

# ***Headquarters U.S. Air Force***

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## ***Overview of EUL Solicitation & Selection Process Eglin AFB EUL***

*21 Feb 2008*



**U.S. AIR FORCE**

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# Overview

- Notes on EUL Acquisitions
- Listing of Solicitation Steps
- Listing of Evaluation Steps
- Sample Summary and Associated Elements



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# Notes on “the Deal”

## ■ Enhanced Use Leases

- AF is the “lessor”
- Are non-F.A.R. transactions
  - They are commercial or commercial-like
- Competition is the norm
  - Looking for the “Best Value” to the AF
    - \$\$\$\$\$ + *right development*
  - We will not “level the playing field” (share an aspect of your proposal with others)
- Ends in a negotiated lease





# Typical Solicitation Steps

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## ■ Host Industry Day

- Announced on the Federal Business Opportunities website

Federal Business Opportunity - Microsoft Internet Explorer provided by USAF

Address: <http://www.fedbizopps.gov/>

## FedBizOpps

Federal Business Opportunities

**Quick Search**

**Advanced Search**

**General Information**

- ▶ Section 508 Vendor Notice
- ▶ Interface Description
- ▶ Procurement Classification Codes
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

**Privacy and Security Statement**

- ▶ Privacy and Security Statement

**FedBizOpps News**

- ▶ What's New?
- ▶ FBO Awards
- ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

**Hurricane Emergency Contracting Information**

Click [HERE](#) for information on registering your business capabilities to assist in the Hurricane disaster relief efforts.

**Related Links**

- ▶ Business Partner Network (BPN)
- ▶ Central Contractor Registration (CCR)
- ▶ Online Reqs & Cert Application (ORCA)
- ▶ Demo FBO
- ▶ Federal Agency Business Forecasts
- ▶ Federal Assets Sales
- ▶ Federal Grants
- ▶ USA.gov
- ▶ Minority Business Development Agency
- ▶ SUB - Net (Subcontracting Opportunities)
- ▶ IAE
- ▶ FedTeds
- ▶ Vendor Notification Service

**Contact Information**

- ▶ Email: [fbo.support@gsa.gov](mailto:fbo.support@gsa.gov)
- ▶ Phone: 877-472-3779 (Toll Free)

**BUYERS** **VENDORS**

**E-Gov** The FedBizOpps Team is committed to Section 508-compliant accessibility.

Integrated Acquisition Environment **IAE**

[www.fedbizopps.gov](http://www.fedbizopps.gov)





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# Typical Solicitation Steps

USAF:AFMC - Index - Microsoft Internet Explorer provided by USAF

File Edit View Favorites Tools Help

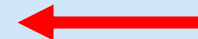
Back Forward Stop Home Search Favorites Refresh Print Mail New Tab

Address <http://www2.fbo.gov/spg/USAF/AFMC/index.html> Go

	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFMC - Air Force Materiel Command Headquarters, Wright-Patterson AFB, OH	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFOSR - Air Force Office of Scientific Research, Arlington, VA	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFPET-Air Force Petroleum Office, Fort Belvoir, VA	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFRL - Rome Research Site, Rome, NY	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFRL - Directed Energy Directorate, Kirtland AFB, NM	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFRL - Eglin Research Site, Eglin AFB, FL	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFRL - Wright Research Site, Wright-Patterson AFB, OH	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFRL Headquarters Site (AFRL/PK), WPAFB, OH	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
AFRL, Space Vehicles Directorate, Kirtland AFB, Kirtland AFB, NM	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
ASC - Aeronautical Systems Center, Wright-Patterson AFB, OH	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
ASC/TMK, Kirtland, NM	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
Cryptographic Modernization System Program Office, Lackland AFB, TX	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
ESC - Electronic Systems Center, Hanscom AFB, MA	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
European Office of Aerospace Research & Development, FPO, AE	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
HQ 554th Electronic Systems Group, Wright Patterson AFB, OH	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
HQ 745th ELECTRONIC SYSTEMS GROUP, MAFB - Gunter Annex, AL	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
HQ AFCEE - AF Center for Environmental Excellence, Brooks City-Base, TX	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
HQ AFCEE ALASKA, ELMENDORF AFB, AK	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
HQ AIA, Kelly AFB, TX	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
HQ HSG - Human Systems Group, Brooks City-Base, TX	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
HSW - 311 Human Systems Wing, Brooks AFB, TX	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
Hill AFB OO-ALC, Hill AFB, UT	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
PL - Kirtland (A76 - Outsourcing/Privatization), Kirtland AFB, NM	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
SA-ALC (Base Contracting), Kelly AFB, TX	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>
SA-ALC - (Central Contracting), Kelly AFB, TX	<a href="#">Posted Dates</a>	<a href="#">Class Code</a>	<a href="#">NAICS</a>	<a href="#">Award</a>	<a href="#">Set Aside</a>

Internet

<http://www1.fbo.gov/spg/USAF/AFMC/index.html>





# Typical Solicitation Steps

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http://www1.fbo.gov/spg/USAF/AFMC/HQAFCEE/postdatePrevDays\_1.html - Microsoft Internet Explorer provided by USAF


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## Vendors

Federal Business Opportunities



### USAF - Air Force Materiel Command, HQ AFCEE - AF Center for Engineering and the Environment

#### Synopsis and Solicitation Grouped by Posted Date

[Agency Postings](#) | [Locations of AFMC](#) | [Posted Date](#) | [Class code](#) | [Award](#) | [Set Aside](#) | [NAICS](#)

Postings Prior To Today: 112

[For Today's Postings](#)  
CLICK HERE

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**Jan 31, 2008**  
 Agency: Department of the Air Force  
 Office: Air Force Materiel Command  
 Location: HQ AFCEE - AF Center for Engineering and the Environment  
 Posted: Jan 31, 2008 Type: [Synopsis](#) Title: Y -- Eglin AFB, FL Industry Forum SOL: AFRPA-08-R-0008

**Jan 25, 2008**  
 Agency: Department of the Air Force  
 Office: Air Force Materiel Command  
 Location: HQ AFCEE - AF Center for Engineering and the Environment  
 Posted: Jan 25, 2008 Type: [Synopsis](#) Title: Y -- Edwards Air Force Base Enhanced Use Leasing SOL: AFRPA-08-R-0003-01  
 Posted: Jan 25, 2008 Type: [Synopsis](#) Title: Y -- Eglin AFB, Hurlburt Field and Edwards AFB (EHE) Military Housing Privatization Initiative SOL: AFCEE-07-0003  
 Posted: Jan 25, 2008 Type: [Synopsis](#) Title: Y -- Luke Air Force Base Enhanced Use Leasing SOL: AFRPA-08-R-0007  
 Posted: Jan 25, 2008 Type: [Synopsis](#) Title: Y -- Kirtland Air Force Base Energy Enhanced Use Leasing SOL: AFRPA-08-R-0006

**Find Business Opportunity** go

**Vendors Links**

- Federal Acquisition Regulation (FAR)
- Vendor Feedback Email
- Vendor Notification Service
- Vendors User Guide

**Post by Agencies**

- All Agency Postings
- DoD Postings

**Contact Information**

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- Phone: 877-472-3779 (Toll Free)

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[http://www1.fbo.gov/spg/USAF/AFMC/HQAFCEE/postdatePrevDays\\_1.html](http://www1.fbo.gov/spg/USAF/AFMC/HQAFCEE/postdatePrevDays_1.html)





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# *Typical Solicitation Steps*

- **Preliminary actions**
  - **Establish solicitation website**
  - **Define our evaluation factors**
    - Strategic approach to financing, developing, and managing the EUL project
    - Demonstrated organizational and financial capabilities
    - Past performance on similar projects
    - Value offered
  - **Invite industry to comment on the draft Request For Qualifications (RFQ)**
    - Refines & optimizes the pending action
    - Obtains industry buy-in
  - **Finalize RFQ & solicit offers**





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# The Goal ...

# A Lease?



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# Evaluation Factors

- **Receive & evaluate offers-  
for value offered to the Air  
Force**

**From Section 5 RFQ- Basis for  
Selection:**

## **The 5 evaluation factors**

- 1. Business Plan**
- 2. Development Plan**
- 3. Property Management Plan**
- 4. Qualifications**
- 5. Past Performance**





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# *Evaluation Steps*

*(cont.)*

- **Source Selection Process** (cont.)
  - **Senior advisors review briefing**
    - Review all aspects of the briefing including HRO designations
    - Recommend presenting the brief to SSA
  - **Source Selection Authority (SSA)**
    - Receives evaluation briefing
    - Receives advisors' comments and recommendations
    - Considers any recommendations
    - Selects the Highest Ranking Offer
  - **Debrief offerors not selected as requested**





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# Evaluation Steps

(cont.)

## ■ Source Selection Process

### ■ Source Selection Authority (SSA) Briefing

#### ■ Briefing includes:

- Overview of each offeror's EUL project concept
- Evaluation of each offeror's proposal
- Comparison between the anticipated values of the proposals & Fair Market Value
- Scoring analysis if the in-kind consideration could be scored as a lease/purchase or capital lease
- Overview of Highest Ranking Offer's (HRO) qualifications & evaluation teams' basis for this designation





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# The HRO Milestone

		Offeror A	Offeror B	Offeror C
Business Plan	Factor 1A	L	L	L
	Factor 1B	L	M	L
Development Plan	Factor 2A	M	M	M
	Factor 2B	M	M	L
Property Management Plan	Factor 3A	L	M	M
	Factor 3B	M	L	M
Qualifications	Factor 4A	HQ	Q	Q
	Factor 4B	Q	Q	HQ
Past Performance		HC	C	SC
Net Present Value Return		\$75.3M	\$25.0M	\$17.9M

- B Exceptional
- G Acceptable
- Y Marginal
- R Unacceptable

- L Low Risk
- M Moderate Risk
- H High Risk

- HQ Highly Qualified
- Q Qualified
- UQ Unqualified

- HC High Confidence
- SC Significant Confidence
- C Confidence
- LC Little Confidence
- NC No Confidence

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# Sample Proposal Summary

<u>Description</u>	<u>Offeror A</u>	<u>Offeror B</u>	<u>Offeror C</u>
Total Development Costs	\$408.7M	\$403.5M	\$401.5M
Private Debt	\$398.7M	\$297.9M	\$305.9M
Developer Equity	\$10.0M	\$105.6M	\$95.6M
Developer Equity %	2.4%	26.2%	23.8%
Assumed Fair Market Value (FMV)	\$10.0M	\$10.0M	\$10.0M
Scoring	None	None	None
Transaction Fee	\$10.0M	\$2.9M	\$2.0M
Transaction Fee as % of FMV	100.0%	29.0%	20.0%
Proposed Return to the Air Force	\$75.3M	\$25.0M	\$17.9M
How Air Force Return is received	\$10M upfront plus 18% of project's net cash flow after payment of 12% preferred return	\$2.9M upfront plus fixed monthly lease payment by phase (total of \$656K/yr) plus 5% of project's net cash flow after 25% IRR	\$2.0M upfront plus upfront one time lease payment by phase plus 8% of project's net cash flow after 28% IRR





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# Color Ratings Definitions

Color	Rating	Definition
Blue	Exceptional	Addresses the elements of this subfactor in a manner that demonstrates overall added value to the Government above a satisfactory response for the subfactor, and has addressed all of the individual elements in this subfactor in a manner that demonstrates no less than a satisfactory response to any element, and added value for some or all elements.
Green	Acceptable	Addresses all of the elements in this subfactor in a satisfactory manner.
Yellow	Marginal	Fails to address all of the elements in this subfactor in a satisfactory manner, or has simply failed to address clearly all of the elements in this subfactor; however, any such failures are susceptible to being corrected without requiring a major rewriting of the offeror's proposal.
Red	Unacceptable	Fails to address all of the elements of this subfactor in a satisfactory manner or has simply failed to address clearly all of the elements in this subfactor.





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# Risk & Qualifications Ratings Definitions

Rating	Definition
Low Risk	Any weaknesses have little potential to cause disruption to the planning and implementation of the project. Normal contractor/ government communications will probably minimize any difficulties.
Moderate Risk	Any weaknesses have a greater potential to cause disruption to the planning and implementation phases. Enhanced contractor/ government attention and close monitoring will probably minimize any difficulties.
High Risk	Weaknesses have the high potential to cause significant disruption to the planning and implementation phases even with enhanced contractor/ government attention and close monitoring.

Rating	Definition
Highly Qualified	Proposal exceeds the stated minimum requirements in a way that is deemed beneficial to the Government.
Qualified	Proposal meets stated minimum requirements.
Unqualified	Proposal fails to meet stated minimum requirements.





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# Past Performance Confidence Relevancy Ratings

## ■ Relevancy

Rating	Definition
High Relevant	The magnitude of the effort and the complexities on this project are essentially what the RFQ requires.
Relevant	Some dissimilarities in magnitude of the effort and/or complexities exist compared to most of what the RFQ requires.
Somewhat Relevant	Much less or dissimilar magnitude of the effort and complexities exist compared to some of what the RFQ requires.
Not Relevant	Performance on this project contains relatively no similarities to what the RFQ requires.





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# Past Performance Confidence Assessment Ratings (cont.)

## ■ Confidence Assessment

Rating	Definition
High Confidence	Based on the Offeror's past performance record, the Government has high confidence the Offeror will successfully perform the required effort.
Significant Confidence	Based on the Offeror's past performance record, the Government has significant confidence the Offeror will successfully perform the required effort.
Confidence	Based on the Offeror's past performance record, the Government has confidence the Offeror will successfully perform the required effort. Normal contractor emphasis should preclude any problems.
Little Confidence	Based on the Offeror's past performance record, the Government has doubt that the Offeror will successfully perform the required effort.
No Confidence	Based on the Offeror's past performance record, the Government has substantial doubt that the Offeror will successfully perform the required effort.





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# ***AF EUL Resources Website Links***

**AFRPA EUL Website**

**<http://www.safie.hq.af.mil/afropa/eul/index.asp>**

**MWH PRESS Website**

**<http://www.pscmhc.com/index.htm>**

**JLL PRESS Website**

**<http://www.jllpress.com>**

**FPS PRESS Website**

**<http://www.theconcoursegroup.com/eul.html>**

**A&M PRESS Website**

**[http://www.alvarezandmarsal.com/en/global\\_services/real\\_estate/industries/eul/experience.html](http://www.alvarezandmarsal.com/en/global_services/real_estate/industries/eul/experience.html)**





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**United States Department of the Air Force**

**AFMC**  
**Air Force Real Property**  
**Agency**  
**(AFRPA)**



**Enhanced Use Leasing**  
**Kirtland Air Force Base**

**Solar Energy**  
**RFQ No. AFRPA-FY-08-0005**

**REQUEST FOR QUALIFICATIONS**

**PROPOSALS ARE DUE NO LATER THAN**  
**5:00 P.M. ET **Red** **Proposal due date** AT:**

**JONES LANG LASALLE**

Bryan Thomas  
1801 K Street, NW  
10th Floor  
Washington, DC 20006

Voice: (202) 719-5853  
Fax: (312) 416-5414  
Email: [bryan.thomas@am.jll.com](mailto:bryan.thomas@am.jll.com)  
Web Site: <http://www.jllpress.com>

# Draft RFQ

FINAL

RFQ Number AFRPA-08-R-0007  
Luke AFB/BMGR Energy Enhanced Use Lease Project

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## ***Questions?***

***Please submit questions in writing.***



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**BACK-UP**

# Energy EULs- different ratings

## The HRO Milestone

		Offeror A	Offeror B	Offeror C
Business Plan	Project Financing Strategy and Approach	B/ L	G+ / L	G+ / L
	Project Financial Viability and Sustainability	G+ / L	G+ / M	G / L
Development Plan	Development Management Approach	G / M	G / M	G / M
	Project Concept Approach	G / M	B+ / M	G / L
Property Management Plan	Project Management Approach	G+ / L	G+ / M	G / M
	Property Operations & Maint. Strategy	G+ / M	G+ / L	G / M
Qualifications	Financial Capabilities	HQ	Q	Q
	Organizational Capabilities	Q	Q	HQ
Past Performance		HR/HC	HR/C	R/SC
Net Present Value Return		\$75.3M	\$25.0M	\$17.9M

<b>B+</b>	Exceptional +	<b>L</b>	Low Risk	<b>HR</b>	Highly Relevant	<b>HC</b>	High Confidence
<b>B</b>	Exceptional	<b>M</b>	Moderate Risk	<b>R</b>	Relevant	<b>SC</b>	Significant Confidence
<b>G+</b>	Acceptable +	<b>H</b>	High Risk	<b>SR</b>	Somewhat Relevant	<b>C</b>	Confidence
<b>G</b>	Acceptable	<b>HQ</b>	Highly Qualified	<b>NR</b>	Not Relevant	<b>LC</b>	Little Confidence
<b>R</b>	Unacceptable	<b>Q</b>	Qualified			<b>NC</b>	No Confidence
		<b>UQ</b>	Unqualified				



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# BACK-UP

## Energy EULs – different ratings Color Ratings Definitions

Color	Rating	Definition
Blue	Exceptional Plus	The Offeror has addressed all of the elements in this subfactor in a manner that demonstrates superior added value above a satisfactory response.
Blue	Exceptional	The Offeror has addressed a majority of the elements of this subfactor in a manner that demonstrates superior added value above a satisfactory response and has addressed all of the remaining elements in this subfactor in a manner that demonstrates high added value above a satisfactory response.
Green	Acceptable Plus	The Offeror has addressed a majority of the elements of this subfactor in a manner that demonstrates added value above a satisfactory response and has addressed all of the remaining elements in this subfactor in a manner that demonstrates a satisfactory response.
Green	Acceptable	Addresses all of the elements in this subfactor in a satisfactory manner.
Red	Unacceptable	Fails to address all of the elements of this subfactor in a satisfactory manner or has simply failed to address clearly all of the elements in this subfactor.

