



**RFP 2018-06: Real Estate &
Construction Project Management Advisory Services**

**Bidders' Conference Questions and Answers
Wednesday, October 3, 2018
1:00 p.m. to 3:00 p.m.**

1. Are we able to find out who is on the phone?

The sign-in sheet was posted yesterday, and everyone who attended the Bidders' Conference was notified with a link to the document. Those same individuals will be notified when the agenda and slides are posted.

2. Do you have in mind some of the deliverables? Or specific deliverables that you are expecting from us?

Specific deliverables will be scoped out after the contract is awarded and the project kicks off. There are current gaps in our program, specifically our design standards (e.g., cubicle typicals, conference room audio/visual set up, etc.). The first deliverable would be a gap analysis of our program to define what we are missing and work with us to develop an action plan. Additionally, we have not done a build-to-suit project in-house, so developing that process would be identified as a gap in our current program.

3. What is the current square footage of the facilities? What is the future growth of the facilities as in square footage? What about employee growth/standard/projection?

Location/Function	Lease Term	Current Square Footage	Future Square Footage	No. of Staff Spaces Currently
Expo/ General Admin	05/01/2014 – 04/30/2022 (Soft Term Starting 05/01/2017)	123,417	175,000	500
Response/ Expo Overflow	05/01/2018 – 04/30/2026 (Soft Term Starting 04/30/2022)	12,965	Included above	85
Rancho/ Service Center	08/01/2013 – 07/31/2020 (Soft Term Starting 08/31/2016)	59,573	70,000	500



Fresno/ Service Center	09/09/2013 – 10/31/2019 (Soft Term Starting 10/31/2015)	52,265	70,000	556
Oakland/ Outreach/General Admin	12/01/2013 – 11/30/2021 (Soft Term Starting 11/30/2015)	4,626	No changes	21
Los Angeles Endowment/Outreach	01/01/2018 – 12/31/2018 (Year to Year Lease)	672		5

4. Is Covered California willing to accept alternative proposals?

The understanding and approach narrative, along with the assumptions narrative, is your opportunity to tell us how you will approach this project. If all elements of the scope cannot be met, please provide that information in those sections.

5. What is your authority for the length of lease term, amount of funds, etc.?

Covered California needs Board approval to enter into leases, and they will approve the length of the lease term, amount of funds, etc.

6. In that mix of things, are you thinking about eventually owning the building? D3 projects?

We are looking at all options and presenting them to our Board. We can stay where we are, lease swing or annex space, conduct a build-to-suit, lease-to-purchase, or purchase.

7. No one company usually has all the services. You didn't discuss subcontractors. How do we approach subcontractors? Would you expect to see resumes from subcontractors during the proposal period?

It is helpful to know what parts of the scope of work need to be contracted out, but not an expectation to see the resumes of all the subcontractors until that part of the scope of work is implemented.

8. In lease documents, are there any provisions that are subject to funding?

This would be something we would identify during our gap analysis and develop at that time.



9. Do you see a sunset for Covered California? If federal goes away, does Covered California go away?

Covered California is enacted in legislation by the State of California. We are an independent State agency. Decisions made at the federal level do not necessarily impact Covered California.

10. How many employees does Covered California have?

Approximately 1,500 employees.

11. Have many enrollees do we have?

That information can be found at: https://hbex.coveredca.com/financial-reports/PDFs/CoveredCA_2018-19_Budget-6-15-18.pdf

12. Do people buy directly through you or like a broker? Do the consumers pay you or the insurance company?

Covered California sells affordable health insurance plans through a competitive marketplace and receives a percentage of those sales from the health insurance plans. We are not on the Governor's budget and maintain our own funds.

13. How often does the Board meet?

At least once a month, sometimes meetings are canceled or increased in frequency due to need.

14. Is there an expedited process?

Covered California is not clear on this question. If it is related to Board approvals for our leases, there is not an expedited process to seek those approvals. If it is related to an expedited process for executing our leases after Board approval is obtained, our standard contract execution timeline is approximately 30 days after negotiations are complete.