

Responses to Questions on the Request for Qualified Concessionaires (RFQC) – Posted May 30, 2018

Question Number	Question	RFQC Section	BOR Response
1	What is the term the BOR is considering for the proposed concession agreement?	General	The BOR anticipates a term of 40 years for the concession agreement. It will discuss the merits of alternative term length with the Qualified Proposers as part of the RFP process.
2	Is the BOR interested in the largest upfront payment for this opportunity or is some form of revenue sharing more attractive?	General	The BOR is ultimately seeking an agreement that appropriately balances student affordability, BOR control, risk transfer to the concessionaire, and sustainability of its housing assets. Details around optimal financing structures and options would be negotiated with Qualified Proposers during the RFP process.
3	Is it appropriate to assume that items such as the set fee referred to in Section 3.4 will be subject to some agreed escalation factor over the term of the concession agreement?	3.4	Yes.
4	To what extent will flexibility be extended in terms of the conceptual design work that has been completed to date (i.e. bed/bath parity or other items that might be deemed as important to project marketability based on the qualified teams due diligence)?	3.2	The conceptual designs reflect student desires and needs obtained through the (formerly Anderson Strickler (now part of MGT America Consulting LLC) Market Studies combined with the residence life goals of each campus. Qualified Proposers must base their cost proposal on the concept designs and USG Baseline Design Standards provided. If the Qualified Proposer also wishes to submit an alternate design and cost proposal, the BOR will consider whether it is a better solution to meet BOR/campus goals. Qualified Proposers will have the opportunity to present alternate solutions early in the RFP phase.

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5	It is stated that the Concept Designs completed to date follow USG’s Baseline Design Standards and that all new and renovated beds must meet or exceed the USG Baseline Design Standards. Are there other technical requirements within the Standards and is a comprehensive list available that confirms the most current requirements?	3.2	The concept design package for each new/renovation project contains narrative specifications. Otherwise, there are no additional technical requirements other than those found in applicable federal, state, and local authority requirements.
6	The RFQC encourages the Respondents not to establish exclusive teaming relationships at this time and that Architects and GC’s will be subject to the consent of the BOR. Please provide the anticipated process and timing to obtain the aforementioned consent by the BOR.	3.2 and 5.2.5.c	As noted in Section 3.2, additional details regarding the development effort will be shared and discussed with Qualified Proposers as part of the RFP process. This would include the timing of BOR consent for the selection of Architects and GCs.
7	Please provide more detail regarding how scoring will be allocated. Specifically, it would be helpful to understand how the maximum points for each category (i.e. – Relevant Project Experience, Technical and Financial) will be allocated under each subcategory.	4.2	Points will be awarded collectively for each category as defined in Section 4.2 up to a total scoring of 100 points, based on the BOR’s overall assessment of the Respondent’s qualifications in each of the categories that will be evaluated. Points are not allocated further by subcategory.
8	Please provide summary details of capital lease obligations and/or underlying debt to be defeased which encumber the assets/facilities included in this RFQC.	1.2.4, second bullet	Complete information about capital lease obligations and debt defeasance will be provided to Qualified Proposers during the RFP process.
9	Please confirm all proposals (interim and final) submitted by Qualified Proposers shall conform to one uniform set of BOR proposal requirements to be considered responsive and compliant.	1.1, paragraph 2	The RFP process will comply with the BOR Public Private Partnership Procurement Procedures attached as Appendix B to the RFQC. The BOR anticipates that all interim, final, and supplemental proposals submitted by Qualified Proposers during the RFP process will be required to conform to a uniform, BOR-

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			specified format and due date to be considered responsive and compliant.
10	It is understood Respondents must not contact any BOR Advisor. The RFQC defines BOR Advisors as PFM and JLL. Are there other BOR Advisors which Respondents are not allowed to contact? If so, please provide the names of any additional BOR Advisors.	1.1, page 2 and 5.1	The BOR is engaging Kutak Rock to serve as legal advisor for this transaction. Respondents are not to contact Kutak Rock.
11	Given prospective Respondents will not have the benefit of receiving the BOR's second round of answers to clarifying questions until May 30 th , please consider extending the RFQC response deadline by an additional two weeks to allow teams more time to adjust and finalize their submissions.	General	This request is declined. The BOR and its Advisors for this RFQC have intentionally structured the submission content and format so as not to be time-consuming or burdensome for prospective Respondents. The BOR has already extended the original deadline from June 1 to June 11 to allow prospective Respondents extra time.