

***REQUEST FOR QUALIFICATIONS NO. 36E7718Q9061,
Amendment 0002***

**VA Greater Los Angeles Healthcare System
West Los Angeles Campus
Principal Developer & Building 207 Solicitation**

Questions and Answers by Topic

List of Topics

General	2
Transaction Structure	4
Financing.....	5
Development Scope	8
Common Areas and Infrastructure	13
Building Standards, Zoning, and Permitting	16
Environmental and Historic Requirements	18
RFQ Submittal Requirements	20
Evaluation of RFQ Responses	25

Note: Please review the amended RFQ for changes and clarifications.

General

1. *What is the solicitation number for this RFQ and how does it relate to the following:*
 - 36E7718Q9061 *Presolicitation - on FBO*
 - 36E77618Q9061 *Sources Sought - on FBO*

Answer: The solicitation number for the VA Greater Los Angeles Healthcare System, West Los Angeles Campus Principal Developer & Building 207 RFQ is 36E7718Q9061. The Sources Sought notice referenced above was previously issued to establish whether there were two or more Veteran owned small businesses who could perform as a Principal Developer. Based on responses received to this Sources Sought notice, the RFQ issued on July 2, 2018 is a full and open competition.

2. *Could you please provide the incumbent contract number? If not, is this a new requirement?*

Answer: This is a new requirement.

3. *Where can I obtain the information presented at the Industry Forum?*

Answer: The slides presented at the Industry Forum, along with the agenda and list of attendees, are contained in Amendment 0001 to this solicitation and have been posted to the solicitation page on FBO.gov.

4. *We formed our team after the Building 207 tour dates identified in the RFQ. Can we schedule a tour for another time?*

Answer: VA will try to accommodate additional access to Building 207 between the hours of 10am and 3pm, schedule permitting, up until Friday, August 10. Please follow the registration instructions outlined in Appendix K.

5. *Is it possible to get a tour of Building 209?*

Answer: Building 209 is operated by a private entity under an EUL with VA. VA is not at liberty to offer tours of this privately operated, occupied permanent housing project.

6. *Section 5.2 - What are the business terms associated with the current EUL projects at the West LA VA?*

Answer: VA is not in the position to make the terms of other EUL projects at the West Los Angeles VA public as part of this solicitation.

7. *Section 7.3.4: Are prevailing wages or David Bacon wages required?*

Answer: Unless the EUL lessee can demonstrate to the satisfaction of VA that the EUL or the project is exempt therefrom, the lessee shall comply with the requirements of the Davis-Bacon Act, as amended, 40 U.S.C. Section 3141, et seq. and the relevant rules, regulations and orders of the Secretary of Labor applicable thereto.

8. *Page 45: The RFQ states that the VA's authority to enter into EULs expires in December 31, 2023. Does this only mean that all EULs must be executed by this date and that construction doesn't necessarily have to have started or be complete by December 31, 2023?*

Answer: VA anticipates that its EUL authority will be extended as it was in 2012 when the prior EUL authority statute expired. If the EUL authority expires without an extension, any EUL executed prior to the expiration would not be impacted, including both construction and ongoing operations, for the remaining term of the EUL.

9. *At what point in the development process for each phase will the VA enter into an EUL?*

Answer: This will be outlined in the Exclusive Rights Agreement. Generally, VA does not enter into EULs until after all NEPA and NHPA Section 106 requirements have been fulfilled, OMB has reviewed the proposed EUL, Congress has been notified of VA's intent to execute the EUL, and the developer has secured all financing for the project.

10. *What does the VA feel are the goals for community outreach? Are the goals to keep the communities adjacent to the north campus informed and hopefully increase their level of support for the planned developments or does the Offeror need to obtain the communities' approval for the proposed development?*

Answer: The community outreach is intended to support the accomplishment of the development objectives outlined in Section 4 of the RFQ and the successful implementation of the supportive housing development. Effective outreach must include Veterans Service Organizations and other stakeholders as well as the surrounding communities.

Transaction Structure

11. *In Paragraph 7.5 B on Page 18, it states that VA has a right to terminate a lease due to failure to cure a default. What is the VA's experience with lender's willingness to finance projects with that term in the lease?*

Answer: VA has successfully negotiated and executed 52 housing enhanced-use leases (EULs) with terms and conditions acceptable to lenders (including both construction and permanent loans), syndicators, investors, and funders.

12. *In Paragraph 5.2.3 on Page 13, Item # 6 "Proposed Consideration" – Can that be defined?*

Answer: As with any lease, consideration is typically in the form of rent payments. See Attachment A of the RFQ for further explanation.

13. *Who signs the EULs?*

Answer: VA will sign on behalf of the government and the Exclusive Rights Agreement will discuss the process for entering into all future EULs.

14. *The RFQ Publication says in Paragraph 5.2.3 on Page 12 that if the principal developer picks teams to develop certain parts of the project, then it must be by competitive bidding. Is competitive bidding defined? And if competitive bidding is not required for forming initial teams, why is it required later on?*

Answer: VA will evaluate the initial teams proposed in each Offeror's competitive bid under this RFQ process. Should the Principal Developer add team members or use a different team than originally proposed in their response to this RFQ to undertake future EULs, the Principal Developer will need to provide additional information to VA to explain how the new team was competitively selected and how they are qualified to undertake the proposed EUL. See Sections 5.1.2 and 5.2 of the RFQ for more information and please note VA will work with the Principal Developer to ensure competition requirements are addressed in the Exclusive Rights Agreement before undertaking future EULs.

15. *Section 2 (page 3): The RFQ states that the all improvements revert back to the VA at the end of any EUL. Is the reversion automatic? Might it be possible to extend the EULs?*

Answer: VA's current statutory authority (38 U.S.C. § 8162(b)(2)) limits the term of an EUL to 75 years. Subject to the terms of an EUL executed under that authority, upon the expiration or termination of the EUL, all right, title and interest of the lessee in and to the EUL property, improvements, and all machinery, equipment, fixtures, and personal property attached or used in connection with the property shall immediately revert to and/or vest in VA without compensation therefor, and without any further action.

Financing

16. *Section 7.3.2 of the RFQ states that the land is in unincorporated county. My understanding of Proposition HHH Funds is that they are City of Los Angeles funds. Will HHH Funds be available since the property is not within the city limits?*

Answer: Yes. The City of Los Angeles recently agreed to allow Proposition HHH funds to be used to fund development of permanent supportive housing units on the GLAHS West Los Angeles Campus subject to availability and the established application process. And in February 2018, the City of Los Angeles approved Proposition HHH financial commitments for the redevelopment of GLAHS Buildings 205 and 208 (currently under development).

17. *Can HACOLA / CDC County Programs be used to fund development?*

Answer: Yes, subject to availability and the established application process.

18. *Does VA anticipate paying an “availability payment” to the developer over the term [i.e., how will the Principal Developer be paid]?*

Answer: No, VA will not be making an “availability payment” to the developer. VA will not be making any payments for performance to the Principal Developer. VA is not seeking a general contractor in this solicitation. Any fees or returns would be at the Principal Developer’s risk, similar to traditional private sector real estate development.

19. *Are there any anticipated revenue risks of the project for the Principal Developer?*

Answer: It is up to the Principal Developer to identify any anticipated revenue risks based on the revenue source and product type for each project.

20. *What is the pricing for the EULs?*

Answer: It will be up to the Principal Developer to create development budgets and estimate development and operating costs for each EUL. The EUL program relies exclusively on private financing, with the exception of possibility of limited capital contributions in accordance with the EUL authority.

21. *Can EULs support debt on the leasehold, similar to other government long-term ground leases?*

Answer: Past EULs have successfully supported debt, but it will be up to the Principal Developer to determine how best to accomplish the financing.

22. *How are we supposed to get financing if we cannot leverage any portion of the EUL site or its interests in the EUL assets to be used as security for financing?*

Answer: The EUL lessee has a leasehold estate and title to the improvements for the term of the EUL, which developers typically use to secure financing. The EUL lessee cannot mortgage or encumber VA's interest in the underlying land.

23. *Section 7.5A states that the VA will not allow its or the United States' interest in, the EUL assets to be used as security for financing for the project. During the Q&A period at the Industry Forum panelists indicated that the only limitation was that the underlying land could not be used as security but that buildings and leases could be used as security. Please confirm the VA will allow the principal developer to leverage the leasehold value of the EUL and the value of any structures to be rehabilitated and use these assets as collateral for financing.*

Answer: See response to Question 22.

24. *Will non-supportive housing uses or VA be contributing to a share of the maintenance and infrastructure costs?*

Answer: VA expects the Principal Developer to explore this issue and other related issues further in developing the initial infrastructure concept for the North Campus post-selection. It is expected that maintenance and infrastructure costs will be allocated to all of the uses on the North Campus.

25. *Will HUD-VASH vouchers be made available?*

Answer: Subject to appropriations and the availability of vouchers in the Greater Los Angeles area, VA will work with the Principal Developer, HUD, and the local public housing authorities to allocate vouchers for this initiative.

26. *Can VASH commitments be assumed? Can it be assumed that all 900 supportive housing units can obtain VASH vouchers?*

Answer: See response to Question 25.

27. *Can VASH vouchers be assumed for Building 207?*

Answer: See response to Question 25.

28. *Is the VA responsible for any payments-in-lieu-of-taxes (PILOTS) to LA County (or will it be)?*

Answer: As a Federal agency, VA does not pay state or local taxes. VA's interest in any EUL, and the United States' fee interest in the EUL property shall not be subject, directly or indirectly, to any state or local laws relative to taxation, fees, assessment(s) or special assessments. VA does not currently make any PILOT payments. It will be up to the Principal Developer to negotiate any future PILOTS.

29. *How is it envisioned that the infrastructure and environmental remediation (if any) will be funded?*

Answer: VA expects the Principal Developer to explore financial feasibility, responsibility, and other related issues during the community and neighborhood planning work to begin following selection.

Development Scope

30. *When do you expect construction for Building 207 to start?*

Answer: VA would like construction of Building 207 to begin as soon as possible following Principal Developer selection and EUL execution. Prior to executing the Building 207 EUL, the Principal Developer must secure all financing for the development. The time required by the Principal Developer to secure financing typically dictates the speed with which the EUL can be executed and construction begins.

31. *Will you provide the structural and architectural plans for Building 207?*

Answer: VA will work with the Principal Developer to provide any additional available information and drawings following selection.

32. *What was the original use of Building 207?*

Answer: The most recent use was transitional housing. VA will work with the Principal Developer to provide any additional available information and drawings following selection.

33. *Are the Certificates of Occupancy for Building 207 available?*

Answer: No.

34. *Will parking be required for Building 207? Are we expected to achieve parking requirements on the existing open green space?*

Answer: It will be up to the Principal Developer to work with local officials to determine applicable zoning, development, and parking requirements. Once the number of required parking spaces has been determined by the Principal Developer, VA will work with the Principal Developer to determine how and where to accommodate those spaces.

35. *What is the VA's expectations for parking for Building 207? Is there an existing parking area on campus for Building 207?*

Answer: See response to Question 34.

36. *How is parking for each phase expected to be addressed for existing structures, especially when there is not sufficient space nearby to accommodate parking? Are existing parking lots assigned to any of the existing buildings? If so, which ones and how many spaces?*

Answer: As part of the community and neighborhood planning work, the Principal Developer will propose different parking solutions, including the use of existing

parking lots or development of new lots. For more information, see response to Question 34.

37. *Has a historic structures report been completed for Building 207? If so, can it be released in an addendum to the RFQ?*

Answer: No, an historic structures report (HSR) has not been done; however, VA evaluated the physical conditions of the building and will share those studies with the selected Principal Developer.

38. *Have any reports about the condition or historic nature of Building 207 been completed? If so, can those be released in an addendum to the RFQ?*

Answer: See response to Question 37.

39. *What, if any plans, are required to be submitted in the RFQ response?*

Answer: Plans are not required to be submitted in response to this RFQ.

40. *Section 1.3 and 6.2: requires Principal Developer to evaluate all Assets (other than the exceptions noted) however many of the assets have proposed uses under the Draft Master Plan outlined in Attachment D that are not housing (such as Police Station, VA Nursing Home, recreational). Does the Principal Developer need to re-evaluate all assets as potential uses for supportive housing, or does the VA contemplate that the Principal Developer will also be responsible for managing these other uses?*

Answer: Following selection, as part of the community and neighborhood planning work, the Principal Developer will be responsible for providing input into the assets to be identified for housing redevelopment in the PEIS/PEIR. To inform this process, VA will provide the Principal Developer with previously completed studies evaluating existing North Campus assets for future use. The Principal Developer will not be responsible for managing non-housing uses outside the defined premises for each EUL.

41. *Can the Offeror deviate from what is in the Draft Master Plan in regard to locating housing outside of Zone 3?*

Answer: Yes, see response to Question 38.

42. *Section 5.1.1: the Principal Developer is required to provide initial development scenarios to VA by February 2019 and final development scenarios by April 2019. Will the VA be providing feedback on the initial scenarios by end of February 2019 so feedback can be incorporated into Final development scenarios?*

Answer: Yes, VA anticipates working closely with the Principal Developer throughout the community and neighborhood planning phase. The Principal Developer will be required to provide input into the initial development scenarios included in the Draft PEIS/PEIR by February 2019 and work closely with VA to provide input into the Final scenarios by April 2019. See amended RFQ (Section 5.1.1) for further information.

43. *On page 13, what is meant by “The Principal Developer, however is responsible for developing the North Campus such that all EULs are operated as part of a community and not as individual projects.”*

Answer: The vision of the Draft Master Plan is to transform the West Los Angeles Campus into a vibrant community where all Veterans can receive healthcare, benefits, employment, and other supportive services, which they deserve and to which they are entitled. VA does not want a series of standalone buildings to be developed on the campus, but rather a well-planned, cohesive, and integrated community.

44. *Section 5.2.1 of the RFQ says the EUL is “only for provision of supportive housing that principally benefits Veterans and their families”. Can we also target units to general low-income Veteran or non-Veteran households? Are low-income Veteran households permitted target populations for the proposed 900 units to be developed?*

Answer: Units should be targeted for Veterans and their families (per 38 U.S.C. §§ 8161-8169 and the West Los Angeles Leasing Act of 2016 (P.L. 114-226) (see Attachments A and B of the RFQ)). Eligible Veterans, as described in any subsequent EUL agreement, shall receive priority placement in any project. Any other resident eligibility requirements shall be subject to VA approval and included in the EUL agreement(s).

45. *Can the residential units be rented to non-Veterans?*

Answer: See response to Question 44.

46. *Can any units be market rate or must they all be some type of affordable housing?*

Answer: VA is authorized to enter into EULs (per 38 U.S.C. § 8162) only for the provision of supportive housing. 38 U.S.C. § 8161 states “‘supportive housing’ means housing that engages tenants in on-site and community-based support services for veterans or their families that are at risk of homelessness or are homeless. Such term may include the following: (A) Transitional housing. (B) Single-room occupancy. (C) Permanent housing. (D) Congregate living housing. (E) Independent living housing. (F) Assisted living housing. (G) Other modalities of housing.” Independent living, assisted living, and other modalities of housing could include some type of non-affordable housing to be further discussed and approved by VA for each EUL.

47. *Page 6 – Please confirm the definition of Permanent Supportive Housing, which we defined as apartment buildings with veterans will have a lease.*

Answer: It will be up to the Principal Developer to propose the appropriate supportive housing type for each future project in compliance with the applicable laws (see RFQ Attachments A and B), based on an evaluation of demand, available funding, and other similar factors. The EUL statute defines supportive housing as “housing that engages tenants in on-site and community-based support services for veterans or their families that are at risk of homelessness or are homeless. Such term may include the following: (A) Transitional housing. (B) Single-room occupancy. (C) Permanent housing. (D) Congregate living housing. (E) Independent living housing. (F) Assisted living housing. (G) Other modalities of housing.”

48. *Is there a definition for “at-risk”?*

Answer: Please see the U.S. Department of Housing and Urban Development’s definition of “at-risk”:

https://www.hudexchange.info/resources/documents/AtRiskofHomelessnessDefinition_Criteria.pdf

49. *How does the retail discussed in the Draft Master Plan fit into the scope of the Principal Developer? Is this included in the scope of the Principal Developer? What is the timing of the retail development? Does the retail need to be owned by Veterans?*

Answer: The Draft Master Plan does not actually refer to retail development on the Campus, but rather speaks to the West Los Angeles Campus’ “[u]rban proximity to neighboring retail, educational opportunities, and work training” that will allow Veterans residing on Campus to “bridge and reintegrate into civilian life as well as make the campus a dignified permanent home.” In the context of its community and neighborhood planning efforts, VA expects the Principal Developer to conduct a feasibility analysis associated with common spaces and other potential amenities to be developed on the North Campus to create a vibrant supportive housing

community for Veterans. The feasibility analysis would need to account for neighboring retail establishments accessible to Veterans residing on campus, and also to VA's authority under the West Los Angeles Leasing Act of 2016 (P.L. 114-226) to lease real property for a term not to exceed fifty (50) years to provide services that principally benefit Veterans and their families.

50. *What does the PEIS/PEIR currently contemplate regarding the size and range of uses to be included in the town center? What does VA envision? Would the general public be able to utilize the town center?*

Answer: The Draft Master Plan describes the town center as common ground for all Veterans on the site, both resident and non-resident. It would provide central services and amenities for all (resident and non-resident) Veterans, such as a Café, shops with Veteran employment opportunities, a multipurpose union (library/media center, fitness center, and "Town Hall" for Veteran organization meeting space.), museum, legal services, and job counseling. The Principal Developer will be expected to recommend refinements to this vision through additional outreach with Veterans and community stakeholders during the community and neighborhood planning work following Principal Developer selection.

51. *Section 5.1.1 the Plans for Building 207 "may be subject to review and comment by local government and other stakeholders" but goes on to say that "The Principal Developer" will be required to meet the proposed building 207 timeline provided in their RFQ response". Can the VA clarify/identify these outside reviewers as they will impact the proposed timeline for Building 207 and/or acknowledge that the Offeror cannot control the timeline for outside review.*

Answer: It is up to the Principal Developer to determine what, if any, other agencies/entities need to review documents, including but not limited to, the EUL agreement(s), the Development Plan, the Operations & Maintenance Plan, the Tenant Selection Plan, etc. On previous projects, various funding sources and their counsel have reviewed one or more documents and provided feedback to the developer. It is the responsibility of the Principal Developer to coordinate those reviews, the timelines associated with those reviews, and incorporate their comments as required. See amended RFQ (Section 5.1.1) for further information.

Common Areas and Infrastructure

52. *What is the status of existing utility/infrastructure documentation (i.e., existing locations, existing capacities, existing conditions, etc.)?*

Answer: VA has a large amount of information that we are prepared to share with the Principal Developer following selection. Examples of some of the studies completed to date, or expected to be completed by the end of the year, in support of the PEIS/PEIR process are Phase 1 and Phase 2 utility studies on capacity, usage, age of systems, etc.

53. *Will Building 207 be able to connect to the existing infrastructure for electrical, sewer, water, fiber optics, phone, gas, telephone, or fire alarm services since the infrastructure to be built by the Principal Developer are expected to be constructed on a much slower timeline? And do the existing systems have sufficient capacity for Building 207?*

Answer: Following selection, the Principal Developer will work with VA to determine what the best approach is for utilities for Building 207.

Please note the RFQ does not state that the Principal Developer is expected to construct all of the infrastructure for the future development on the North Campus, but rather work with VA to develop an infrastructure concept as part of the community and neighborhood planning.

54. *Section 6.2 states that the existing steam infrastructure will be unable to support new housing development. Can the existing steam infrastructure support the needs of Building 207, since it is an existing structure? Or are the units to be created in Building 207 considered “new housing” that cannot be supported by the existing steam infrastructure?*

Answer: See response to Question 53.

55. *Who will be responsible for common area improvements such as open space, road additions and improvements, etc.?*

Answer: VA expects the Principal Developer to explore and make recommendations on this issue and other related issues further in developing the initial infrastructure concept for the North Campus post-selection. VA further expects that maintenance and infrastructure costs will be allocated to all of the uses on the North Campus.

56. *Who does the VA expect will own the infrastructure (roads, main utility lines) to be constructed on the north campus? Does the VA expect this infrastructure to be public (open to the entire campus and general public) or private (for use only by residents and their guests)?*

Answer: VA expects the Principal Developer to prepare an initial infrastructure (i.e., common space, utilities, open space, etc.) concept as part of the preliminary community and neighborhood planning to support North Campus housing (including financial feasibility and responsibility). Following execution of the Exclusive Rights Agreement, VA expects the Principal Developer to assess the existing infrastructure related to future EUL development and make recommendations to VA about improving it, along with options for sharing infrastructure construction and maintenance costs among all Campus users.

57. *What will be included in the common area expenses to be shared by the EUL lessees? Will it be the whole complex or just the areas closest to the executed and completed EUL sites? If so, how will the rest of the common area expenses be funded?*

Answer: See response to Question 56.

58. *Will common area expenses be added to the existing EULs? Have they budgeted this expense? Will it be known prior to moving ahead with Building 207?*

Answer: See response to Question 56.

59. *Are the current EUL projects (Buildings 209, 205, 208, and MacArthur Field) participating in any form of an association in relation to the sharing of common area maintenance, roads, systems, or other infrastructure? If not, do the existing EULs allow for these developments to be included in a master association in the future?*

Answer: The only executed EUL is for Building 209 at this time. Buildings 205 and 208 and MacArthur Field are still in development. At this time, no association has been established. See Question 56 for more information.

60. *Section 5.1.2 The RFQ states that the Principal Developer is ultimately responsible for ensuring that each individual project is integrated into the housing community and pays its fair share of common area and maintenance costs. Will the non-supportive housing projects in the North Campus be contributing to the maintenance and development costs for the infrastructure?*

Answer: See response to Question 56.

61. *Section 6.3 - For the purposes of beginning to formulate infrastructure financing options, could the VA provide a schedule (including amounts) of existing ground lease payments it is receiving—and specifying which ones are particular to the North Campus?*

Answer: Yes, VA can provide a schedule of lease revenues received to the selected Principal Developer.

Building Standards, Zoning, and Permitting

62. *What agency(ies) will be responsible for review of plans, building permits, construction inspections, certificates of occupancy, etc. for the housing and infrastructure?*

Answer: It will be up to the Principal Developer to work with local officials to determine the appropriate oversight entity(ies). Per the terms of each EUL, the lessee will finance, design, develop, construct, operate, and maintain the project in accordance with all applicable Federal, state and local laws, codes, ordinances, and permitting requirements, and any amendments thereto; the National Fire Protection Association ("NFPA") 101 Life Safety Code; the Americans with Disabilities Act of 1990 (42 U.S.C. § 12101, et seq.); the National Historic Preservation Act of 1966 (16 U.S.C. § 470, et seq.); the Archaeological Resources Protection Act (16 U.S.C. § 470 et. seq.).

Prior to occupancy, lessee is responsible for hiring a local government inspector or an independent inspector licensed by the State of California to conduct an inspection of the project and certify in writing that it has been completed in compliance with the applicable state and local building codes and standards, including the NFPA 101 Life Safety Code.

63. *What zoning or development restrictions apply?*

Answer: Although the land is Federally-owned, VA expects the Principal Developer to work closely with local authorities to determine what the applicable zoning and development requirements are. See response to Question 62 for additional information.

64. *Section 7.3.2 - Please confirm that, "local laws, codes, ordinances, and permitting requirements" refers to unincorporated Los Angeles County, and not the City of Los Angeles?*

Answer: See response to Questions 62 and 63.

65. *Will all the residential facilities need to be built to VA's critical facilities' building standards?*

Answer: No. See response to Question 62.

66. *How is code-compliant parking being provided for each of the current EUL projects (Buildings 209, 205, 208, and MacArthur Field)?*

Answer: Building 209 parking is included on the EUL site. Buildings 205 and 208 and MacArthur Field are under development and have not yet finalized parking requirements.

67. *What are VA's goals for energy efficiency and thermal comfort? Who can we present technology to?*

Answer: Per Section 7.4 of the RFQ, the VA Sustainable Design Manual (<http://www.cfm.va.gov/til/sustain.asp>) is the guidance that defines the methodology to incorporate sustainable design in every phase of this development, from proposals, goal setting, and preliminary planning, through minimal design and construction. VA encourages the Principal Developer to incorporate sustainability over and above the current standards found in the VA Sustainable Design Manual.

To take advantage of existing sustainable work in the private sector that is well accepted by the construction industry, VA has determined that using a third-party rating system is the best methodology for achieving VA sustainable building requirements. The Leadership in Energy and Environmental Design (LEED®) rating system, the Green Globes® rating system, or an equivalent rating system may be used. VA requires that projects achieve at least LEED Silver, Two Green Globes, or an equivalent certification level by the respective rating organization. If an equivalent rating system is proposed, the Principal Developer must submit a memo to the VA Portfolio Manager post-selection explaining why the alternative solution is equivalent to one or both of the above rating systems.

68. *Please enumerate all requirements for operation, especially for the existing/historic buildings. (i.e. earthquake insurance during construction and operation)*

Answer: The requirements for operations will be specified in each EUL agreement.

Environmental and Historic Requirements

69. *Which agency will serve as the lead agency for CEQA approval?*

Answer: VA will serve as the lead agency.

70. *Does the PEIS/PEIR meet all CEQA requirements for adoption of the Draft Master Plan?*

Answer: As a Federal agency, CEQA does not apply to VA's adoption and implementation of its Master Plan. However, the PEIS/PEIR will incorporate CEQA requirements in the event that a non-Federal entity or state agency must comply with CEQA for actions of the non-Federal entity or state agency, related to development and implementation of the Master Plan.

71. *What is the timing of the required CEQA and NEPA approvals in relation to EUL execution?*

Answer: CEQA and NEPA approvals are required prior to EUL execution.

72. *Do all existing buildings have to be rehabilitated due to historic preservation requirements or is new construction an option? How many new construction units can be developed?*

Answer: Following selection, the Principal Developer will work with VA to develop a viable plan for redevelopment of assets to be identified, including the breakdown of renovation vs. new construction units. Rehabilitation of historic buildings is strongly preferred. For all redevelopment plans, the Principal Developer and VA must consult with the California State Historic Preservation Office and other parties in compliance with the National Historic Preservation Act. Demolition of any historic building as well as any new construction may be adverse effects that would require adequate mitigation be negotiated.

73. *Section 7.1 - Is there an expectation that buildings other than Building 207 will be preserved for their historic significance?*

Answer: See response to Question 72.

74. *Are all existing buildings historic?*

Answer: No, please refer to the Draft Master Plan for additional information.

75. *Section 3.4: Confirm what, if any, environmental approvals beyond the PEIS/PEIR will be needed. What is appealable?*

Answer: It is VA's opinion that upon completion of the NEPA process, there are no foreseeable environmental approvals required prior to adoption of the Master Plan by VA. Because the specific development plans contemplated under this Principal Developer arrangement have not been drafted, it is unclear at this time if any future environmental approvals will be required.

VA's NEPA compliance process is not "appealable," per se, but could be challenged legally. VA is working diligently to ensure that all NEPA requirements are met adequately and as intended under the law.

RFQ Submittal Requirements

76. *Would you consider allowing RFQ responses to be delivered to the West Los Angeles VA facility on August 24th rather than having to ship to the east coast on August 23rd? The current requirement results in an approximately one-day loss for West Coast developers.*

Answer: Responses must be mailed to the point of contact and address listed in Section 8.5 of the RFQ. Responses must be delivered by mail only (USPS, UPS, FedEx or similar) – no hand delivery. VA has extended the submittal date for this RFQ to Monday, August 27, 2018 at 12:00 noon PDT. See amended RFQ (Sections 8.2 and 8.5).

77. *Section 8.5 - In order to even the playing field in terms of the amount of time that West-Coast-based firms would have to respond to the RFQ, would the Department of Veterans Affairs consider one of the following two options: a) Allow submission to be made to the West LA facility (in addition to Washington D.C.); and/or, b) Allow submissions to be postmarked by noon PDT on August 24, 2018?*

Answer: See response to Question 76.

78. *Section 8.5: The RFQ currently states that the RFQ response must be submitted to the Department of Veterans Affairs in Washington, D.C. Might it be possible to allow applicants to submit responses to a location on the West LA VA campus?*

Answer: See response to Question 76.

79. *Can team members of the Principal Developer be on more than one team bidding to be the Principal Developer?*

Answer: Yes.

80. *What financial terms or offer is VA looking for with regard to the EULs?*

Answer: For purposes of the RFQ response, VA is looking for Offerors to identify proposed consideration and associated business terms and consideration assumptions for the Building 207 EUL only. Consideration structure for future EULs will be negotiated as part of the Exclusive Rights Agreement and finalized in each individual EUL agreement.

81. *Regarding Section 1: Management Plan, pages 24-26, is there any way the page limit for this section can be increased? Can the limit possibly exclude resumes?*

Answer: The page limit for this section is unchanged. However, see amended RFQ (Section 8.8 and Section 8.8.2 (Tab 1B)).

82. *Section 8.8.1 states, in part, that, “In the case of an Offeror that is a special purpose entity, include information on each partner, member, or shareholder of the Offeror.” Then in Section 8.8.1(4), the RFQ requires a number of corporate documents be submitted in connection with the Cover Letter. Will these documents be excluded from the page count requirements? For an Offeror that is a to-be-formed special purpose entity made up of multiple member entities, these documents alone would push the Cover Letter Section over the five (5) page limit.*

Answer: These documents should be submitted as an Appendix and will not count against the page limits. See amended RFQ (Section 8.8 and Section 8.8.1) for further information.

83. *Section 8.8.1(4a): Are copies of the organizational documents listed in this section supposed to be included in the RFP response? If so, please confirm whether these documents to be included at the end of the cover letter and that the page limits do not apply.*

Answer: See response to Question 82.

84. *Section 8.8.1(4d) requires submission of a copy of corporate resolutions. Can these pages be excluded from the page limit? If not, Offerors consisting of more than 1 developer will hit the page limit faster.*

Answer: See response to Question 82.

85. *Section 8.8.1 (4d): Is there a sample resolution/resolution template?*

Answer: No.

86. *Section 8.8 - the page count limitations appear to be restrictive. Would the Department of Veterans Affairs consider certain relevant (and not excessive) materials (e.g., letters of support, resumes of additional key personnel, organizational documents, examples of other master plans, social impact reports, etc.) to be placed in appendices to the Statement of Qualifications.*

Answer: No. Any additional materials not requested by the RFQ would be counted towards the page limits. However, see amended RFQ (Section 8) for further information.

87. *Page 25 Tab 1B: Can summaries of key personnel’s resumes be submitted instead of 1 page resumes per key personnel?*

Answer: Yes. Please see the edits made to Section 8 (table) and Section 8.8.2 (Tab 1B) of the amended RFQ.

88. *Section 8.8.1: The RFQ states that a cover letter must be provided on the Offeror's letterhead. If the Offeror consists of 2 developers and a partnership entity has not yet been formed, must each organization submit a cover letter or is it sufficient for both organizations to sign a shared cover letter with each organizations logos on it?*
Answer: It is sufficient for both organizations to sign a single shared cover letter with each organization's logo on it.
89. *Tab 1A: Who considered a "Subcontractor" (page 22)?*
Answer: It is up to the Principal Developer to decide how to structure its team and the relationships between entities. References to subcontractor management pertain to how the Principal Developer will manage its team.
90. *Tab 1A: What, if any, documentation for experience needs to be provided for firms or people who the Offeror expects to work with who will function more like advisors and are not expected to be team members for each phase to be developed?*
Answer: It is up to the Offerors to determine how much experience of other firms/individuals to include. Please note the definition of "Offeror Team" in Section 8.7 of the RFQ.
91. *Tab 3: Does a property management company need to be part of the Offeror Team for Principal Developer?*
Answer: The Offeror must name a property management company in Tab 5 for Building 207. Additional property management team member(s) can be included as part of the RFQ response or added later as described in the RFQ. Please note the definition of "Offeror Team" in Section 8.7 of the RFQ and the explanation of evaluation Factors 3 and 5 in Section 9.5 of the RFQ.
92. *Tab 3: Clarify whether including a property manager or services provider in the Offeror Team makes a team more competitive. Or are Sections 1 and 3 really looking at the developers' qualifications and experience?*
Answer: See response to Question 91.
93. *Tab 3C and 3D (page 28): Is the VA looking for the qualifications of the developers to own, operate, and oversee the property management the projects they develop or is the VA looking for the experience of a property manager that is included in the team?*
Answer: VA is interested in both, consistent with the explanation of evaluation Factors 3 and 5 in Section 9.5 of the RFQ.

94. *Tab 4A: are financial statements required for Offeror Team members that are consultants, such as Architect, Legal Counsel etc.?*

Answer: No.

95. *Page 26 – Management Plan (25 pages) Tab 1D – Support letters are encouraged; are they part of the 25-page limit?*

Answer: No, they are excluded.

96. *What if any architectural plans are required for the application [RFQ response]?*

Answer: None.

97. *Appendix A: Confirm how many years of financial statements must be submitted.*

Answer: Three. See amended RFQ (Section 8.8.5 (Tab 4A)).

98. *Tab 5A: If the Offeror has a general contractor it thinks is very likely to be the general contractor for the project but has not committed to general contractor since the expectation is that there will ultimately be a competitive bidding process, can the firm's information be submitted in 5A and will the VA count the general contractor's experience when scoring this section?*

Answer: Offerors are not required to name general contractors in their RFQ responses and will not be penalized for choosing to pursue a competitive bid process upon development of design plans. Please note definition of Offeror's Team in Section 8.7 of the RFQ with respect to future changes to the Offeror's Team members.

99. *Tab 5C (pages 30-31): Are the templates or formats for the budgets to be provided in Section 5C? What level of detail are you looking for uses? Are you looking for a very detailed breakdown of costs or a budget that shows the major cost categories?*

Answer: VA does not have any templates to provide at this stage of the process. Given the limited information available to Offerors, a high-level budget that shows major cost categories is sufficient.

100. *Page 31 –TAB 5D – Can the VA provide an estimate of how long it takes for OMB to review the EUL and for Congress to be notified of the VA's intent to execute?*

Answer: OMB does not have a defined review period. The Congressional notification period is 45 days.

101. *Page 31 –Tab 5E, #1. The RFQ states requires applicants to describe their approach to operation, management, security and maintenance of Building 207 in the “accordance with private sector standards.” Please provide a copy of the standards.*

Answer: The intent of this statement is for Offeror's to propose an approach to operation, management, security and maintenance that is consistent with their experience successfully operating comparable projects in other locations.

Evaluation of RFQ Responses

102. *What points are threshold in the RFQ? What are competitive points? Please explain scoring.*

Answer: RFQ responses will be evaluated as described in Section 9 of the RFQ using five equally weighted evaluation factors.

103. *Is there a scoring criteria based on points?*

Answer: See response to Question 102.

104. *How important is the Offeror's service-disabled Veteran-owned small business (SDVOSB) designation or SDVOSB team member participation in selection of the Principal Developer?*

Answer: VA issued a Sources Sought Notice earlier this year to determine if two or more Veteran owned small businesses (VOSBs) were qualified to serve as Principal Developer. VA has since issued the subject RFQ as a full and open competition and not a set-aside competition. However, in Section 8.8.2 of the RFQ (Tab 1E of the RFQ response), Offerors are asked to describe their outreach strategies to maximize participation of SDVOSBs, VOSBs, local small businesses, and other small businesses, in all aspects of the evaluation of assets and subsequent development processes. Offerors are also asked in this section to provide a summary of the Offeror Team's plan to increase employment opportunities for Veterans associated with this project. Also see the evaluation criteria at Section 9.5.1, Tab 1E of the RFQ.

105. *General Question: Will non-VA staff be participating in the evaluation and scoring of the RFQ submissions?*

Answer: No. The ultimate selection of the Principal Developer is an inherently governmental function and will be made by the Source Selection Authority, who is a VA employee. VA may engage subject matter experts or advisors to provide input on certain sections of the RFQ responses to assist VA in its evaluation process.