



Please Silence Cell Phones



Opening Comments

- **Air Force Academy Vice Superintendent Brigadier General Douglas Lamberth**



Agenda

- **Administrative Information**
- **Enhanced Use Lease (EUL) Project & Program**
- **City For Champions**
- **Bus Ride and Site Visit**
- **Regional Business Alliance**
- **Colorado Springs Utilities**
- **Lunch**
- **Open Forum Questions & Answers (Q&A)**
- **Closing Remarks**
- **One-on-One Q&A as Needed**



Administrative Information

- Restrooms
- Food & Drinks
- Lunchbreak
- Bus will transport you to site and back
 - Take pictures, notes, etc.
 - If possible, hold questions until back in meeting room so we can share/document Q&A
- One-on-One Sessions

Air Force Civil Engineer Center

Integrity - Service - Excellence



Enhanced Use Lease Overview

**Scott Nickerson
AFCEC/CIUE
21 Apr 16**

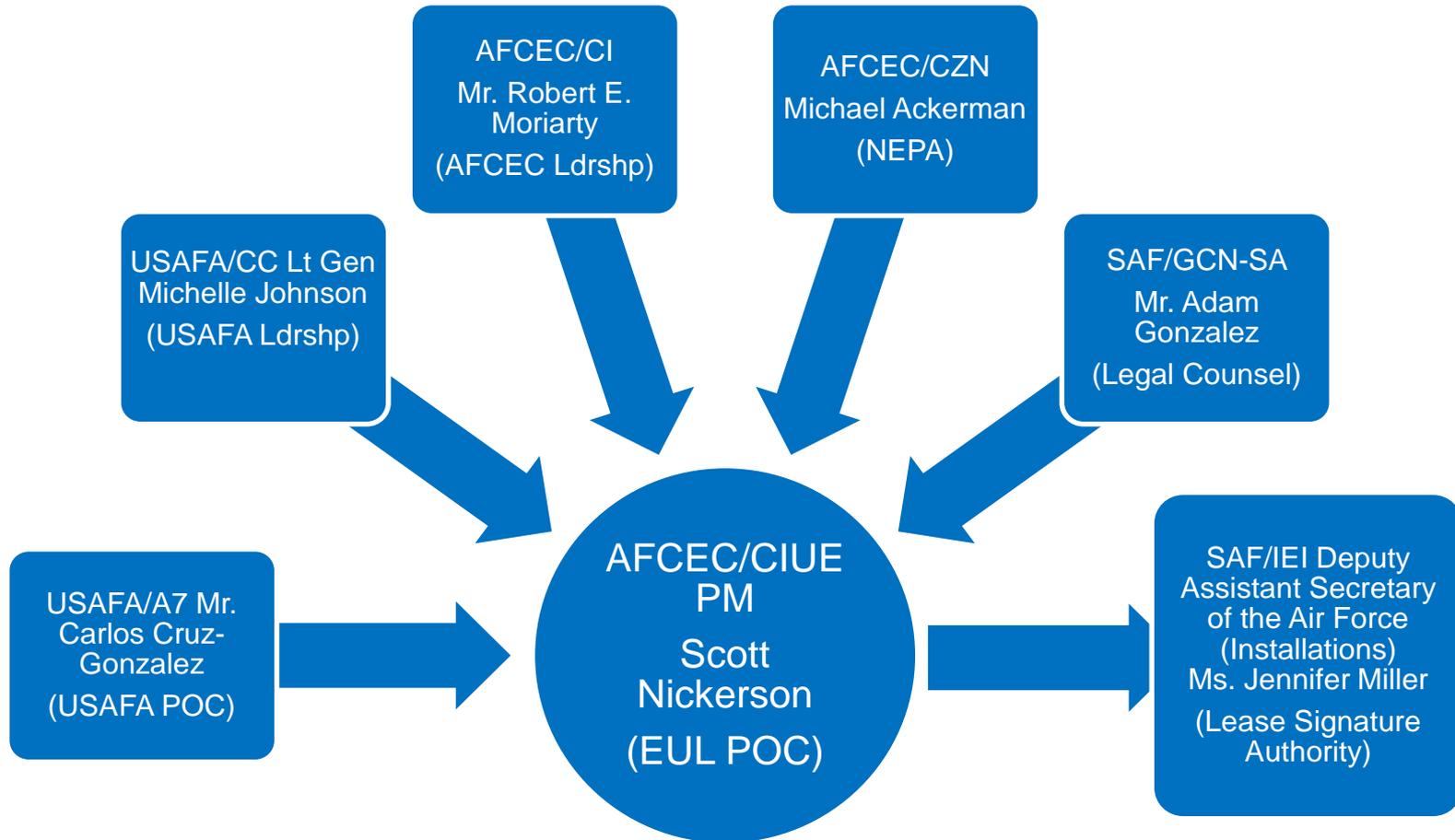


Introductions

- **Air Force Civil Engineer Center**
- **Secretary of the Air Force General Counsel**
- **USAFA**
- **Convention and Visitors Bureau**
- **Regional Business Alliance**
- **Colorado Springs Utilities**



Air Force Team





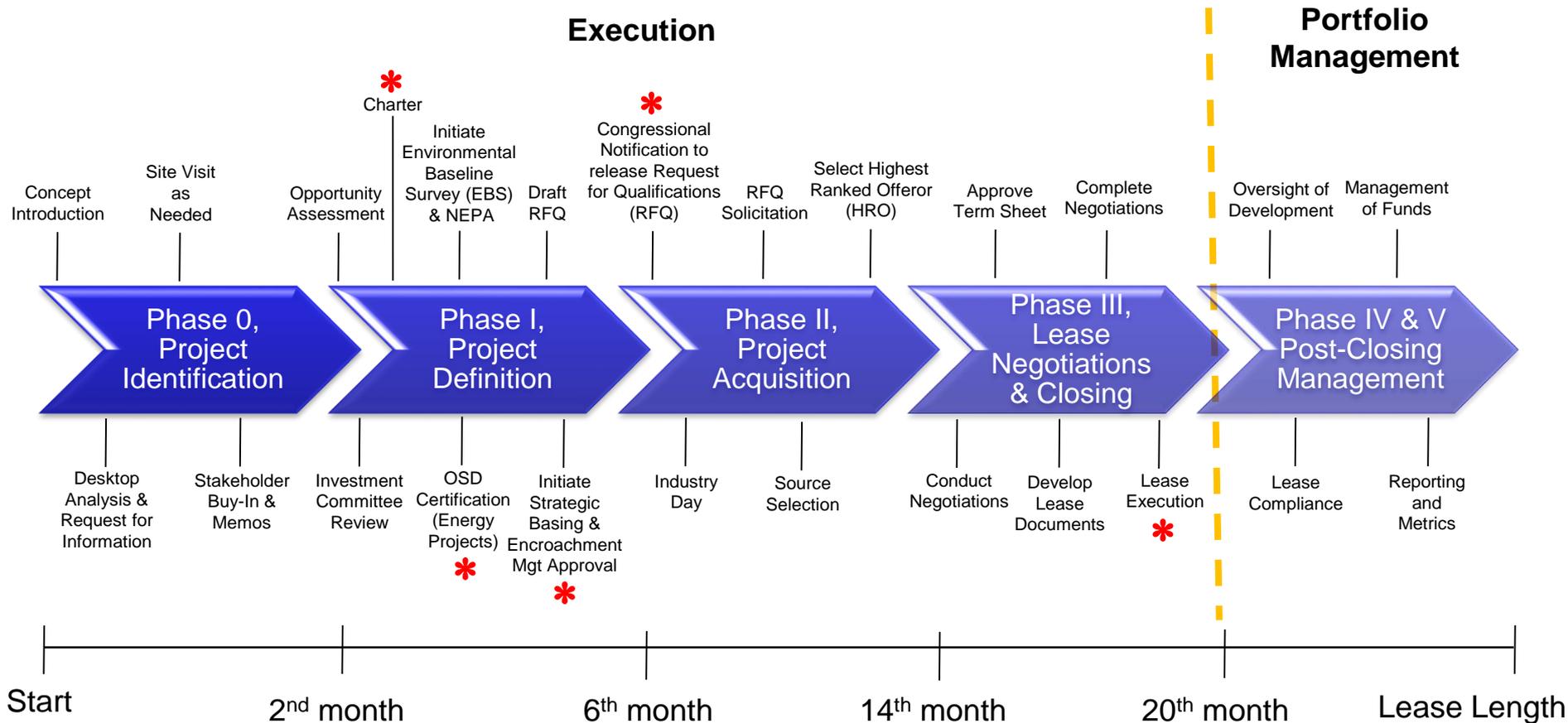
Enhanced Use Lease (EUL) Overview

- **An EUL is a lease... by the Government**
 - **Of non-excess real or personal property**
 - **Not anticipated to be needed for the duration of the lease, but which the Air Force may need at some future date or needs to retain ownership for a mission-related reason**
 - **Under the control of the Government**
 - **To a public or private sector Lessee**
 - **In exchange for fair market value rental payments (cash or in-kind consideration)**
- **10 USC § 2667 provides Enhanced Use Lease (EUL) authority**

AFCEC/CI has been charged by SAF with optimizing the value of non-excess Air Force real property assets



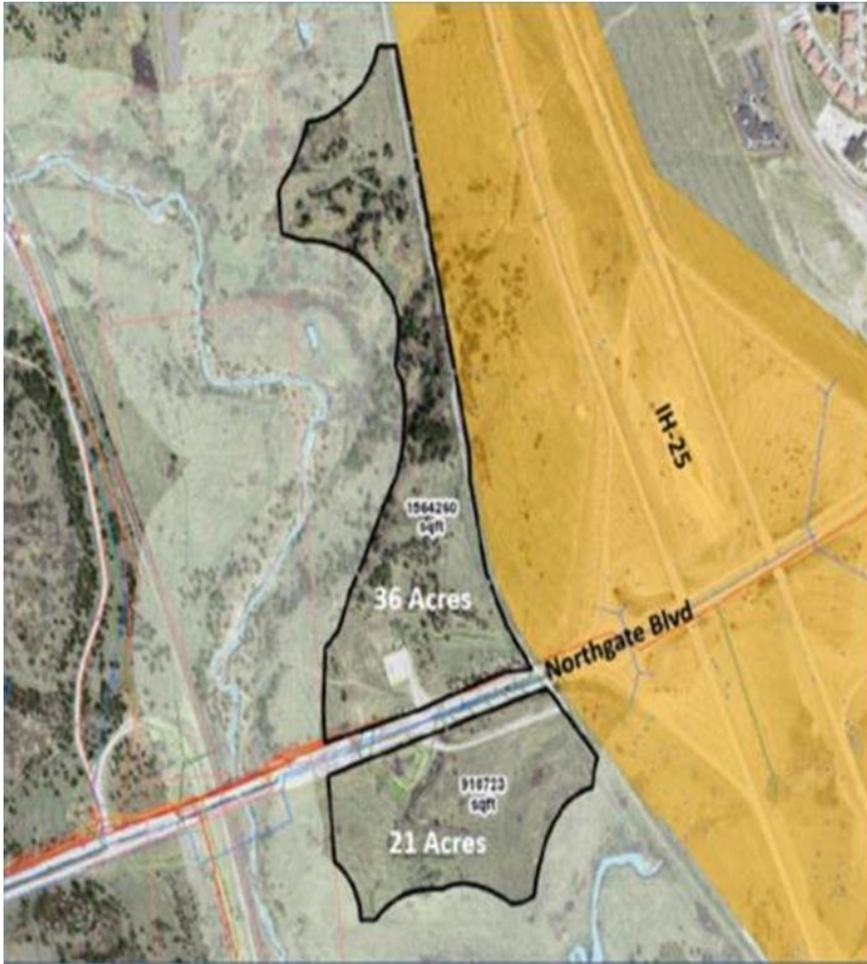
Enhanced Use Lease Proposed Process Milestones



* SAF/IEI Approval Milestones



Project Overview



- **57 Acres split by Northgate Blvd**
- **Located outside the fence**
- **Intersection of IH-25 and Northgate Blvd**
- **Industry will influence highest & best uses**



Goals and Objectives

- **Optimize consideration to the Government in an amount not less than the fair market value**
- **Ensure compatibility with installation plans, programs and RFQ constraints and restrictions**
- **Execute the Project(s) consistent with best commercial practices as determined by the Government**
- **Maintain positive relations with local governmental authorities and the communities surrounding the Project**
- **Develop a successful, long-term, mutually beneficial business relationship with the Government**
- **Preferred consideration is construction of a Visitor Center (as described in RFQ) or cash to construct a Visitor Center**



Why? ... Win, Win, Win

- **Air Force**
 - **Efficient Management of Assets ...**
 - **Opportunity to supplement constrained budgets**
 - **Foster partnerships with community & industry**
- **Community**
 - **Supports base/State/local economic development**
 - **Creates increased job opportunities**
 - **Increases tax base/revenues**
- **Developer**
 - **Financially beneficial business deal(s)**
 - **Leverage existing base business arrangements**
 - **Work with single, stable land owner**

EULs enable public/private synergies



Solicitation Process

- **Statement of Need (SON), also known as “Draft RFQ”**
 - **Communicates draft requirements and expectations**
 - **Includes proposed evaluation factors and subfactors**
 - **Prioritizes factors and subfactors**
 - **Describes evaluation methodology**
- **SON finalizes Air Force market research**
 - **Industry feedback (good or bad)**
 - **Possible highest and best use determinations**
 - **Facilitates Air Force decision to proceed with RFQ**
- **Integrate industry feedback into final RFQ**



RFQ Evaluation Steps

- **Air Force evaluation of Offeror's proposals**
 - **Verify compliance with RFQ Section 4 (Instructions to Offerors)**
 - **Evaluation and ranking of proposals in accordance with RFQ Section 5 (Basis of Selection)**
 - **Determine need for clarifications**
 - **Recommend proceeding or not proceeding with source selection**
 - **Draft source selection decision brief and documentation**
- **Brief Air Force senior leaders and advisors**
 - **Submit comprehensive evaluation of Offeror's proposals**
 - **Rank Offerors in accordance with RFQ**
 - **Recommended Highest Ranked Offerors (HROs)**
 - **Integrate senior leader and advisor feedback**



HRO Selection Process

- **AFCEC/CI Director is the Source Selection Authority**
 - Reviews synopsis of evaluated proposals – emphasizing pros and cons of each proposal
 - Considers advisors’ comments and recommendations
 - Receives briefing from source selection team
 - Approves or disapproves HRO(s) selection
 - Executes source selection decision document(s)
- **Notify Successful and Unsuccessful Offerors**
- **Debrief Unsuccessful Offerors (if necessary)**



Keys to Success

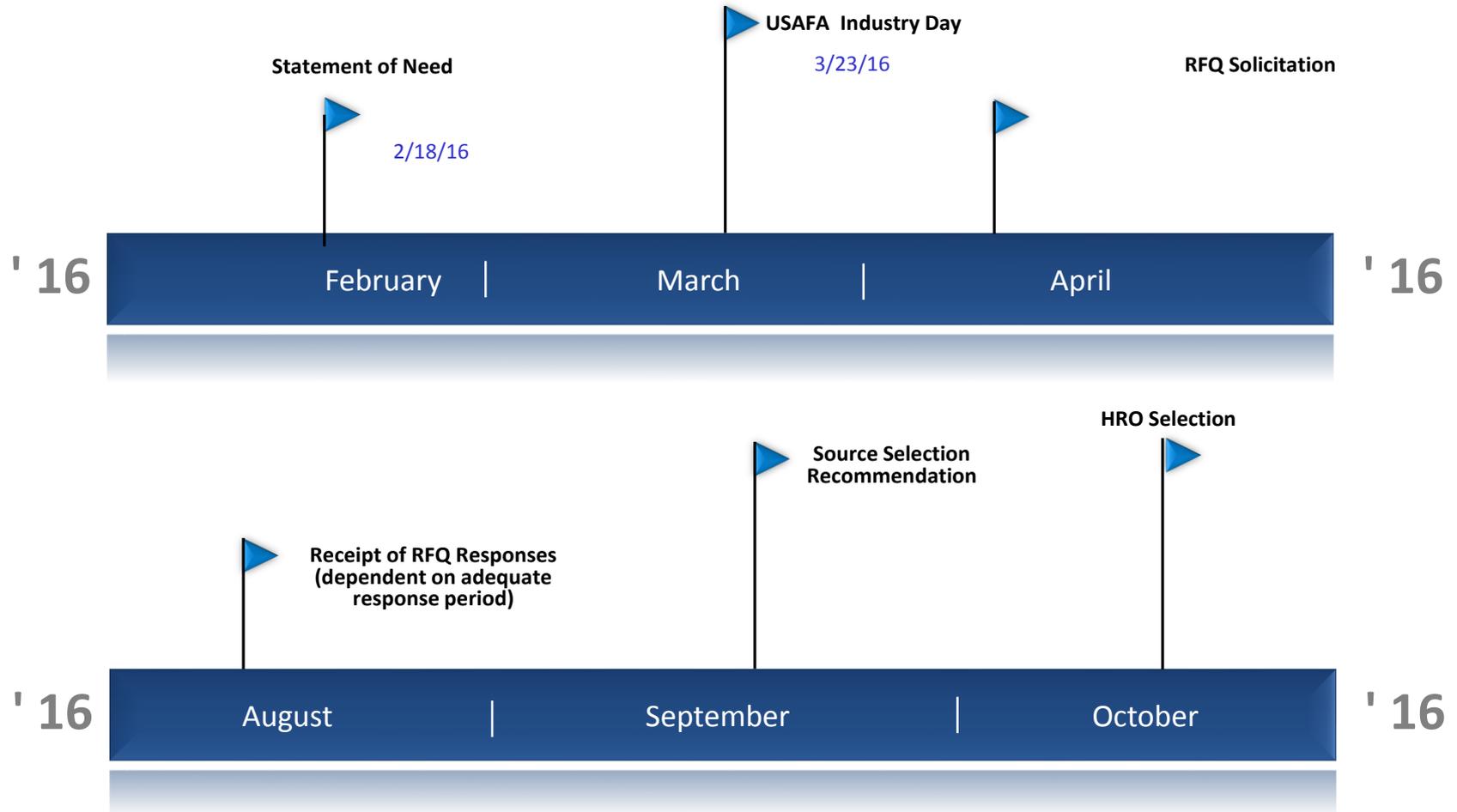
To give your proposal the best chance at success, follow these tips...

Submit final and best offer!

- **Stay informed**
 - <http://www.afcec.af.mil/eul/index.asp>
 - www.FedBizOpps.gov
- **Non-FAR transaction**
- **Comply with all RFQ requirements**
- **Proposal must address all Factors & Subfactors**
 - **More than \$**
 - **Business case, risk, and post-selection**
- **Submit final and best offer**



USAFA EUL Path Forward





HRO Exclusive Negotiations

- **Commence immediately upon HRO selection – primary objective is timely lease**
 - **Finalize terms and conditions (RFQ responses considered negotiation baseline)**
 - **Finalize transactional documents (site control, development agreement, lease, etc.)**
- **Lack of satisfactory progress may result in termination of negotiations with the HRO**
 - **Government may select the next Highest Ranked Offeror to engage in exclusive negotiations**
 - **Government may cancel the RFQ and not proceed with planned EUL**



USAFA EUL Contact Info

- **AFCEC Project Manager – Scott Nickerson, 210-395-9515**
afcec.eul.execution@us.af.mil
- **USAFA Project Manager – Russell Hume, 719-333-8439**
- **Websites: <http://www.afcec.af.mil/eul/index.asp> and www.FedBizOpps.gov**
- **FedBizOpps solicitation number: AFCEC-16-R-0001 thru 0005**



Questions/Comments?