

## MEMORANDUM

To: Frank J. Rogers, County Administrator FJR

From: Clifton M. Tweedy, P.E., Deputy County Administrator

Subject: Rustburg Middle School PPEA Project Request

Date: April 28, 2020

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### BACKGROUND:

For several years the Board of Supervisors and the School Board have been working toward constructing a new Rustburg Middle School. Advantages and disadvantages of various sites have been considered and property has been acquired. Significant efforts have been expended to obtain a bond rating and develop a debt financing strategy. School and County staffs have worked together and with the Joint Committee to start working out the details of this major educational improvement project.

There are three procurement options available for constructing a new school. The traditional process is called the Design-Bid-Build method. It involves issuing a Request for Proposals (RFP) for Architectural/Engineering design services; receiving proposals; evaluating them; interviewing the top ranked firms; selecting a firm and negotiating a contract. Next, a lengthy design process is conducted where the detailed plans and specifications are developed. The project is then advertised for bid and contractors submit their price quotes for construction. The contractor with the lowest price is selected to build the project. This Design/Bid portion of the process can take up to 18 months before the 18-24 month Build portion of the schedule starts.

The other two procurement methods for constructing a new school are available under the Public-Private Educational Facilities and Infrastructure Act (PPEA) process. This process was authorized by the Virginia General Assembly in 2002. Campbell County adopted a policy for implementation of the Act which mirrors the State legislation in 2003 (a copy is attached). It was adopted for large complex projects such as building a new Rustburg Middle School. It has the advantage of reduced time to start of construction, plus upfront guaranteed project cost, material quality and completion dates.

There are two types of PPEA proposals, Solicited and Unsolicited, depending on if the request for the project is initiated by the locality or submitted by an individual company without a publicly advertised request.

## DISCUSSION

Rustburg Middle School will be the first new secondary school constructed by Campbell County since Brookville Middle School over 40 years ago. Teamwork will be essential to making this a successful project. This will involve a number of parties bringing their talents together within a coordinating framework. It is planned that the Joint Committee will be the group providing the overarching policy direction and project oversight. The School Staff will provide the detailed planning direction in consultation with the School Board. The extensive experience of the School Staff will be utilized to determine the detailed design scope of the facilities and define the critical expectations for how the building supports their current learning requirements.

The Board of Supervisors will also play an important role within the project team. The Board has already established a working relationship with the School Board in prioritizing Rustburg Middle as the first project to be undertaken after the replacement of the HVAC at Brookville Middle School. The Boards have jointly determined a site for the new building after reviewing numerous options. Property adjacent to the existing site will be acquired to allow for more space to accommodate an enhanced facility. The Board has completed the multi-step process to obtain financing for the project.

The Board of Supervisors will be the ones to authorize advertisements for Solicited Proposals under the PPEA process. The Board must make a determination that constructing a new middle school is a qualifying project and using competitive negotiation as outlined in the PPEA process is likely to be advantageous to the County due to the complexity or priority of need. It is also recommended that the Board authorize County Staff familiar with construction to take a leadership role as Project Manager, in close coordination with the Superintendent and his staff.

There are three primary reasons for deciding to use the PPEA Proposal process for constructing a new Rustburg Middle School. The first is it allow close coordination between the School Staff and the contractor's team to determine the elements of new facility. The second one is the process allows the cost, quality, and schedule to be negotiated prior to signing a contract. Third, and maybe the most compelling reasons for utilizing the PPEA process for constructing a new Rustburg Middle school is the amount of time that can be saved between the decision to start the design process and actually beginning construction. Eliminating the procurement of an A&E firm and implementing a condensed design period expedites the start of construction by approximately 9 months. This will allow construction to start early next spring by adopting an aggressive timeline for utilizing a PPEA process to construct a new Rustburg Middle School. A specific timeline for a Rustburg Middle School construction project using a Solicited PPEA Proposal (design-build type) process is provided below.

The PPEA process and schedule for constructing a new Rustburg Middle School were presented to the Joint Committee on Monday April 27, 2020. The Joint Committee unanimously approved a motion to recommend to the Board of Supervisors that the County use the Solicited PPEA process to select a contractor to build a new Rustburg

Middle School. The motion also recommended the Joint Committee be approved as the group to provide oversight for the process and negotiate the necessary contracts.

**SOLICITED PPEA PROPOSAL TIMELINE  
FOR  
RUSTBURG MIDDLE SCHOOL**

<u>ACTIVITY</u>	<u>DAYS</u>	<u>DATES</u>
Advertisement Period for Project	35	5-06-20 to 6-10-20
Pre-proposal Meeting	0	5-20-20
Conceptual Design Submission	0	6-10-20
Phase I Conceptual Preliminary Design Review		
Posting of Proposals	10	6-10-20 to 6-20-20
Staff Review (beyond posting of proposals)	6	6-20-20 to 6-26-20
Interview Proposers	0	6-16-20
Phase II – Detailed Preliminary Design	55	6-26-20 to 8-20-20
Detailed Preliminary Design Submission	0	8-20-20
Staff Review	20	8-20-20 to 9-09-20
Proposer Interview/Presentation	0	8-25-20
Contract Negotiation	14	9-09-20 to 9-23-20
Board Agenda Preparation	12	9-23-20 to 10-06-20
Contract Award by Board of Supervisors	1	10-06-20
Final Design of Construction Plans and Specs.	107	10-07-20 to 1-22-21
Contact Finalization	12	1-22-21 to 2-03-21
Final Board Approval	0	2-02-21
Final Notice to Proceed	0	2-03-21
Contractor Mobilization	<u>12</u>	<u>2-03-21 to 2-15-21</u>

**Total Days - PPEA Decision to Start of Construction    280 days – 9 months**

**Total Days - Start of Construction to Substantial Completion 530 days – 17.5 months**

**(2-16-21 to 7-31-22)**

## RECOMMENDATION:

After receiving answers to any questions to the above proposal adopt the following:

1. Authorize staff to advertise for construction of a new Rustburg Middle School through the use of a Solicited PPEA Proposal process.
2. Determine that constructing a new Rustburg Middle School is a qualifying project under the Public Private Educational and Infrastructure Act of 2002 as amended. Particularly since it will cost in excess of \$30 million and be utilized for many years for a specific educational purpose.
3. Determine using competitive negotiation as outlined in the PPEA process is likely to be advantageous to the County due to the complexity or priority of need. These advantages include planning for construction to start adjacent to an existing school and coordinating the demolition of the existing facilities. Also negotiating the schedule will allow the project to be ready for the start of the 2022 school year and be accommodating to the School's educational methods.
4. Determine that using the PPEA process will allow close coordination between parties in negotiating scope, quality, costs, and schedule to save time during the design portion of the project. This will also allow the selection of a contractor with a proven record of success with a project of this type and scope.
5. Approve the Joint Committee to serve as the overarching group responsible for overall direction of the PPEA selection process, design review, contract negotiations, and construction oversight. Also determine the Schools and County have staff with sufficient qualifications to evaluate the proposals.
6. Approve Clifton Tweedy to serve as project coordinator over the PPEA process and construction Project Manager with close coordination with a representative from the Schools
7. Request the School Board appoint an individual to work closely with Mr. Tweedy to coordinate the management activities of the New Rustburg Middle School Project.

**Policy for Implementation of the  
Public-Private Education Facilities and Infrastructure Act of 2002, as Amended  
County of Campbell, Virginia**

**Revised and Re-Adopted January 3, 2019**

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## **I. INTRODUCTION**

The Public-Private Education Facilities and Infrastructure Act of 2002, as amended<sup>1</sup> (the Act, or PPEA) is the legislative framework enabling the County of Campbell (the “County”), a responsible public entity as defined in the PPEA, to enter agreements authorizing private entities (sometimes referred to herein as “Private Partner” or “Contractor”) to develop and/or operate qualifying projects as defined in the Act. The guidelines and procedures presented in this document were developed pursuant to the requirements of Virginia Code § 56-575.3:1 and 56-575.16. These guidelines and procedures are to be followed by the County in considering and developing projects under the Act. The guidelines and procedures will also guide private entities who wish to partner with Agencies in undertaking projects pursuant to the Act.

The Act grants responsible public entities authority to create public-private partnerships for development of a wide range of projects for public use if the public entities determine there is a need for such projects and that private involvement may provide the project in a more timely or cost-effective fashion, lead to productivity or efficiency improvements in the public entities’ processes or delivery of services, considering, among other things, the probable scope, complexity or priority of the project; risk sharing including guaranteed cost or completion guarantees; added value or debt or equity investments proposed by the private entity; or an increase in funding, dedicated revenue source or other economic benefit that would not otherwise be available.

Virginia Code §56-575.16 (2), provides, in part: “When the responsible public entity determines to proceed according to the guidelines adopted by it pursuant to this subdivision, it shall state the reasons for its determination in writing. If a state agency is the responsible public entity, the approval of the responsible Governor's Secretary, or the Governor, shall be required before the responsible public entity may enter into a comprehensive agreement pursuant to this subdivision.” Agencies may enter an interim

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<sup>1</sup> Va. Code §§56-575.1 through 56-575.17

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agreement or a comprehensive agreement under the Act, if they are so advised, only after the Governor or responsible Cabinet Secretary has approved proceeding to the Detailed Stage (Part 2) of the PPEA process. With such approval, the head of the Agency, or the Agency's Board if applicable, may approve entering the interim and/or comprehensive agreement.

In order for a project to come under the PPEA, it must meet the definition of a "qualifying project." The PPEA contains a broad definition of "qualifying project" that includes public buildings and facilities of all types, and certain infrastructure and services such as:

- (i) Any education facility, including, but not limited to, a school building, any functionally-related and subordinate facility and land to a school building (including any stadium or other facility primarily used for school events), and any depreciable property provided for use in a school facility that is operated as part of the public school system or as an institution of higher education;
- (ii) A building or facility that meets a public purpose and is developed or operated by or for any public entity;
- (iii) Any improvements, together with equipment, necessary to enhance public safety and security of buildings to be principally used by a public entity;
- (iv) Utility and telecommunications and other communications infrastructure;
- (v) A recreational facility;
- (vi) Technology infrastructure, services, and applications, including, but not limited to, telecommunications, automated data processing, word

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processing and management information systems, and related information, equipment, goods and services:

- (vii) Any services designed to increase the productivity or efficiency of the responsible public entity through the use of technology or other means;
- (viii) Any technology, equipment, or infrastructure designed to deploy wireless broadband services to schools, businesses, or residential areas;
- (ix) Any improvements necessary or desirable to any unimproved locally- or state-owned real estate; or
- (x) Any solid waste management facility as defined in VA. CODE ANN. § 10.1-1400 that produces electric energy derived from solid waste.

Although guidance with regard to the application of the PPEA is provided in this document, it is incumbent upon all entities, both public and private, to comply with the provisions of the PPEA and other applicable laws. In the event that the PPEA is amended in a manner that either conflicts with these guidelines or concerns material matters not addressed by these guidelines, then these guidelines shall be interpreted in a manner to conform to the new law.

The Campbell County Board of Supervisors (the “Board”) adopted the original policy on June 2, 2003 to implement the PPEA, and these amendments to the policy on \_\_\_\_\_, 2019. Therefore, in accordance with Board directive, staff will follow this policy to receive and evaluate any proposal submitted to the County under the provisions of the PPEA. The Board must adopt any further amendments to this policy. The County Administrator is authorized to designate a working group to be responsible for evaluating proposals and negotiating the comprehensive agreement. The individual designated by the County Administrator to serve as the point of contact for implementation of procedures, to receive proposals submitted under the PPEA and to respond to inquiries

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regarding the PPEA or this adopted policy with amendments shall be the designated County Purchasing Agent or the County Administrator's designee.

**II. GENERAL PROVISIONS**

**A. Proposal Submission**

Proposals may be invited through solicitation or they may be considered when delivered by a private entity on an unsolicited basis. In either case, proposers must follow a two-part submission process consisting of an initial Conceptual Stage (Part 1) and, after approval of the conceptual stage, a Detailed Stage (Part 2). The initial stage of the proposal should provide specified information on proposer qualifications and experience, project characteristics, project financing, anticipated public support or opposition, or both, and project benefit and compatibility. The Part 2 detailed proposal must provide detailed scope and budget estimates and identify deliverables. To be considered, one original and five (5) copies of any unsolicited proposal must be submitted along with the applicable fee to the Purchasing Agent, P.O. Box 100, Rustburg, VA 24588.

Proposals should be prepared simply and economically, providing a concise description of the proposer's capabilities to complete the proposed qualifying project and the benefits to be derived from the project. Benefits to be considered are those occurring during the construction, renovation, expansion or improvement phase and during the life cycle of the project. Proposals should include a comprehensive scope of work and a financial plan for the project that contains enough detail to allow analysis of the proposed project's financial feasibility. The County may request, in writing, clarification to the submission. The PPEA is a flexible development tool that allows use of innovative financing techniques. Such financing options might include the use of special purpose entities, sale and lease-back transactions, enhanced use leasing, property exchanges, development agreements, conduit financing and other methods allowed by law.

The PPEA is intended to encourage proposals from the private sector that offer the assumption of commensurate risk by the private partner through innovative approaches to project financing, development and/or use. However, while substantial

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private sector involvement is encouraged, qualifying facilities must be devoted primarily to *public* use, typically involving facilities critical to public health, safety and welfare. Accordingly, staff shall continue to exercise full and proper due diligence in the evaluation and selection of private entities to carry out the proposals. In this regard, the qualifications, capabilities, resources and other attributes of a prospective private partner and its entire team must be carefully examined for every project. Private entities proposing projects shall be held strictly accountable for representations regarding their qualifications, experience and any other content of their proposals, including all aspects of work to be performed. Any contractor proposing to enter into a comprehensive agreement with the County may be required to submit a certified statement under the Virginia Governmental Frauds Act found in VA. CODE ANN. §18.2-498.1 et seq (Repl. Vol. 2014).

**B. Affected Local Jurisdictions**

Va. Code § 56-575.6 requires that any private entity requesting approval from or submitting a proposal to the County must provide each affected unit of local government a copy of the private entity's request or proposal. The private entity is responsible for documenting delivery of the request or proposal.

Affected local jurisdictions must have 60 days from the receipt of the request or proposal to submit written comments to the County, and to indicate whether the proposed qualifying project is compatible with the (i) jurisdiction's comprehensive plan, (ii) jurisdiction's infrastructure development plans, or (iii) capital improvements budget or other government spending plan. Comments received by the County within the 60-day period shall be considered in evaluating the request or proposal; however, no negative inference shall be drawn from the absence of comment by a local jurisdiction.

In providing the request or proposal to the affected local jurisdiction, the private entity may withhold information that the County has deemed to be confidential and not subject to release under the Freedom of Information Act, in accordance with Section II. D of these Guidelines.

**C. Proposal Review Fee**

No fee will be charged by the County to process, review or evaluate any solicited proposal submitted under the PPEA.

For unsolicited proposals and competing proposals, the County shall charge a fee of one-half of one percent (0.5%) of the estimated cost of implementing the proposal. The minimum fee shall be \$5,000 and the maximum fee shall be \$50,000. For purposes of initial processing of the proposal, the County may accept the \$5,000 minimum fee with the balance to be due and payable prior to proceeding beyond the initial review stage.

Such sums shall be paid with certified funds and shall be deposited in the State Treasury on the books of the Comptroller in a special statewide fund known as the PPEA Fund.

- If the cost of reviewing the proposal is less than the established proposal fee, the County may refund the excess to the proposer.
- If during the initial review the County decides not to proceed to conceptual-stage review of an unsolicited proposal, the proposal fee, less any direct costs of the initial review, shall be refunded to the private entity.
- If the County chooses to proceed with evaluation of proposal(s) under the PPEA, it shall not do so until the entire, non-refundable proposal fee has been paid to the Commonwealth in full.

**D. Freedom of Information Act**

1. General applicability of disclosure provisions.

Proposal documents submitted by private entities are generally subject to the Virginia Freedom of Information Act (“FOIA”) except that § 2.2-3705.6 (11) exempts certain documents from public disclosure. FOIA exemptions, however, are discretionary, and the County may elect to release some or all of documents except to the extent the documents are:

- a. Trade secrets of the private entity as defined in the Uniform Trade Secrets Act (§ 59.1-336 et seq.);
- b. Financial records of the private entity that are not generally available to the public through regulatory disclosure or otherwise, including but not limited to, balance sheets and financial statements; or

c. Other information submitted by a private entity, where if the record or document were made public prior to the execution of an interim or comprehensive agreement the financial interest or bargaining position of the public or private entity would be adversely affected.

Additionally, to the extent access to proposal documents submitted by private entities are compelled or protected from disclosure by a court order, the County must comply with the provisions of such order.

2. Protection from mandatory disclosure for certain documents submitted by a private entity.

Before a document of a private entity may be withheld from disclosure, the private entity must make a written request to the County at the time the documents are submitted designating with specificity the documents for which the protection is being sought and a clear statement of the reasons for invoking the protection with reference to one or more of three classes of records listed in Section D.1.

Upon the receipt of a written request for protection of documents, the County shall determine whether the documents contain (i) trade secrets, (ii) financial records, or (iii) other information that would adversely affect the financial interest or bargaining position of the County or private entity in accordance with Section D.1. The County shall make a written determination of the nature and scope of the protection to be afforded by the responsible public entity under this subdivision. If the written determination provides less protection than requested by the private entity, the private entity should be accorded an opportunity to withdraw its proposal. Nothing shall prohibit further negotiations of the documents to be accorded protection from release although what may be protected must be limited to the categories of records identified in Section D.1.

Once a written determination has been made by the County, the documents afforded protection under this subdivision shall continue to be protected from disclosure when in the possession of the County or any affected local jurisdiction, or the Public Private Partnership Advisory Commission as provided for in §30-281, to which such documents are provided.

Cost estimates relating to a proposed procurement transaction prepared by or for the County shall not be open to public inspection, except pursuant to the provisions of § 2.2-4342 of the Virginia Public Procurement Act.

3. Protection from mandatory disclosure for certain documents produced by the County.

Memoranda, staff evaluations, or other records prepared by or for the County, its staff, outside advisors or consultants, exclusively for the evaluation and negotiation of proposals may be withheld from disclosure if the disclosure of such records required by the PPEA would adversely affect the financial interest or bargaining position of the County or private entity, and the basis for the determination of adverse affect is documented in writing by the County.

Cost estimates relating to a proposed procurement transaction prepared by or for the County shall not be open to public inspection.

4. If a private entity fails to designate confidential or proprietary information, records or documents for protection from disclosure, such information, records or documents shall be subject to disclosure under FOIA.
5. The County may not withhold from public access:

- (a) procurement records other than those subject to the written determination of the County;
- (b) information concerning the terms and conditions of any interim or comprehensive agreement, service contract, lease, partnership, or any agreement of any kind executed by the County and the private entity;
- (c) information concerning the terms and conditions of any financing arrangement that involves the use of any public funds; or
- (d) information concerning the performance of any private entity developing or operating a qualifying project.

However, to the extent that access to any procurement record or other document or information is compelled or protected by a court order, then the County must comply with such order.

**E. Applicability of Other Laws**

Once an interim or comprehensive agreement has been executed, the County shall make available, upon request, procurement records in accordance with Va. Code §2.2-4342.

In soliciting or entertaining proposals under the PPEA, the County shall comply with all applicable federal, state and local laws not in conflict with the PPEA. Likewise, in submitting proposals and in developing, executing or operating facilities under the PPEA, Private entities shall comply with all applicable federal state and local laws. Such laws may include, but not necessarily be limited to, contractual obligations which require Workers Compensation insurance coverage, performance bonds or payment bonds from approved sureties, compliance with the Virginia Prompt Payment Act, compliance with the Ethics in Public Contracting Act and compliance with environmental laws, workplace

safety laws, and state or local laws governing contractor or trade licensing, building codes and building permit requirements.

Any Agency considering construction of facilities through solicited or unsolicited proposals shall be responsible for ensuring compliance with the provisions of § 10.1-1188 of the Code of Virginia as it regards environmental issues and the need for an Environmental Impact Report .

### **III. SOLICITED PROPOSALS**

The County may invite bids or proposals from private entities to develop and/or operate qualifying projects. The County shall use a two-part proposal process consisting of an initial conceptual stage (Part 1) and a detailed stage (Part 2). The RFP shall invite qualified parties to submit proposals on individual projects identified by the County. In such case, the County shall set forth in the RFP the format and supporting information that is required to be submitted, consistent with the provisions of the PPEA.

The RFP must specify any information and documents required by the County and the factors that will be used in evaluating proposals. The RFP also should contain or incorporate by reference applicable Virginia standard terms and conditions, and should specify any unique capabilities or qualifications that will be required of the private entities. Pre-proposal conferences may be held as deemed appropriate by the County.

The RFP shall be posted on the Commonwealth's electronic procurement website ([www.eva.virginia.gov](http://www.eva.virginia.gov)). Notices shall also be published in a newspaper or other publications of general circulation and advertised online as appropriate.

### **IV. UNSOLICITED PROPOSALS**

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The PPEA permits the County to consider unsolicited proposals received from private entities for development and/or operation of qualifying projects.

The County may publicize its needs and encourage interested parties to submit unsolicited proposals subject to the terms and conditions of the PPEA. When such proposals are received without issuance of an RFP, the proposal shall be treated as an unsolicited proposal under the Act. Unsolicited proposals should be submitted to the Purchasing Agent of the County, and the delivery should be confirmed for the submitter by written receipt. If a proposal clearly affects multiple Agencies, or if it is uncertain as to which Agency is best suited to receive a proposal, it should be submitted to the Secretary of Administration.

**A. Decision to Accept and Consider Unsolicited Proposal; Notice**

1. Upon receipt of any unsolicited proposal, or group of proposals, and payment of the required fee by the proposer or proposers, the Board of Supervisors should determine whether to accept the unsolicited proposal for publication and conceptual stage consideration. If the Board determines not to accept the proposal, it shall return the proposal, together with all fees and accompanying documentation, to the proposer.
3. a. If the Board chooses to accept an unsolicited proposal for conceptual-stage consideration, it shall invite competing proposals by posting notices on the Commonwealth's electronic procurement website eVA at [www.eva.virginia.gov](http://www.eva.virginia.gov), and in such other public area(s) as may be regularly used for posting of public notices. The notices shall be posted for such period as the County deems necessary and reasonable, but in no event less than 45 days. The County should publish, at least once, the same notice in one or more newspapers or periodicals of general circulation in the affected jurisdiction(s), providing notice of pending or potential action in not less than 45 days. The County shall provide for

more than 45 days in situations where the scope or complexity of the original proposal warrants additional time for potential competitors to prepare proposals.

- b. The notice shall state that the County (i) has received an unsolicited proposal under the PPEA, (ii) intends to evaluate the proposal, (iii) may negotiate an interim or comprehensive agreement with the proposer based on the proposal, and (iv) will accept for simultaneous consideration any competing proposals that comply with the procedures adopted by the Commonwealth and the provisions of the PPEA. The notice will summarize the proposed qualifying project or projects, and identify their proposed locations. Copies of unsolicited proposals shall be available upon request, subject to the provisions of FOIA and § 56-575.4 G of the PPEA. The County will accept questions from private entities that are contemplating submission of a competing unsolicited proposal.
- c. Prior to posting of the notices provided for in this subsection, the County shall receive from the initial proposer(s) the balance due, if any, of the required project proposal review fee.

**B. Posting Requirements**

1. Conceptual proposals, whether solicited or unsolicited, shall be posted by the County within 10 working days after acceptance of such proposals on the Department of General Service's web-based electronic procurement program commonly known as "eVA."

2. Nothing shall be construed to prohibit the posting of the conceptual proposals by additional means deemed appropriate by the County so as to provide maximum notice to the public of the opportunity to inspect the proposals.

3. In addition to the posting requirements, at least one copy of the proposals shall be made available for public inspection. Trade secrets, financial records, or other records of the private entity excluded from disclosure under the provisions of subdivision 11 of § 2.2-3705.6 shall not be required to be posted, except as otherwise agreed to by the County and the private entity. Any inspection of procurement transaction records shall be subject to reasonable restrictions to ensure the security and integrity of the records.

**V. REVIEW OF SOLICITED AND UNSOLICITED PROPOSALS**

The County will engage the services of qualified professionals, which may include an architect, professional engineer, or certified public accountant, not otherwise employed by the County, to provide independent analysis regarding the specifics, advantages, disadvantages, and the long- and short-term costs of any request by a private entity for approval of a qualifying project unless the Board of Supervisors of the County determines that such analysis of a request by a private entity for approval of a qualifying project shall be performed by employees of the County.

1. Only proposals complying with the requirements of the PPEA that contain sufficient information for a meaningful evaluation and that are provided in an appropriate format will be considered by the County for further review at the conceptual stage. Formatting suggestions for proposals at the conceptual stage are found at Section VI A.
2. The County will determine at the initial review stage whether it will proceed using:
  - a. Standard procurement procedures consistent with the Virginia Public Procurement Act<sup>2</sup>; or

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<sup>2</sup> Va. Code § 2.2-4300 et seq.

- b. Procedures developed that are consistent with procurement of other than professional services through "competitive negotiation" as the term is defined in Virginia Code § 2.2-4301 (competitive negotiation). The County may proceed using such procedures only if it makes a written determination that doing so is likely to be advantageous to the County and the public based upon either (i) the probable scope, complexity or priority of need, or (ii) the risk sharing, including guaranteed cost or completion guarantees, added value or debt or equity investments proposed by the private entity, or increase in funding, dedicated revenue or other economic benefit from the project would otherwise not be available.

When the County elects to use competitive negotiations, its written determination should consider factors such as risk sharing, added value and/or economic benefits from the project that would not be available without competitive negotiation. In addition, the written determination should explain how the scope, complexity, and/or urgency of the project are such that competitive negotiation is determined necessary.

3. After reviewing the original proposal and any competing unsolicited proposals submitted during the notice period, the County may determine:
  - i. Not to proceed further with any proposal;
  - ii. To proceed to the detailed phase of review with the original proposal;
  - iii. To proceed to the detailed phase with a competing proposal; or
  - iv. To proceed to the detailed phase with multiple proposals.

## **VI. PROPOSAL PREPARATION AND SUBMISSION**

### **A. Format for Submissions at Conceptual Stage (Part 1)**

Proposals at the conceptual stage must contain information in the following areas: (i) qualifications and experience, (ii) project characteristics, (iii) project financing, (iv) anticipated public support or opposition, or both, (v) project benefit and compatibility and (vi) such additional information as may seem prudent which is not inconsistent with the requirements of the PPEA. Suggestions for presenting information to be included in proposals at the Conceptual Stage include:

1. Qualification and Experience

- a. Identify the legal structure of the firm or consortium of firms making the proposal. Identify the organizational structure for the project, the management approach and how each partner and major subcontractor (\$1 million or more) in the structure fits into the overall team. All members of the offeror's team, including major subcontractors known to the proposer must be identified at the time a proposal is submitted for the Conceptual Stage. Include the status of the Virginia license of each partner, proposer, contractor, and major subcontractor. Identified team members, including major subcontractors (over \$5 million), may not be substituted or replaced once a project is approved and comprehensive agreement executed without the written approval of the County.
  
- b. Describe the experience of the firm or consortium of firms making the proposal and the key principals involved in the proposed project including experience with projects of comparable size and complexity. Describe the length of time in business, business experience, public sector experience and other engagements of the firm or consortium of firms. Describe the past safety performance record and current safety capabilities of the firm or consortium of firms. Describe the past technical performance history on recent projects of comparable size and complexity, including disclosure of any legal claims, of the firm or consortium of firms. Include the identity of any firms that will provide design, construction and completion

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guarantees and warranties and a description of such guarantees and warranties.

- c. For each firm or major subcontractor (\$1 million or more) that will be utilized in the project, provide a statement listing all of the firm's prior projects and clients for the past 3 years with contact information for such clients (names/addresses/telephone numbers). If a firm has worked on more than ten (10) projects during this period, it may limit its prior project list to ten (10), but shall first include all projects similar in scope and size to the proposed project and, second, it shall include as many of its most recent projects as possible. Each firm or major subcontractor shall be required to submit all performance evaluation reports or other documents in its possession evaluating the firm's performance during the preceding three years in terms of cost, quality, schedule, safety and other matters relevant to the successful project development, operation, and completion.
- d. Provide the names, addresses, and telephone numbers of persons within the firm or consortium of firms who may be contacted for further information.
- e. Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent or greater.
- f. Identify any persons known to the proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to the Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100 et seq.) of Title 2.2.

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- g. Identify proposed plan for obtaining sufficient numbers of qualified workers in all trades or crafts required for the project.
- h. Provide information on any training programs, including but not limited to apprenticeship programs registered with the U.S. Department of Labor or a State Apprenticeship Council, in place for employees of the firm and employees of any member of a consortium of firms.
- i. Provide information on the level of commitment by the firm or consortium of firms to use Department of Minority Business Enterprise certified firms in developing and implementing the project.
- j. For each firm or major subcontractor that will perform construction and/or design activities, provide the following information:

(1) A sworn certification by an authorized representative of the firm attesting to the fact that the firm is not currently debarred or suspended by any federal, state or local government entity.

(2) A completed qualification statement that reviews all relevant information regarding technical qualifications and capabilities, firm resources and business integrity of the firm, including but not limited to, bonding capacities, insurance coverage and firm equipment. This statement shall also include a mandatory disclosure by the firm for the past three years any of the following conduct:

- (A) bankruptcy filings
- (B) liquidated damages
- (C) fines, assessments or penalties
- (D) judgments or awards in contract disputes
- (E) contract defaults, contract terminations

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- (F) license revocations, suspensions, other disciplinary actions
- (G) prior debarments or suspensions by a governmental entity
- (H) denials of prequalification, findings of non-responsibility
- (I) safety past performance data, including fatality incidents, “Experience Modification Rating,” “Total Recordable Injury Rate” and “Total Lost Workday Incidence Rate”
- (J) violations of any federal, state or local criminal or civil law
- (K) criminal indictments or investigations
- (L) legal claims filed by or against the firm

k. Worker Safety Programs: Describe worker safety training programs, job-site safety programs, accident prevention programs, written safety and health plans, including incident investigation and reporting procedures.

l. Virginia Code 22.1-296.1C provides: “As a condition to awarding a contract for the provision of services that require the contractor or his employees to have direct contact with students on school property during regular school hours or during school-sponsored activities, the school board shall require the contractor and, when relevant, any employee who will have direct contact with students, to provide certification that has all persons who will provide such services have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.” Identify the proposed plan for complying with the intent of Va. Code §22.1-296.1C if the contractor, or its employees or subcontractors, will have direct contact with students.

2. Project Characteristics

- a. Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that type and intent of

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the project, the location, and the communities that may be affected are clearly identified.

- b. Identify and fully describe any work to be performed by the County or any other public entity.
- c. Include a list of all federal, state and local permits and approvals required for the project and a schedule for obtaining such permits and approvals.
- d. Identify any anticipated adverse social, economic and environmental impacts of the project. Specify the strategies or actions to mitigate known impacts of the project. Indicate if environmental and archaeological assessments have been completed.
- e. Identify the projected positive social, economic and environmental impacts of the project, measured against the County's comprehensive land use plan and applicable ordinances and design standards.
- f. Identify the proposed schedule for the work on the project, including sufficient time for the County's review and the estimated time for completion.
- g. Identify contingency plans for addressing public needs in the event that all or some of the project is not completed according to projected schedule.
- h. Propose allocation of risk and liability for work completed beyond the agreement's completion date, and assurances for timely completion of the project.

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- i. State assumptions related to ownership, legal liability, law enforcement and operation of the project and the existence of any restrictions on the County's use of the project.
- j. Provide information relative to phased or partial openings of the proposed project prior to completion of the entire work.
- k. List any other assumptions relied on for the project to be successful.
- l. List any contingencies that must occur for the project to be successful.

3. Project Financing

- a. Provide a preliminary estimate and estimating methodology of the cost of the work by phase, segment, or both.
- b. Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses for such funds, including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs. Include any supporting due diligence studies, analyses or reports.
- c. Include a list and discussion of assumptions underlying all major elements of the plan. Assumptions should include all fees associated with financing given the recommended financing approach. In addition, complete disclosure of interest rate assumptions should be included. Any ongoing operational fees, if applicable, should also be disclosed as well as any assumptions with regard to increases in such fees.

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- d. Identify the proposed risk factors and methods for dealing with these factors. Describe methods and remedies associated with any financial default.
- e. Identify any local, state or federal resources that the proposer contemplates requesting for the project. Describe the total commitment, if any, expected from governmental sources and the timing of any anticipated commitment. Such disclosure should include any direct or indirect guarantees or pledges of the Commonwealth's credit or revenue.
- f. Identify the amounts and the terms and conditions for any revenue sources.
- g. Identify any aspect of the project that could disqualify the project from obtaining tax-exempt financing.
- h. Identify the need, if any, for the County to provide either its general obligation or moral obligation backing. The underlying assumptions should address this need. Any debt issuance should be expected to receive an investment grade rating from a nationally recognized bond rating agency. If the unenhanced rating is not investment grade, the County may require the use of credit enhancements.
- i. Outline what impact, if any, a drop in interest rates would have on the ultimate annual project cost. Indicate if there is a method to refinance for cost savings, and who would receive the benefit of any cost savings from a refinancing, and in what shares.
- j. Outline the specific financial penalties, if any, that would result should the County wish to terminate a project earlier or restructure the cash flows for some reason of its own choosing.

- k. If the firm has already chosen an underwriter(s), provide a breakout of the fees to any underwriting firm(s) and the type of obligation the firm(s) are using with a financing component. Be specific as to tax-exempt, taxable, floating rate, fixed rate, etc. If the firm has not yet chosen an underwriter(s), the County reserves the right to have input into the selection of that underwriter(s).

4. Project Benefit and Compatibility

- a. Identify community benefits, including the economic impact the project will have on the local community in terms of amount of tax revenue to be generated for the County, the number jobs generated for area residents and level of pay and fringe benefits of such jobs, the training opportunities for apprenticeships and other training programs generated by the project and the number and value of subcontracts generated for area subcontractors.
- b. Identify any anticipated public support or opposition, as well as any anticipated government support or opposition, for the project;
- c. Explain the strategy, plan, and timeline that will be carried out to involve and inform the general public, business community, and governmental agencies in areas affected by the project;
- d. Describe the compatibility of the project with local, regional, and state economic development efforts, and any anticipated significant benefits to the community and the County. Benefits may include economic, social, environmental, transportation, and whether the project is critical to attracting or maintaining competitive industries and businesses to the County.

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- e. Describe the compatibility with the local comprehensive plan, local infrastructure development plans, and any capital improvements budget or other local spending plan.
  
  - f. Provide a statement setting forth participation efforts to be undertaken in connection with this project with regard to the following types of businesses: (i) minority-owned businesses; (ii) woman-owned businesses; and (iii) small businesses.
5. Any additional information the County may reasonably request.

**B. Format for Submissions at Detailed Stage (Part 2)**

If the County decides to proceed to the detailed stage (Part 2) with one or more proposals, each selected private entity must provide the following information, where applicable, unless the County waives the requirement or requirements:

1. A topographical map (1:2,000 or other appropriate scale) depicting the location of the proposed project;
2. A conceptual site plan indicating proposed location and configuration of the project on the proposed site, including a conceptual plan for the provision of services or technology infrastructure and a schedule for the initiation of and completion of the project to include the proposed major responsibilities and timeline for activities to be performed by all parties;
3. Conceptual (single line) plans and elevations depicting the general scope, appearance and configuration of the proposed project;
4. A detailed description of the proposed participation, use and financial involvement of the County. Include the proposed terms and conditions for the project;
5. A list of public utility facilities, if any, that will be crossed by the qualifying project and a statement of the plans of the proposer to accommodate such crossings;
6. A statement and strategy setting out the plans for securing all necessary property. The statement must include the names and addresses, if known, of the current owners of the subject property as well as a list of any property the proposer intends to request the public entity to condemn;

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7. A detailed listing of all firms, to include their relevant experience and abilities, that will provide specific design, construction and completion guarantees and warranties, and a brief description of such guarantees and warranties along with a record of any prior defaults for performance;
8. A total life-cycle cost, including maintenance and major building systems (i.e. electrical, mechanical, etc.) specifying methodology and assumptions of the project or projects and the proposed project start date. Include anticipated commitment of all parties; equity, debt, and other financing mechanisms; and a schedule of project revenues and project costs. The life-cycle cost analysis should include, but not be limited to, a detailed analysis of the projected return, rate of return, or both, expected useful life of facility and estimated annual operating expenses.
9. A detailed discussion of assumptions regarding user fees, rates or lease payments and usage of the projects over their useful life.
10. Identification and discussion of any known government support or opposition, or general public support or opposition for the project. Government or public support should be demonstrated through resolution of official bodies, minutes of meetings, letters, or other official communications.
11. Demonstration of consistency with appropriate County comprehensive, infrastructure development, transportation, capital improvement and budgetary plans or indication of the steps required for acceptance into such plans.
12. Explanation of how the proposed project would impact the development plans of the County or each affected local jurisdiction.

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13. Description of an ongoing performance evaluation system or database to track key performance criteria, including but not limited to, schedule, cash management, quality, worker safety, change orders, and legal compliance.
  
14. Identification of the executive management and the officers and directors of the firm or firms submitting the proposal. In addition, identification of any known conflicts of interest or other disabilities that may impact the County's consideration of the proposal, including the identification of any persons known to the proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to the Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100 et seq.) of Title 2.2.
  
15. Acknowledge conformance with Virginia Code Sections 2.2-4367 thru 2.2-4377 (the Ethics in Public Contracting Act);
  
16. Additional material and information as the County may request.

**VII. PROPOSAL EVALUATION AND SELECTION CRITERIA**

In selecting proposals, all relevant information from both the Conceptual Stage and the Detailed Stage must be considered, along with the following:

**A. Qualifications and Experience**

To determine whether the proposer possesses the requisite qualifications and experience, factors to consider in review of either phase should include:

1. Experience, training and preparation with similar projects;
2. Demonstration of ability to perform work;
3. Demonstrated record of successful past performance, including timeliness of project delivery, compliance with plans and specifications, quality of workmanship, cost-control and project safety;
4. Demonstrated conformance with applicable laws, codes, standards, regulations, and agreements on past projects;
5. Leadership structure;
6. Project manager's experience;
7. Management approach;
8. Project staffing plans, the skill levels of the proposed workforce, apprenticeship and other training programs offered for the project, and the proposed safety plans for the project;

9. Financial condition; and
10. Project ownership.

**B. Project Characteristics**

Factors to consider in determining the project characteristics include:

1. Project definition;
2. Proposed project schedule;
3. Operation of the project;
4. Technology, technical feasibility;
5. Conformance with applicable laws, regulations, codes, guidelines and standards;
6. Environmental impacts;
7. Condemnation impacts;
8. State and local permits; and
9. Maintenance of the project.

**C. Project Financing**

Factors to be considered in determining whether the proposed project financing allows adequate access to the necessary capital to finance the project include:

1. Cost and cost benefit to the County;
2. Financing and the impact on the debt or debt burden of the County;
3. Financial plan, including overall feasibility and reliability of plan; default implications; private entity's past performance with similar plans and similar projects; degree to which private entity has conducted due diligence investigation and analysis of proposed financial plan and results of any such inquiries or studies.
4. Estimated cost, including debt source and operating costs; and
5. Life-cycle cost.
6. The identity, credit history, and past performance of any third party that will provide financing for the project and the nature and timing of their commitment, as applicable; and,
7. Such other items as the County deems appropriate.

The County may elect to accept the private entity's financing proposal or may select its own finance team, source, and financing vehicle.

**D. Public Benefit and Compatibility**

Factors to be considered in determining the proposed project's compatibility with the appropriate local or regional comprehensive or development plans include:

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1. Community benefits, including the economic impact the project will have on the County in terms of amount of tax revenue to be generated for the County, the number of jobs generated for area residents and level of pay and fringe benefits of such jobs, the training opportunities for apprenticeships and other training programs generated by the project and the number and value of subcontracts generated for area subcontractors.
2. Community support or opposition, or both;
3. Public involvement strategy;
4. Compatibility with existing and planned facilities; and
5. Compatibility with local, regional, and state economic development efforts.

**E. Other Factors**

Other factors that may be considered in the evaluation and selection of PPEA proposals include:

1. The proposed cost of the qualifying project;
2. The general reputation, industry experience, and financial capacity of the private entity;
3. The proposed design of the qualifying project;
4. The eligibility of the project for accelerated documentation, review, and selection;
5. Local citizen and government comments;
6. Benefits to the public; including whether the project will lead to productivity or efficiency improvements in the County's processes or delivery of services to the public,
7. The private entity's compliance with a minority business plan, enterprise participation plan or good faith effort to comply with the goals of such plans;
8. The private entity's plan to employ local contractors and residents; and,
9. Other criteria that the County deems appropriate.

**VIII. ADDITIONAL REVIEW PROCEDURES**

**A. Public Private Partnership Advisory Committee**

The County may establish criteria to trigger establishment of an advisory committee consisting of representatives of the Board of Supervisors, County staff and County citizens to review the terms of the proposed interim or comprehensive agreement. The criteria should include, but not be limited to, the scope, total cost and duration of the proposed project, and whether the project involves or impacts multiple public entities. Timelines for the work of the committee should be developed and made available to proposers.

**B. Appropriating Body**

If the responsible public entity for appropriating or authorizing funding to pay for a qualifying project is different from the responsible public entity reviewing or approving the project, then the responsible public entity reviewing or approving the project should establish a mechanism for that appropriating body to review any proposed interim or comprehensive agreement prior to execution. When a school board is the responsible public entity, the school board may enter into an interim or comprehensive agreement only with the approval of the Board of Supervisors.

**IX. INTERIM AND COMPREHENSIVE AGREEMENTS**

Prior to developing or operating the qualifying project, the selected private entity shall enter into a comprehensive agreement with the County. Prior to entering a comprehensive agreement, an interim agreement may be entered into that permits a private entity to perform compensable activities related to the project. The County may designate a working group to be responsible for negotiating any interim or comprehensive agreement. Any interim or comprehensive agreement shall define the rights and obligations of the County and the selected proposer with regard to the project.

The County shall not accept liability for any part or phase of a project prior to entering into a properly executed interim or comprehensive agreement. The County Board of Supervisors shall approve any interim or comprehensive agreement executed pursuant to the PPEA prior to execution. Any studies and analyses considered by the County in its review of a proposal shall be disclosed to the Board of Supervisors at some point prior to the execution of an interim or comprehensive agreement. In connection with its approval of a qualifying project, the County shall establish a date for the commencement of activities relating to the qualifying project. The County may extend such date from time to time.

Any changes in the terms of an executed interim or comprehensive agreement shall be in the form of a written amendment.

**A. Interim Agreement Terms**

Interim agreements may be used when it is necessary or advisable to segment a project to produce distinct and clear deliverables necessary to keep the project moving towards development of a comprehensive agreement. An interim agreement may not be used to have the County assume risks that should be assumed by the proposer or to pay costs attributable to the private entity's efforts in making the proposal. Interim agreements require the same level of approval as comprehensive agreements.

Development of an interim agreement is in the sole discretion of the Board of Supervisors of the County and in no way limits the rights reserved by the County to terminate the evaluation of any or all proposals at any time.

**B. Comprehensive Agreement Terms**

The scope of the comprehensive agreement shall include but not be limited to:

1. The delivery of maintenance, performance and payment bonds, letters of credit in connection with the development or operation of the qualifying project in the forms and amounts satisfactory to the County and in compliance with VA. CODE ANN. § 2.2-4337 for those components of the qualifying project that involve construction;
2. The review of plans and specifications for the qualifying project by the County and approval by the County if the plans and specifications conform to standards acceptable to the County. This shall not be construed as requiring the private entity to complete design of a qualifying project prior to the execution of a comprehensive agreement;
3. The inspection of the qualifying project by the County to ensure that the private entity's activities are acceptable to the County in accordance with the provisions of the comprehensive agreement;
4. The maintenance of a policy or policies of public liability insurance (copies of which shall be filed with the County accompanied by proofs of coverage) or self-insurance, each in form and amount satisfactory to the County and reasonably sufficient to insure coverage of tort liability to the public and employees and to enable the continued operation of the qualifying project. This provision, however, shall in no way be construed to waive the sovereign

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immunity of the County as set forth in VA. CODE ANN. § 56-575.15 (Repl. Vol. 2012);

5. The monitoring of the practices of the private entity by the County to ensure proper maintenance, safety, use and management of the qualifying project;
6. The reimbursement to be paid to the County for services provided by the County;
7. The policy and procedures that will govern the rights and responsibilities of the County and the private entity in the event that the comprehensive agreement is terminated or there is a material default by the private entity. Such policies and guidelines shall include conditions governing assumption of the duties and responsibilities of the private entity by the County and the transfer or purchase of property or other interests of the private entity by the County;
8. The terms under which the private entity will file appropriate financial statements on a periodic basis;
9. The mechanism by which user fees, lease payments, or service payments, if any, may be established from time to time upon agreement of the parties. Any payments or fees shall be set at a level that is the same for persons using the facility under like conditions and that will not materially discourage use for the qualifying project;
  - a. A copy of any service contract shall be filed with the County.
  - b. A schedule of the current user fees or lease payments shall be made available by the private entity to any member of the public upon request.

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- c. Classifications according to reasonable categories for assessment of user fees may be made.
  
10. The terms and conditions under which the County may be required to contribute financial resources, if any;
  
11. The terms and conditions under which existing site conditions will be addressed, including identification of the party responsible for conducting assessments and taking necessary remedial action;
  
12. The terms and conditions under which the Agency will be required to pay money to the private entity and the amount of any such payments for the project.
  
13. A periodic reporting procedure that incorporates a description of the impact of the project on the County;
  
14. Such other terms and conditions as the County may deem appropriate.

The comprehensive agreement may provide for the development or operation of phases or segments of a qualifying project.

Parties submitting proposals understand that representations, information and data supplied in support of or in connection with proposals play a critical role in the competitive evaluation process and in the ultimate selection of a proposal by the County. Accordingly, as part of the Comprehensive Agreement, the prospective private entity and its team members shall certify that all material representations, information and data provided in support of, or in connection with, a proposal is true and correct. Such certifications shall be made by authorized individuals who have knowledge of the information provided in the proposal. In the event that material changes occur with respect to any representations, information or data provided for a proposal, the

prospective private entity shall immediately notify the County of same. Any violation of this section of the Comprehensive Agreement shall give the County the right to terminate the Agreement, withhold payment or other consideration due, and seek any other remedy available under the law.

**C. Notice and Posting requirements**

1. In addition to the posting requirements of Section IV, 30 days prior to entering into an interim or comprehensive agreement, the County shall provide an opportunity for public comment on the proposals. Such public comment period may include a public hearing in the sole discretion of the County. After the end of the public comment period, no additional posting shall be required based on any public comment received.
  
2. Once the negotiation phase for the development of an interim or a comprehensive agreement is complete and a decision to award has been made by the County, the County shall post the proposed agreement in the following manner:
  - a. Posting shall be on the County's website or on Department of General Service's web-based electronic procurement program commonly known as "eVA;" at [www.eva.virginia.gov](http://www.eva.virginia.gov). In addition, the County may publish in a newspaper of general circulation in the area in which the contract is to be performed a summary of the proposals and the location where copies of the proposals are available for public inspection.
  
  - b. In addition to the posting requirements, at least one copy of the proposals shall be made available for public inspection. Trade secrets, financial records, or other records of the private entity excluded from disclosure under the provisions of subdivision 11 of § 2.2-3705.6 shall not be required to be posted, except as otherwise agreed to by the County and the private entity.

3. Once an interim agreement or a comprehensive agreement has been executed, the County shall make procurement records available for public inspection, upon request.
  - a. Such procurement records shall include documents initially protected from disclosure on the basis that the release of such documents would adversely affect the financial interest or bargaining position of the County or private entity.
  - b. Such procurement records shall not include (i) trade secrets of the private entity as defined in the Uniform Trade Secrets Act (§ 59.1-336 et seq.) or (ii) financial records, including balance sheets or financial statements of the private entity that are not generally available to the public through regulatory disclosure or otherwise.

## **X. GOVERNING PROVISIONS**

In the event of any conflict between these guidelines and procedures and the PPEA, the terms of the PPEA shall control.

**Terms and Definitions**

**"Affected jurisdiction"** means any county, city, or town in which all or a portion of a qualifying project is located.

**"Appropriating body"** means the body responsible for appropriating or authorizing funding to pay for a qualifying project.

**"Comprehensive agreement"** means the comprehensive agreement between the private entity and the County that is required prior to the development or operation of a qualifying project pursuant to VA. CODE ANN. § 56-575.9.

**"Conceptual stage"** means the initial phase of project evaluation when the County makes a determination whether the proposed project serves a public purpose, meets the criteria for a qualifying project, assesses the qualifications and experience of a private entity proposer, reviews the project for financial feasibility, and warrants further pursuit.

**"Cost-benefit analysis"** means an analysis that weighs expected costs against expected benefits in order to choose the best option. For example, a city manager may compare the costs and benefits of constructing a new office building to those of renovating and maintaining an existing structure in order to select the most financially advantageous option.

**"Detailed stage"** means the second phase of project evaluation where the County has completed the conceptual stage and accepted the proposal and may request additional information regarding a proposed project prior to entering into competitive negotiations with one or more private entities to develop an interim or comprehensive agreement.

**"Develop"** or **"development"** means to plan, design, develop, finance, lease, acquire, install, construct, or expand.

**"Interim agreement"** means an agreement between a private entity and the County that provides for phasing of the development or operation, or both, of a qualifying project. Such phases may include, but are not limited to, design, planning, engineering, environmental analysis and mitigation, financial and revenue analysis, or any other phase of the project that constitutes activity on any part of the qualifying project.

**"Lease payment"** means any form of payment, including a land lease, by the County to the private entity for the use of a qualifying project.

**"Lifecycle cost analysis"** means an analysis that calculates cost of an asset over its entire life span and includes the cost of planning, constructing, operating, maintaining, replacing, and when applicable, salvaging the asset. Although one proposal may have a lower initial construction cost, it may not have the lowest lifecycle cost once maintenance, replacement, and salvage value is considered.

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**"Material default"** means any default by the private entity in the performance of its duties under subsection E of §56-575.8 that jeopardizes adequate service to the public from a qualifying project.

**"Operate"** means to finance, maintain, improve, equip, modify, repair, or operate.

**"Opportunity cost"** means the cost of passing up another choice when making a decision or the increase in costs due to delays in making a decision.

**"Private entity"** means any natural person, corporation, general partnership, limited liability company, limited partnership, joint venture, business trust, public benefit corporation, nonprofit entity, or other business entity.

**"Public entity"** means the County and any agency or authority thereof, any other county, city or town and any other political subdivision of the Commonwealth, any public body politic and corporate, or any regional entity that serves a public purpose.

**"Qualifying project"** means (i) any education facility, including, but not limited to a school building, any functionally related and subordinate facility and land of a school building (including any stadium or other facility primarily used for school events), and any depreciable property provided for use in a school facility that is operated as part of the public school system or as an institution of higher education; (ii) any building or facility that meets a public purpose and is developed or operated by or for any public entity; (iii) any improvements, together with equipment, necessary to enhance public safety and security of buildings to be principally used by a public entity; (iv) utility and telecommunications and other communications infrastructure; (v) a recreational facility; (vi) technology infrastructure, services, and applications, including, but not limited to, telecommunications, automated data processing, word processing and management information systems, and related information, equipment, goods and services; (vii) any services designed to increase the productivity or efficiency of the responsible public entity through the use of technology or other means; (viii) any technology, equipment, or infrastructure designed to deploy wireless broadband services to schools, businesses, or residential areas; (ix) any improvements necessary or desirable to any unimproved locally- or state-owned real estate; or (x) any solid waste management facility as defined in VA. CODE ANN. § 10.1-1400 that produces electric energy derived from solid waste.

**"Responsible public entity"** means a public entity that has the power to develop or operate the applicable qualifying project.

**"Revenues"** means all revenues, income, earnings, user fees, lease payments, or other service payments arising out of or in connection with supporting the development or operation of a qualifying project, including without limitation, money received as grants or otherwise from the United States of America, from any public entity, or from any agency or instrumentality of the foregoing in aid of such facility.

**Public-Private Education Facilities and Infrastructure Act of 2002, as amended**

**Commonwealth of Virginia Procedures**

**Revised January 3, 2019**

**"Service contract"** means a contract entered into between the County and the private entity pursuant to § 56-575.5.

**"Service payments"** means payments to the private entity of a qualifying project pursuant to a service contract.

**"State"** means the Commonwealth of Virginia.

**"User fees"** mean the rates, fees, or other charges imposed by the private entity of a qualifying project for use of all or a portion of such qualifying project pursuant to the comprehensive agreement pursuant to § 56-575.9.