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September 27, 2023

REQUEST FOR PROPOSALS (RFP): Joint Occupancy Development of Central Elementary School Site owned by San Diego Unified School District and located at 4063 and 4135 Polk Ave, San Diego, CA 92105

RFP Submittal Deadline: October 30, 2023 at 3:00 P.M.

ADDENDUM NO. 3 TO RFP NO. PS24-0265-99

Please note the following revisions to the above-referenced RFP. Revisions have been **bolded**, *italicized*, or struck through.

Changes made by the District:

1. **Page 2, 2nd paragraph, added statement:**

The District will structure the relationship with the selected Development Team(s) using a Joint Occupancy Agreement as allowed under California Education Code section 17515 et seq. An excerpt of this portion of Education Code is provided in Attachment A. The District is offering the use of the land it owns and in exchange the Development Team would be responsible for the design, construction, operation, maintenance and all associated costs for their development; and the permanent improvement of school grounds for the District-related improvements that will remain on the site (the Project). ***The District supports a community benefits strategy which advances equity, social justice, and provides benefit specific amenities to the neighborhood.*** Community outreach, input and environmental concerns are considered essential components of the Project.

2. **Page 14, paragraph B., Selection Process; no. 5 added statement:**

B. Selection Process

The Selection Committee will evaluate submissions based on the quality of the materials submitted pursuant to Section V of this RFP. Using the evaluation criteria listed in the following table, materials will be evaluated and scored based on their completeness, feasibility, innovation, and responsiveness to the District's stated development objectives.

Evaluation Criteria includes, but is not limited to:
1. Demonstrate experience to successfully design, construct and operate similar facilities and establish the best approach for the Project.
2. Demonstrate financial ability to contract for the Project to meet a completion guarantee including a GMP and provide project financing.
3. Creative approaches to achieving ancillary revenues through ground leases and revenue participation, including upfront lease payments to the District
4. Creative and viable approaches to providing the District with a functional asset that meets its program requirements.
5. Have demonstrated ability to perform successful community engagement on projects. <i>Have demonstrated ability to negotiate community benefits and labor agreements with appropriate neighborhood partners that successfully achieve measurable outcomes.</i>

3. Page 17, paragraph A., Development Team's Expertise, added no. 5:

A. Development Team's Expertise - 30%

The following items will be the key criteria by which submissions for this section will be evaluated:

1. Resumes of key team members with the following items of importance:
 - a. Historic track record and experience with similar projects of Development Team, and Development Team architects, attorneys and property managers.
 - b. Project-based experience working with stakeholders and community engagement processes for similar projects in Southern California. Of importance are specific examples of challenging projects in this regard, and the Development Team's ability to meet these challenges.
 - c. Past performance in meeting entitlement, funding and construction schedules.
2. The demonstrated record of the Developer and Development Team to create and complete projects that are similar in size, type, magnitude, and tenancy to the Project.
3. The financial capacity of the Development Team, which includes sound operating financials for the Developer itself; demonstrated regular access to capital for project development; proven ability to gain public financing when project-appropriate; and, a strategy or plan to gain financing in difficult economic conditions.
4. Demonstrated ability to gain entitlements within the City of San Diego including an operative knowledge of updates to City and State development codes.
5. ***Demonstrated ability to identify appropriate neighborhood and construction labor partners; experience negotiating with those partners to advance equity, social justice, and provide benefits to the community.***

All other Proposal Specifications, Terms, and Conditions remain unchanged.

If you have questions regarding this RFP or the revisions, please contact Gene Fuller via email at gfuller@sandi.net.

This RFP Addendum should be signed, dated, and returned **with the Proposer's submittal** in response to this RFP.

Development Team Name: _____

Development Team Representative: _____

Signature: _____

Title: _____ Date: _____