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Transcript of **Conference Call**

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DEPARTMENT OF VETERANS AFFAIRS

COMMUNITY BASED OUTPATIENT CLINIC

RLP NO. #36C10F18R0569

ROCHESTER, NEW YORK

VIRTUAL PRE-BID CONFERENCE

Washington, D.C. 20007

1 PARTICIPANTS:

2

3 CFM PROJECT TEAM

4 RAND HAKIM, Planner

5 Engineering and Technical Services

6 MICHAEL MOORE, Project Manager, VACO ORP

7 DAVID PRICE, Cananadaigua VAMC

8 ERIC ROBERTS, Contracting Officer, VACO ORP

9 MIKE SOUDERS, Senior Resident Engineer

10 EBONI THORNHILL, Contracting Officer, VACO ORP

11

12 CONTRACTOR REPRESENTATIVES

13 DANIEL ABELN, AE Architect, Leo A. Daly

14 KEVIN CROOK, AE Project Manager, FFE Engineering and

15 Technical Services

16 PATRICK HILLIER, AE Project Manager, FFE

17 BRAD SEIFERT, Broker Contractor, Public Properties

18 NATHAN VAN ARSDALE, Broker Contractor, Public

19 Properties

20

21

22

	AGENDA	
		Page
1		
2		
3	1. Welcome, Pre-Bid Purpose & Rules,	
4	and Introductions	4
5		
6	2. Overview of Facility and Agenda	5
7		
8	3. Procurement Overview/Critical Issues	13
9		
10	4. Design	39
11		
12	5. Review of Standard Forms & Clauses	47
13		
14	6. Questions & Answers	61
15		
16	7. Wrap-up	72
17		
18		
19		
20		
21		
22		

1 P R O C E E D I N G S

2 (1:04 p.m.)

3 MR. ROBERTS: Okay, you guys I want to welcome
4 you to the Department of Veteran Affairs,
5 Rochester, New York pre-bid presentation. My name
6 is Eric Roberts. I'm the contracting officer along
7 with Eboni Thornhill for this procurement. I want
8 to thank everybody for their attendance to this pre-
9 bid and just to let you know, this is the Choice Act
10 2 procurement. So it began with the authorization
11 through the current president to authorize all the
12 Choice Act 2 leases and this is one of several that
13 have been put out to FBO recently. We really
14 appreciate it. We're excited about the opportunity
15 to provide another healthcare facility to the
16 Rochester area in response to, obviously, Veteran
17 heat maps and things like that.

18 So without further ado, I just want to make
19 sure to cover a few ground rules right now before we
20 get into the presentation. First, if you do have
21 questions, please wait till the end of the
22 presentation.

1 We'll finish the presentation then allow a five
2 or six minute break to allow you to kind of come to
3 grips with what you want to say. When you do have a
4 question, please make sure to say your name, company
5 affiliation, as well as any reference to any portion
6 of the RLP package that you do have a question
7 about. Referencing a specific part allows us to
8 better answer any questions on the spot. If not, we
9 may you to put a few in writing, if it's something
10 we need to get back to you on. So keep that in
11 mind.

12 So I want to start by, well we just covered
13 slide number one, so we're going to move on to slide
14 number two. It's basically the agenda. I have the
15 -- I have the first part of this and that's to give
16 a nice, warm welcome to everybody and to kind of go
17 through the agenda here.

18 So we're going to do an introduction to the
19 project team on the following slide. We're also
20 going to follow that up with the overview of the
21 facility and agenda, which Mike Moore, senior
22 project manager will guide us through that. And

1 then public properties, our broker representative
2 will give you -- will go into the details and the
3 weeds basically on the request for lease proposals.
4 A kind of a general review of the critical elements,
5 issues, timetables that we're currently facing
6 against, and how to submit an offer which is really
7 important to me; especially for those that are kind
8 of new to federal procurements and VA federal
9 procurements more specifically.

10 That will be followed up by our AE broker
11 representatives that will discuss the program of
12 requirements, the design portion of this -- kind of
13 a bird's eye view of what you can expect to see as
14 far as a design standpoint and what's asked of you
15 specifically. And then, public properties will take
16 that back over and do a review of all the forms,
17 kind of give you some tips and tidbits, things to
18 look for, things to make sure that you add, things
19 to include in your bid to allow your best foot
20 forward here. So keep that in mind.

21 I'll follow by a question and answer period
22 where we're going to open it up to you guys to

1 possibly answer any questions that you may have.

2 Again, we may ask you to put that in writing.

3 So next slide. So yeah, the project team,
4 again, my name is Eric Roberts. I'm the contracting
5 officer. Eboni Thornhill is with me in the room.
6 She is also a contracting officer. Mike Moore, the
7 senior project manager. We also have Mike Souders,
8 senior resident engineer on the line.

9 Mike, are you on the line?

10 MR. SOUDERS: Yes, sir.

11 MR. ROBERTS: I'll ask people that aren't
12 necessarily in the room to announce themselves for
13 the federal government or broker representative.

14 Mike are you here?

15 MR. SOUDERS: I am Eric.

16 MR. ROBERTS: Okay. Michael will help us
17 answer any questions at the end, if he feels that
18 he's comfortable answering on the spot. If not,
19 again, we'll ask you to put those in writing.

20 Rand Hakim, who is our planner for the
21 Rochester outpatient clinic ran. Rand are you on
22 the line?

1 MS. HAKIM: Yes, I am.

2 MR. ROBERTS: Okay, thanks Rand.

3 And we also have our AE firm on the line that
4 we're using to help procure this facility. AE firm
5 can you go ahead and announce yourself? Whoever's
6 on the line?

7 MR. ABELN: Daniel Abeln --

8 MR. CROOK: Kevin Crook with FSE.

9 MR. ROBERTS: Okay, Daniel and Kevin is Patrick
10 there as well.

11 MR. HILLIER: Yeah, I'm here too.

12 MR. ROBERTS: Okay, thanks Patrick.

13 MR. HILLIER: I'm just listening in.

14 MR. ROBERTS: All right. And in the room with
15 me and Eboni and Mike, we also have the court
16 reporter, Christine, who may ask a few questions if
17 you need to slow down anything that you may say
18 during the question and answer period. So please,
19 if she does speak up, please make sure you listen to
20 what she has to say.

21 And also in the room we have from Public
22 Properties, Brad Seifert, who's a broker contractor.

1 As well as Nathan Van Arsdale, who's also a broker
2 representative for the federal government.

3 Okay. And moving on to the next slide.

4 So again, we've covered most of this. Again,
5 the official responses will be posted to FBO. Keep
6 looking at FBO for amendments that come out. We're
7 also going to post this slide along with the
8 stenographers report when that's available, along
9 with any question and answers that we are able and
10 can answer, we'll make those public knowledge as
11 well.

12 Please respect procurement integrity and
13 sensitivity. I can't tell you how important this is
14 from more than one angle. So, I want you to be
15 able to put your best foot forward, but I do not
16 want to be in a position or posture of delaying this
17 procurement or disrupting this procurement in any
18 way due to procurement integrity violations or
19 issues. So please keep that in mind. We're going
20 to run this clean and as transparent as we possibly
21 can.

22 Okay. Lastly, and then I'm going to hand it

1 off to a Mike Moore after this slide.

2 So, the purpose here is to, is to help you
3 facilitate your bid, help you bring your best foot
4 forward, to help you organize and structure your bid
5 in a way that makes it successful. Including in
6 that are administrative things that we'll touch on.
7 Again, we're going to go through the whole
8 procurement, the whole RLP. We're going to touch on
9 some things that may help you. You're going to see
10 a lot of changes from what we've witnessed before
11 from the RLP perspective.

12 We used to have an SFO, solicitation of offers,
13 that was over 250-plus pages. We've reduced that
14 substantially. We've reduced a lot of the VA
15 requirements down to more in line with GSA's current
16 requirements in an RLP that looks very similar to
17 GSA's RLP, which is who we get our delegation from.
18 That's approximately 38 pages long.

19 So a lot of changes for the VA recently.
20 We're very excited about that. One of our core
21 missions now is speed to market and we're very
22 excited about the possibility of awarding these

1 things all in initial offers. So in order for that
2 to happen, please abide by the rules in the RLP and
3 we're going to get into -- the brokers are going to
4 get into those a little bit later.

5 So we also encourage Offerors to refer the RLP
6 for a complete understanding of the requirements and
7 submitting fully responsive and technically
8 acceptable proposals. That's very key, fully
9 responsive. You have to provide us narrative scenes
10 that we asked for that you need to make sure that
11 you understand how to submit on those. So we're
12 going to get into that.

13 And again, this is a full and open competition.
14 We're promoting competition to the maximum extent
15 possible. With that being said, I'll turn it over
16 to Mike Moore.

17 MR. MOORE: Thanks Eric. I appreciate it, the
18 warm introduction there. So my name is Mike Moore.
19 I'm the senior project manager for the Rochester
20 lease procurement. I'm glad to be participating
21 today, in today's brief pre-bid. I also appreciate
22 having all the various team members that have

1 introduced themselves, and also the Offerors that
2 are in attendance. So thank you all very much for
3 being here. We look forward to working with each
4 and every one of you. Let's just -- before I get
5 started, I'd like to introduce Mr. David Price with
6 the VAMC and David has a few remarks that he'd liked
7 to open up with regards to this Rochester lease
8 procurement.

9 MR. PRICE: Well, thank you Mike. I am Dave
10 Price. I'm an internal project manager with
11 Cananadaigua VA Medical Center here in upstate New
12 York and it's outpatient clinic in Rochester. I've
13 been privileged to work with the Office of Real
14 Properties to prepare this solicitation. We have an
15 organizational need here in Monroe County to provide
16 more permanent space for several important services
17 for our veterans in Monroe County and the
18 surrounding areas. And this solicitation will help
19 us to meet that need. So we welcome you all to the
20 call today and hopefully our team here can address
21 any questions that you may have going forward.
22 Welcome.

1 MR. MOORE: Thanks David. We appreciate that.
2 So the, we're all here today -- it's not strange
3 anyone. It's Rochester, New York outpatient clinic.
4 Today we're going to be -- this procurement in
5 particular, is going to be using best value as the
6 lease acquisition method. The space is 34,200
7 ANSI/BOMA square feet. This is contiguous space on
8 no more than two contiguous floors. There's 250 or
9 required by code, the greater than, onsite parking
10 spaces for this facility. The lease term
11 commencement date will be around First Quarter 2021
12 or upon acceptance of the space. And the N-A-I-C-S
13 or NAICS code is 531120, with a cap of \$38.5
14 million.

15 Okay. If we could just go on to the next slide
16 and let's talk about the term.

17 So the Offerors per RLP Section 1.02.F of the
18 RLP, Offerors must submit pricing for alternatives
19 based on each of the following scenarios. We have
20 Alternative A which is a 15-year firm term and
21 Alternative B, which is a 15-year firm term with
22 five one-year options. We have Alternative C, which

1 is a 20-year firm term. These are all various
2 scenarios that we evaluate and we request that you
3 submit pricing for all three of those scenarios.

4 All right, so let's go onto operating lease
5 treatment. This is Section 3.04 of the RLP, it says
6 that the government will award a lease pursuant to
7 this RLP only if the lease was scored as an
8 operating lease under Office of Management and
9 Budget Circular A-11, Appendix B. Only offers that
10 are compliant with the operating lease. Some
11 limitations will be eligible for an award.
12 Offerors are obligated to provide supporting
13 documentation at the request of the LCO to
14 facilitate the government's determination in this
15 regard.

16 We're going to move on to talk about operating
17 expenses. Slide nine

18 Section 3.11, operating costs requirements
19 included in offer. This is dated June 2012. The
20 government requires a lease that is a net of
21 interior janitorial services as outlined further in
22 this RLP package that you all received. All other

1 operating costs shall be included as part of the
2 lease and costs included in the rental
3 consideration. The base for the operating cost
4 adjustment will be established during negotiations
5 based on ABOA.

6 The proposed methodology for operating costs
7 adjustment shall include all items specified in the
8 attached lease document. The minimum requirements
9 for normal hours, utilities, janitorial services are
10 specified in the attached lease document. The
11 Offeror shall clearly state whether the rental is
12 firm throughout the term of the lease or if it is
13 subject to annual adjustment of operating costs as
14 indicated above.

15 If operating costs will be subject to
16 adjustment, those costs shall be specified in the
17 proposal. All right, we're going to move on to
18 documents in the RLP.

19 This is section -- sort of a snapshot of
20 Section 1.06 of the RLP. And if you just look at,
21 it's got a document name, a file name and number of
22 pages. This basically just covers all the, you

1 know, what's known to be -- for the RP purposes,
2 these are all appendices or other forms that are
3 identified with the VA or GSA form numbers.

4 This is basically a snapshot of all of what
5 you're going to be presenting to us throughout the -
6 - in your response.

7 So we can go ahead. I'm not going to read down
8 the list, but just please note, and you will get a
9 copy of the slide presentation so you can always
10 refer back.

11 MR. ROBERTS: Yeah. Just a quick note, this is
12 Eric. Just a quick note on the appendices is that
13 these were in replacement of the previous schedules
14 that we used. So those familiar with the
15 procurement process will not be familiar with these
16 appendices. So take a good look at them. There are
17 changes. They do not exactly relate over to a
18 Schedule B, Schedule C, Schedule D, the stuff like
19 that. So pay close attention to them. They include
20 all of our new requirements along with the code
21 compliances for local code and things like that.
22 Thanks.

1 MR. MOORE: Thanks Eric. We appreciate that.

2 Let's go on to our next slide. This is going
3 to be slide 11 or page 11, please. Thank you.

4 We're going to talk Area of Consideration,
5 Section 1.03 of the RLP. This is where the
6 government request offers of space in the area
7 bounded as follows: this is the delineated area --
8 this should -- this matches what was initially put
9 out in the original advertisement. These are
10 boundaries North, South, East, and West. I'll read
11 them off. Jefferson Road is the northern boundary
12 and Brighton Henrietta Town Line Road. The southern
13 boundary is Erie Station Road, East Henrietta Road,
14 and Goodburlet Road.

15 The East is Winton Road and Pinnacle Road.
16 West is East River Road. The buildings that have
17 frontage on the boundary streets are within the
18 delineated area of consideration.

19 MR. ROBERTS: This is Eric. Just a quick note
20 on that, I mean, be specific. It says buildings
21 that have frontage, okay. That means that they have
22 a direct egress into the demarcation or boundary

1 line road. So keep that in mind. We're not looking
2 for things behind other major facilities. Okay.

3 It's got to have frontage road to be considered
4 as part of the delineated area.

5 MR. MOORE: Thank you, Eric. I appreciate that
6 added note.

7 So moving on to the summary Section 2.0,
8 eligibility and preferences for the award where this
9 is a full and open unrestricted competition. Large
10 businesses must include with the initial offer, a
11 Small Businesses Subcontracting Plan per Section
12 4.03.C, Factor D. Demonstrate the potential for
13 efficient layout to accommodate the stated program
14 of requirements. Offered existing buildings and
15 sites shall not be affected by the 100-year base
16 floodplain as mapped by FEMA. Offerors must
17 demonstrate sufficient evidence. Space offered
18 must be free of asbestos-containing material, ACM,
19 as stated in Section 2.06. The Offeror must
20 provide, at the Offerors sole cost and expense, a
21 current Phase 1 Environmental Site Assessment, ESA,
22 and Culture Resource Study, CR, in accordance with

1 RLP Section 2.11 and 2.13 respectively.

2 So just going -- a continuation of the
3 eligibility and preferences for award.

4 While the Offerors responsible for performing
5 all environmental due diligence studies of the offer
6 property. The government is responsible for
7 compliance with NEPA, whether in whole or in part,
8 or on its own or with the assistance of the
9 Offerors. The government is responsible for
10 complying with Section 1.06 of the National Historic
11 Preservation Act of 1966 as amended in 54 U.S. Code
12 Section 306108, Section 1.06

13 Offered space must meet accessibility and fire
14 protection life safety requirements as stated in the
15 RLP and demonstrate how the Offeror intends to
16 satisfy those requirements. The offered buildings
17 must have earned the Energy Star label as required
18 in Section 2.09 and the Green Globes as required in
19 Section 3.10.

20 Submission of a detailed project management
21 plan that describes how the Offeror will reduce risk
22 and meet deliverables, keeping the project on time

1 and on budget, the PMP shall include a narrative
2 approach to the execution of this project from the
3 point of lease award through the VA's acceptance of
4 the facility. The narrative shall address the
5 Offerors' approach to leadership, management,
6 decision-making, authority, communication,
7 modifications, project schedule, and quality
8 control.

9 We have received in the past Offerors that come
10 in without a complete project management plan. I
11 highly advise you to be proactive and seek out
12 assistance or help or consultants as needed. Or
13 you should have a team to be able to put these PMPs
14 together. They should be complete and they should
15 be thorough. We are really looking to see how
16 you're going to execute, implement, and deliver. So
17 it's important to make sure you put together a good
18 solid plan that is in line with what we're asking
19 for.

20 MR. ROBERTS: Yeah, that's a good point Mike.

21 Also make sure that's the case or any
22 narratives we ask for. If we ask you to tell us how

1 you're going to be Green Globes, you need to explain
2 not just state, we're going to be Green Globes. You
3 need to tell us -- to walk us through how you're
4 going to do that. Anytime we ask for any type of
5 narrative, we want you to explain and do a thorough
6 job explaining what requirement we're asking you to
7 write a narrative on.

8 MR. MOORE: Yep. Thanks everyone. We're going
9 to put you on hold. We're just going to go on hold
10 for a quick 30-second break and we'll be right back.
11 Thank you.

12 (Recess.)

13 MR. MOORE: Hi, this is Mike Moore again.
14 Thank you for the 30-second break. I'm going to
15 turn it over to Brad Seifert, our broker -- one of
16 our brokers. Brad's going to pick it up. Thanks
17 Brad. We appreciate it.

18 MR. SEIFERT: Thanks Mike. So we're on slide
19 14 now. Before getting into that slide, I did want
20 to clarify one item as it pertains to the parking
21 spaces.

22 So the prospectus for this project has 250

1 parking spaces and ultimately that's what the lease
2 will have in it and it's going to have to match the
3 prospectus. I know on some projects we've run into
4 folks offering more than what the requirement is.
5 I'm thinking that the VA, and probably rightfully
6 thinking, that the VA would like more spaces than
7 what the minimum number is. Unfortunately, Congress
8 has said that we can't take anymore than what's
9 allocated for. So 250 is what we're looking for and
10 what the Offerors should include.

11 MR. ROBERTS: Okay. Moving onto slide 14.

12 MR. SEIFERT: All right. So going into how to
13 offer.

14 This is coming out of Section 3.02 of the RLP.
15 A couple of things to point out. We've gone away
16 from hard copies now. We're just going to be asking
17 for proposals on CD. The CDS will be sent to two
18 different locations. We'll get one price CD and one
19 technical CD sent to VA as outlined in the RLP and a
20 six technical CDs and one price CD sent to Public
21 Properties. Again, both those addresses are
22 outlined in the RLP.

1 A couple other items. The due date, September
2 21, 2018. At this point, there's no intention of
3 extending that date. So we're planning on holding
4 from there. When you do send the information in,
5 please make sure that the technical CD and the price
6 CDs are labeled appropriately. And as we go through
7 the "how to offer" section, it's absolutely
8 paramount that the technical information is included
9 on the technical CD and there's no price information
10 on the technical CD and vice versa.

11 Moving on to slide 15, we'll kind of go down
12 through the "how to offer" section. I do want to
13 point out that this "how to offer" section, the way
14 that this has been set up now, it mirrors the
15 Proposal Compliance Matrix, which is one of the
16 attachments to this RLP package and something that
17 should be submitted as part of the proposal.

18 So as you go through here and you kind of look
19 at the Proposal Compliance Matrix, you know, please
20 check off as you get through. Yes, this has been
21 provided. Yes, this has been provided. Any comment
22 that you have in the matrix.

1 And it should be a pretty straightforward
2 process that will ensure that we get everything in
3 the RLP that we're looking for.

4 So starting with the Offering Entity Form,
5 there's an offering entity acknowledgement form,
6 which is new that needs to be in there. The GSA
7 Form 3518 and with the SAM print out. And then if
8 you are a SDVOSB or VOSB, will need the Vet Biz
9 print out as well. That Fed Biz print out needs to
10 be current at time of initial offer.

11 One thing to point out, too on the Offering
12 Entity Form, and you know, make sure that the entity
13 that is on your Offering Entity Form matches what's
14 on the 1364 and that same entity matches what's on
15 your deed or your option to purchase agreement.
16 Those all have to be the exact same entity. It
17 can't be, you know, a parent company and you have
18 three different entities that are under that parent
19 company on those different forms. We'll run into
20 trouble when trying to get to the award process,

21 Going down to the next box under the technical
22 response. We're looking for the conditional

1 commitment of funds, operating agreement, building
2 design, drawing, site plans, project management
3 plan, schedule, operation plan for the building, and
4 then any additional submittals.

5 This really, this information really should be
6 addressing our technical evaluation factors for the
7 most part. And Eric will get into what those are
8 for the specific project later on in the slide show.

9 Okay. Moving on to slide 17. This is site
10 information, so there's a few things under site that
11 we'll be looking for. One is the FEMA map that
12 shows the site or the building is not in a 100-year
13 floodplain. A location map showing where the
14 building is, also showing kind of amenities and
15 whatnot around the building.

16 A public transportation map, and note in the
17 narrative as well, noting where the closest public
18 transportation -- in Rochester's case, that will be
19 a bus, but where the closest bus lines are. Noting
20 any adjacent uses.

21 Documentation of ownership, that'll be in the
22 form of the deed and option to purchase agreement.

1 A long-term ground lease. Those are usually the
2 three most common. We do want to get a title
3 report, so showing the chain of title is part of
4 this.

5 Some kind of documentation that shows the
6 zoning for this particular project, usually it's a
7 business zoning, is current for the site and there
8 won't have to be any kind of rezoning done. A
9 letter from the local authority having jurisdiction
10 for utilities, just stating that the utilities are
11 current and to the site or can be brought to the
12 site in a build-to-suit scenario.

13 We'll be looking for a Phase 1 environmental
14 study. That should be current. I know sometimes we
15 get, you know, a Phase 1 study that's in 2010. That
16 won't work here. We need to have something that is
17 current.

18 And lastly, the cultural resources study as
19 outlined in 2.13.

20 Onto the slide 18. I'm looking at past
21 performance. That's section past performance list
22 and key personnel resumes. And then, any kind of

1 teaming information. This is both, if you're
2 creating a teaming agreement to bid on the project,
3 you need to show an org chart and what that teaming
4 agreement is with fully executed agreements. We'll
5 also look for letters from both the general
6 contractor and the architect on their company
7 letterhead stating that they are onboard and working
8 on this project with the offering entity.

9 If you're a large business, you need to submit
10 a Small Business Subcontracting Plan. And then, the
11 narratives that in -- you know, standard forms that
12 address the evaluation factors under qualifications
13 and past performances will be the A/E narrative,
14 design team personnel, an SF-330. And in addition
15 to that, license showing that the A/E is licensed to
16 practice the state of New York.

17 And then. on the general contractor side, the
18 same thing. The narrative, key personnel, their
19 standard form, which in that case is 527, and then,
20 license in good standing in the state of New York.

21 Moving on to slide 19. We're now just kind of
22 ended the standard form section. Many of these just

1 need to be initialed and returned. Some of these
2 have areas that need to be completed. Do you have
3 your VA handbooks, your solicitation provisions,
4 general clauses, all those just need to be signed or
5 initialed. You have your GSA Form 12,000, fire and
6 life safety, which needs to be completed.
7 Certification of building an energy performance,
8 contractor confidentially certification. Those both
9 just needed to be signed and stamped.

10 Your VETS 4212. This is important. If you
11 don't have a current contract with VA, at least
12 showing that you've registered and you're going to
13 give us an online print out showing that you
14 registered for VETS 4212. That way when we do get
15 to the award phase of the project, we're not
16 scrambling around to try to get that form.

17 And then, just the last part of it is the RLP
18 documents. I'm not going to read through this
19 entire list, but it's the RLP and all the appendices
20 and amendments. These all become part of the final
21 lease document.

22 So that is the totality of the technical CD.

1 As we move on to slide 20, we'll get into the
2 pricing CD. Much shorter. Obviously, just a couple
3 of forms here; Offering Entity Form, your GSA Form
4 1364.

5 We will have three different GSA Form 1364s.
6 One for the 15-year term, one for the 15-year term
7 with a five one-year options. and then one for the
8 20-year term. So we'll have three separate 1364
9 forms. We'll have an Attachment 1, which really
10 has all the pricing information in there. It's
11 this spreadsheet and then GSA Form 1217, which is
12 the Lessor's Annual Cost Statement. We'll kind of
13 go through those later on in the slide show.

14 The last two items. The Form 10091, which is
15 the vendorization form, that's your banking
16 information. So if you were to be awarded the
17 lease, we would be able to vendorize you and have
18 you in the system prior to lease award.

19 And then lastly, if there are any historical
20 properties that are going to be asking for
21 historical pricing preference, you need to submit
22 that information as outlined in Section 2.05.

1 The last part of the slide on page 20 just kind
2 of talks about how the information should be
3 provided to the government. The CDs should be
4 packaged as we discussed earlier and sent via mail
5 to both the Department of Veterans Affairs and
6 Public Properties. Obviously anything that is late
7 would be deemed unacceptable.

8 And so, I just want to make sure that you give
9 yourself plenty of time to get this information to
10 us. I think that's pretty much everything to cover
11 under slide 20.

12 Go on to slide 21 site requirements. The
13 biggest thing here is evidence of ownership. We
14 touched on this a little bit earlier, but at time of
15 initial offer, you need to show us that you control
16 the property. Again, that can be either through a
17 deed, you know, own it, fee simple, and you'd give
18 us the deed or you show that you have a long-term
19 ground lease that would be long enough to design,
20 construct the building and have up to a 20-year
21 lease or an Option to Purchase contract to show that
22 you have the ability to close on the property.

1 The second tab here is just showing evidence
2 that you're authorized to submit the site from
3 ownership. This is pretty much the same type of
4 documentation, you know, an option sales contract,
5 one of those type of items. And that's pretty much
6 everything under page 21 that we really need to get
7 into.

8 Moving onto page 22. This is Section 3.10,
9 talking about a Green Globes certification. This
10 building will be a Green Globes for sustainable
11 interiors and that will be done through the TI
12 process. Obviously the government's paying for the
13 TIs, either in lump sum or potentially in portion
14 can be amortized and that will -- as well as we go
15 through the design, will cover the Green Globes,
16 sustainable interiors certification.

17 So moving onto slide 23.

18 Okay. So we'll go on to slide 23, which is
19 communications and award as Eric noted earlier, the
20 off our goal and our hope would be able to award off
21 of initial offers. Of course, if we can't, we will
22 create a competitive range and we'll move on to

1 negotiations with that competitive range but if we
2 can award off initial offers, if all of the
3 information submitted allows us to do that and there
4 is a clear offer that's the best value for the
5 government, we'll certainly do that. So with that
6 in mind, Offerors need to meet the mandatory minimum
7 requirements of the solicitation. You know, the
8 award is going to be based on best value with price
9 and technical being considered, both price and
10 technical approximately equal.

11 We may hold discussions as I just noted earlier
12 with a competitive range, if we do so you'd be
13 notified via letter and we would hold conversations
14 with each of the groups in the competitive range;
15 providing strengths, weaknesses, omissions, et
16 cetera.

17 And lastly, and this is pretty straightforward,
18 the government's award occurs upon execution of the
19 lease by the contracting officer.

20 So, you know, you may hear things, read things
21 sometimes stuff gets in the paper, there is no lease
22 award until a contracting officer countersigns the

1 lease and it's awarded. Of course, if you're
2 proposed, you'd be notified of that award via letter
3 and it'll also be posted into Fed Biz Opps, if you
4 are not successful Offeror.

5 MR. MOORE: So this is Mike Moore here. I'm
6 going to pick up on a page or slide 24 here, best
7 value trade off. Moving on to Section 4.03 of the
8 RLP. I'm going to -- in accordance with FAR Part
9 15.101, competitively negotiated best value trade
10 off source selection procedures will be used to
11 evaluate the proposals and award will be made to the
12 responsible Offeror offering the best value to the
13 government after evaluation of both total evaluated
14 contract price and non-price technical factors. A,
15 the government tends to evaluate proposals and award
16 contract without discussions with the Offeror,
17 except clarifications described in FAR 15.306(a).
18 Therefore, the Offeror's initial proposals should
19 contain the Offerors best terms from a cost or price
20 and technical standpoint. The government reserves
21 the right to conduct discussions if the contracting
22 officer later determines them to be necessary.

1 If the contracting officer determines that the
2 number of proposals that would be otherwise be at
3 the competitive range exceeds the number at which
4 efficient competence can be conducted. The
5 contracting officer may limit the number of
6 proposals in the competitive range to the greatest
7 number that will permit an efficient competition
8 among the most highly rated proposals.

9 All technical -- B, moving on to B.

10 All technical non-price factors will be a
11 combined are approximately equal in importance to
12 price, but as proposals become more equal in their
13 technical merit, the evaluated price becomes
14 comparatively more important. The government may
15 make tradeoffs between price and technical merit
16 when determining if the increased technical merit is
17 worth the increased price. The contracting officer
18 will evaluate all aspects of the proposal to assess
19 the Offerors ability to perform the contract
20 successfully. The evaluation will be conducted on
21 the factors specified in this RLP.

22 So essentially, we're doing a best value trade

1 off. That is what we're going to do. A portion is
2 price and a portion is based on various factors.

3 So if you have any questions of the type of
4 acquisition strategy that we're making, this is the
5 slide you want to refer to.

6 Just moving on, just to touch base -- I'm not
7 going to read through all of these, but we've got
8 technical evaluation factors noted in Section 4.03
9 of the RLP.

10 These factors are listed in descending order of
11 importance. Areas of consideration are not listed
12 in order of importance and are not assigned a
13 specific rating. Factor No. 1, technical quality.
14 Then there's B and C, talks about architectural
15 concept and design, quality of characteristics and
16 so forth. So sustainable energy.

17 Factor No. 2, Offeror's qualifications and past
18 performance. This is going to gauge how well you've
19 performed in the past, what sort of team that you
20 have for your design team. It's going to look at --
21 we're going to look at your financial resources and
22 also, as we mentioned earlier, your project

1 management plan.

2 Factor 3 will be operations and maintenance
3 plan, OMP.

4 So we're going to look at your interior/
5 exterior maintenance of the building itself, your
6 staffing plan, and just routine calls for ER calls,
7 procedures and response times. So those are some of
8 the things we'll look at.

9 In Factor 4, we'll be looking at your status,
10 whether it's a Service-Disabled, Veteran-Owned Small
11 Business known as SBVOSB and the VOSB and small
12 business and any other special status that may be a
13 proposed or provided to the VA.

14 MR. SEIFERT: And one thing to just add here,
15 just to clarify. So there's the four factors and
16 then what's listed, as you know, underneath those
17 are the areas of consideration. So those are no
18 longer subfactors, those are just areas within that
19 factor that we'll be considering when we're
20 reviewing that factor.

21 MR. MOORE: Thanks Brad, I appreciate that.

22 We just kind of talked about this, this is just

1 getting a little bit -- the next slide just talks
2 about the economic status of those special
3 classifications. For purpose of this solicitation.
4 For this contract lease, the NAICS code that we
5 mentioned earlier, which is a 531120, talking about
6 going back to small business size standard is \$38.5
7 million. Just to highlight that again.

8 Under this classification a concern -- it's
9 considered a small business if it's average annual
10 receipts for its preceding three fiscal years do not
11 exceed the size standard reflected above, which is
12 \$38.5 million cap. The prime and joint ventures.
13 Submitting a proposal response is a response to this
14 solicitation must meet the small business size
15 standard.

16 If you're an eligible Service-Disabled Veteran
17 or Veteran-Owned Small Business, you shall receive
18 credit for your status.

19 A Service-Disabled Veteran will receive full
20 credit for this evaluation criteria as well as a
21 Veteran-Owned Small Business. You'll receive
22 partial credit greater than any all other small

1 businesses will receive partial credit. So each one
2 of these special classifications or preferences will
3 receive some sort of -- some type of credit that
4 will be evaluated.

5 Office of Small and Disadvantaged Business
6 Utilization. This is just a providing contact
7 information for OSDBU. Mr. Tyrone Lassiter, a
8 senior small business specialist, he is with the
9 Office of Small and Disadvantaged Business
10 Utilization, located at 810 Vermont Avenue,
11 Northwest, Washington, DC. His phone number is 202-
12 632-5619.

13 So just moving on, what we're going to move
14 into now, we're going to go into space measurement.
15 Starting on slide, if we can go to slide 28 or page
16 28.

17 Right now we're going to take a minute to
18 introduce, we're going to have our AE firm speaker
19 announce himself, and his role or title and company
20 name and his involvement with the VA and then we're
21 going to have him speak regarding space measurement.

22 So at this time you can go ahead and introduce

1 yourself and take over the slide please.

2 MR. ABELN: All right, thanks Michael.

3 This is Daniel Abeln with Leo A Daly, part of
4 the contracted AE design team in partnership with
5 FFE who is also represented on the call here. So
6 I'll run through the next few slides regarding the
7 design piece that's included in this RLP.

8 As Mike mentioned this slide lays out how space
9 measurement is being determined for this
10 procurement. This is in accordance with Form L100,
11 as Mike also mentioned, it kind of follows the GSA
12 lease protocol. So it lays out common area factor,
13 rentable square foot, and most importantly the
14 ANSI/BOMA definition. So as shown earlier, this is
15 calling for 34,200 ANSI/BOMA square feet.

16 On page 29, it talks about the design concept
17 in what must be submitted with the offer. As most
18 of you are probably familiar with, a design concept
19 is a requirement for the offer. It does require at
20 a minimum a detailed explanation and analysis of the
21 architectural and engineering design, and a
22 description and analysis of the nature of the

1 building.

2 So this design concept that gets submitted with
3 your proposal will be used to evaluate the technical
4 proposals which were discussed in Factor 1, on a
5 previous slide. It's also anticipated that the
6 submitted design concept will be what is used to
7 move into design development drawings for the
8 awarded Offeror. One thing to highlight the failure
9 to meet these requirements for plans and
10 specifications as laid out in the RLP, is a -- may
11 be deemed as unacceptable and a nonresponsive offer
12 and not considered from there forward.

13 On page 30, elaborating further, as you'd
14 expect, the design and construction of the building
15 must not only follow all of the information in the
16 RLP, but any federal regulations that are or aren't
17 identified in the various appendices and all
18 building code and ordinances. You'll see in one of
19 the appendices, Appendix D, lays out the anticipated
20 applicable codes. However, if there is -- if there
21 are others or if there is a conflict that most
22 stringent standard applies to this procurement.

1 Green Globes certification. Again, this was
2 touched on briefly earlier, but please be aware that
3 all of these submissions should show the ability to
4 meet a minimum of Two Green Globes, as part of the
5 design and construction package.

6 So we will move into page 31, is the title
7 slide. We'll move into the design concept overview.

8 Page 32 is the cover for the program for
9 design. As you'll see in the program and plan, this
10 location does have a slightly different functional
11 program that some of the others that may be
12 currently out. This program is largely mental
13 health and physical medicine or physical therapy.

14 So the program for design -- moving on to page
15 33, will lay out all of the required spaces grouped
16 by department and then subgrouped by functional area
17 within that department. Each of these groups of
18 spaces is totaled in quantity and in net area. So
19 keep in mind that the areas shown in the program,
20 are net areas, so the total of the nets then goes
21 into the factor -- the multiplication factor to get
22 us to our ANSI/BOMA square footage.

1 On page 34 is a sample of a portion of Appendix
2 A.2, which is the project room contents list. This
3 list is grouped in the same fashion as the program
4 for design; first by department, then by functional
5 area. It lays out each of the components within the
6 room, what that JSN Number is, and probably most
7 importantly at this point, the acquisition code
8 where it will identify if the contractor furnished
9 and installed item, a government furnished and
10 installed, or a contractor installed/government
11 furnished. And then, of course, the description and
12 the quantity.

13 So this segment of the list is repeated for
14 each unique space within the program. If there are
15 multiple instances -- for example, a consult room.
16 A consult room will only be reflected once and it is
17 applicable to each instance of that space.

18 On page 35, Appendix B is an example floor
19 plan. Please note that this is intended to be an
20 adjacency diagram, not necessarily a floor plan. As
21 Mike mentioned earlier, requesting not more than two
22 contiguous floors. This particular adjacency

1 diagram, will lay out the critical adjacencies for
2 you.

3 If you have not looked at this closely yet, the
4 reddish color to the left of the plan is largely the
5 mental health component. The various greens to the
6 right of the plan are largely the physical therapy
7 and related spaces. And then along the back, is
8 kind of your staff and utility corridor. And in the
9 center is kind of the shared services utility IT-
10 type spaces.

11 And there is a series of plans within the Fed
12 Biz Opps link that will not only give you the
13 overall, but will give you some enlarged plans as
14 well.

15 Appendix C.1, is the agency specific
16 requirements. So this is a written, essentially
17 it's a product narrative. These are things that may
18 not be immediately evident based on solely the plan
19 or program itself, but are still requirements for
20 the built environment for this location. So this is
21 a supplement to the drawings and the program that
22 lays out additional requirements specific to this

1 site. This is a unique document to each
2 procurement, not a -- you know, generic requirements
3 list. So please read this carefully.

4 MR. ROBERTS: We're going to --

5 MR. ABELN: Go ahead.

6 MR. ROBERTS: No, go ahead.

7 MR. ABELN: Okay. Appendix C.2, Facility
8 Security Level II. So in this revised process, the
9 Lessor shall comply with the security requirements
10 shown in the FSL II document.

11 So this is all levels of security from building
12 systems to security cameras, intrusion detections,
13 alarms, phones, et cetera. It's really important
14 and this is a change for those who have pursued
15 these in the past. The VA is no longer requiring
16 conformance in this method with the physical
17 security design manuals for both mission critical
18 and life safety in the old VA 0730 Handbook. It is
19 just the FSL Level II document, and again, that
20 correlates with the typical GSA procurements.

21 Appendix D. I referenced this a few slides
22 ago. Appendix D is the healthcare codes and

1 standards. So within this document, these are the
2 anticipated regulatory guidelines from state and
3 local building codes to current local planning and
4 zoning codes, joint commission FGI, NFPA, ADA, and
5 on down the list. Although the security
6 requirements have modified, again, be aware that the
7 PGA 18-14 for room finishes, door and hardware, the
8 signage design guide, and the VA planning guide are
9 still referenced in this document.

10 Appendix E is the IT specifications from the
11 VA. This was about a 14-page packet. This is not
12 site specific. This is something that you would see
13 on a all VA CBOC projects that gives you very
14 detailed information on their requirements for
15 cabling, connection plates, cover plates, server
16 room sizes, server room components, rack
17 specifications, and so on. So this is required
18 across all sites. It should be a familiar document
19 and is now Appendix E in this process.

20 I believe Mike, that's the end of the design
21 slides.

22 MR. MOORE: Yes Daniel, you are correct. Thank

1 you so much. Great job there. We're going to take
2 a two to three minute break. We're going to put
3 everyone on mute. Just continue to hang with this
4 and we'll be right back. Just a short break here.
5 Thank you.

6 (Recess.)

7 MR. MOORE: All right. This is Mike Moore.
8 Thanks for those few minutes. We're going to get
9 started here. Brad -- I'm turning things over to
10 Brad Seifert.

11 MR. SEIFERT: Okay. So we're on slide 40.
12 We're going to talk about some of the standard forms
13 before doing that. One thing on Appendix D, which
14 mentions the different codes that are applicable.
15 One code, it's not really a code, but one item
16 that's not in there is the TIL, which is the
17 Technical Information Library for VA. We are going
18 to provide a link to that in the amendment that's
19 going to come out following this pre-bid meeting
20 probably in the next day or two. So you will have
21 that. It's a great source of information while
22 you're looking at -- especially the room list, if

1 you want to go in there and kind of dig a little
2 deeper there. So we will provide that information.

3 Okay. With that said, we will start with the
4 standard forms. The first being the Proposal
5 Compliance Matrix, which I noted earlier. Again,
6 this is a new form, but we think it will be very
7 helpful in two ways.

8 One, I think it'll help the Offerors to
9 organize their proposals. You know the RLP is a
10 very big document and within that document the
11 requirements of what are to be submitted are kind of
12 buried throughout. So this is a way for you to kind
13 of see everything that we're looking for in one
14 snapshot. And then for us, when the proposals come
15 in it will be much easier for us to make sure that
16 everything that should have been submitted, has been
17 submitted.

18 So definitely, you know, take your time and use
19 that kind of as a guide to preparing your proposal.

20 The next form that I want to talk about is GSA
21 Form 1217. This is the Lessor's annual cost
22 statement. Two parts here. You know, really for

1 those unfamiliar with the government leasing
2 process. They way the government looks at their
3 operating expenses, it's in Section 1 and Section 2.
4 Those operating expenses are treated a little bit
5 differently.

6 Section one, which is summed up on line 27,
7 that's what the government calls its operating
8 expenses. This includes your electric, your gas,
9 your water, upkeep of the building systems. In this
10 case there are no janitorial services, so that would
11 obviously not be included, but those items under
12 line 27 are what the government calls their
13 operating expenses. Those, if requested, would be
14 the cost that would get an annual CPI increase at
15 the anniversary date of the lease.

16 On the GSA Form 1364, kind of stand alone as
17 their own cost bucket. Section 2, which are the
18 estimated annual cost of ownership exclusive capital
19 charges. This is your taxes, your insurance,
20 building maintenance, commission, and management.
21 Those numbers are built into the shell rate. So
22 those are kind of broken out. You build those into

1 the shell rate and then each of those, in terms of
2 how the rectified every year are dealt with a bit
3 differently.

4 Really, it's just your real estate taxes and if
5 you can go through the lease section, look at the
6 real estate taxes are adjusted. There's a base year
7 that's set and then you will get adjustments paid
8 annually on top of that base year charge.

9 The next form is GSA Form 1364. For the most
10 part, the pricing information on this form it is
11 captured on Attachment 1, which we'll talk about
12 soon. So you don't -- you can just say see
13 Attachment 1 for pretty much everything in the table
14 lines 12 through 17, boxes A through F because
15 that's all being captured on our Attachment 1.

16 We do want, again, a separate form for each of
17 the three scenarios that will be something that a
18 general counsel requires when we go forward to award
19 this. The first part of this in Section 1 just
20 talks about the building. Section 2 is the pricing
21 part that again, really isn't that applicable here.
22 Just say see -- where it's applicable, say see

1 Attachment 1.

2 And then section -- the back page of this which
3 isn't on the slide, talks about lease term. It talks
4 about mark ups, tax base.

5 The one item that is very important that,
6 again, it's not all the slide but I did want to
7 mention, is that a in box 28, there's a section for
8 site cost and if you are not providing us with an
9 option to purchase contract in which the value of
10 that contract, the cost in that contract will go
11 into our calculations of the cost for the fair
12 market value. When we're doing our scoring runs.
13 If that's not the case and you either own a building
14 or you own a piece of land, we need you to provide
15 us with the estimated cost of the value -- that
16 building or the land on that box. It's very
17 important that we have that in order to run the
18 score and calculations.

19 So now onto slide 44. This is just a snapshot
20 of that Attachment 1, GSA Form 1364. I think the
21 form is fairly straightforward. You will enter in
22 square footage numbers. You'll enter in a cost,

1 annual operating expense, TI costs which I think
2 already in there for you, and then you have an area
3 to -- on the 15-year, the 15-year with the five one-
4 year options, and the 20-year, to enter in your
5 rental rates. That way all of the pricing
6 information is submitted, the same across Offerors
7 and it gives you a format if you want to bump rents,
8 step rents, whatever the case may be. You have the
9 ability to offer different rent for every single
10 year. So we think this form will be helpful to
11 provide some consistency across Offerors proposals.

12 Next is the GSA Form 3516, solicitation
13 provisions. This generally is outlining certain
14 solicitation provisions that really, if you're
15 familiar with government real estate at all; VA or
16 GSA or otherwise, this is a form on all
17 procurements. All we need to do here is just have
18 you initial that form and submit it back to us.

19 Now we're into the miscellaneous section, slide
20 46, talking about budget scorekeeping. I just kind
21 of touched on this a second ago. We'll go into a
22 little more detail now.

1 The government will award the lease pursuant to
2 this RLP, only if it scores as an operating lease
3 under OMB Circular A-11.

4 To put that into a little bit more detail,
5 essentially the government does not want to pay
6 lease costs that are more than the value of building
7 a building. And so, the calculation compares the
8 government's fair market value to the net rent
9 payments over the term of the lease and those
10 payments are discounted. So the government's fair
11 market value is calculated by one, the land cost or
12 the building value that you have currently. And
13 again, you'll either provide us that on the 1364 or
14 we'll see that in the option to purchase contract.

15 But that cost, whatever your cost is for the
16 land will be the value of the land, the building and
17 site development that value is based on a government
18 estimate and that is equal across all proposals. So
19 the only variable for all from offer to offer on
20 what the government's fair market value is, is the
21 land itself.

22 So you have that as the numerator and the

1 denominator, again, is the discounted rent payments.
2 So that's essentially taking your full service
3 rental rate. You're netting out everything on GSA
4 Form 1217. So all the operating costs come out and
5 your taxes, your insurance, your management. All
6 those numbers come out so you essentially have a
7 triple net number, the triple net number annually is
8 discounted. And then, we sum the annual rent up to
9 get one number and basically the math is that number
10 divided by the fair market value.

11 If that calculation comes out to 90 percent or
12 higher, it's a capital lease. The government cannot
13 award a capital lease. So that number has to be
14 below 90 percent, so 89.99 percent or below for it
15 to be an operating lease.

16 We will run that calculation on each of the
17 scenarios. So as you can imagine, based on what
18 I've just explained a 15-year lease is easier
19 generally to score as operating because there are
20 less years of rent than a 20-year lease. And the
21 reason we asked for the 15 with a five one-year
22 options is that sometimes we can get a 15-year

1 lease, we have a little bit more room or we can add
2 an option year or two. So we're going to run that
3 for each of the scenarios and hopefully all of them
4 as far as operating leases.

5 Going onto RLP 5.01, offsite improvements. Any
6 offsite improvement costs are borne by the Lessor
7 and should be built into the rental rate. That's
8 anything that's required by the city, the county,
9 any jurisdiction for offsite road improvements,
10 landscaping, adding bus stops, curb cuts, anything
11 like that. All those costs should be included as
12 part of your proposal. There will not be any
13 separate lump sum payments made for those after
14 award.

15 Next slide. Page 47, due diligence. Basically
16 this is just stating that it is incumbent on the
17 Lessor to understand all factors associated with
18 their site. You know, if for example, that you go
19 in and you start developing your site and you
20 realize that there's tons of rock underneath, it's
21 going to cost you a whole lot more for site work
22 than what you previously thought, that unfortunately

1 is not the VA's problem, that is something that
2 you're going to have to cover.

3 So again, you need to be 100 percent confident
4 in your site, do due diligence on your site. Of
5 course, part of that process is we're going to be
6 getting a Phase 1 and a cultural resource study from
7 you as part of the proposal, but everything else is,
8 you know, at the Lessor's risk basically. RLP
9 Section 5.03, just talks about applicable law. I
10 don't think I need to read this, but basically
11 there's a few government acts, the Contract Dispute
12 Act, the Anti-Deficiency Act and the Federal Tort
13 Claim that govern process. And if there were some
14 kind of reason for there to be a lawsuit, these laws
15 would govern.

16 All right. Moving onto slide 48, contract
17 requirements. Just kind of a couple of bullet
18 points here. Pretty standard information. Fire
19 protection and life safety. There's a form -- GSA
20 Form 12,000 that goes through fire protection, life
21 safety. The building needs to meet all local and
22 federal codes as it applies to fire protection, life

1 safety.

2 Physical security, accessibility. Obviously
3 this is -- in terms of accessibility, ABAAS governs
4 here. Physical security. We have our, under the
5 agency's specific requirements, our Security Level
6 II document that will outline what is required for
7 physical security.

8 Third bullet, offered space must be zoned for
9 VA's intended use. I think we've talked about that
10 earlier. I think again, it would be a business
11 occupancy. There are no overnight stays or no
12 incapacitated people at these facilities, so it's
13 just looked at as medical office space. It needs to
14 be zoned as such. We talked through the codes.

15 Construction wage rates. Because this is a
16 federal government project, the wage rates are
17 governed by the Davis-Bacon Act. We have included
18 in the documentation, the RLP, Monroe County's
19 latest Davis-Bacon wage rates. Those are what will
20 have to be paid to anybody working on the project.
21 Obviously those numbers change and are updated. We
22 will try to send out amendments once those are

1 updated, but it will be up to the Lessor to pay the
2 up-to-date Davis-Bacon wage rates if they're
3 successful on this project.

4 And the last bullet point kind of talked about
5 that already, with accessibility standards and
6 ABAAS.

7 Getting towards the end here. Page 49, slide
8 49.

9 Most of these are pretty self-explanatory, but
10 you know, the Lessor's responsible for reading and
11 understanding all portions of the RLP and providing
12 a complete a proposal.

13 The compliance matrix needs to be completed and
14 submitted. Initial every page of the entire offer.
15 That will allow us, if we are going to award off
16 initial offers, to understand that you've read
17 through and have acknowledged every single form in
18 there.

19 Just ensure that the forms are completed
20 correctly. And so often we get, you know, a 3518
21 back that doesn't have one of the boxes filled out.
22 Well, that pretty much makes it possible to award

1 off of initial offer. So, you know, be thorough and
2 proofread, make sure that everything's filled out
3 completely.

4 Authorization to sign. This goes back to one
5 of the documents we talked about it earlier, but as
6 one thing that we need is signatory authority. So
7 whatever the entity is, if it's an LLC, if it's a
8 corporation, we need something stating that whoever
9 is the person signing the proposal on the 1364, who
10 will ultimately sign the lease, has the authority
11 and the entities are -- you know, governing
12 documents to sign on behalf of that entity.

13 Must be registered in SAM. We talked through
14 that. We talked about the NAICS code, we talked
15 about the 1364. We talked about the Attachment 1.

16 Okay. Moving onto page 50. Again, we talked
17 about these. I think phase one is to be submitted.
18 Cultural Resources needs to be submitted.

19 I think the biggest thing on page 50 is the
20 last bullet point. There is no conditional offers.
21 We're looking for a fully compliant offer that meets
22 everything outlined in the RLP agency-specific

1 requirements and other attachments. We are not
2 looking for an offer that's contingent on this or
3 doesn't include that. Those will not be received
4 well. So that's that.

5 Then lastly on page 51, we talked about site
6 control. We talked about the project management
7 plan. And then, financial resources, I think that
8 this is obviously an evaluation factor that Mike
9 talked about. You must submit all the financial
10 information that we're requesting if you want to get
11 full value for that factor. You know, more is more
12 when it comes to financial resources. We want to
13 see cash on hand, we want to see debt sources, we
14 want to see back up debt sources.

15 Obviously a lot of these projects can be fully
16 financed, but we want to see that this has been
17 thought out and that there are options in case
18 something happens in the markets and the VA isn't
19 going to be left in a scenario where we award a
20 lease and an Offeror can't financially perform. So
21 that's something that's very important and it's
22 something that I know we're going to consider very

1 much with the other evaluation factors when going
2 through that.

3 MR. ROBERTS: So, hey, this is Eric.

4 Just keep in mind too, did you guys cover the
5 authorized signature and make sure that.

6 MR. SEIFERT: Yeah.

7 MR. ROBERTS: Okay. All right. I just want to
8 make sure of that.

9 MR. SEIFERT: All right, so that's the end of
10 the presentation. We'll take a two or three minute
11 break, let everybody kind of think of any questions
12 that they want to ask. We'll get back on and answer
13 any questions that we can and then set a deadline
14 for questions to be submitted in writing and discuss
15 next steps.

16 (Recess.)

17 MR. ROBERTS: Okay. Hey, this is Eric Roberts.
18 We're going to open it up to questions. We ask
19 again that you state your name clearly for the
20 stenographer; your company and affiliation, as well
21 as, please make reference to any portions of the
22 solicitation package that you have the question on.

1 We'll do our best to answer here now. If we can't
2 please put those in writing and we can get it
3 answered and listed and placed on FBO to make it
4 open for everybody to see the answer to.

5 So with that being said, if there are any
6 questions, go ahead and speak up now.

7 Did we lull you all to sleep?

8 MR. MOORE: All right. So this is Mike Moore.

9 We're just going to give folks a minute or two
10 to --

11 MR. ROBERTS: We'll give it another minute or
12 two and see if anybody has a lagging question.

13 MR. KHOURI: Hey Mike, how are you doing? This
14 as a Rustom Khouri from Carnegie Management
15 Development Corporation. My question is relative
16 to the agency-specific requirements, whether it
17 demarks 75 spaces dedicated for the staff of the
18 clinic. And my question is regarding access control
19 of that lot and whether that the preference of the
20 VA to have included in this bid or if they're just
21 looking for a lot with separate access?

22 MR. ROBERTS: So we don't really want to show

1 preference here. So if it's specifically listed in
2 the agency-specific requirements that it should be
3 followed. If it's not listed, then it's not a
4 requirement. But if you are not happy with that
5 answer, then you can definitely put it in writing
6 and we'll take a closer look at the language and
7 spend some time evaluating it and seeing if there's
8 something that we can give you back.

9 MR. KHOURI: No, I don't think that's
10 necessary. I guess what you're telling me is that
11 the onus is on the Offeror to make a determination
12 on the cost versus the benefit on including it.

13 MR. ROBERTS: Yeah, I would say the burden
14 would definitely be on you to provide what we asked
15 for. As far as the cost benefit, that's entirely up
16 to you on that. But, again, I mean if there's
17 another question that stems from this, feel free to
18 put it in writing and I'm sure we can try to give
19 you an answer through FBO.

20 MR. KHOURI: Thank you.

21 MR. MOORE: Okay. This is Mike Moore.

22 I'm going to put everyone on a 30-second mute

1 here. Please stand by. Thank you.

2 (Pause.)

3 MR. SEIFERT: Rustom, just to kind of clarify
4 a little bit more that you know, the parking piece
5 of this is going to be evaluated based on the
6 technical evaluation factors. Specifically, the
7 site design piece.

8 And if you're providing options, if you want to
9 do different options, you can do that. The one
10 thing I would say that that affects pricing, we're
11 going to need a full pricing package for that, you
12 know, different option. So you need to almost be
13 submitting two different proposals although 90
14 percent of it would be the same.

15 MR. KHOURI: Okay, and so when you say two
16 options, you mean like the full Volume 2, twice
17 based on each option. Not just --

18 MR. SEIFERT: Correct, I need the full Volume
19 2, because yeah, the pricing I'm assuming would be
20 different. And then anything that differs in Volume
21 1, which would essentially, I think just be your
22 site layout, you would just bring that to our

1 attention as a separate CD. As long as it's clear
2 that that's the only thing's that changed. I don't
3 think we need to complete duplicate of everything
4 else.

5 MR. KHOURI: Okay. All right, thank you.

6 MR. MOORE: And this is Mike Moore, just to add
7 onto that. For example, if an Offeror has a 50 acre
8 site for example, and an Offeror wants to propose,
9 say the northwest quadrant. They would need to --
10 you know, whether it's a one-story or two-story. If
11 they're going to submit a second proposal and say
12 we're also going to offer a separate site at 25
13 acres at the southwest quadrant. They need to be
14 separate and broken out so that we know that we're
15 evaluating it as independently. All right, thank
16 you.

17 MR. ROBERTS: Yeah, exactly. Plus, I mean the
18 taxes, I mean, everything it needs to be mutually
19 exclusive of each other in order to evaluate it
20 properly.

21 MR. KHOURI: Right and legal description, tax
22 ID, all that.

1 MR. ROBERTS: Yep.

2 MR. MOORE: Yeah. And that again, that's for
3 anyone and everyone on the call or not on the call,
4 this is across the board. We're just providing the
5 clarification. There have been past projects where
6 we get into the offers have been received and it
7 wasn't very clear that what they were actually
8 proposing. We had 100 acres and we're saying you
9 can have anywhere you want to have it, Mr. VA but we
10 don't know how to evaluate. So it needs to be clear
11 and defined what you're actually proposing and they
12 need to be mutually exclusive.

13 MR. ROBERTS: Okay. So I think we've given you
14 more than enough information there.

15 MR. MOORE: So hopefully that answered your
16 question.

17 MR. ROBERTS: Yeah. If it doesn't then I'd be
18 very surprised.

19 MR. MOORE: And if it doesn't, please
20 put it in writing and we'll provide a written
21 response and share that was everyone.

22 MR. ROBERTS: So does anybody else have any

1 questions? We have about 10, 15 minutes left at the
2 most. So feel free to ask any questions.

3 MR. MOORE: And just add on to Eric, if you
4 don't feel comfortable asking a question or maybe
5 you don't know what question to ask right now, there
6 will be a period of time where we will open it up.
7 We will receive written questions, we will provide
8 written responses. We will post that to FBO and
9 Eric will give everyone on this call today, the
10 deadline for that.

11 MR. KHOURI: Great.

12 MR. ROBERTS: We will decide after the question
13 and answer period to make sure we get that out as
14 part of the next amendment that goes out on FBO. So
15 we'll give you guys a reasonable amount of time to
16 answer them. Again, we'll take a reasonable amount
17 of time to take questions and we'll take a
18 reasonable amount of time to answer.

19 MR. KHOURI: I want to give somebody else the
20 opportunity to ask a question, if not this is Rustom
21 Khouri again with Carnegie.

22 I just want to confirm that the cost associated

1 with achieving the Facility Security Level II items,
2 you want those shown in the BSAC line item on the
3 1364?

4 MR SEIFERT: No. So anything that's under
5 Level II, that shell -- which really there isn't a
6 lot, would be a shell cost. Those don't need to be
7 broken out.

8 Anything that's identified as TI, those items
9 have been captured in the estimated tenant
10 improvement allowance. And so, you just need to
11 know that you'll be providing those items. You
12 don't need to break out the cost. So that will be
13 done through the tenant improvement allowances.

14 MR. KHOURI: Perfect. That makes a lot of
15 sense.

16 MR. ROBERTS: So yeah, it's already pre-
17 populated on the 1364, that lump sum amount,
18 whatever dollar figure that is, includes agency-
19 specific requirements of Facility Security Level and
20 the other information related to the appendices.

21 So keep that in mind. You're not bidding on
22 that. You're building on the shell costs. So

1 you're bidding on the lease contract. So just make
2 sure you make a note of that. They are separate.
3 It's the new way the VA is doing this. We're trying
4 to be as consistent, as fair as possible. And
5 again, the TI lump sum amounts already been included
6 for you.

7 Any other questions?

8 MR. KHOURI: No, I mean, just to piggyback
9 that, another clarification. There won't be any
10 security unit price matrix distributed, is that
11 correct?

12 MR. SEIFERT: Yeah. There's no matrix that's
13 needed because you won't be pricing it.

14 MR. KHOURI: Right. Exactly, okay.

15 DR. KHOURI: This is Dr. Khouri, with Carnegie
16 also. I just had a question.

17 In the RLP you state that you can have a two-
18 story building. Your floor plan that was done by
19 Leo Daly there shows all the adjacencies on one
20 floor. If we wanted to submit a two-story design,
21 would the VA provided any guidance on which
22 departments you would prefer to be moved to a second

1 floor?

2 MR. SEIFERT: We're not going to provide a
3 different drawing that has two stories. I can tell
4 you that Dr. Khouri. I would say just try to keep
5 those adjacencies as best you can. And you know, as
6 Daniel had described, there's kind of two uses here.
7 You have the mental health piece, you have the
8 physical recovery piece. To me that's the logical
9 way to do it.

10 Daniel, do you have anything to add there that
11 you want to kind of chime in on?

12 MR. ABELN: That's actually exactly what I was
13 going to share. Under a broad assumption that if
14 it's multiple stories, the stories are, you know,
15 roughly the same footprint on each floor, the
16 seemingly logical division because this procurement
17 only has really two departments.

18 Obviously multiple functional areas within
19 each.

20 DR. KHOURI: Okay.

21 MR. ABELN: But they are roughly equivalent in
22 size. It would make sense to be the physical

1 therapy, physical medicine on one and the mental
2 health on the other.

3 DR. KHOURI: Thank you.

4 MR. ROBERTS: Daniel, thank you. You can also
5 refer to the TIL, the models are in there. They
6 show you adjacencies and things. That's public
7 knowledge. So do you have the TIL? We were going
8 to send that out as an amendment.

9 MR. SEIFERT: Any other questions from the
10 group?

11 DR. KHOURI: One more question. This is Dr.
12 Khouri. We're going to do the NEPA, the KTECs, and
13 the Phase 1 on the site.

14 Do you need those submitted by the September
15 21st date?

16 (Pause.)

17 MR. MOORE: We're here. Please standby.

18 MR. SEIFERT: We're going to answer that one in
19 writing, because we have done that on other projects
20 --

21 DR. KHOURI: Okay.

22 MR. SEIFERT: -- given a little bit more time

1 to submit some of that information. I understand
2 that it takes time to get those reports done. So we
3 will answer that in writing, if there is going to be
4 a different date, we'll provide that in an
5 amendment.

6 DR. KHOURI: Okay.

7 MR. MOORE: Please submit that question in
8 writing and we'll provide a written response and
9 we'll share that with all Offerors.

10 DR. KHOURI: Okay. Thank you.

11 MR. MOORE: Thank you.

12 MR. ROBERTS: Okay, we got about six minutes
13 left if anybody has any last minute questions.

14 (No response.)

15 MR. ROBERTS: Okay. Well, thank you. This
16 will conclude our pre-bid presentation for the
17 Rochester Choice 2. Good luck and we appreciate
18 your involvement. Thanks.

19 MR. MOORE: Thanks everyone.

20 (Whereupon, at 2:34 p.m., the meeting was
21 adjourned.)

22