

Developer Request for Qualifications



RFQ - 24304-319

**Las Deltas Public Housing Development's Main
Campus Site Acquisition and Redevelopment**

**Housing Authority of the County of Contra Costa
Release Date: November 4, 2024**

**Responses Must be Received
by 2:00 p.m. Pacific Daylight Time
on February 4, 2025**

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Developer Request for Qualifications (RFQ)
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Las Deltas Public Housing Development's Main Campus Developer Request for Qualifications (RFQ)

Section 1: Introduction

The Housing Authority of the County of Contra Costa (HACCC) is seeking proposals from qualified developers with the capacity to enter into an Exclusive Negotiating Agreement (ENA) to purchase from HACCC 11.381 acres of vacant land to build new permanent rental and/or homeownership housing at the Las Deltas Public Housing Development's Main Campus Site (the Site) in North Richmond.

HACCC has made significant progress preparing the Site for redevelopment including working with residents, community stakeholders, Contra Costa County (the County), and the U.S. Department of Housing and Urban Development (HUD) on coordinated planning efforts, relocating Las Deltas residents, demolishing the buildings, and removing the Las Deltas units from HUD's public housing program.

HACCC seeks proposals to produce at least 17 dwelling units an acre (du/ac), which is the minimum required for the project to comply with the County's recently adopted Housing Element Consistency (HE-C) development standards. The County's target for the Site is 228 units for households with incomes at or below 80% of area median income (AMI). Proposals to build more units than the minimum will receive more points in the selection process, provided the recommended density is suitable for the Site and neighborhood.

A. Las Deltas Public Housing Development's Main Campus

The Site is made up of 8 parcels, a total of 11.381-acres, separated by County-owned streets in North Richmond, in unincorporated Contra Costa County, California. The Site has been cleared of all buildings, but the foundations, utilities, trees, and streets remain. The selected developer will be responsible for removing or demolishing these if required by its plan for the Site.

Figure 1: North Richmond, Richmond, San Pablo Aerial View

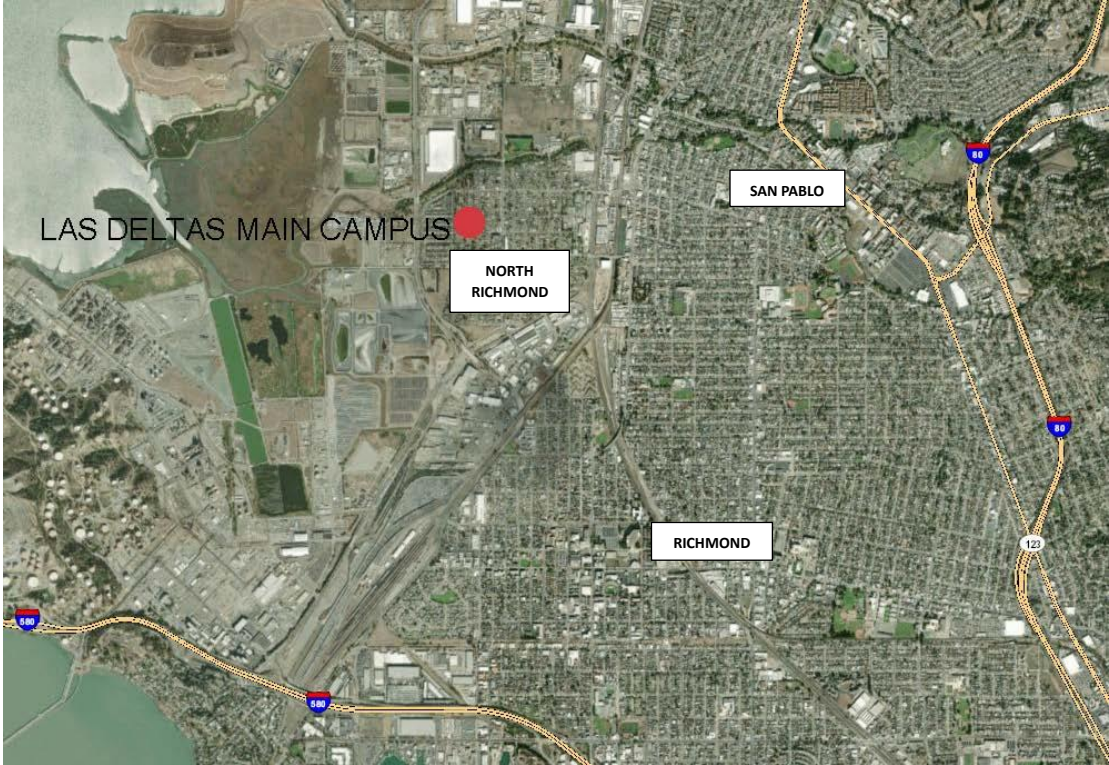


Figure 2: Las Deltas Main Campus North Richmond Aerial View



Figure 3: Las Deltas Main Campus Site Aerial View



B. Public Housing Disposition Approval

HACCC received approval from HUD in 2019 to remove the 134 public housing units that were on the Site and proceeded to demolish the buildings. On July 9, 2020, HUD recorded “Rental Assistance Demonstration Transfer of Assistance/Demolition and/or Disposition Restrictive Covenants” (HUD covenants) (**Exhibit A**) that require the Site be used for housing and services for households with incomes at or below 80% AMI for at least 20 years. If HACCC receives Fair Market Value (FMV) for the Site, HUD will remove the restrictions.

C. Selecting a Developer to Acquire the Site and Lead Redevelopment

The Site has transformational potential to provide much needed permanent housing. To accelerate its redevelopment HACCC has issued this Developer Request for Qualifications (Developer RFQ) to identify a developer with demonstrated capacity and resources to acquire the Site and lead a planning effort, in partnership with North Richmond community stakeholders, that will bring units to market at an appropriate density, in a timely, cost-effective way. An appraisal commissioned by HACCC determined the fee simple interest of the Site in its present, as-is condition as of May 1, 2024, was estimated to be \$5,500,000. As required by HUD, HACCC will update the appraisal during the negotiating period, prior to the transfer/sale of the property.

An acquisition plan is required as a part of proposals submitted in response to this RFQ. HACCC encourages acquisition plans that will complete Site disposition in one transaction for market value as early as possible. The plan must outline the deal the developer seeks to negotiate with HACCC if selected. HACCC’s public housing portfolio needs significant repairs, far more than available federal funding allows. As such, HACCC strongly prefers a fee simple sale of the entire site for FMV. That said, HACCC is aware there are qualified developers who may not wish, or have the capacity, to buy the site for fair market value. Acquisition plans that seek an alternative Site disposition strategy will be considered. Examples of alternative Site disposition strategies include, but are not limited to:

- long-term ground lease(s),
- acquisition and redevelopment of only a portion of the Site,
- Seller carry-back financing, or
- the transfer of portions of the Site separately to align with the availability of funding and/or commencement of construction by phase.

In addition to favoring a streamlined acquisition plan that is financially advantageous to our agency, HACCC is seeking a lead developer with the following experience, perspective and capacity:

- 1) Led a large-scale redevelopment project(s) with similar characteristics that produced well-designed, attractive permanent housing and achieved or will likely achieve quality of life improvements for the community.

- 2) Negotiated site acquisition with a public agency on transaction(s) with HUD restrictions.
- 3) Capacity and resources to acquire and develop the Site.
- 4) A commitment and plan to form and maintain partnerships with North Richmond community stakeholders.
- 5) A plan to use the Site efficiently and cost effectively.
- 6) A layered approach to redevelopment that considers development of parcels that can be permitted quickly first and/or allows for multiple parcels to be developed at the same time, resulting in units coming to market on an expedited timeline. HACCC wants permanent housing as soon as feasible.

Complete proposals from developers with experience and capacity on similar projects will be evaluated using the criteria outlined in Section 5 of this RFQ and a recommendation will be made to the Board of Commissioners (HACCC Governing Board) to exclusively negotiate the sale of the Site.

D. HACCC Commitments, Unit Count and Affordability

95 Tenant-Protection Project-based Section 8 Vouchers

HACCC was awarded 95 Tenant-Protection Project-based Section 8 Vouchers (PBVs) from HUD, which are subject to funding availability when requested. HACCC's priority is to first offer these PBVs to the developer(s) of the Las Deltas Main Campus. If the proposal includes PBVs, the financing plan should assume a one-time administrative fee of \$2,500 for each PBV to cover HACCC's costs to prepare and administer the Section 8 Housing Assistance Payments Contract (HAP).

HACCC has no capital funds available to assist with Site redevelopment.

Disposition Terms

The terms for disposition are negotiable based on a feasible financing plan.

Unit Count and Affordability

Recently, the County revised its Housing Element and Zoning Ordinance to increase the allowable density for the Site to 17-30 du/ac. HACCC is requesting a preliminary Massing Study as part of the proposal in response to this RFQ that responds to the County's HE-C development standards (**Exhibit B**) and identifies a recommended unit count and affordability mix by bedroom size by parcel and the housing types the developer is proposing to achieve the unit count (i.e., row townhouse, garden apartment, micro/duplex/triplex/multiplex, ADU, etc.).

The Massing Study will help the Evaluation Panel determine if the unit count meets the County's need for permanent housing, is suitable for North Richmond, and can secure financing. If the plan does not comply with the County's HE-C ministerial

approval process, your response to this RFQ should identify the reason(s) why. The County's Regional Housing Needs Allocation (RHNA) target for the Site is 228 units for households at or below 80% AMI. Plans that exceed the County's RHNA target and provide more permanent housing for any income level, either rental or homeownership, in a configuration suitable for the Site and neighborhood will receive more points in the selection process.

E. Competitive Public Agency Property Sale

An Evaluation Panel consisting of representatives from HACCC, the County, experts in real estate, housing finance and urban policy, as well as HACCC residents and North Richmond community stakeholders will use the scoring criteria in Section 5 to evaluate and score complete proposals from developers with experience and capacity to acquire and redevelop the Site.

All questions or comments about this RFQ must be directed in writing per the instructions in Section 6(e). Developers may be contacted by HACCC staff and asked to respond to questions or meet with the Evaluation Panel as a part of the evaluation process. Developers must not request information about this RFQ directly or indirectly from the Evaluation Panel, HACCC or County staff and must follow the instructions in the RFQ. Not following the instructions in the RFQ may result in a proposal being rejected.

F. Submittal Schedule

Important Dates:

RFQ Released	November 4, 2024
Site Walk for Interested Developers	November 20, 2024, at 10 a.m.
RFQ Proposals Due	February 4, 2025, by 2 p.m.
HACCC Governing Board Approval	April 8, 2025

Section 2: Site Information

The Site is made up of 8 parcels totaling 11.381-acres, in the unincorporated portion of North Richmond, Contra Costa County, California. The streets are not included in the 11.381 acreage, which represents the combined total of the 8 parcels identified in Figure 3. The Assessor Parcel Map provided in **Exhibit C** identifies a .37 of an acre portion of Parcel A as an unbuildable Contra Costa County Flood Control easement.

A. Zoning and Land Use Requirements

The Site is in an area that has older single-family housing stock, some multiple-family apartments, and single-family home subdivisions built approximately 20 years ago. Proposers are encouraged to take advantage of the area's designation as an Opportunity Zone within census tract 3650.02 to maximize investment in the area. Information on Opportunity Zones and their development benefits can be found at <https://www.cdfifund.gov/opportunity-zones>.

The County recently adopted its 2023-2031 Housing Element which outlines the County's strategy to fulfill its RHNA share of units, as determined by the California Department of Housing and Community Development (HCD) and ABAG. To meet its RHNA goals, the County modified its Land Use Element and Zoning Code to enable the development of housing units aligned with its RHNA goals. The County amended the General Plan Land Use Element to create the HE-C land use designation (**Exhibit B**) and updated the Land Use Map to designate specified parcels to the HE-C land use designation. The Site was included in the inventory and the allowable density increased to 17-30 du/ac with an HE-C Density Category “Residential Medium.” None of the parcels that make up the Site are designated for “Mixed-Use.”

84-92.604 HE-C Development Standards

HE-C DENSITY CATEGORY		MINIMUM STANDARDS			MAXIMUM STANDARDS	
Category	Density Range	Yards			Building Height	Lot Coverage
		Front	Side	Back		
Residential Low	≤1 3 – 7	10'	5'	15'	35'	50%
Residential Medium	7 – 17 17 – 30	10'	5'	15'	45'	50%

The Board of Supervisors certified the Environmental Impact Report (EIR) for the 2023-2031 Housing Element, coinciding with the approval and adoption of the Housing Element. The EIR adequately addresses the Housing Element and the associated General Plan and Zoning Code amendments, consistent with the California Environmental Quality Act (CEQA) guidelines.

Developers must reflect HE-C development standards when preparing the Massing Study and identify a preliminary approach to development plan processing. In addition, the project will need to demonstrate compliance with CEQA.

B. Environmental Conditions

A Phase I Environmental Site Assessment Report (Phase I) for the Las Deltas Priority Development Area that includes the Las Deltas Main Campus was completed by Ninyo & Moore on behalf of ABAG on June 26, 2020. (**Exhibit D**) The assessment revealed no evidence of Recognized Environmental Concerns (RECs) in connection with the Study Area.

The Phase 1 identified four environmental risks:

1. Suspect lead-based paint (LBP) was identified in the interiors of the dwelling units. As part of the demolition activity, LBP abatement was completed prior to demolition.
2. Suspect asbestos-containing materials identified in the interiors of the dwelling units were abated as part of the demolition activity.
3. The northern portion of the property is in a 500-year floodplain and the current usage is not considered a Critical Action as defined by 24 CFR 55(3)(i).
4. The property is located within the vicinity of HUD-defined sources of noise.

The Site is being sold “as is”. The developer will be responsible for any permitting, regulatory monitoring or mitigation measures that may be required to develop the Site.

C. County Tree Ordinance

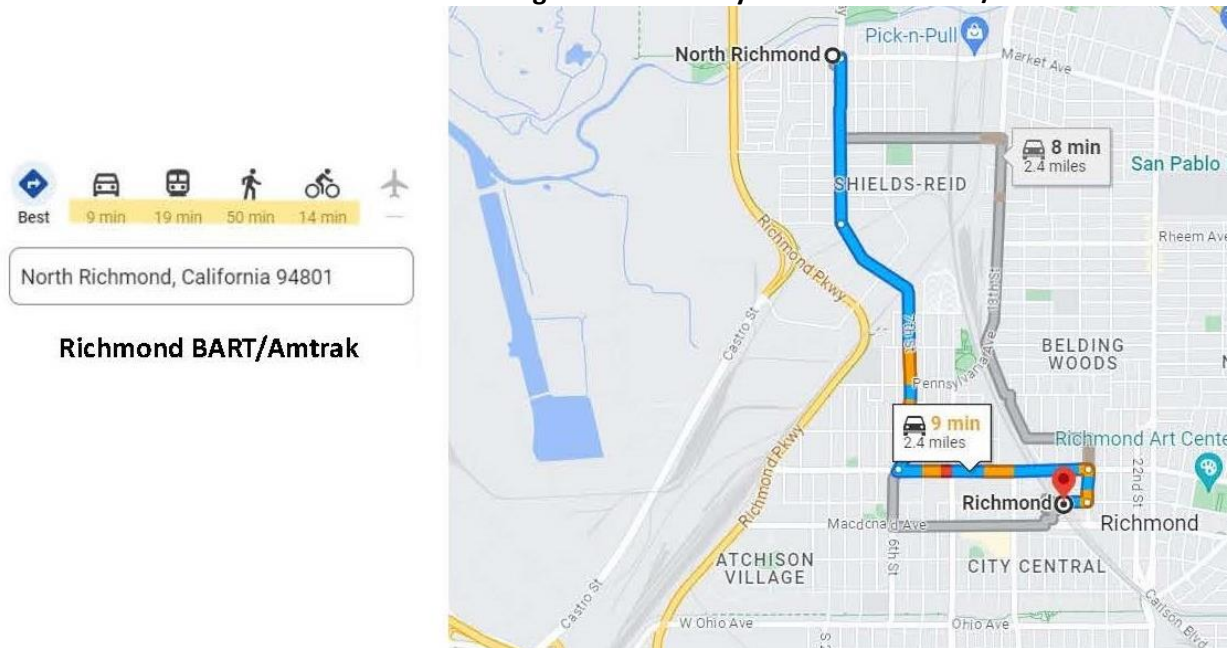
The developer should understand that a significant number of trees are present on the Site. The County’s Tree Protection and Preservation ordinance can be found in **Exhibit D**.

D. Proximity to Public Transit

An AC Transit bus stop is located within 1/3 mile of the site. The bus stop is for line 76 which travels between El Cerrito Del Norte BART to the Richmond Parkway Transit Center (BART and Amtrak) with buses every 30 minutes.

The Site is an approximately 2.4-mile drive to the Richmond Parkway Transit Center.

Figure 4: Proximity to Richmond BART/Amtrak Stations



E. HCD/TCAC Opportunity Map

The Site is in a “Low Resource” neighborhood that does not meet the HCD/TCAC definition for being “High Poverty & Segregated.”

F. Plan Bay Area 2050: MTC Priority Site

Las Deltas has been identified as a Priority Site by MTC. Priority Sites are an implementation initiative of *Plan Bay Area 2050* and are envisioned as places planned for a significant number of homes affordable to households with a wide range of incomes as well as essential services, green space, and local and regional destinations. Priority Sites with the potential to deliver a significant number of new deed-restricted affordable housing units in the next 3-5 years have access to competitive funding from MTC.

Section 3: North Richmond Partnerships and Existing Planning Efforts

A. Accountability to Las Deltas Residents

As part of HACCC's work with the Partnership for the Bay's Future, a survey was conducted with some of the 81 households who were relocated when Las Deltas was closed. This was done because former Las Deltas residents will have first priority in returning to any units built at Las Deltas, affordable, or otherwise through the Las Deltas / North Richmond Local Preference Policy described in Section 3(c). Former residents were asked which amenities they would most like to see in any new units.

The following amenities were identified as priorities by former Las Deltas residents to feel welcome returning to the Site after it is redeveloped:

- Integration with community services, resources, and recreation areas for children and elderly.
- ADA accessible housing and amenities.
- The opportunity to participate in redevelopment planning and design.
- Feeling safe in their homes and walking in the neighborhood.
- Space for children and pets to play.
- Insulated shared walls and ceilings so neighbors have privacy.
- Energy and water efficient appliances and fixtures.
- Units with 2+ bedrooms should have more than 1 bathroom.

B. Accountability to Community

Since 2017, as Las Deltas was closing and residents were being relocated, North Richmond residents have worked with several groups to develop plans that reflect their aspirations, concerns, and desire to make improvements to their neighborhood. These groups include the North Richmond Municipal Advisory Board, the Watershed Project, Healthy Contra Costa, Richmond Land, Community Housing Development Corporation, and Urban Tilth. HACCC has participated in most of these conversations. Several plans expressed the residents' desire for the transition of Las Deltas out of the public housing program.

Proposers are encouraged to carefully review all the materials on North Richmond in the Exhibits which include:

- a) North Richmond Quality of Life Plan (2019) **(Exhibit F)**
- b) North Richmond Community Profile - Contra Costa County's General Plan (10/2023) **(Exhibit G)**
- c) North Richmond Stakeholder Survey Results **(Exhibit H)**
- d) Tangled Roots: An Oral History of Community in Las Deltas **(Exhibit I)**
- e) [Tangled Roots: Stories of Community in Las Deltas, a video](#) **(Exhibit J)**

The Evaluation Panel will rate proposals based on their community engagement and affirmative marketing strategy and consideration of the concepts articulated by North Richmond community stakeholders.

In addition, as a form of accountability to community, HACCC is seeking developers that commit to monitor local, state and federal funding opportunities that may align with Site redevelopment, including Justice40 federal funding announcements. Justice40 is an initiative by the federal government aimed at ensuring that 40% of the overall benefits from federal investments in climate and clean energy are directed to disadvantaged communities, with the goal of addressing environmental and economic injustices.

C. Las Deltas/North Richmond Local Preference

As mentioned previously, HACCC relocated 81 families when Las Deltas closed, some of whom had lived there for decades.

The Las Deltas/North Richmond Local Preference requires developers that acquire Las Deltas land to offer first preference upon initial lease up or sale of any unit on the Site to any person who lived at Las Deltas when it closed. HACCC has a list of the households that must be offered units first. The second preference is for anyone who lives or works in North Richmond or has lived in North Richmond in the past. North Richmond is defined by addresses within the boundaries of the Richmond Parkway on the West, Parr Blvd on the North, Burlington Northern Santa Fe railroad on the East until Chesley Avenue, and then Union Pacific Railway until it reaches back to the Richmond Parkway.

The average family size of the former Las Deltas residents is 1 – 2 people and most households have incomes below 30% of AMI and will likely require significant rental subsidy to be able to afford to live in new permanent housing on the Site. Almost all the former Las Deltas residents are either on the voucher program currently or living in public housing.

HACCC expects that successful implementation of the policy may differ based on the developers' plans for the Site. As such, HACCC may negotiate changes to the preference only if changes are required to meet funding regulations.

D. Affirmative Marketing Procedures

The developer must ensure affirmative marketing procedures are followed when leasing up units at the main campus but does not need to include a formal Affirmative Marketing Plan in its response. Instead, an overview of the approach the developer plans to use will suffice for this response. Examples of affirmative marketing plans at other properties owned and/or managed by the developer will also be considered in rating responses from developers but the sample plan should be accompanied with a narrative explanation of the strategy for Las Deltas Main Campus. The objective of affirmative marketing is to ensure that marketing plans promote fair housing by ensuring outreach to all households potentially eligible for the Las Deltas/North Richmond Local Preference, including those least likely to apply. Affirmative marketing consists of actions to provide information and otherwise attract eligible

persons to available housing without regard to race, color, national origin, sex, religion, familial status (persons with children under 18 years of age, including pregnant women), or disability.

North Richmond has a significant Spanish-speaking population. There are challenges when marketing to an eligible population that is limited English proficient (LEP). HACCC seeks proposals from developers who will implement affirmative marketing plans that:

- Translate marketing materials to serve Spanish-speaking and any other significant limited English proficient (LEP) populations present in West Contra Costa County at time of leasing,
- Work with Spanish language print media, radio, and television stations as well as those in other languages,
- Place marketing materials at community centers that provide free public service announcements,
- Partner with faith-based and community organizations that serve newly arrived immigrants, and
- Conduct marketing activities at adult-education training centers or other locations that conduct "English as a Second Language" classes.

Section 4: Developer RFQ Submission Requirements

RFQ proposals must be organized in the order indicated below, including a Table of Contents, with sections separated by labeled tabs corresponding to Sections 1-7 below and their sub-sections. Please use a 12-point font with single line spacing for all narratives. Use the RFQ Application Excel Spreadsheet to complete Sections 1 A through E. One original and 8 hard copies, and one copy on a thumb drive, must be submitted by the deadline. Late applications will not be accepted.

Overview of Proposal Contents

Cover Letter

Table of Contents

1. Proposal Forms and Evidence of Qualifications and Experience:
 - a. Checklist
 - b. Certifications
 - c. Developer's Team Members
 - d. Developer Team Experience
 - e. References
 - f. Evidence of Team Qualifications and Experience – 13-page limit
2. Organizational Charts
3. Project Plan
 - a. Overview of Plan

- b. Response to HACCC Goals and North Richmond Planning Efforts
 - c. Community Engagement and Affirmative Marketing Strategy
 - d. Plan to build quality permanent housing as cost-effectively as possible.
 - e. Acquisition and Financing Strategy
 - f. Massing Study
 - g. Development Timeline
4. Last 2 years Financial Statements – preferably audited if available.
 5. Developer Authorization to Proceed
 6. Refundable good-faith deposit of \$5,000

Description of Proposal Contents

Cover Letter 1-2 pages.

Proposals must contain a cover letter signed by the person authorized to negotiate on behalf of the developer. The letter should state the legal name and form of the development entity, as well as provide the mailing address, phone number and e-mail address of the developer representative.

Table of Contents

A table of contents must be included that identifies the page number that each section begins.

1. Proposal Forms and Evidence of Qualifications and Experience

Complete and print all five of the Excel Proposal Form Tabs in the “Developer RFQ Proposal Forms” File.

- a. **Checklist** – This form will help ensure that your proposal includes all of the information requested in the correct order.
- b. **Certifications** – This form must be signed by the person authorized to negotiate on behalf of the developer and will confirm that key RFQ rules and requirements are understood.
- c. **Developer’s Team Members** – This form identifies and provides contact information for members of the developer’s team. If there is more than one developer on the team, each developer must complete and print a separate form to identify known members of their staff or consultants that will be assigned to work on the Las Deltas acquisition and redevelopment.
- d. **Developer Team Experience** – This form should identify similar projects completed by the developer and members of their team. If there is more than one developer on the team, each developer must complete and print a separate form that documents the experience of the developer and members of their team on similar projects.

- e. **References.** This form should identify references familiar with the developer's performance on similar projects. If there is more than one developer on the team, complete a separate form for each developer. Include at least one lender reference and one investor reference.
- f. **Evidence of Team Qualifications and Experience** - limit of 10-pages of narrative and 3 pages of images (13-page total) even if there is more than one developer on the team.

Provide information highlighting how the projects identified on the "1.d. Developer Team Experience" form demonstrate the skills and experience of the developer and identified team members to acquire the Site and lead redevelopment. The developer can provide information in any form (i.e., resumes, project descriptions, letters of support, project-specific narrative, etc.) but the information provided cannot exceed 10 one-sided pages of singled-spaced, 12-sized font narrative and up to 3 pages of images that highlight the developers' experience on similar projects.

2. Organizational Chart(s)

Provide organizational chart(s) indicating legal and managerial relationships among team members, proposed management structure and role of everyone on the developer's team. If there is more than one developer on the team there must be a chart that identifies the relationship between the developers.

3. Project Plan

The page limit for the responses to 3.a.through 3.e. of the Project Plan is 10 pages, single-spaced, single-sided, size 12 font.

- a. **Overview of Plan**
- b. **Response to HACCC Goals and North Richmond Planning Efforts**
Describe how the plan for the Site responds to HACCC's goals, North Richmond planning efforts and guidance included in the Exhibits F through J.
- c. **Community Engagement and Affirmative Marketing Strategy**
Describe the community engagement and affirmative marketing strategy. This section should identify opportunities for the target population identified in the Las Deltas/North Richmond Local Preference Policy to learn about opportunities to apply for new housing onsite and meaningfully participate in project planning, implementation and operations. An overview of the approach the developer plans to use will suffice for this response. Examples of affirmative marketing plans at other properties owned and/or managed by the developer will also be considered in rating responses from developers but if a sample plan is provided it should be accompanied with an explanation of the strategy for the Las Deltas Main Campus Site.
- d. **Describe your plan to build quality permanent housing as cost-effectively as possible.** HACCC seeks plans that take advantage of

streamlined planning and entitlement pathways and that are designed to save time, construction and transaction costs to the greatest extent feasible.

e. Provide an overview of the acquisition and financing strategy.

The response must:

- i. provide an acquisition plan, if the plan differs from HACCCs preference for a fee simple sale for FMV outline the alternative acquisition plan the developer seeks to negotiate,
- ii. identify a timeline to assemble the financing to acquire the Site,
- iii. provide the amount and sources of funding the developer will use in the first year to facilitate redevelopment planning.

f. Massing Study.

The Massing Study will be used to help panelists determine that the unit count being proposed is suitable for the neighborhood and is an efficient use of the Site that can be financed. It should provide a basic representation of housing type(s) shown on the Site with a legend identifying housing type and height and a chart that identifies the unit count by size, affordability and projected rent.

Developers must also list or identify features that can likely be incorporated into the new development given sources of financing, space and zoning requirements. Examples of features include, green space, paths, playgrounds, community space and/or any of the other features identified by stakeholders in Section 3(a) and 3(b) of the RFQ.

Along with the Massing Study in this section include a narrative describing your preliminary approach to development plan processing and CEQA compliance given the options outlined in “Article 84-92.8 Development Plans” of the County HE-C Ordinance (**Exhibit B**).

HACCC does not expect a fully developed Site Plan at this early stage of the planning process and proposals that include a detailed Site Plan will not score more points for doing so.

g. Development Timeline by quarter.

4. **Financial Statements.** *Include in a separate envelope and marked confidential* the last two years of financial statements, preferably audited, for each developer on the team.
5. **Developer Authorization to Proceed.** A Board Resolution or other documentation that authorizes the developer to submit a response to the Developer RFQ and negotiate a Purchase and Sale Agreement if selected.
6. **Include a refundable \$5,000 check made out to the “Housing Authority of the County of Contra Costa” with the proposal.** The check will be held by HACCC and returned to developers that are not selected. The selected developer must agree to have their check deposited into escrow at the

beginning of negotiations. Once it is deposited in escrow the \$5,000 will be non-refundable.

Section 5: RFQ Evaluation Criteria and Scoring

The Evaluation Panel will use the following criteria to score complete proposals from developers with experience completing similar projects.

Evaluation Criteria	Max Points
1. The qualifications and capacity of the developer and developer's team members as evidenced by similar completed projects as a lead developer on a large-scale redevelopment, negotiating site control with a public agency for land that is restricted by HUD, organizational charts, references and letters of support and the developer's commitment of the resources needed to implement the proposed plan.	25
2. The quality of the overall "Project Plan" and the strength of the ideas and initiatives identified in it including using the site efficiently and presenting a plan to get housing permitted quickly and/or allowing multiple parcels to be developed at the same time. While we understand that not all of the amenities requested by Las Deltas residents and North Richmond stakeholders outlined in Section 3(a) and 3(b) can be accomplished; more points will be awarded to proposals that incorporate as much as possible.	10
3. The plan demonstrates a willingness to form partnerships with North Richmond community stakeholders. Documented existing partnerships that have been formed with social service, nonprofit, religious, business, or educational organizations with experience working in North Richmond will achieve higher points. Partnerships formed in response to this RFQ will receive credit as an existing partnership. The depth and breadth of any partnerships will be considered when evaluating this section.	5
4. The community engagement and affirmative marketing strategy is feasible and realistic, including the implementation of the Las Deltas/North Richmond Local Preference Policy. Developer's may include an example of an affirmative marketing plan from a property they own or manage to demonstrate their capacity but the sample plan should be accompanied with a narrative describing the strategy for Las Deltas Main Campus Site.	5
5. Developer's financial strength and demonstrated ability to secure the funding that is needed to acquire and redevelop the Site based on similar projects identified to support developer team experience, references, the acquisition plan and the development timeline provided in 4(g) of the developer's proposal.	25
6. The degree to which the submitted acquisition plan responds to HACCCs goal to sell the Site to an experienced developer that has committed resources and has a reasonable plan to assemble the financing needed to acquire the Site from HACCC for its appraised value and commence redevelopment planning in a timely manner.	15

<p>While HACCC prefers a fee simple sale of the entire site for FMV; acquisition plans that seek an alternative Site disposition strategy will be considered and may receive partial points. Examples of alternative Site disposition strategies are outlined in Section C of the RFQ.</p>	
<p>7. This category allows evaluators to allocate points for the developer’s demonstrated experience and/or plans that respond to the guidance from North Richmond stakeholders identified in Section 3(a) and 3(b) of the RFQ. A sample of some of the priorities and strategies identified are:</p> <ul style="list-style-type: none"> • Ensuring the development stimulates public benefits beyond housing such as apprenticeships and training that provide pathways to employment, • Engaging youth in planning and ensuring that the needs of families and children are incorporated into how the Site is developed, • Addressing traffic and public safety issues through traffic-calming design measures and crime prevention through environmental design, • Offering opportunities for financial literacy and asset-building programs, • Offering an integrated approach to redevelopment and community building that balances the need for affordable housing, youth engagement, community safety, and the creation of opportunities that allow residents to build skills, income and savings. 	5
<p>8. Unit Count, Affordability and Efficient Use of the Site HACCC is most interested in this project producing more housing, in general. That said, we are also trying to work with the County (we are a separate entity) to meet their RHNA goals. Thus, you will score the most points if you can meet the County’s RHNA targets, but we will encourage you to submit a proposal even if it does not meet the County’s goals, provided it improves the quantity and quality of the housing stock in North Richmond. Reflecting this, proposals that do not meet the minimum HE-C unit count of 193 units will receive 0 points. Proposals to build between the minimum HE-C unit count of 193 units and the County RHNA target of 228 units targeted to ≤80% AMI households will receive points, but at a lower level than proposals that exceed the minimum County RHNA target of 228 affordable units (the additional units can all be market rate and still receive max points, provided the 228 affordable unit target is met).</p>	10

Section 6: General Information

A. Feasibility and Transaction Costs

HACCC is seeking acquisition plans and redevelopment proposals with realistic assumptions for costs, timeline, and sources. HACCC has no capital resources available to assist with Site redevelopment.

The developer must pay all fees associated with acquisition and Site redevelopment unless specifically required to be paid by HACCC. Developer costs could include escrow fees, title insurance, closing costs, taxes, parcel reconfiguration, demolition, due diligence reports, etc.

B. IMPORTANT RFQ DATES AND INFORMATION (Subject to Change)

Developer RFQ issued by HACCC	November 4, 2024
Pre-proposal meeting and site walk with HACCC staff.	November 20, 2024
Open Office Hours with HACCC staff via Zoom from 1 – 2 p.m.	December 3 and December 17, 2024
Questions and Answers and RFQ Addenda Posted at https://contracostaha.org/las-deltas-redevelopment	Ongoing
RFQ Proposal Submission Deadline 2:00 p.m. PST.	February 4, 2025
Publish the Results of the Evaluation Process	March 13, 2025
Request HACCC Governing Board Approval	April 8, 2025
Begin Exclusive Negotiations with Lead Developer	May 1, 2025

Submission Deadline and Format

Submittals will be accepted at HACCC’S office, located at 3133 Estudillo Street, Martinez, California, only until the date and time shown in Section 6(b). **Hand delivery is advised** so that the Proposer can obtain a date/stamp receipt from the receptionist, but submissions by USPS, UPS, FedEx, etc. will also be accepted if they arrive by the proposal submission deadline. **Late, emailed or faxed submittals will not be considered and will be returned to the Proposer unopened.** Proposals should be in an 8-1/2” by 11” format using 12-point font at single line spacing. All proposers are required to submit one original and 8 copies of their proposal. All proposers should also include one additional copy of Sections 1 through 4 of their proposal on a thumb drive.

C. Pre-Proposal Meeting

A pre-proposal meeting will be held at the intersection of Market Street and 1st Street, Richmond, CA 94801 on November 20, 2024, at 10 a.m. Interested developers are invited to walk the Site with HACCC staff followed by a question-and-answer period. HACCC expects the pre-proposal meeting will run approximately 2 hours. The purpose of the meeting is to ensure that all

prospective proposers understand the submittal requirements and evaluation criteria. Attendance at the pre-submission meeting is recommended but not mandatory.

D. Good Faith Deposit

A \$5,000 check payable to “Housing Authority of the County of Contra Costa” must be submitted with the proposal. HACCC will not deposit the check. If a developer is not selected their check will be returned. The selected developer will be required to deposit the \$5,000 into escrow to begin negotiations. Once deposited in escrow the \$5,000 is non-refundable.

E. Questions and Addendums to the RFQ

HACCC staff will hold open office hours on Zoom to answer questions on December 3 and December 17, 2024 from 1-2 p.m. The Zoom link for the Open Office Hours is <https://us02web.zoom.us/j/89482208868>
Meeting ID: 894 8220 8868 +16694449171, 89482208868# US

Answers to questions and RFQ changes will be posted to <https://contracostaha.org/las-deltas-redevelopment> and the meetings will be recorded. Questions and answers will be written down and posted electronically for all prospective developers to review. Except for questions raised at the pre-proposal meeting or office hours, all questions or requests for clarification relating to this RFQ must be submitted by email to HACCC at Jlgnacio@contracostahousing.org at least 36 hours before the submission deadline.

It is the responsibility of all proposers to check the RFQ website for changes and/or clarifications to the RFQ prior to submitting a response. A proposer’s failure to check the website is not grounds for protest.

F. Public Inspection of Documents

General Provisions Regarding Public Nature of Submissions

Government Code Section 6250 et. seq., the California Public Records Act (the “PRA”), defines a public record as any writing containing information relating to the conduct of the public's business prepared, owned, used, or retained by any state or local agency regardless of physical form or characteristics. The PRA provides that public records shall be disclosed upon request and that any citizen has a right to inspect any public record unless the document is exempted from disclosure.

- In general, proposals submitted in response to this RFQ are considered public records.
- All information regarding the proposals will be held as confidential until such time as the Evaluation Panel has completed its evaluation and the HACCC Executive Director has prepared a list of proposed developer awardees to be presented to the HACCC Governing Body for

consideration and approval.

- Unless otherwise specified, HACCC will not disclose the following information if contained in the proposal:
 - Social Security Numbers, Federal Tax Identification Numbers, and Employer Identification Numbers;
 - Insurance policy numbers and vehicle identification numbers;
 - Names of Evaluation Panel members and/or any information that may be used to identify Panel members;
 - Company financials, audits and/or related information; and
 - If clearly identified, any contact information that is not used for business purposes.

Developers' Rights regarding Confidentiality of Submissions

HACCC cannot represent or guarantee that any information submitted in response to the RFQ will be confidential. If HACCC receives a request for any document submitted in response to this RFQ, it will not assert any privileges that may exist on behalf of the person or business submitting the proposal. If a developer believes that a portion of its proposal is confidential and notifies HACCC of such in writing, HACCC may, as a courtesy, attempt to notify the developer of any request for the proposal. However, it would be the sole responsibility of that developer to assert any applicable privileges or reasons why the document should not be produced, and to obtain a court order prohibiting disclosure. The developer understands that HACCC is not responsible under any circumstances for any harm caused by production of a confidential submission, and by its submission expressly waives any such claim against HACCC.

HACCC's Rights Regarding Confidentiality of Submissions

To the extent consistent with applicable provisions of the PRA and applicable case law interpreting those provisions, HACCC and/or its officers, agents and employees retain the discretion to release or to withhold disclosure of any information submitted in response to this RFQ.

G. Post Award Conditions.

A developer selected through this RFQ process will receive a letter notifying it of such selection, and the developer shall confirm its interest in proceeding into exclusive negotiations and allow for the good-faith deposit to open escrow. After such confirmation, HACCC reserves the right to make a general announcement to the public and to HACCC, HUD and County boards, commissions, and agencies regarding the results of the RFQ selection process. The Purchase and Sale Agreement will require the developer acquire the property on an "as is with all faults" basis and release HACCC from all liability related to or arising from the condition of the property.

H. HACCC's Reservation of Rights

This RFQ is not a commitment or contract of any kind. HACCC reserves the right to pursue any and/or all ideas generated by this RFQ. HACCC reserves the right to reject any and all submissions; waive or modify any HACCC requirement of this RFQ; suspend or terminate the RFQ process; or suspend or terminate the purchase and sale negotiating process, reject a previously-selected developer, and select another developer to negotiate a purchase and sale agreement if it determines that the party is not acting in good faith and taking any such action is in the best interest of HACCC and/or the project. Further, while every effort has been made to ensure the information presented in this RFQ is accurate and thorough, HACCC assumes no liability for any unintentional errors or omissions in this RFQ.