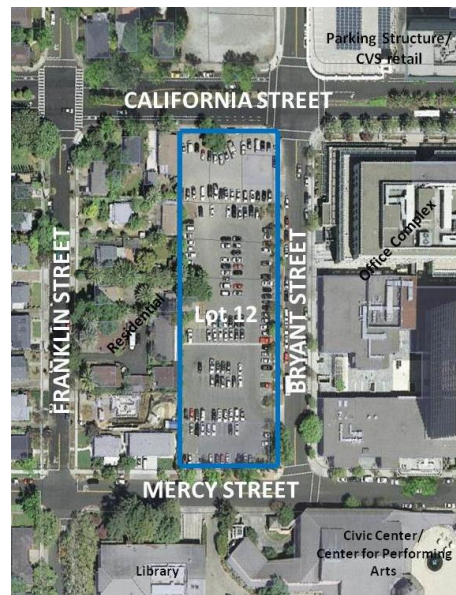




# REQUEST FOR QUALIFICATIONS

## Residential/Mixed-Use Development Opportunity

### Lot 12 Mountain View, California



**Issue Date: May 15, 2019**

**Due Date: August 1, 2019 by 5:00 p.m.**

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**CITY OF MOUNTAIN VIEW**  
**COMMUNITY DEVELOPMENT DEPARTMENT**  
**Attention: Assistant Community Development Director**  
**500 Castro Street**  
**Mountain View, CA 94041**

<b>RFQ: Residential/Mixed-Use Development Opportunity</b>	<b>REQUEST FOR QUALIFICATIONS (RFQ) COVER PAGE</b>	<b>Response Deadline: By August 1, 2019, 5:00 p.m., Pacific Standard Time</b>
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**Subject:** Lot 12 Request for Qualifications (RFQ)

Company: \_\_\_\_\_

Name: \_\_\_\_\_

(PRINT OR TYPE)

Federal Tax I.D. No. \_\_\_\_\_

Signature of Development Team Representative\*:

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

Title: \_\_\_\_\_

State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Date: \_\_\_\_\_

Tel. No. \_\_\_\_\_ Fax No. \_\_\_\_\_

E-Mail: \_\_\_\_\_

*\*Authorized Signature: The signer declares under penalty of perjury that she/he is authorized to sign this document and bind the company or organization to the terms of this Agreement. The Qualifications submittal and any other documents submitted in response to the foregoing shall form a part of and be construed with the purchase order/contract.*

ONLY RESPONSES WITH AN ORIGINAL SIGNATURE WILL BE ACCEPTED.

**This cover page must be completed and submitted as part of your response.**

**FOR QUESTIONS REGARDING THIS REQUEST FOR QUALIFICATIONS, PLEASE CONTACT:**

**Jeanette Tapiru, Community Development Department**

**Telephone: 650-903-5001**

**E-mail: [jeanette.tapiru@mountainview.gov](mailto:jeanette.tapiru@mountainview.gov)**

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ATTACHMENT A – Map of Lot 12

ATTACHMENT B – Map of Downtown Parking Lots

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## SECTION 1. SUMMARY OF THE OFFERING

### A. Introduction

The City of Mountain View (City) is pleased to issue this Request for Qualifications (RFQ) to developers interested in leasing and developing one Downtown surface parking lot, identified as Lot 12 and shown in Figure 1.

Lot 12 is an approximately 1.5-acre parcel of land measuring 150' x 435'. The property is located in downtown Mountain View, one block west of Castro Street, across the street from the Civic Center, Center for the Performing Arts, and Library, close to two parks and five blocks from the Mountain View Transit Center, an inter-modal transit center served by VTA, Caltrain, and numerous employer shuttles.

The site is available for development on a long-term ground lease from the City to a highly qualified development team. Development of the site will advance the City's goals of increasing housing opportunities, including affordable housing; realizing high-quality infill/transit-oriented development that enhances the built environment in this downtown transition zone; and creating a distinct character and sense of place, facilitated by the inclusion of a modest amount of retail or nonoffice space. Lot 12 currently has 160 public parking spaces and replacing all 160 spaces, in addition to satisfying the project parking requirements, is a requirement of the site.

The ideal development team will have the demonstrated experience, financial and technical capability, creativity, and capacity to develop the property consistent with City goals for a high-quality residential mixed-use project.

The process for marketing the Lot 12 property for development begins with this Request for Qualifications (RFQ) and will be followed by a Request for Proposals (RFP) issued to a small number of respondents that the City, in its sole discretion, determines to be the best qualified. Information regarding the marketing of Lot 12

**Figure 1. Lot 12**



can be found online at [www.mountainview.gov/lot12](http://www.mountainview.gov/lot12). This website may be periodically updated with information pertaining to the Lot 12 RFQ, and it is the sole responsibility of interested applicants to ensure that they check this website frequently to ensure that they have the latest information on the Lot 12 RFQ process. Responses to this RFQ must be received by the City by August 1, 2019, 5:00 p.m., Pacific Time.

## **B. Project Objectives**

The primary project objectives are as follows:

- Residential development project with a minimum of 50 percent of the total units with affordability deed restrictions for low-/moderate-income households, with incomes up to 120 percent of the area median income (AMI).
- Desire for inclusion of a limited-retail or nonoffice mixed-use component, befitting of Mountain View's vibrant downtown and proximity to the Mountain View Transit Center and that creates community and a sense of place.
- In addition to meeting the on-site parking requirements of the project, the selected development team will be required to replace all 160 public parking spaces currently on Lot 12.
- Achievement of a transit- and pedestrian-oriented development that aligns with the community goals and strategies for a vibrant, active downtown Mountain View as stated in the Downtown Precise Plan and by Council.

## **C. Regional and Local Context**

The City of Mountain View lies approximately 10 miles north of San Jose and 35 miles south of San Francisco. Mountain View is located in the heart of Silicon Valley and is home to many established high-technology firms and respected institutions. Google, Microsoft, LinkedIn, Intuit, Symantec, Synopsys, and the NASA Ames Research Center all have major campuses within 3 miles of Lot 12. San Francisco and San Jose International Airports are both located within a 30- to 45-minute driving time. Levi's Stadium, home of the San Francisco 49ers, is located in the nearby City of Santa Clara and is accessible by light rail from the Mountain View Transit Center.

Lot 12 is strategically located on Bryant Street, between Mercy and California Streets, in downtown Mountain View. It is one block from the Mountain View



Civic Center, the Center for the Performing Arts, the Library, and Pioneer Park. Lot 12 is also within easy walking distance to retail, services, amenities, and Kaiser Permanente. Downtown is home to nearly 90 restaurants, over 40 unique retailers, and various personal service businesses. Over 100 business offices are in downtown, which has recently evolved into a destination of choice for high-technology start-up businesses.

At the north end of Castro Street and six blocks from Lot 12 is the Mountain View Transit Center, a multi-modal transit hub served by Caltrain commuter rail, Santa Clara Valley Transportation Authority (VTA) light rail and bus service, and numerous employer shuttles serving major employers in Mountain View and throughout the Silicon Valley. At the south end of Castro Street is El Camino Real, which is three blocks from Lot 12 and is a major arterial and commercial/mixed-use corridor with frequent VTA bus service.

#### **D. Residential Market and Affordable Housing**

Mountain View is just over 12 square miles in land area with approximately 84,000 residents and a daytime service population of approximately 124,000. There are 35,000 residential units in the City composed of approximately 20,000 rental units and 15,000 ownership units.

Given the strong employment market, the presence of major corporations, and the location in Silicon Valley, the cost of housing in Mountain View is one of the highest in the country. The median price of a house has increased from approximately \$500,000 in 1999 to \$2.35 million in 2019. The median rent across all 2-bedroom apartments in Mountain View has increased from \$1,990/month in 2010 to \$3,275/month in 2019. However, rents for new 2-bedroom apartments can range between \$5,500/month and \$8,000/month.

In response to the significant need for affordable housing, the City Council established a goal to increase the quantity, diversity, and affordability of housing in Mountain View. The City has a variety of programs to help achieve this goal, including a Below-Market-Rate affordable housing program, an affordable housing development loan program, and redeveloping City-owned sites such as Lot 12. The City has approximately 1,400 deed-restricted housing units affordable to households between 30 percent of AMI and 60 percent AMI. While a majority of the units are general affordable housing units, approximately 45 percent of the units are for seniors and some are for special needs.

## E. Downtown Precise Plan

The Downtown Precise Plan provides the framework for facilitating vibrant mixed-use development that enhances the sense of place and community to achieve the following Precise Plan vision:

“Downtown Mountain View is the historic center and civic focus of the community, and the ‘heartbeat’ of the City. The downtown is characterized by a concentration of activities, including civic functions and cultural events, as well as a vital residential and commercial district, all of which provide a strong focal point for the City. The downtown is a natural place for everyone to come to be a part of important events that affect the whole community. The downtown is also the natural place to go to meet one’s friends, relax outdoors over a cup of coffee, pick up some groceries, find entertainment, or just go for a stroll.”

Lot 12 provides a key development opportunity in downtown Mountain View to help achieve that vision. Lot 12 is a rectangular-shaped lot of approximately 1.5 acres located in the City’s Downtown Precise Plan, Area C—Bryant Street Mixed-Use Transition Area and benefits from its superb location, given its proximity to public transportation, jobs, retail, restaurants, services, and amenities. This provides a rare opportunity to create a signature transit-oriented development of a scale that meets the needs of the City and of the community, while adding to the vitality and the pedestrian realm of downtown. Lot 12 is located directly adjacent to lower-density and single-family residential uses in Area B—Franklin Street Residential Transition Area, and appropriate transitions shall be incorporated in the development of Lot 12.

The following are key provisions of the Precise Plan, Area C:

- Residential (up to 50 dwelling units (DU)/acre) along the midblock Bryant Street frontage and all upper floors, which could generate approximately 75 units on this site. Provides density flexibility for affordable housing, efficiency units, and senior housing.
- Building heights up to three stories with flexibility up to four stories.
- Ground-floor commercial at the corners and along Mercy Street and California Street, including retail, personal/business services, and art galleries.
- Upper-floor office at the corners and along Mercy Street and California Street.

- More detailed information on development standards and guidelines, as well as permitted and provisionally permitted uses, is outlined in the Precise Plan, available on the City website at <https://www.mountainview.gov/civicax/filebank/blobdload.aspx?blobid=2768>.

Note that certain parts of the Downtown Precise Plan are anticipated to be updated starting in fall/late 2019. Unless/until any modifications as part of the Precise Plan update process take place, deviations from the current Precise Plan would require an amendment. However, a project that conforms with State Density Bonus Law by providing specified percentages of affordable housing at applicable household income levels would be eligible for incentives, concessions, and/or other forms of assistance, which could include modifications to allowable density, height, and parking.

#### **F. Council Direction on Lot 12 Development Priorities**

In response to the significant need for housing and especially affordable housing, the City of Mountain View seeks to lease one downtown surface parking lot identified as Lot 12 for mixed-use residential development with a modest retail or nonresidential component. The City Council has held three Study Sessions over the past few years to provide input on specific development priorities for Lot 12. These priorities include creating affordable housing, replacing the 160 public parking spaces on Lot 12, addressing the City's jobs-housing imbalance, and creating a sense of place and community. During the Study Sessions, the City Council has stated that revenue generation is not a priority for Lot 12.

Below is a summary of Council's input from the most recent Study Session held in October 2018 (see Attachment C). Note that input from the Study Session was not officially approved by a vote of the Council and may be subject to change prior to issuance of the Lot 12 RFP.

- Residential Use
  - Up to 120 residential units. (Council approval of a project that exceeds the development capacity of the site may require an amendment to the Downtown Precise Plan unless/until the Precise Plan is changed as part of the modification process noted in Section 1.E above.)
  - Affordability requirement: At least 50 percent of the units must be deed-restricted affordable units.

- Income levels: The affordable units shall be affordable to households earning up to 120 percent of the AMI adjusted for household size.
- Targeted Population: Flexible.
- Nonresidential Use
  - Include ground-floor, nonresidential use(s).
  - Flexibility on type use(s) except for office use.
  - Flexibility on square footage, up to 10,000 square feet.
  - Desire for unique or innovative uses that can also create a sense of place and serve the residents as well as the broader community.
  - Potential for minimal City contribution to help subsidize desirable uses.
- Height and Design
  - Flexibility on height (up to 6 stories versus 3 to 4 stories as stated for Area C). (Council approval of a project that exceeds the current height limit may require an amendment to the Downtown Precise Plan unless/until the Precise Plan is changed as part of the modification process noted in Section 1.E above.)
  - Must incorporate excellent architecture and design.
  - Must be sensitive to adjacent uses, particularly the existing residential community to the west of Lot 12. Appropriate transitions, such as setbacks, step-backs, screenings, etc., must be incorporated.
- Parking
  - Replace all 160 public parking spaces.
  - Incorporate TDM strategies.
  - Supportive of parking innovations, which could include shared parking, unbundled parking, or stackers.
  - Supportive of lower parking ratios for affordable housing, supported by a parking study.

- For a project with market-rate residential units, reference the Mountain View Model Parking Standard. However, it is possible to incorporate a lower parking ratio if it can be demonstrated that a lower parking ratio sufficiently parks the uses and does not create spillover parking demand onto adjacent streets.
  - Park the nonresidential uses.
  - To the extent possible, flexibly design the project to facilitate repurposing parking facilities to other uses in the future.
  - *Summary guidance on parking: Replace all of the public parking and sufficiently park the new uses but be innovative, incorporate design flexibility, and include a robust TDM strategy. There could be support for lower parking ratios for residential and nonresidential if the ratios can be demonstrated to be sufficient when considered in context with the project's design and parking/TDM strategy.*
- Placemaking
    - Support for creating a sense of place and for the Lot 12 development to function as a community asset both for the residents of Lot 12 and for the adjacent communities.
    - Input on types of amenities ranged from gardens, community art, playground, water structure. Something different and unique and that can accomplish a sense of community.
    - Recognition that retail could be more difficult, or needs to be differentiated, due to its location, but would like appropriate retail/mixed-use to be incorporated if possible.
    - *Summary guidance: There is flexibility and room for innovative mixed-use approaches. Possible uses could include, but not be limited to, examples provided by the Council. For example, a mixed-use component related to food could be a strong concept. This could be a use that includes space for a community kitchen, which could function as a community space for the residents of Lot 12, an innovative kitchen incubator for food entrepreneurs to use, a job training facility for residents of Lot 12 or for nonprofits to develop skills for work in the food industry, a space for food production for catering or for an on-site café, etc. Public art could be incorporated throughout this use and a quasi-public gathering space such as a sidewalk café or well-landscaped seating area for patrons could be incorporated. The ultimate goal would be to*

*incorporate a mixed-use component that has as many positive, synergistic effects as possible, including benefiting Lot 12 residents, functioning as a broader community asset, creating a sense of place, providing opportunities for economic development of a unique nature, and enhancing the vitality of the Bryant Street and downtown overall.*

## **G. Preliminary Site Assessment**

The City has conducted some preliminary site assessment for Lot 12, including:

- Environmental Site Assessment—The City conducted Phase I and Phase II assessments as part of the Lot 12 RFQ process and the assessments did not yield environmental concerns at the time. The Lot 12 entitlement process would still require environmental review subject to the California Environmental Quality Act (CEQA), and any environmental conditions identified through the process would require an appropriate response at that time.
- A.L.T.A. Survey—The City prepared an American Land Title Association (A.L.T.A.) Survey which will be made available to prospective tenants/developers during the RFP process. The A.L.T.A. Survey identifies all existing topographic features of the property and all matters of record and not of record. There is nothing in the A.L.T.A. Survey that indicates development of the property to its full potential is restricted in any way.
- As of the writing of this RFQ, the City is also undergoing the preparation of a Parcel Map to merge a number of legal lots into a single lot to facilitate development and to comply with the Subdivision Map Act. The recorded Parcel Map will be made available online once completed and approved.

Information on the preliminary site assessments can be accessed online at: [www.mountainview.gov/lot12](http://www.mountainview.gov/lot12). This site may be updated periodically and is the sole responsibility of interested applicants to ensure that they check this website frequently to ensure that they have the latest information.

**SECTION 2. RFQ/RFP TIMELINE AND DEVELOPMENT PROCESS**

**A. RFQ/RFP Schedule**

Responses to this Lot 12 RFQ process shall be received by the City by 5:00 p.m., August 1, 2019. The submittals shall be evaluated and the City Council shall consider a short list of the most qualified applicants on September 10, 2019. The City of Mountain View may amend this schedule with written notice to all proposers.

The table below also provides a tentative schedule for the RFP process, which is subject to change. A final schedule will be published in the RFP materials following conclusion of the RFQ process.

<b>Date</b>	<b>Activities</b>
<b>RFQ Process</b>	
May 15, 2019	Issuance of RFQ
June 3, 2019	RFQ Pre-Submittal conference for questions/information requests; 2:00 p.m. to 4:00 p.m., Mountain View City Hall, Plaza Conference Room (2nd Floor). Please refer to Lot 12 RFQ website for updates and call-in information.
June 10, 2019	Last day for development teams to submit questions on RFQ
June 28, 2019	City responds to questions by this date
August 1, 2019	RFQ qualification submittals due by 5:00 p.m., Pacific Standard Time
September 10, 2019	Council recommendation on short list
<b>RFP Process (Tentative)</b>	
Early November 2019	Issuance of RFP
Mid-November 2019	RFP Pre-Proposal conference for questions/information requests
Late November 2019	Last date for questions and request for clarification on RFP
Early December 2019	City responds to questions
Mid-January 2019	RFP responses due by 5:00 p.m.
Early February 2020	Developer interviews
Early March 2020	Council recommendation on preferred Developer/team
Late March 2020	Begin Exclusive Right to Negotiation resulting in Detailed Business Term Sheet to become basis for DDA and ground lease.

**B. Development Schedule (Projected)**

The selected development firm, following the receipt and evaluation of formal proposals submitted in response to the RFP that shall follow this RFQ process, is expected to enter into an Exclusive Right to Negotiate with the City in March 2020, which will form the foundation for the required disposition and development agreement (DDA) and ground lease. Upon execution of the DDA and ground lease, the development firm is expected to submit development plans for the project and commence the environmental review phase. After City Council

approval of the recommended developer/team expected in early November 2019, the following is a projected development schedule:

## **2020**

- February 2020 – Developer/team selected and RFP process concludes.
- March 2020 – City and selected developer enter into Exclusive Right to Negotiate Agreement and commence negotiations.
- Third Quarter 2020 – City and Developer execute Ground Lease and Disposition and Development Agreement.
- Fourth Quarter 2020 – Developer submits development plans and application.

## **2022**

- First Quarter 2022 – Entitlements and Environmental Review complete.
- Third Quarter 2022 – Submit construction drawings and apply for Building Permit.

## **2023**

- Second Quarter 2023 – Building Plan approval.
- Third Quarter 2023 – Construction begins.

## **2025**

- Third Quarter 2025 – Project complete.

### **C. Planning and Entitlements**

The following permits and entitlements will be required for the development process of the property following the subsequent RFP process once this RFQ process is complete:

- A development conforming to the development standards of the current Downtown Precise Plan will require a Planned Community Permit and related development permits, as well as and environmental review under the CEQA. The Zoning Administrator will make a recommendation to the City



Council regarding the approval of the development permits and CEQA determination. A Precise Plan Amendment and environmental review would be required if the proposed project deviates from the current Precise Plan land use restrictions (e.g., a higher building height than currently allowed). In this case, the City's Environmental Planning Commission (EPC) would serve as the recommending body for the development proposal.

- The City has established a preliminary (e.g., informal) review process for development proposals. This includes one round of initial review by City staff and can also include one round of comments by the City's Development Review Committee (DRC). Any project proposing a Precise Plan Amendment would have a Study Session with the EPC and/or City Council. This process is intended to provide early feedback, which will help prepare a project for formal application submittal to initiate the entitlement process.
- As part of the development process, the selected development team will pay all applicable City fees related to permit processing and the proposed development.

### SECTION 3. MINIMUM BUSINESS TERMS

The following section briefly describes minimum business terms. In their submittals, prospective developers should indicate acceptance of these minimum business terms, or identify areas of proposed modification with an explanation as to why they need to be modified and suggest alternative ways to address them.

- **Sufficient Quality and Magnitude of Development**—The City has a priority for high-quality mixed-use, primarily residential, development with a minimum of 50 percent affordable housing. The development should contribute to the vitality and character of downtown Mountain View and take advantage of nearby transit facilities.
- **Replacement of Public Parking**—There are currently 160 surface spaces on Lot 12. The selected developer will, in addition to meeting the on-site parking requirements of the project, be required to replace the 160 public parking stalls on-site.
- **Subordination**—The fee ownership and minimum base rent will not be subordinated except under specific circumstances that would facilitate the production of affordable housing. The City will not subordinate the affordability regulatory agreement to any construction or permanent financing.
- **Lease Term**—The City will agree to a lease term appropriate to the proposed use and based upon market conditions. It is expected the initial lease term will be 55 years, with extension options (not to exceed four 10-year options).
- **Base Rent**—Given the City’s goals for this property, the City does not consider redevelopment of Lot 12 a revenue generation project that would require a minimum base rent payment. However, submittals should clearly state what, if any, base rent is assumed in the project’s financial feasibility as part of the response to Section 4, Component E.3, if the submittal assumes a base rent less than market rent.
- **Possessory Interest Tax**—The Lessee will be required to pay any possessory interest tax in lieu of property tax.
- **Good Faith Deposit**—The development firm selected for the project will be required to submit a good-faith deposit of \$50,000 (cashier’s check) to offset any costs associated with the a disposition and development agreement (DDA) and ground lease process prior to entering into the Exclusive Right to Negotiate Agreement (ERNA) with the City. The payee on the check will be the City of Mountain View. The initial \$50,000 good-faith deposit will become immediately

nonrefundable. If the ERNA process extends beyond 90 days, a 60-day extension may be considered and an additional \$25,000 good-faith deposit would be required.

- **Predevelopment Costs**—The development team will be responsible for all customary and published City fees and private predevelopment costs, including the preparation of all required submittals to the City in order to receive land use and environmental approvals. The City will facilitate the predevelopment process and will be responsible for all costs incurred by City staff, including project administration.
- **Assurances**—The DDA will include provisions for performance bonds, or other remedies to ensure completion of the project.
- **Insurance**—The Lessee will be required to maintain certain prescribed minimum insurance coverages throughout the term of the lease.
- **Assignment**—The City will have a reasonable right to approve any assignment of the lease, as well as any changes in operator(s) of the nonresidential space.
- **Real Estate Commissions**—The City will not pay commissions to brokers in this transaction.
- **Documents**—The successful development team will be required to execute applicable documents as identified in Section 5 of this RFQ and in substantially similar form as to the templates of such documents found online at [www.mountainview.gov/lot12](http://www.mountainview.gov/lot12).

## SECTION 4. RFQ SUBMITTAL REQUIREMENTS AND EVALUATION CRITERIA

### A. RFQ Submittal Requirements

The process for marketing Lot 12 begins with this RFQ and will be followed by an RFP issued to a small number of respondents that the City, in its sole discretion, determines to be best qualified. The RFP phase will require the submittal of more detailed information about the proposed development, business terms, financing of the project, evidence of likely financing, a comprehensive project pro forma, performance milestones and benchmarks, and fulfillment of City development objectives. The City has ultimate authority for the selection process, with the assistance of its consultants as needed.

In the RFQ phase of the selection process, emphasis will be placed on directly relevant qualifications and experience, proven financial capability, ability to undertake the proposed development, proposed approach to the site's development, and acceptance of the minimum business terms. Each response to the RFQ shall include the following five components, which are further described below:

Component A – Cover Letter and Acceptance of RFQ Key Business Terms

Component B – Proposed Development Concepts

Component C – Development Team Description and Qualifications

Component D – Relevant Development Experience

Component E – Financial Capability

The submittal shall: (1) use standard letter size paper (8.5" x 11"); (2) have 1" margins on all sides; (3) use 12 font size and either Times New Roman or Arial font; (4) clearly label and respond to each component and subcomponent below; and (5) not exceed the maximum page limits identified for each component or subcomponent. The City may request clarifying information for responses to any of the submittal requirements. See Section 6 for additional information and requirements on delivery of RFQ submittal.

#### **Component A: Cover Page, Transmittal Letter, and Acceptance of RFQ Key Business Terms (2 pages maximum)**

The submission must include the signed RFQ cover page as provided at the beginning of this RFQ document and a transmittal letter signed by the "team

representative” (i.e., the person authorized to represent and negotiate on behalf of the development team). The transmittal letter shall include the following:

1. Summary of why the proposed development team is interested in undertaking the redevelopment of Lot 12.
2. Brief description of the proposed development concepts.
3. Brief description of development team.
4. State the team’s agreement to the City’s RFQ requirements, as described in this solicitation, or present any proposed modifications to them, particularly noting the following:
  - a. Agreement to the key business terms in Section 3.
  - b. Agreement to submit the required nonrefundable deposit of \$50,000, if selected and before signing an Exclusive Right to Negotiate Agreement.
  - c. Agreement to fund all private predevelopment costs and pay required City fees.

**Component B. Proposed Development Concepts (10 pages maximum)**

This section shall include the following:

1. Summary of Development Project, including the following:
  - a. Brief narrative of the overall project.
  - b. Summary of how the project meets the Council’s goals and Downtown Precise Plan’s objectives.
  - c. One bullet summary each for Items 2 through 11 of this subsection.
  - d. Table summarizing the proposed development program, which presents quantitative information on the residential, mixed-use and parking uses (e.g. distribution of housing units, square feet and parking spaces), as required in the next three sections.

2. Residential program.
  - a. Total number of units.
  - b. Total number of affordable units and percent of total.
    - i. Breakdown of units by number of bedrooms.
    - ii. Breakdown of units by income levels and assumed rents (utility cost shall be considered as part of rent).
    - iii. Targeted population.
    - iv. City subsidy requested in total and on a per-unit basis (if any).
    - v. External funding sources.
    - vi. Leverage of City subsidy, expressed as a ratio of total external funding sources to City subsidy requested.
  - c. Total number of market rate units (if any).
  - d. Resident services or programming (if any).
3. Mixed-use component.
  - a. Description of use(s).
  - b. Total square feet.
  - c. Description of how the use would add to a sense of place and community.
  - d. City subsidy requested in total for the mixed-use component (if any).
4. Description of parking program.
  - a. Total project parking spaces, including the 160 public parking replacement requirement.
  - b. Estimated number of spaces for the on-site project parking based on the number of residential units and mixed-use component, and include a residential and nonresidential parking ratio.

- c. Describe any relevant concepts for the parking facility, including whether the parking facility would be below grade, partially below grade, at grade, above grade, or a combination, and the estimated number of spaces at each grade.
    - d. Any parking demand management strategies such as shared parking, stackers, valet parking, etc.
5. Identify any deviations from the existing Downtown Precise Plan.
6. General description of architectural style, design, development quality, and sustainability features/ratings, including a description of height and massing, and how the project would address transitions/buffers from the abutting residential neighborhood using setbacks, step-backs, or other design elements.
  - a. Include a site analysis diagram, which includes a description of how the project would address surrounding streets and proposed transitions/buffers to the adjacent residential neighborhood.
  - b. Include photographs or illustrations from similar developments by the development team to illustrate what is being proposed.
7. Streetscape design, street parking and consideration for the replacement of any loss of any on-street parking, traffic signal and intersection improvements, and utility improvements.
8. Consideration of on-site public pedestrian, bicycle pathways, and other connections.
9. Transportation demand strategies to facilitate pedestrian- and transit-oriented development and mode-shift away from auto-oriented travel.
10. Other design or notable features of key importance to development success.
11. Description of how the project would facilitate placemaking and add to a sense of place and community, referencing specific elements of the project, including the mixed-use component, architecture and design, and other design features such as public art, publicly accessible open space, or other elements.

**Component C. Development Team Description and Qualifications (10 pages maximum, not including resumes)**

Please provide the following description of the development team and relevant qualifications.

1. Development Team: Summarize the qualifications and experience of the Development Team that will serve as the lead developer for the proposed development and indicate who will be the person that is authorized to represent and negotiate on behalf of the development team (“team representative”), including the following specific information:
  - a. Identify the development entity’s name, street address, telephone number, fax number, and e-mail address.
  - b. Description of relevant development qualifications, including description of core business activities and mission, amount of development that has been historically built and currently under way by this entity, and recent experience in Silicon Valley.
  - c. Provide organizational information on the development entity, including number of employees, office locations, and other organizational information.
  - d. Indicate “team representative” who has the authority to represent and make legally binding commitments and responsible for negotiating the Disposition and Development Agreement and ground lease with the City.
  - e. Indicate the name of the team’s “project manager” (if different from above).
  - f. Indicate the name of each member of the development team, their role for this project, and provide a resume for each member.



2. In the event that the Development Team is composed of different entities/firms, outline the likely structure of the development joint venture (or other legal working relationship), describe the roles and authorities of each firm, and describe any prior experience working together. If relevant, describe the same level of detail as outlined above for each additional developer entity.
  - a. Specifically identify and briefly summarize the qualifications and experience of the following development team members: design, property management, and construction.
  - b. Include the name of each firm, each firm's role in the project, and the lead person for each firm in this narrative.
  - c. In the appendix, include a firm description and one-page resume for the lead person for each firm.
3. Any other relevant information regarding qualifications and experience in California.

**Component D. Relevant Development Experience (15 pages maximum)**

Please provide a description of three completed residential and/or residential/mixed-use projects built and operated by members of the development team within the past 10 years. Members of the proposed development team for the Lot 12 should have had a significant role in these past projects. For each project, please include the following (5 pages maximum for each project):

1. Project name and location.
2. Description of the development including land uses by square feet, number of units (market and affordable), construction schedule, completion date, development cost, and financing summary.
3. A description of parking/transportation demand management strategies, placemaking strategies, and amenities of the project.
4. Photos (including an aerial photo of the site) and site plans of the project.
5. Names and roles of other companies, organizations, or partners that had a major role in the project, including property management, lenders, equity investors, and public agencies.

6. A clear statement of the roles performed by respective members of the Lot 12 team.
7. Indication of whether the project involved a ground lease.
8. Indication of whether the project involved a business relationship with a public agency, and a description of the nature of any such relationship.
9. Relevant project references to include, at minimum, contact information for project lender(s) and public agencies for each project.

**Component E. Financial Capability (15 pages maximum)**

Submittals to this RFQ must demonstrate the development team has the financial capacity to achieve the priorities of Lot 12 and to initiate development in accordance with a future DDA and ground lease. For each development entity, submittals should include the following:

1. Summary of financial condition, track record, and capacity of the development team, including, but not limited to: demonstrated ability to raise appropriate and sufficient capital (debt and equity) for a project comparable to the one desired for Lot 12; the strength of current relationships with financial institutions, as evidenced by the number and size of loans over the past decade; and including references from at least two lenders and two equity investors that have provided capital for projects of a similar scale to what is proposed for Lot 12.
  - a. Contact information for at least two lenders and two equity investors that have provided capital for projects of a similar scale to what is proposed.
  - b. List of all outstanding long-term debt for residential developments developed by the developer, including the name of lender, original and outstanding loan amount, and terms and due date.

Note that detailed financial statements and information shall be required as part of the RFP submittal for the development team(s) short-listed to participate in the RFP.

2. Potential sources of equity and financing for the proposed development and experience with such sources.

3. Potential City Subsidy and Assistance requests, if any (must include a table summarizing any requests for City Subsidy by land use).
  - a. Residential Development.
    - i. Subsidy requested in total and on a per-unit basis, including any predevelopment costs.
    - ii. Summary of external funding sources.
    - iii. Leverage of City subsidy, expressed as a ratio of total external funding sources to City subsidy requested.
  - b. Mixed Use (Nonresidential).
    - i. Subsidy requested in total and on a per-square-foot basis.
  - c. Parking.
    - i. Subsidy requested in total and on a per-parking-space basis.
  - d. Base Rent—Identify any potential ground lease and projected revenues to the City (if any). As previously stated, the City does not consider the redevelopment of Lot 12 a revenue-generating project. Any amount of base rent less than market rents shall be considered a City subsidy to the project.
  - e. Any other requests for City financial or predevelopment assistance.
4. List and explain any litigation or disputes the development entity is involved in that could result in a financial settlement having a materially adverse effect on the ability of the development entity to complete this project.
5. Statement detailing whether the development entity, or any of the named individuals in the proposed project team, ever filed for bankruptcy or have had projects that have been foreclosed. If yes, please list the dates and circumstances.

The City recognizes the sensitive nature of the financial information requested in this RFQ; therefore, such requested information may be submitted under separate cover and labeled "Confidential." All proposals are considered confidential until the City makes a selection, at which time the proposals shall become public information and available to the public for review. However, all financial

statement portions of each proposal will be treated as confidential and will not be available for public review at any time. In addition, confidential records may be returned to those not selected as being “highly qualified,” if so requested.

## **B. RFQ Evaluation Criteria**

The following evaluation criteria will be used to select the top qualifying development teams during the RFQ process:

### Meeting RFQ Goals and Requirements (30 percent)

1. Quality, responsiveness, and completeness of the response to the RFQ Components A through E discussed above.
2. Agreement to RFQ key business terms, including replacement of 160 public parking spaces in addition to on-site parking for the project.

### Experience (35 percent)

3. Proven experience and expertise in developing high-quality residential infill and mixed-use development with affordable housing of similar scope and scale.
4. Demonstrated experience in developing creative, thoughtful mixed-use residential development that adds to place and community.
5. Demonstrated experience in developing and implementing robust parking and transportation demand management strategies and programs.
6. For respondents proposing to joint-venture in the development of the site as a mixed-use residential project, demonstrated ability of the development partners to work together effectively or demonstrated experience of previous joint-venture projects that one or all of the partners have successfully worked on, whether together or with other joint-venture partners.
7. Experience with long-term ground leases with public agencies.
8. Experience with comparable developments in Silicon Valley and California, or in other similar high-cost real estate markets, focusing on urban built environments.
9. Overall quality of the development team.

Financial (35 percent)

10. Financial capability of the development team as evidenced by prior ability to raise appropriate and sufficient capital (debt and equity) for a project comparable to the one desired for Lot 12.
11. Financial considerations of the proposed development concept, including the amount of City funding requested, if any, and the amount of external funding leveraged. All things being equal, a lower per-unit City subsidy and/or a higher amount of external leveraging would be more favorably considered.

## SECTION 5. REFERENCE DOCUMENTS

Reference materials that pertain to this RFQ can be found online at [www.mountainview.gov/lot12](http://www.mountainview.gov/lot12).

Such reference materials shall include but not be limited to the following:

- RFQ announcement
- Prior City Council Study Sessions
- Preliminary assessments
  - Phase I and II environmental site assessments
  - A.L.T.A. Survey
  - Parcel Map
- Sample ERNA
- Sample Ground Lease Agreement
- Sample Disposition and Development Agreement
- Current Downtown Precise Plan
- Below-Market-Rate Housing Program Guidelines

Information on the Lot 12 RFQ website may be periodically updated and is the sole responsibility of interested applicants to stay up-to-date on the information posted.

## SECTION 6. DEADLINE AND DELIVERY OF RFQ SUBMITTAL

One (1) signed original hard copy with wet signature, plus eight (8) hard copies, are required as part of the response to this RFQ and **must be received by 5:00 p.m. Pacific Standard Time on August 1, 2019** at one of the below addresses:

- a. Via U.S. Postal Service, send to:

City of Mountain View  
Attention: Jeanette Tapiru  
Community Development Department  
P.O. Box 7540  
Mountain View, CA 94039-7540

- b. Via delivery service (e.g., UPS, FedEx, etc.) or hand-deliveries, send to:

City of Mountain View  
Attention: Jeanette Tapiru  
Community Development Department  
500 Castro Street  
Mountain View, CA 94041-2021

All hard copies of the submittal must be enclosed in a sealed envelope. The face of the envelope must reference "Lot 12 RFQ" and include the name and address of the submitting organization(s). The City of Mountain View will not provide any preselection information concerning the status of submittals other than the acknowledgment that they were received. Responders must number all pages of the RFQ submittal and follow the same format under Section 4 of this RFQ. In addition, one (1) electronic response to this RFQ via thumb drive (in PDF format) must be submitted with the hard copies.

**Submittals received after the due date and time or in another location will not qualify for this RFQ and will be returned unopened.** The development team should allow for sufficient mail delivery time to ensure timely receipt by the issuing office. Any response, modification to responses, or request for withdrawal of responses arriving after the closing date and time will be considered late and be disqualified. Delivery of the RFQ response to the specified location by the prescribed time and date is the sole responsibility of responders.

As noted above in the Project Schedule, the City will host an informational Presubmittal Conference for interested parties on June 3, 2019 from 2:00 p.m. to 4:00 p.m. This meeting will be held in the Plaza Conference Room, Second Floor, City Hall, 500 Castro Street, Mountain View. Attendance at this informational meeting is not required, but is

strongly encouraged. If you plan to attend, please confirm your attendance by contacting Jeanette Tapiru at 650-903-5001 or [jeanette.tapiru@mountainview.gov](mailto:jeanette.tapiru@mountainview.gov) by close of business May 31, 2019.



## SECTION 7. QUESTIONS AND CORRESPONDENCE

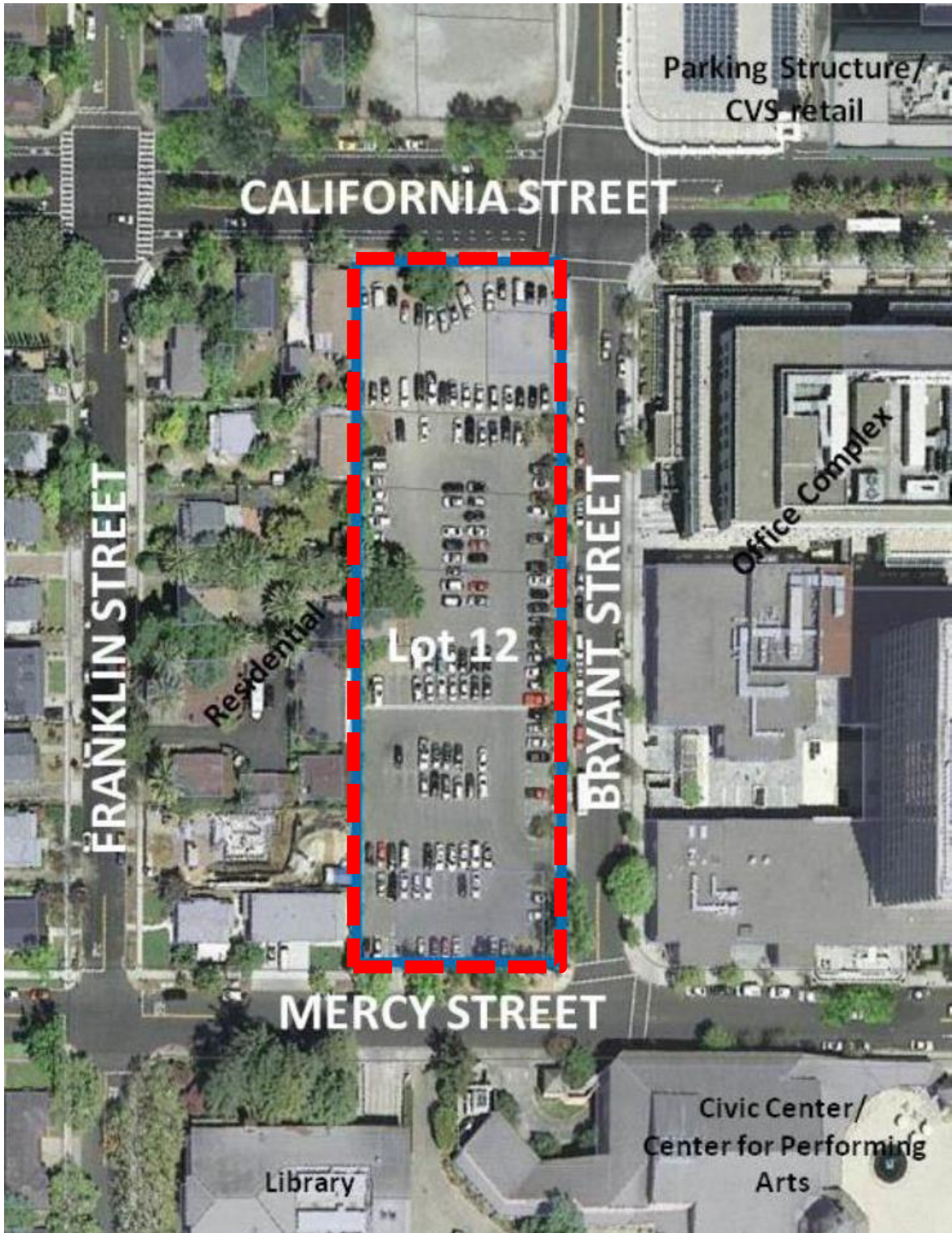
All questions regarding the RFQ document, the property, and/or the process must be sent in writing no later than June 10, 2019, 5:00 p.m. Pacific Standard Time to:

Jeanette Tapiru  
Community Development Department  
City of Mountain View  
500 Castro Street, First Floor  
Mountain View, CA 94041  
[jeanette.tapiru@mountainview.gov](mailto:jeanette.tapiru@mountainview.gov)

Interested responders who have received this RFQ from a source other than the contact listed above should immediately contact Jeanette Tapiru and provide their name and contact information in order to ensure that other communications, such as addenda to the RFQ, can be sent to them. Responders who fail to notify the City with this information assume complete responsibility in the event that they do not receive communications from the City prior to the closing date.

ATTACHMENT A – Map of Lot 12





# ATTACHMENT B

## Map of Downtown Parking Lots

