



REQUEST FOR PROPOSALS

SITE ACQUISITION AND DEVELOPMENT OF
MULTI-FAMILY/AFFORDABLE HOUSING

808 West Cedar Street

Pre-Submittal Meeting

Introductions

Presenters and Key Staff

- Jeff Zinner, Vice President, Community Development, Civic Communities
- Michael Wong, Program Manager, Successor Agency Economic Development Department (EDD)
- Leonardo Alarcon, Successor Agency Coordinator Economic Development Department (EDD)
- James Alexander, Development Project Manager Urban Innovation Division, Development Services

Agenda

1. Welcome/Introductions
 2. Overview/Background
 3. Project Goals - Objectives
 4. Selection Process
 5. Solicitation Schedule
 6. Submittal Requirements
 7. Evaluation Criteria
 8. Questions & Answers
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Overview/Background

The Site

- Located at Cedar and California
- Owned by City/former RDA property
- Approximately 14,000 sf
- Improved with approx. 10,000 sf building
- Leased to Neighborhood House Association on short term lease.
- Surplus Land Act – qualifies as exempt surplus under small sites exemption
- Planning/Development Overview



RFP Resources

Posted on the City's Economic Development Department website.

- <https://www.sandiego.gov/economic-development/successor/dispositions>

City Contact

- LAlarcon@sandiego.gov
Leonardo Alarcon, Successor Agency Coordinator
Economic Development Department

Selection Process

Selection Process

- City Evaluation Panel
- Review of complete, responsive, timely proposals
- Interviews – at City's discretion
- ENA with recommended Developer/Development Team
- Approval of ENA by City Committee and City Council
- Disposition and Development Agreement

Solicitation Schedule



Project Goals and Objectives

Project Goals and Objectives

- High quality, high density, multi-family residential development
- Maximize disposition proceeds to City
- Maximize number of units
- Mixed income, minimum 20% of units must serve lower income households
- Restricted units serving moderate income households
- Expeditious schedule

Submittal Requirements

Submittal Requirements (summary)

- Cover Letter
- Financial Offer
- Development Team Roles/Qualifications
- Project Vision/Concept
- Preliminary Design drawings
- Schedule
- Preliminary Financing Plan
- Project Proforma
- Project Examples
- Financial Statements
- Exclusive Negotiation Agreement

RFP Attachments

- Financial Disclosure
(Attachment C)
- Contractor's Pledge
(Attachment D)
- Workforce Report
(Attachment E)
- 10 Year Financing
History
(Attachment F)

Evaluation Criteria

Evaluation Criteria

Pass/Fail

- Administrative “Pass/Fail” Criteria
- Developer Experience “Pass/Fail” Criteria
- Financial Capabilities “Pass/Fail” Criteria

City’s Development Objectives

- Maximize Disposition Proceeds
- High Quality Mixed-Income Housing Development
- 20% Affordable Units
- Expeditious Schedule
- Bonus Points for Childcare Facility and/or middle income restricted

Evaluation Criteria

Development Team

- Experience of Team
- Experience of Team assigned to project

Financial Capabilities and Offer

- Equity to satisfy lending
- Ability to secure financing
- Financing Plan
- Proforma
- Evaluation of offer for property acquisition

Questions



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