



METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

RFP No. 1-17-C057 Real Estate Broker Services

April 20, 2017

Questions and Answers

Notice: Questions may have been edited for clarity and relevance.

- 1. Question:** What studies have been performed on the properties and what documentation is available for review?

Answer: No current studies relevant to this solicitation are available.
- 2. Question:** What is the process for identifying permissible uses for FAA on land?

Answer: The potential buyer/lessee will identify its proposed use for the Property. All contracts and leases will be contingent on receiving FAA approval. FAA's review and approval process includes a review of (i) the proposed use and disposition of the property and whether or not that proposed use and disposition is consistent with the Airport Layout Plan, (ii) review of environmental issues, including National Environmental Policy Act (NEPA) approval and (iii) review of airspace considerations. The Airports Authority has begun the NEPA process on the Western Lands.
- 3. Question:** Is there any feedback yet from HNBT on site engineering and environmental assessment they are conducting or is this study still ongoing?

Answer: The study is still ongoing.
- 4. Question:** If we engage the services of a subcontractor in the early stages of the project, can we pay the subcontractor using the hourly rates specified in the solicitation and be able to invoice MWA for the Costs?

Answer: The commission is the only payment available for performance of the Real Estate Brokerage Services.
- 5. Question:** Section X, Attachment 02: We note that 3 ring binders are required for submission in Envelope 3, but the binding method is not specified for the other two envelopes. Does the Authority have a preference as to the binding method used for these documents?

Answer: 3- ring binders.
- 6. Question:** Section X Attachment 02: Given that eight 3 ring binders are required for Envelope 3. Can we submit our Envelope 3 binders in a box rather than an envelope?

Answer: Yes.

7. **Question:** Section III, Price Schedule indicates that an electronic copy of the price proposal is required, but Section X, Attachment 02 does not mention an electronic copy. Are we correct to assume that an electronic copy of the cost proposal is not required?
- Answer:** An electronic copy of the price proposal is required.
8. **Question:** Have either of the three parcels previously been marketed for sale or ground lease? If so, what prevented consummation of a transaction?
- Answer:** No.
9. **Question:** Are there any requirements that MWAA offer the land to other public entities prior to engaging the broader market?
- Answer:** No.
10. **Question:** Has MWAA performed any land use studies for the sites?
- Answer:** No current studies relevant to this solicitation are available.
11. **Question:** Can you elaborate on MWAA's end goals regarding this assignment? Is MWAA mainly interested in achieving the best financial terms? Does it favor end uses that drive job creation and other economic benefits?
- Answer:** Maximize revenue to the Authority.
12. **Question:** a) Does MWAA anticipate that fees for all services provided under "Real Estate Brokerage Services" will be paid through commissions? b) Or is it acceptable to propose fixed fees for some of the scope of services (e.g. #2 Development Analysis- where we may engage a land use planner or attorney)?
- Answer:** a) Yes. b) The commission is the only payment available for performance of the Real Estate Brokerage Services.
13. **Question:** MWAA states that commissions will be paid from "ground lease proceeds when and if collected by the Airports Authority until the full commission amount has been paid to the contractor." To clarify, does MWAA intend to pay commissions in the very beginning of the ground lease term (first 10 years)?
- Answer:** Yes.
14. **Question:** Some submitted questions have not been answered in this set.
- Answer:** Answers to previously received questions that have not yet been answered may be posted prior to the proposal due date of April 28.