

Headquarters U.S. Air Force

Integrity - Service - Excellence

Overview of EUL Solicitation & Selection Process

27 Sep 2007



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 “seller”
- Are non-F.A.R. transactions
 - They are commercial or commercial-like
- Competition will be our 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
 - Leases can be 5 to 50 years





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Typical Solicitation Steps

■ Host Industry Day

- Announced on the Federal Business Opportunities website

Federal Business Opportunity - Microsoft Internet Explorer provided by USAF

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

Fed Biz Opps

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
- ▶ 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





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Typical Solicitation Steps

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

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





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Typical Solicitation Steps

http://www2.fbo.gov/spg/USAF/AFMC/HQAFCEE/postdatePrevDays_1.html - Microsoft Internet Explorer provided by USAF

Vendors
Federal Business Opportunities

USAF - Air Force Materiel Command, HQ AFCEE - AF Center for Environmental Excellence

Synopsis and Solicitation Grouped by Posted Date

Agency Postings | Locations of AFMC | Posted Date | Class code | Award | Set Aside | NAICS

Postings Prior To Today: 105

For Today's Postings
CLICK HERE

Page 1 of 1

Sep 26, 2007
Agency: Department of the Air Force
Office: Air Force Materiel Command
Location: HQ AFCEE - AF Center for Environmental Excellence
 ♦ Posted: Sep 26, 2007 Type: [Modification 06](#) Title: Z -- South PBC Presolicitation Conference SOL:FA8903-07-R-8328
 ♦ Posted: Sep 26, 2007 Type: [SF 33 Revision 01](#) Title: Z -- South PBC Presolicitation Conference SOL:FA8903-07-R-8328

Sep 21, 2007
Agency: Department of the Air Force

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

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

FedBizOpps Home

- FedBizOpps Home
- FedBizOpps Buyers

http://www2.fbo.gov/spg/
USAF/AFMC/HQAFCEE/
postdatePrevDays_1.html





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Typical Solicitation Steps

- **Internal 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 our action
 - Obtains industry buy-in
 - **Finalize RFQ & solicit offers**





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The Goal ...

A Lease?





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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	H	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	L Low Risk	HQ Highly Qualified	HC High Confidence
G Acceptable	M Moderate Risk	Q Qualified	SC Significant Confidence
Y Marginal	H High Risk	UQ Unqualified	C Confidence
R Unacceptable			LC Little Confidence
			NC No Confidence





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Evaluation Steps

■ Receive & evaluate offers

■ Sample evaluation factors

- Business Plan
- Development Plan
- Property Management Plan
- Qualifications
- Past Performance
- Value offered





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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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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**





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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	H	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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Confidence Assessment Ratings

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.











Additional conference documents are also located in the "Registration" section.

The Hilton Ontario hotel is SOLD OUT. The two Hotels within walking distance are La Quinta (909) 476-1112 and the Best Western Inn Suites (909) 466-9600. The other hotels that are within 5 miles are the Marriott (909) 975-5000 and the DoubleTree (909) 937-0900.

Online registration is closed. To register for the conference, please email the conference coordinator at millado_judie@bah.com and register onsite at the Hilton.

Deadline to Register: Friday, September 21, 2007

Please download the following files:

-  [Agenda of the Conference](#) (59 KB) File Name: Agenda EUL Energy Industry Forum (Sept 21) v3.doc Last Modified: 09/21/07
-  [Kirtland Draft RFQ](#) (2316 KB) File Name: Kirtland Draft RFQ (2007.09.17)1.pdf Last Modified: 09/21/07
-  [EUL Opportunities Report.AUG2007](#) (1017 KB) File Name: RE EUL Opportunities Report final 8_22_071.pdf Last Modified: 09/21/07
-  [Edwards Draft RFQ](#) (1837 KB) File Name: Edwards Draft RFQ (2007.09.17)1.pdf Last Modified: 09/21/07
-  [BGMR-Luke Draft RFQ](#) (1883 KB) File Name: BGMR-Luke Draft RFQ (2007.09.17)1.pdf Last Modified: 09/21/07
-  [General and Hotel Information](#) (1066 KB) File Name: 2007_AirForce_HiltonOntario_General Information.091407.doc Last Modified: 09/14/07

Please be sure to browse the rest of the OnLine Conference Registration Site. It contains further information pertaining to **hotels** , and an online **registration** section to confirm your attendance.



Draft RFQ

DRAFT

RFQ Number AFRPA-FY-XXXX
Kirtland AFB Enhanced Use Lease Project

United States Department of the Air Force

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



**Enhanced Use Leasing
Kirtland Air Force Base**

RFQ No. AFRPA-FY-XXXX

REQUEST FOR QUALIFICATIONS

**PROPOSALS ARE DUE NO LATER THAN
5:00 P.M. ET (Date to be determined) AT:**

JONES LANG LASALLE

1627 "Eye" Street, NW
8th Floor
Washington, DC 20006

Voice: (202) 719-2130
Fax: (202) 719-2129
Email: brian.thoman@am.jll.com
Web site: <http://www.us.arm.joneslanglasalle.com/en-US/>

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Questions?



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- <https://www.enstg.com/Signup/index.cfm?CFID=71828&CFTOKEN=29648535>
- <http://www2.fbo.gov/spg/USAF/AFMC/index.html>

