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## Building A Better Long Beach

### REQUEST FOR PROPOSALS FOR AVAILABLE PROPERTY: 1675 SANTA FE AVENUE

Long Beach, CA 90813

#### PROJECT OVERVIEW

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The success of the West Long Beach Industrial Redevelopment Project Area (Project Area) exemplifies the accomplishments that are possible when public-private partnerships are formed to reach a common goal. The creation of a healthy industrial environment and the generation of new private investments which increase job opportunities as well as land values continue to be the primary goals of both the Redevelopment Agency (Agency) and the West Long Beach Project Area Committee (WPAC).

The Agency has adopted the West Long Beach Industrial Redevelopment Five-Year Implementation Plan (Implementation Plan). The goals of the Implementation Plan include the acquisition and disposition of real property, and the assembly of sites for the development and construction of commercial and industrial facilities. In a continuing effort to meet these goals and further our partnership with property and business owners of the Project Area, the Agency is offering the property at 1675 Santa Fe Avenue for purchase and subsequent development. The Agency requests a written response to this Request for Proposals (RFP) for the purpose of selecting a developer to acquire and develop 1675 Santa Fe Avenue.

#### SITE OFFERING SUMMARY

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**Project Site and Location** The subject site is located at 1675 Santa Fe Avenue (APN: 7432-006-914) facing Santa Fe Avenue between the major arterials West Pacific Coast Highway and West Anaheim Street. The approximate lot size is 38,843 square feet. This property, located in the West Long Beach Industrial Project Area and owned by the Agency, is zoned General Industrial (IG). Uses that are acceptable within the IG zone are traditionally light industrial and manufacturing uses. Uses that are restricted for this site include trucking firms, auto body shops, and car sales. Attached for your reference is a project site map (See Exhibit A).

As northern neighbor to the Port of Long Beach, any new development in the Project Area must be attentive to traffic congestion and parking shortages. In an effort to diminish this growing traffic concern, the Agency has determined that Agency-owned properties will not be sold for the development of truck transportation terminals, high volume traffic producing businesses, or other businesses that result in high volumes of truck traffic. In addition, in some cases the Agency has required developers to include in grant deeds, the prohibition of certain uses at specific sites as given in the Site Description.

**Redevelopment Project Area Objectives** Consistent with the key strategies of the Implementation Plan, the economic development goals of the Project Area are to utilize the unique assets of the Westside to serve as an economic catalyst for businesses that require a clean, secure, and efficient industrial environment to fully realize latent growth potential, and to





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strengthen the industrial character of the Westside by retaining existing manufacturers and attracting new ones.

Although not mandatory, the optimal proposal would pursue green building certification through the LEED (Leadership in Energy and Environmental Design) program of the U.S. Green Building Council.

### DEVELOPER RESPONSIBILITIES

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While the exact nature of developer responsibilities will be subject to further negotiation, the selected Developer must accept the following obligations:

1. The Developer will purchase subject parcels on terms negotiated between the Agency and the Developer. The site will be sold in an “as is” condition and the Developer will be responsible for all costs of developing the site.
2. The Developer will comply with all entitlement and California Environmental Quality Act requirements that mandate review of the project by the City of Long Beach Development Services Department.
3. The Developer will be required to design and develop a high-quality project. Projects must comply with the City’s zoning requirements, the Agency’s design review process.
4. The Developer will provide the appropriate code required parking for the new development on site.
5. The Developer shall be responsible for payment of customary development fees as determined by the City of Long Beach. The charges in effect at the time of submittal to the Development Services Department will apply. For fees, see the City of Long Beach Development Services Department website at [http://www.longbeach.gov/plan/codes\\_n\\_fees/fee.asp](http://www.longbeach.gov/plan/codes_n_fees/fee.asp).
6. The Developer will be required to pay a public art fee (1% of total project costs).
7. The Developer will be responsible for any necessary on-site improvements to the project, including, but not limited to, new paving, fencing, screening, a minimum setback of five (5) feet of landscaping along street frontage, street trees, sidewalks and curbs. No reimbursements or financial assistance is available from the Agency for these improvements.
8. The Developer will be responsible for any required off-site improvements.
9. If applicable, the Developer acknowledges that California law requires the payment of prevailing wages (as defined by California law) to all labor performed on projects assisted by the Redevelopment Agency. Accordingly, if the Developer’s proposal contemplates any monetary assistance from the Redevelopment Agency, then the Developer’s calculation of the cost of construction should take into account this required wage level.





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## DEVELOPER SUBMISSION

All responses to this Request for Proposals must include the following information describing the Developer:

**Identification of Development Entity** The Agency will accept responses from entities or a combination of entities including, but not limited to, private corporations, for-profit developers, non-profit developers and private individuals. Joint ventures or partnerships formed for the purpose of strengthening team qualifications are acceptable. Legal and financial development entities formed for the development will provide a description of their legal and financial responsibilities and liabilities as a part of the submittal package.

**Identification of Developers and Associates** The response to this RFP shall include the following information with respect to the Developer and, if applicable, associate members of the team:

1. Name, address, telephone, email and fax number of the development entity. Responses shall identify a specific contact person(s).
2. Identification and organization of development entity (individual, company, corporation, partnership, joint venture, etc.).
3. Identification of principals of the development organization (e.g. corporate officers, principal stockholders, general and limited partners) and manager responsible for the project.
4. Indicate any relationship the development entity may have with a parent corporation, subsidiaries, joint ventures, or other entities.
5. Development team should include an architect. Include the architect's resume with a list of architect's relevant projects along with the response.
6. Identification of the roles and expertise of the Developer, or if applicable, the development team. For example, identify the architectural firm, principal associates or consultants working with the development team on the project.

**Development Proposal** This portion of the proposal should include a narrative section in addition to the requested site plans/elevations. The following is a listing of items that need to be specifically addressed:

1. Clearly identify the price being offered to the Agency for the Site. Also, identify how State prevailing wage law requirements will be addressed.
2. Include a black and white site plan showing land uses, square footage, building location, landscaping, curb cuts, appropriate setbacks, screening and dimensions. Representative color elevations showing the entire street frontage along Santa Fe Avenue for the proposed Site is required. Free planning advice is available by contacting Development Services staff located on the 5th Floor of City Hall, 333 W. Ocean Blvd., Long Beach, CA 90802.
3. Indicate the parking count and placement, referencing compliance with the City's zoning codes.
4. Identify any green building design elements to be used, including all sustainability factors that are to be incorporated into the completed project.





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5. Include a separate narrative section of no more than a page in length that describes why the development team believed their concept is economically viable.
6. If the developer has any sort of ownership interest in or near the development Site, the proposal should include detailed information on the nature and type of those property ownership interests.

**Financial Capability** The response to this RFP shall include the following information with respect to the Developer and associate members of the team:

1. A full, detailed description of the proposed financing structure for the project. Include source(s) of equity, and construction and permanent sources of financing. Identify sources of proposed financing and provide financial commitment letters. Provide tenant commitment letters, if available.
2. A project financial pro forma that includes specific land purchase price offers. The pro forma should include costs, expected income, proposed funding sources and the developer's expected profit or return.

This information will be held in the strictest confidence and will not become a part of the public record.

### EVALUATION AND SELECTION PROCESS

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The process to find the most qualified and compatible developer will be a two-phase process. Agency staff, working together with the WPAC, a citizen's advisory group, will review all proposals and make recommendations to the Agency Board. The ultimate selection of the preferred development proposal rests with the Agency Board. A short list of the most qualified development groups will be notified, and given an opportunity to present their proposals to the Agency Board.

All proposals will be evaluated and judged, based on the following:

1. Scope of proposed development;
2. Demonstrated experience in development/management of similar projects;
3. Strength of development team;
4. Contribution of the proposed development to expansion of the Project Area's industrial base;
5. Jobs created;
6. Evidence of financial ability to develop the project;
7. Offered price for the property;
8. Demonstrated ability to plan and construct development projects in a timely fashion; and
9. Demonstrated ability to maintain real property and to adhere to applicable codes and ordinances.





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### ADDITIONAL SUBMISSION REQUIREMENTS

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**Format Submissions** Submissions shall be 8 ½" by 11" in size. Illustrations, graphs, charts and renderings may be submitted; size shall not be larger than 11" by 17". Color prints are acceptable.

**Quantity** Seven (7) copies of the submission are required; one copy should be unbound and suitable for reproduction. Only hard copies of the proposal are to be submitted; fax copies, computer discs and emails will not be accepted.

**RFP Submission** There is no deadline for submissions to this RFP process. Proposals will be accepted as they are received on an ongoing basis until a proposal submission award is made. The Agency reserves the right to reject any or all proposals in its sole discretion. Proposals must be submitted to:

Amy Bodek, Redevelopment Bureau Manager  
Redevelopment Agency of the City of Long Beach  
333 West Ocean Blvd., 3rd Floor  
Long Beach, CA 90802

**Inquiries** For further information regarding the RFP, please contact Timothy Hou, Administrative Analyst, at (562)570-6317, or via email at [Timothy\\_Hou@longbeach.gov](mailto:Timothy_Hou@longbeach.gov).

**Acceptance of Submittals** At its sole discretion, the Agency may reject incomplete submittals if, in its judgment, the submittal lacks information adequate to allow for the effective evaluation of the submittal. Nothing in this request for qualifications implies a contractual obligation with any firm, nor will the City reimburse costs for submittal preparation.





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## EXHIBIT A: SITE MAP

