

## RFQ/RFP Key Site 17 Question and Answers

1. Q: Is this intended to be market rate, affordable, or the developer's option to do either?  
A: It is the developer's option.
2. Q: Is there a monetary target (return) that the District is looking for?  
A: The District does not have a monetary target, free market is to prevail. Both parties need to mutually benefit.
3. Q: Does the District have any issues with a development bordering the District Office so closely?  
A: No the District does not have any issues with a senior housing development bordering the District Office property.
4. Q: Will prevailing wages apply to this project?  
A: As currently contemplated by the District, the development project should not be subject to payment of prevailing wages. However, if any part of the development project is paid for, in whole or in part out of public monies, or the equivalent of money, payment of prevailing wages would be required. (See Cinema West, LLC v. Baker (13 Cal.App.5th 194).
5. Q: Do you have a list available of those who attended the pre-meeting?  
A: Yes, please see document labeled Pre-Submittal Meeting Sign-In Sheet.
6. Q: Could you please clarify what the District is requesting for SOQ item 2.8.1? Is this just a statement stating we are able to provide items 2.8.1.1 - 2.8.1.4, such as below?

We certify that we are able to:

2.8.1.1 Provide necessary capital to fund predevelopment activities

2.8.1.2 --

2.8.1.3 --

2.8.1.4 --

A: The respondent must provide a statement of their financial resources and secondly, certify the correctness of that information. The statement needs to include information sufficient to determine that the respondent can satisfy the 4 subsections. The "certification" is simply the respondent certifying the correctness of the information provided.

7. Q: The public school district owns the land for this project and will structure a ground lease with the selected developer/operator. It is our understanding that public schools typically are not subject to property taxes. With the property tax exemption for a public school entity, what impact will this have, if any, on property taxes for the lessee?

A: While the school district is exempt from property taxes for use of the property for public school purposes, I would advise you to contact the County Assessor's Office to determine the developer's potential taxable possessory interest liability for the development and use of the property for senior housing.

8. Q: Most affordable housing funding sources have 55-yr regulatory agreements. Would the District be willing to set the term of the ground lease to meet the requirements of the affordable housing funding sources, lenders and investors?

A: Firms should indicate in its Proposal any proposed terms of the lease that it will require for its intended development. The District will consider any such proposed terms in its evaluation of proposals.

9. Q: Will any outstanding debt balance on the development be transferable to School District at the end of the lease contract?

A: Firms should indicate in its Proposal any proposed terms of the lease that it will require for its intended development. The District will consider any such proposed terms in its evaluation of the proposals.

10. Q: Would the District allow a due diligence period in the ground lease prior to accepting the land "as-is"?

A: The District does not intend to allow an additional due diligence period prior to the selected Firm accepting the Project Site. Firms have had the opportunity to conduct any intended due diligence activities since the publication of the Request for Qualifications through submission of Proposals. As set forth in the Request for Proposals, upon selection, the selected Firm and District shall have thirty (30) days to finalize the ground Lease.

11. Q: In addition to senior housing, would the District be open to considering a mixed- use or a non-senior (e.g. family units) as part of the proposal subject to County approval?

A: Firms should describe in its Proposal its intended Development proposal. The selected Firm will be responsible for obtaining any entitlements necessary for its proposed development. The District will consider any such proposed development concepts in its evaluation of proposals.

12. Q: Could the District provide teams with copies of the February 20, 2014, Notice of Determination and a copy of the Final Subsequent Environmental Impact Report ("FSEIR") completed in March 2012 and any supporting reports and surveys?

A: Yes, the requested documents will be provided to all Firms.

13. Q: What kind of "proof of specific insurances" per Sec. 5.1.4 is the School District looking for?

A: The insurance required is set forth in section 12 of the draft Lease attached to the Request for Proposals. Firm should indicate in its Proposal any proposed different or additional insurance terms. The District will consider any such proposed terms in its evaluation of proposals.

14. Q: Could the School District list the selection criteria in order of priority?

A: The evaluation criteria are set forth in section 6 of the Request for Proposals. The District intends to give equal consideration to each listed criterion.

15. Q: Does School District have a preferred density in mind?

A: No.

16. Q: Should the proposals assume all rental housing, or a mix of rental and for-sale?

A: Firms should describe in its Proposal its intended Development proposal. The selected Firm will be responsible for obtaining any entitlements necessary for its proposed development. The District will consider proposed development concepts in its evaluation of proposals.

17. Q: Are CAD files of the site plan and survey available?

A: CAD Files of the topographic survey will be provided to all Firms.

18. Q: It appears the Oasis Center uses a parking lot on the NE corner of the site. What is the nature of their use, and do they have the right, expectation, or desire to continue using that parking?

A: The current lease agreement the district has with Orcutt Area Seniors In Service, Inc. (OASIS) reflects an expiration date of May 29<sup>th</sup>, 2022. Additionally, it is our understanding that OASIS is currently planning on relocating by, or before, this expiration date. The nature of their current use of this area is for parking and handicapped pick up and drop off.