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U.S. DEPARTMENT OF VETERANS AFFAIRS

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PRE-BIDDERS CONFERENCE

9

Community-Based Outpatient Clinic

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Cape Girardeau, Missouri

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RLP No.: 36C10F18R0462

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14

October 24, 2018

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10:00 a.m.

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Capitol Hill Business Center

21

300 New Jersey Avenue, N.W., Suite 900

22

Washington, D.C. 20001

1 ATTENDEES

2 DEPARTMENT OF VETERANS AFFAIRS STAFF:

3 JOHN CALZADA, Senior Resident Engineer/Senior
4 Project Manager, Central Office Washington, D.C. (via
5 Skype)

6 TRACY DEWEESE, Planner Architect, Central Office,
7 Washington, D.C. (via Skype)

8 STEPHEN KEENE, EMS Chief, John J. Pershing VA
9 Medical Center, Poplar Bluff, Missouri (via Skype)

10 HONG HITCHINGS, Contracting Officer, Central
11 Office, Washington, D.C.

12 HELEN MEJIA, Contracting Officer, Central Office,
13 Washington, D.C. (via Skype)

14 ERIC ROBERTS, Contracting Officer, Central Office,
15 Washington, D.C.

16 EBONI THORNHILL, Project Manager, Central Office,
17 Washington, D.C.

18

19 REAL ESTATE ADVISORS:

20 LAURA STROHBACH, Senior Associate,
21 Carpenter/Robbins Commercial Real Estate, Inc.,
22 Arlington, Texas

1 ATTENDEES

2 ARCHITECTURAL/ENGINEERING SERVICES:

3 TIM WERNER, AIA, Architect, Calvin L. Hinz

4 Architects, P.C., Elkhorn, Nebraska (via Skype)

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

2 (10:00 a.m.)

3 MR. ROBERTS: Okay. So, I want to welcome
4 everybody to the Department of Veteran Affairs
5 Community-Based Outpatient Clinic Pre-Bid Conference
6 for Cape Girardeau, Missouri under RLP Number
7 36C10F18R0462. Today's date is October 24th, 2018.

8 With me is the court reporter, Nathan. So, if for
9 some reason we're talking too fast, or he can't hear
10 us, or he can't hear who's talking, Nathan, if you
11 could just speak up and let us know how to remedy that
12 situation so we can catch everything here today.

13 So, I want to welcome everybody. We're excited to
14 get to this step in this procurement. It's been a long
15 haul for this one, so -- but we're getting our ducks in
16 a row here, and we're excited about hopefully receiving
17 some quality bids by the expiration date. So, we'll
18 just go ahead and jump in. I will ask, and I just want
19 to make sure that there's no attorneys present here
20 that's representing any potential bidders. If so, go
21 ahead and speak up now.

22 (No response.)

1 MR. ROBERTS: So, Nathan, just so heard the
2 quietness, so we don't have any attorney representation
3 here. So, again, my name is Eric Roberts. I'm one of
4 the contracting officers on this procurement.
5 Actually, I'm the backup contracting officer or support
6 contracting officer for this procurement. So, I want
7 to say please hold all questions until the end. There
8 will be a chance to ask questions, so feel free to take
9 notes as we go through the presentation. But please
10 hold all your questions until the end, and we'll do our
11 best to answer those.

12 Obviously some questions we're not going to be
13 able to answer right off the bat. It's going to take a
14 little bit of research and possibly some other
15 questions to other folks that aren't currently on the
16 call. So, please keep that in mind. We will do the
17 best we can. When do you ask a question, we ask that
18 you at -- you state your name and your company
19 affiliation for the stenographer here today so we can
20 capture that. And this will go out on an FBO amendment
21 that will include this slide as well as the
22 stenographer's report when it's available.

1 So, that being said, I'll turn it -- I'll go ahead
2 and go to slide number two. So, basically, again,
3 please clearly state your name and company affiliation.

4 Please hold all comments until the end. We would
5 appreciate it. We do have quite a few slides to get
6 through today. Also, clearly reference -- any question
7 should reference any RLP or lease contract section or
8 number so we have an idea of where your question is
9 coming from, and we can better provide an answer to the
10 question.

11 Bear with us one second. What's going on?

12 MS. STROHBACH: There's an IM here, so they can --
13 they can type in questions, and then we can get to them
14 later.

15 MR. ROBERTS: Okay, yeah. So, if you're a part of
16 the Skype presentation here where we go through the
17 proposal, there is an instant message portion where you
18 can ask questions. Again, we'll try to answer those at
19 the end as well, but feel free to -- if you have
20 something in your head that you -- that's burning and
21 you want to just go ahead and type it into the IM
22 section in the -- in the Skype portion of this, then

1 feel free to do so. So, again, any questions not
2 answered here will need to be made in writing.
3 Typically that'll go to the broker support as well as
4 the contracting officer, and we'll officially post any
5 responses on FBO through an amendment.

6 So, moving on to slide number three, I'll hand it
7 over to Laura Strohbach, who is our broker
8 representative.

9 MS. STROHBACH: Good morning, everybody. As Eric
10 said, I'm Laura Strohbach. I've probably had at least
11 some email communication with a number of you at this
12 stage of the game. Today we're going to go through the
13 introductions for the project team. We're going to
14 talk about the objectives that we want to accomplish
15 this morning. We're going to talk a little bit about
16 the project, just hit the highlights of what the
17 project requirements are, and then some high-level
18 review of the RLP package. And we're going to have our
19 architect review the design concept drawings with us,
20 and then we'll have some questions and comment period
21 at the end of the -- of the program.

22 So, with us in the room here, we have Eric, who

1 you just heard speak. He's the backup contracting
2 officer. We have Hong Hitchings, who is the -- a
3 contracting officer.

4 MS. HITCHINGS: Good morning.

5 MS. STROHBACH: And I think online, not in the
6 room, is Helen Mejia, who is taking over.

7 MR. ROBERTS: Who is a contracting officer as
8 well. Helen, were you able to join the pre-bid this
9 morning?

10 MS. MEJIA: Yes, good morning. I'm on.

11 MR. ROBERTS: Good morning. Helen is brand new to
12 the Office of Real Property, and she is currently a
13 contracting officer under the Central Team as well.
14 So, we've invited her to listen in to the pre-bid
15 conference.

16 MS. STROHBACH: Okay. We also have Eboni
17 Thornhill. She's the project manager on the project.
18 She's here in the room with us.

19 MS. THORNHILL: Good morning.

20 MS. STROHBACH: We have -- online hopefully we
21 have John Calzada, who's going to be the senior
22 resident engineer, and --

1 MR. CALZADA: Good morning.

2 MS. STROHBACH: The slide shows Mollie West, but
3 Tracy DeWeese is actually taking Mollie's place on this
4 project as far as the VA planner architect.

5 MS. DEWEESE: Hi, I'm on.

6 MS. STROHBACH: Hello. Okay. Also here in the
7 room is me, Laura Strohbach. And online we have Tim
8 Werner with -- Werner with -- Tim Werner with Calvin L.
9 Hinz Architecture. Are you there, Tim?

10 MR. WERNER: Yes, I am. So, I'll be covering for
11 Gary today.

12 MS. STROHBACH: Okay. Thank you so much.

13 MR. ROBERTS: All right. So, this is Eric. We're
14 going to start with the procurement overview. We're
15 going to hand it over to Eboni Thornhill to cover a few
16 of the next slides.

17 MS. THORNHILL: Good morning. So, the purpose of
18 this project is to provide a new facility that will
19 expand capacity and services to the Cape Girardeau
20 area. This is a set-aside for service-disabled,
21 veteran-owned small businesses, SDVOSB, and veteran-
22 owned small business, VOSB. It is 51,592 ANSI/BOMA

1 office square feet, which is the maximum. There will
2 be a minimum of 290 onsite parking spaces, a minimum of
3 eight accessible spaces, including at least two van-
4 accessible spaces immediately adjacent to the facility.

5 Parking under the facility is prohibited.

6 The tenant improvement allowance is \$157.76 per
7 ANSI/BOMA, which is approximately \$8.1 million?

8 MR. ROBERTS: Yeah, it's approximately \$8.139
9 million. So, this is kind of new to how we do with the
10 -- with the new RLP process with the VA. Those that
11 have submitted on some of the CHOICE Act 2's that we've
12 released to the market, the one -- the restarts that
13 we're working on now are going to follow the same
14 process.

15 So, we basically have an IGE. We give you a
16 dollar amount for the TI's, and we ask that you bid
17 strictly the shell portion. The TI amount will not
18 change, so the 1364 on the Attachment 1 and the
19 specific blocks associated with the TI lump sum, we're
20 not asking you to tell us what TI you're offering. The
21 TI amount is already posted for you, so please make
22 sure that you use strictly that TI amount. Thanks.

1 MS. THORNHILL: The site must be controlled by the
2 successful offeror. VA is to lease the premise for a
3 term of up to 20 years. Occupancy is to be determined
4 based on the construction schedule provided by the
5 lessor and agreed to by the government. Offeror
6 finances the project through completion of
7 construction.

8 Offers. The mandatory offer requirements, offers
9 are due on November 20th, 2018 by four p.m. Eastern
10 Standard Time. Please submit compact discs to
11 Carpenter/Robbins as follows. No email submittals will
12 be accepted. Please include volume one technical
13 proposals, six CDs, no hard copy accepted. Volume two
14 price proposal, one CD, no hard copy accepted. One set
15 of compact discs, volume one and two, to Eric Roberts,
16 contracting officer, and Eboni Thornhill, project
17 manager. CDs must be bookmarked. CDs only, no DVDs.
18 Initial and sign all pages of your submittal. Offers
19 that do not comply specifically and correctly with RLP
20 directions are at risk of being determined non-
21 responsive.

22 MR. ROBERTS: Yeah. And, folks, make sure that

1 whoever is signing the documents have the authority to
2 sign the documents. I can't tell you how many times we
3 do our due diligence as contracting officers, later
4 when we do what's called a responsibility
5 determination, and we find that the person that's
6 actually signing the documents don't -- doesn't have
7 the authority to sign the documents. That becomes a
8 problem. So, make sure that you have signatory
9 authority and you're able to bind the Federal
10 government to a real property lease contract.

11 MS. THORNHILL: Okay, communications and award.
12 VA will award based on best value tradeoff, price, and
13 offer factors considered. VA may award this contract
14 based on initial offers. VA may elect to establish a
15 competitive range. Negotiations may be conducted with
16 only the most-highly qualified offerors in order to
17 determine the best value to the government. Price
18 evaluation is based on net present value analysis,
19 price per ABOA score fee based on RLP Section 4.05.
20 Award occurs when both parties execute the lease and
21 the contracting officer mails the lease or otherwise
22 furnishes written notification of the award.

1 MR. ROBERTS: Okay. So, just a couple of points
2 on that. So, sometime in the procurement process, the
3 CO has to decide whether or not the offers are good
4 enough and reasonable enough to award off of initial
5 offers, or whether they need to establish a competitive
6 range and enter into discussions. That's going to be a
7 contracting officer decision.

8 Guys, keep in mind, put your best foot forward.
9 The deal is that we want to award off of initial
10 offers. It not only helps you, but it also helps us
11 because it allows us to finish the process quicker. It
12 allows you to get paid quicker. So, we ask you that
13 you cross all your T's, dot all your I's, make sure all
14 your documents are in a row.

15 There's something in there called a compliance
16 matrix now. We put that together for your benefit, so
17 please follow it. It tells you exactly what you need
18 to submit and how to submit it. What we don't want to
19 see is a bunch of messy bids come in where we're trying
20 to figure out exactly what the prices are, what the
21 information is, and things like that. So, we're asking
22 you to put your best foot forward. The goal is to

1 award off initial offers, and it's a CO discretion
2 obviously. But just keep that in mind.

3 So, if we want to switch to the next slide, slide
4 10.

5 So, again, this is a best value source selection
6 procurement. This is not a lowest-price technically-
7 acceptable procurement. A few of those have been
8 floating around. You'll see with the majority of the
9 CHOICE 2's and the remaining CHOICE 1's, though only a
10 majority will be at best value. What that means is
11 that the contracting officer has discretion with price
12 and technical factors.

13 One thing we're doing new at the VA, aside from
14 the new RLP process, which, you know, basically reduced
15 the number of pages from an SFO of about 250 down to
16 about 40 with the new RLP, is that we're doing a new
17 technical evaluation factor process where we're using
18 adjectival ratings instead of a weighted average. So,
19 keep that in mind.

20 Price and technical factors are approximately
21 equal. Again, there's some CO discretion there, but
22 please keep that in mind. Technical factors are

1 evaluated by a Technical Evaluation Board. The source
2 selection authority is the contracting officer who
3 appoints a Technical Evaluation Board member or lead,
4 which is typically going to be a project manager.

5 Pricing information is not given to these TEB members.

6 Just keep that in mind. The pricing portion of this
7 is strictly done by the contracting officer.

8 So, also keep in mind that you're bidding the
9 lease contract. We're giving you the TI amount. We're
10 giving you the agency-specific requirements. You'll
11 see a bunch of new appendices with the new process. We
12 don't have exhibits anymore. We don't have schedules
13 anymore. We have appendices. So, please -- what we're
14 trying to do is streamline here, and so far it's been
15 really effective on other procurements. So, just
16 please keep that in mind.

17 Okay, switching to slide 11.

18 So, here's -- here are -- these are basically our
19 new technical factors. We came together as a group and
20 spent a considerable amount of time looking at what's
21 in the best interest of the vets, what's in the best
22 interest of the facility, what we can do to streamline

1 and standardize the process to allow bids to come in
2 more consistently, and what we came up with are these
3 technical factors. These technical factors are going
4 to be very similar to the other CHOICE 2 procurements
5 you see on the street and that have expired, so keep
6 that in mind. We're doing this as a benefit to you as
7 well as us, and that is to help streamline the process.

8 So, this is what -- the technical factors. This
9 is what the Board is going to be looking at as far as
10 their comments and their adjectival ratings. So,
11 please keep that in mind.

12 The descending order. So, factor one obviously is
13 going to be more important than factor two, which is
14 going to be more important than factor three. It's
15 similar to what we've used in the past, but, again,
16 it's an adjectival system, so they're not going to be
17 rated according to weights and numbers. So, please
18 keep that in mind.

19 Moving on to slide 12.

20 So, slide 12 is just to piggyback off of Section
21 4.04(b), technical factors, again. Socioeconomic
22 status. Give me one second here.

1 (Side conversation.)

2 MR. ROBERTS: Okay, my apologies. So, moving to
3 slide number 12. So, factor four is socioeconomic
4 status. Keep in mind, as alluded to earlier, this is a
5 service-disabled, veteran-owned small business or
6 veteran-owned small business set-aside procurement.
7 So, you have to be labeled as either VOSB or SDVOSB, or
8 you're going to be found -- you're going to be
9 eliminated from the competition. So, please keep that
10 in mind.

11 We do mention small business here because
12 obviously both veteran and service-disabled veteran are
13 both considered small business, so we still need you to
14 be registered correctly. And also, please keep in
15 mind, too, that service-disabled, veteran-owned
16 businesses get preference over veteran-owned businesses
17 to a certain degree. That's not saying, you know, that
18 any SDVOSB is going to win out over any VOSB. They're
19 just given a preference, a small preference, if they
20 are registered as an SDVOSB versus a VOSB. So, but
21 please follow the guidelines in registering as a small
22 business, and please follow the guidelines in vendor

1 information portals and other things that the CO looks
2 at to determine whether or not you are considered an
3 SDVOSB or a VOSB.

4 So, okay. Switching to slide 13.

5 Slide 13 just basically lays out the guidelines
6 needed for SDVOSB and VOSB. I'm not going to go into
7 detail here. These things are pretty self-explanatory.

8 It tells you exactly what you need to do. If you do
9 have any questions, there's a guy by the name of Tyrone
10 Lassiter that works with OSDBU, which is the Office of
11 Small and Disadvantaged Business. So, please keep that
12 in mind that when we issue an amendment out, we'll also
13 give his information over as well. If you have any
14 issues or any questions, he's typically very
15 responsive. So, he's there to help answer any
16 questions you may have about being a veteran-owned or a
17 service-disabled, veteran-owned small business.

18 Okay. So slide 14, joint ventures. Okay. This
19 is where -- it gets a little tricky with these. Keep
20 in mind if you are a joint venture, you have to be
21 registered in vendor information portals as a joint
22 venture. That means that whatever company that you're

1 joining forces with, that partnership must be 51
2 percent SDVOSB or VOSB. It's got to be labeled as
3 such. We've got to be able to tie your NAICS Code,
4 your SAM registration, your active SAM registration,
5 and everything back to whatever that joint venture name
6 is. So, please keep that in mind.

7 And with that, I'll turn it over to -- back to
8 Laura.

9 MS. STROHBACH: Hello. I'm hearing some comments
10 in the background, so please, those of you on the -- on
11 the call, make sure that your phone is muted so that we
12 don't get any interference.

13 All right. Other submittals that are required.
14 We talked about on one of the screens about the
15 technical and price proposals needing to come in on
16 CDs, different volumes. We want to make sure that
17 everybody understands that the offer due date is
18 November 20th. There's a submittal checklist. There's
19 a compliance matrix, as Eric mentioned.

20 The time frame is four p.m., the due date, four
21 p.m. Eastern Time. That means four p.m. and not 4:02
22 p.m., so we want to make sure that that comes in. If

1 you're sending it to our offices on the West Coast,
2 then it would be one p.m. for Carpenter/Robbins to
3 receive it Pacific Time.

4 3.06. Eric talked about the submittals and the
5 requirements for the technical factors. Section 3.06
6 talks about other submittals that are required for any
7 lease that we would be working on for -- with any
8 agency under any circumstances. So, there are a long
9 list of items that need to be provided there, so make
10 sure that you go through that, and make sure that you
11 have that submittal.

12 One of the things that we've talked about is
13 control. You need to make sure that you can show that
14 you control the site that's going to be offered. Site
15 -- SAM registration, you need to address Energy Star,
16 and GREEN GLOBES, and seismic issues. As Eric
17 mentioned, we would like to try to award based on the
18 initial offers. It is critical that you address all of
19 those items that are listed in 3.06.

20 3.07 says that VA may elect to pay some or all of
21 the TI allowance by lump sum. That decision will be
22 made at another point in time, but you are given the

1 lump sum amount, the \$157.56 per foot, so. Also in the
2 RLP, you need to make sure that your pricing for your
3 shell rent is including the Davis-Bacon wage rates that
4 are -- that have been issued with the RLP, and also to
5 keep an eye on those. Each time you do any changes to
6 your pricing, you might want to go to the Department of
7 Labor website and see if the wage rate determination
8 has changed. Sometimes it'll go a year without any
9 changing, and I've seen them change twice in one month.
10 So, you need to keep an eye on that.

11 Conceptual plans. You need to provide the
12 conceptual plans in both CAD version and PDF version
13 for the reviews. Not everybody will have access to
14 CAD, so you need to make sure that you provide the PDF
15 versions for the technical reviewers as well.

16 It is really important for you all to index your
17 discs that you have your submittals on, the volume one
18 and volume two, so that everybody can easily find the
19 information that is needed for the evaluation. We're
20 providing an evaluation worksheet for the Technical
21 Board to use, and we need to make sure that your
22 information is organized in a consistent way with

1 everybody else. We don't want to miss out on seeing
2 something because it isn't in a place where we expected
3 it to be.

4 MR. ROBERTS: Yeah, just a couple things on that.
5 Just keep in mind sometimes we get a lot of bids back
6 on this, and it takes a long time to review, you know,
7 one, 2,000 pages worth of bidding information. And all
8 it does is prolong the process for the TEB when they're
9 -- when they're looking at the bids. So, having them
10 indexed is key because what we don't want to happen is
11 there to be things that are out of place, things that
12 are unorganized that we're trying to find, and we're
13 wasting a lot of valuable hours trying to locate things
14 that could've been indexed in the first place.

15 And also, I do want to mention, aside from all the
16 rules and regs that we've relaxed as far as what the VA
17 used to do versus what we do now, we mirror GSA a lot
18 closer now than we used to as far as the GREEN GLOBES,
19 as far as the certifications, as far as the Energy
20 Stars, as far as the seismicity, things like that.

21 Keep in mind, one of the material changes that the
22 VA has incorporated into the RLP process that is not in

1 the GSA process is Section 2.13, Cultural Resources.
2 We ask that you look at that and you follow that as
3 closely as possible. We also ask that you reach out
4 with any questions related to cultural resources. One
5 thing we found that hold up these procurements a lot is
6 the fact that we're having to do cultural resources at
7 the last second. We're asking you to help us on that,
8 so please play -- pay close attention to Section 2.13.

9 I'm not sure if it's mentioned further in the slides,
10 but I really want you guys to pay attention and put
11 your best foot forward with the guidance that we
12 provide you in the RLP.

13 With that, I'll throw it back to Laura. Thanks,
14 Laura.

15 MS. STROHBACH: Well, and with that, I'm going to
16 punt over to Tim Werner to review the architectural
17 aspect of this with us. So, Tim, if you'll unmute your
18 phone, you can take it away, and just let us know when
19 you want us to advance a slide. Thank you.

20 MR. WERNER: Okay. This is Tim Werner with CLH
21 Architects, and, as I mentioned, I'm covering from Gary
22 Dubas, who is the lead on this project. And I have

1 some understanding of the -- of this project, so -- but
2 please jump in, anybody else from the VA, if I step out
3 of line on anything that I may have missed during the
4 process. So, next slide, please.

5 So, you will receive a conceptual block diagram,
6 which is shown here on the screen. And sort of
7 logistically, to show you how it's kind of laid out,
8 we've got a legend at the bottom that will help you
9 maybe find out which areas are which and if you want to
10 navigate directly to something. I would say use the
11 Appendix A.1, Program for Design, as a -- as an assist
12 to this plan. This is basically a graphical
13 representation of that Appendix A.1 showing how this
14 could be laid out and work together.

15 You'll note each of the -- each of the spaces
16 should be labeled individually with their -- with their
17 use. If you look closely, you might notice there's --
18 one, two, three, four, five -- in some places there's
19 numbering on these. And those are generally just to
20 show a quantity of rooms that are similar, so, you
21 know, there's -- there are nine of a specific type of
22 room. That's what those numbers mean.

1 And then just as a -- as a concept, the block
2 diagram is -- was our method of working through
3 adjacencies, how things were meant to work together and
4 what could potentially be a layout. We realize that
5 there are different sites and different bases that
6 would be arranged differently to accommodate that.
7 This is a representation of one way that these could
8 all work together and give you kind of an idea of what
9 adjacencies are important and how they want to relate
10 to each other.

11 So, next slide, we'll zoom in on an area here.
12 So, this will show sort of here at -- in the middle,
13 the pinks and oranges are a lobby reception area. It
14 kind of shows you one of approaching that entry. The
15 other thing that I would say with this is that Appendix
16 C, Basis of Design Narrative, is also a critical
17 element here in terms of working back and forth with
18 this block diagram to understand. It will call out
19 specific requirements for some of these spaces and
20 things that are specific to this project and this
21 location.

22 So, as you -- as you can note there, if you

1 reference the legend, you know, you can see different
2 areas, like the patient-line care teams. You can start
3 to see at the top support areas, those sorts of things.

4 Next slide, please.

5 And then, so this area shows in the purple there
6 mental health, then the patient-line care teams are in
7 green there, the support areas in between each of those
8 -- in between each of those PACT. This PACT layout is
9 really an important part of the design, so
10 understanding PACT and how it works and what its
11 priorities and values are, I guess, are an important of
12 understanding this.

13 Next slide, please.

14 And then -- so then over the -- maybe some more of
15 the procedure areas. One element that jumps out there
16 is the mobile MRI. Once again, go back to basis, the
17 design narrative, Appendix C, will give some
18 information about what the expectations are for that
19 and what the -- what some of the technical requirements
20 are. We show -- we show areas that are -- that don't
21 have any specific square footage assigned to them, and
22 those are more of the general areas that are part of --

1 part of the VA or part of the lessor's general area.

2 But we've accommodated -- we've shown sort of how the
3 adjacency would want to work out on some of those
4 things.

5 Next slide, please.

6 And then working towards the front, the pharmacy
7 area and physical medicine, some of those spaces. When
8 you drill down in some of those areas, it'll give you
9 an idea of what -- the end user preferred to have
10 certain areas close to each other and to service or to
11 be maybe close to the front, front of the entry, that
12 sort of thing. So, as you're working through your
13 schematic design, consider how this is laid out, and
14 between that and, as I said, the basis of design, those
15 should give you a good direction on how to -- how to
16 initially approach those things.

17 Next slide, please.

18 And so, if you -- once again, Appendix D is going
19 to list all the codes that are applicable to this
20 project, so use that as a reference point. And all
21 those -- you'll need to meet all those requirements in
22 your design, so make sure you reference those, and

1 ensure that you've addressed all the issues and all
2 those. Basis of design, once again, Appendix C, comes
3 back and maybe clarifies a few of those items. If
4 there's some ambiguity or some -- maybe some overlap
5 between some of those items, you can go back to
6 Appendix C, and that will help you maybe address how
7 we've suggested how to -- how to come to terms with
8 some of those -- some of those conflicts.

9 Next slide, please.

10 And then just reading that part up there, "The
11 lessor shall design and construct the building and site
12 work in accordance with, but not limited to, the
13 following technical design information." So, as a
14 whole package, the program for design will call out
15 what spaces and what minimum sizes each of those should
16 have to meet the requirements.

17 The project room contents will list what is
18 expected to be provided as part of the -- I forget what
19 that's called, but the VA's portion of the -- of the
20 process, the contents of those rooms. And what that
21 will assist you with is in terms of knowing how to
22 support those items and what they're -- what

1 requirements those will produce in each of the rooms,
2 what types of equipment will need to be supported.

3 And then Appendix ASR, Agency-Specific
4 Requirements, those, as I mentioned, were -- are a --
5 sort of work hand-in-hand with the plan and the -- and
6 the FDE, and are really -- are really what sort of lets
7 us drill down and let you know what about this specific
8 location -- specific items that are -- that are -- that
9 are unique to this -- to these patients. And so,
10 that's the place where we're able to communicate a lot
11 of that.

12 Appendix E, IT Information Technology
13 Requirements, that's the standard VA requirements for
14 their IT. That should be pretty similar from place to
15 place. And then Exhibit F, security requirements with
16 (AUDIO GLITCH) security requirements.

17 MR. ROBERTS: Hey, we're getting -- I'm sorry if
18 we're cutting you off. We're getting some feedback
19 here, so if you could mute your phones while you're --
20 while you're listening in, that would be great.
21 Thanks.

22 MR. WERNER: And, I guess, is there anything from

1 the VA on what I've said there so far, Eric, that I've
2 misconstrued or misrepresented, I guess, specific to
3 this site?

4 MR. ROBERTS: No. No, I do want to add, though,
5 that Appendix C, the agency-specific requirements,
6 those are basically your above-lease contract
7 standards. So, those are you above-shell costs
8 basically. It's what's specific, and you need to --
9 basically a clinical CBOC or what we have as far as
10 what's in the specialty units within the PACT model.
11 So, keep that in mind that you're not pricing those
12 out. That's part of the TI that we offer, so just keep
13 that in mind. It kind of goes above and beyond
14 basically if you want to look at it that way. Just
15 make sure that you're pricing out the shell cost is
16 what we're asking you guys to do.

17 MR. WERNER: Next slide. Okay, and it's back to
18 you guys, I think.

19 MS. STROHBACH: Yeah.

20 (Side conversation.)

21 MS. STROHBACH: All right. So, using the
22 information that Tim just described as -- just

1 described to you, we want to make sure that you provide
2 us with the detailed drawings and the design graphics,
3 including the site design. We want to see how the site
4 is organized, so we want to have that. Make sure that
5 you have a concise narrative that goes along with your
6 drawings detailing -- you know, talking about the
7 details of your drawings. Some people are good at
8 looking at drawings. Some people are better at reading
9 narratives. We want to make sure that everybody can
10 have a good understanding of what it is you're
11 proposing. So, we're going to be evaluating your
12 ability to develop the site and landscaping so that we
13 have a well-designed facility both inside and out.

14 One of the things that you might consider is to
15 stick to the plan. VA has spent a lot of time with our
16 architect and with the end user coming up with these
17 typical drawings that show the end user's feeling for
18 how best that building should be organized for them and
19 coming up with the agency-specific requirements as
20 well. So, please be sure that you take all of that
21 into account as you do your own design.

22 Okay. We've included some screenshots of some of

1 the price-related submittals. The first one is the
2 1364, the Proposal to Lease Space. The top part of it,
3 of course, just has some general information about your
4 property, and then we get into rates per square foot in
5 the -- in the middle part of the -- of the document.

6 And so, we're really focused -- if you -- if you are
7 familiar with the GSA version of this, you'll notice
8 that there are parts of this that have been grayed out.

9 We're really only looking for a total TI amount, and
10 we're giving you the rate per square foot for TI. And
11 then we're interested in what your shell costs are
12 going to be, your construction costs for your shell
13 items, and then how that breaks down for the rates per
14 square foot.

15 MR. ROBERTS: Yeah, and keep in mind, too, guys,
16 Block 12 just regurgitate what we're giving you as the
17 TI. We don't want to see anything other than the
18 \$8.139 million in there, so as the lump sum item for
19 the TI. So, just -- you know, put that in there. Make
20 sure it's apples-to-apples.

21 (Side conversation.)

22 MS. STROHBACH: Okay, let's move on. Now, the

1 back side, I'm not going to spend a lot of time about
2 the back side. It's pretty much the same as it would
3 be for a GSA procurement. But these are -- in addition
4 to the rental costs, these are additional costs that
5 get factored into price evaluation, the fees, and those
6 types of things, and the overtime rates that there may
7 be. What your -- what your proposed business hours are
8 going to be, whether they're the same as what's
9 requested in the RLP or more than that.

10 And then, of course, the bottom part needs to be
11 completely filled out. We want to make sure that --
12 this is where we're going to start looking at your
13 documentation. Is the registered owner -- do we have a
14 deed in the name of the entity that is -- that we're
15 going to award to? If the person signing it is not,
16 you know, part of that entity, then we need the
17 operating agreement showing that that person has the
18 authority to represent that owner. So, the paper trail
19 is going to start with this document.

20 MR. ROBERTS: So, and keep in mind, too, we're
21 proposing three alternative scenarios: a 15-year firm
22 term, a 15-year with one -- with five one-year options,

1 and a 20-year firm term. So, we want to see a 1364 for
2 each proposed offer. It specifies in the RLP that if
3 you don't provide three 1364s, one for each
4 alternative, that you could be deemed non-responsive
5 and be eliminated from the competition. So, we don't
6 want that to happen, so please make sure we're
7 receiving three 1364s, one for each alternative.

8 Thanks.

9 MS. STROHBACH: Yeah, we're going to need that
10 information so that we can do the scoring -- the
11 scoring review to make sure that whatever lease we end
12 up with is going to be an operating lease. So, you
13 don't want to lose out on getting an award because you
14 can't -- you don't have -- we don't have the
15 information to evaluate the score for it.

16 To assist you in coming up with -- also with the
17 pricing, there's an attachment to the Form 1364 that
18 you're going to fill out year-by-year showing us what
19 the rates are going to be. So, make sure that you --
20 this is -- this is not a typical GSA form, so you want
21 to make sure that you do include this for each of the
22 three scenarios.

1 MR. ROBERTS: Yeah, and there's formulas embedded
2 there that are locked, so it's pretty easy to fill the
3 form out correctly. We do ask that if -- whatever the
4 lump sum amount that you guys -- that we offer here and
5 that you guys are going to get financing on, that you
6 put the amortization rate that you're offering us, not
7 the amortization rate that you're actually receiving
8 the financing from whatever bank that you decide that
9 provide letters for it.

10 MS. STROHBACH: Okay, thanks. All right. Another
11 document that helps us evaluate your pricing is the
12 Form 1217, the Operating Expenses. The main thing I
13 want to point out on this form is that the total on
14 line 27 are your operating expenses, your annual
15 operating expenses, that are going to be used for -- in
16 the price evaluation. The numbers below that, below
17 that line are capital costs of ownership. Those should
18 be in your shell rent. Whatever those costs are should
19 be in your shell rent. Don't add them into your
20 operating expenses. That's going to over inflate that,
21 and you will get dinged on the price evaluation. So,
22 make sure you've separated that correctly.

1 MR. ROBERTS: Okay. So, next slide, the SAM
2 registration. This is pretty self-explanatory. Make
3 sure you're active in SAM. SAM changed recently. It
4 includes more of the debarment exclusions, things like
5 that, than it did in the past. Please make sure you're
6 providing the reps and certs. Please make sure we can
7 look at your SAM registration and it's not blocked for
8 some reason. That creates a headache for us, so please
9 make sure that we can see that.

10 Obviously, you need to be registered under the
11 correct NAICS Code, which is 531120. The annual -- the
12 gross annual receipts is \$38.5 million for that.
13 You'll see -- if you look at NAICS you'll see \$27.5,
14 but there's a footnote there for Federal procurement --
15 Federal facilities that the Federal government is going
16 into, and the annual rate there is \$38.5 million. So,
17 don't confuse the two.

18 The CO has the ability to basically protest
19 through SBA to figure out if there is a size
20 determination issue. We really don't want to do that
21 because it'll waste everybody's time. So, if you are
22 registering as an SDVOSB/VOSB, which is required, make

1 sure that you're considered small under that NAICS
2 Code.

3 MS. STROHBACH: Okay. By now you've probably been
4 completing these past performance questionnaires and
5 have provided them to your references for them to fill
6 out and send back to me. I haven't seen any yet
7 frankly, but I expect to start seeing more coming in in
8 the next week or two. There's a lot of information
9 that's contained in these forms, and it's a little
10 daunting, I think, for some of your references. You
11 may want to spend some time talking with them about the
12 form.

13 But as we talked earlier, your past performance
14 and experience is part of the technical evaluation, so
15 it's really critical that your references provide us
16 these forms, and they need to provide them directly to
17 me. Do not have them send them to you and then you
18 send them on to us. You should not be seeing what they
19 have to say at all. So, make sure that they understand
20 that it needs to come directly to me.

21 I mentioned earlier that we're paying Davis-Bacon
22 wage rates for this project, so when you're preparing

1 your shell costs, you need to make sure that you've
2 taken into account the most current wage rates. At the
3 time that we issued this, the August 31st was the most
4 recent one, and I need to look -- I'm going to look at
5 that again because we're going to be preparing an
6 amendment to include RFIs and that type of thing. So,
7 I'll check again when we do that amendment to see if
8 that needs to change at this point in time.

9 Next.

10 There are a number of due diligence requirements
11 in the RLP that you need to make sure that you are
12 addressing in your offer. You do need to provide a
13 Phase I environmental site assessment with your offer.

14 There are a lot of details in the RLP regarding what
15 needs to be seen and who prepares the qualifications
16 for the person preparing the Phase I.

17 Eric mentioned earlier the cultural resources
18 study. They are required with the initial offer to
19 help VA determine whether or not there are going to be
20 any issues that have to be negotiated on down the line
21 or prior to award actually because many of these have a
22 cost impact, and we want to make sure that that cost

1 impact is considered in your shell cost. Offsite
2 improvements are your responsibility, so you need to
3 determine the cost of those offsite improvements. If
4 you have underestimated it, then I'm sorry. But make
5 sure that if -- you know, if you need a turn signal or
6 something like that, make sure that you talk to the
7 city for whatever offsite improvements are going to be
8 required.

9 So, due diligence. You are also acknowledging
10 that you have the responsibility to conduct a
11 reasonable site assessment, site inspections, and
12 provide that information to the government that you
13 warrant that you've considered all these factors. So,
14 please be sure that you have paid attention to all
15 these due diligence issues and any costs associated
16 with that that might impact your shell cost. And I
17 think also, as we mentioned earlier, the construction
18 schedule is going to be something that you're going
19 propose that we are going to perhaps agree to. These
20 issues may also impact your schedule, so be sure that
21 you're taking that into account as you look at that.

22 Applicable law. This contract is subject to the

1 Contracts Disputes Act, and the Antideficiency Act, and
2 Federal Tort Claims Act. Waiver restoration paragraph.

3 You're waiving any right to require the government to
4 restore a property. 3.04, Budget Scorekeeping
5 Operating. We're letting you know that we can only
6 award a lease if it scores as an operating lease, so
7 the calculation -- there are -- you know, there's a
8 descriptor for how to calculate whether or not it is
9 scoring as an operating lease, so you all can work your
10 way through those calculations before you come up with
11 a proposed amount and a proposed structure.

12 MR. ROBERTS: Yeah, and typically, 90 percent is
13 the cliff. So, if you're above 90 percent of the fair
14 market value, the property is considered a capital
15 lease, and the CO is not authorized to sign capital
16 leases. So, you have to stay at a threshold below 90
17 percent of the fair market value of the property. Keep
18 in mind the scoring document is an internal Federal
19 document, so it's not something that's subject to
20 alteration or anything like that. So, just keep that
21 in mind. As we get more towards the end of the process
22 and do our scoring analysis, based on the bids we

1 receive, then more information can be given if we do
2 enter into discussions.

3 MS. STROHBACH: If you run your own scoring
4 analysis and you're in the high 80s, that's kind of a
5 red flag. You might want to discuss that further.
6 Okay.

7 So, some other minimum requirements, we're looking
8 for life -- you know, "life safety" standards being
9 met. You will be required to provide a certificate of
10 occupancy before the government accepts the space.
11 There are requirements for seismic and RP 8 standards
12 in the lease. There are requirements for GREEN GLOBES,
13 CDC requirements regarding tuberculosis. Of course
14 there are a number of Federal regulations that apply to
15 Federal contracts and other issues that are embodied by
16 those contracts. Local building codes and ordinances,
17 Davis-Bacon wage rates, the Architectural Barriers Act
18 Accessibility Standards, VA's Barrier Free Program,
19 these are all minimum requirements that must be met in
20 your design.

21 MR. ROBERTS: And also -- this is Eric again.
22 Sorry for interrupting. Also, keep in mind, too,

1 things like GREEN GLOBES, we ask for a narrative. We
2 don't want to see you saying, hey, okay, we'll be GREEN
3 GLOBES. We want you to show us how. Provide us the
4 checklist. Give us the description. Be very thorough
5 in your operation and maintenance plans. Be very
6 thorough in any narratives that we ask for. We go
7 through those with a fine-toothed comb, and it would
8 behoove you to spend the time to create those
9 narratives, make them as accurate as possible.

10 We know some of these companies bid on various
11 procurements. We've seen instances where some of these
12 don't conform to what the requirements are in the
13 specific RLP, and it references other RLPs from other
14 areas around the United States. So, please try to be
15 as thorough as possible on these. This is -- these are
16 areas that you will get dinged on.

17 So, and taking it back to the -- basically the end
18 of the presentation, just some key points to remember.

19 You know, read the RLP in its entirety. Really pay
20 attention to the compliance matrix. Again, we spent a
21 lot of time putting that together to help you guys out
22 to make sure that you guys are proposing the best that

1 you possibly can the first go-round. Anything
2 requiring a signature, make sure that person is
3 authorized to bind the government and to at least hold
4 interest of real property or a Federal real property
5 contract or lease.

6 Make sure you're registered under the correct
7 NAICS Code. Make sure you're active in SAM. We don't
8 want to run into issues where your activation expires,
9 and for some reason there's issues trying to -- trying
10 to make it active again. Right now I've heard SAM is
11 pretty backed up, so if you haven't registered and you
12 aren't active at this point, please start that process
13 sooner than later. Again, provide the 1364. We need
14 three of those. We need three -- or we need the
15 attachment to the 1364 as well. That attachment is in
16 Excel. It provides all three alternative scenarios for
17 pricing, so please pay attention to those.

18 Again, you must be an SDVOSB or VOSB to be -- to
19 apply on this procurement, so make sure that you're
20 registered accordingly. And provide evidence of
21 capability to perform. One thing we look at is we look
22 at -- the CO down the road looks at creditworthiness.

1 They look at financial responsibility. We call the
2 banks. We do a responsibility determination. We do
3 our due diligence to make sure who we're awarding to is
4 what they say they are, so please keep that in mind.
5 We do background checks and all that good stuff, so.

6 And, again, submit your offer timely. We'd like
7 to see them a little bit early, you know. The going
8 trend is to probably receive 80 percent of them between
9 3:00 and 3:59. If you can get it in early, do so. We
10 will consider extensions if the question is raised.
11 That's something we may not able to answer right now,
12 but if for some reason you are running into problems.
13 We understand this is a veteran-owned set-aside, which
14 is not typical for the VA. We're in a minority as far
15 as the amount of procurements we've put out for this,
16 so we understand that, you know, some of these players
17 might be relatively new to this process. So, we do
18 understand all that, and we will act as reasonably as
19 we can.

20 So, we'll give it a five-minute break and let you
21 guys jot down any questions you may have, and then
22 we'll come back with any questions that are also

1 through the Skype instant message as well. So, give us
2 five minutes. Take a quick break, and we'll be back in
3 a -- in a little while. Thanks.

4 (Break.)

5 MR. ROBERTS: Okay. So, we're back. Right now it
6 is close to 11:00. What we're going to do first is go
7 through the instant message questions we received via
8 Skype, and then we're going to open it up to everybody
9 else. Again, we'll go through the IM questions first.
10 We'll answer what we can, and then we'll open it up to
11 everybody else. Make sure you state your name and your
12 question, and please reference any section of the RLP,
13 or lease contract, or appendices that you have the
14 question about. So, starting with the IM.

15 MS. THORNHILL: So, we have Christopher Cook, and
16 his question is, "Is there a reconciliation of the TI
17 square foot cost prior to or at permit drawings
18 approved?"

19 MR. ROBERTS: So, Chris, to answer your question,
20 obviously you're talking post-award. We do hold
21 everybody accountable to the TI. At post-award,
22 there'll be a DID phase, a CD phase, and that will be a

1 TICS table basically, a TI where we'll discuss,
2 negotiate the TIs, make sure they're fair and
3 reasonable. And at that point, there could be a
4 reconciliation of the TI specifically as it relates to
5 a possible measurement or square footage issue. So,
6 Chris, does that answer your question, or if it
7 doesn't, if you could just put it in writing, and we'll
8 try to get you a better response through FBO.

9 MS. THORNHILL: Okay. Next question.

10 MR. COOK: Thank you.

11 MR. ROBERTS: Okay.

12 MS. THORNHILL: I'm not sure of the name. It
13 looks like Pensel Ryan. "Is there a firm cutoff date
14 for questions?"

15 MS. STROHBACH: Yeah, the RLP had September 24th.
16 I'm still getting some questions. I'll take questions
17 through the end of today, so.

18 MR. ROBERTS: So, again, feel free to write any
19 questions by COB, 5:00 Eastern Standard Time today, and
20 we'll try to answer all questions received. I know
21 we've received some already, but we'll try to answer
22 all questions through an FBO ad, so -- okay. So, next

1 IM question?

2 MS. THORNHILL: Also from Pensel Ryan. "There
3 have been references to conceptual and to detailed
4 drawings. What is the anticipated required level of
5 detail of the drawings?"

6 MR. ROBERTS: AE Firm, are you still on?

7 MR. WERNER: Yes.

8 MR. ROBERTS: So, is that something you feel
9 comfortable answering, the level of detail to the
10 drawings?

11 MR. WERNER: I'm not certain myself, so, no, I
12 guess not.

13 MR. ROBERTS: Okay.

14 MR. WERNER: But I can get back to them on that.

15 MR. ROBERTS: Yeah. So, go ahead and put that in
16 writing. I will say that they need to be -- they need
17 to be similar to what we provide the market as far as
18 the detail. Again, we look at -- it's up to you to get
19 creative, to find ways that can meet and beat the
20 expectations that we've put out to the market already.

21 The TEB members will review all of that, but typically
22 they want to be clear and concise. But if you want to

1 -- if that doesn't fully answer your question, feel
2 free to put it in writing, and we'll try to get you a
3 better response.

4 MS. STROHBACH: And on page 24 of the RLP when it
5 talks about the technical factor, under "evaluation,"
6 it talks about the things that the offeror's response
7 should include. So, it goes into some details about
8 what drawings and the narrative should address. So,
9 you might want to look at that again as well.

10 MR. ROBERTS: Also, if you -- if you just do a
11 Google search on TIL and VA, there's a public domain on
12 the VA website called the Technical Information
13 Library. And if you look on the right-hand side,
14 you'll see "leases" or "leasing." If you double click
15 on that, it'll show you, like, examples of PACT models
16 and things like that that you could also use to your
17 advantage.

18 MS. STROHBACH: Okay.

19 MR. WERNER: And it won't be, you know, obviously
20 complete construction documents because that's part of
21 the process going forward.

22 MR. ROBERTS: Right.

1 MR. WERNER: So, then it's just a question how
2 much you feel like you need to produce to communicate,
3 you know, what your specific proposal is relative to
4 what was asked for.

5 MR. ROBERTS: Yeah, so that's basic -- I'm going
6 to throw back to you and say that you're required to
7 show us what we need to be able to move forward. So,
8 it's -- the onus is on you to provide as much detail as
9 possible to be able to meet our requirements, so keep
10 that in mind. But please feel free to jot the question
11 down, send it -- send it to Laura, and we can try to
12 get a better answer on FBO.

13 MS. THORNHILL: Okay, moving on to the next
14 question. Cal Miller. The question is, "Can you
15 clarify your statement regarding the requirements in
16 the ASR being covered through TI, except as indicated?
17 Does that mean the canopies, medical guides, et
18 cetera, are covered with TI?"

19 MR. ROBERTS: Anything listed in the agency-
20 specific requirements are covered under the TI that we
21 put in there. So, the \$8,139,000 covers everything
22 that's in the agency-specific requirements, and it

1 covers basically all your TI. So, think of it mentally
2 as -- I don't know if, you know, more familiar with
3 GSA. They give a TI amount. They usually amortize
4 that in a lease. We don't amortize that. We have the
5 ability to and we possibly could down the road, but
6 right now the VA is currently -- has funding to pay
7 that up front.

8 That dollar amount covers everything that's not in
9 the lease contract, so not in your shell. A good
10 reference to use is the *Pricing Desk Guide*. Look at
11 where it talks about the differences between shell and
12 TI. That's a good reference to use. But make sure
13 you're looking in the right chapter of the *Pricing Desk*
14 *Guide*. The *Pricing Desk Guide* was put out by GSA. You
15 can Google for it, but yes.

16 So, anything considered tenant improvement,
17 anything considered agency-specific requirements is
18 covered in your lump sum. We're simply asking you to
19 bid for your shell price as well as your operating
20 expenses. That goes without saying.

21 MS. THORNHILL: Okay, next question, and I
22 apologize to Ryan. I think I was saying his name

1 backwards. It's Ryan Pensel, and the question is, "Are
2 past performance questionnaires required just from the
3 offeror, or will they be considered for architects
4 and/or builder team members?"

5 (Side conversation.)

6 MR. ROBERTS: Give us one second. We're going to
7 try to provide an answer, but we may need you to write
8 that down as a question and submit to us. Just bear
9 with us one minute.

10 (Side conversation.)

11 MR. ROBERTS: So, yeah. Part of the new VA
12 process is also a new source selection plan that we've
13 created. We're going to have to reference back to
14 that. So, if you could, put that question in writing.
15 I think you already have, so we'll definitely get that
16 posted on FBO and get you an answer to that.

17 MS. THORNHILL: Okay. Also from Ryan, the
18 question is, "What is the difference between operation
19 maintenance plan and building operating plan?"

20 MR. ROBERTS: John, SRE, do you want to -- do you
21 want to tackle that or would you rather just have it in
22 a -- a question in writing?

1 MR. CALZADA: Well, on -- read that question
2 again. I believe you're talking about both the same
3 thing. Your operations plan and your building
4 maintenance plan will cover much the same items.

5 MR. ROBERTS: Okay. Thanks, John.

6 MR. CALZADA: You're welcome.

7 MR. ROBERTS: So, if you need further
8 clarification, just write that down and submit it to
9 us.

10 MR. CALZADA: Yeah, please.

11 MR. ROBERTS: And we'll try to get you an answer.

12 MS. THORNHILL: Okay. Also from Ryan, the
13 question is, "What is the anticipated order of the
14 volume one proposal, in accordance with the proposal
15 compliance matrix or in accordance with the evaluation
16 factors?" The matrix.

17 MR. ROBERTS: Yeah, the proposal matrix is going
18 to be your guideline on how you submit your technical
19 portion of your proposal. That's kind of a two-pronged
20 question. But, yeah, just follow the guidance in the
21 proposal matrix. It kind of categorizes things
22 accordingly.

1 MS. THORNHILL: Okay. That's all we have for IM.

2 MR. ROBERTS: Okay. That's all we have for IM.

3 So, if anybody else has questions, now is the time. Go
4 ahead and speak up and --

5 MR. WEAVER: Hi, Eric. Hi, it's Derek Weaver.

6 I've got a few questions for you, if you don't mind.

7 MR. ROBERTS: Hey, Derek. How you doing? Okay,
8 go ahead.

9 MR. WEAVER: Good. You made reference earlier in
10 response to a question that all items in the -- in the
11 agency-specific requirements were part of the TI
12 allowance.

13 MR. ROBERTS: Yes.

14 MR. WEAVER: If that is indicated in the lease,
15 will you make a reference to where that's indicated in
16 the lease? If it's not indicated in the lease, that
17 that's the case, will the VA issue an amendment to the
18 lease to clarify that?

19 MR. ROBERTS: Yeah, I don't think the lease makes
20 any reference to agency-specific requirements because
21 the lease is typically what's been taken from GSA, and
22 GSA doesn't have an appendices for agency-specific

1 requirements. But, Derek, if you could put that -- if
2 you haven't already, if you could put that in a
3 question and send it over to Laura, we'll be happy to
4 research it further and issue an amendment.

5 MR. WEAVER: I will.

6 MR. ROBERTS: Okay. Okay.

7 MR. WEAVER: I've got a couple of other questions
8 if you can bear with me.

9 MR. ROBERTS: Sure.

10 MR. WEAVER: In the agency-specific requirements,
11 Section 8, under Environmental Management, it states
12 that janitorial services are to be provided by the
13 landlord. That conflicts with the lease, Section 6.07
14 that says janitorial services are not the
15 responsibility of the landlord. Will you clarify who's
16 responsible for janitorial services?

17 MR. ROBERTS: Yeah, give me a minute, and let's
18 discuss it. Give me one second, and we'll be right
19 back.

20 (Side conversation.)

21 MR. CALZADA: Eric, I know that answer pretty
22 well. We can go either way. The VA sometimes likes to

1 have someone on site to handle very specific clean-ups,
2 but overall building janitorial is the lessor's
3 responsibility.

4 MR. ROBERTS: So, I'm sorry. Who is --

5 MR. KEENE: Eric, this is Steve Keene.

6 MR. ROBERTS: Whoa, whoa, whoa --

7 MR. KEENE: Eric, this is Steve Keene from the
8 facility. Can I -- can I field that one for you?

9 MR. ROBERTS: No, I don't want anybody to say
10 anything else right now. First, I want to know who
11 just spoke.

12 MR. KEENE: This is Steve Keene from the --

13 MR. ROBERTS: No, no, no, no, before you.

14 MR. CALZADA: John Calzada.

15 MR. ROBERTS: Okay, John. Yeah, make sure you're
16 stating your name before you talk, John. I had no idea
17 who was talking. Neither did -- neither did the court
18 reporter. So, let's -- Derek, if there's a conflict
19 between how we're addressing janitorial services, then
20 an amendment would need to be processed. I think I
21 heard somebody from the facility that wanted to say
22 something?

1 MS. THORNHILL: That was Stephen, I think.

2 Stephen?

3 MR. ROBERTS: Stephen, are you still --

4 MR. KEENE: Yes.

5 MR. ROBERTS: Okay. Did you want to make a
6 comment? Just state your name and go ahead and make
7 your comment that addresses Derek's question about the
8 janitorial services.

9 MR. KEENE: This is Stephen Keene from the John J.
10 Pershing VA Medical Center. In accordance to the
11 statement that we put out, the medical center will be
12 providing janitorial services for the internal parts of
13 the facility.

14 MR. ROBERTS: Okay. So, we're making a note of
15 that. So, Derek, if there's some ambiguity there in
16 the lease contract versus the ASR, we'll certainly make
17 an amendment for that.

18 MR. WEAVER: Okay. This is --

19 MR. WERNER: Tim Werner -- Tim Werner with CLH
20 Architects. Can I mention one thing?

21 MR. ROBERTS: Sure.

22 MR. WERNER: The opening line of the appendix --

1 the design narrative basically says these requirements
2 supersede any conflicting requirements in the standard
3 lease template. So, I think Appendix C ends up being
4 the overriding factor when there's a conflict.

5 MR. ROBERTS: I'm not in total agreement with that
6 because we're executing the lease contract. So, let's
7 table this. Derek, again, if there is ambiguity, we'll
8 circle back and fix that. I appreciate everybody's
9 comments on that, but we'll make sure it's clear moving
10 forward, so.

11 MR. WEAVER: Okay, thanks. There was no wrong
12 answer. Just clarity is all we need.

13 MR. ROBERTS: Yeah, understood.

14 MR. WEAVER: I have a couple more questions if you
15 can bear with me. In the lease, Section 1.04, the
16 lease acquisition fee is set at two percent. There's
17 no cap on that -- on that fee. Is that correct?

18 MS. STROHBACH: It's two percent.

19 MR. ROBERTS: Yeah, it's stated as two percent.
20 Could you define what you mean by "cap" on that?

21 MR. WEAVER: Well, I know, but historically
22 there's been a cap, a not-to-exceed number.

1 MR. ROBERTS: Oh, not-to-exceed number. No, I
2 mean, it's -- I think it's strictly two percent.

3 MR. WEAVER: Okay. One question from --

4 MS. STROHBACH: One moment. One moment, Derek.
5 Why don't we discuss this? Hold on.

6 (Side conversation.)

7 MR. ROBERTS: Yeah. Hey, Derek, I think we have a
8 better idea of the question, so I think we're going to
9 go back and we're going to look at -- look at a couple
10 of documents, the task order, things like that.

11 MR. WEAVER: Okay.

12 MR. ROBERTS: So, we'll -- have you already put
13 that down as a question?

14 MR. WEAVER: I'll send it to you in writing this
15 afternoon.

16 MR. ROBERTS: Yeah, yeah, that's fine. Okay. And
17 you have one more question, Derek?

18 MR. WEAVER: Maybe two. In Form 1364, Block 27,
19 these are the fees associated with tenant improvements.
20 As it relates to the project management fee, is this
21 intended to include the general contractor's fee on
22 those tenant improvements, or will the contractors, the

1 construction contractors, be able to mark up the work
2 that ends up in the TICS table as you referred to
3 earlier, separate from this fee that's stated in Block
4 27 of Form 1364?

5 MR. ROBERTS: Go ahead and put that question in
6 writing, too, Derek, if you don't mind.

7 MR. WEAVER: Okay.

8 MR. ROBERTS: I'll need to do some research on
9 that.

10 MR. WEAVER: All right. The last question --
11 well, two questions, I'm sorry. Form 1217, line 29,
12 insurance cost. That's a -- that's what was described
13 as a capitalized cost of ownership. It's a fixed
14 number in that form. There's no language in the lease
15 that provides for an escalation or adjustment to
16 insurance cost over the possible 20-year life of the
17 lease. Is it -- is it assumed that a price for
18 insurance today will be the price for insurance in the
19 future, or will the VA consider making an amendment to
20 the lease to provide an escalation cost for insurance
21 over the term of the lease?

22 (Side conversation.)

1 MR. ROBERTS: Derek, give us a minute. Bear with
2 us. We're discussing this.

3 MR. WEAVER: Okay.

4 (Side conversation.)

5 MR. ROBERTS: Yeah. So, Derek, we have
6 conflicting schools of thought on this one, for lack of
7 a better term. So, if you could also put that in
8 writing, we'd appreciate that.

9 MR. WEAVER: I will.

10 MR. ROBERTS: But --

11 MR. WEAVER: And last question.

12 MR. ROBERTS: Yep.

13 MR. WEAVER: Laura mentioned earlier the
14 possibility of us running our own fair market value
15 analysis. In order to do so, we would need the VA's
16 estimated fair market value for the property. Will the
17 VA provide us what the estimate of fair market value
18 is?

19 MR. ROBERTS: No. No. Yeah, sorry, we can't
20 provide that information. That's considered
21 proprietary and not something that -- something that's
22 owned by the Federal government, and whatever

1 calculations and formulas they use. So, I don't know
2 how it's been done on other procurements, but the fair
3 market value calculation for the Federal government
4 should stay within the Federal government.

5 MR. WEAVER: Okay.

6 MS. STROHBACH: Hold on. Hold on a moment, Derek.

7 (Side conversation.)

8 MR. ROBERTS: Yeah, I think we're in agreement
9 there, Derek, that obviously appraisals can be done
10 that allude to a potential fair market value, but we're
11 not going to provide -- the Federal government is not
12 going to provide that for this procurement.

13 MR. WEAVER: Okay, thanks. I will yield the
14 microphone.

15 (Laughter.)

16 MR. ROBERTS: And just keep in mind, too, that on
17 the 1217, lines 20 -- the first 27 lines are typically
18 operating costs which are typically escalated, but
19 we'll get back to you on whether or not that insurance
20 figure is something that is also escalated or whether
21 or not that's just going to have to be your best
22 educated guess on, you know, what it'll look like in 20

1 years, which I know is tough to do that far out
2 specifically, so.

3 MR. WEAVER: Okay. I appreciate it.

4 MR. ROBERTS: Okay. Are there -- there anybody
5 else still on the line that would like to ask a
6 question? Just state your name and feel free to ask.

7 MS. STRAMARSKI: Hi, this is Vicki Stramarski, and
8 I'm with Adriax PPG JV. I have a question regarding a
9 VA policy memo that was posted within the last year,
10 and how it might impact the current RLP. It is --
11 appears to be a relaxation of some of the code
12 standards, and it is -- let's see. I refer to the RLP
13 receipt of lease proposal section. No, that's the
14 table. Never mind. Hold on. I've got to -- got to
15 scroll down to my next question, so. Appendix --

16 MR. ROBERTS: Yeah, we're going to need a -- go
17 ahead.

18 MS. STRAMARSKI: Okay. Appendix D has a list of
19 different guides, including the following VA Design
20 Guide. And it looks like those -- at least one or more
21 have been rescinded. And it's on the VA website, and I
22 have the website here, Outpatient Clinic (SOC/CBOC),

1 effective October 1st, 2016. It says, "Design Guide is
2 rescinded and shall not be used for VA design
3 projects." Has that been -- how does that affect the
4 RLP, and do I need to submit this as a question?

5 (Laughter.)

6 MR. ROBERTS: Could you -- could you reference
7 what -- where you're finding a reference to the VA
8 *Design Guide*? What appendix is it?

9 MS. STRAMARSKI: Okay. There was a -- okay. Let
10 me back up here.

11 MR. ROBERTS: Sure.

12 MS. STRAMARSKI: Let's see. There's a -- in
13 Appendix D, you lift out the VA *Design Guide*, and the
14 first one listed is *Lease Space Outpatient Clinic*
15 *Design Guide*, April 2016 version. However, the
16 associate executive director, Office of Construction
17 and Facilities Management, by memo dated October 12th,
18 2017, subject, Real Property Policy Memo 2018-1,
19 Standard For Leased Medical Facilities, Existing Space
20 and Build-To-Suit Lease Construction, provided guidance
21 to all offices' real property staff regarding use of
22 local and state code as the default standard in lieu of

1 the *VA Design Guide*, which are much stricter and more
2 costly.

3 I've got a couple of paragraphs that I cite out of
4 that. I have the -- I have the memo that I can send,
5 and there's also a website that after that followed up
6 with rescinding the *VA Design Guide*.

7 MR. ROBERTS: So, it says -- what I'm reading here
8 says, and this is where?

9 MS. STROHBACH: Appendix C.

10 MR. ROBERTS: Appendix C: "The project will
11 implement the VA design principles found within the VA
12 *PACT Design Manual* and the *VA CBOC Design Manual*, both
13 found on the TIL website." So, I'm not seeing that
14 it's referencing a *VA Design Guide*.

15 MS. STRAMARSKI: Okay. It was Appendix D, like
16 "David."

17 MR. ROBERTS: Okay.

18 MS. STRAMARSKI: -- buildings take one space --
19 "Building Codes and Standards." "The building will be
20 designed, constructed, and maintained in accordance
21 with the most current version of the VA" --

22 MS. HITCHINGS: We'll verify and get back --

1 MS. STRAMARSKI: -- "and local codes and standards
2 at time of award.

3 MS. HITCHINGS: -- to her in writing.

4 MR. ROBERTS: Yeah.

5 MS. STRAMARSKI: "Where a conflict exists, the
6 most stringent shall apply." And then it also says,
7 "including the following *VA Design Guide*."

8 MR. ROBERTS: Yeah, okay.

9 MS. STRAMARSKI: All this (AUDIO GLITCH). Okay.

10 MR. ROBERTS: Yeah, if you could -- if you could
11 just put that question in writing. I'm not -- I can't
12 answer right now --

13 MS. STRAMARSKI: Yeah.

14 MR. ROBERTS: -- if that's just an oversight or
15 what, but we have relaxed a lot --

16 MS. STRAMARSKI: Okay.

17 MR. ROBERTS: -- of the *VA Design Guide*
18 requirements to make it more affordable for you guys to
19 be more competitive with your pricing, and for us not
20 to spend so much money for the Federal government, to
21 be quite honest. So, yeah, just put it in writing, and
22 we'll certainly take it offline and see if there's some

1 kind of mistake that was made there.

2 MS. STRAMARSKI: Okay, great. Thank you. I have
3 it in writing, and I have a couple of small ones that
4 I'll submit at the same time. No need to dig through,
5 I don't think, unless you want me to go through the
6 questions right now. I have two other small questions.

7 (Side conversation.)

8 MR. ROBERTS: Okay. So, that sounds good. Are
9 there any other questions?

10 MS. THORNHILL: Eric, we got one through --

11 MS. STRAMARSKI: I have two questions regarding
12 your table that is in the receipt of lease proposal
13 section on page 27 where you list that minimal
14 submittal requirements. One is regarding the teaming
15 agreement, and it refers to a paragraph -- provide firm
16 commitment letters. And I'm wondering if it's the
17 commitment letters that you want from the AE firm and
18 from the GC firm on their letterhead, if you want those
19 to be included. They're not on that table, but you do
20 reference the teaming agreement. Do you want the
21 letters in addition, first of all, and do you want them
22 submitted with the teaming agreement, or do you want

1 them somewhere else?

2 MR. ROBERTS: You can submit those with the
3 teaming agreement.

4 MS. STRAMARSKI: Okay.

5 MR. ROBERTS: Yeah.

6 MS. STRAMARSKI: And then the joint venture
7 eligibility part in that same table refers to Section
8 2.13, which is the cultural resources study. And I
9 found another section that's on page 30, factor four,
10 socioeconomic status. I'm assuming that's what it was
11 supposed to be referring to, but I just wanted to make
12 sure that there's not something I'm missing somewhere.

13 MR. ROBERTS: What was the question?

14 MS. STRAMARSKI: Okay. I'm sorry. Let me -- let
15 me go back.

16 MR. ROBERTS: Yeah, I didn't hear a question in
17 there.

18 MS. STRAMARSKI: Okay. In RLP Section 3.02, in
19 that table, that same table on page 27, regarding the
20 part referring to the joint venture eligibility. The
21 reference in that table reference to Paragraph RLP
22 2.13, which is the cultural resources study paragraph.

1 MR. ROBERTS: Okay. So, that was -- that's just a
2 --

3 MS. STRAMARSKI: And I'm wondering --

4 MR. ROBERTS: Yeah.

5 MS. STRAMARSKI: -- what should it be referring
6 to? I found something on a different page, but I just
7 wanted to confirm what it should be referring to for JV
8 eligibility.

9 (Side conversation.)

10 MR. ROBERTS: Yeah, it seems like some of the
11 compliance matrix portions are not aligned properly
12 with the RLP, so we'll take a look at that. But, yeah,
13 it seems like it's just referencing the wrong section
14 is all.

15 MS. STRAMARSKI: Okay. Yeah, if we could find out
16 what the correct section would be, that would be great.

17 MR. ROBERTS: Sure.

18 MS. STRAMARSKI: I don't want to miss --

19 MR. ROBERTS: Yeah, and you'll see --

20 MS. STRAMARSKI: That's it. Thank you so much.

21 MS. THORNHILL: Tell her to submit that in
22 writing.

1 MR. ROBERTS: Yeah, and if you could submit that
2 in writing as well, that would be great.

3 MS. STRAMARSKI: All right. I will do that, yes.

4 MR. ROBERTS: Okay. I'm starting to develop a
5 migraine, so if -- are there any other questions?

6 (Laughter.)

7 (Side conversation.)

8 MR. ROBERTS: John, do you have a question, or do
9 you have an answer to the design question that was
10 posed recently?

11 MR. CALZADA: Eric, this is John Calzada -- sorry
12 -- with CFM. Yes, it -- leases do not follow our
13 design guide. We follow local building codes requiring
14 certificates of - C of Os. Major hospitals require --
15 go by the design guide and do not require C of Os, so
16 that is the difference. That make sense, Eric?

17 MR. ROBERTS: Yeah, that makes sense. I think we
18 might have to take a deeper dive into that, though,
19 John, and possibly issue an amendment.

20 MR. CALZADA: Clarification. I understand.

21 (Side conversation.)

22 MR. ROBERTS: Okay. All right. So, I think we

1 have a good list of things to put in an amendment as
2 well as post the slides, et cetera, et cetera. Are
3 there any other questions? If not, we'll give you a
4 couple of, you know, bird's eye view next steps, and
5 then we'll go ahead and sign off. So, any other
6 questions, go ahead.

7 (No response.)

8 MR. ROBERTS: Okay. So, bird's eye view -- Laura,
9 did you have something --

10 MS. STROHBACH: Yeah, this is Laura. One more
11 comment I wanted to make is this pre-bid conference is
12 a -- is a really high-level view of what the RLP
13 requirements are. And it doesn't take the place of all
14 that information in all those pages, so we want to make
15 sure that you are paying attention. It sounds like a
16 lot of you are paying attention to lots of the details,
17 so that's a good thing. Thank you.

18 MR. ROBERTS: Yeah, we appreciate, you know, all
19 the questions. It helps our process. It makes us
20 better. This is still relatively new for us. We've
21 adopted this new RLP process, I want to say about six
22 or eight months ago now, and we've gotten several

1 solicitations out. And we've had lots of feedback, and
2 we keep -- you know, we keep trying to improve and
3 trying to improve, so we appreciate it.

4 Bird's eye view next steps are obviously bids are
5 due November 20th at 4:00 p.m., Eastern Standard Time.

6 We'll review those bids. The CO will make a
7 determination on whether or not the bids are in a good
8 enough order to possibly award off initial offers, or
9 move into more of a competitive range and discussions
10 type. So, keep in mind, too, that after this, we will
11 go through a technical evaluation board no matter what,
12 and then we'll decide at that time what the next steps
13 are going to be.

14 Given recent timelines, awards have been made a
15 lot quicker than they have in the past for the VA.
16 It's been traditionally taking the VA years to make an
17 award. Recently we're moving at paces that are much
18 quicker than that, so we're hoping to do the same here
19 for Cape G. So, just keep that in mind, and we
20 appreciate everybody's participation.

21 Those we've asked to ask -- to jot down the
22 questions to provide answers to, please do so by COB

1 today to Laura Strohbach, and, again, we'll look at all
2 those. We'll post an FBO ad that includes all the
3 answers we can to those questions. We'll also include
4 the pre-bid slides for your reference. We'll also
5 include the court reporter's report when it's
6 available, and we'll also issue an amendment to take
7 care of some of the administrative things that have
8 been mentioned today.

9 So, with that being said, thank you, everybody,
10 for your participation, and we look forward to next
11 steps. Bye.

12 (Conference connection ended.)

13 MR. ROBERTS: Those are some tough questions. I
14 have a --

15 FEMALE SPEAKER: Those are some good questions.

16 (Whereupon, at 11:29 a.m., the meeting was
17 concluded.)

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22