



**FRAUENSHUH**

HealthCare Real Estate Solutions

*A National Resource for Physicians, Hospitals, and Health System Leaders*

**RE: Request for Proposal  
Pre-Construction and Project Management/Construction Management  
Services  
NuHealth Medical Specialty Center, East Meadow, New York**

NuHealth and Frauenshuh HealthCare Real Estate Solutions ("FHC") are committed to a public private partnership to redevelop NuHealth's 53-acre East Meadow campus into the Village of Healthy Living – facilities that will consist of a new free-standing ambulatory surgery center, imaging center, medical offices, simulation center, wellness center and refurbished housing for its medical residents.

A significant part of this plan is the development of a Medical Office Building Project that will house several of these components.

This Request for Proposal is intended to solicit bids for providing Project Management/Construction Management services for the design and construction of a Medical Office Building ("MOB") and structured parking garage. Currently, the MOB is anticipated to be three-floors, around 100,000 gsf. Further detail regarding building size is called-out in attached Stacking Diagram ("**Exhibit A**")

If your firm would like to be considered in this Request for Proposal ("RFP"), please mail and e-mail your proposal to Justin Dickinson at Frauenshuh HealthCare Real Estate Solutions, 7101 West 78th Street, Suite 100, Minneapolis, MN, 55439, prior to 12:00 pm Central Time, Friday, July 5, 2013. Questions and clarifications regarding this request should be directed to Justin Dickinson at (952) 838-7122.

**PROJECT ENTITIES**

Nassau Health Care Corporation, also known as the NuHealth System, is a New York State public benefit corporation created by the New York State Public Authorities Law. NuHealth operates Nassau University Medical Center, a 530-bed tertiary care teaching hospital on its 53-acre East Meadow, New York campus, as well as the A. Holly Patterson Extended Care Facility ("AHP"), a 589-bed skilled nursing facility, in Uniondale, New York. Additionally, NHCC co-operates various Community Health Practices in partnership with Long Island FQHC, Inc., a non-profit, consumer-driven organization created to help address the health needs of the region's most vulnerable populations. NHCC is affiliated with the North Shore-Long Island Jewish Health System and the Health Sciences Center of the State University of New York at Stony Brook and maintains a strong commitment to the education of healthcare providers.

Frauenshuh HealthCare Real Estate Solutions ("FHC") is a national real estate development firm that specializes in working with Health Systems, like NuHealth, to

manage the development of their real estate needs. Frauenshuh will be the owner of MOB and the parking garage. All construction, architectural and third-party consulting services required to construct the MOB and parking garage will be through help by Frauenshuh (“Owner”)

## **PROJECT SCOPE**

Frauenshuh will be developing approximately a 100,000 square foot MOB located on NuHealth’s East Meadow campus in East Meadow, NY. The new MOB is planned to be a stand along facility located on the corner of Hempstead Turnpike and Carman Avenue. As noted in Exhibit A, the MOB will be a multi-tenant building, most likely housing an +/-15,000 usf Ambulatory Surgery Center (“ASC”) and medical education space.

In junction with the new MOB construction, FHC is responsible for demolishing the existing parking lot (on which the new MOB is proposed) and conducting all site improvements necessary to construct the new MOB and adjacent surface parking spaces. At this time it is estimated that 150 surface parking spaces will be placed directly adjacent the new MOB.

Given the current parking shortage (and additional future demand from the MOB and other campus buildings), FHC will be developing a +/-700 space parking garage (in location noted within “**Exhibit B**”, Conceptual Site Plan). Given the predominant location, on Carman Avenue, of the proposed parking garage, it will be important that the design and construction team provide appropriate aesthetic appeal on façade.

Design and construction of the MOB and associated site improvements and garage must fit within NuHealth’s Master Plan and provide an affordable and marketable lease rate structure. NuHealth’s Master Plan Objectives are outlined in the “**Exhibit C**” – Village of Healthy Living. The project design shall maintain commitment to the design principles of the existing buildings on campus and capitalize on the visibility of the property from Hempstead Turnpike and Carman Avenue.

Frauenshuh wishes to engage a PM/CM to join the project team, initially to provide pre-construction services and ultimately manage the construction of the MOB, Site Improvement and Garage scope. The pre-construction services are outlined in the attached “**Exhibit D**” which will be an Exhibit to the Construction Agreement noted below. It is Frauenshuh’s intention to enter into a negotiated fee contract with guaranteed maximum price, at the completion of the Design Development phase of design.

Frauenshuh and NuHealth are in the process of selecting an Architectural/Engineering firm to design the MOB. We anticipate making a final decision in early July, 2013. It is expected that the selected PM/CM will work in an integrated fashion with the design

team throughout the Design and Construction of the MOB, Site Improvement and Parking Garage.

As it relates to the MOB, the scope of the selected PM/CM work shall be limited to the Core & Shell of the building. In order to establish a baseline for initial design and construction estimating for the Core & Shell and Site Improvement work, FHC has created an Outline Design Standard for this MOB (“**Exhibit E**”). This document is extremely important, as it is the basis for all pre-development design, leasing, underwriting and authorities having jurisdiction conversations. The selected A/E firm(s) will be charged with developing a design which is consistent with this narrative, and you, the PM/CM, will be charged with developing the estimate(s). **Additionally, as the project moves forward, Frauenshuh will continue to reference this document – with the expectation that all team members have familiarized themselves details and have included all detail in design/construction estimates (unless explicitly directed otherwise).**

As described above, Exhibit E will be the basis for design and the foundation for your initial construction cost estimates. Upon award of the work, the successful PM/CM will be asked to provide input on building systems, construction cost and construction schedule during the design of this project. At the completion of each of the design phases the PM/CM will be required to provide a construction estimate, value engineering and an updated schedule.

### **CONSTRUCTION COST CONTROL**

Frauenshuh is selecting a development team for the Project. Each member of the team will have a responsibility to provide professional, cost effective services that provide value for the Project. Frauenshuh will manage the development process; the Architect and the PM/CM will provide those services necessary to design and construct the Project in a safe, efficient and cost effective manner. There will be one A/E firm and one PM/CM firm selected to perform all the work associated with this RFP.

Frauenshuh and NuHealth are currently in the process of selecting an architectural/engineering firm to manage the construction of the MOB, site work and garage. There will be one A/E firm and one PM/CM firm selected to perform all the work associated with this RFP.

### **PROJECT SCHEDULE**

It is anticipated that the Project design will begin in July 2013 and the building will be

ready for occupancy by spring of 2015. The following schedule information should be used as a reference for key Project milestones. Please review this information and comment on the ability of your team to deliver documents on this schedule.

RFP Due Date (Central Time)	July 5, 2013
Shortlist Interviews	July 8 - 12, 2013
PM/CM Selection	July 15, 2013
Commence Programming & Schematic Design:	July 2013
Finalize Schematic Design and Schematic Pricing	September, 2013
Complete Core/Shell Design Development:	December, 2013
Complete Core/Shell Construction Documents:	February, 2014
Commence Construction of Building and Site Improvements:	March, 2014
Occupancy of the MOB:	Spring, 2015

### **CONSTRUCTION SCHEDULE**

Based upon the above description of the Project to date, please identify within your response RFP the most aggressive construction schedule that you can reasonably meet for the 100,000 square foot facility and parking garage.

### **COMPANY BACKGROUND**

Please provide the following information on your company:

1. A brief description of your company, its ownership, and management structure.
2. Total construction volume for each of the last three years and total medical construction volume for the same three (3) years.
3. List of your five (5) most recently completed healthcare projects of similar size and scope. Include a description of each project, schedule, value, a brief description of the services provided by your firm, and client contact information for each project.
4. A break-out list of hospital and clinical projects your firm has completed utilizing a partnering/negotiated delivery model.
5. Provide information on your company's utilization of MBE/WBE firms.
6. Your experience/modification ratio (EMR) for the past three (3) years.

## **PROJECT TEAM**

Please provide an organizational chart of your proposed project team and the following information on your estimator, project manager, superintendent and other individuals that you are proposing on this project:

1. Name
2. Specific responsibilities for this project
3. Experience on projects of similar size and type
4. Current work assignments and availability for this project

## **PROJECT MANAGEMENT APPROACH**

Provide a description of your project management approach for this project as it relates to the following specific areas (provide examples where applicable):

### **Pre-Construction**

1. Constructability Review
2. Value Engineering
3. Estimating Techniques
4. Scheduling
5. Ability of the project manager and superintendent to work successfully with the architect, engineers and trade contractors

### **Construction**

1. On-Site Management
2. Schedule Control
3. Cost Control
4. Quality Control
5. Purchasing and Managing Trade Contracts

## **PROPOSAL FORMAT**

Given lack of design documents at this time, FHC and NuHealth will be evaluating your proposals in part on the following:

1. Proposed management approach
2. New York experience
3. Long Island experience
4. Experience in constructing Ambulatory Surgery Centers and working with associated authorities having jurisdiction

5. Experience in constructing educational center and working with associated authorities having jurisdiction
6. Experience managing Project Labor Agreements within the State of New York
7. Proposed General Conditions and Project Fee
8. Experience managing Project Labor Agreements within the State of New York

Please provide a fee proposal under which you would perform the project work, on a cost plus basis as broken out below. The proposal should be based upon a 100,000 square foot facility, appropriate site improvements/150 surface parking spaces and a 700 space parking garage (utilizing Exhibit E as basis for assumed MOB and Site Improvement/surface construction pricing). Accordingly, please indicate, separately, your assumed estimated construction budget for MOB, Site Improvement and Garage scope.

Please use your estimated construction schedule (duration) for calculating your general conditions and other schedule related costs.

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### **MOB**

**Pre-Construction Phase Fee:** \$ \_\_\_\_\_  
 (including all administrative labor)  
 (See attached Exhibit D for scope)

**Construction Phase Fee:**  
 Profit: \$ \_\_\_\_\_  
 Overhead: \$ \_\_\_\_\_  
 Assumed Construction Cost \$ \_\_\_\_\_

**General Conditions:** \$ \_\_\_\_\_  
 (See attached form, **Exhibit F** – please add items if necessary)

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### **Site Improvements/150 Surface Parking Spaces**

**Pre-Construction Phase Fee:** \$ \_\_\_\_\_  
 (including all administrative labor)  
 (See attached Exhibit D for scope)

**Construction Phase Fee:**  
 Profit: \$ \_\_\_\_\_  
 Overhead: \$ \_\_\_\_\_  
 Assumed Construction Cost \$ \_\_\_\_\_

**General Conditions:** \$ \_\_\_\_\_  
(See attached form, Exhibit F – please add items if necessary)

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**700 Space Parking Garage**

**Pre-Construction Phase Fee:** \$ \_\_\_\_\_  
(including all administrative labor)  
(See attached Exhibit D for scope)

**Construction Phase Fee:**  
Profit: \$ \_\_\_\_\_  
Overhead: \$ \_\_\_\_\_  
Assumed Construction Cost \$ \_\_\_\_\_

**General Conditions:** \$ \_\_\_\_\_  
(See attached form, Exhibit F – please add items if necessary)

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**CONTRACT FORM**

Based upon final PM/CM selection, Frauenshuh intends to enter into the following Construction Contract:

Frauenshuh Modified AIA Document A102 – 2007 Edition, Standard Form of Agreement Between Owner and Contractor where the basis for payment is the COST OF THE WORK PLUS A FEE with a negotiated Guaranteed Maximum Price. “**Exhibit G**”

Frauenshuh Modified AIA Document A201 – 2007 Edition, General Conditions of the Contract for Construction. “**Exhibit H**”

Should your firm wish to be considered for this project, please note any objections or modifications to these contracts within the response to this RFP.

Additional information that the responder feels is relevant to this project may be included within your response to this RFP. Frauenshuh and NuHealth look forward to receiving your response. Should you have any questions, or need clarification, please feel free to contact us.

Sincerely,  
**FRAUENSHUH HEALTHCARE REAL ESTATE SOLUTIONS**

A handwritten signature in blue ink that reads "Justin W. Dickinson". The signature is written in a cursive style with a large initial "J" and "D".

Justin Dickinson  
Director, Construction & Development