



REQUEST FOR QUALIFICATIONS/PROPOSALS
FOR
FULL SERVICE CONSTRUCTION AND VALUE ENGINEERING FOR A
48-UNIT AFFORDABLE HOUSING DEVELOPMENT
LOCATED AT 200 NORTH LA CUMBRE ROAD, SANTA BARBARA,
CALIFORNIA

Prepared by the Housing Authority of the City of Santa Barbara

January 2022

808 Laguna Street
Santa Barbara, CA 93101

INTRODUCTION:

On behalf of 200 North La Cumbre Associates, L.P., a private limited partnership (“the LP”), the Housing Authority of the City of Santa Barbara (“HACSB”) intends to redevelop a property parcel located at 200 North La Cumbre Road, Santa Barbara, California. The land area contains approximately 70,200 square feet. The existing improvements on the site will be demolished and the site will be developed with a three-story affordable housing complex comprised of a total of 48 units - including 15 one-bedroom apartments, 21 two-bedroom apartments and 12 three-bedroom apartments - and a community room, all defined herein as the Work or the Project. The primary funding source for this development will be the Low-Income Housing Tax Credit (LIHTC) program. It is anticipated that the earliest commencement of construction would be the summer of 2024.

The purpose of this Request for Qualifications/Proposals (“RFQ/P”) is to select the General Contractor that will be responsible for building the Project. Architectural plans for the Project are not far enough along currently to issue an invitation to bid. As a result, Proposals should include a detailed description of respondents’ qualifications and experience and the amount of profit/overhead (most likely expressed as a percentage of construction costs) that would be required by the General Contractor if awarded the assignment. The awarded General Contractor will be required to act as the General Contractor for the construction of the Work as well as acting as a building consultant in the working drawings stage of development.

Note: The LP will be a California Limited Partnership. Pursuant to a proposed agreement between the LP and HACSB, HACSB (or one of its subsidiaries or instrumentalities) will act as the developer for this Project.

STATEMENT OF WORK:

The successful firm will be responsible for the construction of a completed project per the attached preliminary conceptual plans, as well as construction consultation and value engineering in developing the plans for the project in conjunction with the architectural firm of Cearnal Collective and representatives of the LP.

This consultation shall include but not be limited to consulting with the architectural firm and providing engineering and means and methods suggestions for the project. The Proposer shall present a complete proposal for the construction of the project to include a profit and overhead margin for the construction work. (Once selected and once the construction plans are complete, a firm fixed price contract will be negotiated for the Work.) It is estimated the project will receive final construction permits in approximately two years from now. The Proposer shall provide an estimate of the length of time needed for construction. Building consulting and value engineering is anticipated to start immediately upon award of contract.

Proposers are encouraged to view recently completed projects: Gardens on Hope (251 South Hope Avenue), Johnson Court (813 East Carrillo Street), Grace Village (3869 State Street), Bradley Studios (512 Bath Street), and Artisan Court (422 East Cota Street) to become familiar with the completion and construction quality expected. Site visits to these properties can be coordinated through HACSB.

PROPOSAL FORMAT:

Proposals should be submitted electronically to the email address shown below and must include the following (in the following order):

- 1. A letter of Interest**, discussing the firm's approach to the scope of services.
- 2. Technical Proposal**
 - a. Project Approach:** Provide a narrative which explains the firm's experience in constructing and coordinating projects of a similar size and scope. Provide a preliminary schedule for the completion of the Work with estimated completion date.
 - b. Proposed Fee:** Include in the proposal a fixed percentage over costs for profit and overhead. Describe how other soft costs such as supervision and temporary facilities will be handled and define if as a fixed fee or percentage of the Work (e.g. include bond fee amount, supervision cost and any other cost that can be predetermined by percentage or fixed fee).
- 3. Organization, Support and Experience**
 - Organization chart, for your organization and any partners for this project;
 - Key personnel listing and resumes for this Project, including the names and bios of the superintendent and project manager;
 - A list of all projects of a similar nature;
 - Recommendations and References; and
 - Availability for possible Fall 2024 construction start

All proposals shall be clearly organized and presented in the order of the "Proposal Format" and "Proposal Evaluation Criteria" as noted below.

PROPOSAL EVALUATION:

No.	Criteria	Points
1	Client and professional references (at least 3).	Mandatory
2	Certified statement that the respondent or any member of the respondent's proposed staff on this project is not debarred, suspended, or otherwise prohibited from professional practice by any federal, state or local agency.	Mandatory
3	Ability to provide Performance and Payment Bonds.	Mandatory
4	Evidence of respondent's knowledge of: a) Construction of affordable housing apartment buildings. b) Construction codes and regulations in Santa Barbara, California. c) Planning and Development regulations and restrictions in Santa Barbara, California. d) Design, engineering and construction codes and regulations. e) Public Works, LIHTC, and other agency general requirements for construction projects. f) The specific development site and any restrictions the site may pose to the construction in the manner intended.	25
5	Evidence of respondent's experience and expertise within each of the following areas: a) Design and development. b) Coordination of design and engineering with project architects and engineers. c) Ability to meet deadlines and regulation requirements with regard to LIHTC for construction projects. d) Public Works projects with State Prevailing Wage and/or Davis-Bacon Wage requirements. e) Construction rules and regulations in the City of Santa Barbara, California.	25
6	Estimated construction timeline with detailed work processes identified	25
7	Fixed percentage of costs charged for profit and overhead	25
	Total	100

INTENT TO AWARD OF CONTRACT:

The firm selected as the front runner will be based on the results of the proposal evaluations. The firm selected will be the top firm on the basis of the proposal that represents the best overall value to the LP, i.e. considering factors based upon the proposal and ranking (not necessarily the lowest pricing). The LP and HACSB reserves the right to conduct negotiations with one or more respondents if, in their sole opinion, this will provide the greatest benefit.

SELECTION PROCESS:

All proposals will be reviewed based upon the evaluation criteria contained in the RFQ/P. The purpose of this RFQ/P is to solicit proposals so that the LP may, from among a range of proposals, select an offer of services that best meets its needs and requirements. It is further desired that the RFQ/P process will ensure cost competitiveness among respondents. Interested parties are urged to carefully review the requirements of this RFQ/P. Written proposals containing the requested information will serve as the basis for final selection. The LP and HACSB retain the right to accept or reject any and all proposals.

PROCUREMENT SCHEDULE

The following is the anticipated schedule (subject to revision):

Date	
Tuesday, January 25, 2022	RFQ/P issued and available
Thursday, February 24, 2022	Final day to register interest in providing a proposal. Final day to submit written questions (email or fax acceptable)
Wednesday, March 2, 2022	Responses to questions are issued to all respondents who have registered interest in providing a proposal.
Wednesday, March 30, 2022	Proposals due by 1:00 PM PST
Thursday, April 21, 2022	Negotiations to begin with selected firm; others will be notified.

WRITTEN QUESTIONS:

NO QUESTIONS, COMMENTS OR INQUIRIES ARE TO BE MADE DIRECTLY TO THE ARCHITECTS.

Only written questions (via email) received by HACSB by the date noted above will be addressed. Any question or answer that materially impacts the information contained in the RFQ/P will be clarified by a written addendum or amendment, which will be sent to all that registered their interest by March 2, 2022. If an addendum or amendment materially impacts the information in the RFQ/P and there is not enough time for an adequate response, the submission date for the proposals will be extended.

All questions, comments, inquiries and final proposals are to be addressed as follows:

Housing Authority of the City of Santa Barbara
c/o Dale Fathe-Aazam, Director of Property, Development and Administration
808 Laguna Street
Santa Barbara CA 93101
EMAIL: daazam@hacsb.org