

Questions and Answers

These Questions and Answers will be part of a public dialog between potential Offerors and the Government. When a question is submitted, it will be assigned a question number and will retain this number for the life of the procurement. Questions will be posted when they are received and a date will be posted on the answer. If answers are augmented, the original answer will remain posted with the augmentation or clarification following the original answer. Contractors are HIGHLY encouraged to provide questions to the Government. The Government has questions and the Potential Contractors are requested to provide responses to Government questions. The responses will be posted to Government Questions in a non-attribution fashion if at all possible and the respondents are requested to respond in that fashion.

Q1.	When will we have the specific information on the properties to be sold, such as location, type of land?
A1.	The Forest Service is required to perform a NEPA (N__ E__ P__ A__) review on each parcel of land that is being considered in the conveyance program. After the NEPA analysis is completed, the Forest Supervisor will make a decision as to the disposition of the parcel. When the parcel is determined to be one the Forest Service will place in the conveyance program, a Task Order will be issued to the Broker, through the awarded contract, for the sale of the parcel. There is a very high likelihood that no specific parcel will be known until after the award of the contract. (DATE ANSWERED: __01/13/2012_____)
Q2.	Does the Forest Service intend to contract with one firm or one in each of the selling property areas?
A2.	The Forest Service is looking for maximize the dollars of the sale of parcels and to put the funds acquired back in the forest. The Forest Service would like to have the parcels marketed to right people and right areas. With input from the industry, the Forest Service would like input from industry as to how they believe the best way to market the parcels would be. (DATE ANSWERED: __01/13/2012_____) INPUT FROM INDUSTRY REQUESTED: Would it be better to have a single requirements contract (one contractor gets all parcels in the forest) or Multiple Requirements contracts (one contractor gets all parcels in a specific 'zone' within the forest)
Q3.	INPUT FROM INDUSTRY REQUESTED: How does the real estate industry market properties and how do you differentiate a good strategy from a poor one?
A3.	
Q4.	Will you issue RFP in March for one or all the properties?
A4.	The Forest Service is awaiting the completion of the NEPA review on a number of prospective parcels. The Forest Service anticipates the sale of approximately 15 parcels of land. The Forest Service anticipates issuing on or about the 15 th of March 2012. The parcels to be sold most likely will not be approved by the time the RFP is released. Parcels that have their NEPA review completed and determined to be in the conveyance program will be issued by Task Order to the contract holder. At the current time, it is anticipated that there will be 15 parcels for sale over the life of the contract. (DATE ANSWERED: 01/12/2012_)

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Q5.	Since this contract is so specialized, will this be an 8(a) set aside?
A5.	Under the Small Business Administration, there is a program referred to as 8(a). This program allows contractors that are participating in the 8(a) program to be able to acquire contracts without competition. It is not believed that the 8(a) program would be in the Forest Service's best interest. That said, Full And Open competition does not prohibit 8(a) companies from competing for this contract. The Forest Service is looking to maximize the dollars of the sale of these parcels through the selection of a contractor that can best meet the requirements of the contract. (DATE ANSWERED: _01/13/2012_____))
Q6.	Would you not entertain using an 8(a) contractor for this program?
A6.	This will be a Full and Open competition. As a Full and Open competition, 8(a) companies are not precluded from participating in the competition. The Forest Service is looking for the Best Value from the competition. (DATE ANSWERED: _01/13/2012_____))
Q7.	How does a person buy from Forest Service? What about financing? Is this a cash sale only?
A7.	TECHNICAL INPUT REQUIRED TO ANSWER THIS QUESTION Explanation of direct sale from FS and the reason for not using GSA. This has to be a competition and therefore competitive process. Using a broker will bring more competitive nature. Auction difference discussed. (DATE ANSWERED: _)
Q8.	How will the Contractor/Broker be paid? In the morning's discussion, there were comments made on a prohibition of Cost Plus Percentage of Cost. It is customary for the Broker to get a percentage of the cost of the sale. Can you please elaborate?
A8.	In Government contracting, there is a prohibition of a contract type where the contractor gets paid a percentage of the cost of a project. For Example: If a contractor's fee is 5% of the amount spent, then on a \$100,000 project, the contractor would be paid \$5,000. If the project was \$1,000,000, the contractor would be paid \$50,000. The basis of the prohibition is that there is no cost control. The more the contractor spends, the more fee they received. In the situation the Forest Service Conveyance Program, we want to maximize our return and the way the Broker gets paid more is to have a fixed percentage fee based on the selling price of the parcel. This would incentivize the Broker to maximize the sale price of the parcel. The Forest Service will need to work with the Office of General Counsel in order to make a determination if this is the methodology we can legally pursue. (DATE ANSWERED: 01/13/2012_____))
Q9.	INPUT FROM INDUSTRY REQUESTED: How does a Broker determine how to price a property?
A9.	

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Q10.	INPUT FROM INDUSTRY REQUESTED: What is the customary practice for fees and commission?
A10.	
Q11.	Who is going to receive the RFP, who are we sending it out to?
A11.	<p>The Forest Service will post a notice on Federal Business Opportunities (also known as FBO or FEDBIZOPS). The FBO notice will direct potential offerors to a website that has a copy of the Request For Proposal (RFP). Any interested party may review the RFP and submit a proposal in accordance with Sections L&M of the RFP.</p> <p>Section L of an RFP defines what is required to be submitted in a proposal. Section M describes how the proposal will be evaluated. (DATE ANSWERED: 01/13/2012___)</p>
Q12.	NEPA assessment based upon area? What are you using the NEPA for that analysis type? Are you looking at soil analysis?
A12.	<p>TECHNICAL INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)</p> <p>Part of the process is for lands/market analysis. Basis for the NEPA and end use. Categorical exclusion, documentation of why no full analysis. EA process may be done.</p>
Q13.	Properties List to be sold, where they recommended through NEPA?
A13.	<p>TECHNICAL INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)</p>
Q14.	As some of the properties are most likely in less than stellar condition, Will the Forest Service be upgrading the property with a coat of paint or general cleanup to make it more marketable?
A14.	<p>TECHNICAL INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)</p>
Q15.	What can be expected to be conveyed with the property? Mineral rights? Water rights?
A15.	<p>TECHNICAL INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)</p>
Q16.	Assuming this comes out as a full and open competition, will you require the proposals to have a subcontracting performance plan in it and will it be evaluated?

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A16.	AQM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q17.	Will there be a conflict of interest of clause between realtor and commercial developer?
A17.	TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q18.	Are you going to include an OCI in the proposal to be included keep the conflict of interest between broker and developer?
A18.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q19.	Will there be financing offered on any of these properties?
A19.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q20.	Has the Forest Service studied the GSA best practices, cost structures, fees for real estate?
A20.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q21.	Have you study the transactions of GSA best practices?
A21.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q22.	Where has GSA hired brokers and how have the brokers where compensated?
A22.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q23.	The fees associated with these practices?
A23.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q24.	Will you take any input from the selected broker on pricing for land or appraised value of the property?
A24.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____) Explanation of land pricing at the minimum bid and then the number of what the government wants to achieve. Can that individual get this contract; can they try

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	to opinion the amount? Whoever wins the contract you will get the information for pricing. (DATE ANSWERED: _____)
Q25.	Will that be disclosed before proposals submitted? (Price of land, see above)
A25.	As the parcels have not yet been approved for sale at this time – No. It is anticipated that the Broker will be an integral part of the process and the Forest Service and the Broker will be working together to best determine an advertising price. (DATE ANSWERED: 01/13/2012__)
Q26.	When selecting properties, are you have to get Congressional approval?
A26.	The Forest has already received approval from Congress for the parcels under consideration. Even with approval for consideration, the Forest is not exempt from the NEPA Process. (DATE ANSWERED: 01/13/2012__)
Q27.	REWORD FOR CLARITY: Precluded from other contractual opportunities if the contractor doesn't think property is priced right. Challenge with the investing in the market of the selling of property. How to get to best price. How do we deal with the hard floor on property value?
A27.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____) As long as there is flexibility in the pricing the broker can help and market will ultimately decide. Realistic goals. Current prices.
Q28.	Clarification on FS appraisers and how they do the appraisals.
A28.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____) Government needs to know if the cash and close a severe enough to limit opportunities? Flexibility on the sale of the property, you would want to have flexibility to say look at cash at time of payment or 6 month window for entitlement process.
Q29.	Contractual who signs off on the contract. Property? What about the follow up meeting in January, the scheduling process?
A29.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q30.	If we have a question or observation that in involves a strategy we don't want others to know how do we convey that?

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A30.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q31.	Are the proposals proprietary?
A31.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q32.	Address how much time there is between notice and follow on interviews. When do you anticipate announcing the interviews/discussions for January?
A32.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q33.	Could a joint website be established by the chosen brokers to showcase the properties? (This could be more cost effective, much like the FDIC Property Site)
A33.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q34.	If a Buyer wants a FS property but has a Lesser Value Property would the FS trade? If the Buyers Property would enhance a current FS Property? Example such as a Buyer owns a parking lot next to an FS Office Building Property and would take a FS Home in trade.
A34.	
Q35.	What is ORCA?
A35.	AQM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q36.	What is CCR?
A36.	AQM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q37.	What are Reps and Certs/Section K?
A37.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q38.	What is FBO?
A38.	AQM/TECHNICAL/PROGRAM INPUT REQUIRED TO ANSWER THIS QUESTION (DATE ANSWERED: _____)
Q39.	

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Comments/Recommendations/Suggestions

Comments on posting the information of the slides and discussion.

Addressed that this information by referring to the FBO, and how to register CCR, ORCA, Reps and Certs

Recommendations: Of these three options, you should hire locally.

1. One entity one company
2. One entity company who farms it out to others
3. You might hire fifteen entities

Plan Unit Development (PUD) may be done by a broker

Suggestion: The broker that you pick has capability to show the property hands on and not just computer.