



REQUEST FOR QUALIFICATIONS/PROPOSALS  
FOR  
FULL SERVICE CONSTRUCTION AND VALUE ENGINEERING OF  
PROPOSED AFFORDABLE HOUSING DEVELOPMENTS LOCATED AT  
915 E. MONTECITO STREET, SANTA BARBARA, CALIFORNIA 93103  
AND  
305 RANCHERIA STREET, SANTA BARBARA, CALIFORNIA 93101

Prepared by the Housing Authority of the City of Santa Barbara

March 2025

808 Laguna Street  
Santa Barbara, CA 93101

## **INTRODUCTION:**

The Housing Authority of the City of Santa Barbara (“HACSB”) is in the design development phase of two distinct affordable housing developments. On behalf of two new private limited partnerships, HACSB intends to develop the sites as multifamily residential 100% affordable units.

### **Purpose:**

The purpose of this Request for Qualifications/Proposals (“RFQ/P”) is to select the General Contractor that will be responsible for building each of these affordable housing Projects. The architectural plans require further development therefore this is not an invitation to bid. Proposals should include a detailed description of respondents’ qualifications, 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. HACSB reserves the right to allocate both Projects to one contractor or, to allocate each Project to separate contractors.

### **Projects:**

The proposed developments consist of a 30-unit and a 52-unit project. Each will be financed primarily by the 9% Low-Income Housing Tax Credit (LIHTC) program. A new special purpose entity in the form of a private limited partnership will be the owner of each project. The L.P. will be a California Limited Partnership. Pursuant to a proposed agreement between the L.P. and HACSB, HACSB (or one of its subsidiaries or instrumentalities) will act as the developer for this Project. Following are details for each project:

### **Project 1**

*Name:* Parma Court

*Location:* 915 E. Montecito Street, Santa Barbara

*Description:* An existing and vacant former elementary school consisting of 2 one-story structures connected with a covered deck, totaling 4,625 sq. ft. and a 456 sq. ft. shed, on a 28,975 sq. ft. parcel. All structures will be demolished. A new three and four-story 48,125 sq. ft. building containing 30 residential units will be constructed, for occupancy by low-income school district staff households. The Project will include 10 one-bedroom, 12 two-bedroom, and 8 three-bedroom apartments. One two-bedroom will be reserved for an onsite manager. The Project will provide a community room for residents and supportive services provision, including office and other common area spaces.

## **Project 2**

*Name:* Monteria Village

*Location:* 305 Rancheria Street, Santa Barbara

*Description:* Redevelopment of an aging existing affordable housing development on a 90,484 sq. ft. parcel, consisting of 9 buildings with 28 units. All structures will be demolished. A new 52-unit development containing 4 buildings providing 43,266 sq. ft. The Project will include 16 one-bedroom, 22 two-bedroom, and 14 three-bedroom apartments. In addition, there will be a community room for residents and supportive services provision, including office spaces and common area spaces. The proposed project will serve low-income families and households.

All work referenced above is defined herein as the Work or the Projects.

### **STATEMENT OF WORK:**

The successful firm will be responsible for the construction of completed Projects per the attached preliminary conceptual plans, as well as construction consultation and value engineering in developing the plans for each Project in conjunction with the anticipated architectural firms, The Cearnal Collective and RRM Design Group, and representatives of the L.P. Please see the plans for each Project, attached herein.

This consulting shall include but not be limited to consulting with the architectural firm and providing engineering and means, methods and suggestions for the project. The Proposer shall present a complete proposal for the construction of the Projects 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 Projects could receive final construction permits as soon as approximately Spring 2026. The Proposer shall provide an estimate of the length of time needed for construction for each Project. Building consulting and value engineering is anticipated to start immediately upon award of contract.

Proposers are encouraged to view HACSB's recently completed projects: Vera Cruz Village (116 East Cota Street), The 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 be 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 this 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 of 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 the proposed Projects;
  - Key personnel listing and resumes for the proposed Projects, including the names and bios of the superintendents and project managers;
  - A list of all projects of a similar nature;
  - Recommendations and References; and
  - Availability for possible Fall 2026 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:**

<b>No.</b>	<b>Criteria</b>	<b>Points</b>
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
	<b>Total</b>	100

### **AWARD OF CONTRACT:**

The Award of Contract 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 L.P., i.e. considering factors based upon the proposal and ranking (not necessarily the lowest pricing). The L.P. and/or HACSB reserves the right to conduct negotiations with one or more respondents if, in their sole opinion, this will provide the greatest benefit. HACSB reserves the right to allocate both Projects to one contractor or, to allocate each Project to separate contractors.

### **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 L.P. and/or HACSB retain the right to accept or reject any and all proposals.

### **PROCUREMENT SCHEDULE**

Following is the anticipated schedule (subject to revision):

Date	
Wednesday, March 26, 2025	RFQ/P issued and available
Monday, April 7, 2025	Final day to register interest in providing a proposal. Final day to submit written questions (email or fax acceptable)
Monday, April 14, 2025	Responses to questions are issued to all respondents who have registered interest in providing a proposal.
Friday, April 18, 2025	Proposals due by 1:00PM PST
Thursday, April 24, 2025	Selection of firm(s) for potential award

**WRITTEN QUESTIONS:**

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

Only written questions via email or fax 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 April 2, 2025. 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, Deputy Executive Director, Real Estate and Technology**  
**808 Laguna Street**  
**Santa Barbara CA 93101**  
**EMAIL: [daazam@hacsb.org](mailto:daazam@hacsb.org)**  
**FAX: 805-564-7041**