

DoN LODGING RFI QUESTIONS:

Written responses to the below questions are requested by **Monday, May 6, 2019, no later than 4:30pm EDT.**

Submit responses electronically to 2019lodging.fct@navy.mil. Do NOT send proprietary information as the DoN intends to use these RFI responses to further evaluate its best courses of action and may include information in future solicitations.

Please include your name, company name and contact information with your submission.

A. Interested Party Information:

1. Describe your organization's specialties and capabilities related to this project and your specific interest in lodging privatization.
2. Would you be interested in the Government sharing your contact information with other interested parties for potential teaming, partnering or contracting?

B. Procurement:

3. Please describe the feasibility of executing Phase 1 to include facilities at up to 30 installations, concerns you may have for a project of this size, and potential solutions to hurdles that may be experienced.
4. Please include a description of the feasibility and required timeline for determining the cost to demolish, construct and/or renovate buildings on up to 30 installations as part of a Two-Step proposal submission. DoN anticipates utilizing a Two-Step Solicitation Process: Step 1 including a submission of qualifications after which DoN would select a maximum of 4 or 5 qualified offerors for Step 2; and Step 2 would require a submission of a full proposal to include all development costs, operating pro forma, sources and uses, and all fees and distributions.
5. How much time will be required for the private sector to form a team and respond to an RFQ? How much time will be required for the private sector to respond to an RFP from the date of release to qualified offerors? Please provide an estimate for the time required to evaluate buildings on up to 20 installations to determine the cost to renovate each building to brand standards.
6. From selection of a Best Value Offeror for exclusive negotiations, how much time will be required to negotiate and execute final business documents?
7. Please describe all information you may require from DoN in order to submit a proposal on this project.

C. Financing:

8. What options are available to best finance the project for immediate and long-term success? What is your anticipated structure for financing and why (bonds vs loans), including discussion of collateralization of assets?

D. Development, Management and Oversight:

9. Describe the process you envision to establish the project, project team, finance, develop, operate and maintain the project initially and over the long term. Would you be pursuing as the prime offeror? Would you likely be looking to partner with a prime offeror? Or would you likely respond as a contractor or consultant to a prime offeror?
10. What is your vision for branding the hotels?
11. In accordance with 10 U.S.C. 2881, a facility cannot provide merchandise or services in direct competition with: the Army and Air Force Exchange Service; the Navy Exchange Service Command; the Marine Corps exchange; the Defense Commissary Agency; or any nonappropriated fund activity of the Department of Defense for the morale, welfare, and recreation of members of the armed forces. Do you foresee this restriction as an issue? If so, how can this be overcome or mitigated for the success of the project?
12. Do you foresee things like Installation/Base security requirements or Anti-Terrorism/Force Protection (ATFP) requirements as potential issues? If so, how can this be overcome or mitigated for the success of the project?
13. DoN will provide historical occupancy data for each of its facilities and, where available, the number of travelers that stayed at hotels outside of the installation. Please describe the process you would use to determine the amount of rooms that should be provided at each installation based on this information. Please include any other information that you will require in order to determine the number of end-state rooms at each installation.
14. Please provide a transition timeline to shift employees, reservation system and all operations from DoN to private operations. What is your plan for transitioning and retaining existing employees?