



**PLANNING & BUILDING  
SERVICES**

# AGENDA REPORT

**DATE:** October 2, 2018

**TO:** Honorable Mayor Butt and Members of the City Council

**FROM:** Bruce Reed Goodmiller, City Attorney  
Richard Mitchell, Director of Planning & Building Services  
LaShonda White, Administrative Chief  
Lina Velasco, Planning Manager  
Rachel Sommovilla, Assistant City Attorney

**SUBJECT:** POINT MOLATE SCHEDULE, DRAFT REQUEST FOR PROPOSALS, AND  
SHORT LIST OF QUALIFIED MASTER DEVELOPERS FOR POINT MOLATE

## **STATEMENT OF THE ISSUE:**

The City Council directed staff to issue a request for qualifications (RFQ) from potential master developers for Point Molate. The RFQ was released on July 20, 2018. The City received eight responses to the RFQ. Staff is recommending that a shortlist of four developers be established and invited to submit development proposals through a subsequent request for proposals (RFP) process. Staff will also brief the City Council on the anticipated schedule for Point Molate, and to review the draft RFP prior to issuance.

## **RECOMMENDED ACTION:**

APPROVE the shortlist of qualified developers for Point Molate; PROVIDE comments to staff on the draft Request for Proposals for development of Point Molate; and CALL a special meeting on December 11, 2018, for Point Molate Development Proposal presentations.

## **FINANCIAL IMPACT OF RECOMMENDATION:**

There is no impact to the General Fund related to establishing the shortlist of qualified developers and providing comments on the draft RFP.

## **DISCUSSION:**

### ***Background***

In April 2018, after lengthy litigation and resolution by the parties, the United States District Court entered a judgment which resolved a legal dispute over the future use of Point Molate (Guidiville Rancheria of California vs. United States of America). Now the City is obligated to issue discretionary approvals for the property by April 2020.

The Judgment paved the way for a meaningful public land use visioning process for Point Molate, which previously had been initiated by the Richmond City Council. This process occurred from the spring through the present, and included three community workshops, a youth summit, four site tours, three special topic forums, five pop-up events, and widespread outreach through Facebook/Instagram ads, KCRT crawls and ads, Twitter, NextDoor, and the interactive website, etc., as outlined in more detail in the schedule below.

The City has also begun the process of selecting a new qualified master developer to manage the development of Point Molate. The City will then evaluate potential development at Point Molate and will continue to receive input from City residents at every step of the way, including many public hearings before the Planning Commission and City Council. During that time, the City will also review potential projects in full compliance with the California Environmental Quality Act (CEQA).

Following this extensive public process, and per the Judgment, the City will make a decision on land use entitlements for Point Molate by no later than April 2020 in a manner that is generally consistent with the Point Molate Reuse Plan (Reuse Plan), which was first adopted by the City Council in 1997. In 2012, the Reuse Plan was incorporated in large part into the City's General Plan 2030.

The Reuse Plan contemplates a development scenario at Point Molate with 670 residential units and preservation of at least 70 percent of the 270 acres at Point Molate as open space. The precise number, density, and location of any residential units at Point Molate will be determined during the public process; however, a minimum of 670 residential units are required by the Judgment. These units must comply with the City's inclusionary housing ordinance. In addition, the Winehaven Historic District, listed on the National Register of Historic Places, will be preserved for adaptive reuse.

The City has been working to develop Point Molate for more than 20 years, including the completion of substantial environmental remediation activities. The City is moving quickly to conduct land use visioning for the area and to select a qualified master developer.

## **Schedule and Overview of Key Steps Taken and Key Steps Moving Forward**

The City Council approved the below schedule on July 17, 2018, and the following includes additional detail regarding events that have occurred and steps that will occur:

<b>Key Step/Activity</b>	<b>Timeframe</b>
Consultants for land use visioning were interviewed and ranked.	May 7, 2018
City Council considered: 1) contract with WRT for land use visioning; and 2) authorization to issue master developer RFQ. The City Council approved the contract with WRT; voted to have the Mayor appoint a committee to work with staff and WRT to refine scope for land use visioning; and requested that the master developer RFQ return for additional review.	May 22, 2018/May 29, 2018
City Council approved item N-2, and Mayor appointed himself and Councilmembers Martinez and Choi to work with staff and WRT to review changes to contract scope for land use visioning that did not result in budget increase or schedule modification.	June 19, 2018
<b>Community Workshop #1</b> - Understanding Site Assets, Issues and Constraints, and Creating a Vision. This workshop included a <b>Site Tour #1</b> , presentation on existing conditions, and interactive breakout session for visioning. It is estimated that over 175 people attended the workshop. Spanish translation and transportation from City Hall was provided.	June 23, 2018
Council committee meeting held to review proposed RFQ for master developer, contract scope for financial consultant, and WRT contract scope.	July 3, 2018
City Council considered: 1) contract with Kosmont Companies, financial consultant to assist the City in evaluating infrastructure financing tools and options for Point Molate; 2) approval of proposed schedule, and 3) authorization to issue master developer RFQ. The City Council approved the schedule, authorized the issuance of the Master Developer RFQ, and approved a limited scope for Kosmont Companies; however, the Council directed staff to return for additional scope at a later date.	July 17, 2018
RFQ for master developer was issued. The RFQ response did not involve specific project proposals, but sought general qualifications of interested master developers who will, during the second phase of selection, submit development proposals reflecting the land use vision developed with community input and accepted by the City Council. The RFQ encouraged potential respondents to attend visioning events.	July 20, 2018

<p><b>Youth Summit</b>– A youth summit was held at Point Molate with a <b>Site Tour #2</b> to gather youth input. This was geared to audience of ages 13 through 25 years. Groundwork reached out to dozens of community organizations and schools, such as the YMCA, RYSE, and Girls, Inc. to spread the word about this and future Point Molate visioning events. It is estimated that over 75 youth attended this event.</p>	<p>July 23, 2018 10:00 am -3:00 pm</p>
<p><b>Site Tour #3</b> – This site tour at Point Molate was open to all members of the public. Transportation from City Hall was provided and it is estimated that over 50 individuals attended this event.</p>	<p>July 23, 2018 5:00-8:00 pm</p>
<p><b>Community Forums 1 and 2:</b> Topics-1) Land Economics Forum focused on the economics of site development, public infrastructure, and mix of uses; and 2) Public Open space and Natural Resources Forum focused on land management and public access by private/public entities for conservation and active/passive recreation. <b>Community Workshop #2</b> – Placemaking and Concept Explorations. Consultants presented the opportunities and constraints map, site feasibility studies, and then attendees broke out into small working groups to explore land use concepts and placemaking strategies. Staff estimates that about 110 individuals attended this event. Childcare was provided, along with Spanish translation.</p>	<p>July 25, 2018 5:00-9:00 pm</p>
<p><b>Site Tour #4</b> – This site tour at Point Molate was open to all members of the public. Transportation from City Hall was provided. This tour was scheduled for a weekend, as Site Tour #3 was held on a weekday evening, in order to maximize attendance. It is estimated that over 50 individuals attended this event.</p>	<p>August 18, 2018 10:00 am-12:00 pm</p>
<p><b>Community Forum 3:</b> Topic: Site infrastructure and planning forum focused on infrastructure demand, funding strategies, and mobility alternatives. This forum included discussion of sustainable alternatives (e.g., solar, on-site sewage treatment), infrastructure demand, as well as discussion of traffic capacity. <b>Community Workshop #3</b> – Framework Alternative. The community provided feedback on the concept alternatives and key framework elements to be further refined. Community members were able to ask questions and seek clarifications on the concept alternatives. Staff estimates that over 110 individuals attended this event. Childcare was provided, along with Spanish translation services.</p>	<p>August 27, 2018 5:00 -9:00 pm</p>
<p>Master developer RFQ response deadline. Eight responses to the RFQ were received.</p>	<p>September 14, 2018</p>

RFQ proposal review completed. Evaluation committee recommended four respondents to be shortlisted and invited to submit proposals in response to an RFP.	September 25, 2018
City Council to discuss and provide direction to City staff regarding the draft Request for Proposals (RFP), consider approval of the shortlist of qualified developers, and call special meeting to hear project proposal presentations by RFP respondents.	October 2, 2018
<b>Presentation of draft Vision for Point Molate</b> to Planning Commission for feedback and input to City Council.	October 4, 2018
<b>Point Molate Vision Presentation</b> to City Council for acceptance and authorize the release of RFP for Point Molate.	October 16, 2018
City to issue RFP for development proposals from short list of qualified developers that includes Vision, accepted by the City Council.	By October 19, 2018
Deadline for short list of master developers to submit development proposals reflecting the land use visioning	November 26, 2018
Public presentations of development proposals and City Council ranking and selection of preferred Master Developer	December 11 Special Meeting
Approve and execute ERN with selected master developer	January 2019
Master developer to submit applications for entitlements	March 1, 2019
Judgment Deadline for Discretionary Project Approvals from City, e.g., zoning changes and general plan amendments	April 12, 2020

***Request for Qualifications for Master Developer and Request for Proposals Process***

The City Council approved a two-step process for selection of a master developer on July 17, 2018. The initial RFQ, which was released on July 20, sought general qualifications of interested master developers and required submission of information such as financial means; description of large project experience; identity of team members and financial partners; and experience with brownfield redevelopment, adaptive reuse of historic structures, and infrastructure development. The RFQ encouraged interested developers to also attend and participate in the community visioning process.

The RFQ was distributed through the bids-on-line system as well as through a list-serve that was developed by staff using developer lists from recent RFPs issued by the City, as well as lists from other cities and input from Kosmont Companies. The master developer RFQ response deadline was Friday, September 14, 2018. The City received responses from:

1. Sonnenblick Development, LLC
2. Integral Communities
3. Warmington Residential
4. Orton Development, Inc.
5. Samuelson Schafer Investor/Developer
6. PMP – Point Molate Partners (Mar Ventures, Inc. and Cal-Coast Companies, LLC)
7. Wilson Meany
8. SunCal

The RFQ responses received were distributed to an internal City staff team that included Richard Mitchell, Director of Planning and Building Services; Lina Velasco, Planning Manager; Rachel Sommovilla, Assistant City Attorney; Alan Wolken, Consultant (former Redevelopment Agency Director); and LaShonda White, Administrative Chief, as well as Kosmont Companies, the City's financial consultant for Point Molate. The selection criteria for evaluating the responses are described on pages 10 and 11 of the RFQ. In summary, the criteria included:

- a. Responsiveness to the RFQ;
- b. Evidence of relevant experience and proven track record;
- c. Technical capability and relevant experience of the project management team;
- d. Evidence of financial capacity, resources, and relationships, and clear corporate/organizational structure; and,
- e. In depth understanding of, and reasonable approach to, the project.

Based on the above criterion and rankings, staff is recommending that four of the respondents be shortlisted and invited to present development proposals to the City reflecting the Point Molate Vision and RFP. The respondents being recommended for the shortlist are:

1. Orton Development, Inc.
2. PMP – Point Molate Partners (Mar Ventures, Inc. and Cal-Coast Companies, LLC)
3. SunCal
4. Wilson Meany

The rating matrix is included in Attachment 1. The City staff team was unanimous in selecting the four respondents being recommended for the shortlist. These four respondents' proposals all demonstrated financial capacity; experience with waterfront development, adaptive reuse of historic structures, and a variety of other relevant project experience; as well as having qualified, experienced individual team members.

The draft RFP is included as Attachment 2 and staff requests City Council input on this draft. Staff will return to the City Council for authorization to release the RFP on October 16, 2018, when staff will also be requesting Council to accept the Point Molate Vision, for inclusion into the RFP.

The deadline for the shortlist of master developers to submit their responses to the RFP is anticipated to be in November. These proposals will be presented to the City Council in December 2018, with the goal of selecting a preferred Master Developer by the end of the year. Staff is requesting a special meeting be held on December 11, 2018, to allow sufficient time to have the respondents present their potential conceptual project.

## **ATTACHMENTS:**

- Attachment 1: BidsOnLine Report, Rating Matrix, and Request for Qualifications (RFQ)  
Attachment 2: Draft RFP