

**REQUEST FOR QUALIFICATIONS
AND PROPOSALS ("RFQ/RFP")**

**FOR A HOUSING DEVELOPMENT,
LOCATED AT 85-460 MIDDLETON STREET
THERMAL, CA 92274
IN UNINCORPORATED RIVERSIDE COUNTY**

RFQ/RFP ISSUANCE DATE: December 24, 2008

RFQ/RFP Deadline:
March 18, 2009 by 4:00 p.m. PST.



RIVERSIDE COUNTY
Economic Development Agency

The Riverside County Economic Development Agency

**Juan J. Garcia
1325 Spruce Street, Suite 400
Riverside, California 92507
Phone: (951) 955-3418
Fax: (951) 955-3426**

Redevelopment Agency for the County of Riverside (RDA)
100 Palms RFQ/ RFP

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I. INTRODUCTION

The Redevelopment Agency for the County of Riverside ("Agency") is seeking a qualified affordable housing developer for the development of a multi-family affordable housing project on the Agency owned, site located in eastern Riverside County, California.

Currently the property is used as a mobile home park. The Park is called the 100 Palms Resort (One Hundred Palms Market) ("Property") and is located at 85-460 Middleton Street, Thermal, CA in the unincorporated community of Oasis in Riverside County as shown in Exhibit "A." The mobile home park consists of 7.58 and 1.85 acre parcels and is improved with 35 mobile homes, 15 cabins, auto tire shop, small commercial market and miscellaneous structures.

The Property is zoned C1/C-P (General Commercial) and is situated within a commercial area of Oasis, California. The property is surrounded by agricultural residential communities, a truss builder to the west, and palm tree growers to the north and east. The Agency has acquired the Property, primarily for the purpose of carrying out its obligation to rid the County of blight and providing safe and decent affordable housing to its residents. The Agency plans to relocate all the residents of the mobile home park and demolish the park in order to allow for a low-density multi-family project. Relocation of residents and demolition of the park is expected to take approximately six (6) months.

The preliminary title report has been included for your reference. (See Exhibit "B")

II. DEVELOPMENT GUIDELINES

The following development guidelines for the Property are intended to serve as general parameters for design of the proposed housing project. They are meant to ensure that appropriate amenities are incorporated into the proposed design and to promote the completion of the Project meeting the highest standards of quality.

- Architecture and design must be appropriate for the surrounding area;
- Agency expects a low-density multi-family project for rent;
- Agency expects the best of energy-efficiency building designs;
- The architectural standards and construction quality of the project must be commensurate with or higher than the County's established standards;
- Construction shall be consistent with the County building codes and Title 25 of the California Code of Regulations; and
- Incorporate supportive services for the residents.

It shall be the sole responsibility of the developer to ensure that their unique development is in full compliance with all applicable Federal, State, and County Codes, while achieving the highest degree of quality housing.

III. PROVISIONS OF AFFORDABLE HOUSING

The Agency seeks to create a quality low-density multi-family project for low income households. The Project to be constructed shall be limited to low-income adjusted by family size at the time of occupancy, as defined by California Health and Safety Code Sections 50079.5 and 50105.

Developer and its successors must maintain the project during the term of the affordability period only as a rental housing project. All spaces must remain affordable for a minimum of fifty-five (55) years.

The Agency will not provide any ongoing rental subsidies.

IV. SUBMITTAL REQUIREMENTS

Seven (7) bound copies of the comprehensive proposal shall be submitted to the Agency for consideration and contain all of the required elements, organized by tabs as listed below:

A. Developer Qualifications

1. Development Entity: Name and address of developer, phone, fax numbers, email address (if applicable). Briefly describe your organization's status, purpose, total operating budget, and aggregate and staffing.
2. Identification of all joint venture or limited partners with whom the Agency would contract for development. Is the developer a subsidiary of, or affiliated with, any other corporation(s) or firms? If yes, list each such corporation or firm by name address, specify its relationship to the developer and such corporation or firm.
3. Provide past ten years or pending litigations that the developer, its parent organization, subsidiaries or affiliated corporations, officers, or principal areas listed as a party to with information about the date filed, the relevant court, charge and current status.
4. Development Team: Identify the role of each development partner. Identify and describe role of key individuals in the development team (architects, engineers, project manager, and others), who would be involved in the implementation, including relevant experience. Also identify the party who will be responsible, and has the authority to make decisions for the development team.

B. Developer Experience

1. The developer's previous relevant project experience in affordable housing development for projects of this type and size: A description of three similar projects (date, location, land uses and size, number of units, architectural features, role of development entity in the project, and amenities, etc.).

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Provide and identify any affordable housing development within the last 10 years. Provide name, location and date. Also, please identify your role in these developments. Include photographs of completed projects with information on location and date of the project.

2. Provide track record on completion of construction and lease-up information. Describe the project(s) start and completion date, location and type of project with project name. Provide information as to your success in making the units available and filling those vacancies.

C. Public/Private Partnerships

1. Include the names and phone numbers of municipal references, if the developer has completed a project with the assistance of another public entity. Include information regarding experience in development and operation of joint public/private partnerships, and time schedules from the three most recent projects. Also include a list of current housing development projects that the developer has contract with the public agency and provide type of contractual agreements such as exclusive negotiating agreement ("ENA"), owner participation agreement ("OPA"), disposition and development agreement ("DDA"). Describe the type of projects proposed and source of funding.
2. Include what techniques developer has used in the past to gain support from communities who have apposed affordable housing from being built in their neighborhoods. Identify how developer has remained sensitive to community/ neighborhood throughout operations.
3. Provide a statement explaining how your design of the project meets the needs of the community.

D. Developer's Financial Capability

1. Include statement of the developer's financial qualification. Respondents should describe their ability to raise equity and debt dollars including current relationships with major lenders, and names and addresses of bank references. Provide information regarding financing and equity arrangements for the three projects listed as developer's relevant experience.
2. Describe the status and nature of any bankruptcy and/or major lawsuit or settlement that the development organization or its parent corporation has been involved in within the past five (5) years.
3. Provide a narrative statement explaining the economic feasibility of the proposed development. Include any market assumptions that support revenue projections, such as anticipated rent levels. It is suggested that the Respondents provide supporting documentations. Examples might include market studies and rent levels in that area.

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4. Provide an operating *pro forma* outlining all revenue sources, expense line items, hard, soft costs, deductions from revenue such as vacancy and collection losses; replacement and other reserves; and debt service. Include all assumptions for revenue and expense increases and provide supporting evidence of the operating expenses assumed.
5. Indicate all necessary entitlement approvals that would be required to carry out the proposed development. Please include the time required to seek such entitlements in the design portion of the above project timeline.

It is the responsibility of the Respondents to verify the site zoning information and describe what administrative and/or discretionary process, requirements and/or approvals (e.g. Conditional Use Permit, Subdivisions, Fire Department, Public Works Dedications etc.) will be needed to build the proposed project.

6. Identify all sources of financing, including developer equity construction and permanent financing, as well as any proposed Agency assistance and other governmental assistance. If the project anticipates such sources of funding as grants, private loans, or governmental program funds, provide a summary of the source funds that includes a timetable of when applications are available and when awards are made.
7. Identify the amount of agency funding being requested and maximum leverage funding from other sources. Please identify other sources and amount of funding. The amount of funding requested will reflect on the total points awarded.

E. Concept Design

1. Include a site plan showing the footprint and layout of the proposed project, parking areas, and the location of any proposed amenities (such as courtyards and social gathering areas).
2. The site plan must be specific to the identified lot. Such visual representation need not be elaborate or costly, but should offer Agency a clear picture of the proposed result.
3. Include conceptual elevations. Such visual representations need not be elaborate or costly, but should offer Agency a clear picture of the proposed result.
4. Provide a complete description of design with associated space allocations and amenity levels, the proposed parking facilities, include number of parking spaces, any street modification required, and any additional site usage, such as landscape features and/or pedestrian walkways etc.
5. Include energy efficiency options, such as individual unit metering of water,

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time of day electricity meters in any centralized space heating/cooling, and energy star models.

6. Identify accessibility to public transit.
7. Demonstrate good planning principles and modern design consistent with the property surrounding land uses, pay attention to the general plan, if any.

F. Management Plan

1. Management plan must be included. Provide name of the management company, a company profile, a list of other buildings managed, and a description of services, and any other benefits to the tenants anticipated.
2. Provide a narrative statement explaining a plan on how the spaces are intended to be filled and identify all the sources of funds expected.

G. Green Building Standards

1. Energy Savings: goal 25% reduction over title-24 energy standards.
2. Green Systems: goal 35% utility savings.
3. Water Conservation: goal 40% reduction in water use.
4. Indoor air Quality: goal 50% reduction in VOC's/formaldehyde.
5. Recycling program: goal 50% reduction in solid waste.

H. Supporting Text

1. Include a concept summary of the proposed development.
2. Include proposed development schedule.
3. Identify any particular constraints or other barriers to developing this project, how the developer should respond to these barriers, and what the Agency should be expected to do during the project to address those.

V. SELECTION PROCESS

Evaluation of the proposals will be made by the Redevelopment Agency for the County of Riverside. The written proposal will be judged against the following standards:

- Affordable family housing development experience;
- Organizational and staff capacity and commitment;
- Success in generating community support for affordable housing developments;
- Experience and track record providing quality resident services;
- Capacity to provide financial guarantees to lenders and equity investors;
- Success in securing leveraged financing;
- Management experience, track record, capacity, and ability to lease up the project;
- Concept design;

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- Experience building energy efficient projects; and
- Relative location of the firm to the project site.

DEVELOPER QUALIFICATION:

The developer must demonstrate sufficient experience and resources to obtain private financing and implement their proposal in an expedient manner.

ARCHITECTURAL AND LANDSCAPE DESIGN:

An attractive high quality development is desired for the subject property. The aesthetics character of the proposal and the developer's ability to create attractive finished products, as demonstrated through examples of previous work similar to this proposal, will be given careful consideration.

ECONOMIC FEASIBILITY:

The likelihood of success is a very important consideration for each proposal. The economic feasibility of the proposals should be primarily based on the developer obtaining construction and permanent mortgage financing from private sources, rather than relying solely upon Agency financial assistance, with the exception of gap financing.

The developer candidates will be evaluated against these standards based on their submittals to this RFQ/RFP, reference checks, and if appropriate, interview with the selection panel. Ultimately, the Agency will select the developer deemed to provide the best combination of strengths and experience.

VI. APPLICATION PROCEDURES AND SCHEDULE

The Redevelopment Agency for the County of Riverside (RDA) reserves the right to accept, reject, and evaluate any and all proposals and to change the scope of this RFQ/RFP. Any proposal submitted during this RFQ/RFP process becomes the property of the Redevelopment Agency for the County of Riverside. The Agency will not be liable for nor pay costs incurred by the Respondents in preparation of a response to this RFQ/RFP or any other costs involved including travel.

The selection process contemplated by this RFQ/RFP will result in an Exclusive Negotiating Agreement ("ENA") between a developer and the Agency. The ENA will stipulate all responsibilities of the developer and finalize all business terms between the Agency and the developer concerning the development of the site.

A public notice was published on December 24, 2008 in the Press Enterprise notifying the public of the availability of this RFQ/RFP.

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Questions concerning this RFQ/RFP should be directed to:

Riverside County Economic Development Agency (EDA)
Attn: Juan J. Garcia, Development Specialist
1325 Spruce Street, Suite 400, Riverside, CA 92507
(951) 955-3418
jugarcia@rivcoeda.org

Proposals must be received at the above EDA address **by 4:00 p.m. on March 18, 2009** (FAXES WILL NOT BE ACCEPTED). Respondents must mail or hand-deliver seven (7) copies of the proposal. Proposals will be date and time stamped by EDA staff upon receiving. Proposals submitted after the deadline will be returned unopened.

VII. RESPONSIBILITY OF RESPONDENTS

If it is found that the developer is irresponsible (e.g. has not paid taxes, is not a legal entity, does not have a business license, submitted a proposal without an authorized signature, falsified any information in the proposal package, etc.), the proposal shall be rejected and will be cause for immediate termination of any agreement including ENA.

VIII. INSURANCE REQUIREMENTS

Before commencing services, the developer will be required to obtain insurance policies from companies licensed to transact insurance business in California in the forms of coverage and minimum amounts specified below. The developer shall maintain the specified insurance coverage throughout the term of any agreement stemming from this RFQ/RFP, and shall provide a certificate of insurance to the Agency to that effect; said certificate shall contain an endorsement stating that the County of Riverside and the Redevelopment Agency for the County of Riverside are named as Additional Insured with regard to services provided to the County and/or the Agency. Insurance coverage shall include:

- Comprehensive general liability insurance in an amount of no less than \$1,000,000 per occurrence and \$2,000,000 in the aggregate;
- Professional liability insurance (also known as errors and omissions insurance) in an amount of no less than \$1,000,000 per occurrence and in the aggregate;
- Automobile liability insurance in an amount of no less than \$1,000,000 per occurrence and in the aggregate; and
- Workers' Compensation insurance in an amount and form complying with applicable California law.

IX. PRE-PROPOSAL CONFERENCE

A pre-proposal conference has been scheduled for 11:00 AM on January 29, 2009 at

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the following location: 1153 Spruce Street, Conference Room 1&2, Riverside, CA 92507.

If you are interested in attending the conference please register on-line at:
<http://www.rivcoeda.org/Default.aspx?tabid=467>

X. TIMELINE

December 24, 2008	RFQ/RFP Available
January 29, 2009	Pre-Proposal conference
March 18, 2009	Proposals due to Agency by 4:00pm
April 16, 2009	Top 3 developers interviewed
May 7, 2009	Developer selected

Note: All dates are estimates and are subject to change. Respondents will be notified at the earliest notice of change.

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XI. SCORING

**100 Palms RFQ/RFP
SCORING**

- | | |
|--|-----------|
| • General Organization/Individual Description | 5 Points |
| • Qualifications | 5 Points |
| • Relative location of the firm to the project site | 5 Points |
| • Development Team Experience | 15 Points |
| • Track Record of completion of Construction and Lease-Up | 5 Points |
| • Track Record with Public Agency | 5 Points |
| • Success in Gaining Community Support for Affordable Housing and Projects | 5 Points |
| • Ability to Secure Leverage Funding | 5 Points |
| • Feasibility/Financial Analysis | 10 Points |
| • Leverage Funding | 5 Points |
| • Concept Design | 20 Points |
| • Management Operations | 5 Points |
| • Experience in Building Energy Efficient Projects | 10 Points |

TOTAL POINTS

100 POINTS

Exhibit A
Property Location

APNs: 751-130-020 and 751-130-019



100 PALMS
85-460 MIDDLETON STREET &
66-845 HIGHWAY 86/HARRISON ST.,
THERMAL, CA 92274

Exhibit B
Preliminary Title Report

Your Ref:
204-10957-LE

SCHEDULE A

Amount of Insurance: \$2,105,000.00

Date of Policy: MAY 22, 2008

at 8:00 AM

Policy No. 77043533

F03

Premium: \$3,829.00

1. Name of Insured:

REDEVELOPMENT AGENCY FOR THE COUNTY OF RIVERSIDE, A PUBLIC BODY, CORPORATE AND
POLITIC

2. The estate or interest in the land which is covered by this policy is:

A FEE

3. Title to the estate or interest in the land is vested in:

REDEVELOPMENT AGENCY FOR THE COUNTY OF RIVERSIDE, A PUBLIC BODY, CORPORATE AND
POLITIC

4. The land referred to in this policy is situated in the County of RIVERSIDE, State of California
and is described as follows:

LOT 19 OF LANDS OF THE CAHUILLA FRUIT AND LAND COMPANY, BEING A SUBDIVISION OF A
PORTION OF SECTION 17, TOWNSHIP 7 SOUTH, RANGE 8 EAST, SAN BERNARDINO MERIDIAN, IN
THE COUNTY OF RIVERSIDE, STATE OF CALIFORNIA, AS PER MAP RECORDED IN BOOK 10, PAGE
23 OF MAPS, IN THE OFFICE OF THE COUNTY RECORDER OF SAID COUNTY.

EXCEPTING THEREFROM THAT PORTION LYING WITHIN THE STATE HIGHWAY AS CONVEYED TO THE
STATE OF CALIFORNIA BY DEEDS RECORDED SEPTEMBER 3, 1931, IN BOOK 44, PAGE 36, AND
JULY 12, 1932, IN BOOK 82, PAGE 245, RESPECTIVELY, OFFICIAL RECORDS.

ALSO EXCEPT THEREFROM THE SOUTHEASTERLY 5 FEET OF THE NORTHEASTERLY 146 FEET, AS
CONVEYED TO THE COUNTY OF RIVERSIDE BY DEED RECORDED NOVEMBER 13, 1963, AS
INSTRUMENT NO. 120353, OFFICIAL RECORDS.

ALSO EXCEPT THEREFROM THAT PORTION, IF ANY, INCLUDED WITHIN MIDDLETON STREET, AS
ACCEPTED BY THE COUNTY OF RIVERSIDE BY RESOLUTION, A CERTIFIED COPY OF WHICH WAS

This Policy valid only if Schedule B is attached.

Policy No. 77043533 - F03
Page 1

DESCRIPTION

RECORDED MAY 21, 1957, AS INSTRUMENT NO. 37268, OFFICIAL RECORDS.

Your Ref:
204-10957-LE

SCHEDULE B

Policy No. 77043533 F03

EXCEPTIONS FROM COVERAGE

This policy does not insure against loss or damage (and the Company will not pay costs, attorneys' fees or expenses) which arise by reason of:

PART I

1. Taxes or assessments which are not shown as existing liens by the records of any taxing authority that levies taxes or assessments on real property or by the public records.
Proceedings by a public agency which may result in taxes or assessments, or notices of such proceedings, whether or not shown by the records of such agency or by the public records.
2. Any facts, rights, interests or claims which are not shown by the public records but which could be ascertained by an inspection of the land or which may be asserted by persons in possession thereof.
3. Easements, liens or encumbrances, or claims thereof, which are not shown by the public records.
4. Discrepancies, conflicts in boundary lines, shortage in area, encroachments, or any other facts which a correct survey would disclose, and which are not shown by the public records.
5. (a) Unpatented mining claims; (b) reservations or exceptions in patents or in Acts authorizing the issuance thereof; (c) water rights, claims or title to water, whether or not the matters excepted under (a), (b), or (c) are shown by the public records.

PART II

1. PROPERTY TAXES, INCLUDING ANY ASSESSMENTS COLLECTED WITH TAXES, TO BE LEVIED FOR THE FISCAL YEAR 2008-2009 THAT ARE A LIEN NOT YET DUE.
2. THE LIEN OF SUPPLEMENTAL OR ESCAPED ASSESSMENTS OF PROPERTY TAXES, IF ANY, MADE PURSUANT TO THE PROVISIONS OF PART 0.5, CHAPTER 3.5 OR PART 2, CHAPTER 3, ARTICLES 3 AND 4 RESPECTIVELY (COMMENCING WITH SECTION 75) OF THE REVENUE AND TAXATION CODE OF THE STATE OF CALIFORNIA AS A RESULT OF THE TRANSFER OF TITLE TO THE VESTEE NAMED IN SCHEDULE A; OR AS A RESULT OF CHANGES IN OWNERSHIP OR NEW CONSTRUCTION OCCURRING PRIOR TO DATE OF POLICY.
3. WATER RIGHTS, CLAIMS OR TITLE TO WATER, WHETHER OR NOT SHOWN BY THE PUBLIC RECORDS.
4. THE RIGHTS OF THE PUBLIC IN AND TO THAT PORTION OF THE HEREIN DESCRIBED LAND LYING WITHIN ANY LAWFULLY ESTABLISHED STREETS, ROADS OR HIGHWAYS.
5. A RIGHT OF WAY AND EASEMENT OF THE COACHELLA VALLEY COUNTY WATER DISTRICT, IN FAVOR OF THE PUBLIC FOR ALL PUBLIC ROADS AND RIGHTS OF WAY HERETOFORE DEDICATED, ACQUIRED, RESERVED OR EXCEPTED FOR PUBLIC USE, AND ALSO ANY AND ALL PRIVATE EASEMENTS AND RIGHTS OF WAY FOR ROADS, PIPELINES, DITCHES AND CONDUITS ON, OVER, UNDER OR ACROSS THE HEREIN DESCRIBED PROPERTY, EXISTING FOR THE PURPOSE OF INGRESS AND EGRESS FROM OTHER LANDS BY MEANS OF SUCH ROADS AND FOR THE PURPOSE OF CONVEYING IRRIGATING AND DOMESTIC WATER TO SUCH OTHER LANDS BY MEANS OF SUCH PIPELINES, DITCHES AND CONDUITS.

**SCHEDULE B
(Continued)**

POLICY NO. 077043533 F03

6. AN EASEMENT FOR THE PURPOSE SHOWN BELOW AND RIGHTS INCIDENTAL THERETO AS SET FORTH IN A DOCUMENT

GRANTED TO: GENERAL TELEPHONE COMPANY OF CALIFORNIA, A CORPORATION

PURPOSE: PUBLIC UTILITIES

RECORDED: DECEMBER 8, 1986, AS INSTRUMENT NO. 310658, OFFICIAL RECORDS

AFFECTS: A NON-EXCLUSIVE EASEMENT (EXCLUSIVE OF BUILDING SITES)

REFERENCE IS MADE TO SAID DOCUMENT FOR FULL PARTICULARS.

7. THE EFFECT OF A RECORD OF SURVEY RECORDED IN BOOK 86, PAGES 85 AND 86 OF RECORD OF SURVEYS, RIVERSIDE COUNTY, CALIFORNIA.

8. A DOCUMENT ENTITLED "AGREEMENT", DATED APRIL 26, 2002 EXECUTED BY AND BETWEEN COACHELLA VALLEY WATER DISTRICT, A PUBLIC AGENCY, AND MARCELO RESULTAY AND AMADA RESULTAY, HUSBAND AND WIFE, DOING BUSINESS AS ONE HUNDRED PALMS RESORT, SUBJECT TO ALL THE TERMS, PROVISIONS AND CONDITIONS THEREIN CONTAINED, RECORDED MAY 22, 2002, AS INSTRUMENT NO. 2002-270244, OFFICIAL RECORDS.

REFERENCE IS MADE TO SAID DOCUMENT FOR FULL PARTICULARS.