



Request for Proposal
RFP No. **AMB 2022-05-17**

Location: Former Sonoma Developmental Center
15000 Arnold Drive
Eldridge, CA 95431

Released: **May 17, 2022**

Proposal Due: **4:00 pm Pacific Time, July 15, 2022.**





Contents

| | |
|---|----|
| Request for Proposal..... | 1 |
| INTRODUCTION..... | 4 |
| Joint Planning and Disposition Process | 4 |
| Authorizing Statute | 5 |
| SUBJECT PROPERTY | 5 |
| Project Website..... | 5 |
| Location | 5 |
| Maps, Aerials, and Figures | 6 |
| Photographs | 9 |
| Utilities and Infrastructure..... | 10 |
| Demographics and Market Information | 10 |
| PLANNING PROCESS..... | 12 |
| Previous Planning Efforts | 12 |
| Current Planning Status..... | 12 |
| Specific Plan Schedule | 14 |
| DISPOSITION PROCESS | 14 |
| Minimum Qualifications and Experience | 14 |
| RFP Schedule | 15 |
| Site Tours | 15 |
| RFP Questions and Answers..... | 15 |
| RFP Submittal Deadline..... | 16 |
| Respondent Interviews..... | 16 |
| Withdrawal of Proposals. | 16 |
| Other..... | 16 |
| SUBMITTAL REQUIREMENTS..... | 16 |
| Proposal Guidelines and Format | 16 |
| CONTENTS OF SUBMITTAL | 17 |
| SELECTION OF BUYER | 21 |
| Disclosures, Representations, and Warranties: | 22 |
| Closing Costs..... | 22 |
| Reserved Rights of the State | 22 |



EXHIBIT LIST 24

EXHIBIT 1 25

 ADDITIONAL RELEVANT DOCUMENTS AND RESOURCES 25

 County Documents and Materials: 25

 State Documents and Materials: 25

EXHIBIT 2 26



INTRODUCTION

Request for Proposals

The State of California ("State") is seeking proposals ("Proposals") from qualified parties ("Respondents") to purchase the Subject Property (described below) for potential redevelopment.

The State expects to evaluate the responding Proposals. If the State determines that one or more Proposals are sufficient based on the scoring criteria (see Exhibit 2) and State wishes to move forward with a Purchase and Sale Agreement ("PSA"), the State intends to enter into negotiations of an Exclusive Negotiation Agreement ("ENA") with any "Selected Buyer(s)."

Respondents that can demonstrate their ability to design, build, and manage quality affordable and special needs housing are encouraged to submit proposals.

BACKGROUND

In 1889, the state acquired nearly 1,700 acres from William McPherson Hill to support the state's first public institution for people with intellectual and developmental disabilities ("Original Acquisition"). The former Sonoma Developmental Center ("SDC") – previously known as the California Home for the Care and Training of Feeble-Minded Children (1885-1908), Sonoma State Home (1909-1952), and Sonoma State Hospital (1953-1985) – opened in Eldridge in 1891 and operated as a state-run residential care facility dedicated to serving individuals with developmental disabilities. The Department of Developmental Services ("DDS") ceased operations at the SDC in December 2018.

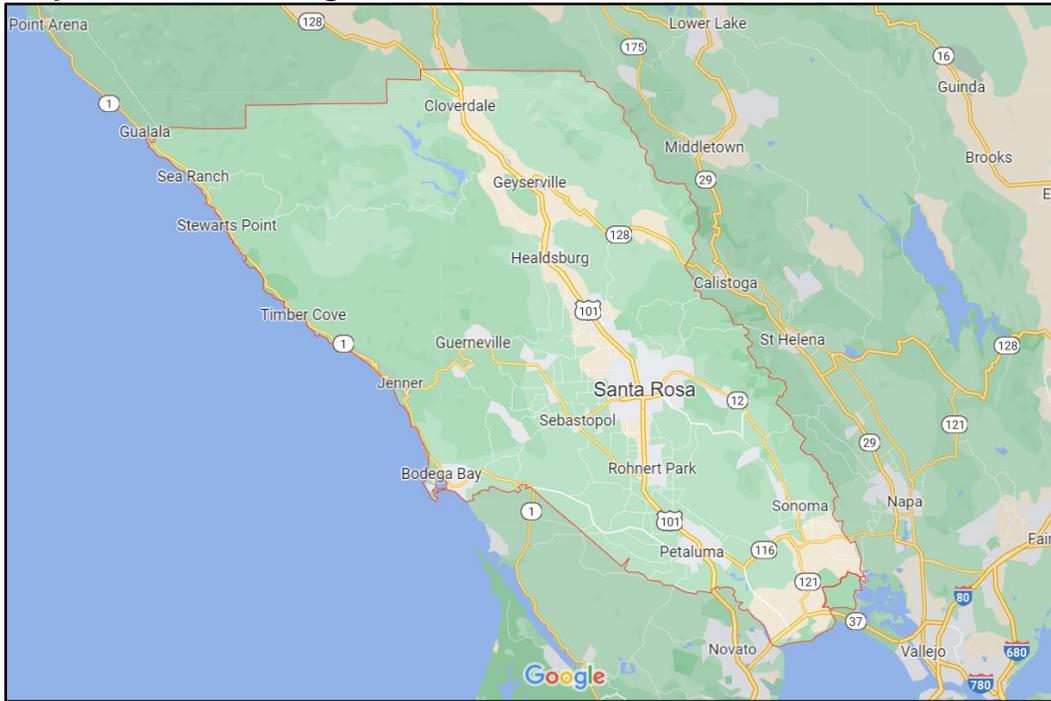
Of the State's Original Acquisition, the State has sold or transferred land to the County of Sonoma ("County") for the Sonoma Valley Regional Park, conveyed conservation easements to the Sonoma County Agricultural Preservation and Open Space District on Sonoma Mountain, and annexed a portion of the SDC to Jack London State Park resulting in an approximately ±180 acre developed core campus ("Subject Property") surrounded by over ±700 acres of open space.

In the October 2015 Plan for the Closure of the Sonoma Developmental Center, the State Department of Developmental Services recognized the unique natural and historic resources of the property and acknowledged that it was not the intent of the state to follow the traditional state surplus property process.

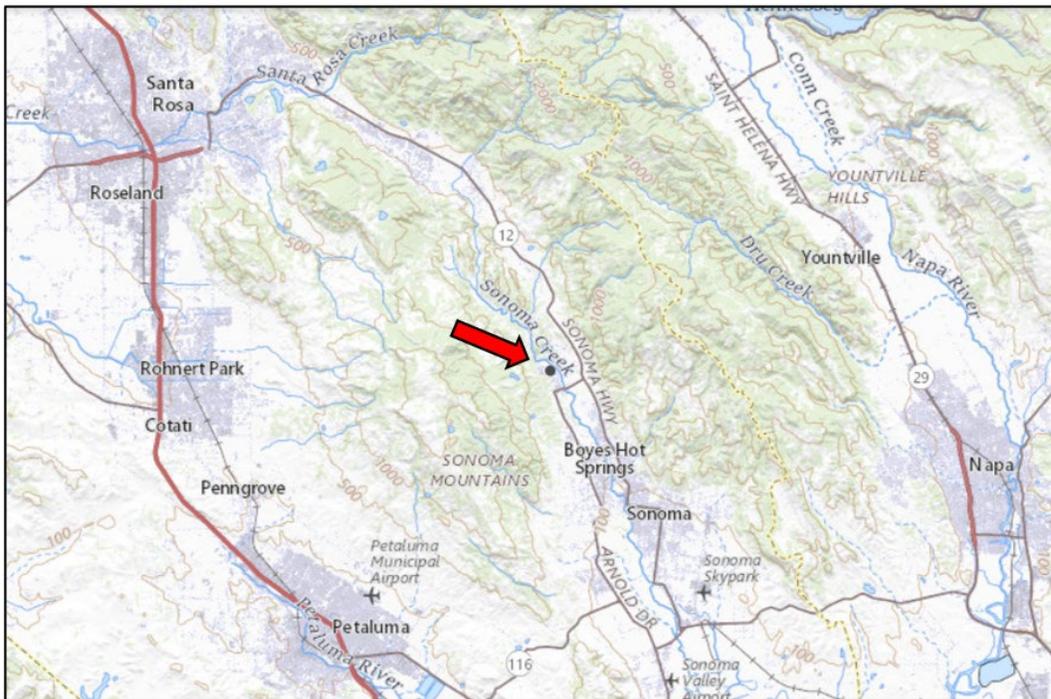
Joint Planning and Disposition Process

The 2019 Budget Act ("Budget") provided one-time, multi-year General Fund ("GF") support for the continuing costs of security and maintenance during the closure of the SDC. The Budget also added Government Code Section 14670.10.5

Maps, Aerials, and Figures



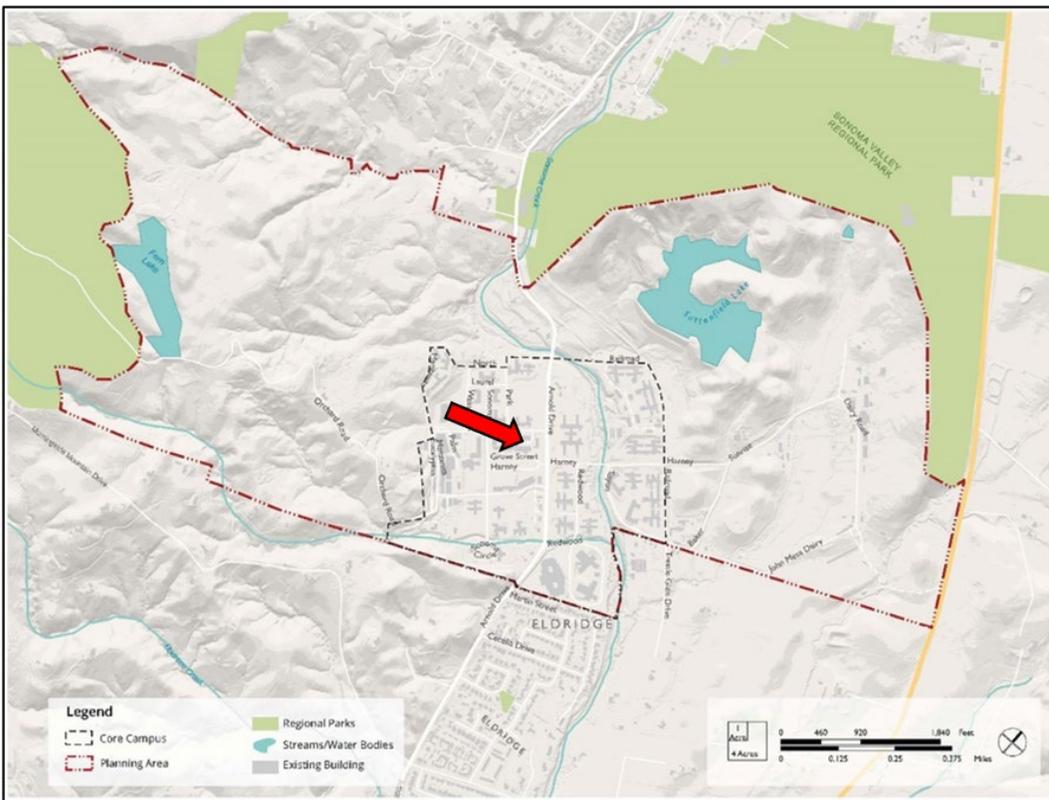
Sonoma County



Regional Context

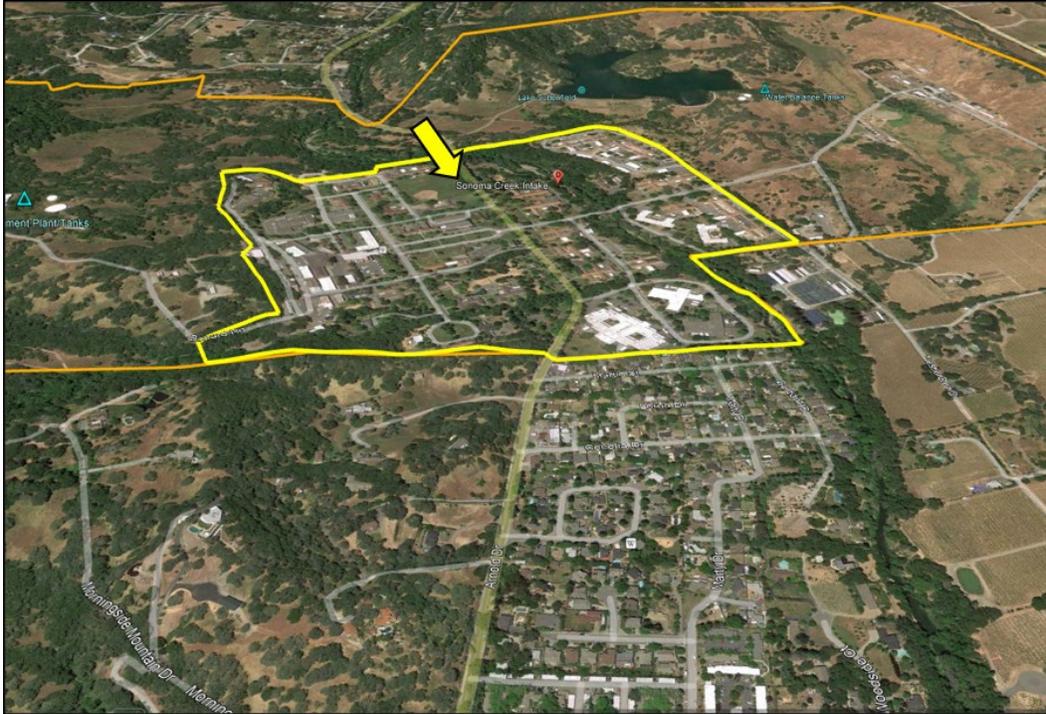


Vertical aerial view of the SDC.

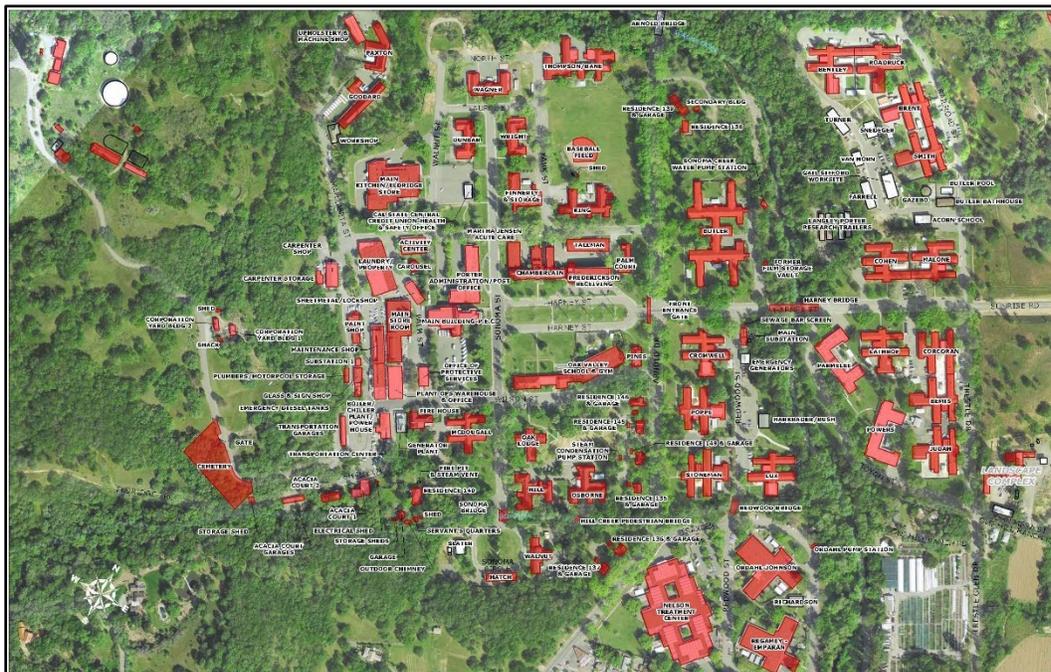


Subject Property indicated with a dashed line.

Note: The boundaries of the Subject Property are subject to change.



Oblique Aerial of the Core Campus looking north from the Eldridge CDP.



Vertical aerial view of a portion of the developed SDC core campus.

Photographs



View of the historic Main Building (Professional Education Center) from Sonoma Street.



View of the former SDC central utility plant.



Utilities and Infrastructure

Interested parties will be responsible for determining the adequacy of the infrastructure and utility services to meet the needs for their proposed project and the cost of any on-site and off-site infrastructure or utility service upgrades. Local utilities that serve the SDC include:

- Water: *Valley of the Moon Water District (anticipated)*
- Sewer: *Sonoma Valley County Sanitation District*
- Stormwater: *Onsite management*
- Solid Waste: *Recology*
- Electricity: *Pacific Gas and Electric & Sonoma Clean Power*
- Natural Gas: *Pacific Gas and Electric*
- Telephone: *AT&T*

Demographics and Market Information

Demographics

For demographic information, see U.S. Census Bureau QuickFacts - Population Estimates, July 1, 2021, (V2021). Below are select demographics from this report. See report for sources of data.¹

| | |
|---|----------|
| Population, April 1, 2020 | 488,863 |
| High school graduate or higher, percent of persons age 25 years+, 2015-2019 | 88.8% |
| Bachelor's degree or higher, percent of persons age 25 years+, 2015-2019 | 35.5% |
| Households, 2015-2019 | 189,374 |
| Housing units, July 1, 2019, (V2019) | 208,305 |
| Owner-occupied housing unit rate, 2015-2019 | 61.5% |
| Median household income (in 2019 dollars), 2015-2019 | \$81,018 |
| Per capita income in past 12 months (in 2019 dollars), 2015-2019 | \$42,178 |

¹ <https://www.census.gov/quickfacts/fact/table/sonomacountycalifornia/PST04522>

Sonoma County Indicators Report

The 2020 Sonoma County Indicators Report, produced by the Sonoma County Economic Development Board, is an annual measure of Sonoma County's overall health using six metrics—economic, environment, health, society, tourism and workforce. Each measure is linked below.

- Economic:
 - <http://sonomaedb.org/Data-Center/Indicators/Economy/>
- Housing:
 - <http://sonomaedb.org/Data-Center/Indicators/Housing/>
- Workforce:
 - <http://sonomaedb.org/Data-Center/Indicators/Workforce/>
- Tourism:
 - <http://sonomaedb.org/Data-Center/Indicators/Tourism/>
- Environment:
 - <http://sonomaedb.org/Data-Center/Indicators/Environment/>
- Health:
 - <http://sonomaedb.org/Data-Center/Indicators/Health/>

Additional metrics include creative and society. Each of these measures is linked below.

- Society
 - <http://sonomaedb.org/Data-Center/Indicators/Society/>
- Creative
 - <http://sonomaedb.org/Data-Center/Indicators/Creative/>

Housing Market Gap

In October 2020, Focus Strategies released a housing market gap analysis report commissioned by the Sonoma County Community Development Commission. The report identified a potential existing housing gap of over 5,400 units in 2019. Based on projected annual population growth rates of 0.55%, the housing gap was projected to increase to more than 7,400 units in 2024. The report also identified an acute shortage of housing that is available and affordable to low-, very low-, and median-income households.²

Sonoma County Housing Market

In April 2022, in Sonoma County the median sale price was \$825,000, a 12.8% year-over-year increase and the median days on market was 28 days.³

² <https://sonomacounty.ca.gov/CDC/Homeless-Services/Continuum-of-Care/PDFs/Sonoma-County-Housing-Market-Gap-Analysis-October-8-2020/>

³ <https://www.redfin.com/county/351/CA/Sonoma-County/housing-market>

PLANNING PROCESS

Previous Planning Efforts

The County's planning agency ("Permit Sonoma") began its public outreach in January 2020. Significant community input has been gathered through community meetings, workshops, and online surveys. Information on community input gathered and work completed to date are available at the project website: <https://www.sdcspecificplan.com/documents/>. Community members have also been engaged since 2015 on their vision for the SDC site, with numerous community members providing input over a span of years prior to the current Specific Plan process. Community outreach will continue as a Specific Plan is developed and finalized.

Current Planning Status

The County is conducting an environmental review process to inform the contents of a specific plan and related planning documents in compliance with the California Environmental Quality Act ("CEQA") and will consider community input and the plan objectives identified in Government Code section 14670.10.5. The County retains full discretion as the planning agency and lead agency to (i) develop, revise, and determine the contents of the specific plan in compliance with CEQA and based on community input and the environmental review process; (ii) select and consider a reasonable range of alternatives in compliance with CEQA; (iii) consider the benefits of adopting a specific plan against any unavoidable significant environmental impacts, if any, prior to taking final action; and/or (iv) adopt an alternative or revised specific plan or determine not to proceed with adoption of a specific plan.

On February 9, 2022, Permit Sonoma filed a Notice of Preparation for a Program Environmental Impact Report ("Program EIR") for the Sonoma Developmental Center Specific Plan ("NOP") with the Governor's Office of Planning and Research, State Clearinghouse. The NOP can be found here: <https://ceqanet.opr.ca.gov/2022020222>. The NOP describes a development program for the core campus ("Project Description") consisting of the following:

- *A housing development program ranging from 450 to 1,000 residential units within the existing 180-acre developed core campus, including market-rate and affordable housing, to meet a diversity of community needs. Housing unit types would include small-lot single-family and attached housing, multifamily housing, and "missing middle" housing that reflects the needs of Sonoma County community and workforce, and housing types that support a range of options including family, co-housing, and senior housing, and support services and/or shelter for the unhoused.*
- *A non-housing development program within the existing 180-acre developed*

core campus including institutional, office, research and development, and other creative uses focused on sustainability and climate-focused enterprises, organizations, and businesses.

- Small-commercial uses—such as restaurants, cafés, and small retail uses—to support neighborhood needs and walkable lifestyles.
 - Visitor and community-serving uses such as a hotel, meeting and event facilities.
 - Public and community uses, such as a museum honoring the legacy of the site, community center or gathering and recreational spaces, emergency command center, fire station, and social support services.
- Parks and community gathering spaces and other green spaces within the existing 180-acre developed core campus, including areas dedicated to wildlife habitat and movement and areas that serve to buffer the community against future wildfire risks.
 - Potential creation of a new vehicular route to connect Arnold Dr and Hwy 12, either as emergency access or full-time multi-modal access.
 - Adaptive reuse and new construction of existing historic contributing buildings such as the Main Building, Sonoma House and key buildings along view corridors. A majority of buildings are likely to be new construction at various heights to ensure efficient use of land and foster compact development, sustainability, and walking and alternative transit use.
 - Climate resilient and multimodal infrastructure may include the development of new streets and bicycle and pedestrian connections, and extensive upgrading of the existing infrastructure as a multi-modal, resilient and sustainable community. Other project components may include but are not limited to development of a microgrid and a recycled water plant/facility, in addition to other utilities and maintenance needs.
 - Open Space Preservation: The Project will also include policies to govern the retention and preservation of the open space surrounding the 180-acre core campus, which encompasses the vast majority of the SDC Property (approximately 765 acres) and includes two lakes, the Eldridge Cemetery, and Camp Via. Policies will address the use of infrastructure within the open space such as the existing water system infrastructure.



Specific Plan Schedule

Permit Sonoma contemplates completing the Specific Plan and related documents pursuant to the following timeline:

| | |
|---|----------------|
| Publish draft Environmental Impact Report (EIR) and Specific Plan | June 2022 |
| Public Hearing on draft EIR | July 2022 |
| Publish final Specific Plan/EIR; Present recommendation to Planning Commission on final Specific Plan/EIR | August 2022 |
| Adoption of Specific Plan, Certification of final EIR by Board of Supervisors | September 2022 |

DISPOSITION PROCESS

Minimum Qualifications and Experience

Respondent may be composed of an individual, individuals, a non-profit or for-profit firm, or a consortium of any, with qualified personnel having previous experience in either real estate development or redevelopment, or both.

Respondent must be in good standing and qualified to conduct business in the State of California.

Respondent shall demonstrate, to the satisfaction of the State, in its sole discretion, that Respondent has the experience and financial capacity to purchase and redevelop the Subject Property, and the ability to obtain project financing from a variety of funding sources and meet the following minimum requirements. The State will evaluate whether:

- A. The Respondent has at least five (5) consecutive years of experience either developing or redeveloping real estate of a comparable size and complexity.
- B. The Respondent has successfully completed at least five (5) projects of a comparable size and complexity.
- C. The Respondent has submitted references addressing its work on five (5) completed projects of a comparable size and complexity. References must include at least one project that included a public funding source and at least one project that included affordable or special needs housing.
- D. The Respondent has experience in developing and managing mixed-income projects, including affordable or special needs housing, or both.
- E. The Respondent has demonstrated its financial capability to purchase and redevelop the property.
- F. The Respondent's proposal contains all the required elements in this RFP.



RFP Schedule

The following Request for Proposal (“RFP”) schedule is provided for Respondent’s information but is subject to change at the State’s discretion.

| Activity | Date |
|--|--|
| Release of Request for Proposals | May 17, 2022 |
| Tour Attendance Email Due | May 30, 2022 |
| Non-mandatory, Self-guided Site Tour | June 6, 2022, 1:00pm to 5:00 pm Pacific Time |
| RFP Questions Deadline | June 13, 2022 |
| State Response to RFP Questions | June 20, 2022 |
| RFP Submittal Deadline | July 15, 2022, 4:00pm Pacific Time |
| End of Proposal Review | Friday July 29, 2022 |
| Begin Respondent Interviews | Week of August 1, 2022 |
| Announce Selected Buyer | August 15, 2022 |
| Exclusive Negotiation Agreement Executed | September 15, 2022 |

Site Tours

A non-mandatory, self-guided site tour of the Subject Property will be held on the date and at the time specified above. Individuals planning to attend the site tour must send an email to: Gerald.McLaughlin@dgs.ca.gov with the subject line “SDC Site Tour” and be received not later than the date listed above. This information will be provided to the Facility Director and Office of Protective Services, so they are aware that you are on the property. The body of the email shall include the following: the name of the individual(s), companies, or teams that will attend the tour (“Attendee(s)”). A tour map will be provided in a reply to the Attendee(s) that will identify the areas of the Subject Property that are open for inspection. The State reserves the right to conduct additional tours with individual(s), companies, or teams, individually or in groups, or not at all.

RFP Questions and Answers

Any questions regarding the RFP must be submitted in writing via US mail, courier, or email and received by the State by the date and time listed above.

All questions regarding this RFP shall be emailed and addressed as follows:

To: Gerald.McLaughlin@dgs.ca.gov
Subject: RFP No. **AMB 2022-05-17**
Body: Question(s)

The State will respond to questions by posting the answers to the project website



listed above by the date listed above ("Q&A Document"). It is the responsibility of the Respondent to access the website for any answers or information on changes/addenda that may be posted.

Please note that any oral instructions, interpretations or explanations given by the State or its representatives will not be binding on the State unless such information is issued in writing as an official addendum to this RFP, or as a written response to questions contained in the Q&A Document.

Questions received after the date and time stated above will not be accepted and will not receive a response.

RFP Submittal Deadline

The State must receive responses to this RFP through Proposal no later than the date and time listed above ("RFP Submittal Deadline"). The Proposal must meet the requirements in the Submittal Requirements below. It is the Respondent's sole responsibility to ensure that its Proposal is received by the State before the RFP Submittal Deadline.

Respondent Interviews

The State reserves the right, at the State's sole discretion, to identify the most qualified Respondents, in which case only such Respondents will be contacted for interviews. The State will notify these Respondents of its request for an interview to be conducted starting the week specified above, if applicable, after receiving and reviewing the Proposals.

Withdrawal of Proposals.

A Respondent may withdraw its proposal at any time prior to the RFP Submittal Deadline by delivering a written request for withdrawal signed by the individual(s) authorized to sign on behalf of the Respondent.

Other

Respondents are encouraged to carefully read the entire RFP, the Authorizing Statute, the NOP, and all other documents and resources referenced in Exhibit 1.

SUBMITTAL REQUIREMENTS

Proposal Guidelines and Format

Proposals shall be submitted on 8-1/2" x 11" paper, with easy-to-read font size and style. Proposals should contain a table of contents. Pages shall be numbered and bound ("spiral/three-ring binder"). Tabbed dividers should separate and identify the response items described below.



Respondents must submit their Proposal via U.S. Mail, in person, or by courier pursuant to the Submittal Requirements below. Proposals delivered in person must be dropped off at the reception desk on the 5th floor of the Ziggurat Building at the address below.

The Respondent shall submit three ("3") hard copies of its proposal in a sealed envelope, including one ("1") original, clearly marked "Original", and one thumb drive containing a copy of the submittal, addressed to State's project manager, bearing the Respondent's name and return address and addressed to the State's Project Manager above and addressed as follows:

Request for Proposal
RFP No. AMB – 2022-05-17
Gerald McLaughlin, Project Manager
Asset Enhancement
Asset Management Branch
Department of General Services
707 3rd Street, 5th Floor MS-501
West Sacramento, CA 95605

Please note that faxes, electronic submissions, or any media other than hard copies accompanied by a thumb drive containing the submittal will not be accepted.

Proposals must be received or delivered no later than the date specified above. All Proposals received after that time will be returned to the Respondent unopened.

CONTENTS OF SUBMITTAL

Respondent's submittal should include all the following and be organized as follows:

A. Cover Letter

The cover letter shall include the name and contact information of the person designated to act as the primary contact and certifying that Respondent meets the Minimum Qualifications and Experience set forth above.

B. Structure and Management

Identify and describe the composition and structure and the legal form of the Respondent, including any joint ventures or limited partners, and entity type (sole-proprietor, corporation, partnership, LLC, etc.) submitting the Proposal and the entity, entities, or parties that would enter into a PSA or other agreements with the State and the name and/or title of the person or persons who will be authorized

to execute any agreements between the Respondent and the State.

Identify the officer, managing member, general partner, or principal(s) and the name of Respondent's legal counsel. Identify Respondent's Key team members and provide their resumes, and provide an organizational chart showing their roles and responsibilities. Key team member's resumes must include the consecutive years of experience either developing or redeveloping real estate of a comparable size and complexity.

A consortium submitting a single proposal should identify a Principal that is authorized to and will represent all members of the team.

Respondent, including each member of a consortium, if applicable, must a) certify that they are in good standing and qualified to conduct business in California; or b) provide a Certificate of Status that shows they are in good standing and qualified to conduct business in California.

C. Relevant Project Experience

Provide a minimum of five (5) comparable projects of a comparable size and complexity, completed by the Respondent and describe the Respondent's Key team members', including any officer, managing member, general partner, or principal, and their roles and responsibilities in the comparable project. A comparable project may include development, redevelopment, or both, of properties of comparable size and complexity. At a minimum, this information should include:

1. The name and location of the comparable project.
2. A project description including the location, land use(s), product type(s), size of the project or number of units, and density of development and include the amount and type of any affordable or special needs housing.
3. A brief description of the planning and land use entitlement process involved.
4. Amount of project financing obtained and the structure and sources of all debt and equity, including any public sources of financing.
5. Project timeline from start to finish.
6. The details of any adaptive reuse of historic structures, if applicable.
7. A reference addressing Respondent's work on the project.

D. Financial Capability

The State seeks assurances that the Respondent has the financial capability to acquire and redevelop the Subject Property commensurate with the Respondent's proposal. The Respondent shall provide the last three years of

compiled or certified financial statements, including a recent balance sheet and income statement for the Respondent. Respondent shall outline its financing strategy.

E. Proposal

Each submittal shall include the following:

1. Project Description

The Respondent's proposal should include a detailed and cohesive description describing the Respondent's proposed project, including at a minimum and as appropriate: the development concept for the site; proposed building square footages; building heights; number of stories; number of units; size of units; details for any below market rate ownership programs; and any adaptive reuse of historic structures. In addition, for any rental housing, the Respondent's proposal should include: proposed rents; affordability levels; and the number and type of deed restricted affordable housing units for individuals with developmental disabilities.

Respondent shall clearly indicate and provide an explanation of how the Respondent's proposal is consistent with the Project Description currently set forth in the County's NOP; achieves the objectives identified in the Authorizing Statute; facilitates disposition of the property as contemplated by the Authorizing Statute; and is in the best interests of the State.

2. Site Plan, Elevations, and Renderings

The Respondent's proposal shall include a conceptual site plan, elevations, and renderings of the Respondent's Project. The site plan should illustrate the proposed project concept for the site, including: proposed building footprints; proposed open spaces and landscape design concepts; parking; and vehicular and pedestrian access.

Elevations and renderings should provide a comprehensive view of the entire development and illustrate proposed building massing and height, fenestration, materials and colors of all finishes, and related architectural elements.

3. Schedule

The Respondent's proposal shall provide a narrative and graphical nonlinear schedule of all phases of development including, as applicable: acquisition of financing; formulation of development concepts; community outreach additional entitlements; design; plan review; and development. For the purposes of the Respondent's proposal, the Respondent's schedule should assume that the Specific Plan is approved by September 2022.

4. Pro forma

Respondent must include a comprehensive development pro forma for its proposed project with development costs including both on- and off-site, vertical and horizontal improvements, costs of repurposing existing buildings, if any, and any development impact fees or costs. The development pro forma must include a calculation of the return on investment to the Developer and include interest rate assumptions for all sources of debt and equity and show the land residual to support the price included in Respondent's proposal.

The development pro forma shall include a detailed source and uses of funds statement that covers all project costs from design and construction, including all hard and soft costs.

5. Description of Benefits to the State.

A transfer, sale, or disposition of the property will be based on a determination that it is in the best interests of the State. For the purposes of this RFP, the following criteria provides an opportunity for Respondents to demonstrate how their proposal is in the best interests of the State:

a. Project's Specific Benefits to the State

The Respondent's Proposal shall include a description of the benefits offered by the Respondent's proposal. Examples of such benefits include, the number or type of affordable units, level of affordability, housing that is deed restricted to provide housing for individuals with developmental disabilities, below market rate ownership programs, sustainability approach, and adaptive reuse of historic resources.

b. Price and Terms of Offer

The Proposal must specify an all-cash price for the Subject Property. The all-cash price must include the maximum cost of any deductions related to the price offered. The Proposal may include, in addition to cash offers, a price or prices based on (1) the satisfaction of various conditions such as different phases of the entitlement process, (2) installment sales with reasonable terms and conditions such as payment geared to takedown, or (3) a base price and participation in future increments in value or a revenue sharing formula that reflects the value added upon full entitlement, resale, and/or development.

Conditions to Close and Schedule of Performance: The Respondent's Proposal must specify all conditions for closing escrow, i.e., anything that must occur prior to closing, and include a timeline schedule and key benchmarks to satisfy the conditions.

No Project Approval: Issuing this RFP, or entering an ENA or PSA, shall not constitute a project approval or approval of Respondent's or Selected Buyer's proposed project and does not constitute a commitment to any definite course of action.

Final Approved Specific Plan – Amendments to PSA: It is anticipated, in accordance with G.C. 14670.10.5 and the Land Use Planning Agreement, that the County will complete a Program EIR, related General Plan Amendment, and Rezoning as part of the Specific Plan process. However, Selected Buyer is ultimately responsible for securing all required entitlements for its proposed project.

The State and Selected Buyer may amend the ENA and PSA to adjust for any required changes that may result from the County's adoption of a Final Specific Plan and related documents. The amendment may include adjustments in the total acreage available for development or specific types of development, the boundaries of developable areas, or the intensity and density of allowed development, or any other conditions of approval.

Any Additional Entitlement Requirements: Proposals that are conditioned on the County approving land use entitlements must include a detailed description of the entitlements and actions by public agencies required to secure said entitlements. The description should address if and how the proposed entitlements vary from the Authorizing Statute, the County's NOP, or both. The State is prepared to cooperate with a Selected buyer and the County in securing entitlements if they further the goals of the Authorizing Statute.

Any agreements shall not be valid or binding upon the State unless in writing and not until the agreement is executed by authorized representatives of the State and of the Selected Buyer.

SELECTION OF BUYER

The purpose of this RFP is to enable the State to enter an ENA and then a PSA with the Respondent, who, as determined by the State in its sole and absolute discretion:

1. Meets the minimum qualifications and experience requirements;
2. Demonstrates how Respondent's proposal is consistent with the Project Description as put forward in the County's NOP and achieves the goals and facilitates disposition of the property as contemplated by the Authorizing Statute; and
3. Demonstrates its proposal is in the best interests of the State for purposes of this RFP, which may include a combination of factors, including revenue, and non-monetary benefits, e.g., affordable housing units, deed restricted special needs housing units, affordability levels, sustainability approach, and adaptive reuse of historic resources, the number or type of affordable units, level of affordability, housing that is deed restricted to provide housing for individuals with developmental disabilities, below market rate ownership



programs, sustainability approach, adaptive reuse of historic resources, and Respondent's demonstrated ability to deliver housing projects efficiently and timely.

Disclosures, Representations, and Warranties:

The State obtained the information contained in or linked to in this RFP from sources deemed reliable; however, the State makes no guarantees, warranties, or representations, nor expresses or implies any opinion concerning the accuracy or completeness of the information provided. It is furnished solely as an aid to interested parties. Interested parties are responsible for undertaking all necessary investigation on and off the State property to determine the suitability of the State property for Respondent's intended use.

Closing Costs

All closing costs shall be paid by the Selected Buyer, including but not limited to any applicable documentary transfer taxes, premiums for any title policy, escrow fees and costs, surveys, and document recording charges for the Deed and Deed of Trust. In no event shall the State be responsible for any real estate brokerage fees.

The California Public Record Act

All documents submitted in response to this RFP will become the property of the State of California and are subject to review or release to the public under the California Public Records Act, Government Code section 6250 et seq., unless the State in its sole and absolute discretion determines there is a legal basis for exemption. Any document submitted which has been marked "Confidential" or "Proprietary" will not be accepted.

Reserved Rights of the State

This RFP does not commit the State to enter a contract, nor does it obligate the State to pay for any costs incurred in preparation and submission of proposals or in anticipation of a contract. The State reserves the right to:

1. Select a Respondent, or Respondents based on its sole discretion
2. Reject any or all proposals
3. Issue subsequent Requests for Proposals
4. Postpone opening proposals for its own convenience
5. Remedy errors in the Request for Proposals process
6. Negotiate with any, all or none of the Respondents
7. Sell all or part of the Subject Property to more than one Respondent
8. Accept other than the highest offer or offers
9. Waive informalities and irregularities in the SOQs or Proposals
10. Enter into an agreement with another Respondent in the event the

originally selected Respondent defaults or fails to execute an agreement with the State in the time required.

11. The right to request further documentation from a Respondent.

12. Proceed with the sale of the Subject Property, even if the county does not adopt a Specific Plan, amend the General Plan, rezone the Subject Property, or certify a final EIR.

EXHIBIT LIST

EXHIBIT 1. Additional Relevant Documents and Resources

EXHIBIT 2. Scoring Criteria

EXHIBIT 1 ADDITIONAL RELEVANT DOCUMENTS AND RESOURCES

County Documents and Materials:

1. Link to County's Notice of Preparation filed February 9, 2022:
<https://ceqanet.opr.ca.gov/2022020222>
2. Link to Sonoma Developmental Center Specific Plan website:
<https://www.sdcspecificplan.com/>
3. Link to County Sonoma Developmental Center Specific Plan website:
<https://sonomacounty.ca.gov/PRMD/Long-Range-Plans/Sonoma-Developmental-Center/>

State Documents and Materials:

Send an email to Gerald.McLaughlin@dgs.ca.gov to request the following documents:

1. Phase I Environmental Site Assessment (URS, 2016)
2. Existing Conditions Report and Appendices (WRT, 2018), including:
 - a. Preliminary Geologic Hazard Report
 - b. Hydrology and Site Infrastructure
 - c. Natural and Recreational Resources
 - d. Limited Phase II Site Investigation Report
 - e. Mobility Assessment
 - f. Building System Assessment
 - g. Structural Condition Assessment and Checklists
 - h. Building Hazardous Materials Assessment
 - i. Historic Resource Evaluation and Inventory Report
3. Historic Resource Inventory and Evaluation Report (JRP, 2019)
4. Documentation of the Sonoma State Home Historic District to HABS/HAER Standards (JRP, 2020)
5. Phase II HazMat Buildings (Asbestos, Lead Paint, Copper/Lead in Water, Universal Wastes)
6. Phase II Environmental Site Assessment: UST/AST
7. Tank Decommissioning Closure Report (ERRG, 2021)
8. Structural Assessment of Main PEC building (ZFA, 2021)
9. Arborist Tree Survey (ECORPS, 2021)
10. Reservoir Inundation (Wood Rogers, 2018)
11. Reservoir Emergency Action Plans (Wood Rogers, 2021)
12. Water Distribution and Sewer Assessments (Wood Rogers, 2021)

EXHIBIT 2 SCORING

Failure to meet the following requirements at the time of Respondent's proposal submittal will be grounds for the State to deem Respondent non-responsive and ineligible for selection. In submitting a proposal, each Respondent must certify that it possesses the following qualification requirements:

| Qualification Requirement | Yes | No |
|---|-----|----|
| The Respondent has at least five (5) consecutive years of experience in either developing or redeveloping real estate of a comparable size and complexity. | | |
| The Respondent has successfully completed at least five (5) projects of a comparable size and complexity. | | |
| References – reviewers will evaluate references addressing Respondent's work on five (5) completed projects of a comparable size and complexity. References should include at least one project that included a public funding source and one project that included affordable housing, special needs housing, or both. | | |
| The Respondent has experience in developing and managing mixed-income projects, including affordable or special needs housing, or both. | | |
| The Respondent has demonstrated its financial capacity to purchase and develop the property. | | |
| Proposal response contains all the required elements in this RFP. | | |

Scored Proposal Points

| CATEGORY | SCORE |
|---|--------------|
| Total Possible Points | 1,000 |
| 1. Experience of the Respondent | 400 |
| A. Years in business - reviewers will evaluate the number of years the Respondent has been in the housing development business. | 75 |
| B. Number of projects developed of a comparable size and complexity - reviewers will evaluate the number of completed projects of a comparable size and complexity. | 75 |
| C. Number of affordable housing projects developed - reviewers will evaluate how many | 75 |

| | |
|--|------------|
| affordable housing projects the Respondent has completed. | |
| D. Number of special needs projects developed - reviewers will evaluate how many special needs housing developments the Respondent has completed. | 75 |
| E. Breadth of experience of the firm, key team members in developing similar projects (include architecture, engineering, finance, etc.) – reviewers will evaluate the number of projects of a similar size and complexity that the Respondent has completed. | 100 |
| 2. Project Objectives | 100 |
| A. The Respondent adequately demonstrated that its proposal is consistent with the Project Description in the County's NOP – reviewers will evaluate Respondent's explanation of how the Respondent's proposal is consistent with the Project Description set forth in the County's NOP. | 50 |
| B. The Respondent adequately demonstrated that its proposal achieves the goals and facilitates disposition of the property as contemplated by the Authorizing Statute. | 50 |
| 3. Financial Strength of the Respondent | 100 |
| A. Financial Strength of the Respondent – reviewers will evaluate the financial statements provided by the Respondent. | 50 |
| B. Respondent's experience obtaining funds from multiple sources to finance projects – reviewers will evaluate Respondent 's experience obtaining funds from multiple financing and equity sources, including public sources of financing. | 50 |
| 4. Benefits to the State | 400 |
| A. Project's Specific Benefits to the State– reviewers will evaluate the number and type of affordable and deed restricted special needs housing units, affordability levels, any below market rate ownership programs, sustainability approach, and any adaptive reuse of historic resources. | 150 |
| B. Price, Terms and Conditions in Respondent's offer – reviewers will evaluate the price, terms, and conditions, including timelines consistent with the Authorizing Statute and whether the proposal is likely to result in the highest and most certain return. | 250 |

Proposal Evaluation Scoring Criteria

| Percent of Points Awarded | Interpretation | Basis for Point Assignment |
|----------------------------------|-----------------------|---|
| 0% - 30% | Minimal | Proposal meets minimum requirements. |
| 31% - 60% | Adequate | Proposal adequately addresses state's needs, requirements, and expectations. Any omissions, flaws or defects are inconsequential. |
| 61% - 100% | Excellent | Proposal fully meets or exceeds State's needs, requirements, and expectations. |

The Scored Proposal Points above specify the total number of points available for each criterion. Using the Proposal Evaluation Scoring Criteria above, the evaluation team will determine the percentage points to be awarded to each criterion and multiply that percentage by the total number of points available for that criterion to determine the score.