



REQUEST FOR PROPOSALS

QUALIFIED REAL ESTATE DEVELOPERS FOR SACRAMENTO CITY UNIFIED SCHOOL DISTRICT OLD MARSHALL SITE

RFP ISSUED: August 12, 2016
DUE DATE/TIME: September 30, 2016 3:00 PM

PLACE: Facilities Support Services
5735 47th Avenue
Sacramento, California. 95824

CONTACT: Elena Hankard
elena-hankard@scusd.edu
916-643-9233

SUBMITTAL INSTRUCTIONS: Complete proposals must be delivered to the above address in a sealed envelope *prior* to the date and time specified. *Late submittals will not be considered.* In addition to your complete firm name and address, please annotate the envelope as follows: "CONFIDENTIAL – PROPOSAL FOR QUALIFIED REAL ESTATE DEVELOPERS – OLD MARSHALL"

RFP FOR QUALIFIED REAL ESTATE DEVELOPERS - "OLD MARSHALL"

accurate and will serve the interests of SCUSD. The District's decision regarding the most optimal proposal will be based on objective evaluation criteria.

II. CRITICAL DATES AND INFORMATION FOR THE RFP

Proposal Due Date: September 30, 2016 3:00 PM

The Proposal shall be marked: "CONFIDENTIAL – PROPOSAL FOR QUALIFIED REAL ESTATE DEVELOPERS – OLD MARSHALL"

Sacramento City Unified School District
 Facilities Support Services
 5735 47th Avenue
 Sacramento, California 95824
 ATTENTION: Elena Hankard

Submission of the Proposal by facsimile or e-mail is not acceptable. Proposals not received by the deadline will be returned unopened.

Questions Regarding the RFP:

Any questions regarding the RFP are due by 5:00 PM on September 7, 2016. Questions must be submitted in writing to Elena Hankard.

Potential Schedule of Events (Subject to Change)

EVENT	DATE
Release of RFP Documents	August 12, 2016
Site Visit	August 31, 2016
Deadline for Questions Regarding the RFP***	September 7, 2016
Response to Questions Received	September 12, 2016
Proposals Due	September 30, 2016 at 4PM
Evaluate Qualifications & Reference Checks	Week of October 3, 2016
Notification of Initial Interviews if Applicable	Week of October 3, 2016
Interviews if Necessary	Week of October 10, 2016
Selection Committee Review / Recommendation to Board for Short List	Week of October 10, 2016
Presentation of Proposals to Board by Staff in Accordance with Joint Occupancy Requirements or Ground Lease Requirements	November 3, 2016
Board Authorization to Proceed With Short List of Proposers	November 17, 2016
District to Notify Short List and Request Advanced Proposals	Week of November 21, 2016
Final Advanced Proposals Due From Short Listed Real Estate Developers	December 22, 2016
Review of Proposals From Short List of Proposers	Week of January 9, 2017

Recommendation to Board from Short List	January 19, 2017
Presentation of Proposals to Board	TBD
Board Authorization to Proceed With Negotiations With Selected Entity	TBD

***Questions pertaining to the RFP:

Questions related to this RFP should be submitted in writing to elena-hankard@scusd.edu no later than Wednesday, September 7, 2016 at 5:00 PM. Specify "RFP for Old Marshall Parcel"

Description of Properties

SCUSD is offering the 1.18 acres of RU-3-A residential zoned property located 2718 G Street in Sacramento, CA with an assessor parcel number of 003-0202-001. Site includes building improvements and is a registered historic resource in Sacramento.

An entity may, in the form a single and sole party, corporation, limited liability company or partnership, or joint venture, propose to acquire interest in the Site as described in the Transaction Parameters below.

III. Transaction Parameters

The District has determined that it seeks proposals from qualified Real Estate Developers interested in acquiring a leasehold interest in the Subject Property though a Joint Occupancy Agreement or, possibly a Long-term Ground Lease in the alternative from SCUSD.

The limiting conditions of both the Joint Occupancy and the Ground Lease property utilization options are described below.

Joint Occupancy Agreement: Under a Joint Occupancy Agreement the District is allowed to enter into a lease with any person or entity for a period of 66 years. The Joint Occupancy Agreement must include the following:

- 1) The contracting party must construct or provide for the construction of building(s) which will be jointly occupied by both parties.
- 2) Title to that portion of the building to be occupied by the private party remain the exclusive personal property of the private party.
- 3) Title to that portion of the building to be occupied by the District shall vest in the District upon completion and acceptance by the District.
- 4)

The proposal shall be clear, concise, complete, well organized and demonstrate entity's

Evaluation Criteria

1. Demonstrate experience to successfully design, construct and operate similar facilities and demonstrate the best approach for the Project.
2. Demonstrate financial ability to provide project financing.
3. Creative approaches to achieving ancillary revenues through ground leases and revenue participation, including upfront lease payments to the District.
4. Creative and viable approaches to providing the District with a functional asset that meets its program requirements.
5. Have demonstrated ability to perform successful community engagement on projects.

District staff will select teams with the highest combined scores from the written submission. In addition, the District will conduct interviews with the highest scoring teams.

C. Development Teams are prohibited from contacting any Board member or their staff in reference to this RFP other than in public during a public hearing to assure a fair and equitable process. Development Teams failing to abide by this prohibition will be disqualified from submitting.

District Rights

The District may investigate the qualifications of any individual or firm under consideration, require confirmation of information furnished, and require additional evidence of qualifications. The District also reserves certain rights, including, but not limited to, the following:

1. Reject any or all of the proposals.
2. Issue subsequent RFPs.
3. Cancel the entire RFP.
4. Amend any part of the RFP process by addenda.
5. Appoint evaluation committees to review qualifications or proposals.
6. Seek the assistance of outside technical experts in qualification or proposal evaluation.
7. Require Development Teams to clarify submittals and to submit additional information.
8. Meet with and interview Development Teams or individual members.
9. Approve or disapprove the use of particular contractors or subcontractors.
10. Establish a short list of firms eligible for discussions.
11. Waive informalities and irregularities in the RFPs.

12. Inquire of District personnel and consultants regarding Development Team's past performance.

Capabilities of Proposers

A. Firm Experience

1. Experience with types of development proposed
2. Record for delivering projects on time and on budget
3. Financial capabilities
4. Insurance requirements
5. Claims, litigation and arbitration history
6. Experience with community outreach
7. References
8. Experience in public/private partnerships

Experience of Key Personnel on Similar Projects

1. Project management experience
2. Past experience working with other firms on the overall team
3. Sustainable design experience
4. Educational background
5. References

Evaluation Criteria/Scoring

All submittals in response to this RFP will be reviewed for their relative strengths and weaknesses based on the requirements described above. Rankings will be based generally on the completeness, responsiveness and quality of answers to this solicitation. Submittals will be evaluated more specifically based on the following weighted criteria:

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A. Development Team's Expertise 30%

