

Additional notes on slides

DISCLAIMER: In the event that there is a conflict between the RFP terms and conditions and the information that is disseminated during today's conference, the RFP terms and conditions shall control. The formal RFP is the only document that should be relied upon in determining the Government's requirements. Any changes to the RFP will be with a formal amendment.

This document does not represent all issues or charges that could be incurred during the performance of a contract, but is intended to provide the basics for understanding the unique environment in Guantanamo Bay.

Pre-Proposal Conference Introduction

Slide 5

There have been recent changes in the NAVFAC SE Organization. Naval Station Guantanamo used to fall under IPT South Atlantic. As of May 1st of 2014, NS Guantanamo Bay has transferred to IPT South and Central.

Introduction of Government Personnel: CDR Rockwell, Ops Officer for ITP South and Central; Bill Bankhead, Project Manager Branch Head, Mike Johnson, Technical Branch Head, Bruce Hall, Deputy Public Works Officer for Guantanamo Bay, and Garry Murphy, Contracting Officer.

Solicitation Brief

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The MACC has a capacity of up to \$95M and a period of performance of one base and four option years, whichever comes first. Example: If capacity is reached in year two, the remaining option years will not be exercised. Capacity could go fast which could result in a follow-on solicitation so continue to monitor FBO for future opportunities.

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There is no price proposal in phase-one however there are proposal submission requirements – refer to the RFP.

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The same procedures used to gain access to NAS Jacksonville for the Preproposal Conference are the same procedures that will be used to hand carry proposals. A new AMAG form will need to be submitted for the proposal due date.

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Acknowledgment of Amendments can be done via the SF1442 (see section 19 and 20) or by signing each individual amendment.

Demonstration of bonding capability can be made via a letter from your bonding company.

If Reps and Certs vary from what was certified in SAM, indicate in the proposal. In addition, DFARS recently issued some deviations to the DFARS which are not available in SAM. You will need to go to the individual certification provided under 0600 of the solicitation and submit with your proposal.

Directions on how to access FAPIIS is provided in FAR 52.209-7. This is only required if you have Government contracts over \$10M.

Ensure you acknowledge the Vets-100 Registration requirement by confirmation email or brief statement explaining why not currently in Vets.

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Clarification: One of the 3 – 5 relevant construction projects must be a multi-discipline renovation of approximately \$5M or more.

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“Self-certified” or “Certifiable” do not meet the requirements of third party certification and will not be considered. You must demonstrate that you have gone through the process of obtaining certification.

Slide 26

Clarification: One of the 3 – 5 relevant projects must be a multi-discipline renovation of approximately \$5M or more.

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If Rate is Zero, state that it is Zero so it is not assumed that that part was left out of the proposal.

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The majority of RFPs will be issued by IPT South and Central, however some RFPs may be issued by the Public Works Department at Guantanamo Bay, Cuba.

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Read the submission requirements and the basis of evaluation and make sure the proposal includes all that is in there.

Clearly demonstrate scope on submitted projects – don’t just submit titles.

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Clearly label and separate/tab each factor in your proposal – make it easy for the evaluator to find the information to evaluate. This alleviates confusion and misunderstanding of proposal.

Questions:

Has a seed project been identified? - A seed project has not been yet. It's necessary for the project to line up with the release of Phase-Two. As soon as Phase-two is issued, the project will be identified.

How many projects can be submitted under Factor 2? – A total of sixteen projects can be submitted for Factor 2. The 3 – 5 relevant projects for construction/design team, including the one required to demonstrate multi-discipline renovation, must be \$5M.

How are the suppliers involved with the specs? Have the specifications been fully developed for these projects? The specifications have not been fully developed for the projects, however the specifications are written based on the Government's requirements.

Some of the intended projects (referring to the upcoming projects presentation) are horizontal construction however the relevant definition only requires vertical construction. Is vertical the only requirement for this evaluation. Yes.

Is there a preference for US firms? There is not a preference for US firms. We have received a PPI which will provide a formal response. Please refer to the formal response.

Contractor Courtesy Information for Projects in Guantanamo Bay

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Overview – The base is 45 square miles – most of it is water or areas where you can't go. There is one choice in commissary, one choice in general retail store (Navy Exchange) so there is an intermingling of all entities on the island.

Berthing is one of the most unique things about Guantanamo Bay. The contractor workforce lives on the base. There is no Cuban workforce. You have to bring your own workforce with you. There are four types of berthing:

- Fair Market Value Housing – the task order will say how many houses you will be allocated for. Intended for management personnel. Monthly rates and utilities apply.

- Navy Gateway Inns and Suites (NGIS)/CBQ – hotel rooms. It is anticipated that these rooms will not be available during the forthcoming detainee trials. In the past companies have housed US employees performing specialized work in these facilities. It is anticipated (at this time) that the rooms may not be available.

- Extended Stay Berthing Facilities – Gold Hill Towers. Currently where most of the foreign national workers stay. As of the end of January all of the beds have been taken-up.

Majority of contractor berthing will be contractor-furnished mancamps. There is currently mancamp space at Corinaso Point which previously housed 350 personnel. The trailers were removed, but infrastructure remains. Most of the utilities are still in the ground. Contractors will be assigned an area in this location to set-up a mancamp. At start of task order, you provide your manpower load schedule (identifying number of people for the mancamp). Space is provided by the Government. This will be the long-term berthing for the task orders. The specifications will provide technical requirements for mancamps.

The berthing for the initial kick-off when you are awarded a task order: you will be given a couple of fair market housing, there are also some government-furnished trailers providing 20 – 30 beds (actual amount to be stipulated in each task order) which is intended for the contractor to use for initial set-up, but full-time workforce will be in a mancamp.

Separate area will be provided to set-up home trailer and outside laydown space (generally an acre).

Regarding workforce, there is no workforce on-site unless arranged with another contractor. The contract states you cannot steal workforce from another contractor. There must be an agreement between the parties and presented to the contracting officer. That person then comes under the new contractor's payrolls and badging systems.

A barge comes into Wharf Bravo every two weeks. First priority is Government equipment; however, there has never been a situation to date where there has not been availability for contractor use. The solicitation provides the various agencies/contractors that provide those services and how you can contact them (subject to customs and other requirements). You are allowed to bring your own barges and aircraft in. Plan must be made in advance. Don't call the day before.

Does that require US flag only? Yes and will require certifications. Refer to the specifications of RFP. NAVFAC is very serious about cranes of all types. Ensure they have the proper paperwork before bringing down to Guantanamo Bay for use. (Again refer to the specifications.)

Workforce – foreign nationals may be used – a number of them are from the Philippines. Contractors have agreements with the country to bring them over for labor. Government is not privy to those contracts.

Exceptions for the JTF projects because of security: There is a requirement that you have to have people with an ability to get a security clearance which are essentially US citizens to work on JTF site projects.

Davis Bacon does not apply. No small business subcontracting plans. There is no SHPO. There is no EPA. EPA requirements are handled by NAVFAC personnel. No labor reports except for population report and where personnel are staying.

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AMC flight scheduled every Friday and every other Tuesday to US. AMC flights to Jamaica scheduled every Wednesday. Aircraft is a navy-owned C-130 aircraft.

IBC is a private company that is presently flying out of Jacksonville to Guantanamo Bay. Government is not responsible for them, however, service is available at this time.

Can TCNs come from US flights? Generally come in from Jamaican flights because of passport requirements going through the states.

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Utilities run \$.50/kwh. That is relatively expensive. All the energy/power/water comes from Guantanamo Bay facilities. All provided by diesel generators. Very easy to justify energy projects. Lots of energy/utility infrastructure projects coming down the pipe. Everything is metered. You will be billed for everything.

Utilities are expensive so you will see that reflected in the sustainable requirements and technical specifications.

Medical/Dental – Recommend that your insurance plans include medevac coverage in case some serious accident happens.

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Example of food services – McDonalds, Subway, Pizza Hut, few sit-down restaurants, bowling alley, NEX complex available for everyone's use.

Outside lyceum theatre is available.

There are no disposal fees for general demolition.

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Internet does not perform as well as stateside, however may improve in the future.

Cell phones will not work down in Guantanamo Bay.

Gas station rates are set by DLA. Currently \$4/gallon for mid-range fuel. Prices set once a year.

Not a whole lot of driving. Speed limits only go up to 35 mph.

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Mail comes in usually three times a week.

Upcoming Workload for Guantanamo Bay

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Supplies and Equipment – There is no Home Depot; no Wal-Mart. Everything comes in on the barge. The logistics person who handles the materials that are coming in on the barge is one of the most

important people in your construction firm. You can lose your shirt if the windows on the barge are the wrong size. Major delay in getting right windows to Guantanamo Bay can become bigger problem if windows are on critical path.

Personnel and equipment very critical and the cost of doing business is going to be a little higher.

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Construction work is similar to any in the Southeast Area of Responsibility – ATFFF requirements on Guantanamo Bay just like other bases, Environmental concerns – environmental will be monitored by NAVFAC.

Paving projects – no paving plant on the island. There is one concrete plant that is contractor-owned. Prices have been set. Availability is subject to supply and demand on the island. You can set up your own concrete plant if you want to.

JTF Camps – a lot of the buildings are duplicated in the JTF area so detainees are not outside those secure perimeters.

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The list of projects is only a representation of the type of work and there is no guarantee this work will be on the MACC.

Under experience factor, we request contractors to submit new vertical construction and renovation projects because that is primarily what we expect the task orders to be geared towards, but there will be some utility work, there will be some horizontal, some road repair, sidewalks, paving projects, etc.

The environment in Guantanamo Bay is a very salty, windy environment that is really hard on roofs, walls, and materials. Woodpeckers will peck through stucco and build nests. Banana rats and Cuban iguanas are plentiful.