

**Responses to Questions**  
**Beale AFB Enhanced Use Leasing**

1. **Question:** Does the waste water treatment plant include only the main trunk line or does it include all the collection system lines on Base? And then secondly, if it is only the trunk line, will the Air Force continue to maintain the other collection system components?

**Answer:** The EUL includes only the main trunk line, the Base will continue to operate and maintain all the feather lines that run into that main trunk line.

2. **Question:** Can you talk a little bit about any inflow and infiltration issues?

**Answer:** Yes. The Base would be responsible for the entire system not including the main trunk line, and the inflow and infiltration repairs would be completed by the Air Force. In fact, Beale AFB has a funded project in fiscal year 2008 including the repair of inflow infiltration.

3. **Question:** Would the treated water from the waste water treatment plant be available for industrial processes, and if treated water from Beale is used for cooling, will the Base handle its disposal?

**Answer:** Beale AFB must be met first for landscape irrigation. The base will use up to 1.5 million gallons per day in the summer. During winters with adequate rainfall, the base does not use reclaimed water (from approximately October-April).

Beale AFB will have two separate systems coming up in the fall of 2008. The treated waste water goes to Pond Four and is also spread out on up to a hundred acres. The goal is for that treated waste water to be evaporated or absorbed by the soil. So, if a manufacturing process needed cooling water or water for some other application, the treated waste water could be made available for that. It could then be returned to the system. Cooling the reclaimed water back to ambient temperature may be necessary.

Secondly, the treated ground water (up to 600,000 gallons per day) is incredibly clean and could be used for even more than those applications. The air strippers remove the solvent that is in the contaminated ground water.

4. **Question:** Are the opportunities restricted to these three sites? Must the opportunities be bundled together? Finally, can there be more than one developer?

**Answer:** The Air Force prefers to negotiate with a single developer who may partner with other groups to come in with one proposal. The Air Force will take all proposals into consideration, including proposals including only one site. The

Air Force will also consider proposals that include parcels outside of the three sites, but the use of any additional parcels in a proposal must have a relationship in use to the three parcels in the Request for Qualifications (RFQ) document. The Air Force is seeking the highest value out of this relationship, so it is encouraged that a single developer utilize all three sites with the understanding that utilizing all three sites would most likely result in the highest value to the Air Force. If additional parcels are utilized, there will be an additional requirement to conduct an Environmental Baseline Survey (EBS) for those parcels.

5. **Question:** Does the Small Business Administration's 8(a) minority set-aside program apply to this RFQ?

**Answer:** No. These set-asides apply to Federal Acquisition Regulation (FAR) contracts. This is not a FAR contract. The Air Force is looking for a developer, and there will be a real estate transaction, not a contract.

6. **Question:** Is the Air Force open to selecting the Highest Ranked Offeror (HRO) with the understanding that the selected developer will have the right to lease and finance each of these sites on separate 50-year terms?

**Answer:** Yes. If it makes sense for the project and for the developer, the Air Force can negotiate the lease with each of the sites on separate 50-year terms.

7. **Question:** Will offerors have access to the Base and Beale personnel for inquiries, contract questions while preparing responses to the RFQ? If so, what would be the procedure?

**Answer:** All questions addressed during the solicitation period will go to the office of Alvarez and Marsal. Their contact information is on the website at [www.ampress.com/beale](http://www.ampress.com/beale). If a site visit is desired, please contact Alvarez and Marsal. If there is enough interest, the Base will arrange one site visit in the future before the proposals are due.

8. **Question:** Will the Air Force bear the long-term liability of hazardous waste or materials that is removed from Beale Air Force Base and taken off base? If soils and ground water are found to be contaminated will the Air Force indemnify the lessees?

**Answer:** The Environmental Baseline Survey (EBS) identifies existing areas of contamination. These areas should be avoided in any development of the sites. If new contamination is identified during development of the sites, it will need to be determined whether it was caused by the Air Force. If so, the Air Force is responsible for its clean up.

9. **Question:** Who is responsible for the removal of any ordnance that may exist on any of the EUL sites?

**Answer:** The answer is similar to that stated in Question 8. The EBS identifies areas where ordnance may exist on the sites. These areas should be avoided in any development of the sites. If existing ordnance is found and is in the path of development, then the Air Force is responsible for its removal.

10. **Question:** Can the schedule or status of any environmental mitigation projects related to the EUL parcels be identified and shared with the proposers?

**Answer:** Beale AFB has a performance-based contract in place for environmental clean-up programs. Information about environmental clean-up schedules, if applicable to any of the EUL sites, will be posted on the information to the website.

11. **Question:** Does the Base have a map of water contamination plumes under the soil and the proximity of the hydration of these plumes to the areas being made available for lease?

**Answer:** Beale AFB will post summarized information related to the EUL areas on the website.

12. **Question:** Does Beale have test wells in place so that these mitigations and plumes can be checked on a periodic basis?

**Answer:** Yes. There are a lot of monitoring wells throughout the Base. Beale AFB will post summarized information related to the EUL areas on the website.

13. **Question:** If Beale should go on high alert or need to secure the Base, what will happen to access to the rail and light industrial areas?

**Answer:** There has only been one time in the last eight years that access was restricted and that was immediately after 9/11. Access can be restricted based on mission requirements, but the circumstances causing restrictions should be rare.

14. **Question:** Can Beale describe their ongoing needs with regard to access to rail?

**Answer:** Beale AFB currently has the established mission requirement to use the rail that comes off of the lateral on State Route 65 for the use of jet fuel for the U2. It is undetermined as to what the continuing requirement will be. Mission requirements will determine the frequency and the consistency of the shared use of the rail.

15. **Question:** What would be the appropriate discount rate proposers should use in their calculations?

**Answer:** The Air Force does not provide developers with the interest rate to use to discount their cash flows. Offerors should propose a discount rate in the financial proforma that is reflective of the risk and the cost of funds for this transaction, and it will be evaluated accordingly.

16. **Question:** Why is lodging not included in the EUL opportunity?

**Answer:** The Air Force looked at lodging as a possibility. However, lodging on the installation would have a limited customer base. So it just did not come across as something that would be financially viable.

17. **Question:** Has an Industry Forum been scheduled for the US Air Force Academy?

**Answer:** At this time, leadership at the Air Force Academy is determining whether to proceed further into the Phase 2 process or not. At this point in time, the Air Force has not scheduled an Industry Forum. It may be in the next fiscal year, if at all. Interested parties are advised to reference [www.airforceeul.com](http://www.airforceeul.com) for information on all Air Force EUL opportunities.

18. **Question:** Can more information be provided about the permit compliance or the non-compliance status of the waste water treatment plant? What is the importance of that?

**Answer:** Two recent studies of the Beale AFB waste water treatment plant (WWTP) are provided on the website. “Investigation and Summary Report for Wastewater Treatment Plant Discharge Compliance” (November 2007) gives additional information about permit compliance. “Customer Concept Document for Upgrading the Beale AFB Wastewater Treatment Plant” (January 2008) provides plans for upgrade of the facility. Beale is currently designing the “Basic Upgrade” from this study. If an offeror chooses to discharge to waters of the U.S., additional plant upgrades would be required.

19. **Question:** Can the Business Case Analysis (BCA) for Lodging prepared by AFRPA be posted on the project website, or at least a summary of its information?

**Answer:** The BCA is an internal Air Force working document and is not available for public review. As discussed in Question 16, the Air Force evaluated Lodging as a potential EUL opportunity, but found that it did not have sufficient public customer demand. However, the Air Force has encouraged proposers to be creative in their proposals for land uses not listed in the RFQ.