



State of Hawai‘i

**REQUEST FOR PROPOSALS**  
**RFP NO. COM 2022-011**

**REAL ESTATE BROKERAGE FIRM TO MANAGE AND LEASE  
THE OFFICE OF HAWAIIAN AFFAIRS’ IWILEI PROPERTIES**

ISSUE DATE: WEDNESDAY, NOVEMBER 3, 2021

DUE DATE: THURSDAY, DECEMBER 9, 2021, 2:00 p.m. HST

The Office of Hawaiian Affairs  
560 N. Nimitz Highway, Suite 200  
Honolulu, Hawai‘i 96817

***Notice to Interested Parties:*** Offerors interested in submitting a proposal are encouraged to register your company by completing the Registration Form and submitting it to the OHA RFP Coordinator via email at [proposals@oha.org](mailto:proposals@oha.org). See Attachment 2 – RFP Registration Form.

# Notice to Offerors

(Chapter 103D, Hawai‘i Revised Statutes)

## REQUEST FOR PROPOSAL (“hereinafter “RFP”) No. COM 2022-011

Notice is hereby given that pursuant to Chapter 103D, Hawaii Revised Statutes, as amended, (hereinafter “HRS”), the Office of Hawaiian Affairs (hereinafter “OHA”) will be accepting proposals from qualified firms to provide leasing and property management services at OHA’s Iwilei properties located at 500 N. Nimitz Highway and 501 Sumner Street Apartments 1, 2, and 3A , Honolulu, Hawai‘i 96817.

This RFP may be downloaded from either the State Procurement Office (hereinafter “SPO”) website at <https://hands.ehawaii.gov/hands/opportunities> or the OHA website at [www.oha.org/solicitations](http://www.oha.org/solicitations) beginning Wednesday, November 3, 2021.

Offerors must have experience in leasing industrial, office and commercial retail and/or restaurant leasing. The brokerage firm shall maintain a principal place of business located in the State of Hawai‘i from where the brokerage firm conducts business and where the brokerage firm’s books and records are maintained. The place of business shall comply with the requirements of Chapter 467, HRS, and Chapter 99, HAR, as respectively amended from time to time.

Proposals shall be submitted via email to [proposals@oha.org](mailto:proposals@oha.org) by no later than 2:00 p.m. Hawaii Standard Time (hereinafter “HST”), Thursday, December 9, 2021. The official time will be that which the email is received by OHA.

The OHA reserves the right to reject any and all proposals and to accept any proposal in whole or in part when in the best interest of the OHA and the State. Questions relating to this solicitation will be directed to the RFP Coordinator at [proposals@oha.org](mailto:proposals@oha.org).

OFFICE OF HAWAIIAN AFFAIRS  
Sylvia M. Hussey, Ed.D.  
Ka Pouhana, Chief Executive Officer, Head of Purchasing Agency

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## Section 1 – Administrative Overview

### I. Authority

In 1978, the Article XII of the State of Hawai‘i Constitutional Convention established the Office of Hawaiian Affairs (hereinafter “OHA”) to address the historical injustices and challenges arising out of those circumstances. Chapter 10 of the Hawai‘i Revised Statutes, as amended, outlines the OHA’s duties and purposes, including promoting and protecting the rights of Native Hawaiians.

The OHA is a semi-autonomous public agency of the State of Hawai‘i, with the legal mandate of bettering the conditions of Native Hawaiians. The OHA’s mission is “To mālama (protect) Hawai‘i’s people and environmental resources and the OHA’s assets toward ensuring the perpetuation of the culture, the enhancement of lifestyle, and the protection of entitlements of Native Hawaiians while enabling the building of a strong and healthy Hawaiian people and nation, recognized nationally and internationally.”

The OHA seeks to competitively procure and engage a qualified firm to provide leasing and property management services for OHA’s properties located at 500 N. Nimitz Highway and 501 Sumner Street Apartments 1, 2, and 3A, Honolulu, Hawai‘i 96817.

A determination has been made that the OHA is unable to secure these services through a low bid process. Factors included in the determination are: 1) price is not the primary consideration in determining an award; 2) the resulting contract may need to be other than a fixed price type; 3) the specifications for the services cannot be sufficiently described through low bid process; 4) oral or written discussion need to be conducted with Offerors concerning their proposals; 5) Offerors may need to revise their proposal, including price; and 6) the award needs to be based on a comparative evaluation in order to determine the most advantageous offering to the OHA. To that end, a low bid process is not practicable.

This RFP is issued under the provisions of Chapter 103D, HRS, as amended, and its companion administrative rules. Offerors are charged with presumptive knowledge of all requirements of the cited authorities. Submission of a valid executed proposal by any Offeror will constitute admission of such knowledge on the part of such Offeror.

### II. RFP Organization

This RFP is organized into five (5) sections:

Section 1: Administrative Overview – Provides Offeror with an overview of the procurement and contracting process.

Section 2: Scope of Services – Provides Offeror with a general description of the tasks to be performed, delineates Offeror’s responsibilities, and defines deliverables as applicable.

Section 3: Proposal Form and Instruction – Describes the required format and content for the proposal.

Section 4: Proposal Evaluation & Award – Describes how proposals will be evaluated.

Section 5: Attachments

### III. Contracting Office

The Contracting Office is responsible for overseeing the procurement and issuing the Contract resulting from this RFP. The Contracting Office is:

Office of Hawaiian Affairs  
Procurement Services Program  
560 North Nimitz Highway, Suite 200  
Honolulu, Hawai‘i 96817 Telephone: 594-1888

The RFP Coordinator or his/her designated representative is listed below:

Charmaine Matsuura  
Office of Hawaiian Affairs  
Procurement Services Program  
560 North Nimitz Highway, Suite 200  
Honolulu, Hawai‘i 96817  
Email: [proposals@oha.org](mailto:proposals@oha.org)

The OHA reserves the right to change the RFP Coordinator without prior written notice.

The Commercial Property Management Program is responsible for administering and monitoring the Contract. The designated Contract Administrator or his/her designated representative is responsible for monitoring the activities performed under the Contract and is identified as:

Farah Cabrera  
Office of Hawaiian Affairs  
560 North Nimitz Highway, Suite 200  
Honolulu, Hawai‘i 96817

Any changes to the OHA Contract Administrator or his/her designated representative will be provided in writing to the Offeror. The OHA reserves the right to make the changes to the OHA Contract Administrator.

Once the Offeror has received the Notice to Proceed, all communications regarding approvals, reports, and requests shall be directed to the OHA Contract Administrator.

IV. Terms and Acronyms

BAFO	Best and Final Offer
BOT	Board of Trustees
CEO	Chief Executive Officer
COGS	Certificate of Good Standing
CPO	OHA Chief Procurement Officer
DCCA	Department of Commerce and Consumer Affairs
FY	Fiscal Year
GET	General Excise Tax
HAR	Hawai‘i Administrative Rules
HCE	Hawai‘i Compliance Express
HOPA	Head of Purchasing Agency
HRS	Hawai‘i Revised Statutes
HST	Hawai‘i Standard Time
KP	Ka Pouhana/Chief Executive Officer
Kūkākūkā	Discussion
OHA	Office of Hawaiian Affairs
RFP	Request for Proposals
STATE	State of Hawai‘i, including its department, agencies, and political subdivisions
SOP	Standard Operating Procedures
SPO	State Procurement Office
TMK	Tax Map Key
USPS	United States Postal Service

V. Procurement Timeline

Activity	Scheduled Dates
Release of Request for Proposals	Wednesday, November 3, 2021
Site Inspection	Friday, November 12, 2021, 9:00 a.m. HST
Due Date to Submit Questions	Friday, November 19, 2021, 2:00 p.m. HST
OHA’s Response to Questions	Wednesday, November 24, 2021
Proposals Due Date/Time	Thursday, December 9, 2021, 2:00 p.m. HST
Proposal Evaluations	December 9, 2021 – December 23, 2021
Offerors’ Presentation/Discussion (if necessary)	TBD
Best and Final Offer (if necessary)	TBD
Notice of Award	December 2021
Contract Start Date	January 2022

The OHA reserves the right to amend or revise the timetable without prior written notice when it is in the best interest of the OHA. The schedule represents the OHA's best estimate of the schedule that will be followed. All times indicated are HST. If a component of this schedule is delayed, the rest of the schedule may be shifted accordingly.

#### VI. Site Visit

Individuals or firms are strongly encouraged to attend the site visit that will be held on Friday, November 12, 2021, at 9:00 a.m. Hawaii Standard Time (hereinafter "HST"). All individuals or firms shall meet at the guard station in front of the main entrance to the building facing Nimitz Highway. Please notify Farah Cabrera at farahc@oha.org by noon, HST, on November 10, 2021 if you will be attending the site inspection. If you are running late, please contact Farah Cabrera at (808) 594-0230.

We are requesting all Offerors who plan to attend the site visit to take required measures that adhere to the following: wear a face covering, stay at least six (6) feet apart from other people, and limit to only one representative.

#### VII. Submission of Questions

Offerors are encouraged to submit questions pertaining to this RFP. Questions must be submitted to the RFP Coordinator at [proposals@oha.org](mailto:proposals@oha.org) no later than the "Due Date to Submit Questions", identified in Section 1, Item V. Procurement Timetable. All questions will be responded to in an addendum to this RFP and posted to the OHA's website and the SPO website no later than the date when the "OHA's Response to Questions" is due, as identified in Section 1, Item V. Procurement Timetable.

The only official position of the OHA is that which is stated in writing and issued in this RFP and/or as addenda to this RFP. No other means of communication, whether oral or written, will be construed as a formal or official response and/or statement and may not be relied upon as such.

#### VIII. Submission of Sealed Proposal

- A. Form/Formats. Proposal forms and formats such as for the price proposal are included in Section 5 - Attachments to this RFP.
- B. Proposal Submittal. Proposals must be submitted via email to [proposals@oha.org](mailto:proposals@oha.org) by the date and time designated in this RFP. Any proposals received after the designated date and time will be rejected.
- C. Pre-opening Modification or Withdrawal. All proposals may be modified or withdrawn prior to the deadline for submittal by written notice to modify or withdraw the proposal. All requests for modification will be sealed, accompanied by the actual modification to the proposals, and signed by an authorized signatory.

The written request must be submitted to [proposals@oha.org](mailto:proposals@oha.org). Modifications and/or withdrawals will be clearly marked as such and must be received by the OHA no later than 2:00 p.m. HST, Wednesday, December 1, 2021.

- D. Wages and Labor Law Compliance. Prior to entering into a Contract in excess of \$25,000, an Offeror will certify that it complies with section 103-55, HRS, as amended, entitled “Wages, hours, and working condition of employees of contractors performing services.” Section 103-55, HRS, provides that the services to be performed will be performed by employees paid at wages not less than wages paid to public officers and employees for similar work. Offerors are further advised that in the event of an increase in wages for public employees performing similar work during the period of the Contract, the Offeror will be obligated to provide such increased wages.

Offerors will complete and submit the attached Wage Certificate certifying that the services required will be performed pursuant to section 103-55, HRS. See Attachment 5 – Wage Certificate.

The Offeror will be further obligated to notify his/her employees performing work under this Contract regarding the provisions of section 103-55, HRS, and current wage rates for public employees performing similar work. The Offeror may meet this obligation by posting a written notice to this effect in the Offeror’s place of business in an area accessible to all employees.

Offerors are strongly encouraged to account for salary increases as posted by the State of Hawai‘i Department of Human Resources Development (hereinafter “DHRD”). The OHA will consider requests for increases as a result of wage increases to public officers and employees during the Contract period or any option period that is not published. At the release of this solicitation, the effective wages through January 1, 2021 for state employees performing similar work have been published by the DHRD.

If wages increase after the execution of the Contract, the Offeror may request an increase in Contract price in order to correspondingly increase the wages of the Offeror’s employees performing the work, including any increase in costs for benefits required by law that are automatically increased as a result of increased wages, such as federal old-age benefits, workers’ compensation, temporary disability insurance, unemployment insurance, and prepaid health insurance.

The Offeror will not be paid for any reimbursement of retroactive pay negotiated by the State. The Offeror’s request for the increase must meet the following criteria:

1. At the time of the offer, if the Offeror’s hourly wage rate is greater than the prevailing State wage, the Offeror’s requests for increase will not be considered.



2. At the time of the request, the Offeror must or must have provided documentation to show that it is in compliance with section 103-55, HRS (i.e., its employees are being paid no less than the known wage rates of a State position). Documentation will include the employee's payroll records and a statement that the employees are being utilized for this Contract.
3. Request for an increase must be made in writing to the OHA on a timely basis as follows:
  - a. Request for increase for the initial Contract period must be made as soon as practicable after the State wage agreements are made public. Approved requests will be retroactive to the date of increase for the State employees with adequate documentation that the Offeror provided its employees a wage increase.
  - b. To obtain the current wage information, download the information from the Department of Human Resources Development's website at the following address:

<https://dhrd.hawaii.gov/state-employees/classification-and-compensation/>

It is the sole responsibility of the Offeror to comply with section 103-55, HRS, as applicable.

**Confidential Information.** If an Offeror believes that any portion of a proposal contains information that should be withheld as confidential, the Offeror will request in writing nondisclosure of such information and provide justification to support the designation of confidentiality. Such information will accompany the proposal, be clearly marked, and will be readily separable from the proposal documents to facilitate the eventual public inspection of the non-confidential section of the proposal documents. Note the price and the provisions of the minimum required services are not considered confidential and will not be withheld.

Offerors who choose to identify portions of their proposal as confidential will be responsible to ensure that the minimum services are not included. The OHA will not make any determination of confidentiality for the Offeror.

If the proposal is marked confidential in its entirety, the OHA Procurement Services Program will not make a determination of confidentiality and will refer any request for information to the OHA Corporate Counsel and/or the State's Office of Information Practices.

- E. Exceptions. Offerors will list any exceptions taken to the terms, conditions, specifications, or other requirements listed herein. Offerors must reference the RFP section where the exception is taken and provide a description of the exception taken and any proposed alternative. The OHA will retain the right to grant exceptions to

discretionary policies. Request for exceptions from State, Federal, or local laws will not be approved.

IX. Discussions with Offerors Prior to Proposal Submissions

Discussion may be conducted with the Offeror to promote understanding of the OHA's requirements.

X. Opening of Proposals

The date and time recorded for the receipt of any proposals by the OHA, any modification to proposals, and withdrawals of proposals will be the date and time of receipt of the email by the OHA. All documents received will be held in a secure place by the OHA and will not be examined for evaluation purposes until the submittal deadline. The procurement file will be open to public inspection after a contract has been awarded and executed by all parties. Proposals will not be opened at a public proposal opening.

XI. Additional Materials and Documentation

Proposal samples or descriptive literature should not be submitted unless specifically requested within the RFP. Offerors may include up to five (5) pages of documentation, literature and samples or brochures of related services which demonstrate experiences to related services.

XII. RFP Amendments

The OHA reserves the right to amend this RFP at any time prior to the proposal submission deadline. Offerors will be notified of the availability of amendments through verbal or written communications. All amendments to this RFP will be posted to the SPO website <https://hands.ehawaii.gov/hands/admin/search> and to the OHA website [www.oha.org/solictations](http://www.oha.org/solictations).

XIII. Additional Terms and Conditions

The OHA reserves the right to add terms and conditions during contract negotiation and discussions. These terms and conditions may be applicable to the scope of the RFP and will not affect the proposal evaluation.

XIV. Trade Secrets/Confidential Information

If an Offeror believes that any portion of their proposal contains information that should be withheld as confidential, the Offeror will provide a written request for nondisclosure of such information to be kept confidential and provide justification to support confidentiality. Such information will accompany the proposal, will be clearly marked, and will be readily separable from the proposal packet to facilitate eventual public

inspection of the non-confidential sections of the proposal packet. Note that price is not considered confidential and will not be withheld.

XV. Intellectual Property Rights

The OHA reserves the right to unlimited, irrevocable, worldwide, perpetual, royalty-free, non-exclusive licenses to use, modify, reproduce, perform, release, display, create derivative works from the work product, and to disclose the work product, and to transfer the intellectual property to third parties for the OHA's purposes.

The Offeror understands that the information obtained from these efforts is the sole property of the OHA, that any use of the information must be approved by the OHA, and that any information and all materials used to complete the project will be returned to the OHA.

XVI. Cancellation of the Request for Proposals

The RFP may be canceled and any or all proposals rejected in whole or in part, without liability to the OHA, when it is determined to be in the best interest of the OHA.

XVII. Costs for Proposal Preparation and Verification

Any costs incurred by the Offeror in preparing or submitting a proposal are the Offeror's sole responsibility. Any cost incurred by the Offeror prior to the execution of a contract is not eligible for reimbursement.

Costs incurred in connection with the review, inspection and verification of information provided in the RFP will be the Offeror's sole responsibility.

Offerors will ensure that the OHA is provided with the written authorization(s) necessary to verify information provided in the Offeror's proposal.

XVIII. Mistakes in Proposals

While Offerors are bound by their proposals, circumstances may arise where a correction or withdrawal of a proposal is proper. An obvious mistake in a proposal may be corrected, withdrawn, or waived by the Offeror to the extent that it does not conflict with the best interest of the OHA or to the fair treatment of other Offerors. Mistakes in proposals will be handled as provided for in Section 3-122, HAR.

XIX. Rejection of Proposals

The OHA reserves the right to consider as acceptable and responsive only those proposals submitted in accordance with all requirements set forth in this RFP and which demonstrate an understanding of the problems involved and comply with the service

specifications. Any proposal offering any other set of terms and conditions contradictory to those included in this RFP may be rejected without further notice.

A proposal may be automatically rejected for any one (1) or more of the following reasons:

1. Cancellation of solicitations and rejection of offers (HAR §3-122-95);
2. Cancellation of solicitation (HAR §3-122-96);
3. Rejection of offers (HAR §3-122-97);
4. Reporting of anti-competitive practices (HAR §3-122-191 to §3-122-196);
5. Rejection for inadequate accounting system (HRS §103D-314(2));
6. Late proposals (HAR §3-122-16.08);
7. Proposal not responsive (HAR §3-122-97(b) and HAR §3-122-97(c)); and
8. Offer not responsible (HAR §3-122-97(b) and HAR §3-122-97(c)).

XX. Notice of Award

Any Contract arising out of this solicitation is subject to the approval by the OHA Line of Business Director as to content, the OHA Corporate Counsel as to form, and subject to the availability of funding.

The Offeror will receive a Notice of Award which will indicate that the Offeror has been selected to provide the services under this RFP.

No work is to be undertaken by the Offeror prior to the Contract commencement date. The OHA is not liable for any work, contract, costs, expenses, loss of profits, or any damage whatsoever incurred by the Offeror prior to the Contract commencement date as specified in the contract.

Pursuant to section 3-122-112, HAR, Responsibility of Offeror, the Offeror will produce documents to the Procurement Officer to demonstrate compliance with this section.

The Offeror receiving the award will be required to enter into a formal written Contract with the OHA. The General Conditions of the Contract are attached, and minimum service specification are included herein. See Attachment 7 – General Terms and Conditions.

XXI. Protests

Pursuant to sections 103D-701, HRS, as amended, and 3-126-4 HAR, an actual or prospective Offeror who is aggrieved in connection with the solicitation or award of a Contract may submit a protest. An actual or prospective Offeror may protest the solicitation or award of services only for a serious violation of procurement policies and operational procedures. Only the following matters may be protested:

1. A state purchasing agency's failure to follow procedures established by Chapter 103D, HRS, as amended.
2. A state purchasing agency's failure to follow any statute established by Chapter 103D, HRS, as amended.
3. A state purchasing agency's failure to follow any procedure, requirement, or evaluation criterion in a request for proposals issued by the state purchasing agency.

The Notice of Protest shall be emailed to [proposals@oha.org](mailto:proposals@oha.org) conducting the protested procurement and the Procurement Officer who is conducting the procurement as indicated below within five (5) working days after the aggrieved person knows or should have known of the facts giving rise thereto.

Provided that a protest based upon the content of the solicitation will be submitted in writing prior to the date set for receipt of offers, a protest of an award or proposed award will be submitted within five (5) days after the posting of award of the Contract. Deliveries from other than USPS will be considered hand deliveries and considered submitted on the date of actual receipt by the OHA. Any notice of award letter(s), resulting from this solicitation will be posted on the Procurement Reporting System on the State Procurement Office website at <https://hands.ehawaii.gov/hands/opportunities> and the OHA website at [www.oha.org/solicitations](http://www.oha.org/solicitations).

Head of OHA Contracting Office	Procurement Officer
Name: Sylvia M. Hussey, Ed. D.	Name: Christopher Stanley
Title: Chief Executive Officer, Head of Purchasing Agency	Title: Procurement Manager
Mailing: Office of Hawaiian Affairs Address: 560 North Nimitz Highway, Suite 200 Honolulu, Hawai'i 96817	Address: Office of Hawaiian Affairs 560 North Nimitz Highway, Suite 200 Honolulu, Hawai'i 96817

XXII. Availability of Funds

The award of a Contract and any allowed renewal or extension thereof, are subject to the availability and allotment of the OHA funds, State and/or Federal funds.

XXIII. Monitoring and Evaluation

The Offeror's performance under the Contract will be monitored and evaluated by the OHA Contract Administrator or his/her designated representative, the OHA auditor, and/or other designated representatives.

Failure to comply with all material terms of the Contract may be cause for suspension or termination as provided in the General Conditions. The Offeror may be required to submit additional written reports, including a corrective action plan, in response to monitoring conducted by the OHA. These additional reports will not be considered a change to the scope of work and will continue for a duration of time as deemed necessary by the OHA.

XXIV. General and Special Conditions of Contract

The General Conditions that will be imposed contractually are included as an attachment. See Attachment 7 – General Terms and Conditions.

Special Conditions may be imposed by the OHA. The OHA reserves the right to make appropriate modifications to the quantity of items or reporting requirements contingent upon unforeseen conditions.

XXV. Cost Principles

The OHA will utilize standard cost principles from section 3-123, HAR, which are available on the SPO website. Nothing in this section will be construed to create an exemption from any cost principle arising under State and Federal laws.

XXVI. Campaign Contributions by State and County Contractor Prohibited

If awarded a Contract in response to this solicitation, the Offeror agrees to comply with Chapter 11, §11-355, HRS, which states that campaign contributions are prohibited from a State and County government Contractor during the term of the Contract if the Contract is paid with funds appropriate by the legislative body between the execution of the Contract through the completion of the Contract.

(END OF SECTION)

## Section 2 – Scope of Services

### I. Information

#### A. Project overview and history

In September 2021, the OHA purchased the warehouse properties located at the Iwilei Business Center (501 Sumner Street, Apt 1, 2, and 3A), as well as the retail/warehouse property located at 500 North Nimitz Highway in Honolulu. See Exhibit A – Property Description 500 N. Nimitz Hwy. and 501 Sumner Street.

An overview of the properties are as follows:



500 North Nimitz Highway Honolulu Harbor Shops "Retail Property"	501 Sumner Street Iwilei Business Center "Industrial Property"
<p><b>Tax Map Key No. (1) 1-5-010:001</b> Property Class: Industrial/Retail Land Area: 170,820 square feet (3.9215 acres)</p>	<p><b>Tax Map Key No. (1) 1-5-012-001:0001</b> <i>Apartment 1</i> Property Class: Industrial Land Area: 21,579 sq. ft.</p>
<p><b>Tax Map Key No. (1) 1-5-012-001:0002</b> <i>Apartment 2 (parking on Iwilei Biz. Ctr.)</i> Property Class: Industrial Land Area: Included above</p>	<p><b>Tax Map Key No. (1) 1-5-012-001:0003</b> <i>Apartment 3A</i> Property Class: Industrial Land Area: 31,178 sq. ft.</p>

### **500 North Nimitz Highway**

The retail property consists of a retail building and parking lot on 500 N. Nimitz Highway, and 25,927 square feet of off-site parking (apartment 2) located across the street in the Iwilei Business Center property. The retail building was built in 1937, then underwent an \$18.8 million renovation in 2016 to house three synergistic mix of national well-known tenants: Ross, CVS Longs, and PetSmart.

### **501 Sumner Street – Apartments 1, 2 and 3A**

The Iwilei Business Center (shown in green above), is organized as a condominium association, with separate “apartments.” The OHA’s properties are marked as Apartment 1 (21,579 sq ft of paved and covered parking space) and Apartment 3A (31,178 square feet of enclosed warehouse space). The off-site parking included in the retail property is marked as Apartment 2. Currently, Apartments 1 and 3A are vacant with a potential for a short-term lessee.

## **B. Need**

### **1. Leasing for OHA’s Iwilei Properties**

In order to maximize the profitability of the properties, the OHA needs a Leasing Broker to procure tenants to lease its lands. The Leasing Broker shall report to the OHA’s Commercial Property Management staff for all leasing activities, to include but may not be limited to, lease negotiations, property marketing, tenant move ins and move outs, lease document delivery, and lease administration.

### **2. Property Management for OHA’s Iwilei Properties**

To manage, maintain, repair, and preserve the value of the properties, the OHA requires a licensed property manager to oversee the day-to-day management and coordinate repairs and improvements as necessary, as well as provide accurate financial accounting and reporting to the OHA.

## **C. Funding source and period of availability**

Funds are subject to the biennial budget as approved by the OHA Board of Trustees and/or allocation by the Governor and State Legislature. Funding and period of availability may change upon written notice by the OHA.

It is understood that the contract will not be binding unless the OHA can document that there is an available and unexpended appropriation or balance of an appropriation over and above all outstanding contracts sufficient to cover the amount required by the contract. Any contract entered into as a result of this RFP is binding only to the extent that funds are certified as available and allocated and received by the OHA. The availability of funds in excess of the amount certified as available shall be contingent upon future appropriations or special fund revenues.



There are sufficient funds to pay for the initial term of the Contract and the funds necessary for the remaining term(s) of the Contract are likely to be available from the OHA. Pursuant to Chapter 103D-315, HRS, as amended, the OHA reserves the right to cancel the contract when future funds are not available to support continuation of performance in subsequent contract periods. Nothing in this RFP shall be interpreted to mean that the OHA shall be liable to pay for services provided.

## II. General Requirements

### A. Qualifying Requirements

1. The Offeror will comply with section HRS §103D-601, as amended, entitled “Cost Principles Rules Required.”
2. The Offeror must have no outstanding balances owing to the OHA. Exception may be granted by the CEO of the OHA for debts recently acquired and for debts for which a repayment plan has been approved by the CEO of the OHA.
3. Offerors are advised that if awarded a Contract, the Offeror must furnish proof of compliance with the requirements of Section §3-122-112, HAR.
  - a. Chapter 237, General Excise Tax Law;
  - b. Chapter 383, Hawai‘i Employment Security Law;
  - c. Chapter 386, Workers’ Compensation Law;
  - d. Chapter 392, Temporary Disability Insurance;
  - e. Chapter 393, Prepaid Health Care Act; and
  - f. Certificate of Good Standing (hereinafter “COGS”) for entities doing business in the State.
4. Be registered and incorporated or organized under the laws of the State of Hawai‘i (hereinafter “Hawai‘i business”).

The Offeror(s) will be one (1) of the following:

- a. Hawai‘i business: A business entity referred to as a “Hawai‘i business” is registered and incorporated or organized under the laws of the State of Hawai‘i. As evidence of compliance, the Offeror will submit a CERTIFICATE OF GOOD STANDING issued by the Department of Commerce and Consumer Affairs Business Registration Division (hereinafter “DCCA”). A Hawai‘i business doing business as a sole proprietorship is not

required to register with the DCCA, and therefore not required to submit the certificate. An Offeror's status as sole proprietor or other business entity and its business street address will be used to confirm that the Offeror is a Hawai'i business.

- b. Be registered to do business in the State of Hawai'i (hereinafter "compliant non-Hawai'i business").

Compliant non-Hawai'i business: A business entity referred to as a "compliant non-Hawai'i business," is not incorporated or organized under the laws of the State of Hawai'i, but is registered to do business in the State. As evidence of compliance, the Offeror will submit a CERTIFICATE OF GOOD STANDING.

#### 5. Business Office

The Offeror will have, at a minimum, a telephone number and electronic mail address from which it conducts business and be accessible by telephone from 8:00 a.m. to 5:00 p.m. HST, for meetings, teleconferences, video conferences, concerns or requests that need immediate attention. An answering service is not acceptable. An office location, telephone number and electronic mail address will be identified in the Offerors' proposal.

#### 6. Certificate of Eligibility

The Offeror will demonstrate compliance with the following:

- a. Tax Clearance Form A-6;
- b. Department of Labor and Industrial Relation, Applications for Certificate of Compliance Form LIR#27; and
- c. Certificate of Good Standing issued by the DCCA and the Hawaii Compliance Express (hereinafter "HCE"), which allows businesses to register online through a simple wizard interface at:

<https://vendors.ehawaii.gov/hce/splash/welcome.html>

The HCE provides the applicant with a "Certificate of Vendor Compliance" with current compliance status as of the issuance date, accepted for both contracting purposes and final payment. Business that elect to use the new HCE services will be required to pay an annual fee of \$12.00 to the Hawai'i Information Consortium, LLC (hereinafter "HIC").

7. Indemnification

The Offeror will defend, indemnify, and hold harmless the State of Hawai‘i, the OHA, its elected and appointed officials, officers, agents and employees, from and against all liability, loss, damage, cost, and expense, including attorneys’ fees, and all claims, suits, and demands arising out of or resulting from the acts or omission of the Offeror or the Offeror’s officers, employees, agents or subcontractors.

8. Insurance Requirements

To be eligible for award, the Offeror agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business. Prior to the Contract start date, the Offeror shall furnish to the Contracting Office a valid certificate(s) of insurance as evidence of the existence of the following insurance coverage in the amount not less than the amounts specified. The insurance must be maintained in full force and effect throughout the entire performance period. Failure to maintain the required insurance is considered a material default of the Contract.

<u>Coverage</u>	<u>Limits</u>
Commercial General Liability (including personal injury, death, and property damage)	\$2,000,000 per occurrence; \$2,000,000 general aggregate per policy year; \$2,000,000 product and completed operations aggregate limit per policy year.
Personal and Advertising Injury	\$1,000,000 each occurrence.
Umbrella Liability	\$2,000,000 aggregate.
Automobile Insurance covering all owned, non-owned, and hired automobiles	Bodily injury liability limits of \$1,000,000 each person and \$1,000,000 per accident; property damage liability limits of \$1,000,000 per accident. Or \$2,000,000 combined single limit.
Workers Compensation as required by laws of the State of Hawai‘i	Insurance to include Employer’s Liability. Such coverage shall apply to all employees of the Offeror and (in case any sub-contractor fails to provide adequate similar protection for all its employees) to all employees of sub-contractor.

Professional Liability (Errors and Omissions)	\$1,000,000 per claim \$2,000,000 annual aggregate
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- a. The State of Hawai‘i, the OHA, its elected and appointed officials, employees, and volunteers shall be named added as additional insured with respect to occurrences during or in connection with the performance of this contract. Before the effective date of this contract, the Offeror agrees to provide the OHA with certificate(s) of insurance necessary to satisfy the OHA that the insurance provision of this contract have been complied with and to keep such certificate(s) on deposit with the OHA during the entire term of this contract. The minimum insurance required shall be in full compliance with the Hawai‘i Insurance Code throughout the entire term of the contract, including supplemental contracts, and shall be written by a company authorized to do business in the State of Hawai‘i and rated no less than an AM Best rating of A- VIII. The Offeror and its carriers agree to waive their rights of subrogation with respect to any claims covered, or which should have been covered, by valid and collectible insurance, including any deductibles or self-insurance maintained thereunder. Upon request by the OHA, the Offeror shall furnish a copy of the policy or policies that satisfy the insurance requirements of this Contract.
- b. Failure of the Offeror to provide and keep in force such insurance shall be regarded as a material default under this contract, entitling the OHA to exercise any or all the remedies provided in this contract for default of the Offeror.
- c. The procuring of such required policy or policies of insurance shall not be construed to limit the Offeror’s liability hereunder or to fulfill the indemnification provisions and requirements of this Contract. Notwithstanding said policy or policies of insurance, the Offeror shall be obliged for the full and total amount of damage, injury, or loss cause by negligence or neglect connected with this Contract.
- d. To satisfy the minimum coverage limits required by this Contract, the Offeror may use an umbrella policy in addition to the mandatory insurance policies (e.g, general liability insurance, automobile Insurance, and workers’ compensation) provided that the OHA approves, and the umbrella policy follows the underlying coverage forms.
- e. The Offeror shall notify the OHA in writing of any cancellation or substantive change in insurance at least thirty (30) calendar days prior to the effective date of such cancellation or change.
- f. The OHA is a self-insured semi-autonomous state agency. The Offeror’s insurance shall be primary. Any insurance maintained by the State of Hawai‘i

and the OHA shall apply in excess of, and shall not contribute to insurance provided by the Offeror.

g. Other Additional Insurance

The Offeror may, at its own expense, obtain additional insurance coverage for further protection subject to the OHA's approval. Request for approval will include a description of the additional insurance coverage, the amount of the premium, and justification for additional insurance.

9. Minority/Women Business Participation (hereinafter "MBE/WBE")

Whenever possible, the Offeror awarded the contract agrees to subcontract with minority owned business enterprises and/or women owned business enterprises certified as such as recognized.

10. Using Best Effort to Fulfill Minority/Women Business Participation

In the event that the OHA has reasonable belief that the Offeror will not use its best efforts to meet the MBE/WBE participation goal, the OHA reserves the right to cancel the Contract in whole or in part. Best efforts may be established by demonstrating that the Offeror already is or is working towards being certified as an MBE/WBE or has contracted or solicited bid/quotes from subcontractors that are certified as MBE/WBE through the Small Business Administration.

B. Type of Contract

1. The Offeror will be required to execute a contract to provide goods or services, or both based on competitive sealed proposals.

The contract will be on a reimbursement basis. All costs incurred must be supported by verifiable evidence that payment was made (e.g. invoices and/or receipts). No profit or administrative mark-up will be allowed on project reimbursable expenses, including, without limitation, postage, supplies, and travel.

Subsequent to the award and within ten (10) days after the prescribed forms are presented for signature, the Offeror will execute and deliver to the OHA a contract in such number of copies as required by the OHA.

The Offeror will be required to enter into a formal written contract with the OHA in accordance with the laws, rules and regulations of the State of Hawai'i. The stated requirement appearing elsewhere in this RFP will be incorporated and will become part of the terms and conditions of the contract.

By submission of a proposal, the Offeror warrants and represents that they have read and are familiar with the contractual and service requirements set forth in the RFP and its attachments, the provisions of which are expressly incorporated into this RFP by reference.

All proposals will become the property of the OHA. The Offeror's proposal will be incorporated in the resulting contract by reference.

2. Subcontracting

No work or services will be subcontracted or assigned without the prior written approval of the OHA. No subcontract will under any circumstances relieve the Offeror of his/her obligation and liability under contract with the OHA. All persons engaged in performing the work covered by the contract will be considered employees of the Offeror.

3. Contract Modification

The contract may be modified only by a written supplemental contract signed by the OHA and the authorized signatory designated to sign contracts on behalf of the Offeror as designated in a corporate resolution, if applicable.

4. Additional Services and Fees

The Offeror and the OHA will negotiate for additional needed services and fees for work not described in the contract by which may arise during the course of the contract. Any agreement will be in writing, executed by all parties, and shall be attached to the contract as a contract amendment to expire at the same time as the original contract or subsequent period.

5. Laws, Rules, Ordinances and Regulations

Reference to Federal, State, City and County laws, ordinances, rules and regulations and standard specifications will include any amendment thereto effective as of the date of the RFP.

6. Bonds

No performance or payment bond is required.

C. Multiple or Alternate Proposals (Refer to HAR §3-122-4)

Allowed  Not allowed

D. Single or Multiple Contract to be Awarded (Refer to HRS §103D-322)

Single  Multiple  Single & Multiple

- E. Single or Multi-Term Contract to be Awarded (Refer to HRS §103D-315)  
 Single term (2 years or less)     Multi-term (more than 2 years)

Initial term of contract:                      Twenty-four (24) months

Length of each extension:                      Up to Twelve (12) months, may be less than Twelve (12) months when it is in the best interest of the OHA

Maximum Length of Contract:    Not to exceed Sixty (60) months

F. Condition for Contract Extensions

The initial period will commence on the contract start date. The following conditions must be met for an extension:

1. The Offeror experienced cost savings and has unexpended funds available that can be used to provide additional goods and services; or
2. The OHA determines there is an ongoing need for the services and has funds to extend services not to exceed sixty (60) months. Contract extensions will be awarded as agreed upon in the primary contract. Exceptions will be granted upon satisfactory justification such as increase in cost of goods or services; and
3. A supplemental contract must be executed prior to expiration of the primary contract; and
4. The Offeror must obtain the OHA's approval in writing.

The option to extend the contract will be at the sole discretion of the OHA. The contract will be extended at the same rates as proposed in the original proposal unless price adjustments are negotiated. Submission of a proposal constitutes acknowledgement by the Offeror that the Offeror is able and willing to contract for services for the duration of the contract period. If the Offeror is unwilling or unable to fulfill the scope of services described in the contract, the OHA reserves the right to assign the costs of procurement to any payment owed under the contract. These costs may include without limitations reproduction costs, staff time, and postage.

The Offeror will provide the requested insurance information and a completed wage certificate. The Offeror will pay the State of Hawai'i general excise tax and all other applicable taxes.

### G. Contract price adjustments (other than wage rate increases)

Each proposal offered will be firm for a twelve (12) month period upon issuance of the Notice to Proceed.

Contract price adjustments will be limited to liability and/or automobile insurance. The following conditions must be met for the OHA to consider a price adjustment:

1. The Offeror provides adequate documentation of price increase(s), such as an insurance policy statement;
2. The increase will not exceed five percent (5%) of the original price for each budget line item; and
3. The request for increase must be reasonable and there must be sufficient funding available to support the increase.

### III. Contract Monitoring and Remedies

#### A. Monitoring

1. The satisfactory provision of goods and services will be monitored by the OHA Contract Administrator. Performance will be monitored on an ongoing basis by the OHA through desk monitoring and/or other methods by the OHA Contract Administrator and his/her designated representative(s).
2. Should the Offeror fail to comply with the requirements of the contract, the OHA may request a written corrective action plan, a timeline for implementation, and the responsible parties to the OHA. The OHA will monitor the Offeror for implementation of the corrective action plan. The OHA reserves the right to request regular or additional report(s) on progress towards compliance with the contract and the corrective action plan.
3. Should the Offeror continue to fail to comply with the requirements of the contract, the OHA reserves the right to engage the services of another to perform the services to remedy the defect or failure and to deduct such costs from monies due to the Offeror or to directly assess the Offeror.
4. In the event the Offeror fails, refuses, or neglects to perform the services in accordance with the requirements of this RFP and the contract, the OHA reserves the right to purchase in the open market corresponding services and to deduct this cost from the monies due or that may thereafter become due to the Offeror. If monies due to the Offeror is insufficient for this purpose, the Offeror shall pay the difference upon demand by the OHA. The OHA may also utilize all other remedies provided under the contract and/or as permitted by law.



5. In the event the Offeror is not performing the required services as contracted, the OHA reserves the right to extend the contract for intervals of less than twelve (12) months. During this time, the OHA will monitor the Offeror's performance and/or improvement and the implementation of its corrective action plan to determine whether the OHA will continue to contract with the Offeror.

#### B. Termination

The OHA reserves the right to terminate the contract without penalty for cause or convenience as provided in the General Conditions. See Attachment 7 – General Terms and Conditions.

### IV. Scope of Services

The following section reflects the OHA's substantive expectations relative to specific areas of leasing and managing the referenced properties. The OHA's Contract Administrator will meet and/or communicate with the Offeror to clarify any part of this section as requested by the Offeror. The requirements shall include, but may not be limited to:

#### A. LEASING

##### EXCLUSIVE AGENCY TO LEASE - OHA's IWILEI PROPERTES

On terms and conditions satisfactory to the OHA, the Offeror will perform the following leasing duties with respect to the referenced properties:

##### 1. General Duties

- a. As the Leasing Agent, the Offeror shall engage in the business of leasing the properties;
- b. Manage, coordinate, and supervise the conduct of the ordinary and usual business affairs pertaining to commercial leasing;
- c. Research, evaluate, and provide comprehensive market analysis, as requested by the OHA;
- d. Procure prospective Lessees to lease the properties;
- e. Negotiate terms on behalf of, or in conjunction with the OHA in lease, license, right-of-entry or other agreement's negotiations;
- f. Collect security deposits (if applicable) and Certificates of Insurance and verify with agreed upon terms;
- g. Make recommendations to the OHA on the following:
  - 1) Lease terms;
  - 2) Base rent;
  - 3) Options and extension terms;
  - 4) Tenant improvement requests;
  - 5) Capital improvements;
  - 6) Special conditions; and
  - 7) Marketing of the properties.

- h. Meet with the OHA on a bi-monthly basis to present and submit a bi-monthly leasing report, discuss all leasing activity and provide commercial real estate market updates that may impact the properties; and
- i. Assist the Property Manager with tenant move in and move outs in accordance with the terms of the relative pertinent lease, license, right-of-entry, or other agreement.

## 2. Marketing

- a. As Leasing Agent, the Offeror, at its sole expense, shall fully cooperate with the brokerage community and implement a comprehensive marketing program. The marketing program should include the following components:
  - 1) Direct Tenant Solicitation: The Offeror shall commence a canvassing campaign including its current clients.
  - 2) Broker Solicitation: The Offeror shall alert the commercial real estate community to the specific details of the availabilities by distributing marketing materials on a monthly basis to other brokers.
  - 3) Internet: The Offeror shall utilize its website to provide worldwide access to information about specific listings and background information about the property.
  - 4) LoopNet: The properties shall be listed as a premium listing on LoopNet, the online commercial property listing service used most by the commercial real estate community in Hawai'i. LoopNet has the broadest market coverage of any listing service on the internet and delivers the widest possible exposure for the properties' listings.
  - 5) Listings Email: The Offeror shall distribute a monthly listings report showing information for all current listings. This report is distributed via email once a month to the commercial real estate brokerage community in Hawai'i. This report is one of the most productive marketing resources available due to the number of people it reaches and reliance on it throughout the marketplace.
  - 6) Email Marketing: The Offeror, at its sole expense, shall utilize web-based email marketing to create and manage the targeted email campaigns for the portfolio. The Offeror shall use a service that maximizes the portfolio exposure and website hits/views can be tracked.
  - 7) Property Web Page: An individual web page shall be created for the properties. This link can be placed on all email and printed information as well as linked from an individual broker's web page.
  - 8) Signage: The Offeror shall strategically place signs on the property to obtain maximum exposure.
- b. All marketing material and strategies must be approved by the OHA

prior to the Offeror executing or releasing any marketing material to the public.

### 3. Lease Termination Agreements

When and if applicable and specified by the OHA, negotiate lease termination agreements with terminating tenants on terms and conditions satisfactory to the OHA.

### 4. Relocation Agreements

When and if applicable and specified by the OHA, negotiate lease relocation agreements with any tenant on terms and conditions satisfactory to the OHA. Each fully executed relocation agreement shall be considered an “Existing Lease” for purposes of determining a commission. A leasing commission for “Additional Space” will be permitted to the extent that the square footage of the terminated tenant’s relocation premises exceeds the square footage of the terminated tenant’s original premises.

## B. PROPERTY MANAGER

### PROPERTY MANAGEMENT - OHA’S IWILEI PROPERTIES

On terms and conditions satisfactory to the OHA and at the OHA’s sole cost, perform the following management duties with respect to the referenced properties:

#### 1. General Duties

- a. As the Property Manager, the Offeror shall engage in the business of managing the properties. The Offeror will manage, coordinate, and supervise the conduct of the ordinary and usual business affairs pertaining to commercial property management;
- b. Identify, recommend, and coordinate services required to maintain the properties, at the OHA’s sole expense;
- c. Provide accurate accounting of all property operations;
- d. Meet with the OHA on a bi-monthly basis to present and discuss all relevant operations, incidents, actions, and events; and
- e. Submit required monthly reporting, including:
  - 1) Financial reports;
  - 2) General ledgers;
  - 3) Accounts receivables;
  - 4) Accounts payables;
  - 5) Check ledgers;
  - 6) Rent roll;
  - 7) Delinquency reports;
  - 8) Incident reports; and,

9) All operations activities.

2. Rent Bills and Collections

- a. Prepare and deliver to all tenants, persons, firms and entities occupying space on the OHA property under leases, licenses, rights-of-entries and/or other agreements in effect from time-to-time monthly bills setting forth rent, escalation payments, and other amounts payable by such tenants under their respective leases, licenses, rights-of-entries, and/or other agreements. All rent collected by the Property Manager shall be promptly deposited in the operating accounts or the OHA trust accounts managed by the Property Manager; and,
- b. Take actions to collect rent, to enforce the rights and remedies of the OHA under the terms set forth by the leases, licenses, rights-of-entries and/or other agreements or to protect the interests of the OHA, including, without limitation, the preparation and delivery to Lessees, of all “late payment”, default and other appropriate notices, requests, bills, demands, and statements. Upon the OHA’s approval, the Property Manager may retain counsel, collection agencies and such other persons and firms to enforce, by legal action, the rights and remedies of the OHA against any Lessee who is in default of any term or obligation set forth under a lease, license, right-of-entry and/or other agreement.

3. Employees

- a. As the Property Manager, the Offeror, at its sole expense, shall employ personnel it deems necessary for the operation and maintenance of the property. Manager shall pay such personnel wages and fringe benefits and cover all the expenses associated with such employees. Manager shall direct, supervise, and manage all personnel hired by it in the performance of their duties.
- b. Property Manager, at the Property Manager’s sole expense, shall maintain a fidelity bond, in an amount not less than \$1,500,000 insuring all employees handling monies on behalf of the OHA. A certificate of insurance will be made available to the OHA. The Property Manager shall also maintain adequate workers compensation insurance for any employees who will be engaged in work at the property.
- c. Property Manager, at the Property Manager’s sole expense, shall cause to be paid all wages and other benefits payable to the employees hired by the Property Manager, and maintain payroll records, remit to proper governmental authorities required income and social security withholding taxes, unemployment insurance payments, workmen’s compensation payments and such other amounts with respect to the wages and other benefits payable to such employees as may be required under applicable laws, together in each case with required reports or

other filings, and obtain, maintain and administer medical, disability and other insurance benefits and other fringe benefits as may from time to time be required under any union or other agreements or arrangements pertaining to the Property Manager's employment of such personnel.

#### 4. Professionals and Contractors

##### a. Procurement of Third-Party Contractors for Scheduled Maintenance

The Property Manager shall identify and, with the prior approval of the OHA, and at the OHA's sole expense, enter into contracts with third-party contractors for scheduled maintenance. The third-party contractors shall also supervise the administration and monitor the performance of work and/or services performed under such contracts. Due care shall be exercised by the Property Manager in the selection of such professionals and other independent contractors. Upon procuring third-party service contractors, the Property Manager shall abide to the following:

- 1) The Property Manager shall procure, except in cases of emergencies or when impractical or commercially unreasonable to do so, three (3) qualified bidders, for each service contract. The Property Manager may, if practicable, combine two or more scheduled maintenance tasks under one contract.
- 2) The Property Manager, in the exercise of its reasonable judgment, shall not be required to accept the low bid if such decision will not cause the OHA to exceed the relevant approved budget item limit, or is otherwise consented to by the OHA.
- 3) The OHA shall have final approval of all third-party service consultants.

#### 5. Maintenance

- a. The Property Manager shall use diligent efforts consistent with the existing conditions of the properties to cause the properties, at the OHA's expense, to be maintained in good condition;
- b. To the extent of the capacity of all equipment and systems located in or servicing the property, the Property Manager, shall use diligent efforts consistent with the existing conditions of the property to cause, at the OHA's expense, all such equipment and systems to be operated and maintained in good repair and cause to be provided or made available to tenants those services which the OHA is required to make available under the property leases;
- c. The Property Manager shall enter into such service and maintenance contracts as the Property Manager shall deem appropriate for the operation and maintenance of the property, including but not limited to the following:
  - 1) Equipment and systems located in or servicing the property;

- 2) Common area landscaping (i.e., maintaining plant, shrubs, and tree trimming);
  - 3) Common area cleaning;
  - 4) Common area utilities;
  - 5) Exterior window cleaning;
  - 6) Refuse and recycling removal;
  - 7) Security (Property and common areas only);
  - 8) Food and beverage vending machines; and
  - 9) Pest extermination.
- d. The Property Manger shall purchase in reasonable quantities and at reasonable prices all supplies, materials, tools and equipment as the Property Manger shall deem necessary or appropriate for the operation and maintenance of the property.

## 6. Repairs

- a. The Property Manager, at the OHA's expense, shall cause such ordinary and necessary repairs to be made to the property and all equipment and systems located in or servicing the property;
- b. The Property Manager, at the OHA's expense, shall cause such interior alterations and decorations to be made in the common areas of the Property, as Property Manager shall deem necessary or advisable for the operation and maintenance of the property; and,
- c. During emergency situations, Property Manager, at the OHA's expense and without the OHA's prior approval and without limitation as to cost, may cause to be made all repairs which are immediately necessary for the preservation or protection of the property, the safety of the OHA, tenants, and other persons in or about the property, or are otherwise required to avoid suspension of necessary services in the property, however, Property Manager shall, before causing any such emergency repair to be made, use reasonable efforts under the circumstances to notify the OHA of the emergency situation in an attempt to obtain its approval of such repair.

## 7. Supervision of Tenants

- a. The Property Manager shall monitor tenants' compliance with the terms and provision of their respective leases, licenses, rights-of-entries and/or other agreements, including, without limitation, the Rules and Regulations of the property. The Property Manager shall provide written notification to the respective tenants and the OHA of violations of such leases;
- b. The Property Manager shall enforce OHA's rights and remedies in the event of tenant default on the terms and provisions of their respective leases, licenses, rights-of-entries and/or other agreements; the Property Manger shall plan and coordinate the moving in and moving out of the

- tenants on the property in accordance with the terms of the lease;
- c. The Property Manager shall monitor all tenant improvement activities to the premises in accordance with the terms of the lease and in compliance with the Rules and Regulations of the property and all appropriate laws, statutes, and codes; and,
  - d. The Property Manager shall attend to and attempt to resolve complaints, disputes, and/or disagreements by or among tenants.

#### 8. Public Relations

The Property Manager shall represent the OHA in connection with matters of general public interest which pertain to the property and shall attempt to amicably resolve any complaints, disputes or disagreements in connection therewith, all of the foregoing actions to be taken by the Property Manager after notice and discussion with the OHA and to the extent the OHA directs, subject to the OHA's reasonable control.

#### 9. Compliance

- a. At the OHA's sole cost and expense, the Manager shall cause to be taken all such appropriate actions in and about or affecting the property, as the Property Manager shall deem advisable, to comply with legal requirements (including environmental requirements) applicable to the property, building codes, zoning codes and requirements of any Board of Fire Underwriters or similar agency; and,
- b. Notwithstanding the cost or expenditure limitations set forth elsewhere in this Agreement, the Property Manager may, at the OHA's expense and without the OHA's prior approval, take or cause to be taken any such actions, without limitation as to cost, if failure to do so would or might, in Property Manager's judgment, expose the OHA or the Property Manager to criminal liability or civil penalty; provided, however, that in each such instance the Property Manager shall, before taking or causing to be taken any such action, use reasonable efforts under the circumstances to notify the OHA of the need for such action and obtain the OHA's approval.

#### 10. Payment of Expenses

The Property Manager shall pay all property costs and expenses incurred, including, without limitation, Property Manager's compensation with funds from the operating accounts. The Property Manager shall use its diligent efforts to obtain, and credit to the account of the OHA in each case, all discounts, rebates and other favorable financial terms which may be granted with respect to any costs or expense Property Manager shall incur.

## 11. Due Diligence and Audits

When requested by the OHA, the Property Manager shall assist in due diligence work to prepare the property for sale, for refinancing, or to provide assistance in connection with financial, facilities, lease or internal audits. The OHA agrees to compensate the Property Manager for such services at a fee mutually agreed upon in writing prior to the delivery of these additional services.

## 12. Operating Budgets

- a. The Property Manager shall prepare and submit to the OHA, a pro forma budget for the operation and maintenance of the property. The Property Manager will manage the property consistent with and subject to the cost limitations set forth in the budget as approved by the OHA.
- b. The Property Manager shall prepare and submit to the OHA for its approval a proposed pro forma budget of revenues and costs pertaining to the operation and maintenance of the property during each fiscal year. Each such budget shall be substantially in the same form as the approved budget in effect for the prior fiscal year and shall set forth project expenditures on annual and monthly basis and shall not, except for informational purposes, include estimates for costs and expenses for which the OHA will be reimbursed by tenants under leases.

## 13. Property Takeover Checklist

The Property Manager shall turnover to the OHA Contract Administrator at 12:00 Noon HST on the last day of the Contract such items that shall include, but may not be limited to, the following:

- a. All keys to all properties and facilities;
- b. Alarm codes for needed entry for any facilities or buildings;
- c. Current rent roll, delinquent rent list, prepaid accounts and escrow holdings;
- d. Names, addresses and contact information of owner(s);
- e. Lists of actions taken on delinquent rent list to include such information as five (5) day notices, court date, attorney used and other actions as necessary;
- f. Copies of all current month's deposit slips with detail for both the operating/rental & escrow accounts;
- g. List all movement for current month to include new move ins and recent move outs;
- h. Current vacancy list, including status of each unit;



- i. List of pending leases, including current leasing incentive pledged;
- j. List of any rental concession promised to current tenants;
- k. List of and funds for any pending deposit refunds or rent credits due to previous tenants;
- l. All account balances for the property shall include, but may not be limited to: operating account, reserve account, and petty cash;
- m. All current lender(s) correspondence shall include, but may not be limited to: most recent payment detail of mortgage payment(s) to include principle, interest, and loan escrow amounts;
- n. Copies of all current insurance policies;
- o. Detailed information on any pending claims on the property, whether reported to insurance carrier or not;
- p. Copy of last physical inspection report by lender and any physical needs assessment provided by lender;
- q. Aged payables list and originals of all unpaid invoices;
- r. All blueprints, plans, surveys, appraisals and environmental inspections including lead paint;
- s. Any maps of service valves (i.e. water shut-off, irrigation sprinklers controls, fire suppressant systems, and other similar systems) on property;
- t. Copies of all inspection reports, warnings, violations, notices given to the Property Manager during management period from any government agency (i.e. EPA, DEQ, City, County, Federal, State, and other similar agencies);
- u. Copies of all utility accounts, including account numbers;
- v. Copies of all property Contracts that shall include, but may not be limited to:
  - 1) All advertising sources;
  - 2) Grounds maintenance;
  - 3) Security patrol services;
  - 4) Alarm services;
  - 5) Waste removal;
  - 6) Laundry equipment and/or laundry facility;
  - 7) Telephone and/or internet service;
  - 8) Exclusive marketing agreements;
  - 9) Rental or lease to purchase equipment such as copiers, electronics, and office furniture, and maintenance Contracts for the copiers, computers and any other Contract for services or equipment;
- w. All software paid for by the OHA, including original licenses and cds;
- x. Passwords to access all software used under previous management;
- y. Current back up of all software for the property including accounts payable software;
- z. All accounting records, including original paid invoices while under previous manager; and
- aa. All communication devices under property accounts, i.e. pagers, two-way radios, cell phones, and other similar communication devices.

C. SHORT TERM LEASE AND RENTAL DUTIES

On terms and conditions satisfactory to the OHA, the Offeror and the Property Management shall perform the duties with respect to short term leases, licenses, rights- of-entries, or other agreements of the referenced properties. “Short-Term” shall be defined as equal to, or shorter than, ten (10) days from the commencement date through the termination date of its respective agreement.

1. The Offeror and the Property Manager shall notify the OHA promptly of all requests for short-term uses of the properties.
2. The Offeror or the Property Manager shall conduct negotiation of terms on behalf of or in conjunction with the OHA with each prospective Lessees, Licensees, or Grantees, and handle the document processing and delivery of all pertinent documents.
3. The Property Manager shall assist and coordinate short-term Lessees, Licensees, or Grantees with the access and enforce the terms of the agreement and represent the OHA in with respect to the OHA’s rights and remedies in the event of Lessee, Licensee, or Grantee default.

D. The OHA Contract Administrator shall act as the contract monitor and principal liaison between the Offeror and the OHA. The OHA Contract Administrator shall assist in resolving policy questions expediting decisions and the review of the work performed.

E. The Offeror shall comply with applicable safety, hygiene, and physical distancing guidance from the Centers for Disease Control and Prevention (hereinafter “CDC”), as well as with State, county, industry, and regulatory practices for safety, hygiene, and physical distancing, including standards and requirements adopted and issued by Hawaii Department of Health (hereinafter “DOH”) or required by State and county emergency orders, rules, or proclamations related to COVID-19 (novel coronavirus).

F. No person shall enter any OHA worksite if they have: (i) a fever, cough, shortness of breath or difficulty breathing, or other symptoms of respiratory illness or of COVID-19 as set forth by the CDC; (ii) had close contact with a person who has or is suspected to have COVID-19; or (iii) traveled outside of Hawai‘i in the past ten (10) days and have not satisfied the negative test exception to the mandatory self-quarantine period, subject to any subsequent out-of-state travel restrictions imposed through Statewide or county emergency orders, rules, or proclamations related to COVID-19 (novel coronavirus).

V. Requirements and Qualifications

A. The Offeror's requirements shall include, but may not be limited to, the following:

1. The Offeror must be a Licensed Real Estate Brokerage firm with the State of Hawai'i Department of Commerce and Consumer Affairs' (hereinafter "DCCA") Real Estate Branch for a minimum of ten (10) years.
2. All Broker(s), property manager(s) and staff assigned to this Contract shall have prior experience in multi-property portfolios.
3. All Offeror's brokers, property managers and agents assigned to this Contract shall be active Real Estate Brokers, Salespersons, and licensees.
  - a. All brokerage licensees and staff shall not have been convicted of any felonies and any "white collar" or financial crimes in nature.
4. The Offeror's Leasing Broker and Agent(s) assigned to this Contract shall have prior experience in leasing industrial, office and commercial retail and/or restaurant leasing.
5. The brokerage firm shall maintain a principal place of business located in the State of Hawai'i from where the brokerage firm conducts business and where the brokerage firm's books and records are maintained. The place of business shall comply with the requirements of Chapter 467, HRS, and Chapter 99, HAR, as respectively amended from time to time.

B. The Offeror's qualifications shall include, but may not be limited to, the following:

1. The Offeror shall demonstrate prior verifiable experience/transactions with various State of Hawai'i departments or other self-sufficient state agencies (i.e. University of Hawai'i, Aloha Stadium Authority, Hawai'i Community Development, OHA, etc.) in the past five (5) years. best not to use-revisit
2. The Offeror shall provide a list of properties and their description whom they have had prior experience with in the State or Hawai'i or other self-sufficient state agencies (i.e. University of Hawai'i, Aloha Stadium Authority, Hawai'i Community Development, OHA, and other similar agencies) as a client.
3. The Offeror's Leasing Broker and Agent(s) assigned to this Contract shall continually have up-to-date knowledge of market trends and leasing comparable studies in the industrial, office and commercial retail/restaurant sectors available to share with the OHA.

4. The Offeror shall have or shall hire staff dedicated to creating, preparing, and delivering all accounting and financial reports to the OHA.
  5. The Offeror shall be proficient in MS Word, MS Excel, MS Project, MS Teams and Adobe Acrobat.
- C. The Offeror shall ensure that all personnel meet the minimum qualifications, including licensing and experience requirements.

D. Offeror References

Each Offeror shall provide at least three (3) references, including the name, address, and telephone number of the company or agency and a person to be the contact reference. The references must be within the preceding four (4) years and with similar deliverables as detailed in the Scope of Work.

E. Administrative Requirements

1. The Offeror shall designate a contact person who will be responsible for project oversight and ensure contract performance. The contact person will be able to respond to the OHA's inquiries, complaints and/or problems within one (1) working day.
2. The OHA Contract Administrator may send a monitoring report to the Offeror's contact person. The monitoring report will document any discrepancies or contract violation(s) for correction within the designated time period provided.
3. The Offeror will ensure adequate and appropriate representation at regular meetings with the OHA and/or the OHA Board of Trustees. At this time, the OHA anticipates both in person and virtual meetings with the Offeror's contact person who will be responsible for oversight of contract performance. In person meetings will follow the CDC guidelines for mitigating safe distances and wearing a face covering. Additional meetings may be required by the OHA.

F. Personnel

1. All personnel will be considered employees or agents of the Offeror.
2. The Offeror will ensure that all personnel meet the minimum qualifications, including State licensing laws and experience requirements. The current wage rates and position class specification for personnel are available at the following addresses:

<https://dhrd.hawaii.gov/state-employees/classification-and-compensation/>

3. All staff training such as training required to ensure that the minimum services are provided in compliance with State, Federal and/or County laws, ordinances, rules, and regulations will be the responsibility of the Offeror.
4. The Offeror will be solely responsible for the behavior and conduct of its employees or agents while on the OHA property. Supervision will be the responsibility of the Offeror.
5. The Offeror will ensure the confidentiality of all information, documents, or materials viewed or discussed. The Offeror's personnel will not disclose confidential information to the general public without the expressed written consent of the OHA by either policy, rules or letter. The Offeror's personnel shall complete and sign the OHA non-disclosure agreement prior to execution of the contract.
6. During the performance of this contract, the Offeror agrees not to discriminate against any employee or applicant for employment. The Offeror will take affirmative action to ensure equal treatment of its employees. Such actions will include, without limitation, the following: employment, upgrading, demotion, or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship. The Offeror will insert provisions similar to the foregoing in all subcontracts.
7. The Offeror agrees to remove any of its employees from services to the OHA upon written request by the OHA Contract Administrator. At the request of the OHA, the Offeror will remove forthwith and will not employ in any portion of the work, any person who, in the opinion of the OHA, does not perform his/her duties and responsibilities in a proper and skillful manner, is intoxicated, disorderly, abusive, or unable to demonstrate tact and diplomacy in dealing with the public.

#### G. Reporting Requirements

The Offeror will be responsible for monthly submission of reports as requested by the OHA that shall include, but may not be limited to, the following:

1. Financial reports
2. General ledgers;
3. Accounts receivables;
4. Accounts payables;
5. Check ledgers;
6. Rent roll;
7. Delinquency reports;
8. Incident reports; and
9. All operation activities.

## H. Payment

1. The OHA will have thirty (30) calendar days after receipt of invoice and satisfactory delivery of goods or performance of the services to make payment. For this reason, the OHA will reject any proposal submitted with a condition requiring payment within a shorter period.
2. The OHA will reimburse the Offeror for all salaries, wages, related taxes, other related administrative expenses and reimbursable expenses as agreed to in the contract.
3. The Offeror will submit invoices for payment listing dates of services performed with an itemized breakdown of expenses and costs. Invoices for reimbursable expenses as agreed to and specified in the contract must include original invoice(s) for said expenses.
4. The Offeror will clearly indicate any adjustment made to the billing statement for work not performed.
5. The Offeror shall submit original invoices:
  - a. By electronic mail to (a) [invoices@oha.org](mailto:invoices@oha.org) and (b) to the email address of the Contract Administrator for this Contract or
  - b. By U.S. postal mail to:

Office of Hawaiian Affairs  
Attn: Financial Services  
560 North Nimitz Highway, Suite 200  
Honolulu, Hawai'i 96817
6. The OHA is encouraging the Offeror to participate in Automated Clearing House (hereinafter "ACH") payment processing in order to expedite payments and to reduce the OHA's in-office staffing needs. If the Offeror is interested in ACH payment processing, please contact our Accounting Department through your designated the OHA Contract Administrator.
7. All invoices shall reference the Contract number and Purchase Order number assigned to the contract. Payments will be processed upon confirmation by the OHA Contract Administrator that the Offeror has satisfactorily performed as specified in the contract.

(END OF SECTION)

## Section 3 – Proposal Format and Instructions

### I. General Instructions for Completing Forms

When an Offeror submits a proposal, it will be considered a complete plan for accomplishing the tasks identified in this RFP. The Offerors' proposal must demonstrate an understanding of and the ability to meet and perform all contractual requirements listed in this RFP.

The submission of a proposal will constitute the Offeror's indisputable representation of compliance with every requirement of the RFP and that the RFP documents are sufficient in scope and detail to indicate and convey a reasonable understanding of all terms and conditions of performance of the work to the Offeror.

All Offerors shall submit their proposal via email to [proposals@oha.org](mailto:proposals@oha.org).

Before submitting a proposal, each Offeror must:

1. Thoroughly examine the solicitation documents. Solicitation documents include this RFP, any attachments, plans referred to therein, and any other relevant documentation.
2. Be familiar with Federal, State, and County laws, ordinances, rules and regulations that may in any manner affect cost, progress, or performance of the work.

Proposals will be submitted to the OHA in the prescribed format outlined in this RFP. A written response is required for each item unless indicated otherwise.

Offerors may attach to their proposal supplemental literature, brochures or other information, which may demonstrate related experience in the proposal package.

### II. Proposal Forms

- A. The proposal forms will be completed and submitted to the OHA by the required due date and time and in the form prescribed by the OHA.
- B. Offerors will submit their proposals under the Offeror's exact legal name that is registered with the State of Hawai'i Department of Commerce and Consumer Affairs and will indicate that this is its exact legal name. Failure to do so may delay proper execution of the contract.
- C. Offerors' authorized signature will be an original signature in ink. If the proposal is unsigned or the affixed signature is a facsimile or a photocopy, the proposal will be

automatically rejected. If the proposal is not signed by an authorized signatory as shown on the corporate resolution, the proposal will be automatically rejected.

- D. A proposal security deposit is not required for this RFP.
- E. The numerical outline for the application, the titles and subtitles, and the Offeror name and RFP identification information on the top right-hand corner of each page should be included.
- F. Consecutive page numbering of the proposal application should begin with page one (1) and end with the last numbered page of the complete proposal.
- G. Other supporting documents may be submitted in an Appendix, including visual aids, to further explain specific points in the proposal. If used, they should be referenced.

### III. Proposal Application

#### A. Cover Letter

A Cover Letter will be included in the proposal. See Attachment 3 – Sample Cover Letter. The Cover Letter shall include the following requirements:

1. Be printed on official business letterhead;
2. Original signature by an authorized signatory;
3. The following statement:

“The undersigned has carefully read and understands the terms and conditions specified in the RFP [RFP NO.] and in the General Conditions, and hereby submits the following Proposal to perform the work specified herein, all in accordance with the true intent and meaning thereof.

The undersigned further understands and agrees that by submitting their Proposal, 1) he/she is declaring his/her Proposal is not in violation of Chapter 84, Hawai‘i Revised Statutes, concerning prohibited State Contracts, 2) he/she is certifying that the price(s) submitted was (were) independently arrived at without collusion, and 3) he/she hereby authorizes the Office of Hawaiian Affairs to verify information provided in this Proposal.”;

4. The exact legal name and address of the Offeror;
5. Contact person’s name, telephone number and e-mail address;



6. A statement indicating that the Offeror is a corporation or other legal entity and the taxpayer identification number of the legal entity; and
7. A statement that the Offeror is or will be registered to do business in Hawai'i and has or will obtain a State General Excise Tax license before the start of the work.

B. Offer Form OF-1 and OF-2

Pricing shall be submitted on Offer Form. See Attachment 6 – Offer Form OF-1 and OF-2. The price shall be the all-inclusive cost, including the general excise tax, to the OHA. No other costs shall be honored. Any unit price shall be inclusive.

C. Acknowledgement of Addendum

By completing the Acknowledgement of Addenda form, the Offeror will acknowledge and confirm that all addenda to this RFP issued by the OHA have been received by the Offeror. See Attachment 4 - Acknowledgement of Addenda. If no addendum has been received, the Offeror will check the appropriate box on the form.

D. Experience and Capability

The OHA is requiring that the Offeror have a minimum of ten (10) years of experience on projects of similar size and nature.

1. Necessary Skills and Experience

The Offeror will demonstrate that it has the necessary skills, abilities, knowledge, and experience relating to the delivery of the proposed services. The Offeror will also provide a listing of verifiable experiences with projects or contracts related to the services that were provided to a government agency or private entity within the last ten (10) years. Identify the name of the client, the nature and duration of the engagement, and primary accomplishments.

Provide a list of companies or governmental organizations to which your proposed team is/are currently providing services. If this list does not include at least five (5) entities, then provide the names of the entities for which similar services were provided. For each entity include:

- a. Term of your contract (beginning and ending dates);
- b. Brief description of the scope of work; and
- c. Name, address, and telephone number of the individual who administered your contract(s).

## 2. Professional References

The Offeror will provide a list of professional references for the last ten (10) years, including contact (e.g., e-mail, telephone contact, mailing address) information for similar type work, description of the engagement and major deliverables, role of the contractor and number of hours of engagement.

## 3. Quality Assurance, Evaluation and Resolution

The Offeror will describe its quality assurance and evaluation plans for the proposed services, including methodology. Evaluation plans must include client surveys as appropriate. The Offeror will also describe its issue escalation and resolution process as it relates to the scope of and completion of the scope of work and/or if there are disagreements between the OHA and the contractor.

## 4. Coordination of Services

The Offeror will demonstrate the capability to coordinate services with other agencies and resources in the community.

## 5. Past Performance

The OHA reserves the right to verify the documented experience directly with the owner/contact person as submitted in the proposal. Only information that is submitted directly to the OHA in the proposal package will be considered unless the OHA seeks additional information during the RFP evaluation process. The OHA reserves the right to review and consider past performance the Offeror may have had with the OHA.

## E. Personnel – Project Organization and Staffing

### 1. Proposed Staffing

This section will describe the staff necessary and the specific times available to ensure the performance of work in an accurate and timely manner. Staff titles, qualifications and expected responsibilities are to be included in the response. Detail the proposed team's capacity to successfully plan, implement and develop the proposed work.

### 2. Staff Qualifications

This section will provide the minimum qualifications including experience of the Offeror's staff assigned to the program. Describe the knowledge and experience of your proposed project director and/or staff including the day-to-day

management. Attach resumes and relevant professional background/experience of each key staff position.

### 3. Supervision and Training

The Offeror will describe its ability to supervise, train and provide administrative direction relative to the delivery of the proposed services.

### 4. Organization Chart

If applicable, this section will reflect the position of each staff and line of responsibility/supervision. Please include position title, name and full or part-time status. If applicable, a project organization chart must be included with the proposal.

## F. Service Delivery

This section will include a detailed discussion of the following:

1. The Offeror's approach to applicable services, activities and management requirements from Section 2, Item IV. Scope of Work including, but may not be limited to, phases, work plans for all service activities, and tasks to be completed, and related work assignments/responsibilities.
2. How the Offeror's approach is the most advantageous in terms of meeting the scope of work, cost effectiveness, and reliability.

## G. Financial Capacity

This section will state the Offeror's status of current projects and the financial capacity. Given the state of the Offeror's current workload and work in progress, provide information as to the financial capacity to complete the project in a timely and orderly manner.

## H. Price Proposal

This section will include a proposed cost for the contract period. Include a description of the basis for the cost of performing the requested services, including professional fees by labor category, other direct costs chargeable to the contract and general administration, overhead/profit and reimbursable expenses.

## I. Cost Reimbursement for All Costs Related to Personnel

The cost reimbursement pricing structure reflects a "not to exceed purchase arrangement" in which the OHA pays the Offeror for budgeted costs that are actually

incurred in delivering the services specified in the Contract, up to a state maximum obligation. Cost reimbursement will include, without limitation, personnel salaries, wages, medical benefits, payroll taxes and other expenses such as liability insurance, airfare, lodging, and transportation. The Offeror will be required to submit invoices detailing the amount(s) to be reimbursed.

J. Commitment to Section 2 Requirement

This section shall describe the Offeror's approach to furthering the OHA's commitment to fulfill MBE/WBE on page 21, Section 2. Item II.A.10., Using Best Effort to Fulfill Minority/Women Business Participation.

(END OF SECTION)

## Section 4 – Proposal Evaluation & Award

### I. Proposal Evaluation

An RFP evaluation committee, approved by the OHA’s Chief Procurement Officer or designee, will evaluate all responsive and responsible proposals. The evaluation of such proposals will be based solely on the evaluation criteria set out in this RFP. The evaluation committee’s primary responsibility will be to review the technical aspects of the proposal submitted. The price proposal review will be conducted by the evaluation committee chairperson. The review criteria will be as follows:

Evaluation Categories	Possible Points
<p><b>1. Experience and Capability:</b> Up to 8 points will be awarded based on the Offeror’s proposal which clearly and concisely demonstrates prior experience related to developing management plans and leasing strategies for other clients with similar properties in nature and complexity to the OHA’s Iwilei Properties portfolio. The evaluation will also be based on the Offeror’s demonstrated experience and knowledge of leasing in the Iwilei area/neighborhood.</p>	8 points
<p><b>2. Experience and Capability:</b> Up to 8 points will be awarded based on the Offeror’s proposal which clearly and concisely demonstrates prior experience related to networking and collaborating with other brokers, prospective clients, and respective business owner communities relative to the types of properties in the OHA’s Iwilei Properties portfolio, and the Iwilei area/neighborhood.</p>	8 points
<p><b>3. Experience and Capability:</b> Up to 8 points will be awarded based on the Offeror’s proposal which clearly and concisely demonstrates its understanding and awareness that the OHA is a quasi-State entity and, as such, must follow certain policies and procedures. The evaluation also will be based on the Offeror’s demonstrated prior experience/transactions with various State of Hawai‘i departments or other self-sufficient State Agency (i.e. University of Hawai‘i, Aloha Stadium Authority, Hawai‘i Community Development, OHA, and other similar agencies) in the past five (5) years.</p>	8 points

Evaluation Categories	Possible Points
<p><b>4. Experience and Capability:</b> Up to 8 points will be awarded based on the Offeror’s proposal which clearly and concisely demonstrates the capability to effectively procure, manage, and coordinate 3<sup>rd</sup> party vendors for common maintenance tasks to protect and enhance the value of the property portfolio.</p>	8 points
<p><b>5. Experience and Capability:</b> Up to 3 points will be awarded based on the Offeror’s proposal that includes two (2) letters of recommendations for lead and each subcontractor.</p>	3 points
<p><b>6. Service Delivery:</b> Up to 10 points will be awarded based on the Offeror’s proposal which clearly and concisely demonstrates how it will meet the goals and objectives related to the scope of work, and how the proposed service is designed to meet the problem and/or need identified in the service specifications.</p>	10 points
<p><b>7. Service Delivery:</b> Up to 5 points will be awarded based on the Offeror’s proposal which clearly and concisely demonstrated a thorough understanding of the purpose and scope of the RFP.</p>	5 points
<p><b>8. Service Delivery:</b> Up to 5 points will be awarded based on the Offeror’s proposal which clearly and concisely includes, at minimum, ties all the elements of Section 3 (executive summary, leasing summary, property management reporting/activity log and financial reports, ledgers and rent roll).</p>	5 points
<p><b>9. Service Delivery:</b> Up to 5 points will be awarded based on the Offeror’s proposal which clearly and concisely demonstrates an intricate knowledge of local, state, and national market trends for various sectors of commercial real estate.</p>	5 points
<p><b>10. Price:</b> Up to 5 points will be awarded based on the Offeror’s proposal which clearly and concisely provides a cost breakdown associated with the services provided.</p>	5 points
<p><b>10. Price:</b> Up to 5 points will be awarded based on the Offeror’s proposal which clearly and concisely adheres to the wages compatible with industry standard.</p>	5 points

<b>Evaluation Categories</b>	<b>Possible Points</b>
<p><b>11. Staffing:</b> Up to 10 points will be awarded based on the Offeror's proposal which clearly and concisely provides the qualifications (including experience) for staff assigned to the program and has the resumes and relevant professional background/experience of each staff, including staff to manage the day-to-day operations, including the organizational chart.</p>	10 points
<p><b>12. Staffing:</b> Up to 5 points will be awarded based on the Offeror's proposal which clearly and concisely provides the resumes and licenses for their staff assigned to the program.</p>	5 points
<p><b>13. Staffing:</b> Up to 5 points will be awarded based on the Offeror's proposal which clearly and concisely includes their most recent financial statement and their Certificate of Vendor Compliance.</p>	5 points
<p><b>14. Financial Capability:</b> Up to 5 points will be awarded based on the Offeror's proposal which clearly and concisely demonstrates that it has the financial capacity to complete the scope of work in this RFP in a timely and orderly manner.</p>	5 points
<p><b>15. Commitment to Section 2:</b> Up to 5 points will be awarded based on the degree to which the Offeror clearly and concisely demonstrates their approach to furthering the OHA's commitment to the Section 2. Item II.A.10. requirement, Using Best Effort to Fulfill Minority/Women Business Participation.</p>	5 points
<b>TOTAL POSSIBLE POINTS</b>	<b>100 Points</b>

Each proposal will be classified initially as acceptable, potentially acceptable, or unacceptable. If numerous acceptable and potentially acceptable proposals are submitted, the evaluation committee may rank the proposals and limit the priority list to three (3) responsive and responsible Offerors who submitted the highest-ranked proposals. If there are less than three (3) acceptable or potentially acceptable proposals, the OHA will not be required to hold discussion with these Offerors who submitted unacceptable proposals.

## II. Mandatory Requirements

The OHA will conduct an initial review to ensure that all proposals meet the minimum threshold requirements. Each proposal will be reviewed to ensure submittal of all required attachments, certifications, forms, and narrative sections.

Statements which indicate that mandatory certification will be submitted upon Contract award will be unacceptable.

### III. Financial/Price Proposal Review

The financial/price proposal review will be evaluated for financial and contractual acceptability and reasonableness of the price proposal. The proposal with the lowest cost factor will receive the highest available rating allocated to cost. Each proposal that has a higher cost factor than the lowest will be assigned a lower rating for cost.

The points allocated to higher priced proposals must be equal to the lowest proposal price multiplied by the maximum points available for price, divided by the higher proposal price as follows:

$$\frac{\text{Price of the lowest price proposal} \times 10}{\text{Price of the proposal being rated}}$$

In determining whether a proposal is responsive, the OHA will evaluate the costs and supporting documentation against realistic operational expenses.

The OHA will also review the most recent audited financial statements of the Offeror.

### IV. Technical Review

The Offeror's proposal will be in the form prescribed by this solicitation and will contain a response to each of the areas identified that affects the evaluation factors for award.

A. The technical proposal will be evaluated to determine if the Offeror possesses the capability to successfully perform the requirements of the solicitation. The proposal criteria are:

1. Experience and Capability;
2. Personnel and Staffing;
3. Service Delivery;
4. Financial Capacity and Pricing; and
5. Commitment to Section 2/Other Requirements.

B. Proposals will be evaluated for technical and contractual acceptability. Proposals will be prepared in accordance with the instructions given in the RFP and will meet all requirements set forth in this RFP.

C. All proposals will be reviewed for reasonableness. All Offerors whose offer are not within the competitive range will be notified that their proposals are unacceptable, negotiations and/or discussions with them are not contemplated, and any revisions to their proposals will not be considered.



- D. Award will be made to the responsible Offeror whose proposal conforms to the solicitation and will be most advantageous to the OHA considering price and other factors as indicated below.

Pursuant to section 3-122-59, HAR, if for a given request for proposal there is only one (1) responsive and responsible Offeror submitting an acceptable proposal, an award may be made to the single Offeror, or rejected, if conditions in section 3-122-59(a)(1) are not met, and new requests for proposal may be solicited or the procurement may be cancelled.

- E. The OHA reserves the right to award a Contract on the basis of the initial offers received without discussion. Offers are solicited on an "all or none" basis.

Failure to submit offers for all items and quantities listed will be cause for rejection. Proposals should be submitted initially on the most favorable terms from a price and technical standpoint, which the Offeror can submit to the OHA.

All proposals submitted will be evaluated on the basis of the evaluation criteria listed herein. Proposals will conform to all terms and conditions contained in the RFP. Proposals which do not conform to all requirements expressed in this solicitation may be rejected without further evaluation, deliberation or discussion.

- F. Past Performance. The OHA may evaluate the quality of each Offeror's past performance. The assessment of an Offeror's past performance will be used as one means of evaluating the credibility of the Offeror's approach to work accomplishment. A record of marginal or unacceptable past performance may be an indication that the promises made by the Offeror are less than reliable. Such an indication will be reflected in the OHA's overall assessment of the Offeror's proposal. However, a record of acceptable or even excellent past performance will not result in a favorable assessment of an otherwise unacceptable technical proposal.

In investigating an Offeror's past performance, the OHA may consider information in the Offeror's proposal and information obtained from other sources, including past and present clients and their employees; other government agencies, including state and local agencies, consumer protection organizations and better business bureaus; former subcontractors; and others. Evaluation of past performance is a subjective assessment based on a consideration of all relevant facts and circumstances. The OHA may seek to determine whether the Offeror has consistently demonstrated a commitment to client satisfaction and timely delivery of quality goods and services at fair and reasonable prices.

The OHA's conclusions about the overall quality of the Offeror's past performance may be influential in determining the relative merits of the Offeror's proposal and in selecting the Offeror whose proposal is considered most advantageous to the OHA.

Past performance includes the Offeror's record of conforming to specifications and to standards of good workmanship; the Offeror's adherence to contract schedules, including the administrative aspects of performance, the Offeror's control of costs, including costs incurred for changes in the scope of services; the Offeror's reputation for reasonable and cooperative behavior and commitment to clients satisfaction; and, generally, the Offeror's business-like concern for the interests of the client.

V. Discussions - Kūkākūkā

Discussions may be conducted with priority listed Offerors who submit proposals determined to be acceptable or potentially acceptable of being selected for award, but proposals may be accepted without discussions. The objective of these discussions is to: 1) promote understanding of the requirements set forth in the RFP and the Offeror's proposal; and 2) facilitate arriving at a contract that will provide the best value to the OHA, taking into consideration the evaluation factors set forth in this RFP. Any discussion is not intended to require an award of contract by the OHA.

(END OF SECTION)

## **Section 5 – Attachments and Exhibit**

Attachment 1 - Proposal Submittal Checklist

Attachment 2 – RFP Registration Form

Attachment 3 – Sample Cover Letter

Attachment 4 - Acknowledgement of Addenda

Attachment 5 – Wage Certificate

Attachment 6 – Offer Form OF-1 and OF-2

Attachment 7 – General Terms and Conditions

Attachment 8 - 2021-2023 Hawaii State Government Observed Holidays

Exhibit A - Property Description 500 N. Nimitz Highway and 501 Sumner Street