



DATA CENTER SITE DEVELOPMENT

NAVAL SURFACE WARFARE CENTER, CARDEROCK DIVISION

OLNEY SUPPORT CENTER - GAITHERSBURG, MD

REQUEST FOR INTEREST (RFI)
February 8, 2022

NAVAL FACILITIES ENGINEERING SYSTEMS COMMAND - WASHINGTON
REAL ESTATE BUSINESS LINE



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EXECUTIVE SUMMARY

A data center & site development opportunity for the private sector.

The Department of the Navy (DON) is pleased to present this Request for Interest (RFI) for a rare opportunity for the private sector to use approximately 10,600 square feet of vacant space (currently 9,000 sq. ft. of data center space and 1,600 sq.ft of office space) located at Naval Surface Warfare Center, Carderock Division (NSWCCD), Olney Support Center in Gaithersburg, Maryland. Additionally, there are 40-50 acres of undeveloped land available on site for potential innovative development opportunities, such as new mixed-use construction, solar power generation, etc. In exchange, the DON is seeking in-kind consideration commiserate with the aforementioned property's value, which can include the construction of warehouse/admin space on a portion of the complex, or other forms of in-kind consideration (IKC) equal to the value of the DON property used by the private sector described in this RFI.

This opportunity to host private development on underutilized, non-excess property is provided under Title 10, United States Code (U.S.C.) §2667 lease authority.

The DON seeks to identify interest and understand the potential in a long-term partnership to develop these real property assets, consistent with priorities for National Security.

This is an RFI. This RFI shall not be construed as a Request for Proposal (RFP) or as an obligation on the part of the Government. The Government will not award a contract on the basis of this request or otherwise pay for the requested information. Respondents will not be notified of the results of this market research. However, relevant information will be used to increase the viability of future RFPs.

BACKGROUND AND SPACE DESCRIPTION

The Olney Support Center was once occupied by the Department of Homeland Security and later acquired by the DON for NSWCCD in 2019. The entire compound is surrounded by a fence, and is within a secure area which includes a 24/7 guard force. The Olney Support Center is an 80 acre site consisting mainly of land, and two building structures. One building structure is a guardhouse at the entrance to the complex, and the other is the main building. The main building is a two-floor hardened concrete structure that is built primarily underground with an above-ground visitor station. The building contains both an Uninterruptible Power Supply (UPS) system and five (5) diesel generators to ensure power continuity even in the case of a total outage. The proposed data center space is located on the first floor of the main building. The space can accommodate both classified and unclassified missions. The data center space was previously used to house an extensive data center operation, and the site development opportunity is vacant flat undeveloped land.



PURPOSE & MISSION

The overall goal for the project is to fully maximize the use of an existing asset, land and facility space, as a means of revenue source to support mission requirements, all while serving to ensure no adverse effects of the development impact operations and mission of the Center. To this end, the DON is seeking complementary uses of the space that will serve to take advantage of its unique characteristics. The DON encourages ideas that are innovative, and that maximize the overall value of the DON's assets.

The DON welcomes all interest, ideas, and solutions that address the following overall goals:

- Creation of a data center establishment for private-sector purposes within 9,000 SF of data center space and 1,600 SF of office space on the 1st floor of the main building of the Center. DON is also interested in exploring some in-kind consideration strategies that would allow it to use the private-sector data center for some mission functions.
- In-kind consideration can include the construction of a warehouse or office building with exterior asphalt space for DON usage at the site, or other creative forms of in-kind consideration equal to the value of the DON property used by the private sector described in this RFI. The DON welcomes any IKC ideas, but ideas involving in-kind warehouse or office space may be given special consideration.
- Onsite solar-Power, renewable energy generation, or any use on 40 - 50 acres of land that offsets facility consumption and/or operational costs, and fully maximizes the use of the land for the greatest return on value.

The DON welcomes development solutions that discuss all or some of the following:

- Entering into a long-term lease with the responsible party(ies), who will provide good stewardship over the property
- Data Center provision via lease for private-sector use
- Long-term value stream and/or upfront capital investment through data center lease payments, ground lease payments, and through cash and/or in-Kind Consideration
- Incorporation of an ongoing energy enhanced use site located within Olney Support Center compound area (40-50 acres available)
- Desired term of lease in years
- Proposed density and use cases
- City, State, and Federal constraints and potential variances or relief
- Shared use concepts
- Complying with all National Environmental Policy Act (NEPA) and Environmental Condition of Property (ECP) Reporting and Checklist requirements
- Project financing and tax treatment
- Integrating development activities with cultural resources and environmental policy management requirements compatible with the mission of the Installation
- NSWCCD assistance and partnership for FEDRAMP authorization if services/product provided meet NSWCCD mission requirements



- Requirement for all site employees to be U.S. citizens with background checks. No foreign nationals
- Respondents, interested parties and eventual tenants must be U.S. owned and operated

Respondents are highly recommended to provide innovative approaches that leverage DON real property with best in class commercial development models. While the DON is planning for this project to utilize the authority of Title 10, U.S.C. §2667, respondents are encouraged to provide concepts that include other authorities or delivery methodologies that achieve the desired goals.

PROPOSED SCHEDULE

PROCESS:	DATE:
RFI Release	February 8, 2022
Developer Conference & Site Visit	March 9, 2022, alt. March 15, 2022
Questions Due	March 22, 2022
RFI Submittals Due	April 7, 2022
RFP Release	To be determined from RFI response

DEVELOPER CONFERENCE

The DON seeks to host a non-mandatory Developer Conference and Site Visit on Wednesday, March 9, 2022 from 10:00 AM to 1:00 PM (EDT) for interested parties to further explore this opportunity, as well as tour the site. This conference will be held at Olney Support Center and parking will be provided. The site visit will occur during the Developer Conference. Please check the SAM.gov website prior to the conference for registration and login details. The Developer Conference will follow the following format:

- Introductory Session to review the opportunity and goals
- Site Tour
- Question and Answer

Developers who wish to attend the Developers Conference are requested to register by February 25, 2022 by emailing the following information to the DON point-of-contact (POC): J. Oscar Ramirez at jose.o.ramirez13.civ@us.navy.mil



1. Company Name
2. Name(s) of personnel attending (limit 2 per company), attendees must be U.S. citizens.
3. Email Address(es)
4. Phone Number

All attendees will be required to wear facemasks and adhere to Department of Defense (DOD) and DON protocols regarding COVID.

Please submit questions regarding the Developer Conference to J. Oscar Ramirez, Realty Specialist, jose.o.ramirez13.civ@us.navy.mil

Confirmed participants must pick up their Olney Support Center visitor base pass prior to the start of the Developer Conference. All participants must bring a valid form of Government ID and all required U.S. citizen documents.

HOW TO SUBMIT

All questions regarding this RFI must be submitted via email and will be answered via a public posting under the Contract Opportunities section on the System for Award Management (SAM) at SAM.gov (formerly FedBizOpps).

Submit questions regarding this RFI to both:

J. Oscar Ramirez at jose.o.ramirez13.civ@us.navy.mil AND

Holland Hargrove at holland.s.hargrove.civ@us.navy.mil

All questions must be submitted no later than 5:00 PM EDT on March 22, 2022. DON intends to answer questions via a public posting in the Contract Opportunities section on the System for Awards Management, located at SAM.gov, prior to the close of this RFI. If Respondents have signed up in under the Contract Opportunities section at SAM.gov to follow the RFI, they will receive notification whenever a change to the RFI or attachments is issued. All Respondents are highly encouraged to follow the RFI.

The response to this RFI is due 5:00 PM EDT on April 7, 2022.

Email responses to both:

J. Oscar Ramirez at jose.o.ramirez13.civ@us.navy.mil AND

Holland Hargrove at holland.s.hargrove.civ@us.navy.mil

Please use the subject line "Response to Data Center Development Opportunity at Olney Federal Center". Limit responses to 10 pages, and limit file sizes to 10MB.



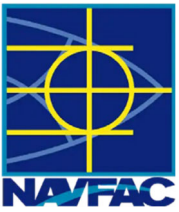
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RESPONSE DEADLINE AND CONTENT

Responses are due 5:00 PM EDT on April 7, 2022

In your response, please provide and discuss all or some of the following information outlined below:

1. Respondent information
 - a. Name and brief description of company
 - i. Capabilities and pertinent/relevant experience
 - ii. Financial capacity to finance, develop, construct, own, operate and maintain the developed asset(s)
 - b. The size and capacity of the commercial development that maximize both the potential value of the land interest and the in-kind benefits to DON
 - c. Describe the vision for the real estate development that accomplishes DON's goals stated in the Purpose & Mission Section of this RFI emphasizing the highest and greatest value for this project. If a combination or other arrangements are envisioned, provide discussion. Provide discussion on the following:
 - i. Constraints and capabilities that affect the opportunities at Olney Federal Center. Indicate proposed approach and timeline for obtaining financing and site control
 - ii. Discuss market opportunities in detail to include mix of asset class, market absorption rates, product values, etc.
 - iii. Indicate the timeframe and timeline of potential development and leasing at Olney Support Center according to the goals stated in Section 3. Discuss the factors that are used to determine that timeframe, and if applicable, note the drivers for an expedited timeframe (e.g., tax incentives, zoning variances, etc.)
 - iv. Incentives (State and Federal, etc.) and their application to capital investment costs, operations & maintenance, etc.

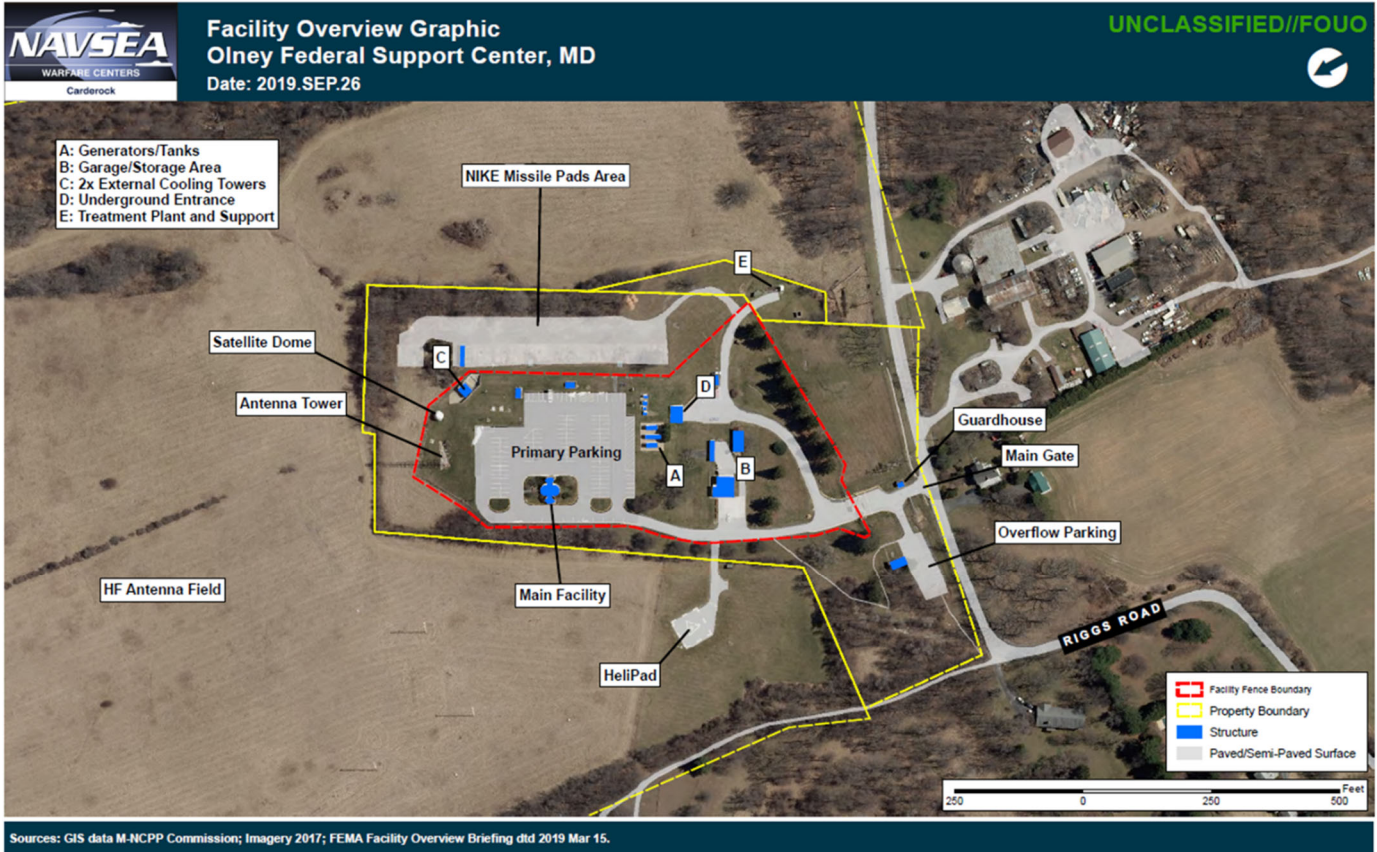


- v. Discuss the lifetime of the leasing and development and the performance trends across the lifetime
- vi. If applicable, provide examples of real-world projects/case studies that demonstrate proposed lease and development concepts will be viable
- d. Describe any innovative and/or new conceptual ideas and technologies that could enhance the success of this project.
- e. Outline other risks and opportunities, including impacts to the DON mission, and any other information helpful to the DON to formulate a strategy for achieving its goals.
- f. Indicate what information in addition to that provided in the text would be helpful in determining the opportunities and risks, e.g. site survey, encumbrances, topographic information, etc.
- g. Other suggestions to improve future RFQs and/or RFPs, specifically how the DON can structure future solicitations to generate shared benefits to both the DON and real estate developers

All information submitted will be considered business confidential. The DON will review and may incorporate the information from this RFI as appropriate to comply with the National Environmental Protection Act (NEPA). It is not mandatory to submit a response to this RFI to participate in a formal RFP process in the future. However, it should be noted that information gathered through this notice may significantly influence how the DON engages in such a process. The desired goal for this notice is to obtain maximum industry participation, which allows the DON to formulate a concise strategy in a timely manner and maximize project concept viability for both the DON and developers.



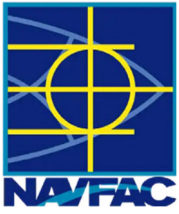
ATTACHMENT 1 - OLNEY SUPPORT CENTER LOCATION





ATTACHMENT 2 - PROJECT SITE LOCATIONS AT OLNEY SUPPORT CENTER





ATTACHMENT 3 - EXISTING 1st FLOOR FLOORPLAN FOR POTENTIAL DATA CENTER AT OLNEY SUPPORT CENTER

