

1911 Telegraph Notice of Availability (NOA)

Responses to Questions

REVISED 2/18/22

- 1. Is this going to be a full RFP process where points will be allocated to various aspects and merits of the project, and if so, will the scoring system be shared? If multiple proposals are received, is there a formalized evaluation or selection process?**

This NOA has been released in accordance with the State of California's Surplus Land Act (SLA), and the review process will follow the SLA Guidelines posted on the State's website [here](#).

There is no scoring system mandated by the SLA process, but it does stipulate affordability requirements to further the production of affordable housing. As noted in the NOA, the City additionally seeks to sell or lease the site for fair market value or rent and expects ground-floor retail and/or community, arts, or cultural uses consistent with the current zoning requirements on the site.

In the scenario that the SLA negotiation period concludes with no successful agreements reached, the City will proceed with an RFP process in the future.

- 2. Who is judging the applications (City Council, City Administrator, Staff, Redevelopment Successor Agency, etc.)?**

City staff will review and evaluate proposals. If negotiations are successful, City staff will provide a recommendation to City Council to authorize an Exclusive Negotiating Agreement (ENA) with one development team. The City Council makes the ultimate decision to authorize an ENA.

- 3. Will there be/is there a requirement that the developer/builder sign a PLA or agree to any other Union or Local Hire requirements?**

Local hire requirements and labor agreements may apply and/or may be negotiated during the ENA period. Please visit the City's [website](#) for more information on local hire requirements.

- 4. Is there a hotel requirement or desire similar to what was required in the past?**

There is no requirement for a hotel on the site. Consistent with the City's reasonable conditions for the site described in the NOA, the City prefers proposals that contain an active ground floor use (e.g., retail). Other uses, in addition to residential, also may be included in the proposed project.

- 5. In the NOA, the City states that it would like the site to be purchased or leased. Is there a general price that the City currently has in mind? How would the City view proposals of 100% affordable housing, where the City donates the land or signs a long-term land lease for \$1 per year? Will there be any additional consideration given to 100% affordable projects with regard to an agreeable sale price, or in other words, will a lower sales price be considered for a proposal that includes more affordable units?**

Affordable housing is encouraged under the Surplus Land Act. Regarding land sale or lease price, the City seeks fair market value or rent for the property but will negotiate with all entities that submit eligible proposals during the NOA period according to the SLA.

- 6. Is there already a developer in place for this site?**

There is currently no developer in place for this site. There are no active ENAs for this site. All interested developers are encouraged to submit detailed proposals during the SLA noticing window.

- 7. Would the City be willing to do a Residual Receipt deal for the land or is it looking for the cash?**

The City prefers a cash sale or lease payment, based on a broker's opinion of value or appraisal to be completed prior to negotiations, over a residual receipt deal, but will negotiate with all entities that submit eligible proposals during the NOA period according to the SLA.

- 8. Are there any limitations to the site that aren't immediately evident, and anything you'd direct us to explore further?**

Available site information has been provided in the NOA. The selected development team would conduct additional due diligence on the property during the ENA period.

- 9. Did prior SLA properties receive multiple offers?**

Previous sites have received multiple offers. The City considers all eligible offers according to the priorities required by the SLA.

- 10. Can the City share a copy of the appraisal? Does the appraisal account for City requirements (e.g., prevailing wage labor and monitoring)?**

A: The City does not plan on sharing a copy of the appraisal with respondents or details regarding its methodology.