDULE B--SPECIAL REQUIREMENTS (cont.)

4.2--Functional Room List

SCHEDULE B--SPECIAL REQUIREMENTS: Functional Room List										
Department / Functional Area	Room Code	Qty of Rooms	Function	Equipment Symbol or JSN Code	Item Description	Qty	Unit Cost	Extension	Subtotal	Notes
<b>Ambulatory Care (AC) - Primary Care Clinic (PCC)</b>										
RECEPTION AREA: AMBULATORY CARE (AC) - PRIMARY CARE CLINIC (PCC)	SRLW1	1	Litter/Wheelchair Storage							No Additional Schedule B Items
RECEPTION AREA: AMBULATORY CARE (AC) - PRIMARY CARE CLINIC (PCC)	RECP1	1	Reception						\$0.00	
				C0038	Rail, Apron, 4x42x1	1	\$0.00	\$0.00		
				C0039	Rail, Apron, 4x48x1	1	\$0.00	\$0.00		
				C0045	Frame, Apron, 1 Drawer, 4x36x22	1	\$0.00	\$0.00		
				C0046	Frame, Apron, 2 Drawer, 4x48x22	1	\$0.00	\$0.00		
				C06M0	Cabinet, Under Counter, Pull-out Board, 2 Drawer, 1 File Drawer, 30x18x22	1	\$0.00	\$0.00		
				CT030	Countertop, High Pressure Laminate	10	\$0.00	\$0.00		
RECEPTION AREA: AMBULATORY CARE (AC) - PRIMARY CARE CLINIC (PCC)	NCWD1	1	Refreshment Center/Vending Area						\$0.00	
				A5080	Dispenser, Paper Towel, SS, Surface Mounted	1	\$0.00	\$0.00		
				C03F0	Cabinet, Base, 1 Shelf, 2 Half-Drawer, 2 Door, 36x30x22	2	\$0.00	\$0.00		
				C03H0	Cabinet, Base, 2 Half-Drawer, 3 Door, 36x30x22	1	\$0.00	\$0.00		
				C03J0	Cabinet, Base, 8 Half-Drawer 36x30x22	1	\$0.00	\$0.00		
				C03P0	Cabinet, Sink, 2 Door, 30" W	1	\$0.00	\$0.00		

Sum of Extension \* Room Quantity = Subtotal

# Schedule B Overview (cont.)

FUNCTIONAL ROOM LISTINGS	
Ambulatory Care (AC) - Primary Care Clinic (PCC)	
RECEPTION AREA: AMBULATORY CARE (AC) - PRIMARY CARE CLINIC (PCC)	\$0.00
RECEPTION AREA: (PACT) MODULE	\$0.00
PATIENT AREA: (PACT) MODULE 1 - PRIMARY CARE	\$0.00
PATIENT AREA: (PACT) MODULE 2 - PRIMARY CARE	\$0.00
PATIENT AREA: (PACT) MODULE 3 - PRIMARY & MED/SPEC CARE	\$0.00
PATIENT SUPPORT AREA (PACT) MODULE	\$0.00
STAFF AND ADMINISTRATIVE AREA: (PACT) MODULE 1	\$0.00
STAFF AND ADMINISTRATIVE AREA: (PACT) MODULE 2	\$0.00
STAFF AND ADMINISTRATIVE AREA: (PACT) MODULE 3	\$0.00
SUPPORT AREAS:PRIMARY CARE CLINIC (PCC)	\$0.00
SUBTOTAL	\$0.00
Ambulatory Care (AC) - Multi Specialty Outpatient Clinic (MSOC)	
COMPENSATION & PENSION (C&P)	\$0.00
OPC: AUDIOLOGY AND SPEECH PATHOLOGY	\$0.00
OPC: CARDIOVASCULAR LABORATORIES (CARDIOLOGY)	\$0.00
OPC: CLINIC MANAGEMENT	\$0.00
OPC: DENTAL	\$0.00
OPC: EDUCATION AREAS	\$0.00
OPC: EYE CLINIC	\$0.00
OPC: EMS: LOCKERS, LOUNGES, TOILETS AND SHOWERS (LLTS)	\$0.00
OPC: MEDICAL ADMINISTRATION (MAS)	\$0.00
OPC: MENTAL HEALTH	\$0.00
OPC: NUCLEAR MEDICINE	\$0.00
OPC: ONCOLOGY	\$0.00
OPC: PATHOLOGY AND LABORATORY MEDICINE (PLM)	\$0.00
OPC: PHARMACY	\$0.00
OPC: PHYSICAL MEDICINE AND REHABILITATION (PMR)	\$0.00
OPC: PROSTHETICS AND SENSORY AIDS	\$0.00
OPC: PULMONARY MEDICINE (PM)	\$0.00
OPC: RADIOLOGY - IN FACILITY	\$0.00
OPC: RADIOLOGY - MOBILE IMAGING	\$0.00
OPC: SERVICE ORGANIZATIONS	\$0.00
OPC: VOLUNTARY SERVICE	\$0.00
SUBTOTAL	\$0.00
Clinic Support Area	
OPC: ACQUISITION AND MATERIAL MANAGEMENT SERVICES (AMMS)	\$0.00
OPC: ENGINEERING	\$0.00
OPC: ENVIRONMENTAL MANAGEMENT (EMS)	\$0.00
OPC: OI&T SERVER AREA	\$0.00
OPC: SUPPLY, PROCESSING AND DISTRIBUTION (SPD)	\$0.00
SUBTOTAL	\$0.00
<b>SUBTOTAL FUNCTIONAL ROOM LISTINGS</b>	<b>\$0.00</b>
<b>TOTAL PRICE FOR SCHEDULE B--SPECIAL REQUIREMENTS</b>	<b>\$0.00</b>

Carries over from Section 4.

No markup for overhead and profit; these must be carried in the individual unit costs.

## PART III: SCHEDULE B--SPECIAL REQUIREMENTS (cont.) SECTION 5--SUMMARY PRICE SHEET

	Qty	Unit	Unit Cost	Cost	Total
<b>Video Teleconferencing System (VTEL)</b>					
Central Equipment	1	ls		\$0.00	
Outlets	4	ea		\$0.00	\$0.00
<b>VA Satellite TV System</b>					
Installation of VA Furnished Satellite Dish and Head-end Equipment	1	ls		\$0.00	
Outlets	2	ea		\$0.00	\$0.00
<b>Electronic Access And Door Control</b>					
Central equipment, annunciator panel, programming, 500 cards	1	ls		\$0.00	
Access control hardware and card reader	8	opening		\$0.00	
Cards	1	per 100		\$0.00	\$0.00
<b>SUBTOTAL SPECIAL ITEMS FOR THE ENTIRE CLINIC</b>					<b>\$0.00</b>

In Section 5 – Summary Price Sheet, Specialty Items need to be priced. The Functional Room Listing section will automatically populate.

# Schedule C Overview

SCHEDULE C  
DEPARTMENT OF VETERANS AFFAIRS  
**EXHIBIT A: UNIT COST FOR ADJUSTMENTS DURING CONSTRUCTION PERIOD**

Item	Description	Unit of Measure	Total Quantity Included in Proposed Rate	Cost of Materials	Number of Labor Hours	Cost Labor Hour	Total Price for Labor & Materials
<b>Solid Core Wood Doors in Hollow Metal Frames</b>							
1	Door and frame, Size S: 3'-0" x 7'-0"	each	127				\$0.00
2	Door and frame, Size S: 3'-0" x 7'-0", Mod. M	each	1				\$0.00
3	Door and frame, Size S: 3'-0" x 7'-0", Glass Type A	each	1				\$0.00
4	Door and frame, Size S: 3'-0" x 7'-0", Glass Type T	each	69				\$0.00
5	Door and frame, Size U: 3'-6" x 7'-0"	each	1				\$0.00
6	Door and frame, Size U: 3'-6" x 7'-0", Sliding Door with Transom	each	76				\$0.00
7	Door and frame, Size U: 3'-6" x 7'-0", Glass Type T	each	15				\$0.00
8	Door and frame, Size V: 3'-8" x 7'-0"	each	8				\$0.00
9	Door and frame, Size V: 3'-8" x 7'-0", Glass Type T	each	17				\$0.00
10	Door and frame, Size V: 3'-8" x 7'-0", Glass Type W	each	34				\$0.00
11	Door and frame, Size V: 3'-8" x 7'-0", Louver	each	4				\$0.00
12	Door and frame, Lead Lined, Size X: 4'-0" x 7'-0"	each	7				\$0.00
<b>Hollow Metal Doors in Hollow Metal Frames</b>							
13	Hollow Metal Door and frame, Size S: 3'-0" x 7'-0"	each	8				\$0.00
14	Hollow Metal Door and frame, Size S: 3'-0" x 7'-0" Glass Type T	each	2				\$0.00
15	Hollow Metal Door and frame, Size S: 3'-0" x 7'-0", Double Egress	each	2				\$0.00
16	Hollow Metal Door and frame, Size T: 3'-4" x 7'-0"	each	4				\$0.00
17	Hollow Metal Door and frame, Size U: 3'-6" x 7'-0"	each	21				\$0.00
18	Hollow Metal Door and frame, Size U: 3'-6" x 7'-0", Glass Type T	each	2				\$0.00
19	Hollow Metal Door and frame, Size V: 3'-8" x 7'-0"	each	14				\$0.00
20	Hollow Metal Door and frame, Size V: 3'-8" x 7'-0", Louver	each	2				\$0.00
21	Hollow Metal Door and frame, C Label Size V: 3'-8" x 7'-0"	each	4				\$0.00
22	Hollow Metal Door and frame, B Label Size V: 3'-8" x 7'-0"	each	2				\$0.00
<b>TOTAL EXHIBIT A--UNIT COSTS FOR ADJUSTMENT DURING CONSTRUCTION PERIOD</b>							<b>\$0.00</b>

NOTE: These prices will be submitted as a part of the initial offer and negotiated during the course of the solicitation period. After prices have been mutually agreed to by the offeror and Contracting Officer or designee, these prices will not be subject to change at the time of Best and Final Offers.

Note 1: The above quantities are estimates based on gross square footage.

Note 2: Prices quoted shall be fully installed and finished.

# Schedule D Overview

SCHEDULE D  
DEPARTMENT OF VETERANS AFFAIRS  
**BID SUMMARY FORM**

<b>I. Site Improvement Costs</b> (Excludes the cost of the land and any items contained under IV.A. and IV.B. below.)	<input type="text"/>
<b>II. Shell Costs</b>	<input type="text"/>
<b>III. Schedule C Costs</b> (Interior partitions, doors and hardware, finishes; and certain furnishings and electrical items. Refer to Schedule C, Exhibit A for requirements.)	<input type="text"/>
<b>Subtotal</b>	<input type="text" value="\$0.00"/>
<b>IV. Specific Enhanced Federal Requirement Costs</b>	
<b>A. Sustainable Design and Energy Efficiency</b> (Refer to Part I Section 4 General Design Criteria for requirements)	<input type="text"/>
<b>B. Physical Security (except systems in Schedule B)</b> (Refer to Part I Section 4 General Design Criteria for requirements)	<input type="text"/>
<b>Subtotal Specific Enhanced Federal Requirement Costs</b>	<input type="text" value="\$0.00"/>
<b>V. Total Price for Schedule B</b> (Refer to Section 5, Summary Price Sheet in Schedule B)	<input type="text"/>
<b>VI. All Other Build-out Required by SFO</b>	<input type="text"/>
<b>TOTAL PROJECT COST</b>	<input type="text" value="\$0.00"/>

Does not include cost of land; land cost should not be included on this form.

DOES NOT INCLUDE FINANCING COSTS.

# LEED® Silver Healthcare Certification

## Section 4.8.1 of the SFO

### 4.8.1 LEED® SILVER FOR HEALTHCARE CERTIFICATION

Demonstrable LEED® Silver for Healthcare Certification (LEED-HC) is required. Lessor shall provide documentation that the design and construction of the CBOC meets or exceeds this goal. From the entirety of available LEED® for Healthcare (LEED-HC) Credits, a minimum of 50 points are required for Silver Certification. The Developer must provide sufficient information to target a 14% energy reduction, as required by EAc1- Optimize Energy Performance. The mandatory credits are:

Sustainable Sites:	Prereq 1 – Construction Activity Pollution Prevention Prereq 2 – Environmental Site Assessment
Water Efficiency:	Prereq 1 – Water Use Reduction – 20% Reduction Prereq 2 – Minimize Potable Water Use for Medical Equipment Cooling
Energy & Atmosphere:	Prereq 1 – Fundamental Commissioning of Building Energy Systems Prereq 2 – Fundamental Energy Performance Prereq 3 – Fundamental Refrigeration Management
Materials and Resources:	Prereq 1 – Storage and Collection of Recyclables Prereq 2 – PBT Source Reduction - Mercury
Indoor Environmental Quality:	Prereq 1 – Minimum Indoor Air Quality Performance Prereq 2 – Environmental Tobacco Smoke (ETS) Control Prereq 3 – Hazardous Material Removal or Encapsulation
Innovation in Design:	Prereq 1 – Integrative Project Planning and Design

# Design Concept Overview

## General Design Criteria/ SFO Section 4

- ◆ **Lessor shall design and construct the building and site in accordance with:**

- SFO
- Federal Regulations
- Building Codes & Ordinances
  1. In case of conflict, most stringent local standard applies

- ◆ **LEED-HC Silver Certification**

- ◆ **Accessibility Standards**

In addition, compliance with local codes and ordinances, design, construction and alterations must comply with SFO Section 4.6

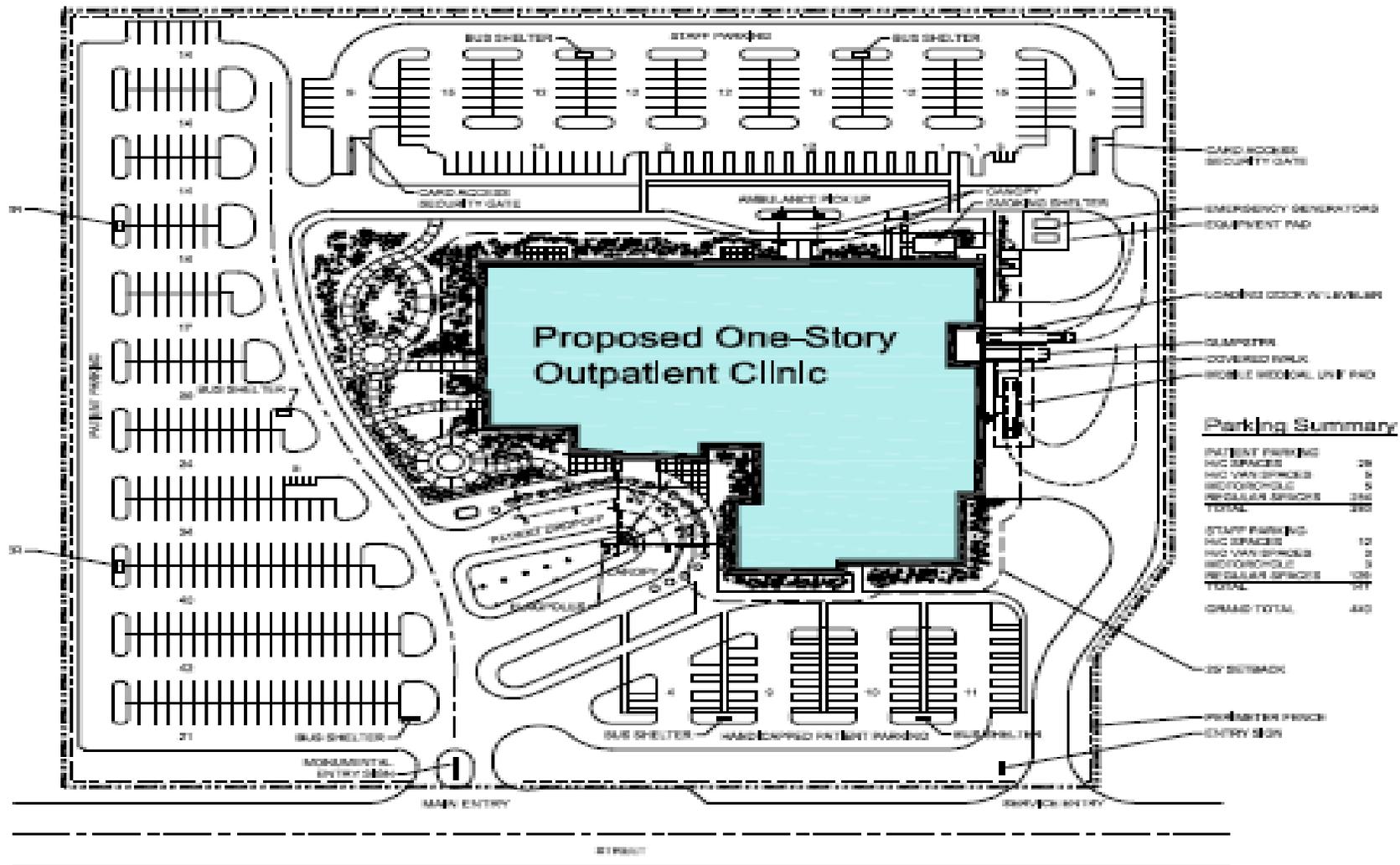
- ADA Standards for Accessible Design
- Uniform Accessibility Standards (UFAS)
- VA Program Guide

# Design Concept – Site Design Criteria

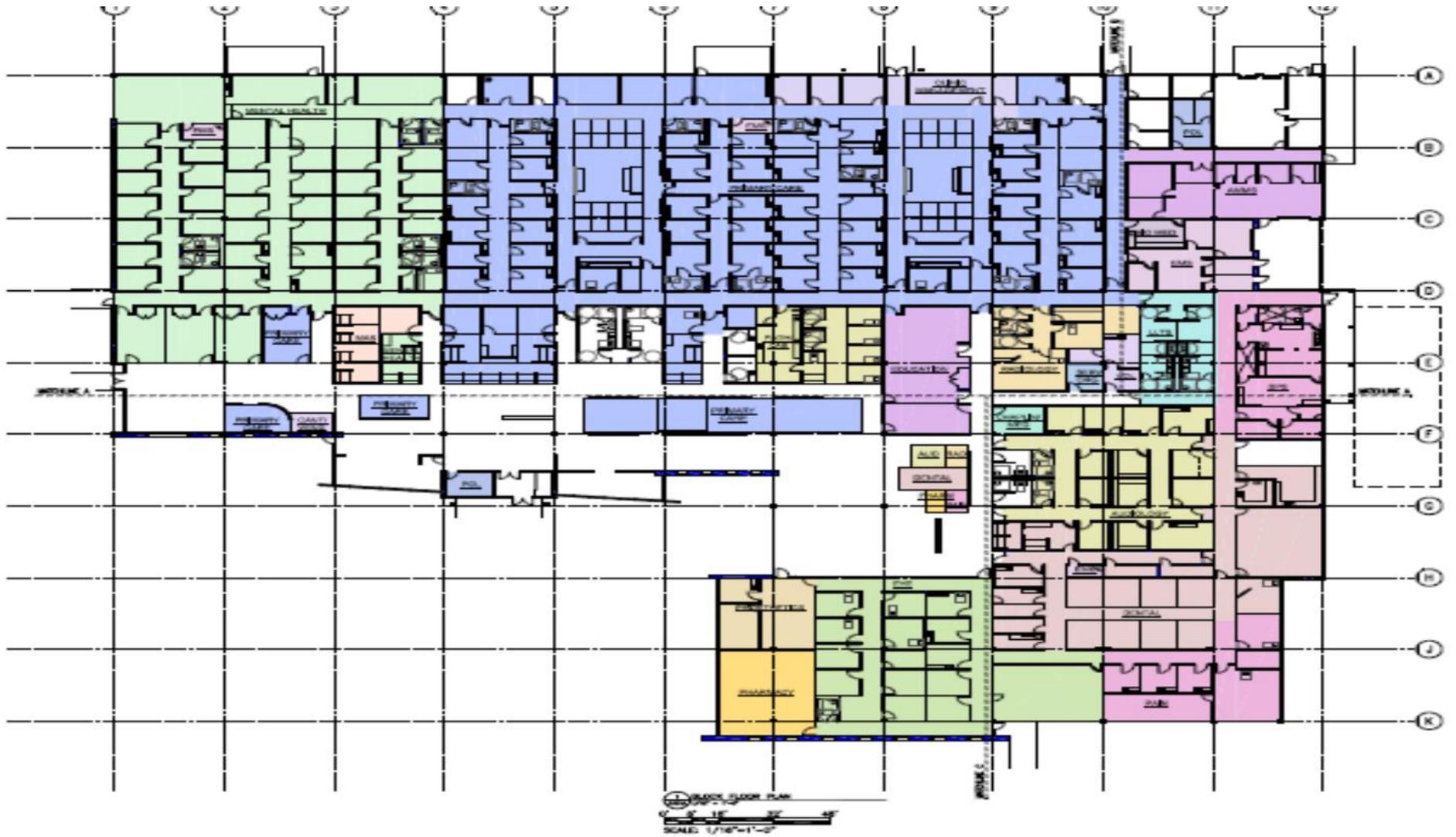
## Site Design Criteria/SFO Section 5

- ◆ Site Design shall be developed by licensed Landscape Architect or Civil Engineer.
- ◆ Compliance with the following standards required:
  - Uniform Federal Accessibility Standards (UFAS)
  - VA Program Guide
- ◆ Lessor shall be evaluated on their ability to develop the site and landscaping to provide a well-designed facility.

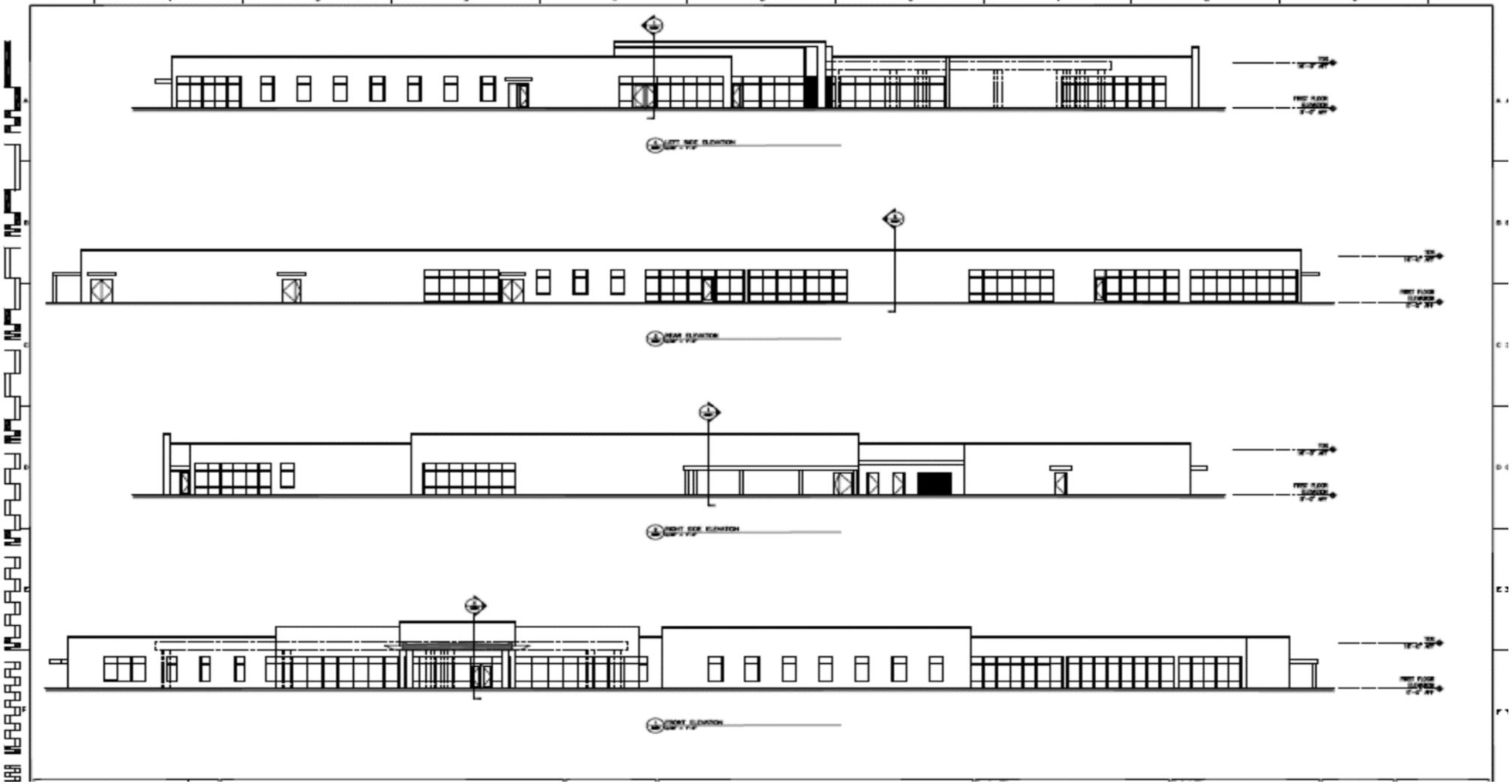
# Overview: Conceptual Site Plan



# Overview: Conceptual Floor Plan



# Overview: Conceptual Building Elevations



# Design Concept Submission with Offer

## Design Concept Submission with Offer

- ◆ Shall include at a minimum the following in relation to VA's Program of Requirements:
  - Detailed explanation and analysis of the Architectural & Engineering Design
  - Description and analysis of the nature of the building
  - Similarly "shaded" delineation of RSF to NUSF as provided in Pt. 09
- ◆ The Design Concept submitted by the successful Offeror will be used to evaluate Technical Proposals and to develop Design Drawings after award.
- ◆ Failure to submit plans and specifications in accordance with the Government's requirements may cause offers to be deem unacceptable and non- responsive.

# Overview: Solicitation for Offers

## Interior Finishes, Design & Construction

- ◆ Conceptual Floor Plans (Part IX) shall be used for space planning and functional layout of the facility.
- ◆ The completed building must accommodate VA's interior functional requirements for the Outpatient Clinic.
- ◆ Lessor shall provide accurate space layout drawings with offer and during design document phases in accordance with Section 3 of the SFO.
- ◆ Plans shall include sufficient information for the Government to compute square footage and determine SFO compliance:
  - Net Area of each function (room)
  - Building Gross Area
  - New Usable Area

# SFO Bid Bond – Section 1.9.1

## Bid Bond – SFO Section 1.9.1

- ◆ Each Offeror shall submit a Bid Bond with their initial offer. Offers without Bid Bonds will not be considered.
- ◆ Bid Bonds shall remain in effect until a Performance Bond is issued to the Offeror upon lease award or until VA notifies the Offeror that the proposal is no longer being considered by VA.
- ◆ Bid Bonds shall guarantee the proposal terms through a good and sufficient surety acceptable to the Government. Guarantee shall be \$100,000.00
- ◆ Alternate bonding protection is acceptable in the form of United States Bonds, Notes or an Irrevocable Letter of Credit (ILC) per FAR 28.204-1 and -3.
- ◆ After lease award all original Bid Bonds will be returned. The successful Offeror will be required to provide a Performance Bond upon being awarded the lease.

# SFO Performance Bond – Section 1.9.2

## Performance Bond – SFO Section 1.9.2

- ◆ 1) Payment Bond (Standard Form 25 A) To assure faithful payment to subcontractors and material suppliers on the project.
- ◆ 2) Performance Bond (Standard For 25) To assure faithful execution of the contract, the successful Offeror shall provide a Performance Bond for 100% of the Total Project Cost listing in Schedule D no later than 30 days after the date of lease award.
- ◆ 3) Performance Bond after 100% Construction Drawings. The successful Offeror shall provide an amended or replacement Performance Bond for 100% of the actual construction cost based on completed construction drawings. No later than 60 days after VA's final review and written approval of the completed construction drawings. Performance Bond shall remain in effect until the Government accepts the space for occupancy.

# Davis Bacon Act SFO Section 1.10

## Davis Bacon Act – Wage Determination

- ◆ Wages paid during performance under the lease contract must conform to the Department of Labor's General Wage Decision No. GA160134 dated 02/03/2017 GA134 and as may be amended during the procurement process.
- ◆ It is the responsibility of the Lessor to obtain and maintain the most current rates.
- ◆ The Lessor shall submit within 10 calendar days after lease award any class of laborers or mechanics which are not listed in the wage determination who will be employed under the contract to the Contracting Officer for approval.

# Overview: Solicitation for Offers

## Miscellaneous

### ◆ Section 1.13 OFF SITE-IMPROVEMENTS

The cost of off-site improvements will be borne by the Lessor. The cost of off-site improvements must be determined prior to lease award, including the costs of off-site improvements in the proposed rent...

### ◆ Section 1.13.1 DUE DILIGENCE

The Lessor acknowledges its duty to conduct reasonable site inspections for the proposed site. The Lessor warrants that it has considered all factors which a prudent, experienced bidder customarily uses in making judgments about site conditions, quantity, quality and methods of performing the particular work...

### ◆ Section 1.13.2 APPLICABLE LAW

Any provision in this Lease that purports to assign liability or require expenditure of funds to the Lessor shall be governed by the provisions of the Contract Disputes Act of 1978, 41 USC 601-613, Anti-Deficiency Act, 31 USC 1341, and the Federal Tort Claims Act, 28 USC 2671 et seq.

# Overview: Solicitation for Offers

## Miscellaneous

### ◆ Section 1.15 WAIVER OF RESTORATION

The Lessor shall have no right to require the Government to restore the Premises upon termination of the Lease, and waives all claims against the Government for waste, damages, or restoration arising from or related to (a) the Government's normal and customary use of the Premises during the term of the Lease.

### ◆ Section 1.16 BUDGETARY TREATMENT OF LEASE

The Government will award a Lease pursuant to this SFO only if the Lease scores as an Operating lease under Office of Management and Budget Circular A-11, Appendix B. Only offers that are compliant with Operating lease limitations will be eligible for award.

# Overview: Solicitation for Offers

## Miscellaneous

- ◆ Section 3.10 Liquidated Damages - \$5,100.00 for each and every calendar day the delivery is delayed beyond the date specified for delivery of all the space ready for acceptance and beneficial occupancy by the Government.
- ◆ Section 3.11 Recordation Requirements – 30 days after lease award.
- ◆ Section 3.17.2 Independent Technical Review – Government is allowed 15 days to review and comment at each design review stage
- ◆ Sections 3.21 Project Schedule through 3.29 Limits on Partnering/Subcontracting - Monitoring and Compliance

# Overview: SFO Reminders

## Reminders

- ◆ Read the all parts of the SFO in their entirety & respond accordingly.
- ◆ Ensure completeness AND consistency throughout proposal.
- ◆ Make certain all documents that require signature have been signed by the authorized signatory for the Offering Entity.
- ◆ Initial EVERY page of the ENTIRE offer.
- ◆ The Offering Entity with the Offering Entity's DUNS must be registered in SAM and must be registered under the NAICS code for this procurement which is 531120.
- ◆ Your Form 3518 must also be completed for the Offering Entity and signed by the signatory authority.
- ◆ Provide completed 1364As for each offer along with Attachment #1 to 1364

# Overview: SFO Reminders

## Reminders (continued)

- ◆ Ensure all forms have been completed in their entirety (e.g. check all boxes) and do not recycle from past proposals.
- ◆ Structure and formatting – follow the SFO Proposal Binder
- ◆ Narrative substantiations – provide adequate detail for all evaluation factors
- ◆ Eliminate discrepancies
  - > Offering entity consistency
  - > Past Performance Forms
  - > Price/Cost
  - > Forms
- ◆ Clearly articulate “value-add” solutions

# Overview: SFO Reminders

## Reminders (continued)

- ◆ VA will not accept conditional offers. No contingent nor changes to the SFO may be submitted.
- ◆ If you are submitting for SDVOSB or VOSB credit under the Technical Evaluation Criteria, you **MUST** submit the documentation that is identified in the SFO or you will not receive credit under this evaluation factor.
- ◆ Evidence of Capability to Perform – Financial Resources. You **MUST** submit the required information. **ALL** financial information **MUST** be included in the Technical Proposal. Materials sent separately will not be considered.