

Overview of Questions & Answer Session

VAMC Memphis, EUL Industry Forum

March 23, 2011

Introduction

The information is presented as a summary of the questions and answers discussed during the presentation at the Industry Forum for the enhanced-use lease opportunities at VAMC Memphis. Information is grouped and summarized by topic and point of discussion.

Discussions

1. How many parking spaces does VA require?

- VA seeks a net gain of 600 to 800 parking spaces. The offeror must replace any of the spaces lost on the lots where development occurs.
- The numbers of spaces for each parking lot on the table in the presentation are the actual counts of existing spaces for each surface parking lot.

2. Why is Option D eliminated from the offering? How does this affect the EUL offerings and the eventual EUL development?

- The Medical Center has plans to build on Optional Parcel D and has submitted a request for a capital construction project for a new Home Community Care (HCC) facility.
- The status and timing of the construction is unknown as the request was very recent. The parcel was eliminated just days before the Industry Forum, so there is not a lot of information available.
- If and when VA begins construction on Parcel D, it will have no effect on the EUL development. For phasing and staging, the offerors should assume that there is no effect.
- Any parking displaced by or required by the new HCC facility will be handled by VA and is not part of the EUL process.

3. Will VA pay rent for the parking garage? What will occur if the proposal includes a provision where VA would lease the parking spaces?

- Current practice is that VA employees, patients, and visitors are not charged to park.
- If a proposal is received that includes payment for parking by VA, the proposal will be evaluated with that provision in mind. All proposals will be reviewed and evaluated, and then a determination will be made based on the benefits/value to VA.
- There are current EUL Requests For Proposals (“RFPs”) available online now for other projects. While there are not other parking garages being sought, the RFPs will provide the participants with the general terms and conditions included in an

EUL RFP issued by VA and will provide an overview of the evaluation factors and submittal requirements.

4. Is there a master plan of the campus? Are there other major construction projects planned for the VA Medical Center?

- No. There is no master plan and there are no other major construction projects planned for the Medical Center, other than the HCC.

5. Please provide additional documents referenced in the presentation.

- The following documents will be sent to the participants:
 - Memphis Medical Center Parking Study, 2007
 - Memphis Medical Center Overlay District zoning by the City of Memphis
 - Industry Forum participant list
 - Copy of the presentation, including the estimated timeline
 - Memphis Medical Center traffic study
 - Clarification of canteen and retail options

6. What uses are excluded from consideration for the commercial parts of the parking garage? What about retail or restaurant uses?

- Any use that is not incompatible with VA's mission is permitted. However, there may be some restrictions on retail or restaurant use depending on input from the Canteen Service at VA. This is not yet known, but will be clarified.

7. Will the City of Memphis have review or approval authority over the process and EUL development?

- Yes. The history of VA is to take the state and local jurisdiction into consideration. The successful Developer will need to work with the state and local governments. VA will not offer any exemption to this just because the campus is a Federal property. However, the Developer is free to negotiate any exemptions or Payments In Lieu of Taxes ("PILOT") with the jurisdiction.
- There is also a Medical Center Overlay District in the Memphis Zoning. This includes requirements and goals for the immediate area, including the VA Medical Center.