

SYNOPSIS:

THIS REQUEST FOR INFORMATION (RFI) IS FOR INFORMATIONAL AND PLANNING PURPOSES ONLY AND SHALL NOT BE CONSTRUED AS A REQUEST FOR PROPOSAL, REQUEST TO BE ADDED TO A BIDDERS LIST, INVITATION FOR BID, PROMISE TO CONTRACT, OR COMMITMENT OF ANY KIND ON THE PART OF THE GOVERNMENT. THE GOVERNMENT DOES NOT INTEND TO AWARD A CONTRACT SOLELY ON THE BASIS OF THIS RFI. THERE IS NO FUNDING ASSOCIATED WITH THIS ANNOUNCEMENT.

This RFI is being issued via Federal Business Opportunities (www.fbo.gov) and Navy Electronic Commerce Online (www.neco.navy.mil). There will be no paper copies of this RFI issued and amendments will only be posted to the websites for download. This will be the only method of distribution; therefore, it is the responsibility of interested parties to check the websites periodically for any amendments or updates to this notice.

I. DESCRIPTION:

The Department of the Navy (DoN) seeks to ascertain feasibility and industry interest and is soliciting responses from interested parties on the potential privatization of substantially all its Navy and Marine Corps hotel lodging operations across the contiguous United States (CONUS), Hawaii and Guam in order to improve the quality of transient lodging for unaccompanied personnel and families on temporary duty (TDY) and permanent change of station (PCS) travel. This includes lodging at approximately 45 Navy and 14 Marine Corps Installations, encompassing nearly 600 buildings with over 21,000 rooms located both inside and outside a secure perimeter.

Similar to the family housing program, this lodging privatization effort will also be pursued under the Alternative Authority for Acquisition and Improvement of Military Housing legislation, P.L. 104-106 Stat 186 Section 2801 (10 U.S.C. 2871-2885). It is anticipated that a private entity will own, operate, manage and maintain as well as design, finance, demolish, construct new or renovate existing lodging facilities on DoN-owned land, including associated amenities such as parking lots or structures, ancillary facilities and other site amenities.

The DoN's lodging portfolio is currently managed by four separate programs, which are anticipated to be consolidated through this privatization effort. Each program was established to primarily accommodate official travelers such as those on deployment and training (i.e. TDY) or movement to a new installation (i.e. PCS); however, all programs can accommodate both, as well as unofficial travelers, throughout the portfolio. The four programs are as follows:

- Navy Gateway Inns & Suites (TDY): manages over 15,500 guest rooms
- Marine Corps TDY Lodging (TDY): manages nearly 2,500 guest rooms
- Navy Lodge (PCS): manages approximately 2,500 guest rooms

- Inn of the Corps (PCS): manages nearly 900 guest rooms

For those installations considered for privatization, the average occupancy is 62% and the average 2019 lodging per diem is \$136 (though the rate to be charged will be a portion of that as discussed below). In addition, the portfolio requires improvements to eliminate backlog maintenance of approximately \$600M; however, it is anticipated that the scope of work will ultimately include additional renovation, demolition and new construction in order to ensure that the portfolio meets privatized lodging standards.

As part of this privatization effort, the DoN seeks to apply private sector expertise, resources, and market-based incentives to improve the quality of life for DoN military members and their families while in a transient status by providing quality, on-base hotel accommodations and services through improvements via renovations and/or new construction. The DoN envisions, pending future Congressional approval, privatizing its lodging in a minimum of two phases with each phase including installations within at least one major fleet concentration area as identified by the DoN. The DoN desires financing strategies that would maximize capital improvements while still providing an acceptable lodging product with room rates for official travelers that meet the requirement of an average daily rate below the lodging portion of per diem across the portfolio. Additional phases for the privatization of the remaining lodging facilities would not be guaranteed.

The DoN will host an Industry Forum to discuss the technical and financial aspects of the initiative to privatize Navy and Marine Corps lodging, including insights on requirements and program objectives from DoN leaders, as well as provide an opportunity for you to express private industry recommendations on the best approaches to achieving the DoN's goals. The Industry Forum will include presentations and a question and answer session, followed by a site tour of four DoN lodging facilities. The site tour will only be available to interested parties that attended the Industry Forum.

At this time the DoN is not seeking proposals and will not accept unsolicited proposal. At a future date, the DoN expects to issue a single Request for Qualifications/Request for Proposals (RFQ/RFP) for the entire program for parties interested in entering into a Public/Private Venture (PPV) with the DoN. The DoN does not anticipate re-competing future phases and will likely complete future phases as a continuation of the initial lodging privatization.

II. INDUSTRY FORUM:

Interested parties are encouraged to attend the Industry Forum and site tours on Wednesday, April 24, 2019 at Wyndham San Diego Bayside located at 1355 N Harbor Dr, San Diego, CA 92101 (619-232-3861).

Timing for the day is as follows:

- 7:30am to 8:00am – Check-In
- 8:00am to 11:15am – Presentations/Discussions
- 11:15pm to 12:15pm – Lunch Break (The DoN will NOT provide lunch but there are several options within walking distance).

- 12:15pm to 5:30pm – Site Tours (est. depending on length of site tours)

The DoN will provide transportation from the hotel to the site tours and back to the hotel. Individual transportation to the sites is not permitted. A camera or video device of any kind is NOT allowed. NO exterior or interior photography of the buildings will be permitted.

Pre-Registration is required. To attend the Industry Forum, including site tours, fill out all requested information on the Industry Forum Registration Form attached as Attachment A to this RFI and send completed form to 2019lodging.fct@navy.mil no later than **Thursday, April 18, 2019 at 4:30 PM EDT.**

Each participant planning to attend the site tours will need to bring a form of government-issued identification. Acceptable forms of identification are listed on the Industry Forum Registration Form.

Any individual who fails to adhere to these guidelines may not be permitted to attend the site tours.

III. QUESTIONS:

Questions regarding this announcement must be submitted by email to 2019lodging.fct@navy.mil.

Questions asked and answered during the presentation portion of the Industry Forum will be recorded and a transcript will be posted as an Amendment to this notice no later than Friday, May 3, 2019.

Interested parties may submit additional questions to the DoN following the Industry Forum via email to 2019lodging.fct@navy.mil no later than Monday, April 29, 2019 at 4:30 PM EDT. The DoN retains the right to respond to all, portion of or provide no response to additional questions. The DoN will review and post any questions with responses as an Amendment to this notice no later than Friday, May 3, 2019.

Please be advised, all Industry questions submitted to the DoN become the property of the DoN and shall further support this effort.

IV. RFI RESPONSES:

In response to this RFI and Industry Forum, the DoN seeks your written responses to the following questions in order to help shape the lodging privatization initiative, resulting in a business approach that is both attractive for industry participation and maximizes DoN objectives.

Written responses are requested by Monday, May 6, 2019, no later than 4:30pm EDT.

Responses will be submitted 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.

The DoN may seek clarifications regarding responses to this RFI with any or all of the responders on an individual or group basis. All submissions become the property of the DoN and will not be returned.

RFI questions are attached as Attachment B. Responses to this RFI are voluntary and are not required for participate in any future solicitation. Please include your name, company name and contact information with your submission.

V. NOTICES REGARDING SOLICITATION:

This RFI does NOT constitute a Request for Proposal and is not to be construed as a commitment, implied or otherwise, by the Government that a procurement action will be issued. **ALL DISCUSSIONS REGARDING POTENTIAL PRIVATIZATION, INCLUDING PHASING OPTIONS, ARE FOR DISCUSSION PURPOSES ONLY AND ARE DEPENDENT ON FUTURE CONGRESSIONAL APPROVAL.**

No telephone inquiries will be accepted and requests for solicitation packages will not be honored.

Response to this notice is not a request to be added to a bidders list or to receive a copy of a solicitation.

THE GOVERNMENT DOES NOT INTEND TO AWARD A CONTRACT SOLELY ON THE BASIS OF THIS RFI.

No reimbursement will be made for any costs associated with providing information in response to this announcement, any follow up information requests or attendance at the Industry Forum. Responses to this RFI may be considered in the future determination of an appropriate acquisition strategy for the program. The Government may not respond to any specific questions or comments submitted in response to this RFI or information provided as a result of this request. Any information submitted by respondents as a result of this notice is strictly voluntary.

DEEMED ACCURATE. To the best of the DoN's knowledge, the information provided herein is accurate. However, the DoN makes no representations or warranties whatsoever with respect to this RFI, including, without limitation, representations and warranties as to the accuracy of any information or assumptions contained in this RFI or otherwise furnished to responders by the DoN.

VI. POINTS OF CONTACT:

Contracting Office Address:

Naval Facilities Engineering Command Atlantic
6506 Hampton Boulevard
Norfolk, Virginia 23508-1278

Primary Point of Contact.:

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VII. ATTACHMENTS:

- A. Industry Forum Registration Form
- B. RFI Questions