

Last updated: January 14, 2024

Question 1: Is it HACCC's goal to maximize the density? Is HACCC prioritizing rentals or ownership units, or a mix?

Answer: The County RHNA target for the site is 228 housing units for households earning at or below 80% of Area Median Income (AMI).

If HACCC sells the Site for Fair Market Value (FMV), the existing HUD restrictions can be removed. The HUD restrictions are for 20 years and require housing for households making 80% AMI or below. In May 2024 the appraised value of the Site was \$5,500,000. An updated appraisal is needed prior to the sale. If HACCC receives FMV for the Site any units in excess of the 228 RHNA target can be unrestricted.

Question 2: Can you review the sale terms? Can a bidder propose to take down the site in phases?

Answer: HACCC is willing to negotiate terms with the selected developer. If the developer would like to purchase the site in pieces, and buy it over time, or the developer wants HACCC to execute a long-term ground lease the developer should pitch what they want in their acquisition plan and give reasons why. Anything a developer can think of that they believe is a good path forward, HACCC is willing to consider. However, HACCC does prefer to sell the land outright and intends to use the money they receive from selling the property to improve public housing. An acquisition payment up front, will allow HACCC to invest in the predevelopment technical reports and analysis needed to proceed.

Question 3: Will HACCC share the appraisal?

Answer: HACCC will share the appraisal during the exclusive negotiating period.

Question 4: Will HACCC send notifications when additional information or documents are added to the website?

Answer: HACCC will send updates via MailChimp, as needed but people should check the RFQ section of HACCC's website too.

Question 5: Can we reach out to anyone on the HACCC team, or should we only reach out to HACCC staff per the instructions in the RFQ?

Answer: Please send questions about the RFQ to JIgnacio@contracostahousing.org per the instructions in the RFQ. There is another opportunity to ask questions in person on December 17, 2024, starting at 1:00 p.m. The meeting information is in the RFQ.

Question 6: Will HACCC share the sign-up list and the MailChimp mailing list?

Answer: The names of people who attend office hours and send questions by email will be provided if available.

HACCC encourages developer partnerships, if possible. Over 40 local and state-wide housing developers and nonprofit housing groups received notification about the RFQ.

The MailChimp list includes a variety of stakeholders and will be shared with the developer during the exclusive negotiating period.

Question 7: Is the 228 units a minimum threshold?

Answer: HACCC seeks proposals to produce at least 17 dwelling units an acre (du/ac) which equals 193 units as the bare minimum. This number 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), which helps the County meet their RHNA goal. 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.

Question 8: Do the 95 PBVs mean that the preference is rentals to meet the most density?

Answer: The PBVs are purely for rentals, but we certainly welcome a mix of homeownership and rental units. You do not have to use the PBVs, but they are offered as a way to help your project pencil out. If you plan to do a 100% homeownership project, you can skip using the PBVs.

Question 9: Is there a form ENA available?

Answer: Not yet, it will be drafted once a developer is chosen. It should be fairly straightforward. It will come down to the proposals coming to the table, and how it meets our needs in the disposition of that land. Our first priority is to sell at fair market value. We are open to other structures, including paying market value over time.

Question 10: The RFQ asks us to submit a proposed schedule, and the HACCC prefers a one-time single take down of the whole property is preferred, but partial take downs are possible. Is there an overall schedule in mind from the Housing Authority?

Answer: The end game is to sell it at market value, if that means selling singular parcels one by one over a 3-5 year time period, we are okay with that. Our goal is to walk away from this project with predevelopment money to improve the rest of our portfolio, and to have little involvement in this property (with the exception of possibly administering PBVs). The appraisal valued the property at \$5.5 million, so we are looking to sell it in that range.

Question 11: Why is the project prioritizing maximizing density?

Answer: We are following the County's Housing Element goals. The minimum density of 193 comes from the County's recently adopted Housing Element Consistency (HE-C) development standards. 228 is their RHNA goal. The previous site was not very dense and was not used very well. Increasing the density should not necessarily cause it to look like an urban infill site, or even significantly denser than it was before.

Question 12: How have other developers been finding meeting the goals of the community in the RFP?

Answer: It is practical to meet some of them, but not all of them. The more, the better. A summary of the community desires is on page 10-11 of the RFQ.

Question 13: What is the acreage of the property?

Answer: It is 11.381 acres spread across 8 parcels. It is also certainly allowed to partner with other developers to each take on a subset of the parcels. Exhibit H of the RFQ details North Richmond stakeholders that are eager to partner with a developer to provide services on the property.

Question 14: Will there be another office hours?

Answer: No, we only scheduled 2. But we will accept questions by email at any time and will update this list so that others can see what has been asked and answered. If you don't get a response within 48 hours, please email Hannah Tinsley or Tony Ucciferri directly and we will get you a response and post it to the website.

Question 15: Regarding evaluation criteria #8: How will the number of points be determined/allocated if the developer proposes to build between 193 units and 228 units, or if the developer proposes to build more than 228 units?

Answer: There are a maximum of 10 points in this scoring category. Committing to 228 or more results in maximum points. 193 – 228 will reduce points to 4 – 6 points depending on number of units committing to.

Question 16: Regarding the 95 PBVs that will be made available for the project. Are there any restrictions on the use of the PBVs, i.e., can all 95 PBVs be assigned to units regardless of population, or is there a percentage of assignment based on tenant population-i.e., family, seniors, supportive, etc.?

Answer: The PBVs can be used in a mix of populations across multiple HAP Contracts, however only one population per HAP Contract. For example, you could have a senior property (1 HAP contract) and also rental units housing families and elderly that would be considered a separate HAP Contract. Any mix of family and elderly in one property removes the senior designation and the property must allow applicants of all ages.

Question 17: Are there any tree/arborist reports?

Answer: No. There are no tree reports for the 11.34 acres mass of land relevant to this RFP.

Question 18: Was there a survey done for the site?

Answer: No, but we are in the process of procuring one for HACCC purposes which we can share when done, but we would encourage you to do your own if you are the awarded developer.