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DEPARTMENT OF VETERANS AFFAIRS
COMMUNITY BASED OUTPATIENT CLINIC

RLP No. 36C10F18R0588

Pre-Bid Conference

DATE TAKEN: March 15, 2018
TIME: 1:00 p.m. - 2:20 p.m.
PLACE: Courtyard by Marriott
2075 FL-16
St. Augustine, FL 32084

This cause came on to be heard at the time and
place aforesaid, when and where the following
proceedings were **stenographically reported** by:

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A P P E A R A N C E S

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Mark Tyler, Vice President, Public Properties
Katrina Jack-Tribble, PhD, Contracting Officer, VACO ORP
Darren Travis, Acting Associate Director, VAMC
Jeff Leikin, Project Manager, VACO ORP
Edward Brennan, Director, Public Properties

1 MR. TYLER: Hi, everybody. I'm Mark Tyler,
2 I'm here on behalf of public properties, tenant
3 representative for Veterans Affairs on this
4 procurement. It's 1:00 p.m. and we're trying to be
5 respectful of everyone's time, so we'll get
6 started. A few ground rules first. We've got a
7 court reporter today, we're going to post the
8 transcript with the session to Federal Business
9 Opps later, so when you -- if you ask a question or
10 if you speak, please introduce yourself and also
11 your company affiliation. We'll take questions, if
12 you have them, about each individual slide, and
13 we'll also have a Q and A session at the end. For
14 tougher questions or questions about the program
15 for design, we'll probably defer those for later,
16 and we ask that those be submitted in writing and
17 we'll get back to you with those answers, but on
18 behalf of the Veterans Affairs, we're very excited
19 to be here today. We're excited to see such a
20 large crowd. This is a project that everyone is
21 very excited about.

22 It's been going on for about four or five
23 years, we're trying to find a good permanent home,
24 right now they're in trailers, and we'd like to get
25 them into a place that's a little more suitable for

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1 their patients and also for the providers, but
2 before we get into the agenda, I'd like to
3 introduce the Acting Assistant Director, Darren
4 Travis. He has a few comments to make.

5 MR. TRAVIS: Good morning. I was just really
6 wanted to welcome everyone coming here. I didn't
7 expect to see this large of a crowd, so I'll tell
8 you, we're very excited as far as from the VA's
9 perspective to see this many people interested in
10 our goal of growing in this area -- growing in this
11 area and better serving our veteran population, so
12 thank you all for coming out, and we're excited
13 just as seeing as all of you are excited to be part
14 of this, so thank you again.

15 MR. TYLER: Thanks, Darren.

16 So up here on this first slide we've got a
17 list of all the VA folks that are here today.
18 We've got folks from the medical center in
19 Gainesville, and we also have folks from the
20 central office, Office of Real Property, so it's a
21 full team and I think it shows the commitment that
22 the VA has to this project.

23 Next -- could we move on to the agenda?

24 We did hand out an agenda, I don't know if
25 everyone got a chance to see that. Also, we have

1 sign-in sheets. If you haven't already signed in,
2 please do so. We'll make sure to circulate the
3 slides and also the court reporter's transcript
4 when that's ready.

5 So we've got about an hour and a half
6 scheduled and a Q and A session at the end. I
7 think we went over the ground rules a little bit
8 for speaking today.

9 Next, after this -- after we go through the
10 agenda, Katrina, our contracting officer is going
11 to speak a little bit about an overview of the
12 procurement process, and then we'll talk about the
13 request for lease proposals, it's the who, how --
14 or who, what, when and how of submitting an offer
15 to the VA, how we're going to evaluate it, when
16 it's due, how to submit it to us, and then we'll
17 end with a Q and A. If you have any questions
18 after the session and you don't have a chance to
19 submit them today, feel free to put them in writing
20 to us later and we'll get back to you.

21 MS. JACK-TRIBBLE: Good afternoon. All right.
22 So the Office of Small & Disadvantaged Business
23 Utilization, we did follow the Kingdomware rule of
24 two, we did not find any service disabled veteran
25 owned small business who were capable of handling

1 this procurement, so we did go out and this is a
2 full and open competition for procurement. So any
3 questions on Kingdomware or why we did not set this
4 aside for a veteran-owned small business or a
5 service-disabled small business?

6 SHERWIN SPEIGHT: You didn't find any or you
7 didn't find two?

8 MS. JACK-TRIBBLE: Two. So with Kingdomware,
9 we have to find two that's capable and responsible,
10 so we did not find two to satisfy.

11 CARL EDMONTON: I find that hard to believe,
12 Ms. Katrina.

13 MS. JACK-TRIBBLE: Yeah, so when we --

14 CARL EDMONTON: So what was the criteria to
15 use for capability?

16 MS. JACK-TRIBBLE: So when we went out, you
17 guys responded, and when -- okay. So when we went
18 out, same way, Fed Biz Opps and email, no one
19 responded, so financial -- we look at financials
20 and capabilities.

21 MR. TYLER: No doubt that even though this
22 project isn't set aside for veteran-owned small
23 businesses or service disabled veterans, there is
24 going to be a technical preference in our offer
25 evaluation that favors --

1 MS. JACK-TRIBBLE: Yeah, and that will be on
2 that second slide that we get to, so you already
3 get points for that.

4 SHERWIN SPEIGHT: Yes, ma'am, I'm with Pridon
5 and we're a service-disabled small business and we
6 did submit Sources Sought and we have been on
7 several projects, was on this project before, so
8 I'm with this gentleman over here. Is there any
9 follow-up to tell you why you didn't qualify?

10 MS. JACK-TRIBBLE: Yeah. So, Mark.

11 MR. TYLER: Sure. Yeah, I don't think we want
12 to get into the details of this, you know --

13 CARL EDMONTON: I think it's important. I'm
14 going on record, I think it's important because
15 we're going to submit other ones, if we don't
16 understand the criteria, we're going to get kicked
17 out on every one.

18 MS. JACK-TRIBBLE: You did not get kicked out,
19 we didn't set it aside. So we did -- we did take
20 it up to our Office of Small Business Disadvantaged
21 Utilization, and they did look at all of our market
22 research and all our documentation, and they are
23 the ones that actually said that we did not have
24 adequate enough competition so it went unrestricted
25 based off the documentation.

1 CARL EDMONTON: That doesn't make a lick of
2 sense, Dear. And I'm service disabled, that
3 gentleman is service disabled, I promise you we've
4 got financial capabilities and the wherewithal to
5 do this project, and I'm sure that gentleman does
6 too. Okay. I wish those folks were here right now
7 to explain how they weighted the initial
8 application that we sent in because it didn't ask
9 for a lot of stuff, and now you're saying that we
10 didn't meet the criteria. Something's amiss --

11 MR. TYLER: Well, those are specifics that we
12 can get in later today, you know, get into our
13 presentation.

14 CARL EDMONTON: I think we need to, don't you
15 agree, sir?

16 SHERWIN SPEIGHT: And I want to go on record
17 as saying the same thing.

18 MS. JACK-TRIBBLE: And those are valid
19 concerns and we can talk about it later. Okay.
20 And so can you state your name and your company so
21 that we can have it on record?

22 SHERWIN SPEIGHT: Yes, ma'am. Sherwin Speight
23 with Piedmont Pridon, Atriax Piedmont Pridon.

24 MS. JACK-TRIBBLE: Can you spell your name?

25 SHERWIN SPEIGHT: S-h-e-r-w-i-n, last name

1 S-p-e-i-g-h-t.

2 MS. JACK-TRIBBLE: Thank you.

3 CARL EDMONTON: I'll give you my real name,
4 Carl Edmonton (phonetic), First Choice Solutions,
5 Pensacola, Florida.

6 MS. JACK-TRIBBLE: All right. Thank you. All
7 right. Second slide, your -- evaluation factors
8 for socioeconomic status. For small business the
9 classification code is 531120. To fall under this
10 classification code you have to meet the threshold
11 of \$38.5 million and I think it's 500 employees for
12 size standards, and you are going to get credit if
13 you're SDV -- SDVOSB and partial credit if you're a
14 veteran-owned small business in this socioeconomic
15 status, and that is evaluated by the CO.

16 MR. TYLER: And we'll go into a little more
17 detail about that when we get to the technical
18 evaluation factors that are outlined in the RLP.

19 MS. JACK-TRIBBLE: So although that it's
20 unrestricted, you will get evaluated, and you will
21 get a credit for being SDVOSB and VOSB, you would
22 get partial credit for. Any questions on that?

23 Next slide. Did somebody say yes or no?

24 All right.

25 MR. TYLER: Thank you, Katrina. So as Katrina

1 mentioned, this is a full and open competition,
2 we're accepting offers from existing buildings and
3 built-to-suit solutions, so the RLP, the request
4 for lease proposal is going to ask for information
5 from -- from both. There are going to be certain
6 submittals that are required from build-to-suit
7 solutions that aren't required from existing
8 buildings and vice versa, and we'll get into a
9 little bit of that, but I just want to sort of
10 emphasize that this RLP is designed for veteran
11 existing buildings and proposed product.

12 So first off, I think this -- these are some
13 of the key terms of the requirement. These are
14 outlined in the Fed Biz Opps pre-solicitation
15 notice that we posted last year, and then they're
16 also again echoed in the RLP.

17 So we're looking for about 17,000 square feet
18 of space, it's going to be medical office space for
19 a VA clinic. Because it's a medical office, there
20 is a large parking requirement, 136 spaces. Those
21 spaces should be -- when you price those out, we
22 don't want to see an itemized charge for them, it
23 should be built into your shell rental rate, and
24 any sort of maintenance over time should also be in
25 your shell rate.

1 We're asking for three different lease terms,
2 and VA, once we -- once we review the offers, we're
3 going to make a decision about which lease term is
4 most advantageous for the government. There are
5 three options, one's a 15-year full term and firm
6 term, the other is a -- the second is 15-year firm
7 term with five one-year options, and then finally
8 we're going to ask for -- to see pricing for a
9 20-year full term and firm term.

10 And so what this means when you're filling out
11 your -- sort of your pricing information, is we're
12 going to want to see three of each form, so that's
13 three 1364s. We'll go over that form, 1364, a
14 little bit later.

15 And then finally we're aiming to have a lease
16 award in place this year, probably later in the
17 year, but we're hoping to speed things up and do a
18 little bit better.

19 This is a -- the delineated area for the
20 requirement. We're only looking at products within
21 the green shading. This is the same delineated
22 area that was posted the pre-solicitation, that's
23 continuing through the RLP. And the way the VA
24 comes up with these is they study their catchment
25 area to see where veterans are moving, and then

1 they try and balance the location of new clinics
2 between existing clinics. So there's services in
3 Jacksonville, then also services nearby, a little
4 bit to the west of here. So right now this is an
5 area that's growing and VA has the need for a
6 little bit more infrastructure to serve their
7 community.

8 Unique requirements, they are listed in RLP
9 1.04. These are the same unique requirements that
10 we highlighted in the pre-solicitation notice.
11 Anyone that submitted a site to us, we sent a
12 letter sort of outlining the strengths and
13 weaknesses of the sites as they relate to each of
14 these unique requirements.

15 When you submit your offer, I would recommend
16 that you sort of make a table with these unique
17 requirements and then list which document in your
18 submission speaks to each requirement and your
19 compliance with each requirement. We want you to
20 demonstrate how you meet these unique requirements.

21 CARL EDMONTON: Mark, can we ask a question
22 while you're doing it or do we need to wait until
23 you finish the slide?

24 MR. TYLER: Yeah, yeah.

25 CARL EDMONTON: I want to be crystal clear --

1 MR. TYLER: Could you -- each time you speak,
2 could you introduce yourself?

3 CARL EDMONTON: You already know who I am,
4 right, I did it --

5 THE REPORTER: If you don't mind, I can't --

6 CARL EDMONTON: Carl Edmonton. So I want to
7 be crystal clear, so if we got a negative response
8 on our letter back, is that a showstopper?

9 MR. TYLER: No.

10 CARL EDMONTON: Okay. That's not a
11 showstopper for submission?

12 MS. JACK-TRIBBLE: No.

13 UNIDENTIFIED SPEAKER: Okay. Thank you.

14 MR. TYLER: Yeah, the letters are to sort of
15 give you the market team's feedback and then you
16 can make that business decision, whether you think
17 the site is strong enough to win in a
18 competitive --

19 UNIDENTIFIED SPEAKER: I understand. Thank
20 you.

21 MR. TYLER: The RLP is a monster of a
22 document. It consist of, one, the request for
23 lease proposal, it's the form called the R 100, and
24 then all of these exhibits, A through S. We've
25 got -- I won't go through them individually, but I

1 wanted to highlight a few right now.

2 One -- could you --

3 The DOL wage determination form, because this
4 is a federal project, that's really going to
5 drive -- you know, it's going to transform a
6 building or a site, the federal government is
7 beholden to pay -- well, lessors that do business
8 with the government on government-focused projects
9 like this have to pay the prevailing wages, it's
10 required by the Davis-Bacon Act, and we included a
11 form that shows what the current prevailing wages
12 in this area are, so that's important to know as
13 you come up with your pricing for your project.

14 The federal -- the prelease fire protection
15 and life safety form, we're not looking at
16 buildings over two stories, so you'll only fill out
17 part A, part B is for buildings that are over six
18 stories.

19 I think that's it for now.

20 UNIDENTIFIED SPEAKER: Could you go back over
21 that. You're looking for buildings that are either
22 one or two stories but no higher?

23 MR. TYLER: Exactly.

24 UNIDENTIFIED SPEAKER: Okay. Thank you.

25 MR. TYLER: Again, you know, when you speak,

1 if could you just introduce yourself. Thank you.

2 So RLP Section 3.02 is basically your cheat
3 sheet for how to submit an offer. This is sort of
4 the nuts and bolts of your offer. We want to see
5 good offers the first -- in your first submission.
6 We would like to beat that target award date of
7 winter and award a little bit sooner, so there's a
8 plan to award off initial offers, that means that
9 everything should be complete, comprehensive, your
10 Is dotted, your Ts crossed. We don't want -- you
11 know, if you have a missing form but your offer is
12 otherwise good, if we award on initial offers, we
13 have to eliminate that offer, so we want everything
14 to be sort of perfect. Put your best foot forward
15 in terms of pricing on your first go-around.

16 We're going to see -- we'd like two binders,
17 one for all your technical submittals and one for
18 your pricing submittals, and those paper, hard
19 copies will be sent to public properties, and then
20 electronic copies will also be sent on CDs that are
21 organized, tabbed. Those CDs will be sent to both
22 public properties and the VA director.

23 Before we move on from that, are there any
24 questions about how to submit?

25 Offers are due by April 30th. We won't -- you

1 know, we won't evaluate late offers, so please be
2 timely.

3 Here's a little bit more detail about -- I
4 wouldn't say this is a complete list of the
5 submittals that we'll expect in each of your
6 binders, but it outlines most of the forms and the
7 required documents. So Volume I is going to be all
8 your technical submittals, Volume II will be your
9 price proposal.

10 MR. LEIKIN: Can I interrupt?

11 Getting back to the number of floors, I think
12 the ad said was one floor, one contiguousness
13 floor, so it's not a two-story.

14 UNIDENTIFIED SPEAKER: I thought that was it.

15 MR. TYLER: Sorry about that. Thanks, Jeff.

16 MR. LEIKIN: There's a lot of projects going
17 around, so it's hard to keep it straight.

18 MS. JACK-TRIBBLE: Pay attention -- you guys
19 pay attention to this SAM. Make sure that you're
20 active and registered in SAM prior to submitting
21 your offer. Make sure that you are registered in
22 SAM. We had a lot of developers submitting their
23 proposals and you're not fully registered in SAM,
24 so please pay attention to this, to be considered
25 for evaluation that you're registered in SAM.

1 MR. TYLER: So to be registered in SAM, you
2 will have to get a number --

3 MS. JACK-TRIBBLE: DUNS --

4 MR. BRENNAN: And it needs to match the entity
5 name that you're submitting on your 1364.

6 MS. JACK-TRIBBLE: Absolutely.

7 MR. TYLER: And if you aren't already in Vet
8 Biz, you'd like to -- you want get into Vet Biz,
9 register as a veteran-owned small business before
10 your initial offer, so sort of a precursor to
11 getting in Vet Biz is to get your DUNS number to
12 get registered in SAM.

13 MS. JACK-TRIBBLE: And make sure that your
14 NAICS codes are all in there as well.

15 MR. TYLER: We'll cover that ground a little
16 bit more later when we get to the technical
17 evaluation. But before we move on to the next
18 letter, is there any questions about the
19 submittals?

20 Thanks, Ed.

21 This slide is a little -- a little bit
22 straightforward. It's back-of-the-house government
23 accounting stuff, you know, I don't think this is
24 anything that y'all need to pay attention to, but
25 we wanted to highlight it today.

1 The VA will not award a lease to -- if the --
2 if the proposed lease scores as a capital lease,
3 they will only award to an operating -- operating
4 lease, and the VA has a number of tests to
5 determine that, but the main one is we're going to
6 take a look at your discounted rental stream over
7 the course of the whole lease, and then compare
8 that to the fair market value of basically a -- of
9 the building or the proposed building, and if the
10 rental stream is 90 percent or higher of that fair
11 market value, we won't be able to sign a lease.

12 The other issue is a prospectus. I don't
13 think this will become an issue, but I do want to
14 note that we don't have -- after a certain
15 threshold it's a million dollars in net annual
16 rent, but over a million dollars, we have to go to
17 Congress to get approval, and we don't expect for a
18 project this size to hit that threshold, but that's
19 something else to keep in mind.

20 Thanks, Ed.

21 UNIDENTIFIED SPEAKER: Mark, the previous
22 slide, you said they will not look at a lease if it
23 was what percent over fair market value?

24 MR. TYLER: So you take the fair market value
25 of the building, if the VA were to go out and

1 purchase it, and the government will have -- they
2 will have appraisers to come up with a number, and
3 the rental stream has to be at 90 -- basically
4 89 percent or less of that fair market value. And
5 that's not a number that we'll share. We don't --
6 you know, we want to get competitive bidding, we
7 don't want you guys to go up to the ceiling, and we
8 don't expect that this will become an issue, but we
9 wanted to highlight it.

10 MR. LEIKIN: And that takes into consideration
11 net present value, so it will include the discount
12 rates and all that, so if you're trying to figure
13 out the calculations, make sure you have the
14 up-to-date discount rates when you're trying to see
15 if you're within an operating lease.

16 And that's -- one of the things that we did on
17 this -- this project is -- I believe we've had
18 problems scoring on some projects, we had problems
19 scoring on a former iteration of this lease
20 procurement, and what we tried to do and what we
21 have been doing for not only this lease, but a lot
22 of our major leases that came out recently is
23 reducing a lot of the VA specific requirements, so
24 in doing that, we're hoping to bring the pricing
25 down dramatically so that we cannot only score as

1 an operating lease, but get a best-value offer from
2 you guys, and we'll talk about best offer.

3 MR. TYLER: Jeff is our project manager and
4 has been around this project for longer than I
5 have.

6 MR. LEIKIN: Actually I haven't, I just
7 started.

8 MR. TYLER: That's helpful background. I'm
9 sure there are some folks in here that have been
10 tracking this for a while.

11 So RLP Section 3.06 outlines some of the
12 submittals that will be required in your offer, I
13 wanted to highlight a few of them. One is we'll
14 have to have -- you will have to demonstrate
15 control of the site. If you aren't the owner of
16 the site, we need to see some sort of document that
17 gives you control in the event of an award.

18 Likewise, if you're -- you know, if you're a
19 broker, a broker representing someone else, a
20 developer that's chasing this, you have to give us
21 authorization on -- show us authorization to submit
22 on behalf of that owner or developer.

23 We'll want to see a commitment of funds that
24 covers the whole build-out costs, and that includes
25 tenant improvements and shell improvements, any

1 site improvements. We'll need to see compliance
2 with -- we'll need to -- you will need to show that
3 the site is properly zoned for a medical office
4 building.

5 You will have to show certain fire life safety
6 submittals. If it's an existing building and
7 there's asbestos, we will need to see an asbestos
8 management plan. And then if you're proposing a
9 new -- a new building, the VA has some
10 sustainability goals and we'd like to see the
11 building built to Green Globe Standards, so I think
12 there's a Green Globe's checklist that shows in
13 detail how you would get to that certification, so
14 that's another submittal.

15 I wanted to highlight just a few of those
16 submittals, before we move on, are there any
17 questions?

18 JOSH - PRIME ARCHITECTURE: I have a question.
19 Josh with Prime Architecture. Regarding the zoning
20 issue, does it need to be zoned before -- before
21 submittal or can we show a process of rezoning
22 knowing that we have until potentially the winter
23 to get that resolved?

24 MR. LEIKIN: I would say if it's not zoned --

25 JOSH - PRIME ARCHITECTURE: Zoned correctly is

1 my last understanding, right.

2 MR. LEIKIN: We're probably going to need to
3 get clarification on this because --

4 JOSH - PRIME ARCHITECTURE: That would be for
5 us all.

6 MR. LEIKIN: I think at the minimum, if we
7 agree to accept sites that aren't zoned when you
8 submit it, we would probably ask what the plan is,
9 what the timeframe would be to get that zoning in
10 place by the time of the award, but that's
11 something we'll have to --

12 MR. TYLER: Would you mind submitting that in
13 writing to us?

14 ERIC CARLSON: Eric Carlson (phonetic) with
15 the Hanson Group. The Green Globe, just to
16 clarify, did you say that's with a new building, an
17 existing building or just a new building?

18 MR. TYLER: So for proposed buildings -- we
19 want the Green Globe certification for new
20 construction, and then I believe we would also look
21 for Green Globes for either proposed or existing
22 buildings for the tenant improvements.

23 ERIC CARLSON: Would the certification cause
24 them to be carried in the TI allowance or part of
25 the shell allowance?

1 MR. TYLER: For the certification for the
2 building, I would say that's a shell cost, but
3 yeah, maybe we get back to you on that, Eric.
4 Again, would you mind putting that in writing to
5 us?

6 ERIC CARLSON: I think I did, but that's --

7 MR. TYLER: Okay. Okay. Thank you. Yeah, we
8 had been accepting questions and we've been
9 compiling them, we probably haven't gotten all the
10 way through them.

11 BOB BUCKMASTER: Bob Buckmaster, Caldwell
12 Banker Commercial, Premier Properties. I just want
13 to refence Section 3.06 regarding the zoning. You
14 have in here offers -- offers, plan and schedule to
15 obtain necessary zoning approvals prior to
16 performance, so in answer to your previous
17 question, I think.

18 MR. TYLER: I think we need to clarify that.
19 I think we asked for zoning in time for the initial
20 offers, but the way the RLP is written, we just
21 want to see that steps are being made to get it in
22 place, but I think either way, we need to clarify
23 it for everyone.

24 Tenant improvements, so tenant improvements
25 cover a lot more than just tenant improvements in

1 this case. There are certain building features
2 that we're looking for like awnings, canopies that
3 would fit our -- you wouldn't consider them
4 typically as a tenant improvement, it's not part of
5 the program and space, but they would be considered
6 tenant improvements here. I think the way you need
7 to price it out is to look very closely at shell,
8 what's defined as shell in the lease and price only
9 those improvements into your -- into your shell
10 rate.

11 For existing buildings, your shell rate will
12 include demo of any, you know, existing
13 improvements that would need to be demoed in order
14 to get it into that warm-lit shell standard. We're
15 asking for this based on a VA cost estimate. We
16 think we're going to need about \$200 a square foot
17 to fully build out the space. That's about
18 \$3 million for -- little over \$3 million for a
19 project over this size.

20 I want to highlight two things, one is how
21 we're going to evaluate your tenant improvement
22 allowance, you know, there will be -- it's part of
23 your pricing to provide \$200 as a requirement, we
24 want to see that you can offer \$200 a square foot,
25 but then you can amortize that over the course of

1 the term, so it will be -- we'll see two
2 amortization terms, one's 15 years and one's 20
3 years. You can pass along your lending costs to us
4 in the form of an amortization rate, we'll get over
5 to the 1364 and show you how that's indicated, but
6 I want to highlight that that's meant to be a
7 pass-through, your lending costs is not meant to be
8 a profit center.

9 The other item is -- I wanted to highlight is
10 is that the VA reserves the right to pay some of
11 these tenant improvements as a lump sum, so our
12 expectation is that your offer will include the
13 \$200, but the VA, later when they analyze their own
14 budget, will make a determination to pay some of
15 that up front rather than including it in the rent.

16 Yep.

17 JOSH - PRIME ARCHITECTURE: Josh with Prime.
18 Does the TI include any of the equipment, hard
19 assets for the medical center to be built out or is
20 it just --

21 MR. TYLER: Some fixtures, but no, no
22 furniture.

23 JOSH - PRIME ARCHITECTURE: No furniture, no
24 medical equipment?

25 MR. TYLER: No.

1 JOSH - PRIME ARCHITECTURE: Okay. Great.

2 MR. TYLER: So we mentioned a few times that
3 this -- and you can see from a full room that this
4 is a competitive procurement. We're going to make
5 an award based on the best value of the offers that
6 we see. Best value doesn't mean the cheapest, that
7 means the best value. The other way VA sometimes
8 runs procurements is lowest cost technically
9 acceptable, and in procurements like that they make
10 sure that offers meet the minimum requirements, and
11 then after that hurdle is exceeded -- or met
12 really, after that hurdle of the minimum
13 requirements is met, then we just look at price.

14 In this case we're going to look at both price
15 and some technical features, and you know, really
16 excelling in the technical factors can make up
17 for -- make up some distance in pricing.

18 So we won't necessarily -- price is about
19 50 percent of the evaluation, technical factors is
20 about the other 50 percent, but we aren't just
21 looking at price. Price is the main factor, it's
22 not the only factor.

23 MR. BRENNAN: It's not necessarily 50/50,
24 right, it's --

25 MR. LEIKIN: Approximately.

1 MR. BRENNAN: Yeah.

2 MR. TYLER: Katrina, did you want to add
3 anything?

4 MS. JACK-TRIBBLE: No.

5 MR. TYLER: The next few slides we're going to
6 talk about the evaluation factors, first we'll do
7 technical factors, then we'll go to the price
8 evaluation. So we've got four technical factors,
9 and they're numbered in order of importance, and
10 then each sub-factor within each factor is also
11 ordered with importance.

12 So the first factor and the most important one
13 is the technical quality of your offer, and that
14 looks at three things. The first item we're going
15 to look at is the quality of the building and the
16 design concept, so we're going to take a look at
17 your -- the esthetics, the quality of the -- the
18 quality and the durability of your building
19 materials, we're going to take a look at your
20 design concept and see how that -- see how
21 efficiently it lays out the VA's space. Second
22 we're going to take a look at your site.

23 Now, we have a number of site qualifications
24 that are minimum requirements, proximity to
25 hospitals or emergency rooms or fire departments,

1 but you can get sort of extra credit if you're even
2 closer to hospitals than that basic minimum --
3 minimum requirement.

4 So when you're making your offer submittals,
5 you want to make sure that you're showing us that
6 you meet the minimum requirements, but then you
7 want -- if you meet and then exceed the minimum
8 requirements, it's good to highlight how you do so,
9 because when it comes to the technical evaluation,
10 you can -- you can be evaluated on sort of the
11 extra -- extra qualities that your site offers.

12 The third item we're going to look at is the
13 project management plan. Factor two looks at the
14 qualifications of your team, your general
15 contractor and your architect, but sub-factor three
16 of technical quality is the project management
17 plan, how you tie everybody together.

18 So factor two we're going to look at past
19 performance first, this is your past performance as
20 a developer, if you have government experience, VA
21 experience, or medical office experience, you know,
22 we want to evaluate the experience that's most
23 relevant to this particular project. If you
24 haven't had experience as a developer, we would
25 evaluate your -- this factor is neutral, so it's

1 neither good nor bad. If you look at it as a scale
2 of one to ten, we would rate it neutral as a five.

3 Financial resources plan, we want to make sure
4 you have the financial wherewithal to complete the
5 project and continue to operate and maintain a
6 building for 15 to 20 years. So here are -- you
7 know, we'd like to see as much detail as you can
8 provide in terms of equity and debt financing over
9 the project. If you have options for, you know,
10 options for debt financing, more than one finance
11 year is better than just one, so I would, you know,
12 include as many options as you have access to.

13 Sub-factors three and four are the
14 qualifications for your design team and your
15 general contractor. Again, we want to see -- you
16 know, the more relevant the experience, the more
17 highly rated that experience will be evaluated at,
18 so please highlight prior VA work, prior medical
19 work, prior government work.

20 Factor three I think is new to VA. This is
21 your operations and maintenance plan. We have --
22 we'll go into a little more detail about the
23 custodial services that we're asking for as part of
24 your operating costs, but in the third technical
25 factor we want to get a little bit more detailed

1 about how you plan on providing those services, the
2 schedule that you're going to have to adhere to,
3 the process for addressing any maintenance issues,
4 and then if you have identified a property manager,
5 an outside property manager, we'd like to see --
6 this is an opportunity for you to show their
7 qualifications, or you can sort of outline the kind
8 of property manager that you would choose in the
9 event of an award.

10 Factor No. 4, we highlighted this earlier,
11 even though we aren't setting aside this
12 procurement for veteran-owned small businesses,
13 veteran-owned small businesses will be favored in
14 the procurement. And there's sort of a tier of --
15 a tier of favored businesses, you know, the
16 government wants to support -- the VA wants to
17 support veteran-owned small businesses and small
18 businesses in general, so if you're a service
19 disabled veteran-owned small business, there will
20 be, you know, the highest priority. Veteran-owned
21 small businesses will also be favored.

22 A couple things we want to highlight here is
23 you need to be in the System for Award Management
24 before the award, and if you're looking to get
25 the -- the Factor No. 4 points for being a small

1 business or a veteran-owned small business, you
2 would need to be sort of certified in Vet Biz in
3 time for that initial offer. So it does take some
4 time, we're about a month and a half away from
5 initial offer due date, I would suggest that,
6 folks, if you haven't started in that process, to
7 do so as quickly as you can. If you have any
8 questions, the Office of Small Business and
9 Disadvantage -- Small Business and Disadvantaged
10 Utilization, yes, thank you, we can supply a
11 contact there, in that office for you guys.

12 MS. JACK-TRIBBLE: But for Vet Biz is CBE and
13 they do not provide, like, fast tracking anymore,
14 so I mean, it's a long process for them to get
15 certified. They do not provide -- before you could
16 get with the contracting officer and we could fast
17 track you guys, but -- if you were SEB or SOB or
18 VOSB, but they do not allow us to fast track you
19 guys anymore, so that's not an option anymore for
20 us. It's about a three to six month wait.

21 MR. TYLER: Okay.

22 MR. LEIKIN: One thing I want to add, when you
23 put together your information, I guess, addressing
24 these technical factors, take some time to think
25 about how you're presenting it to our technical

1 evaluation team who's going to be evaluating it.
2 The better organized it is, the easier to find this
3 pertinent information, the better it will be for
4 you guys and for the technical evaluation board as
5 far as ease as finding the information seeing that
6 you did address all of these -- these items, so,
7 you know, kind of look at it from an outsider's
8 point of view looking at your information when
9 you're putting together the presentation.

10 MR. BRENNAN: The other thing that I would
11 note as well with the technical award binders is
12 please do not include any pricing whatsoever
13 because the TB board will not be looking at price,
14 it's a completely separate group of folks looking
15 at it.

16 MR. TYLER: One subtlety is we will be looking
17 at the financial resources plan, just because it's
18 financial doesn't mean it's pricing, so that should
19 go in your technical -- your technical submittals.

20 Before we move to the price evaluation, do you
21 want to -- does anyone have any questions about the
22 technical award factors?

23 Thank you. Present value price evaluation,
24 it's outlined in detail in RLP Section 4.04. We --
25 you know, we look at the net present value, so that

1 means, you know, cost in the early years of the
2 lease or in year one of the lease, they aren't as
3 discounted as costs later in the lease, so when
4 this -- you know, you should structure your offer
5 in your proforma the way you'd like, but our -- you
6 know, we want to highlight that one way to improve
7 your net present value score is to offer free rent
8 or upfront concessions that aren't discounted in
9 the early years.

10 The VA wants to see a flat rate. We will
11 adjust operating costs according to sort of a CPI
12 index, but we want to see a flat rate. We'll
13 accept step rents later in the lease, but, you
14 know, those can be a little bit of an
15 administrative headache, so we'd like to see as
16 flat rate as possible.

17 I would also point out that we're going to --
18 we're going to look at certain soft costs, so
19 that's your AE fee, your lessor project management
20 fee, we're going to ask for those. Those are
21 itemized in your 1364, and those are specifically
22 called out and requested, but there are other soft
23 costs that we're going to want to know about in
24 your offer, that includes your general contractor's
25 fee, your overhead and profit, your general

1 conditions. We want to spend the tenant
2 improvement allowance on tenant improvements, not
3 on fees, so you know, the lower those fees are in
4 total, the better your PVA score will be. So now
5 we --

6 WILLIAM - MOLASKI GROUP: William with the
7 Molaski (phonetic) Group. You mentioned earlier
8 that tenant improvement allowance will be \$202 per
9 square foot, is it intended that that be exclusive
10 of any of the soft costs you just mentioned?

11 MR. TYLER: In the evaluation, those soft
12 costs are added on top, or they're a mixture. I
13 think the AE cost is included, and then the lessor
14 PM fee and any of the other costs are added on top,
15 but the plan, once we get to award and then start
16 designing and constructing this space, the fees
17 will come out of the tenant improvement allowance.

18 WILLIAM - MOLASKI GROUP: I think I
19 understand.

20 MR. TYLER: We're going to use the general
21 services present value analysis form that's
22 available on the GSA website. You know, if you're
23 playing around with how to structure your offer,
24 one way to -- one way to sort of test your offer is
25 to go in and populate that form and try different

1 options that you're considering and see how it
2 comes out in the evaluation.

3 CARL EDMONTON: Do you know the form number by
4 any chance?

5 MR. TYLER: I don't, Carl, but if you put the
6 question in writing, we'll make sure --

7 CARL EDMONTON: I don't -- I just thought you
8 might know it for me.

9 MR. TYLER: Operating expenses, that's one
10 component of the rental rate and will be evaluated
11 in the present value analysis. I mentioned that
12 operating expenses are adjusted according to CPI
13 inflation index each year. Taxes, similarly, taxes
14 in your base year come out of your shell sort of --
15 they're covered in the shell rental rate, but then
16 any taxes that go up over time, VA will pay those
17 on a passthrough basis each year. If they go down,
18 I doubt that will happen, but if they were to go
19 down, there would be an adjustment for that as
20 well.

21 Operating expenses are outlined in Appendix C2
22 of the RLP. It's a medical office facility, so you
23 know, there's a detailed schedule of the custodial
24 work that needs to happen.

25 I should have -- should have mentioned that

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1 it's a fully-service lease, so taxes, utilities,
2 custodial work, that's all included in your rental
3 rate.

4 ERIC CARLSON: Eric Carlson, Hanson (phonetic)
5 Group. Under utilities, would we be privy to
6 anticipated utility consummation so we can more
7 accurately fill out the 1217?

8 MR. TYLER: Is that historical data that we
9 can share?

10 MS. JACK-TRIBBLE: We can provide that to
11 them, yes.

12 ERIC CARLSON: Thank you.

13 MR. TYLER: You know, it's a government space
14 and we're looking for a long-term lease, so when it
15 comes to utilities, there are -- you know, we want
16 to see an Energy Star rated building. You know, I
17 mentioned that we were going to look for Green
18 Globe certification. We're hoping to keep our
19 utility expenses low over the course of the lease.

20 MR. LEIKIN: That question on utilities, you
21 submitted that in writing already, right?

22 ERIC CARLSON: Yes, just following up.

23 MS. JACK-TRIBBLE: We got it.

24 UNIDENTIFIED SPEAKER: Similar question,
25 Sherwin Speight, Pridon. On taxes, sometimes we've

1 been given a number, sometimes you've asked us to
2 come up with a number, do you know with property
3 taxes if we will be given a number on this project?

4 MR. TYLER: I would -- I would consult with
5 the county and --

6 MR. LEIKIN: I think you're right, on some
7 projects we have given a number, but I think we
8 have kind of gone away from that and just are
9 having you guys come up with a number.

10 SHERWIN SPEIGHT: Thank you.

11 MR. TYLER: I should mention, so, you know,
12 the base tax, the taxation is going to be set at
13 the fully assessed value of the building.

14 MR. LEIKIN: Can I explain why? In the past
15 we've done two-step leases where we provide one
16 site, here we've got so many different sites, we've
17 got existing building, we have -- so for -- you
18 know, we could come up with a number that might fit
19 an existing building, but you know, vacant land it
20 might not.

21 SHERWIN SPEIGHT: Makes sense.

22 JEFF COHEN: Jeff Cohen (phonetic.) My
23 building is a multi-tenant building -- two-part
24 question: Are you even considering a lease in a
25 multi-tenant building, No. 1, and No. 2, is there

1 any particular methodology on how to split out
2 operating expenses between the VA versus other
3 tenants in the building?

4 MR. TYLER: I would -- we aren't excluding
5 multi-tenant buildings. You know, I think if
6 that's the -- if you submit a multi-tenant -- an
7 option in a multi-tenant building, I would outline,
8 you know, how you're going to secure the VA space,
9 how you're going to dedicate the parking for VA,
10 but when it comes to operating -- I think when it
11 comes to divying up the operating costs, that's --
12 I don't think we have any advice, that's how you
13 expect the cost to --

14 JEFF COHEN: It's as part of the proposal and
15 that will be evaluated?

16 MR. TYLER: Right.

17 MR. BRENNAN: Well, it's going to be based on
18 the pro-rata share that the VA's occupying --

19 MR. TYLER: For taxes.

20 JEFF COHEN: The taxes and insurance would be
21 easy, I'm talking about just the rest of operating
22 outside of taxes --

23 MR. LEIKIN: Unless you have separate meters
24 for VA.

25 JEFF COHEN: That would be a good idea. Okay,

1 thanks.

2 MR. TYLER: Before we move on from operating
3 expenses, are there any questions?

4 ANSI/BOMA office area, this is the square
5 space measurement standard the VA has adopted.
6 This is new to VA in their adoptions to request for
7 lease proposals. It corresponds very closely to
8 net usable square footage. Your ANTI/BOMA office
9 square footage should be at about that 17,000
10 square foot requirement, and that's space that we
11 can use to program the VA requirements, that's
12 space that can be used.

13 Your building common square footage would be
14 charged to the rentable square footage and not to
15 the VA 17,000 square feet. One subtilty to this
16 that I want to point out is that landlords have
17 a -- have an obligation under their shell
18 obligations to provide restrooms, the VA will also
19 provide sort of additional restrooms out of their
20 TI allowance, but the shell bathroom
21 responsibility, that square footage is charged to
22 rentable square footage, the cost is charged to
23 shell and then any additional bathrooms would be
24 the VA's square footage that's in that ANSI/BOMA
25 office area's measurement, and then the cost for

1 building that space out would be charged to the VA.

2 But some of the other shell bathrooms are part
3 of the rentable space, but not part of the VA
4 17,000 square feet. If there's a building lobby,
5 that would be part of the rentable and not the
6 office ANSI/BOMA's measurement. If it's a
7 multi-tenant building, any sort of common corridor
8 would be charged to the building rentable square
9 footage, but not the office area.

10 Any questions on that?

11 UNIDENTIFIED SPEAKER: Sorry to keep asking,
12 but if you have a building that's solely for the
13 VA, is there any common area space considered in
14 that offer, because if it's a sole, full building,
15 every single square footage of that building is the
16 VA solely, is that considered -- do you pull out
17 some of that as common area?

18 MR. TYLER: Yes.

19 UNIDENTIFIED SPEAKER: And not pay rent on it?

20 MR. TYLER: Yes. So that would be -- you
21 know, that would be your shell bathroom
22 responsibility, that would be if there is, you
23 know, vestibule or a lobby. There's no real --

24 UNIDENTIFIED SPEAKER: If you're the only
25 tenant in the building, that lobby is your lobby.

1 MR. TYLER: Yeah, but it's not somewhere --
2 but it's not something that the VA can program,
3 they can't put their people there, they can't put
4 their patients there.

5 UNIDENTIFIED SPEAKER: So basically bathrooms
6 and lobby space are taken out of the program?

7 MR. TYLER: Yeah.

8 UNIDENTIFIED SPEAKER: Thanks.

9 CARL EDMONTON: You know, that's very
10 interesting because if you go to the VA clinic in
11 Pensacola, the whole middle corridor is considered
12 lobby because all the doctors and offices, they're
13 all in, you know, generic, (inaudible) spaces and
14 they're all on the sides or the corridor, so what
15 you're saying is that whole middle corridor, which
16 is pretty wide, okay, is not chargeable to the VA,
17 correct?

18 MR. TYLER: So I'm not familiar with
19 Pensacola, but I will say that, you know, there are
20 circulation areas that are going to be part of the
21 tenant improvement -- or part of the VA program,
22 but if they -- usually you're talking about in a
23 two-story building, maybe the elevator lobby, the
24 corridor to get to there. We're not talking about
25 like places where patients are going to be waiting.

1 CARL EDMONTON: Exactly. Okay. Thank you.

2 MR. TYLER: Okay. Next slide. So I think so
3 far we've only shown sections for the request for
4 lease proposal, now we're moving on to one of the
5 RLP exhibits. This is Exhibit A, it's the draft
6 lease. I would review that exhibit pretty closely,
7 and Section 4.01 particularly closely. This is
8 your schedule for designing and delivering the
9 space.

10 As part of your offer submittal, we're going
11 to want to see sort of a design concept for laying
12 out the VA space. We -- roughly we think that's
13 about a 30 percent DID. We're proposing that we
14 would complete DIDs in a DID workshop held soon
15 after lease award, and then, you know, we do a
16 workshop, we get pretty far along with DIDs and
17 then we -- the developer and developer's architect
18 would have some time to put the finishing touches
19 on that.

20 And then there's a back-and-forth for approval
21 of the DIDs, the construction drawings, and then
22 the negotiations of the tenant improvement,
23 pricing, and all of that's outlined in this section
24 4.01.

25 GSA form 1364, this is sort of your table of

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1 contents for your price submittal. I'm going to
2 try to go through this sort of cell by cell. I'm
3 not sure if everyone can see this, and I apologize
4 if it's hard to read, but we'll talk through it.

5 We're going to -- we're going to want to see
6 your office area square footage, your rentable
7 square footage, then the common area factor, you
8 know, that portion of the space that's charged to
9 the building rentable. And then we've got your
10 rent -- your full service rental rate broken out
11 into the different rent components. One, we've got
12 your tenant improvements, and we're giving you the
13 rate for this, it's the \$200 per square foot
14 roughly.

15 Amortization term, this would be either, you
16 know, 15 years or 20 years depending on the -- on
17 the term you're submitting the 1364 for. The
18 interest rate you're offering the TIs at, and then
19 just sort of how you calculated the per-square-foot
20 rental rate for an annual rate.

21 BSAC, that's the building security amortized
22 capital, this is a second allowance. That would be
23 offered by the developer on a turnkey basis. These
24 are the building security features. You will find
25 those outlined in one of the appendices, it's FSL

1 level two exhibit, and what you need to price out
2 there as part of your offer on your security unit
3 price list are the closed caption TV, the panic
4 alarm and intrusion detection system, so you would
5 price those out on a firm fixed cost basis. You'd
6 show us your pricing on your security unit price
7 list, and then the total cost would go in here for
8 your BSAC. This can also be amortized, so we'd
9 like to see your interest rate, the term, which
10 would be, you know, 15 or 20 years depending on
11 which 1364 you're filling out.

12 And then we'd like to see your shell build-out
13 costs. So for a proposed building it will be
14 higher than for an existing building, and then here
15 are your total build-out costs.

16 When you're filling out your financial
17 capability statements, we want to make sure that
18 your total building costs are covered, that you can
19 finance those improvements plus land accusation
20 plus, you know, any additional costs you might
21 have.

22 UNIDENTIFIED SPEAKER: Mark, sorry, I have a
23 question. Back to security real quick, is there a
24 security guard to be on premises, and if so, do we
25 hire him or does the VA?

1 MR. TYLER: I don't believe we're going to
2 have a security guard. If we did, it would be at
3 VA's cost.

4 MR. LEIKIN: I think it's Appendix C, which is
5 the VA specific -- special requirements, I don't
6 think it's in there, I think --

7 ROBYN RINGGOLD: We will have security guards
8 on site, but we will have them.

9 MR. TYLER: So yeah, in your BSAC, it's
10 really just the -- well, there are three items that
11 we want covered with that BSAC line, it's the CCPV,
12 the intrusion detection system and the duress
13 alarm.

14 The security unit price list is going to list
15 additional security features that are considered
16 shell costs, and some of that's like, you know,
17 landscaping, but yeah, I would review the Federal
18 Protection System's exhibit on security and then
19 see what's a shell versus a BSAC cost.

20 WILLIAM - MOLASKI GROUP: William with Molaski
21 Group. From lines 14 and 15 on the 1346 where
22 you're asking for the shell build-out and the total
23 build-out, is it supposed to include our land
24 accusation cost and other soft costs or is it only
25 supposed to include the construction cost for TI,

1 BSAC and shell construction?

2 MR. TYLER: This is just the construction
3 costs.

4 WILLIAM - MOLASKI GROUP: Just construction
5 costs?

6 MR. TYLER: Yep, so all told, the tenant
7 improvements, BSAC and then your shell construction
8 costs.

9 MR. LEIKIN: We will need your land accusation
10 cost, I don't know --

11 WILLIAM - MOLASKI GROUP: Yeah, I think on the
12 second page there's a slot for it.

13 MR. LEIKIN: Real basic, under the ANSI/BOMA,
14 please make sure you're not providing any more than
15 the maximum requirement, which is 16,595, we only
16 have authority up to that amount, so I mean, if you
17 have questions of what falls under ANSI/BOMA and
18 what falls under, I guess, common, you know,
19 rentable, you know, and maybe you need
20 clarification on that, submit a question to us and
21 we'll try to clarify that. If you're not sure --
22 you know, if you have space you're looking at,
23 you're not sure how to qualify it, just shoot us a
24 question.

25 MR. TYLER: Thanks, Jeff.

1 So that's lines 12 through 15 of the 1364.
2 Lines 16 is your shell rent, and line 17 is your
3 operating costs. So operating costs will --
4 they're a roll-up of your operating costs on GSA
5 form 1217, which we'll look at in a minute.

6 Your shell rent is sort of everything that
7 isn't TI, BSAC or operating, then altogether these
8 add up to your fully-service rental rate.

9 I mentioned that we want to see a flat rate,
10 we don't want to escalate on an annual basis, so if
11 you do plan step rents over the course of the
12 lease, you would indicate here how long your shell
13 rate is good for, and then in line 20, when the
14 one-year steps would be taken, year five of the
15 lease, year ten of the lease and so on.

16 Before -- and I mentioned on your total annual
17 rent, I wouldn't have this as a per-square-foot
18 charge, I would like to see sort of the total
19 annual rent, the big number.

20 Before we move on from the 1364, are there any
21 questions?

22 So we'll -- we'll want to see three 1364s for
23 each of the lease terms that we're requesting.

24 This is Section 3.03 of the request for lease
25 proposals. This goes into the pricing terms. It

1 sort of outlines the different forms that make up
2 your pricing. It's a good cheat sheet for where to
3 find those component parts in your total
4 fully-service rate.

5 GSA form 1217 is where you'll document your
6 operating costs. So we've got your cleaning and
7 custodial work, heating, plumbing, that includes
8 any sort of, you know, paper supplies for the
9 restrooms, electrical, utilities, water, air
10 conditioning.

11 I had mentioned that line 27 is your roll-up
12 of your operating costs, there's some costs below
13 line 27. Any costs below line 27, you want to
14 cover in your shell rate. Any costs above 27,
15 that's what your operating costs are. That's your
16 total operating costs that's going to go on the
17 1364.

18 The program for design, this is Appendix A.
19 This is really the minimum that needs to be met.
20 When you're providing your design concept, we want
21 to make sure that you can fit these rooms, the
22 number of rooms that we're requesting, we want to
23 make sure that they're going to fit in your shell.
24 Appendix B has a sample floor plan that shows some
25 of the VA's preferred adjacencies, that would be

1 sort of an A plus plan, design concept plan, but
2 the minimum that you would have to meet to show
3 that you can meet the requirement is outlined in
4 this program for design.

5 Here's the floor plan of the -- in Appendix B
6 that shows the adjacencies that I just mentioned.
7 There are a few more appendices, I don't think
8 we're planning on going into detail about them
9 today. Appendix C2 has the outline of the
10 custodial services that need to be provided.
11 Appendix E has IT specs including sort of
12 supplemental units that would be necessary to
13 service the IT closets.

14 We'll take -- we'll take some time now to
15 answer any questions that you have. If they're,
16 you know, a little bit detailed, we might defer
17 until later and ask for you to put them in writing
18 to us. We'd like any written questions submitted
19 by March 22nd. We'll turn those around within a
20 week and get them back to you at the end of the
21 month. All questions and answers are going to be
22 published at Fed Biz Opps. We're going to include
23 today's transcript in that same -- that Biz Opps
24 posting.

25 MS. JACK-TRIBBLE: As well as the slides.

1 MR. TYLER: As well as today's Power Point
2 slides.

3 MR. LEIKIN: One thing I wanted to reiterate
4 is it's been mentioned a couple of times is that
5 this project has been delayed for a number of
6 reasons and we're really striving to get the
7 medical facility put together so we can provide
8 state-of-the-art medical services to the area
9 veterans, so we're looking at awarding on initial
10 offers, so really sharpen your pencils and put your
11 best foot forward right away because there's a good
12 chance that we're not going to be going out for any
13 revised offers.

14 SHERWIN SPEIGHT: My question is along that
15 angle, along that line of questioning. We proposed
16 on this project in 2014 -- it's Piedmont Pridon,
17 Sherwin Speight -- and it was ultimately canceled.
18 Part of our frustration was due to the fact that on
19 the second proposal, we had worked very closely
20 with VA broker and with the owner to meet a price
21 reduction, so the question is: Can you please
22 provide us some sort of assurance that if a private
23 developer -- developer submits a proposal that is
24 technically acceptable and is engaged by the VA to
25 ensure that the pricing meets all the requirements,

1 that you are ultimately -- ultimately going to
2 award it? In other words, if the project is going
3 to be canceled for whatever reason, can you provide
4 some sort of information showing that this analysis
5 will take place prior to re-engaging developers
6 which requires substantive time, costs on their
7 end, thereby ensuring a more efficient process for
8 all? And I'll give it to you in writing.

9 MR. TYLER: Yeah, that will be great. I will
10 mention that, you know, this is a -- as a general
11 matter, this is a new VA solicitation process. The
12 request for lease proposal, it's pared down
13 compared to the old solicitation for offers. We
14 aren't looking for a full design, we're looking for
15 a concept design, whereas we're hoping that that
16 will reduce your bid costs up front, so hopefully,
17 you know, you don't have to invest time and energy
18 putting in -- putting the same -- putting together
19 the same offer this time around as we have in the
20 past.

21 SHERWIN SPEIGHT: Yeah, last time we were in
22 the middle of the last proposal and it was pulled
23 at the end.

24 MR. TYLER: Yeah, thank you --

25 SHERWIN SPEIGHT: That was a bit hurtful.

1 MR. TYLER: -- continuing to be interested;
2 we're hoping to get it right this time.

3 MR. LEIKIN: Believe me, we recognize the cost
4 and the time and effort you guys put in -- have to
5 undertake to put these bids forward, and we don't
6 just -- we don't -- on our end, we don't like to
7 cancel without good reason, and also --

8 SHERWIN SPEIGHT: And I realize it --

9 MR. LEIKIN: -- we recognize --

10 SHERWIN SPEIGHT: -- this possibly went out of
11 y'all's hands to a certain degree, but we'd like
12 that to be considered.

13 MR. LEIKIN: We're hoping with our -- with the
14 way we're moving forward with our -- with our lease
15 projects, including this, through the RLP process,
16 we're trying to lease buildings that are closer to
17 what a regular -- you know, it's not the VA
18 specialized medical facility that we had in the
19 past with all the bells and whistles. By taking
20 out those bells and whistles, we're hoping that
21 these --

22 SHERWIN SPEIGHT: And we saw that you were
23 sort of wanting pricing for doctors' offices and
24 wanting us to go to hospitals.

25 MR. LEIKIN: Oh, yeah, yeah.

1 MR. TYLER: Thank you.

2 Bob.

3 UNIDENTIFIED SPEAKER: Yeah, you have item 211
4 under due diligence for phase one requirement,
5 given the timeframe, a little over 45 days away,
6 that is a requirement for submitting the --

7 MS. JACK-TRIBBLE: Yep.

8 MR. TYLER: Yep. And I think we can --

9 MS. JACK-TRIBBLE: You may talk about it, yes.

10 MR. TYLER: We're planning on adding -- we're
11 going to amend the request for lease proposals to
12 add a cultural resources wind shield review, we'll
13 get that out to everybody that's signed in today,
14 and also post it to Federal Business Opps if not
15 this week, early next week. But as long as you're
16 here, you know, I would plan for that.

17 MR. LEIKIN: Wind shield study, yeah.

18 MR. TYLER: Thank you.

19 UNIDENTIFIED SPEAKER: One more question.
20 Control of the property, in your list there you had
21 either as a contract or an option, both of those
22 are acceptable?

23 MR. TYLER: Yep. When it comes to options or
24 contracts, we want to make sure that the entity
25 that has the option or the contract to buy is the

1 same entity that is submitting the proposal, just
2 make sure that all matches.

3 MR. LEIKIN: And I'm coming up -- I'm bringing
4 up things that when we have a lease award, that we
5 have to send it through our office of general
6 counsel, and these are some questions that they
7 bring up, or some requirements that they ask us:
8 One was to make sure the entity name, like you just
9 said, on the option matches the person who's
10 submitting the bid.

11 Also, if it's an LLC or whoever is signing on
12 behalf of the corporation or on the LLC, you may
13 want to provide their authority as well to sign on
14 behalf of the corporation. You're not required
15 to -- when you submit it, you may want to because
16 we're probably going to be asking for it anyway.

17 CARL EDMONTON: Mark, it appears that we're
18 pretty close to ending, so I'm going to reengage
19 with the gentleman right there, I don't want to
20 waste everybody's time if you're not a
21 service-disabled veteran, and it may not be fair to
22 ask you this, but I have a deep concern on the
23 criteria that wasn't a set aside, and if you guys
24 have the ability to answer that question, I would
25 appreciate if you'd do it now because --

1 MR. LEIKIN: We don't have that ability right
2 now, we'll look into that and get that --

3 MS. JACK-TRIBBLE: No, I'll answer it right
4 now because I just -- I just pulled it up. Looking
5 back when I submitted it to OSBDU, I do not have
6 your names on the list, so it appears that -- yeah,
7 it appears that I don't know if you submitted for
8 St. Augustine, maybe you --

9 MR. TYLER: They did.

10 MS. JACK-TRIBBLE: They did? Well, I don't
11 see their names. I see CMI on there, but I do not
12 see their name.

13 MR. TYLER: We'll get back to you.

14 CARL EDMONTON: Okay. Good.

15 SHERWIN SPEIGHT: In all fairness, I checked
16 with my office and we submitted in September 2017
17 to Sources Sought, and noted on the Sources Sought
18 that we were intimately pending award, and the
19 award awarded -- the SDOB, as you know, took us
20 about a year to get that on October 16th, so I
21 guess the question is -- I mean, we could be at
22 fault because we didn't say, Hey, guys, we've got
23 an approval. Do y'all look at any lists or do
24 you look at the --

25 MR. TYLER: I believe when you -- I remember

1 that you said it was pending, yeah, we noted
2 that --

3 SHERWIN SPEIGHT: But nobody went back and
4 looked apparently after that point because --

5 MS. JACK-TRIBBLE: No.

6 UNIDENTIFIED SPEAKER: -- we were awarded
7 October 16th of 20-- -- I can look back at my notes,
8 I'll tell you -- October 16, 2017, is when we were
9 awarded VOB status.

10 MS. JACK-TRIBBLE: Just looking at the list
11 that was submitted to me, and this was --

12 SHERWIN SPEIGHT: But we assumed that y'all
13 checked the records.

14 MS. JACK-TRIBBLE: Yeah, I just pulled the
15 list, that's why I wanted to talk to you guys after
16 since you brought it up, Mr. Edmonton.

17 CARL EDMONTON: Well, it's a big deal for us,
18 you know, because we -- like I said before, we're
19 bidding all over Florida.

20 MS. JACK-TRIBBLE: Right, and I know that it's
21 like eight projects going on in Florida, and I
22 didn't know if you had it mixed up, so.

23 CARL EDMONTON: But let's go one step further,
24 okay, now, I'm just going to press it right now,
25 ladies and gentlemen, if, in fact, you find that

1 we're qualified, is everybody else out of the game
2 and only us in it?

3 MS. JACK-TRIBBLE: No, because OSBDU has
4 already declared this as unrestricted. So it's
5 unrestricted, but you will get points --

6 UNIDENTIFIED SPEAKER: I understand that.

7 MS. JACK-TRIBBLE: It's unrestricted right
8 now.

9 CARL EDMONTON: I'm more concerned with the
10 Supreme Court ruling personally. I think that
11 gentleman is in the same boat I am. All right.
12 Fair enough.

13 MR. TYLER: You know, I want to -- if no one
14 has anymore questions, I want to thank everyone for
15 their time. The VA, I think you can tell from our
16 turnout, is very excited about this project and
17 we're very grateful to see so many people on the
18 market that are also interested.

19 Again, if you have any more additional
20 questions that you think of after today or later
21 today, just submit them by the 22nd and we'll
22 answer those in writing.

23 (Meeting concluded.)

24
25

1 CERTIFICATE OF REPORTER

2
3 STATE OF FLORIDA)
4)
5 COUNTY OF ST. JOHNS)

6 I, Deborah P .Brownell, RPR, Seventh Judicial
7 Circuit of Florida, do hereby certify that I was
8 authorized to and did **stenographically report** the
9 foregoing meeting, and that the transcript is a true and
10 correct record of my **stenographic notes**.

11 Dated this 20th day of March, 2018,
12 St. Augustine, St. Johns County, Florida.

13
14 

15 _____
16 Deborah P. Brownell, RPR