

Reimagine Barstow: Request for Qualification (RFQ-RB)



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Development of Affordable Housing with Potential for Senior and Commercial Components

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Submission are due no later than 4:00pm (PDT) on September 14, 2020

NOTICE REGARDING DISCLOSURE OF CONTENTS OF DOCUMENT

All responses to this Request for Qualifications (RFQ) accepted by the City of Barstow shall become the exclusive property of the City. At such time as City staff recommends a developer and such recommendation, with any recommended contract appears on the City Council agenda, all proposals accepted by the City of Barstow shall become a matter of public record and shall be regarded as public, with the exception of those elements of each proposal which are defined by the developer as business or trade secrets and plainly marked as "Trade Secret," "Confidential," or "Proprietary." Each element of a proposal that a developer desires not to be considered a public record must be clearly marked as set forth above, and any blanket statement (i.e. regarding entire pages, documents or other non-specific designations) shall not be sufficient and shall not bind the City of Barstow in any way whatsoever. If disclosure is required or permitted under the California Public Records Act or otherwise by law, the City of Barstow shall not in any way be liable or responsible for the disclosure of any such records or part thereof.



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Notice of Inviting RFQ Proposals

General

The City of Barstow (City) is seeking statements of qualifications from local and regional for-profit and non-profit entities to serve as Developer/Owner for the acquisition, rehabilitation, and operation of the City of Barstow's affordable housing project with potential for senior housing and commercial components.

A copy of this RFQ may be obtained at the City of Barstow located at 220 E. Mountain View Street, Barstow, CA 92311, or by contacting Amanda Hernandez, Economic Development Administrator at (760) 255-5109. To ensure receipt of all communications regarding this RFQ, interested parties should file a "Notice of Intent to Respond."

Due Date

Submissions in response to this RFQ are due no later than 4:00 PM (Pacific Daylight Time) September 18, 2020. Late proposals will not be considered. Respondents are responsible for ensuring that submissions are received before the stated due date and time. Interested applicants should submit, via mail or in-person, 5 copies of a response to this RFQ (1 original and 4 copies). Submissions should be addressed as follows:

"Affordable Housing RFQ-RB Components"
City of Barstow
220 E. Mountain View Street
Barstow, CA 92311
Attention: Economic Development Department

Questions

Any questions, technical or otherwise, pertaining to this Request for Qualification must be submitted in writing and directed to:

Amanda Hernandez
City of Barstow
220 E. Mountain View Street
Barstow, CA 92311
(760) 255-5109
ahernandez@barstowca.org

Interpretations or clarification considered necessary in response to such questions will be resolved by the issuance of a Formal Addenda to the RFQ. The deadline for all questions is 4:00 P.M. PDT, August 31, 2020. Questions received after this date and time may not be answered. Only questions that have been resolved by formal written Addenda will be binding. Oral and other interpretations or clarifications will be without legal or contractual effect.



City of Barstow Rights

The City of Barstow reserves the right to reject any or all proposals, to advertise for new proposals or proceed to accomplish this solicitation by any means determined to be in the best interest of the City of Barstow. City of Barstow will evaluate proposals to determine which best satisfies the needs of the city and community.

Introduction

The City of Barstow is located in the Inland Empire North Region of San Bernardino County and is midway between Los Angeles and Las Vegas. Barstow is the entrance to the Mojave National Preserve and is home to the U.S. Army National Training Center at Fort Irwin, Marine Corps Logistics Base, Barstow, NASA's Goldstone Deep Space Network, Veterans Home of California, Barstow, and BNSF Classification Yard. Interstates 15 and 40, and highways 58 and 247 all converge in Barstow making the city a major transportation corridor with more than 60 million people in 19 million vehicles traveling through Barstow each year. The City is home to an Amtrak depot at an Historic Harvey House.

The City of Barstow is facilitating an affordable housing opportunity that focuses primarily on developing affordable housing. The project may also have components of senior housing, office/commercial/public space, and recreational area. Active transportation methods must be utilized to connect elements. The City encourages respondents to strongly consider including in proposals a mention of an application to the Affordable Housing and Sustainable Communities grant, which can be found at HCD.ca.gov.

The primary project area is located entirely within an Opportunity Zone. Barstow is considered as a "Rural Area" per California Tax Credit Allocation Committee 2019 methodology.

The intent of this Request for Qualifications is to select a single corporate entity or partnership whose function will be to create a development proposal for the Site, and to carry out that proposal through community outreach, planning, design, financing, construction, ownership, and operation of the development. This RFQ describes the general type of development sought by the City on the Site, the criteria that will be used to select a developer, and the submission requirements for those responding to this request.

Respondents to this RFQ must be comprised of the following: Non-profit or for-profit developer with experience developing affordable housing in Barstow or a for-profit developer working in partnership with a nonprofit developer, of which one of the joint venture partners must have experience developing affordable housing in Barstow (the "Developer"); a property manager with experience serving the target population; a qualified supportive service provider with experience serving the target population; and an architect with experience designing affordable housing and conducting a community design process. At least one entity of the development team must have demonstrated experience working in conducting effective community outreach and engagement. All members of the Respondent will be evaluated according to the criteria set, including experience with comparable projects, capacity, and the ability to deliver and maintain an excellent Project.

The City encourages respondents to submit proposals to undertake the following activities:

- Acquire the Properties from the City and/or County.
- Complete the following development scope:
 - Demolition of existing units and structures.
 - Develop new units within the parameter allowed by applicable zoning standards.
 - Consolidate additional properties to create a larger development
- Manage and operate the complete project.

Development teams that can demonstrate the experience, capability, and creativity to successfully undertake this opportunity are invited to respond to this Request for Qualifications by outlining their relevant experience, financial capabilities, conceptual plans, and other information to enable the City to identify a shortlist of development teams for consideration.

Project Location

The project is located approximately half a mile north of Interstate 15. The approximate boundaries for the project are east of Seventh Avenue, south of Williams Street, west of Lillian Drive and north of East Mountain View Street. The project is considered to be in the heart of downtown, in close proximity to historic Route 66.

Goal of Project

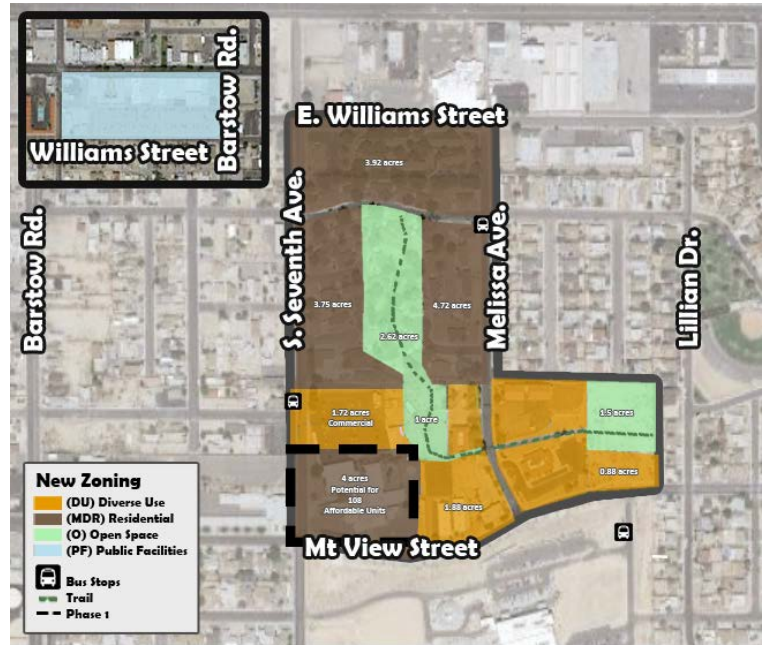
The City of Barstow necessitates the development of affordable housing that supports infill and compact development that reduces greenhouse gas (“GHG”) emissions. Components of senior housing and commercial property are highly desirable.

The City aspires to implement the following in the development:

- Provide diverse planning concepts of affordable housing with possible senior and commercial development
- Implement biking and walking corridors, promoting GHG reductions
- Increase transit ridership, decreasing need for car ownership and parking
- Create a centralized transit transfer facility with cooperation from Victor Valley Transit Authority
- Improve economic development and increase commercial capabilities
- Improve community health by providing active transportation infrastructure and community spaces

Background

The project area is approximately 25 acres with land uses established for office space, senior housing, senior activity center, affordable housing, parks, and commercial property. Approximately 14.8 of the 25 acres is available for new development. The remaining 10.2 acres is 98 existing housing units that may be demolished depending on agreements and arrangement of parties involved in the development. The boundary encompasses properties owned by the City of Barstow, the County of San Bernardino Housing Authority, businesses, and individuals. The awarded development team must be able to administer agreements, purchases, and public engagement to generate a development needed and wanted by the community.



South 7th Avenue Specific Plan Project Location
North of Mt. View St, East of South Seveth Ave. and South of Williams St.

	Location	Existing Conditions	Potential Units	Acres	Owner
1.	North of E. Fredrick St.	Existing 40 units senior and 18 units affordable income	105 Units	3.92 ac.	San Bernardino County
2.	South of E. Fredrick St.	Exiting 58 units of affordable income	198 Units	7.33 ac.	San Bernardino County
3.	South of Powel Court and East of S. Seventh Ave.	Parking Lot	58 Units	2.13 ac.	City of Barstow
4.	South of Powel Court and East of S. Seventh Ave.	Abandoned Hospital and Parking Lot	41 Units	2.07 ac.	City of Barstow
5.	North of E. Mountain View St. and East of Seventh Ave.	Abandoned Hospital		1.72 ac	City of Barstow
6.	North of Mountain View St.	Medical Offices		1.14 ac.	Private*
7.	North of Mountain View St. and West of Melissa Ave.	Medical Offices		0.76 ac.	Private*
8.	North of Mountain View St. and East of Melissa Ave.	Senior Citizens Center		1.48 ac.	City of Barstow
9.	North of Mountain View St. and West of Lillian Drive	Vacant Land		2.27 ac.	City of Barstow
10.	South of Mary Ann Ave.	Vacant Land		0.53 ac.	

11.	East of Melissa Ave.	Medical Offices and Parking Lot		0.47 ac. 0.60 ac.	Private*
12.	West of Melissa Ave.	Police Annex and Parking Lot		1.43 ac.	City of Barstow

*Properties are within the project area and owned privately. Map and table are only a representation of the area and does not imply that the private properties are part of the project.

Scope for the Development

The scope of services for the development team shall include, but not limited to the list described below.

- Demonstrate knowledge and experience in performing management, funding, and environmental work required for the project
- If environmental documents such as, but not limited to, National Environmental Quality Act (NEPA) and California Environmental Quality Act (CEQA) documents be required, an environmental consultant, in partnership with the consulting firm, shall prepare the necessary documents to satisfy the requirements of the project funded through the State’s ATP funding
- Be fully familiar with and experienced in conforming the requirements of Federal or State procedures pertaining to Affordable Housing funded projects
- The Development Team will set up and maintain all project records in accordance with the Federal, State and/ or City Standard Policies

The City reserves the right to add other elements of modifications, which may be suggested by consultants presenting proposal to better meet the needs of the City. The development applicant shall be aware that agreements and/or contract may be necessary to proceed with the project.

Development of Site

The development concept must include the conceptual components of a master plan for the site, including, but not limited to, the structures proposed to preserved and restored for adaptive re-use, potential new structures to be built, structures to be demolished or replaced, portions of the landscaping and ancillary structures to be retained and reused portion of the site that may be open for general enjoyment of the public, the proposed use(s), and basic approach for making the site an integral and compatible component of the overall community in the area. The developer may also propose any particular approach to design and architecture that the developer believes will be appropriate to the history and context of the site, explaining the juxtaposition and incorporation of any new structure with the preserved historic structures on the site. It is recommended that the proposals reflect a vision that is appropriate for the site and the neighborhood context. The proposals must keep the underlying zoning and allowable densities of the site and its compatibility with the surrounding neighborhoods in mind. Depending on the level of creativity, uniqueness, and appropriateness of the proposal, the City of Barstow can offer a few pathways for the Developer to follow. The exact process to follow may be discussed after the RFQ process.

However, it is recommended that the proposals be prepared with some of the options available in mind. One option would be through traditional zoning and design review, where the Developer proposes a project consistent with established standards and guidelines subject to review by various bodies, the Design Review member, the Planning Commission, and the City Council according to standard practices. A Developer may propose more conventional site development methods, such as a specific plan and/or a development agreement to address unique ideas or circumstances on the site. Any new construction on the site should be contextually sensitive to the community. Provided these parameters are met, the City is willing to entertain a wide range of potential programs for the site, including but not limited to housing (affordable and/or market-rate), office, commercial, institutional, or community uses.

Community Engagement

The City of Barstow requires extensive and engaging community involvement to build development that is meaningful to the community. While the City of Barstow retains the final responsibility and authority to decide on the development, the City values and seriously considers community input by providing the public with every opportunity to become meaningfully involved in the development process. Community involvement must be developed from a wide range of individuals and organizations including, but not limited to, individuals living near the site, community organizations, members of special interest groups, and the City of Barstow staff and City Council. The City seeks to identify developers that have experience in keeping the public well informed of ongoing and planned activities; Encouraging and enabling the public to get involved; Listening carefully to what the public is saying; Identifying and meaningfully responding to public concerns; Adjusting planned actions when public comments or concerns have merit; and Explaining to the public how the developer has reached its decision or recommendation(s)

Identify and Obtain Funding

While the chosen Development Team is ultimately responsible for identifying and securing project funding, the City is fully supportive of efforts to apply to funding resources. Factors to consider include, but are not limited to, density and unit counts, parking ratios, impactful transportation efforts, walkability, and the leverage of funding sources.

A non-exhaustive list of potential funding sources is as follows:

- Affordable Housing and Sustainable Communities (AHSC)
- 9% Low-Income Housing Tax Credit (9% LIHTC)
- Multifamily Housing Program (MHP)
- No Place Like Home (NPLH)
- Non-government-subsidized affordable housing, or Naturally Occurring Affordable Housing (NOAH)

Development Team's Experience

The City desires the following:

- Experience acquiring, rehabilitating, developing, financing and managing affordable housing projects
- Experience in managing and complying with Strategic Growth Council (Council) and the Department of Housing and Community Development (HCD) Affordable Housing and Sustainable Communities (AHSC) Program, rules and regulations
- Experience in application to and participation in state, regional, and/or local housing programs, such as California Department of Housing and Community Development (HCD) funding programs
- Experience successfully managing comparable properties
- Experience and capacity to conduct income verification and screening of tenants to ensure compliance with affordability restrictions

1. Development Team Characteristics: Non-profit or for-profit housing development corporations and partnerships in which a non-profit or for-profit developer is the managing general partner are eligible for selection under this RFQ. Applicants must have previous affordable housing development experience, and, for at least one team member, experience working in or with community stakeholders, in order to be considered under this RFQ. The proposed Development Team must include:

- At least one community-based non-profit development entity as sole developer or joint venture partner, defined as a nonprofit organization whose mission includes the development of affordable housing in low income communities, with experience developing affordable housing.;
- A lead architectural firm with experience in design and construction of family housing, preferably with residential experience in California ;
- A property management entity with experience managing affordable housing in a culturally competent manner;
- A community-based, service-providing entity with experience providing culturally competent services appropriate for low- and very-low income families

2. Development Team Minimum Experience Qualifications

Minimum Developer Experience: The Lead Developer itself or in partnership with other co-developers must provide evidence of the following experience:

- New Construction of at least one 75-unit or larger Type V (completed or entitled) in the past 5 years;
- Past experience with each of the following:
 - New affordable housing for low-income families;
 - Supportive housing for formerly homeless families;
 - Mixed-use residential/commercial development;
 - Development of housing in California;

- Low Income Housing Tax Credit financing.

For joint-venture Development partners, the experience of either entity may suffice for the joint venture partnership. A Memorandum of Understanding between joint-venture Development partners must be submitted.

Furthermore, a Respondent can qualify for development experience by contracting with a development consultant for comprehensive project management services. Project management services should include financial packaging, selection of other consultants, selection of construction contractor and property management agent, oversight of architectural design, construction management, and consultation on major aspects of the development process.

Minimum Ownership Experience: The proposed Owner of the Project must have owned at least one affordable family project in California for at least 5 years prior to the Submittal Deadline of this RFQ. In addition, the Owners must each provide evidence of experience with owning housing financed by the use of Low Income Housing Tax credits. This experience does not have to be on the same project that satisfies the 5-year ownership requirement. For purposes of this requirement, the managing general partner of the tax credit partnership intended to take ownership of the completed Project and to provide asset management for the Project is the proposed “Owner”.

Minimum Architectural Experience: The proposed Lead Architectural firm must provide evidence of experience with the design and construction of at least one multifamily affordable housing development in California. In addition, the architectural team must provide evidence of the following experience:

- Design and completed construction of at least one 75-unit or larger mixed-use residential/commercial development within the past 5 years.
- Past experience with each of the following:
 - At least one additional 75-unit or larger mixed-use residential/commercial development.
 - Housing designed for families

Minimum Property Manager Experience: The proposed property manager for the Project must have managed at least three affordable family rental projects, including at least one in California, and including at least one that is at least 75 units, each for at least 24 months.

In addition, the Property Manager for the Project must provide evidence of experience with managing housing financed by the use of Low Income Housing Tax Credits. This experience does not have to be on the same projects that are used to satisfy the minimum 72-month experience

requirement.

Minimum Service Provider Experience: The proposed service provider(s) for the non-homeless residents must have at least 36 months' experience providing supportive services to low-income families and to low-income seniors in California. This experience and knowledge of available services, especially services in the general vicinity of the Development, should include linking clients to the City's safety net of services and supporting their efforts to access those services. The proposed service providers for the formerly homeless families must have at least 36 months' experience providing case management and comprehensive services for homeless households in a residential setting. The proposed service provider(s) must have the infrastructure to supervise and train the onsite staff and their supervisors, as supported by the staffing plan and capacity. For any Respondent team member, the experience of key staff members may be substituted for the experience of the organization as a whole as long as the staff members' experience in other firms was substantive and involved responsibilities similar to what they are anticipated to perform as a member of the Respondent team.

3. Minimum Developer and Architect Capacity Qualifications.

The proposed Developer and Architect must document their capacity to successfully plan, design, and develop the housing they propose to develop, throughout the period of development, either through staff with appropriate experience and capacity, contracted services, or collaboration with other organizations. This documentation should include a description of the experience and capacity of key staff, their workloads, and the organizational structure for supporting staff. In addition, the proposed Owner(s) must provide evidence of the capacity to own and asset-manage the proposed project or provide specific plans for increasing capacity if necessary.

Format and Content of RFQ Submittals

Interested applicants should submit 5 copies of a response to this RFQ (1 original and 4 copies). Please address the following:

- Development Concept (Vision and Usage)
 - A statement on the type of development that is being proposed and how it meets the goal of providing "community benefit." The statement should include the developer's vision for the property and proposed development, including indication of attention to design and sustainability. When available/identified, information should also include the following:
 - Target Population: A description of the households or population anticipated to benefit by the proposal.

- Type of Use and Anticipated Number of Units/Offices/Studios: Specific designs are not needed at this time, but a general description of the types of uses envisioned (offices, studios, homeownership, rental, detached, attached, etc.). If preliminary sketches or concepts are available, they should be attached for consideration. They are not, however, required.
- Additional Benefits: A description of the additional potential community benefits offered by the proposal that the City Council should be aware of. Examples of additional benefits can include open space, sustainability, amenities, social services and high quality innovative design.
- Experience and Professional Qualifications
 - Description of the mission of the applicant’s organization, how the proposal fits in with the organization’s goals, and why the proposal is of interest to the organization
 - Description of the legal status of the applicant (non-profit, private, partnership, LLC, corporation, etc.)
 - A description of applicant’s business and/or development experience, including all major projects in which the applicant has been involved
 - A description of applicant’s experience in new construction and the rehabilitation and adaptive re-use of properties, including specific reference to past projects
- Sources and Uses
 - If available, a preliminary Sources and Uses should be provided describing the applicant’s expectations of the various potential funding sources and costs of development, including any compensation to the City for the land.
- Partnerships
 - Description of any additional individuals or organizations that the applicant proposes to partner with to implement its proposal for the Site
 - Description of all public sector partnerships
- Experience With Community Engagement/Public Outreach
 - Description of applicant’s experience and process for public outreach and community involvement in a development project
- Constraints and Assumptions
 - A description of possible constraints (such as funding, scheduling, etc.), anticipated concerns regarding the project’s goals, expectations or requirements, or assumptions being made for public agency financing, other funding, zonings changes, or other entitlements
- Conflict of Interest Declaration
 - Developer must complete and submit a Conflict of Interest Declaration.



Schedule

Request for Qualifications and Proposals Distribution:	June 2020
Notice of Intent to Responded Submittal Due Date	August 31, 2020
Deadline for Written Questions	August 17, 2020
Release of Final Responses to Written Questions	August 31, 2020
Proposals and Qualifications Submittal Due Date	September 14, 2020
Approval of an Agreement	September 28, 2020

Review and Selection Procedure

The City will review all completed submittals received by the closing date in accordance with the criteria and procedures identified in this RFQ. There are a total of 100 points possible.

It is anticipated that the City will analyze the submittals and bring forward a recommendation to the City Council. The City may, at its option, request additional information, clarification of information, or interviews with Developers before final selection is determined.

The RFQ will be evaluated based on the following:

Criteria	Points Possible
Development Experience	25
Development Team/ Partnership	10
Design Team	10
Developer Vision	10
Benefits to the Community	10
Community Involvement/Public Outreach	10
Experience with Funding and Grants	25

Thank you for your interest in working with the City of Barstow on this project. We look forward to hearing from you. Please let us know if you have any questions or concerns.



Notice of Intent to Respond

Request for Qualification

The purpose of this Notice is to help City of Barstow manage information and to ensure communications directed to prospective respondents reach its intended recipients. Addendums to the RFQ will be sent to organizations that complete and return a *Notice of Intent to Respond*. By completing this Notice, the undersigned is not bound to submit a response.

City will only initiate continuing communication about the RFQ with firms and individuals that return the *Notice of Intent to Respond* by August 31, 2020. The authorized representative will serve as the single point of contact with the respondent throughout the selection process and all communications to the respondent will be addressed to the authorized representative.

The *Notice of Intent to Respond* should be completed and an electronic version returned by e-mail to Amanda Hernandez, Economic Development Administrator, City of Barstow, AHernandez@barstowca.org. Questions or requests should be communicated by e-mail to Amanda Hernandez.

Organization or Team Name: _____

Authorized Representative: _____

Authorized Representative Contact Information:

Street Address: _____

P.O. Box _____ Suite or Floor#: _____

City: _____ State: _____ Zip Code: _____

Telephone _____ Ext.: _____ Fax: _____

E-mail: _____