



### **QUESTIONS & RESPONSES: EDWARDS CONCRETE INDUSTRY DAY AND RFQ**

1. Will the Industry Day registration list be published?

ANSWER: Yes. The list will be posted on the AFCEC Edwards Concrete EUL website (<http://www.afcec.af.mil/eul/edwardseul/index.asp>).

2. Will there be opportunity for further site visits?

ANSWER: If there is a need for additional site visits, Edwards AFB can support and respond to the request on a case by case basis; POC is Mr. Larry Lucas at 210-395-9517.

3. May a question be submitted to the Air Force regarding this solicitation electronically?

ANSWER: Yes. Please submit questions to POC, Mr. Larry Lucas, at [larry.lucas.1@us.af.mil](mailto:larry.lucas.1@us.af.mil).

4. How is fair market value determined?

ANSWER: The Air Force plans to obtain an independent appraisal for the property in accordance with Uniform Standards of Professional Appraisal Practice.

5. Are there any set WBE, 8(a), etc. for in-kind construction?

ANSWER: No. Any facility construction provided by a lessee as in-kind consideration would not be subject to competitive procurement.

6. Will the questions and answers from today's Industry Day be posted?

ANSWER: Yes. The questions and initial responses will be posted on the AFCEC Edwards EUL website (<http://www.afcec.af.mil/eul/edwardseul/index.asp>).

7. Can you identify the in-kind consideration desires of Edwards AFB? How does it work?

ANSWER: As discussed in the RFQ, the minimum required in-kind consideration is the HRO's agreement to process and remove the concrete slab material on the site, which currently represents a liability to the Air Force. Offerors should propose any additional consideration in terms of cash rent. In-kind consideration could be negotiated between the Government and the HRO during the transaction process as a substitute for some or all of the agreed-upon cash rent based on Installation needs and HRO capabilities.

8. Will Environmental Baseline Surveys (EBS) of the site be available to developers?

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ANSWER: The EBS' will be made available when complete following issuance of the final RFQ.

9. Lenders may ask, can the lease contain a provision which allows subordination? Lenders need this in order to issue debt against a lease.

ANSWER: The lease will permit the HRO to grant an approved lender a security interest in the lease, with standard lender protections in the event the HRO defaults under the lease.

10. What is the difference between an RFQ and an RFP?

ANSWER: An RFP requests a proposal to a specific technical scope of work; an RFQ is simply a request for qualifications – it allows more flexibility in selection. For an RFQ, there is no award upon completion of the selection process – it is simply a declaration of a highest ranked offeror. There is no binding agreement until a mutually negotiated and agreed upon lease is executed by the parties.

11. Is there Alkali Silica Reaction (ASR) information available?

ANSWER: All analytical information will be made available by the installation upon request.

12. Is teaming encouraged?

ANSWER: Yes. Note that teaming arrangements are different here than for FAR solicitations. Remember, privity of contract applies – the Government can only look to the party with whom it executes a lease for performance of the lease obligations and liabilities; so that should be taken into consideration.

13. Is it possible to extend the response due date by 10 working days.

ANSWER: Yes. The final RFQ will state the responses will be due thirty (previously twenty) working days from the date of publishing.

14. Who is the POC?

ANSWER: Mr. Larry Lucas, at larry.lucas.1@us.af.mil

15. Recycling Center access and egress. Will there be access/egress to the site whereas trucks, associated personnel, potential sales to local civil markets will not have to go through security gates, resulting in costly delays, etc.?

ANSWER: No. The lease property is not located near the perimeter fence.

16. Will the existing processed materials on site be relocated prior to commencement of the EUL Project, allowing for staging a plant, office and newly stockpiled materials?

ANSWER: No. The lease property includes the concrete both in original and processed state with additional room for staging and setting up processing area.

17. Will the Air Force sponsor a pre-RFQ Site Visit and RFQ/RFP clarification review?

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ANSWER: Yes. Please contact installation for a site visit.

18. Will payments/royalties, etc., be based on current market value in-kind exchange based upon percentage of sale price.

ANSWER: After evaluating proposals submitted by Offerors and determining the best return (Volume I, Part B, Factor 2) the Air Force may select a Highest Ranked Offeror (HRO) and enter into exclusive negotiations with the HRO to finalize a lease and related transactional documents.

19. What time frame does Edward AFB have in terms of potential Award and Notice to Proceed, etc?

ANSWER: We hope to have an Agreement to Lease in place by the end of the calendar year. The environmental work must be completed prior to lease signing.

20. Have there been any environmental violations regarding compliance now and/or in the past?

ANSWER: The site has been processing the material and passed current environmental/regulatory inspections. The Kern County Environmental Health Division has determined that the Air Force project that generated the concrete slab material is exempt from the permit requirements of California Code of Regulations Title 14, Division 7, Chapter 3, Article 5.9 *Construction and Demolition and Inert Debris Transfer/Processing Regulatory Requirements* (see Section 17380(g)) so long as continued progress is made.

21. What is driving the AF in terms of potential reuse/sale or other?

ANSWER: Cost avoidance and the potential for additional return are the main drivers behind this project.

22. Are there any special Security Requirements needed?

ANSWER: Please refer to section 3.8 ACCESS in the RFQ

23. Are prevailing wages a requirement for the project?

ANSWER: No

24. How/why and who may have crushed the existing processed material?

ANSWER: J. Torres Co., Inc.

25. In accordance with Section 3.9, Environmental Compliance: Would continuation of the "Recycling/Beneficial Reuse of Materials be considered exempt "so long as progress was/is made", under the requirements of California Code of Regulations Title 14, Division 7, Chapter 3, Article 5.9. (Construction and Demolition and Inert Debris Transfer/Processing Regulatory Requirements?

ANSWER: The Kern County Environmental Health Division has determined that the Air Force project that generated the concrete slab material is exempt from the permit requirements of California Code of

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Regulations Title 14, Division 7, Chapter 3, Article 5.9 *Construction and Demolition and Inert Debris Transfer/Processing Regulatory Requirements* (see Section 17380(g)) so long as continued progress is made.

The HRO will be responsible for coordinating with any/all regulatory agency as required to confirm environmental compliance of all HRO owned equipment and property except for regulatory coordination concerning Air Force owned real property, including the concrete processing operation, and its exemption under Title 14 section 17380(g) will be conducted by Edwards Air Force Base, with supporting documentation provided by the HRO as requested.

26. Understanding that the vendor must comply with EM 385-1-1 USACE Safety and Health Requirements Manual Current Edition – 2013 Draft, there appears to be no mention of in your evaluation concerning the review and/or requesting the Safety Profile of proposing firms. Example data for review in developing the associated “Point/Evaluation System”:

- Firms Experience Modification Rating (EMR) for the past three (3) years.
- Firms Past three (3) year OSHA Incident Rate.
- Firms Past three (3) year OSHA Recordable Rate.
  
- Note: Typically governmental entities mandate that the EMR must be below industry standard of “1.0” in order to qualify for performing work on a respective DOD/DOE site.

ANSWER: Compliance with these safety and health standards is not part of our normal EUL solicitation.

27. Is the AF interested in reuse of material to meet any “Build Green Initiatives”, use of material back on the base? What potential quantities might you plan on using on the base and/or what types of aggregates?

ANSWER: Refer to answer 30.

28. What time frame to be completed? Also, the lease time frame, if any?

ANSWER: Per the solicitation, the lease term will be long enough to allow processing and removal of all the material.

29. Potential up-coming projects (new builds) capable of and/or needing reuse of various materials?

ANSWER: Refer to answer 30.

30. Does the AF have any material specifications required and/or needed?

ANSWER: Refer to 7, 27, 29, 30

There may be a need for the processed/partially processed material as erosion control at Piute Ponds. Cost of transportation has prohibited us from pursuing this activity in the past, but there may be an opportunity here if the HRO can transport the material.

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