

PRE BID CONFERENCE

DATE: Thursday, March 16, 2017  
TIME: 1:00 p.m.  
LOCATION: Charleston County Public Library  
68 Calhoun Street  
Charleston, SC 29401  
  
REPORTED BY: JENNIFER M. HUGGINS,  
Certified Shorthand Reporter

1	APPEARANCES
2	FOR THE VA: STEPHEN SCHANTZ
3	KIMBERLY WARREN
4	CHRIS LEFEBVRE
5	ERIC ROBERTS
6	BYRON ABSHIRE
7	JOSEPH COMINGORE
8	LISA HARLE
9	RICHARD WHEAT
10	WILL LAVINGHOUSEZ
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1                   MR. SCHANTZ: All right. Gentlemen,  
2 first things first, if you guys could mute your  
3 cell phones so that there aren't any disruptions  
4 during the presentation. I appreciate that. Good  
5 afternoon. Thank you for coming to this  
6 discussion regarding the US Department of Veteran  
7 Affairs Consolidated Mail Outpatient Pharmacy or  
8 CMOP.

9                   I'll be going over the agenda as well  
10 as some opening comments. I'll be introducing  
11 everybody in just a second, but I'll provide an  
12 overview and go over the -- as I say, go over the  
13 agenda, a general overview of the presentation  
14 today. We have some VA folks here, and they will  
15 go over the -- the solicitation package and kind  
16 of give a general review, point out some critical  
17 issues, time tables, how to submit, things of that  
18 nature.

19                  We will then break down and go into  
20 further detail of the SFO, touching on different  
21 schedules, maintenance, cost worksheets or reviews  
22 of schedule, summary of price sheets, things like  
23 that. We have the national CMOP folks who will  
24 present some of the design -- conceptual design  
25 drawings. Our VA contracting specialist, who I

1 will introduce in a second, will review some of  
2 the standard forms and clauses as well as some of  
3 the other forms, if you will.

4 And then, at the end, we will have a  
5 project wrap up Q&A and go from there.

6 Introductions. Well, Zebulon Fox, the contracting  
7 officer could not be here today, but Eric Roberts,  
8 the contracting specialist -- well, let me take a  
9 step back. As I call your name, could you please  
10 raise your hand so people know who you are?  
11 Obviously Zeb is not here.

12 Zebulon Fox is not here, but Eric  
13 Roberts, the VA contracting specialist; Kimberly  
14 Warren, the VA project manager. We have Byron  
15 Abshire, the chief engineer for CMOP. We have  
16 Joseph Comingore, the project engineer for CMOP.  
17 The local CMOP folks consist of Lisa Harle. She's  
18 the associate director; Richard Wheat, the  
19 facility manager and Will Lavinghousez down at the  
20 end. Will, what is your role again, I'm sorry?

21 MR. LAVINGHOUSEZ: Quality assurance  
22 manager.

23 MR. SCHANTZ: Quality assurance  
24 manager. I'm Stephen Schantz. I'm with ISI  
25 Professional Services. We're the broker

1 representatives. And Chris Lefebvre is also a  
2 broker representative with ISI.

3 A couple of rules, general rules.  
4 Please hold all questions until the end of the  
5 presentation. When you do have a question, please  
6 state your name and organization you represent.  
7 Speak clearly and slowly, which I'm trying to do  
8 for our stenographer, Jennifer, here. If  
9 possible, please reference the section of the SFO  
10 in which your question relates.

11 All questions, even the ones asked  
12 here in -- here today must be submitted in writing  
13 to the contracting officer, and in so doing, you  
14 must reference the SFO paragraph and section.  
15 Official responses will be posted on FBO through  
16 an amendment, and please keep your -- please  
17 continue to monitor the FBO site as there was an  
18 amendment yesterday, and there will be amendments  
19 forthcoming.

20 Very important, please respect  
21 procurement sensitivity. When you leave this  
22 room, remember that this is a competitive  
23 procurement and sensitivity to that -- that  
24 procurement process is very important. As such,  
25 any questions that we receive, that the

1 contracting officer receives, any proprietary  
2 information will be -- will be redacted before --  
3 if any is there, will be redacted prior to posting  
4 on FBO.

5           Purpose. The purpose of our -- our  
6 gathering here today is to provide clarification  
7 regarding the comprehensive requirements as set  
8 forth in the solicitation. We encourage all the  
9 offerors, yourselves, to refer to the solicitation  
10 for any question you might have. It is  
11 comprehensive and can be burdensome, but all the  
12 answers are in there.

13           We will do our best to provide formal  
14 answers -- not our best. We will provide formal  
15 answers to -- to your questions, but just about  
16 anything you can come up with is addressed in the  
17 SFO. So please do your best. As we like to say,  
18 know your SFO. I'm going to pass on to Kimberly  
19 now. Kimberly is going to do section one here,  
20 the summary.

21           MS. WARREN: Good afternoon, everyone.  
22 So, of course, you know you're here for the  
23 Charleston Consolidated Mail Outpatient Clinic.  
24 VA is requiring 91,807 net usable square feet of  
25 space, contiguous space on no more than one floor.

1 We are requesting 192 on-site parking spaces with  
2 7 percent for handicap parking.

3 And we are requiring occupancy within  
4 26 months of award. So we have three alternatives  
5 for -- that we would like for you to submit with  
6 your offers. Alternative A is a 15-year firm term  
7 lease. B is a 15-year firm term with five  
8 one-year options, and alternative C is a 20-year  
9 firm term. So those are the three scenarios we  
10 would like for you to submit with your offer.

11 So, when you submit your offers, we  
12 would like for you to send two technical CDs to VA  
13 central office and two price CDs to the office.  
14 And we would also like for you to deliver to ISI  
15 Professional Services, our broker, one technical  
16 binder, one price binder, a technical CD, one  
17 price CD, along with your plans, written  
18 narratives, design concepts, calculations,  
19 mechanical and electrical systems and energy  
20 efficiency of the proposed building as described  
21 in paragraphs 10.7, 10.8 and 10.9 of the  
22 solicitation.

23 So VA has accepted nine sites. You  
24 might be -- I'm sure you're familiar with some of  
25 them. So site number one is 3725 Rivers Avenue.

1 That's an existing building. 3725 Rivers Avenue,  
2 land is also located there. 2404 Mall Drive, an  
3 existing building. 7490 Dorchester Road, land.  
4 Cross County Industrial Park, land. Ingleside  
5 site, land. 9101 Sightline Drive, land. 2000  
6 Crosspoint Drive, land also, and 4130 Carolina  
7 Commerce Parkway, land. And so those are our  
8 acceptable sites that we are accepting offers  
9 for.

10 MR. SCHANTZ: Okay. Site criteria. So  
11 section 1.1 -- please refer to section 1.1 of the  
12 SFO. There are a couple things here of note that  
13 I want to make mention of. Please, you must  
14 clearly delineate in your offer what site it is  
15 you're proposing on.

16 Offers must be -- offers must provide  
17 written -- I'm sorry, not written -- must provide  
18 evidence of the right of ownership. As a matter  
19 of fact -- I'll refer to my notes here -- because  
20 it's stated better. If you're not the landowner,  
21 you must provide to VA dissemination of the site  
22 as well as evidence of your right to represent the  
23 site. You must provide a dissemination of a fee  
24 simple ownership.

25 If the option to -- if you have an



1 option to purchase, you must be able to map that  
2 fee simple owner as the offering entity in your  
3 option to propose to VA. Section 2 communications  
4 and award. Offers must meet mandatory minimum  
5 requirements of this solicitation. This  
6 solicitation will be competitively -- this will be  
7 competitive negotiated procurement with best value  
8 trade off pursuant to FAR 15.

9           If you don't know what FAR 15 is,  
10 please look up FAR 15. Technical factors,  
11 subfactors when combined are approximately equal  
12 to cost or price. Discussions may be held to  
13 establish a competitive range. The government --  
14 the governments award occurs upon execution of the  
15 lease by the contacting officer indicating the  
16 government accepts the offeror's proposal.

17           So if -- if you are -- if you get a  
18 lease as award, you will sign -- I'm sorry. In  
19 your offer, you will sign each and every page as  
20 part of the requirements. The -- the lease is not  
21 executed until the contracting officer executes  
22 the lease. And the contracting officer is  
23 planning to make this award based on initial  
24 offers. Best value trade off. Oh, you want to do  
25 this?

1 MR. ROBERTS: Yeah.

2 MR. SCHANTZ: So Eric Roberts will do  
3 this part.

4 MR. ROBERTS: I'm just going to -- I'm  
5 just going to sit here if that's okay. It's a  
6 small group today. I'm sure you guys can hear me.  
7 If you can't, just yell. I will speak louder.  
8 Okay. So this is a competitively procured best  
9 value trade off.

10 What we're going to do, as Stephen  
11 said, is try to -- try to do this off of initial  
12 offers, which means all your T's have to be  
13 crossed. All of your documents have to be signed.  
14 They have to be initialed where they need to be  
15 initialed. Again, it saves -- it's everybody's  
16 advantage to try to do this in the initial offer,  
17 so please put your best foot forward, especially  
18 with regard to making sure all the documents are  
19 in place and -- and your competitive price is the  
20 best that you can do.

21 So please keep in mind all technical  
22 and non-priced factors when combined are  
23 approximately equal to price. But as proposals  
24 become more equal, then -- then their technical  
25 merit, the evaluated price becomes the determining

1 factor. The contracting officer has that  
2 authority. It doesn't necessarily mean that it's  
3 equal price and technical factors. There is a  
4 little bit of wiggle room there, so please keep  
5 that in mind.

6 Okay. So here is basically what the  
7 technical evaluation factors are, section 2.4, the  
8 SFO. Keep in mind that factor number 1 is more  
9 important than factor number 2, which is more  
10 important than factor number 3. Within technical  
11 factor number 1, A is considered more important  
12 than B through E. B is considered more important  
13 than C and D. And obviously D is going to be the  
14 least important. So keep that in mind.

15 Technical factor number 1 is more  
16 valuable than 2, and then the descending order  
17 after that goes A through D for technical factor  
18 number 1. Factor number 2, for example, A is  
19 worth more than E. D is worth more and so on and  
20 so forth. So this is considered a small business  
21 set aside.

22 Okay. So under associated economic  
23 status, you have -- you get credit for being an  
24 SDVOSB. You get partial credit for being a VOSB.  
25 You don't get any credit for being a small

1 business because we have -- the CO has designated  
2 this as a small business set aside. So there's no  
3 more credit given if you're a small business. You  
4 need to be a small business.

5                   Okay. To be considered, to get  
6 preferential treatment as the SDVOSB or VOSB,  
7 please keep in mind as highlighted -- please keep  
8 in mind the sentence in the middle for SDVOSB and  
9 VOSB, you must be registered in CVE and Vetbiz.  
10 When we go to look at Vetbiz and we pull your DUNS  
11 number, you have to be registered in there. The  
12 registration has to be active. You've got to go  
13 through a whole process to allow that to happen.  
14 So if you -- if you want that type of credit, you  
15 must be in Vetbiz.

16                   Okay. So this is the small business  
17 point of contact. Tyrone, he's really, really  
18 helpful. You can reach out to him if you have any  
19 questions or concerns. He'll get back to you.  
20 I've never heard of him not getting back to  
21 somebody within the same day. And typically he'll  
22 pick up the phone the first couple of -- couple of  
23 rings.

24                   So please keep in mind -- keep in mind  
25 we're going to publish this as well so you'll have

1    this information sooner than later hopefully.  
2    Okay. So socioeconomic status. Okay. So you're  
3    DUNS number has to be active. Make sure your DUNS  
4    number is active. When we go to the SBA  
5    (inaudible) and pull your DUNS number, we need to  
6    make sure that that's active. Keep in mind, too,  
7    that your NAICS code must be 531120 for the CO to  
8    give you any kind of consideration under this  
9    procurement. If it's 531190, it will not be  
10   considered.

11               So, when we go to pull -- once your  
12   initial offers are in, when we go to pull, we must  
13   see that you're registered under that NAICS code.  
14   Again, you must be registered in Vetbiz if you're  
15   claiming an SDVOSB, VOSB status. The small  
16   business is a minimum requirement.

17               They won't receive additional credit,  
18   as I mentioned before. And the size standard is  
19   38.5 million for every three fiscal years  
20   preceding to be considered a small business. So  
21   your amount can't reach more than 38.5 million per  
22   year in the past three years.

23               MR. SCHANTZ: Okay. So a summary of  
24   the operating expenses, most importantly here, is  
25   the cost of utilities is not included -- is not

1 included as part of the rental consideration. VA  
2 will pay all expenses related to utility. You  
3 should go directly to the provider.

4 And that's -- please reference section  
5 3.7 of the SFO. Section 3.14 delineates rentable  
6 versus net usable. Next section 4.8. So Green  
7 Globes certification. Section 4.8.1 as regarding  
8 sustainable design and energy efficiency. Green  
9 Globe is the -- is the certification that is  
10 required in this solicitation.

11 MR. COMINGORE: That's a level 2,  
12 Stephen.

13 MR. SCHANTZ: What's that?

14 MR. COMINGORE: That's a level 2  
15 certification.

16 MR. SCHANTZ: I'm sorry, that's a level  
17 2 certification. Thank you, Andrew. Next Eric  
18 will be doing these schedule reviews.

19 MR. ROBERTS: Yeah. So these things  
20 are pretty straightforward. If this is your first  
21 time doing this, then eventually you will catch  
22 onto it. Schedule A overview, one thing we really  
23 see here that -- that we get a lot of questions on  
24 is the funded maintenance account. So I'm just  
25 going to read the -- a portion in it.

1                   The lessor's obligation with respect  
2   to (inaudible) shall be in effect and enforceable  
3   during the lease term including all renewal  
4   options. The lessor shall initially place some  
5   equivalent to 125 percent of the annual reserve  
6   grand total on it. And it kind of explains what  
7   the annual reserve grand total is in the actual  
8   solicitation.

9                   The lessor shall continue to make  
10   quarterly payments as noted on the SF2 and to be  
11   (inaudible). SF2 is -- is our lease document. So  
12   quarterly payments need to be made into the fund  
13   and maintenance account to bring it up to the 125  
14   percent. Okay. The 125 percent is depleted on an  
15   as-needed basis for certain items, certain  
16   maintenance, things like that.

17                  And that -- when that 125 percent is  
18   reduced from the -- from its use, it needs to be  
19   replenished back up to the 125 percent. We're not  
20   looking for you to keep adding a quarterly amount  
21   of 1/4 of the 125 percent amount every quarter to  
22   where it gets above the 125 percent. So just keep  
23   that in mind.

24                  Next line. Okay. Schedule B. This  
25   is a simple boiler plate that function -- all the

1 functions in the Excel sheet, all the formulas are  
2 -- you're not able to modify those. Don't ask to  
3 be able to modify those. They're frozen for a  
4 reason. Don't ask us to unlock them because we  
5 won't. We never have; we never will. So that  
6 really defeats the purpose.

7               So for schedule B, just keep in mind,  
8 you're plugging in. These numbers basically plug  
9 and chug. You're going to plug in the unit cost  
10 amount. Unit cost multiplied by the quantity  
11 that's already fixed in there equals the amount  
12 you'll see on the extension column. So some of  
13 the extension multiple by the room quantity equals  
14 the subtotal.

15              Keep in mind that your subtotals will  
16 be here. These are not combined. These are not  
17 added together on this Excel sheet. They're added  
18 together on the next Excel sheet. So if we go to  
19 schedule B, overview. Those -- those subtotals  
20 carry over, and they will actually be added in  
21 this section right here. So don't -- don't look  
22 for the -- the prior slide to have a summation of  
23 all this subtotal. The summation will be included  
24 here.

25              Keep in mind, too, there's no markup



1 for overhead and profit. Those are entered on the  
2 unit line items. They must be carried into the  
3 individual unit costs. So don't, you know, go and  
4 try to add that at the end. They need to be added  
5 as you go along and as you work yourself through  
6 the spreadsheet.

7                   Okay. And section 5, we just wanted  
8 to point out that the summary price sheets,  
9 specialty items needed to be priced here. There's  
10 a circle that kind of explains where you go for  
11 that. Okay. Schedule C, overview. So, again,  
12 you're just filling out the blue portions here.  
13 So, for example, you know, I mean, if you're -- if  
14 you're using door and frame cost of one right  
15 here, and you have one, all you're going to put in  
16 next to it as -- if it's \$500, you put in the cost  
17 of \$500.

18                   You're going to put in the unit labor  
19 costs. So if it's one hour, you just plug in one  
20 for the time, and then the cost of that hour.  
21 We'll say \$50. So 500 bucks for one door, one  
22 hour of labor at a cost of 50 bucks per hour for  
23 that labor. So your total right here would be  
24 \$550. So these cells, all it does is it takes the  
25 500 that you put in here, and it's multiplying

1     these two cells together, one times the \$50 for  
2     one hour of labor and it -- and it gives you the  
3     result on the end. It's pretty much that  
4     simple.

5                     Okay. And schedule D does not include  
6     the cost of land. The cost of land is not  
7     included on the form. It alludes to that right up  
8     here. And keep in mind, too, the bottom result  
9     does not include financing costs, so there's no  
10    rates associated with it.

11                    MR. SCHANTZ: Andrew Comingore from  
12    National CMOP will discuss design concept at this  
13    point.

14                    MR. LEFEBVRE: If I could, let me go  
15    back real quick. Let me make your life really  
16    easy. Okay. On schedule D, this is a summary  
17    form. Nothing is being evaluated off of this  
18    form. This is administrative in nature; however,  
19    you're going to hear me talk about this ad nauseam  
20    in just a second. Consistency is paramount.

21                    So if administratively you are  
22    plugging in a cost for your schedule C, your  
23    schedule B, your sustainability and physical  
24    security which will be paid lump sum, these  
25    numbers must equal what they are in other forms.

1     Okay.  If there's an inconsistency, it may cause a  
2     scenario where we're unable to evaluate your  
3     price.

4                     And if the CO is trying to and is able  
5     to award on initial offers, you're going to take  
6     yourself out of the game before you ever start.

7     Okay.  So, please, ensure that you're mapping  
8     accurate costs on this summary form across the  
9     actual forms like schedule B, like schedule C,  
10    like the attachment one to the 1364.

11                    MR. COMINGORE:  So I want to start off  
12    by talking about CMOP's missions.  We're not like  
13    other VA facilities.  We are primarily a  
14    production facility.  So we take bulk  
15    pharmaceuticals and break them down and ship them  
16    out to veterans on simple terms.

17                    So, in going through the design  
18    requirements, there -- you'll see our concept  
19    drawings.  You'll see our requirements in chapters  
20    3, 4, 5 and 6, so review those in detail.  And  
21    we're going to use all of this information from  
22    what your response to what our concept is in the  
23    evaluation to a technical (inaudible).  I have to  
24    read this part.

25                    Failure to submit plans and specs in

1   accordance with the requirements may cause offers  
2   to be deemed unacceptable and non-responsive. So  
3   throughout the SFO basic requirements, there are  
4   also many federal regulations that are mentioned  
5   throughout the SFO, and there are local building  
6   codes and ordinances that also apply. In the case  
7   of any conflicts, the most stringent requirement  
8   applies.

9                   We talked a little bit about Green  
10   Globes. We also have energy star requirements in  
11   the SFO and then accessibility standards. So the  
12   -- the site design must be developed and stamped  
13   by a licensed architect or a civil engineer. We  
14   talked about compliance with accessibility.  
15   There's also the barrier free design guide for the  
16   VA that has accessibility standards.

17                   So this is our conceptual site plan.  
18   So the first thing I want to highlight is we have  
19   separate entrances for staff and for our loading  
20   docks, and each entrance is fenced, so the whole  
21   site perimeter has a fence, and these are gated  
22   entryway and there's parking.

23                   The other item I want to highlight is  
24   we -- in the SFO, we talk about separating the  
25   main entrance which is for administrative staff

1 and visitors from the production staff entrance  
2 which is over here on the back side. We want to  
3 separate our receiving and shipping docks. So  
4 here you have our receiving warehouse side for  
5 receiving materials and over on this side, we have  
6 the shipping, so where trucks deliver and where  
7 trucks ship.

8 Over here we have -- on our site plan,  
9 we -- we show the generator in this area; however,  
10 for our physical security requirements, it must  
11 be at least 50 feet away from the building. So  
12 make sure you take that into account when you  
13 respond.

14 MR. ABSHIRE: Just if I can add in,  
15 that know -- because if you go back to the very  
16 beginning, it was covered about the evaluation  
17 factors, that the physical security requirements  
18 for the building is considered a high -- I mean,  
19 that's a high scoring item on the technical side  
20 as well. So pay attention to the physical  
21 security requirements that are lined out in the --  
22 in the SFO.

23 MR. COMINGORE: So with our mission of  
24 pharmaceutical production, we are -- we are not  
25 open to the public. It only -- the only -- we

1 have staff that are at the facility and primarily  
2 vendors that are coming and going delivering  
3 products. But it is not open to the public. It  
4 is a secure facility.

5           So we have two conceptual floor plans  
6 that are shown here in the PowerPoint, as well as  
7 included on FBO. This plan, A, alpha 101 will be  
8 pulled from -- in an amendment, and it will be  
9 removed from FBO. Alpha 102, the second plan is  
10 going to stay on FBO. It shows our controlled  
11 substances here down at the bottom, which you  
12 can see on our site plan we have shown in this  
13 area.

14           So Charleston has a controlled  
15 substances space that it has enhanced security  
16 because of the pharmaceuticals that are held. So  
17 on the floor plan, again, we have our -- our main  
18 entrance here for any type of visitors that do  
19 come, which is rare, and our production staff over  
20 here on this side.

21           So the -- primarily the right side of  
22 this drawing is all administrative. Then we have  
23 some support functions like equipment maintenance,  
24 large restrooms, locker rooms, a large break  
25 area. And this is our primary production floor

1     where our pharmaceutical processing equipment is  
2     held.

3                     So, at this point in time, we are also  
4     working on a contract to award new production  
5     equipment which will take up all of this space.  
6     And that's supposed to be awarded in the next few  
7     months, and whoever is the building owner on this  
8     contract will work with us and with that  
9     production equipment manufacturer to put together  
10    the plans for the building.

11                    So I won't go through it all in  
12    detail, but chapter 6 has a lot of the  
13    requirements and responsibilities for the lessor  
14    and it delineates what that production equipment  
15    manufacturer will be responsible for versus what  
16    the building owner will be responsible for. So  
17    make sure you read that in detail. That's it.

18                    MR. SCHANTZ: Chris, do you want to  
19    address the (inaudible)?

20                    MR. LEFEBVRE: I will try to close  
21    everything out for everyone here today. So this  
22    form right here, 1217, which is going to isolate  
23    your operating expenses to us. If there is a  
24    chance that it is a multi-tenant building, we're  
25    looking for two numbers.

1                   So we're looking for the total  
2   building cost as well as VA's demised cost.  
3   Lines 1 through 27 are going to equate to your  
4   operating expenses. Again, please note when  
5   filling this out that VA is going to be paying for  
6   utilities directly to the vendor, so you should  
7   not have those costs on your 1217 operating  
8   expenses.

9                   Over here on the second page, below  
10   line 27, so 28 through 33, these are management  
11   expenses. And so these are going to be a function  
12   of your shell rent. So all of those costs are  
13   going to be in your pro forma that are going to be  
14   a part of your shell rent number. They are not to  
15   be a part of your operating expenses. 1364A  
16   completed. It's that simple.

17                  Okay. Pay attention to what or any --  
18   we're looking for net usable square footage,  
19   rentable square footage, common area ratio. We're  
20   looking for extensions of those in terms of cost.  
21   Ensure that you have the correct address. We want  
22   three of these. There's three lease terms.  
23   15-year firm, 15-year firm with five one year  
24   options and a 20-year firm.

25                  We want three 1364As for each term.



1     Make sure they're consistent. On the second page,  
2     this box here, 20, is for ownership. If you do  
3     not own the land with which you're proposing,  
4     ensure that you have the proper owner in this box  
5     right here. Below it is you as the offeror. What  
6     is your stake in that property?

7                 You know, do you intend to be the  
8     owner and lease this space to VA? Make sure that  
9     you have the proper information and your entity,  
10    point of contact here. Again, three forms, one  
11    for each lease term. Attachment one to that form,  
12    there's a lot of information in here.

13                You know, much like schedule B and  
14    schedule C, everything is locked except for the  
15    gray shaded areas. Those are data inputs for you.  
16    Ensure that it's all in there. Ensure that it's  
17    consistent across forms. Up top here is going to  
18    be building specific information, rentable and net  
19    usable square footage. All of these items below  
20    here, these are items that VA is going to pay in a  
21    lump sum.

22                Please put the total cost for each of  
23    those different line items. When you get down  
24    into the form, they're -- all three lease terms  
25    are going to be in there for you. The 15 year,

1 15-year firm with five one-year options and the  
2 20. In this first area here, you're going to have  
3 your fully serviced rental rate for each year of  
4 the lease. Your next is going to be your  
5 operating expenses.

6 This second gray area here is what we  
7 want to see are what are the annualized effects of  
8 the lump sum values that VA is going to pay for  
9 you -- for these items up here. So, with each  
10 year of this lease, what are the -- the reductions  
11 that are going to hit your annualized rent for  
12 these items with which VA is going to be paying a  
13 lump sum.

14 So what's that going to bring us to?  
15 It's going to bring us to a discounted shell and  
16 fully-serviced rent once VA has taken out those  
17 lump sum items. So we want to be able to see,  
18 what are the annualized effect of each line item.  
19 So if there is room, again, we have to, you know,  
20 meet with O&B standards for scoring.

21 And with that, there may be items that  
22 we can take out and put back into the rental rate  
23 and not pay a lump sum. So this gives us an  
24 illustration of what each of those effects are  
25 annualized. Again, please make sure that

1 everything is complete, that the numbers are  
2 consistent with what is on the other forms. 3516  
3 are instructions for you, the offeror. Read  
4 through them.

5           Ensure that you're abiding by these  
6 instructions. 3518, I'm going to go a little bit  
7 into detail here. Ensure at the top, put in the  
8 solicitation number. You're putting a date.  
9 You're populating all of the boxes that are  
10 applicable. What this box says is that you have  
11 and are attaching a SAM entity record.

12           If you do not know what SAM is, you  
13 must find out. Go to [sam.gov](http://sam.gov). You have to have a  
14 SAM registration to even bid on this. So you must  
15 have a DUNS number and be registered in SAM to  
16 even bid on this, minimum requirement. You must  
17 also, in your SAM profile, ensure that you are a  
18 small business under the NAICS code in this  
19 procurement.

20           If you do not have any of those  
21 things, you will be found non-responsive on  
22 initial offers. Don't put yourself in that  
23 position. So what do we need? We need this form  
24 to be completed, signed, dated as well as you're  
25 going to attach the full SAM printout of your

1 entity record to include representations and  
2 certifications.

3           We want to see everything that's in  
4 SAM provided to us along with this document here.  
5 Past performance reference checked. If you look  
6 in your technical evaluation tadders, past  
7 performance is an evaluation factor. It's the  
8 second under capability to perform after award.  
9 What does this mean? We want to see each form for  
10 each reference that you're proposing as past  
11 performance.

12           Okay. It's split in two. And let me  
13 differentiate a little bit. The first form is  
14 really experience. Okay. So form part OAJ1,  
15 this is your experience profile. What is the  
16 project that you're representing to us? What is  
17 the size, scope, complexity? How is it relevant  
18 to this project that you're responding one for the  
19 CMOP?

20           Okay. You need to make sure you're  
21 isolating for us. Who are the key personnel that  
22 performed on that? How is that key personnel  
23 relevant to what you're proposing for the CMOP?  
24 Again, make our lives easy in evaluating. If we  
25 need to try to guess who you're proposing, what

1     you're proposing and what you did, we are going to  
2     be unable to do so.

3                     This is your opportunity to tell us  
4     what you have done. In order for this part one to  
5     count for past performance, you must also have a  
6     part two. Part two is completed by your reference  
7     that can validate your performance, your past  
8     performance on this project. This form must be  
9     submitted for the terms of the SFO directly from  
10    the reference.

11                    Do not have any part two's in your  
12    proposal response. They come directly from your  
13    reference. Again, you -- any specific example of  
14    experience that you propose to us, it will not be  
15    considered if you do not have those completed and  
16    signed part one and part two.

17                    MR. ROBERTS: Chris?

18                    MR. LEFEBVRE: Yeah.

19                    MR. ROBERTS: One thing on past  
20    performance I forgot to mention earlier, if you  
21    don't have past performance, it's not looked at  
22    negatively towards you, but it's also not looked  
23    at favoritively.

24                    So you don't get any points if you  
25    don't have past performance, but at the same time,

1     it's -- it's not reflected as a negative light.  
2     So it's -- so it's something that can't negatively  
3     affect you, but it sure helps to have past  
4     performance. And as Chris alluded to, to have  
5     these forms filled out correctly.

6                   MR. LEFEBVRE: And, additionally, the  
7     contacting officer can use whatever mechanisms at  
8     his disposal to validate your past performance.  
9     You may have a piece of past performance with  
10    which you did not propose.

11                   But if the CO can go into federal  
12    archives of past performance like CPARS, like  
13    PPIRS, and you have a negative past performance  
14    rating, that can and more than likely will reflect  
15    on your past performance rating.

16                   Okay. So the CO can use anything at  
17    his disposal to validate your past performance.  
18    And the CO will be contacting your references to  
19    validate what is put on the form. Bid bonds,  
20    \$100,000. The bid bond needs to be coming from  
21    the offering entity, not your GC.

22                   So if you are proposing to design,  
23    build, propose this to VA and be the lessor for 20  
24    years, ensuring that you're -- you have the  
25    bonding capacity here. Performance bonds to

1 extend beyond the bid bond, obviously you guys  
2 have production of the SFO with which to  
3 reference.

4                   Davis-Bacon Act. I'm not sure for  
5 South Carolina and this jurisdiction, but this may  
6 change throughout the procurement process as well  
7 as post-award. If it changes throughout the  
8 procurement process, we will update this wage  
9 determinate decision number via an amendment and  
10 make sure you're aware of it. Obviously there are  
11 price implications for adjustments on the wage  
12 determination.

13                   Miscellaneous liquidated damages.  
14 Here's your liquidated damages cost for each and  
15 every calendar day delivery is delayed. Again,  
16 recordation requirements, independent technical  
17 review. Again, all clearly spelled out in the  
18 SFO. Make sure you know it well.

19                   Waiver of restoration, budget and  
20 score keeping. Again, we just want to call your  
21 attention to these items, and you will get this  
22 presentation off of the FBO. Make sure you're  
23 paying close attention to these items.

24                   Off-site improvements. Again, those  
25 improvements are to be born -- the costs are born

1 by you. You know, it's incumbent on you to do the  
2 due diligence to estimate and project what those  
3 off-site improvements are going to be in the  
4 future. Make sure they're a component of your  
5 cost.

6 Due diligence, with your initial  
7 offer, it's a requirement, you have to have a  
8 phase one. So VA wants to be able to see on your  
9 initial offer that they're looking at, what is the  
10 status of that site. So ensure that you're  
11 submitting that phase one with your initial offer.

12 Contract requirements, life safety  
13 protected. I'm not going to go through all of  
14 these. A lot of them have been touched on  
15 already. You will get the slides. We just want  
16 to make sure we're calling some of these items out  
17 to your attention.

18 Reminders. Now, we're going to get  
19 into some detail to try to make your life easy.  
20 Okay. Don't waste your own time. Don't submit a  
21 non-responsive proposal because you didn't meet  
22 the minimum requirements. So let's talk through  
23 some of these. Read through all parts of the SFO  
24 in its entirety. Respond accordingly.

25 Okay. One of the things that may help



1    you -- it is not a requirement -- is build a  
2    compliance matrix. What are all the things we're  
3    asking for? Did you provide it? What page is it  
4    on? Okay. Help check yourself. We know that  
5    this is highly cumbersome. It's difficult to  
6    navigate, especially if you have not, you know,  
7    responded to a federal and VA solicitation  
8    before.

9                    You know, help make your life a little  
10   easier. Ensure completeness and consistency  
11   throughout your proposal. You bring up a couple  
12   examples. Here's an important one. What is the  
13   offering entity that you're responding as? You  
14   know, is it a single-purpose entity that's newly  
15   formed? You can -- you know, but all things are  
16   going to transfer off of what is -- who's being  
17   offered.

18                   Okay. So on your proposal cover page,  
19   these would be an offering entity. On your option  
20   agreement, on your 1364s, in your SAM  
21   registration, the DUNS number, everything must  
22   match according to what the offering entity is.  
23   Please don't confuse it. Don't confuse us.

24                   We're going to be unable to map your  
25   past performance to who is offering your financial

1 resources, your ability to control and represent  
2 the site to VA, so ensure that you know who is  
3 offering and it's consistent throughout your  
4 proposal. The same goes with pricing as I  
5 mentioned earlier. Just make sure you're having  
6 somebody that's quality control and is able to  
7 make sure that you're meeting all of these  
8 requirements.

9           Every page of your proposal, whether  
10 you throw it into a PDF footer, every page of the  
11 proposal must be initialed. It's a little  
12 overkill. I get it. Make sure it happens. Any  
13 -- any form or requirement that requires a  
14 signature, ensure that it's signed. Look at the  
15 details in the SFO. Your financial resources  
16 letter must be signed.

17           Your SAM that we just looked at, the  
18 addendum, must be signed. If there are forms that  
19 come in unsigned, you may be found non-responsive.  
20 Don't put yourself in that position. Again, every  
21 page initialed. Offering entity we just talked  
22 about, but it's a big one.

23           As Eric stated, in your SAM profile,  
24 make sure that this NAICS code is listed in your  
25 reps and certs and you are small under that NAICS

1 code. If not, you can be found non-responsive.  
2 Okay. Provide completed 1364As for each of these  
3 terms as well as a completed attachment one is a  
4 1364A.

5 Again, beating a dead horse here, I  
6 know it. Ensure all forms are completed. 3518,  
7 there are boxes throughout it. Ensure that they  
8 are checked as appropriate. Your status, ensure  
9 that it's check. Go through every form with a  
10 fine-tooth comb.

11 CO intends to award on initial offers,  
12 so make sure that you're compliant. Structure and  
13 formatting of the SFO. Okay. Aesthetics are  
14 important to all of us. Ease our ability to read  
15 your proposal. These are going to be thick  
16 documents. You're going to have a team of subject  
17 matter experts in different disciplines evaluating  
18 your technical proposal.

19 Make it easy. Ensure that your PDF is  
20 indexed for ease of navigation throughout it. You  
21 know, have it be attractive that we can easily go  
22 through the document and understand everything you  
23 have proposed and where that it is. Eliminate  
24 discrepancies.

25 The big ones we regularly see are

1 offering entity inconsistencies, past performance;  
2 meaning, is it the offering entity that had the  
3 past performance? If not, it must be tied to key  
4 personnel of the offering entity. Did you tell us  
5 who were your key personnel? How can we map that  
6 if you're not calling these things out to us?  
7 Price and cost, be consistent.

8 As Eric stated, this is a best value  
9 competition, so call out to us what your value-add  
10 solutions are. So if there's going to be a trade  
11 off between price and technical superiority, what  
12 are those value-add items that you're proposing  
13 above and beyond your competition? Here is the  
14 mapping for you in terms of key personnel.

15 Ensure that you're providing an  
16 organizational chart of you, the offering entity,  
17 your major subcontractors and key personnel across  
18 the -- that spectrum. VA is not going to accept  
19 conditional offers, so if you have any contingent  
20 terms and conditions of whether it be your price  
21 or your technical offering, again could be found  
22 non-responsive.

23 If you're submitting as a SDVOSB or  
24 VOSB, again, you must be registered in the center  
25 for verification and evaluation, CBE, which is

1 vetbiz.gov at the time of submittal. Evidence of  
2 capability to perform, a big one here. You have  
3 to have a project management plan.

4           Okay. Read through this requirement.  
5 It's two-fold. There is a one page requirement  
6 for continuity of operations. What that means is  
7 that the current operations of the CMOP are  
8 critical. Those operations cannot be infringed  
9 upon in any way, shape or form to deliver this new  
10 space. That has to be answered in a page.

11           As well, you have to develop a plan  
12 which you're going to deliver this space and the  
13 schedule you propose, mitigate risk, control --  
14 control quality and give us the methodologies and  
15 actual techniques you're going to use to ensure  
16 that happens. It is the number one evaluation  
17 factor in capability to perform after award.

18           Additionally in capability to perform,  
19 financial resources. You need two. You need  
20 redundant capabilities of conditional commitments  
21 of fund to, one, build the space as -- as a -- as  
22 the actual factor. What you also must have is you  
23 must have a narrative. So that goes beyond just  
24 constructing the space. How are you going to pay  
25 for short-term financial obligations?

1                   Closing on the site, paying the  
2   broker, something that we care about as well as  
3   building the site and then perm financing. We  
4   want to know your plan to see that through.  
5   Evidence capability to perform past performance,  
6   we talked about it already. Ensure that both  
7   forms are provided for you, the offeror.

8                   Okay. This past performance is  
9   different than the technical evaluation  
10   subfactors of qualifications of your design team  
11   and your general contractor. Okay. For those, we  
12   only -- you can -- you need to provide the 330s  
13   for your design team as well as that part one for  
14   every example that you want proposed as  
15   capability.

16                  For your GC, you need a 527 as well as  
17   that part one to correspond to every example for  
18   those qualifications. So past performance is you,  
19   the offering entity. Qualifications are your  
20   major subcontractors, design team and GC. Not to  
21   questions yet. Just talked about past  
22   performance. Just talked about design team and  
23   contractors.

24                  Firm commitment of funds. Ensure it's  
25   signed. Look at the requirements in those

1 conditional commitment of funds. Ensure that we  
2 have everything that is needed. Project  
3 management plan we discussed. Make sure you have  
4 the phase one that comes in with your initial  
5 offer.

6                   Zoning. To address zoning, ensure  
7 that you've got a letter from the -- from the  
8 authority having jurisdiction. So, if it's not  
9 properly zoned, what is the plan to address it  
10 being zoned by the time that VA is going to need  
11 it? That is the entity that you need to have  
12 confirmation from.

13                   Continuity of operations, minimum  
14 requirement. Any disruption to current operations  
15 will be found non-responsive. So ensure that  
16 you're adequately addressing that. Limitations on  
17 subcontracting.

18                   Again, if you haven't submitted on a  
19 federal procurement, this is a small business set  
20 aside. Go under the FAR, look at the bar.  
21 Understand what the limitations with  
22 subcontracting are. It will have price  
23 implications for you. You will need to report on  
24 those limitations to ensure that you understand  
25 it. We talked about the generator.

1                   Again, it is different than what's on  
2     the conceptual. We'll make sure that we formally  
3     announce that in a clarification that it must be  
4     that 50 feet from the building. Lastly, some  
5     format pieces. Attachment one, make sure you're  
6     giving it back to us in its native format.

7                   So we want it back in Excel and all  
8     those cells are locked. We will unlock it when we  
9     get it in, but we want to be able to see in  
10    negative format what you've provided us.  
11    Indexing. Ensure that all your volumes are  
12    indexed and provided back to us exactly in the  
13    volumes that we asked for it and the sub items  
14    within each value in those volumes.

15                  And lastly, put yourself in the place  
16    of an evaluation member. Okay. There's going to  
17    be multiple offers. There's a lot of information  
18    to go through. Okay. This is your opportunity to  
19    tell us how great you are, the things that you  
20    have done, what are you representing to VA.

21                  It may be your only opportunity, so  
22    ensure that this initial offer is as complete and  
23    tight as you can possibly make it. Make it easy  
24    to read, easy to navigate. You know, help us in  
25    all of those ways to evaluate you as you want to



1 be evaluated. And that's all I have.

2 MR. ROBERTS: I just have a few more  
3 things. I don't know if everybody was aware but  
4 an amendment went out yesterday. Just briefly  
5 talking about that amendment, the -- the current  
6 reps and certs 3518 is partially taken from the  
7 FAR. The FAR basically gave more information in  
8 January 2017 through 52.204-08, annual reps and  
9 certs.

10 So what we did is, we just put the  
11 total FAR clause in there. So that amendment is  
12 just the total FAR clause to be combined with the  
13 3518. There's nothing more you need to do. It's  
14 informational purposes only, but make sure you  
15 read that amendment. And make sure you follow the  
16 instructions on the SF 30 that was submitted with  
17 that amendment.

18 Take a look at the SF 30 as well.  
19 There's instructions on there. Any amendment  
20 that we post is going to be accompanied by an SF  
21 30. Make sure you read the instructions on the SF  
22 30.

23 MR. LEFEBVRE: And submit all of them  
24 with your offer.

25 MR. ROBERTS: And submit all of them

1 with your offer, every one. And for your DUNS  
2 number, it's not okay just to have a DUNS number.  
3 It needs to be an active DUNS number because those  
4 things do expire. So just because you created one  
5 five years ago doesn't mean it's currently active.  
6 When we go to look, we want to make sure that  
7 that's active. That's it.

8 MR. LEFEBVRE: One of the things that  
9 I'll say as we go into Q&A here, again, any  
10 questions asked must be formally asked  
11 electronically to the contracting officer. And  
12 any questions that are asked, VA will do -- make  
13 its best effort to answer them in a reasonable  
14 amount of time so that they can impact your  
15 offer.

16 We want to arm you with the  
17 information you need to respond, so we will try to  
18 do that. But know that your questions that are  
19 asked are going to be answered in a public forum.  
20 So take that into consideration when you're asking  
21 your questions. We may or may not be able to  
22 answer your questions here today.

23 Again, there are a lot of things that  
24 we may either need general counsel review of or  
25 technical review from an engineer, and so what we

1 don't want to do is give you misleading  
2 information and so all questions, if not answered  
3 here, will be formally responded to when we  
4 receive your questions formally.

5 MR. SCHANTZ: With that said,  
6 questions? Sir?

7 MR. TEMPLE: My name is Robert Temple.  
8 I'm representing Baker & Baker Real Estate  
9 Developers, who will be one of the offerors, one  
10 of the entities.

11 MR. SCHANTZ: Yes, sir.

12 MR. TEMPLE: Can we have more time?  
13 This is a very short period of time, it seems to  
14 me, for a project of this size and scope, and I  
15 was wondering if we could have more time?

16 MR. ROBERTS: Yeah, put it -- put it in  
17 writing. If you haven't already, put it in  
18 writing, address it. That's something we can take  
19 back to -- to Zeb and say -- put in there your  
20 reasoning for it, don't just ask for time. State  
21 in there why -- why you need more time, and it  
22 will be considered. Whether or not it will be  
23 extended is -- is ultimately the CO's decision.

24 MR. LEFEBVRE: What I will say is there  
25 is more time in this procurement than there are in

1 most.

2 MR. ROBERTS: Yeah.

3 MR. LEFEBVRE: And so it's -- it's one  
4 of these things, you've got to be able to  
5 demonstrate that you can commit the adequate  
6 resource and be able to respond to this to  
7 ultimately deliver this phase. But submit it, and  
8 on a case by case basis, I mean, the CO will  
9 evaluate it and then they can determine it.

10 MR. SCHANTZ: Any other questions?  
11 Yes, sir.

12 MR. TEMPLE: Do I need to restate my  
13 name? We talk about the -- this is a SBA project,  
14 small business project, so you must be a small  
15 business or meet the requirement for a small  
16 business to make an offer, but then there are  
17 additional credits that can be earned for disabled  
18 veterans or the other classification.

19 MR. SCHANTZ: For service or disabled  
20 veterans.

21 MR. TEMPLE: For service or disabled  
22 veterans.

23 MR. SCHANTZ: Yes, sir.

24 MR. TEMPLE: You talked about these  
25 credits. How is those credits -- how are those

1 credits utilized in deciding the -- the eventual  
2 award winner or the eventual successful award  
3 offer? And what does it mean if -- to the bottom  
4 line if you get the deal or not, if you are one of  
5 these categories?

6 MR. ROBERTS: Put it -- if you could  
7 put it in writing. Do you have any --

8 MR. LEFEBVRE: Look right here.

9 MR. TEMPLE: Okay.

10 MR. LEFEBVRE: This is how -- okay.  
11 Descending order of importance. Factor four,  
12 which is socioeconomic is the least of the four  
13 main factors. Okay. It is a minimum requirement  
14 to be a small business as determined by the  
15 revenue threshold of 38 and a half million dollars  
16 under this NAICS code and your SAM profile as well  
17 as your SBA, small business dynamic search.  
18 Ensure you're under the SBA dynamic search.

19 Okay. So you see nothing for small  
20 business. So cascading down, it -- there is going  
21 to be some preference of evaluation factors  
22 primarily to -- as SDVOSB, secondarily to VOSB.  
23 But, as you see in the scheme of things, it is the  
24 smallest factor down here. So there is some.  
25 What we can't tell you is, it is "X" number of

1 points or it's an adjectival rating. But in the  
2 scheme of things, it is the lowest factor.

3 MR. ROBERTS: And I will say that this  
4 -- when we originally advertised for expressions  
5 of interest, we have to go through a process with  
6 our internal office of small and disadvantaged  
7 business utilization organization. So we -- the  
8 CO makes a recommendation based on those  
9 expressions of interest. His recommendation was a  
10 total small business set aside.

11 MR. TEMPLE: So to paraphrase, all  
12 other things being equal, this would be an  
13 advantage if you were a SDVOSB?

14 MR. ROBERTS: Correct.

15 MR. SCHANTZ: Yes, sir?

16 MR. ZOCCOLA: Boyd Zoccola with  
17 Hokanson Companies. What will be the last day for  
18 questions?

19 MR. SCHANTZ: The 23rd?

20 MR. ROBERTS: 23rd. March 23rd, 2017,  
21 4:00 p.m.

22 MR. LEFEBVRE: And one of the things I  
23 will say with questions, you know, if it's a  
24 strategy to extend this by proposing an inordinate  
25 amount of questions to delay this, that could be

1 very counter productive on your behalf. I mean,  
2 VA is going to make their best effort to answer  
3 these questions.

4 And, again, you -- there may be some  
5 very significant questions that you must have an  
6 answer to, and if VA is overly burdened going  
7 through administrative questions with which all  
8 you had to do was refer to the SFO, it could delay  
9 you getting those answers.

10 So please -- we want to give you  
11 answers. We want you to make, you know, the best  
12 solution possible to the VA, but it also needs to  
13 be a little reasonable -- do your own homework.  
14 Go through the SFO and use it as a -- as a  
15 reference.

16 MR. KINARD: Richard Kinard with  
17 Mashburn Construction. In regards to factor  
18 number one on the technical quality, is there a  
19 level of expectation with the drawings  
20 specifications as far as we deal with schematic  
21 design development, construction document-type  
22 levels. Is there an expected level of  
23 development in order to convey our proposal to the  
24 VA?

25 MR. LEFEBVRE: There are minimum

1 requirements to the SFO, and, again, those are  
2 minimum. And so the business decision becomes,  
3 you know, what level of transparency and detail do  
4 you want to provide? And given the operation that  
5 happens in a CMOP, you know, seeing elevations,  
6 looking at your site plan, how many variations of  
7 your site plan, you know, to -- to show  
8 landscaping versus site flow, those sorts of  
9 things.

10 That's a business decision as to what  
11 you propose. What the SFO dictates is what the  
12 minimum requirements are going to be. So let me  
13 talk on that a little bit. What you must provide  
14 to us is a shaded conceptual of net usable versus  
15 rentable.

16 So there's an example where we define  
17 you. We have to see a conceptual that is  
18 illustrating the difference, different color  
19 shading between net usable and rentable. You  
20 know, on your site plan, we should see the  
21 perimeter fence. We should see the stand off from  
22 the building. We should be able to see that the  
23 generator is in fact 50 feet from the building.

24 So do not simply take the conceptual  
25 that has been provided during the solicitation and



1 regurgitate it back to VA because there -- there  
2 are some anomalies, like the generator. Okay. So  
3 make sure you are pay attention to those details.  
4 Does that answer your question?

5 MR. KINARD: Yes. And if I could add  
6 one more part to that also. In regards to the  
7 layout that's provided, the programming floor  
8 plan, are those -- are those exact dimensions  
9 we're to adhere to, or as long as we're  
10 providing program square footage, we have the  
11 flexibility to shape a building to the proposed  
12 site?

13 MR. LEFEBVRE: Let me talk minimum  
14 requirements. The square footage is a minimum  
15 requirement. I mean total net usable square  
16 footage, so that is the requirement. And I may  
17 have a follow-up to what you say.

18 MR. COMINGORE: If I say something  
19 wrong?

20 MR. LEFEBVRE: No, no. I doubt you  
21 will.

22 MR. COMINGORE: There is flexibility.  
23 We also included in the attachments on the FPO in  
24 the adjacency matrix, that talks from our eyes  
25 what is most important to be room one next to room

1 two versus -- so there's a -- there's a matrix on  
2 -- on the site. So there is some flexibility  
3 about precise size and -- with those  
4 adjacencies.

5 So you may have a room that's shown  
6 right next door to -- on this plan; however, in  
7 that adjacency matrix, it may be okay to shift it  
8 left or right or one over. There's some  
9 flexibility.

10 MR. LEFEBVRE: Yeah. We've got two  
11 different offerings here if you look at the sites.  
12 So we've got raw land, you know, as built to be  
13 developed and there are some existing buildings.  
14 It is very difficult to take an existing footprint  
15 and have it mapped verbatim.

16 And so, yes, there is flexibility,  
17 but what I will tell you is, a lot of time and  
18 effort has gone into developing this conceptual.  
19 So the adjacencies are what's critical. That's  
20 important operationally. But a lot has gone into  
21 this.

22 MR. ABSHIRE: And spacially --  
23 spacially sizes of functions that we have are  
24 important to -- to try to maintain.

25 MR. LEFEBVRE: What I would tell you

1 with this is across the SFO is if there's a  
2 departure from what you see, explain it  
3 narratively. Tell us, you know, there is a  
4 difference here because of this. The value add is  
5 that.

6           You know, throughout lead, if you are  
7 claiming a lead -- or a Green Globe credit,  
8 explain those things narratively as well. You  
9 know, just being able to see something in a  
10 graphic or an illustration only communicates so  
11 much. You know, we also want to know your plan  
12 and your approach for delivering what you are.

13           MR. TEMPLE: We are planning an offer  
14 completely based on your SFO -- which we have been  
15 through completely -- that will be adjacent to the  
16 existing facility. There is lots of room adjacent  
17 to it, but we need building room. And we need to  
18 arrange for off-site parking to be used by the  
19 existing facility during the construction for the  
20 new facility.

21           The off-site parking will be  
22 guaranteed will produce evidence that we control  
23 it, and it will be there for our control and your  
24 use for the length of the time that's stipulated  
25 in the SFO. And I just wanted to make sure that

1 would be permissible.

2 MR. LEFEBVRE: And I know you've  
3 already submitted that formally. It will be  
4 answered formally. What I would reference you to  
5 is the continuity of operations section of the SFO  
6 and that existing operations cannot be disrupted  
7 in any way, shape or form.

8 MR. SCHANTZ: Yes, sir?

9 MR. PAPANDREAS: George Papandreas,  
10 Cargenie Management & Development Corporation.  
11 It's a pleasure to be here with all of you. We  
12 were unable to locate a congressional prospectus  
13 for this proposed facility.

14 Is there a link to that prospectus, or  
15 is there alternatively disclosure, you know,  
16 approved prospectus on the rent limitation, any  
17 permitted annual increases since the year  
18 authorization and what is such rent authorization  
19 and full-service rent or full-service rental shell  
20 rent.

21 MR. SCHANTZ: Please submit that  
22 formally, and we will answer -- we will provide  
23 those answers.

24 MR. PAPANDREAS: Okay. Very good.  
25 I've got -- if no one else has any, I've got a few

1 more.

2 MR. LEFEBVRE: Yeah. It's not a  
3 prospectus level lease is your answer, though. I  
4 mean, it's -- you're not going to see that. You  
5 know, it's a clinic.

6 MR. PAPANDREAS: Yeah.

7 MR. LEFEBVRE: So this is -- I mean,  
8 this is form of operations for VA, so you're  
9 likely not going to find what you would  
10 traditionally find, you know, on the OPCs or CMOP.  
11 You're not going to find the same.

12 MR. PAPANDREAS: Okay. Your section  
13 1.7 says that all hand-carried proposals need to  
14 be coordinated for pickup in the VA building  
15 lobby. And we've had issues with FedEx because  
16 even though we specified the VA building address  
17 at -- I think it's 425 Highstreet or whatever, the  
18 packages often intentionally go to a different  
19 address, and -- and then they are held for VA  
20 pickup. Does hand carried include overnight  
21 courier service from services like FedEx? In  
22 other words, I don't know if this was already  
23 asked, but --

24 MR. ROBERTS: Yeah, it would.

25 MR. PAPANDREAS: Okay.

1                   MR. SCHANTZ: And there are two points  
2 of delivery to -- to make certain that if -- so  
3 there's no point of failure. So make sure that --  
4 that you're sending your offers to both  
5 locations.

6                   MR. PAPANDREAS: Okay. Very good.

7                   MR. LEFEBVRE: What I would also say  
8 is, if you get notification from FedEx or some --  
9 whoever is delivering --

10                  MR. PAPANDREAS: Yeah.

11                  MR. LEFEBVRE: -- you know, that  
12 through security, something was disrupted, and it  
13 didn't happen the way that it should have --

14                  MR. PAPANDREAS: Right.

15                  MR. LEFEBVRE: -- reach out to us and  
16 communicate to us that it was, you know, delivered  
17 to who. Get a name, get a time. But, again, as  
18 Stephen said, there's no single point of failure  
19 here. I mean, it's coming to us as a broker as  
20 well as to the CO.

21                  But if anything -- if there's any  
22 changes, there's a massive blizzard, and it's  
23 delivered and there was one person that seemed to  
24 be a security guard, get names, get times, so at  
25 least we can help coordinate delivery.

1                   MR. ROBERTS: Yeah. Show us the  
2 path.

3                   MR. PAPANDREAS: Okay.

4                   MR. ROBERTS: Show us the chronological  
5 time frame because the CO wants to be reasonable  
6 here. It's -- what we want to do is not limit the  
7 competition for something like that. But just,  
8 you know, make sure all of your T's are crossed  
9 and your I's are dotted and give us the time  
10 frames and the pathway of what happened. And it  
11 should be reasonable to send us.

12                  MR. PAPANDREAS: I have a couple  
13 questions on the site plan. So the security fence  
14 that exists around perimeter of the property is  
15 around the entire exterior, so in other words, you  
16 are restricting visitor traffic as well as service  
17 traffic; is that --

18                  MR. ABSHIRE: Yes.

19                  MR. PAPANDREAS: Okay. So there's not  
20 a distinction between public --

21                  MR. ABSHIRE: As Andrew pointed out,  
22 the site is -- we're not typically open to the  
23 public.

24                  MR. PAPANDREAS: Yeah, okay.

25                  MR. ABSHIRE: So all of that -- all of

1     that 192 spaces that are spelled out in the  
2     SFO --

3                     MR. PAPANDREAS:   Right.

4                     MR. ABSHIRE:   -- that is -- that is  
5     dedicated for the -- the staff that operates the  
6     same office.   So while we typically -- and you'll  
7     see in there that we are looking for gate control  
8     so that we can secure the facility.

9                     MR. PAPANDREAS:   Sure.

10                    MR. ABSHIRE:   So I guess the bottom  
11     line is, yeah, we're -- we're basically a gated  
12     site to where we want fenced in around the -- the  
13     whole entire perimeter of the --

14                    MR. PAPANDREAS:   And I also noticed --  
15     I mean, the building itself has like eight or nine  
16     doors which I'm presuming are primarily for  
17     egress, whereas there are no designated areas for  
18     actual access for staff.   There's your main  
19     entrance and then the service pretty much, those  
20     three.

21                    The remaining doors that I see around  
22     the perimeter of the building are primarily just  
23     for exiting purposes and so forth.   It's not like  
24     there needs to be some kind of act of -- you know,  
25     reaction to the site from those doors.



1                   MR. ABSHIRE: That -- that would be  
2 fair to say.

3                   MR. PAPANDREAS: Okay. I just want to  
4 be sure that's not something I'm missing there.  
5 Last but not least is the smoking shelter. I'm  
6 noticing that it has certain criteria that it has  
7 to be close to the cafe but not seen from the main  
8 public.

9                   But then it also makes something  
10 about 50 feet away from the building. Are we  
11 talking about 50 away from the front office which  
12 is the back of the house or actually from the  
13 entire building, like a separate area? It didn't  
14 seem to be clear on what you were looking for  
15 there.

16                  MR. COMINGORE: It's -- it's shown -- I  
17 don't have the red dot. I think it's shown right  
18 here right now on the site plan.

19                  MR. PAPANDREAS: Yeah. So it's off and  
20 removed from the building itself?

21                  MR. COMINGORE: So we want it to be  
22 somewhat -- this is the main cafeteria breakroom.  
23 So this would be -- and like you talked earlier  
24 about door access. So we don't allow staff to use  
25 like an egress door to go out this way.

1 MR. PAPANDREAS: Okay.

2 MR. COMINGORE: So that's the rationale  
3 behind being near the breakroom. So they can use  
4 this main door to go out. The 50 foot is  
5 security. Also just smoke is 50 foot from  
6 anywhere in the building, and then that's another  
7 item that's not shown as exactly 50 feet on the  
8 site plan. And it's also on the back side away  
9 from the front of the building.

10 MR. PAPANDREAS: Thank you.

11 MR. SCHANTZ: Yes, sir?

12 MR. ANASTASIA: I'm Steve Anastasia  
13 with Baker & Baker, and I'm not -- I really didn't  
14 pay much attention to this, but the fencing  
15 requirement, the proposal talks about an expansion  
16 area, the possibility of an expansion area. Does  
17 the fencing go all the way around that whole area,  
18 or is it just to the proposed land that is  
19 necessary to operate the 97 or 92,000 square foot  
20 facility?

21 MR. LEFEBVRE: I would say submit that  
22 formally. Submit that formally. We'll get you an  
23 answer there because, again, one of the things we  
24 want to do is be able to ensure some parody among  
25 offers.

1                   So you're not planning that it has to  
2 go around an expansion area, absorbing those extra  
3 costs which then put you at a disadvantaged price.  
4 We want to make sure that everybody is at a level  
5 playing field. So we will get you a formal answer  
6 on that. Yes, sir?

7                   MR. TEMPLE: We've already submitted a  
8 list of questions, and I don't want to burden the  
9 meeting here with all of those, but they will be  
10 answered since we've submitted them. Am I  
11 correct?

12                  MR. SCHANTZ: Yes, sir, that is  
13 correct, they will be able to answer those.

14                  MR. LEFEBVRE: The CO will make the  
15 best effort to answer all of those. Again, timing  
16 becomes an issue and so there are times that not  
17 all questions are answered. It's rare, but we  
18 try. That's why we have a cutoff on the questions  
19 for the day so we can make sure that we're getting  
20 questions answered.

21                  What we're also not going to do is  
22 hold all questions and give you all the answers  
23 back in one bulk. To the extent possible, we will  
24 phase answers out, so, again, you're able to make  
25 decisions. Okay. That's it.

1                   MR. PAPANDREAS: Storm shelter, what  
2 was -- what was the thinking behind the storm  
3 shelter? I'm not clear on what's going on with  
4 that.

5                   MR. COMINGORE: This is a two-year  
6 conversation. The -- the -- the intent is for our  
7 staff to have a temporary location in an urgent  
8 storm-related incident so that they can shelter  
9 in. So there's a short paragraph in the SFO about  
10 generally what that is, and there's a line item on  
11 the -- I forget the form, but there's a line item  
12 number for the cost that should be placed on the  
13 1364.

14                   But basically it's just a temporary  
15 refuge. It wouldn't be -- if a hurricane, it  
16 wouldn't be a long-term shelter. We're not open  
17 24/7. It's a temporary, while it passes, and then  
18 go along.

19                   MR. PAPANDREAS: So it can be somewhere  
20 within the building?

21                   MR. COMINGORE: Correct. Yes.

22                   MR. PAPANDREAS: It's not going to be  
23 underground or anything, right?

24                   MR. ROBERTS: No, no, no.

25                   MR. PAPANDREAS: Okay.

1                   MR. LEFEBVRE: That's your business  
2 decision.

3                   MR. PAPANDREAS: I know. I know.

4                   MR. SCHANTZ: I think we had a question  
5 over here?

6                   MR. DAVIS: Yes.

7                   MR. ROBERTS: State your name first.

8                   MR. DAVIS: My name is Curt Davis with  
9 Pond & Company Architects. The Charleston  
10 controlled substance area indicates in schedule F  
11 fencing, but then in another part it indicated CMU  
12 and the ceiling is exposed. But I couldn't -- or  
13 it didn't say ceiling. It just said exposed. I  
14 didn't know whether that meant it had to -- does  
15 it have a roof, number one, and number next, is it  
16 fenced or walled?

17                   MS. WARREN: I think the current  
18 fence doesn't have a ceiling to it. It's just  
19 fenced in, correct? Is that what he's talking  
20 about?

21                   MR. COMINGORE: Well, the -- we'll  
22 definitely have to go back and make sure that's  
23 the --

24                   MR. LEFEBVRE: Do you know in what  
25 context that you're --

1                   MR. DAVIS: The section is part 10,  
2     schedule F is where I noted it. And, of course,  
3     it's on that plan that you're seeing right there  
4     in front of you.

5                   MR. LEFEBVRE: Yeah, just submit that  
6     formally because, again, what -- what is current  
7     may not be what is being proposed. I mean,  
8     ceiling heights alone are different. So we'll  
9     make sure that we can get you a direct answer.

10                  MR. DAVIS: But does it have a roof?

11                  MR. COMINGORE: The security  
12     requirement from VA, it has to be a -- it doesn't  
13     necessarily have to have a roof if the walls go up  
14     to deck. So it has to be sealed, if that makes  
15     sense.

16                  MR. DAVIS: If it has -- if it doesn't  
17     have a roof, there's nothing to seal to it.

18                  MR. COMINGORE: The roof of the  
19     building.

20                  MR. LEFEBVRE: It could go all the way  
21     up to the roof, to the ceiling.

22                  MR. DAVIS: So it has a roof?

23                  MR. COMINGORE: Yeah, yeah, yeah.

24                  MR. LEFEBVRE: It doesn't have an  
25     independent roof other than if it goes all the way

1 up.

2 MR. SCHANTZ: There's no drop  
3 ceiling.

4 MR. DAVIS: It is outside. It has a  
5 roof.

6 MS. WARREN: No.

7 MR. LEFEBVRE: It's inside.

8 MR. DAVIS: According to that drawing  
9 right there?

10 MR. ABSHIRE: No. That's -- that's  
11 just a -- depicting -- conceptually for CMOP, not  
12 all of our CMOPs have controlled substances. So  
13 all they're -- all we are showing there is that  
14 that is additional space that should be included  
15 within the building for control substances, but it  
16 is part of the interior layout of the building.

17 MR. ANASTASIA: Is that included in the  
18 92,000 square feet?

19 MR. ABSHIRE: Yes.

20 MR. ANASTASIA: It doesn't add to the  
21 92,000?

22 MR. ABSHIRE: It does not add to it.

23 MR. ANASTASIA: Although this is great.

24 MR. ABSHIRE: When you look at your  
25 schedules, you will see the breakdown of the

1 space, and you will see that all of that space is  
2 accounted for interior to it. So it's not like  
3 that's a caged area outside. That -- that is a --  
4 it's additional space within CMOP that not every  
5 CMOP has. So it was depicted that way as -- I  
6 guess as --

7 MR. ROBERTS: We're going to issue an  
8 amendment to take care of it.

9 MR. ANASTASIA: We should just not even  
10 pay attention to 101, A101?

11 MR. COMINGORE: That's coming off,  
12 correct.

13 MR. ANASTASIA: A101 does not have that  
14 controlled substance space?

15 MR. SCHANTZ: Correct.

16 MR. LEFEBVRE: This is 102. This is  
17 interior.

18 MR. ABSHIRE: So that dashed area is  
19 actually interior.

20 MR. ANASTASIA: This is -- is that -- I  
21 can't read it.

22 MR. LEFEBVRE: That's 102.

23 MR. ANASTASIA: That's 102. That's the  
24 one we pay attention to?

25 MR. LEFEBVRE: Correct. Yes.



1                   MR. ROBERTS: And we'll be issuing an  
2 amendment to address this.

3                   MR. LEFEBVRE: And we see why it's  
4 confusing, I mean, because clearly this is  
5 pavement, and it's shaded gray like the pavement.  
6 But this is interior space.

7                   MR. DAVIS: Another question, please?

8                   MR. LEFEBVRE: Please.

9                   MR. DAVIS: Will we -- I know you said  
10 initial -- everything goes in as an initial offer,  
11 but is there any opportunity to correct a floor  
12 plan, an exterior design, a site arrangement or  
13 any item in the opinion with VA that doesn't  
14 totally comply before the offer is rejected?

15                  MR. ROBERTS: And there is -- there is  
16 room for clarifications. It's a case by case  
17 analysis. Just put your question in paper, and  
18 we'll get you the best answer possible for it.  
19 Some things -- just keep in mind, some of these  
20 things have to be answered by a warranted  
21 contracting officer, so they -- they have the  
22 authority to bind the contract. They have the  
23 authority to answer a lot of these questions.

24                  MR. LEFEBVRE: And there's a distinct  
25 difference in your question between meeting a

1 requirement and preference, and so a technical  
2 evaluation board is going to evaluate your  
3 proposal, you know, against the competition.

4 Not meeting a requirement, again, you  
5 could be found non-responsive. So it's not  
6 necessarily about opinions or a subjectivity. I  
7 mean, those things need to be -- need to meet the  
8 minimum requirements, but the CO will make that  
9 very clear for you. Yes, sir?

10 MR. TEMPLE: Robert Temple again. I  
11 think you mentioned that the bid bond must be  
12 issued by the offeror, which is a -- in our case,  
13 a real estate entity. I've run into problems in  
14 the past where the real estate entity doesn't do a  
15 lot of bidding. It's hard to get a bid bond. Is  
16 there any way to -- we've had to send a bid bond  
17 in, but we were planning on sending it through our  
18 general contractor.

19 MR. LEFEBVRE: You're going to have to  
20 ask that -- that's on a case by case basis.  
21 Again, even from an O&M standpoint, real estate  
22 firms aren't normally doing O&M for 15 or 20  
23 years. That's still a requirement. And so the CO  
24 will have to make the determination of whether  
25 there's -- there's any variability in having a GC

1 to be able to perform the bond.

2 Is that it? That was easy. That was  
3 easy. We know we still have a lot more questions.  
4 And, again, anything that was asked today, please  
5 ask it again formally. Any questions that have  
6 already been asked, we're working to get that  
7 answered.

8 MR. ROBERTS: Make sure your 3518, the  
9 person that signs it has the authority to bind the  
10 company on a contract. A lot of times we see  
11 folks signing those things that don't have the  
12 authority to be signing it.

13 MR. LEFEBVRE: Signatory authority is  
14 something that is also required in your proposal,  
15 so, again, we want to be able to see that it's  
16 authorized people on your option agreement, on  
17 your 3518, on the 1364. Again, this is where the  
18 consistency comes in, so just pay attention to  
19 those details.

20 MR. SCHANTZ: Anything else?  
21 Gentlemen, thank you. One more?

22 MR. DAVIS: Curt Davis again with  
23 Pond & Company. I'm back to this controlled  
24 substance. I don't know what to ask in terms of  
25 -- because it's so new in terms of -- but if that

1 is an actual -- that is a room, or is that space  
2 that is added to the two -- and I can't see the  
3 two rooms that they relate to -- warehouse and --  
4 and staging or something like that. Are we just  
5 adding more area to each of those rooms?

6 MR. ABSHIRE: It's a separate -- it's  
7 typically a separate space.

8 MR. DAVIS: It's a separate room?

9 MR. ABSHIRE: If you go back and you  
10 look at the schedules, you will see how the space  
11 is delineated out from square footage which should  
12 help as far as understanding that -- where the  
13 rooms -- how the rooms are listed out in there.  
14 That's the easiest way for me to describe it. It  
15 is a -- it is a separate space from the rest of  
16 the open -- the rest of the open area.

17 MR. ANASTASIA: And it'll have its own  
18 doors?

19 MR. ABSHIRE: It has its own -- it has  
20 its own security requirements. You'll see those  
21 in there where it defines out that there's some  
22 different requirements for controlled subs areas  
23 versus any of the other general space or -- or  
24 where we're doing our general filling of the  
25 pharmaceuticals.

1           MR. DAVIS: Does it -- does it have it  
2 in that matrix of relationships?

3           MR. ABSHIRE: Yes.

4           MR. DAVIS: It's in there, too?

5           MR. ABSHIRE: It's in there, too.

6           MR. DAVIS: So that we know how to fit  
7 it in --

8           MR. ABSHIRE: It's in there, too.

9           MR. DAVIS: -- or modify it?

10          MR. ABSHIRE: I think if you look at  
11 all that and you go back to the schedules where it  
12 lists out all of the -- all of the spaces, you  
13 will find every space that's in there that's  
14 defined with a square footage within one of the  
15 schedules.

16          MR. TEMPLE: And it would be part of  
17 the net usable square footage?

18          MR. ABSHIRE: Yes, yes. And I hope  
19 that -- I hope that clarified it.

20          MR. LEFEBVRE: We're getting there.

21          MR. ABSHIRE: Yeah, but it -- go back  
22 to -- go back to those and look at those schedules  
23 first. You will see that space delineated out in  
24 the schedule, and then there's associated  
25 requirements for that space that's in there. And

1     then if you still don't, submit in -- submit in  
2     something for clarification, and we'll get --  
3     we'll try to answer it and get that out.

4                   MR. ROBERTS:   Well, back to your  
5     question about the extension, make sure you put in  
6     there what you think a reasonable extra time is  
7     that you want just to give the CO a basis to -- to  
8     go by.

9                   MR. TEMPLE:    Suggest in -- in other  
10    words, suggest how much time we would like in  
11    addition to what you've provided?

12                  MR. ROBERTS:   Exactly.

13                  MR. SCHANTZ:   Gentlemen, thank you for  
14    your participation today.   Thank you for your time  
15    and good luck.

16                  (The conference concluded at 2:19 p.m.)

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IN WITNESS WHEREOF, I have hereunto affixed  
12 my official seal this 28th day of March, 2017.

16 Jennifer M. Huggins  
Notary Public for South Carolina  
17 My Commission expires:  
February 7, 2022

A				
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