



Q&A for 2008 Development Opportunity RFP

1. **Question:** Do you know the process the selected developer will use to design new structures? Will they be selecting architects or doing all design with an affiliated architectural/engineering firm? Is it true that the firm chosen to be the Development Advisor will not be considered for any single building design?

Answer: The developer will select its own architect, and the Development Advisor would not be permitted to participate in that capacity as it would be an inherent conflict with the HRTDC Advisor role.

2. **Question:** What time is the pre-bid meeting and tour on March 3, 2010?

Answer: 10:00 a.m. in Building 7A on the Campus.

3. **Question:** Are we meeting at 7A Harriman Campus Road, Suite 210, for the site tour on March 3?

Answer: Yes, at 10:00 a.m. Parking is available in N Lot; please see attached directions and map.

4. **Question:** What duration should be considered for the sake of the proposal?

Answer: We are estimating three years; however the pace of development will determine this.

5. **Question:** Is the duration ongoing until the redevelopment is completed, or is there a projected completion target, such as final zoning approvals, construction start, construction completion, etc?

Answer: The initial phase of three years should be sufficient; anything beyond that cannot be accurately forecast.

6. **Question:** We noted the request for hourly rates in the RFP. Since the scope will become more developed as time progresses, is the intent that the proposals be hourly in nature, or are you looking for a break out per each item listed under scope?

Answer: Submit hourly rates only.

7. **Question:** Is the Columbia developer still on board, along with BB&L Construction and M+W Group?

Answer: Yes.

8. **Question:** We assumed the lead land planning and lead engineering professionals (civil, environmental, traffic, safety) of record are provided either by the developer, or the other parties involved, and that our team would be reviewing, evaluating, coordinating, and advising those teams.

Answer: Correct.

9. **Question:** Is the above correct, or should we propose bringing on board similar professionals of record?

Answer: No.

10. **Question:** Are the parcels shown on Attachment C the limits of the work? It's difficult to tell from the scale of the aerial photo, but do these two parcels total up to the approximate 300 acres, along with the 15 buildings?

Answer: The Development Parcels covered by the RFP are in Exhibit B, representing approximately 130 acres of area.

11. **Question:** Under Architectural scope, preparation of design guidelines is mentioned. Is this considered a "deliverable" by the Development Advisor, or is the scope more limited to reviewing and making recommendations on work performed by others?

Answer: The Design Standards will be created jointly by HRTDC, the Development Advisor and Columbia Development. HRTDC will approve the final set of standards.

12. **Question:** Under Engineering scope, the evaluation of all proposed infrastructure modifications, along with the impact on existing systems, is mentioned. Is this evaluation

a “Deliverable” by the Development Advisor, or is the scope more limited to reviewing and making recommendation on work performed by others?

Answer: Review only.

13. **Question:** Under Engineering scope, the task to review and understand capacities of all on-campus utilities and impact of planned development on same is mentioned. Is this task limited to reviewing and commenting on engineering work performed by others?

Answer: Review only.

14. **Question:** Who will be reviewing and providing sign-offs on permitting and C of O?

Answer: The City of Albany.

15. **Question:** Will Executive Order #111 be adhered to?

Answer: The RFP suggests the highest possible achievable LEEDS Status. It is difficult to determine until we actually have a construction proposal to evaluate.

16. **Question:** Is DOT’s role advisory or will they have review and approval authority?

Answer: They will advise us on matters related to adjacent highways, I-90 entrance and egress ramps and related issues. DOT doesn’t exercise any direct input as far as the Campus in concerned.

17. **Question:** Are you looking for us to act as your agent? What is the scope of our services to be?

Answer: Your duties will be as our consultant: review of plans and proposals that are prepared by Columbia Development, observation of good practices, advice on SEQRA related activities, evaluation of the structure of transactions that are being considered.

18. **Question:** Will the contract be deliverable-based? What will the work entail?

Answer: We haven’t identified any specific deliverables at this time. As the assignment progresses it is likely that there will be project-related deliverables.

19. **Question:** Would a Real Estate Advisory organization be a natural lead for this assignment?

Answer: That is not how we envision it today. We are seeking organizations that will act as our consultants to assure that development proceeds in a sensible, coordinated manner, including infrastructure modifications, transportation improvements and interim related activities.

20. **Question:** Would a Real Estate Advisory organization act in collaboration with the Development Advisor?

Answer: Possibly as development activity and market interest in the project becomes more identifiable.

21. **Question:** Is Columbia responsible for building development, road development, scheduling and management?

Answer: Yes, they will have primary responsibility as the developer.

22. **Question:** What is to be the role of the Development Advisor during construction?

Answer: Assure that work is proceeding as planned, keep us advised of any issues that may have a broader impact, ensure that the safety and well-being of the NYS workforce on the Campus is at all times preserved, review plans and drawings and highlight possible opportunities to conserve time, money or improve overall project quality.

23. **Question:** Have there been any traffic impact studies done?

Answer: Yes, we had Chazen do some preliminary studies when the Saratoga Master Plan was being prepared, mostly related to ring-road volumes, speeds, timing and origin destination. We also did some preliminary layout work related to implementation of the 2007 Nelson/Nygaard Harriman/UAlbany Linkage Study and those are available in our files once we begin to consider infrastructure re- design. No studies have been conducted since then.

24. **Question:** Is there a timeframe/duration for this assignment?

Answer: Not at this time. Much of the assignment will be driven by the speed of development which is largely a function of the markets. We do not currently envision it lasting beyond three years.

25. **Question:** Is there a budget established for this assignment?

Answer: No, not yet.

26. **Question:** Is there a dollar value associated with Columbia's first transaction?

Answer: No.

27. **Question:** Are we planning on selecting one or multiple consultants for this assignment?

Answer: Only one. Several candidates have asked if we would consider consolidating several teams but we do not view that as a proper role for HRTDC. You will need to sort that out amongst yourselves and present the best possible team.

28. **Question:** With respect to SEQRA, are we going to do an EIS and will this be the responsibility of the Advisor?

Answer: The initial plan is to evaluate early stage development by Columbia to determine whether it falls within the scope of the existing 2002 GEIS performed by OGS. To the extent that it does, it may not be necessary to perform a new compliance study and we will proceed with filing an Environmental Assessment Form. As development plans become more defined and progress it is anticipated that a Supplemental EIS will be required. If so, your role will be to assist us with required hearings, filings and support. Columbia will be handling the bulk of the SEQRA compliance activities, ESDC will act as Lead Agency and HRTDC will coordinate.

29. **Question:** Is the Columbia 2008 Proposal going to be the driving force behind the campus re-development?

Answer: To a large degree yes, we realize that there will be changes with respect to where development activity occurs, size and scope of planned projects, and the impact of demand. That is the nature of commercial real estate development. But the overall concept has not changed drastically.

30. **Question:** Are there internal/external infrastructure modifications or issues that will need to be addressed as part of the development process and how will that impact the development timeline?

Answer: Not known at this time. We know that eventually the infrastructure will likely require modification. The reconfiguration/elimination of portions of the ring road system

has been discussed, that will certainly drive timeframe impacts. There is an entire network of piping, cabling and utilities buried under this Campus that will require very careful consideration as we begin planning the re-development. Site plans will have to respect that infrastructure; proper engineering will become critical as we move forward with Columbia's plans for the Campus.

31. **Question:** Are there any jurisdictional issues (state, local, etc.) that may impact how we approach development on the Campus? There are numerous agencies that are constantly evaluating & revising codes, guidelines, etc. that could affect the project.

Answer: We are not aware of specific current code changes and the like that could have such an effect. That said, we do recognize the ever-changing regulatory climate and we would look to you as the professionals in your field to advise us when such changes are being promulgated. Further, Columbia as an experienced developer/builder encounters these on a daily basis and deal with them as part of their work environment.

32. **Question:** Is the SEQRA work going to be supplemental to the work that is already done?

Answer: Yes, in all likelihood there will be supplemental filings required.

33. **Question:** How should other/further questions be submitted?

Answer: Send those to Richard Usas (rusas@empire.state.ny.us) in e-mail form and we will post them with the answer on the HRTDC website.

34. **Question:** In the Submission Requirement sections of the RFP, for Fee proposal is any fee breakdown by stage required?

Answer: We will need the hourly rates for each member of the team that will be charging time.

35. **Question:** In the fee proposal section for the hourly rates, should we use Attachment A Staffing Plan form?

Answer: No. As indicated above we simply need the hourly rates for all team members.

36. **Question:** Since there is no mention of required forms in the Submission Requirements section of the RFP, where should we include these forms? Can we create a section for Required Forms? Which forms ARE required?

Answer: The simplest procedure would be to complete each of the forms attached to the RFP, in the order that they are attached, and attach the completed forms to your submittal in the same order.

37. **Question:** Do you know the process the selected developer will use to design new structures? Will they be selecting architects or doing all design with an affiliated architectural/engineering firm? The firm chosen to be the Development Adviser will not be considered for any single building design. Is that correct?

Answer: The developer will select its' own architect, the Development Advisor would not be permitted to participate in that capacity as it would be an inherent conflict with the HRTDC Advisor role.

38. **Question:** At the March 3rd pre-bid conference we got the impression that the scope of work in the RFP is different from that contained in the meeting presentations. Will a final/revised scope be provided?

Answer: There is no difference in the scope of work described in either the RFP or the presentations. The assignment is to act as a consultant to HRTDC. This was stressed repeatedly during the presentations. Further, the RFP contains numerous references to the assignment duties anticipated, such as; “professional consultation; coordination of activities, review and evaluation of plans submitted by the Developer, assist HRTDC in conceptual planning in concert with the Developer”. The message is consistent in both form and presentation.

39. **Question:** Considering the changes in scope are you anticipating extending the March 15th response date?

Answer: No, the assignment scope defined in the RFP document hasn't changed.

40. **Question:** As a point of clarification, are respondents to the RFP expected to complete Attachment C, Exhibit C, Schedules A-1 and A-2, Attachment D Affirmation, Attachment E Responsibility Questionnaire, and Attachment F Contractor Certification, as a part of the first submission?

Answer: Yes, all the forms specified in the RFP must be completed and included in your response package.

41. **Question:** Will minutes from the March 3rd meeting be published?

Answer: Minutes were not taken. We are enclosing the program outline as it was presented at the meeting. Additionally, all questions that were asked at the meeting were recorded and have now been posted to our website as indicated above.

Program Outline

The purpose of this meeting is to familiarize all candidates with the scope of assignment, to get a feel for campus layout and to learn about our re-development arrangements

Together we will need to conceptualize how development can proceed in sensible, coordinated manner; including potential infrastructure modifications, transportation improvements and interim arrangements as development is being implemented.

You will be working with HRTDC & CDC on design standards as an early stage assignment. We want to set a standard that will look good now and 50 years from now.

You will be assisting in SEQRA compliance sections as required. CDC has agreed to do a large part of the compliance work, with HRTDC and ESDC handling the Lead Agency and filing responsibilities

The CDC team is very experienced at development, construction and project management so you will primarily reviewing contracts, drawings and plans to assure that there is a smooth integration of those activities within the Campus. There are still 7500 state employees working here and their needs will continue throughout the re-development program.

Before we submit any transaction or plan for approval we will need to know that that you have thrown it up against the wall, and examined all the details and that it will work. There can be no loose ends.

We plan to observe some basic principles from the 2006 Master Plan as a guide in the development of conceptual planning. You should be familiar with the overall concepts that it contains.

Periodically you may also be called upon to represent HRTDC where required for team meetings and/or public presentations. In such instances you will be acting as our representative and the interests of HRTDC will be your primary concern.

Housekeeping Items before we start the tour

We are in an open RFP solicitation period and all questions must be referred to either me or Doug Schelleng. All Q & A will be posted to the website. We

recommend that you check the website at least daily up to the submittal date for any updates.

Should you be contacted by the media please refer them to us, this is a very visible project in the Capital District and they watch our activities closely so please be sensitive to that.

As stated in the RFP, we will contact finalists to advise them of an interview date, currently planned for March 31, April 1st. Please note that this is a change from the original schedule, we will of course post it as well. The interviews will be held at the ESD corporate offices on the 4th floor at 30 South Pearl Street in Albany.

42. Question: Can the list of attendees be published?

Answer: Attendees were:

- Plumb Excel Group
- Chazen Companies
- C& S Companies
- Hamilton, Rabinowitz & Alshuler
- Clough Harbor Associates
- AECOM
- Foit-Albert Associates
- AKRF Engineering
- CB Richard Ellis
- CT Male
- K Backus Associates
- Spectra Engineering
- TW& A ssociates
- URS Corp.
- RPEM LLC
- Valcon Construction Advisors
- Stantec Consulting
- Wallace Roberts Todd
- Washington Square Partners
- Grimshaw Architects
- Gilbane Construction
- R E Group
- Architecture+
- Collins Scoville Architects
- Dembling & Dembling Architects

43. **Question:** Can you give us any information as to why our team's proposal was not selected for further consideration?

Answer: We cannot provide that information.

44. **Question:** Can you provide the names of the other candidates that were included on the short-list for further consideration?

Answer: We cannot provide that information. If and when a decision is made on the selected entity, the award will be posted on the State Contract Reporter, as well as on the HRTDC webpage.

45. **Question:** Can we request to have our interview time swapped for a different day?

Answer: We will make a reasonable attempt to accommodate such requests.

**W. A. Harriman State Office Campus
Building 7 A - Suite 200
1220 Washington Avenue
Albany, New York 12226
518-457-4444
518-457-8185 fax**

**Richard Usas, RPA
Vice President**

rusas@empire.state.ny.us

Directions from the Thruway

Take exit 24 onto I90 East to exit 3, marked "State Offices", which will bring you onto the outer loop road of the campus near Building 24. Take the first left turn across from Building 30 onto the inner loop road. Move into the far right lane and follow the inner loop road for about 1/2 mile. Watch for a sign on the right for DOT buildings 7 and 7A and take the right turn immediately after this sign. Head straight and then take your first right into parking lot O. Building 7A is the eight-story building.

Directions from 787

Take I90 West {Buffalo} to exit 3, marked "State Offices", which will bring you onto the outer loop road of the campus near Building 24. Take the first left turn across from Building 30 onto the inner loop road. Move into the far right lane and follow the inner loop road for about 1/2 mile. Watch for a sign on the right for DOT buildings 7 and 7A and take the right turn immediately after this sign. Head straight and then take your first right into parking lot O. Building 7A is the eight-story building.

Directions from I - 87 Northway

Take exit 1E onto I90 East to exit 3, marked "State Offices", which will bring you onto the outer loop road of the campus near Building 24. Take the first left turn across from Building 30 onto the inner loop road. Move into the far right lane and follow the inner loop road for about 1/2 mile. Watch for a sign on the right for DOT buildings 7 and 7A and take the right turn immediately after this sign. Head straight and then take your first right into parking lot O. Building 7A is the eight-story building.

Note: There are many connector roads from the outer loop to the inner loop road. If you miss one connection just take the next one. After you are on the inner loop road you just continue around until you see the sign for buildings 7 and 7A.

Directions from Western Avenue (NYS Rt 20)

(Heading east towards Downtown)

Start in the left-hand lane and after passing a Stewart's Shop and Public School #27 on your right, watch for the Harriman Campus gateway sign. The sign is at the following traffic light and to the left is the entrance to the campus. Take the left and follow the road to the end, which will then force a right turn onto the outer loop road. *Move into the middle lane and follow the outer loop until passing over two bridges. After crossing the second bridge move to the far left lane

and pass under another bridge. Take the first off-ramp on your left which is a bridge that is a turn-around to the inner loop. After merging onto the inner loop immediately cross over to the far right lane. Watch for a sign on the right for DOT buildings 7 and 7A and take the right turn immediately after this sign. Head straight and then take your first right into parking lot O. Building 7A is the eight-story building.

(Heading west away from Downtown)

Start in the right hand lane and continue straight through the traffic light at Brevator St. After crossing a bridge take a right turn at your third traffic light where there will be a Harriman Campus gateway sign. Follow the road to the end, which will then force a right turn onto the outer loop road. Follow directions above.*

Directions from Washington Avenue

(Heading east towards Downtown)

After passing the University at Albany DO NOT take the exit marked “State Offices”. Continue straight passed the Harriman Campus gateway sign to a secondary entrance which will be on your right marked “To West - 85”. Take this ramp to the inner loop and immediately cross over to the far right lane. **Watch for a sign on the right for DOT buildings 7 and 7A and take the right turn immediately after this sign. Head straight and then take your first right into parking lot O. Building 7A is the eight-story building.

(Heading west away from Downtown)

Start in the right-hand lane and pass straight through the traffic light at the intersection with Brevator St. On the left will be the Harriman Campus gateway sign. After crossing a bridge take the immediate exit marked “State Offices”. Bear left until merging onto the outer loop road and then immediately cross over into the far left lane. Take the first off-ramp on your left which is a bridge that is a turn-around to the inner loop. After merging onto the inner loop immediately cross over to the far right lane. Follow directions above**

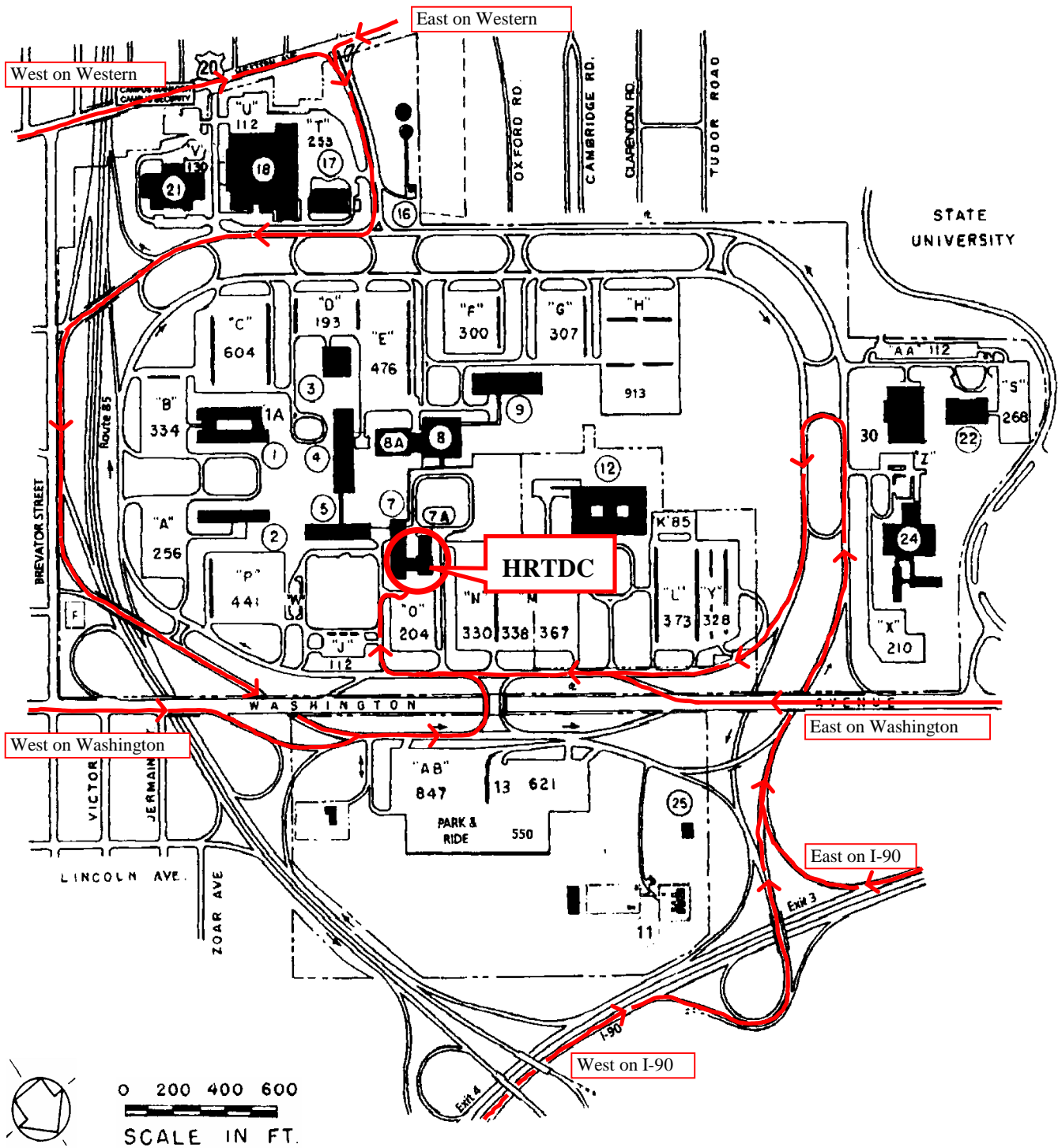
Note: There are many connector roads from the outer loop to the inner loop road. If you miss one connection just take the next one. After you are on the inner loop road you just continue around until you see the sign for buildings 7 and 7A.

Parking

Visitors to our office may park in Lot 0 in front of Building 7A.

Security and Building Entrance

Access to Building 7A is by telephone. Please follow the directions by the telephone located to the right entrance to the building. Call—7-4444, the Harriman Office and announce your arrival. A member of our staff will come down and greet you.



W. AVERELL HARRIMAN
 STATE OFFICE BUILDING CAMPUS
 ALBANY, NEW YORK