




County of Fairfax, Virginia

MEMORANDUM

DATE: November 16, 2017

TO: George Bright, Contract Specialist
Department of Procurement and Material Management

FROM:  Katayoon Shaya, Chief
Public Private Partnerships Branch, BDCD, Capital Facilities
Department of Public Works and Environmental Services

SUBJECT: Original Mt. Vernon High School Redevelopment
RFP 2000002301
Recommendation for Contract Award

On May 26, 2017, a Request for Proposals (RFP) was issued to solicit master planning services for a Master Development Plan for the Original Mount Vernon High School Redevelopment project – RFP 2000002301. An optional Pre-Proposal conference and facility tour were held on June 8, 2017. An addendum was issued on June 26, 2017 answering questions. The RFP closed on June 30, 2017, with two responses – The Alexander Company/Elm Street Development and S.L. Nusbaum/Cadence Development.

The Selection Advisory Committee (SAC) held a kick off meeting on April 4, 2017 and reviewed the RFP, scoring criteria, and SAC schedule. Following DPMM's receipt of proposals on June 30, 2017, the technical portion of the proposals and the final SAC-approved scoring forms were distributed to each SAC member at a meeting on July 6, 2017. On July 24, 2017, SAC met to discuss the merits of each proposal and finalize scores, after which the cost portion of the proposals were distributed. The cost proposal review comments and scores were subsequently provided by each SAC member and the scoring was completed on the overall proposals on July 28, 2017. The technical proposal scores and the combined technical and cost proposal scores were recorded as follows:

Offeror	Technical Score (Out of 150 possible points)
The Alexander Company/Elm Street Development	134.9
S.L. Nusbaum/Cadence Development	121.5

Offeror	Combined Score (Out of 160 possible points)
The Alexander Company/Elm Street Development	141.3
S.L. Nusbaum/Cadence Development	128.3

Both offerors were sent clarifying questions and invited to interview with the SAC on August 30, 2017. Each offeror made a presentation to the SAC to address these questions and provide clarifications to their written proposals. The SAC met again on September 5, 2017, to discuss feedback from the offerors' presentations, review scores, and provide its recommendation for the next step.

The initial Cost Proposal submitted by the Alexander Company/Elm Street Development for the preparation of a Master Development Plan, was for the cost of \$472,292, with a 12-month duration plus an additional \$200,000 to be paid if their team was not selected for the second phase of work. The initial proposal submitted by S.L. Nusbaum/Cadence Development was for the cost of \$276,567.70, with a 7-month duration.

The County pursued negotiations with both offerors and further clarified and expanded on the understanding of each offeror's position relative to the County's goals and requirements. On September 21, 2017, following further clarifications requested by SAC on cost breakdown, scope, and schedule verification from each offeror, The Alexander Company/Elm Street Development put forth a revised proposal in response to negotiations that reduced the proposal to \$467,562 for a 9-month duration and no compensation for non-selection of second phase. S.L. Nusbaum/Cadence Development resubmitted and maintained their original proposed cost amount, but with minor restructuring of consultant scope and cost allocations. The SAC reconvened on September 27, 2017, and following discussion of clarifications received, voted preliminarily 8-2 in favor of The Alexander Company/Elm Street Development, pending further negotiations on cost.

The Alexander Company/Elm Street Development demonstrated their ability and capacity to meet the County's needs to master plan the Original Mount Vernon High School Redevelopment project in accordance with the solicitation requirements. The offeror's proposal demonstrated similar master planning experience with large-scale mixed use projects, an understanding of the requirements of the service to be provided, and the capacity and work plan to meet those requirements.

The S.L. Nusbaum/Cadence Development demonstrated experience with residential development including affordable housing. Their vision focused on mostly residential development and the full scope of the solicitation was not included in the presented goals. SAC also believed that the schedule they presented may not have fully taken into account the development timelines, and the community engagement needs.

A smaller negotiation team continued working with the offerors on the First Interim Agreement, via DPMM, that had begun during the selection process. On October 9, 2017, S.L. Nusbaum/Cadence Development submitted a revised cost proposal of \$325,096.62 including a 15% contingency. On October 11, 2017, The Alexander Company/Elm Street Development submitted a revised cost proposal of \$382,300, not including a contingency. After a follow up conference call on October 23, 2017, The Alexander Company/Elm Street Development was asked to include a contingency amount.

The Alexander Company/Elm Street Development submitted their final revised cost proposal on October 23, 2017, for a guaranteed maximum price of \$399,000, including a contingency. The negotiation team determined the cost to be reasonable based on similar historical contracts and the scope of services. All comments were addressed and The Alexander Company/Elm Street Development signed the final draft of the First Interim Agreement, dated October 23, 2017, concluding the negotiations. Although The Alexander Company/Elm Street Development cost was higher, S.L. Nusbaum/Cadence Development's work plan and cost breakdown did not seem to be comprehensive and originally did not include key work areas. Certain consultants were added post SAC interview, however, the total cost proposal did not change to reflect the additional consultants and the overall site development vs the limited site area originally assumed by N S.L. Nusbaum/Cadence Development that may have been reflected in their cost proposal.

As a result of negotiations with The Alexander Company/Elm Street Development, their overall proposed cost was lowered, and the County and the offeror were able to negotiate the cost for services that is mutually agreeable to both parties. As a result, the SAC recommends contract award to The Alexander Company/Elm Street Development.

If you have any questions, please feel free to contact me at 703-324-5389.

Cc: Selection Advisory Committee members