



POINT MOLATE MASTER DEVELOPER RFQ

December 21, 2018

Addendum No. 1

This addendum shall be incorporated and considered as part of the specifications for the above-mentioned RFP as though it had been issued at the same time.

The Planning and Building Services Department has made the following additions/changes to the above referenced RFP

Response Content:

Please refer to the attached draft council minutes from the December 11 City Council meeting that provides more detail about the evaluation criteria in Section V of the RFP. This addendum shall be considered a part of the December 13, 2018 RFP, and shall be acknowledged in the RFP response. Please direct any questions to Lina Velasco at Lina_Velasco@ci.richmond.ca.us.

All other information remains the same.

A handwritten signature in blue ink, appearing to read "Lina Velasco".

Lina Velasco
Planning Manager
City of Richmond

December 21, 2018

RICHMOND, CALIFORNIA, December 11, 2018

The Special Richmond City Council Meeting was called to order at 6:03p.m. by Mayor Thomas K. Butt.

ROLL CALL

Present: Councilmembers Jovanka Beckles, Ben Choi, Jael Myrick, Ada Recinos, Vice Mayor Melvin Willis, and Mayor Thomas K. Butt. **Absent:** Councilmember Eduardo Martinez arrived at 6:05 p.m.

STATEMENT OF CONFLICT OF INTEREST

None.

Councilmember Martinez requested that he be able to present a Powerpoint, which Mayor Butt ruled out of order. A motion by Councilmember Beckles, seconded by Vice Mayor Willis, to allow the presentation, passed by the following vote: Ayes: Councilmembers Beckles, Martinez, Myrick, Recinos, and Vice Mayor Willis. Noes: Councilmembers Choi and Mayor Butt. Absent: None. Abstain: None. A motion by Councilmember Martinez, seconded by Councilmember Recinos to suspend the rules and allow Councilmember Martinez to change the order of the item and present his PowerPoint immediately, passed by the following motion: Ayes: Councilmembers Beckles, Choi, Martinez, Recinos, and Vice Mayor Willis. Noes: Councilmember Myrick and Mayor Butt. Absent: None. Abstain: None.

COUNCIL AS A WHOLE

D-1. The matter to extend the deadline for responses to the Point Molate Request for Proposals to January 28, 2019, issue a modified Request for Proposals to the six shortlisted developers making minor revisions to the following requirements: (a) no housing on Drum Lot 2; and (b) two-thirds of the residential units need to be affordable housing; and schedule a special meeting on February 12, 2019, to receive presentations from respondents was presented by Planning Director, Richard Mitchell, Senior Planner, Lina Velasco, and Assistant City Attorney, Rachel Somovilla. Councilmember Martinez presented a Powerpoint. Discussion ensued. The following individuals gave comments: Brandon Evans, Fred Glueck, Don Gosney, Bea Roberson, David Helvarg, Paul Carman, Shirley Dean, Robert Cheasty, Roberta Wyn, Nina Smith, Charles Smith, Deborah Bayer, Dr. Connie Portero, Tarnel Abbott, Pam Bilbo, Marilyn Langlois, BK Williams, Jim Hanson, Stephen Kowalski, Jeffrey Wright, Robert Fyfe, Daryl, Evan Bissell, Valerie Jameson, Stephen Tiffenson, Colleen Tiffenson, Ms. Dandie, Juan Reardon, Diego Garcia, Lou Brock, Kathleen Wimer, Tania Pulido, Andrew Butt, Joseph Puleo, Tony Sustek, Margaret Browne, Jason Beebout, Mike Parker, Jennifer Benda, and Kabir Kapur. Discussion ensued. A motion by Councilmember Beckles, seconded by Vice Mayor Willis, to direct staff to keep the existing Request for Proposals (RFP) and resend it to the original larger list of companies originally contacted, along with the comprehensive Point Molate vision; and include the following provisions: Request that the master developer respondents incorporate concepts into the alternative plan by proposing the development alternative that 1) contains no housing on Drum Lot 2; 2) includes a mix of affordable housing with a goal of 2/3 to be moderate to low income; 3) includes an evacuation

plan and a transportation plan that describes approaches to bringing bus services to the site, such as expanding our current AC Transit line, or providing a privately operated shuttle service; 4) ensures that infrastructure costs are self-funded, with no additional costs to Richmond taxpayers and includes no bonds backed by the city and also include Councilmember Recinos' stipulations and suggestions regarding the evaluation criteria. A substitute motion by Mayor Butt, seconded by Councilmember Choi, to accept staff's recommendations to extend the deadline for responses to the Point Molate Master Developer Request for Proposals (RFP) to January 28, 2019; issue a modified Request for Proposals to the eight shortlisted developers making minor revisions to the following requirements: a) no housing on Drum Lot 2; and, b) two thirds of the residential units need to be affordable housing; and schedule a special meeting on February 12, 2019, to receive presentations from respondents. Mayor Butt also accepted the friendly amendments, stated as preferences and concepts, made by Councilmember Recinos for modifications to the following sections of the RFP: Open the RFP to all eight developers to give them more time to think about the questions and the public will be able to ask questions; Feedback on Section 5 – add more details to evaluate criteria – to directly reflect points made two weeks ago to evaluate directly on the responsiveness to:

1. Minimal to no housing on the drum lot in the south water shed
2. A way to evaluate based on the evacuation plan and transportation plan, and a way to evaluate the infrastructure costs and how they fall in line to what our requirements were
3. Add to Section 4 – around the affordable housing to directly compare that to different affordable housing types – and if they answer that question as well for moderate low/low income – (essentially the criteria for that - are they building on site or not?)
4. Developers need to respond to the requests from the community and say either yes it is feasible or no it is not feasible because of xyz
5. For Section 6 – add a section on how developers are going to work with community members – (if they have a plan they usually follow when they develop different communities; what their outreach is going to look like to seek participation)
6. For question 7 – reflect back to the community benefits, the community requests that were already in the other proposals based on the outreach which the City did, the Pt. Molate Plan, and RCDE's vision

Also accepted, to name all three of the community development concepts to be named as the three community development concepts instead of alternatives - the one done by the City, the PMA, and RCDE to be lumped together; include affordable housing language in the RFP that states that there is a heavy lean priority towards affordable housing in any applications received. The substitute motion passed by the following vote: Ayes: Councilmembers Choi, Myrick, Recinos, and Mayor Butt. Noes: Councilmembers Beckles, Martinez, and Vice Mayer Willis. Absent: None. Abstain: None.

ADJOURNMENT

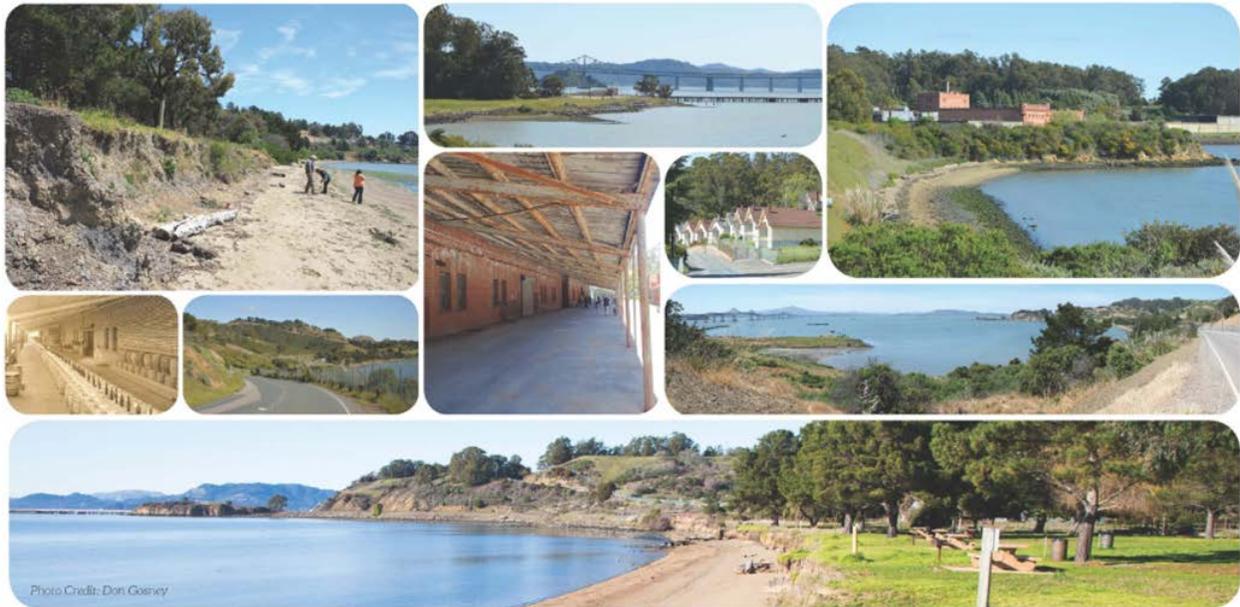
There being no further business, the meeting adjourned at 8:19 p.m., to meet again on Tuesday, December 18, 2018, at 6:30 p.m.

Clerk of the City of Richmond

(SEAL)

Approved:

Mayor



Richmond, California | December 13, 2018



Modified

Request for Proposals for Point Molate

-By Invitation Only-

Issued by:

City of Richmond Planning and Building Services
www.ci.richmond.ca.us/pointmolatedeveloperrfq

Due Date: January 28, 2019 by 4:00 PM

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I. INTRODUCTION

The City of Richmond (City) invites the shortlist of qualified developers to submit development proposals to serve as the master developer of the Point Molate property (Point Molate or site) in Richmond. The City seeks development proposals, from a shortlist of qualified developers, that are financially feasible, “self-funded”, and maximize community benefits and preferences, including purchase price, on-site affordable housing, expanded public open space and access, improvements to Point Molate pier and Beach Park, job opportunities for Richmond residents, construction of the Bay Trail through the site, and enhanced shoreline access. This important effort follows the lengthy litigation that was resolved by the parties in April of 2018, by the United States District Court. The 2018 Judgment requires that the City provide certain discretionary approvals by April 12, 2020 and sell the Development Areas for sale to one or more qualified developer(s) or builder(s) using commercially reasonable efforts by April 12, 2022, or within 24 months of the City issuing the discretionary approvals. Per the City of Richmond’s inclusionary housing ordinance, affordable housing units must be provided or an in-lieu fee must be paid (see attached Richmond Municipal Code Section 15.04.603).

II. PROJECT DESCRIPTION

The City of Richmond is requesting detailed development proposals from a shortlist of qualified developers interested in leading the reuse and redevelopment of Point Molate. This past summer, the Richmond community undertook a land use visioning process that identified key community concerns and desires for the Point Molate site. This process culminated in the acceptance of a vision document by the City Council that will guide the preparation of development proposals for the site submitted in response to this RFP (see Attachment 1). In addition, two other development concepts were submitted to the City Council. The City Council encourages respondents to propose a range of potential conceptual projects that maximize financial feasibility, purchase price and community benefits, and that respond to preferences proposed in these three development concepts (see Attachments 1-3). Per the Judgment, the land use entitlements must be generally consistent with the Point Molate Reuse Plan (Reuse Plan), which was 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 calls for the preservation of at least 70% of the site as open space and development to occur on the remaining 30%. The Reuse Plan included a mixed-use concept with 670 residential units. Potential conceptual projects shall include a minimum of 670 residential units. Proposals must adhere to the City’s inclusionary housing ordinance (Richmond Municipal Code Section 15.04.603).

Redevelopment of Point Molate should be focused on the development areas in Figure 1-7 of the Point Molate Vision Document. Proposals received in response to this RFP shall integrate the waterfront setting, natural beauty, and historic character of the buildings and setting, along with fully integrating the Point Molate Vision (see Attachment 1).

Site Location

The subject of this RFP is the redevelopment of approximately 30% of the upland 271 acre Point Molate site, located within the City of Richmond, Contra Costa County, approximately 1.5 miles north of the Richmond-San Rafael Bridge. Approximately 142 acres of the total 413-acre site are submerged in the San Francisco Bay.

The Point Molate site is currently owned and maintained by the City of Richmond. The property is served by an existing roadway, Stenmark Drive, with access to Interstate 580 (I-580), and a branch of the San Francisco Bay Trail that connects Point Molate to Point Richmond and soon Marin County via the Richmond-San Rafael Bridge, expected to open in early 2019.

Site History

The history of the site is rich and varied. Prior to colonization by the Spanish, the area was the territory of the Huchiun triblet of the Ohlone. Between 1770 and 1823 seven missions were established in the region, and most of the indigenous population was relocated to Mission San Jose and Mission San Francisco. The Spanish occupation of Northern California reduced the population of the indigenous peoples by 80 percent. After the rapid growth of California when gold was discovered and admission to the United States in 1850, the population of the entire Bay Area grew very rapidly. With that came a larger demand for fresh seafood, subsequently shrimp camps were established throughout the Bay Area, including at Point Molate. From around 1890 to 1912, a Chinese Shrimp camp was established at Point Molate, before it was abandoned in 1912.

In 1907, after the devastating earthquake and fire that destroyed much of San Francisco, the California Wine Association (CAWA) moved its facility to Point Molate, with the intent of establishing a “Haven” for the wine making industry. Following that decision, the area became known as ‘Winehaven’, and it grew to be the largest wine production and storage facility in the world. The castle-like primary building complex and living quarters still stand today. The Winehaven District is listed on the National Register of Historic Places (NRHP). From 1941 to 1995, the site served as a Naval Fuel Depot. The Navy extensively excavated the hillside and buried large storage tanks to store fuel and oil. The need for the depot diminished over the years and it was decommissioned in 1995. Today, the site contains a variety of cultural resources, most

notably the Winehaven Historic District, but also the Chinese Shrimp Camp archeological site.

The Winehaven Historic District is listed on the NRHP and is comprised of 35 buildings that together are significant historically and architecturally in the areas of wine production and industrial design. The contributing elements of the 71-acre District include 29 residences, two large winery buildings (Buildings No. 1 and No. 6), a warehouse (Building No.10), a powerhouse (Building No.13), a fire station (Building No. 63), as well as a workshop and planning mill (Building No.17) (refer to Figure 3.6-6 of the Final EIR, Volume II for a map of the District). The City adopted mitigation that would require development of design guidelines that would govern the rehabilitation of all retained buildings within the District as well as new construction near or within the the District. The design guidelines would incorporate the Secretary of the Interior's Standards and would be reviewed by the City of Richmond's Historic Preservation Commission (HPC). The 2018 Judgment requires that the Winehaven District be preserved for adaptive reuse.

Summary of Current General Plan Goals and Policies

The General Plan 2030 (GP) repeatedly calls for the preservation and redevelopment of Point Molate. Applicable goals and policies are summarized below:

- A Regional Recreational Destination on the San Pablo Peninsula (Goal ED9): The GP calls for the continuation to pursue redevelopment of the ex-Point Molate Fuel Station, the ex-Red Rock Marina, Terminal #4, and improve conditions at the San Pablo Yacht Harbor, along with identifying and incorporate opportunities for public open space and recreational facilities. The GP additionally calls for the integration of previous planning efforts including the Point Molate Reuse Plan and San Pablo Peninsula Open Space Study.
- Expanded Economic Opportunities Based on Historic Resources (Goal HR2.1). The Plan denotes Point Molate, as one of Richmond's unique and nationally recognized historic resources, as a resource to draw visitors to. The Plan seeks to integrate historic preservation with economic development objectives to generate additional revenue for the City while providing the investment needed to preserve resources.
- A Healthy Urban Environment (Goal CN6): Supports the remediation and reuse of large, disturbed sites, including the Winehaven complex at Point Molate, into mixed-use centers that provide the maximum benefit to the community without compromising the integrity of the surrounding natural areas.
- Mixed-Income and Integrated Neighborhoods (Policy LU2.1): Promote mixed-income development and inclusion of affordable housing units in all neighborhoods. Encourage the integration of market rate housing with affordable

units at the project level as well as at the neighborhood level. Affordable housing units should be located close to community and retail amenities such as parks, full-service grocery stores, local public transit stops, retail and public services.

- Compact Walkable Neighborhoods and Livable Streets (Policy LU2.2): Promote safe and walkable neighborhoods and inter-connected streets through the design of streetscapes, public gathering places and all types of physical development. Provide pedestrian amenities such as sidewalks and street trees, transit and bike improvements, lighting and landscaping and appropriate traffic calming measures to ensure a safe pedestrian environment.
- Support uses and public space improvements that generate street-level activity, create eyes-on-the-street, provide opportunities for community interaction and encourage a sense of collective ownership of common areas. Encourage mixed-use development that attracts people and facilitates activity throughout the day. Prohibit isolated or gated communities in order to improve physical connectivity throughout the City, and create incentives to remove barriers in existing gated areas. Maintain streets to ensure that neighborhoods and streets are safe and well used.
- Recreation and Tourism Industry (Policy LU3.3): Support the emerging recreation and tourism economy by protecting, enhancing and showcasing the natural, cultural and historic resources and assets. Encourage the creation of tourist-serving amenities and infrastructure in key areas such as Southern Shoreline, Point Molate and Downtown, and enhance amenities in existing tourist destinations such as Point Richmond. Expand and complete the Bay Trail to enhance regional connections with Richmond's shoreline. Support the development of the southern shoreline as the "Richmond cultural heritage shoreline" to promote economic development in the City while protecting historic and cultural resources and providing opportunities for interpretation, education and recreation.
- Richmond Shoreline (Policy LU4.1): Call for the minimization of impacts of development on the shoreline by stating special attention shall be paid to intensity, density, and proximity to the water. Conserve, protect and enhance natural and cultural resources along the Richmond shoreline. Promote a balance of uses along the shoreline that supports multiple community needs such as economic development, recreation, historic preservation and natural resource protection. Protect and restore wetlands, native habitats and open space; develop shoreline parks and trails to increase public access; encourage recreation and tourism activities; and enhance and showcase historic and cultural resources. Prepare, adopt, and implement plans that will to protect natural and built environments from adverse potential impacts of sea level rise due to climate change.

- A Waterfront Redevelopment Plans (Action LU4.A): Facilitate on-going efforts to plan and redevelop key shoreline areas to fully transform them from blighted areas into resources and amenities for the community. Promote a balance of uses along the shoreline that supports multiple community needs such as economic development, recreation, historic preservation and natural resource protection.
- Point Molate Redevelopment Plan (Action LU4.E): Continue to pursue redevelopment of the ex-Point Molate Fuel Station, the ex-Red Rock Marina, Terminal #4, and improve conditions at the San Pablo Yacht Harbor. Identify and incorporate opportunities for public open space and recreational facilities. Integrate previous planning efforts including the Point Molate Reuse Plan and San Pablo Peninsula Open Space Study.
- A Balanced Mix of Land Uses (LU5.1): The GP policy states that a mix of uses in major activity center, community nodes and gateways, in neighborhood nodes (corner commercial clusters), and along key corridors as well as in industrial areas. Uses may include diverse housing options, office, civic, commercial, retail and parks and open space. In residential areas, the re-establishment of neighborhood nodes allow walkable access to neighborhood retail, services, public parks and other neighborhood amenities that support the daily needs of residents. A mix of uses such as business, residential, light industrial, waterfront commercial and open space will enhance economic vitality and provide the flexibility needed to adapt to changing economic conditions. Along Richmond's shoreline, diverse uses should balance community needs for recreation, interpretation, conservation, historic and cultural preservation with economic development opportunities.
- A Mixed-Use Waterfront (Policy LU5.2): The GP calls for the creation of dynamic mixed-use waterfront development that includes amenities and attractions for residents and visitors. Specifically, the GP states that the City will support development on the [San Pablo] Peninsula as a regional recreation destination that is well connected to the rest of the City and accessible to the greater community. Disturbed sites such as the Winehaven complex at Point Molate and the Terminal 4 site at Point San Pablo will be remediated and redeveloped into Mixed-use activity centers to serve a broad range of visitors and providing long term revenue to the City.

Current Zoning and General Plan Designation

The Point Molate site is currently zoned: IL, Industrial, Light, CG, General Commercial, RM1, Medium Density Multi-family Residential, RH, Single-family Hillside Residential, OS, Open Space. The General Plan land use classifications are: Hillside Residential,

Medium Density Residential, Open Space, Parks and Recreation, and Business/Light Industrial.

As part of the entitlements for a proposed conceptual project, staff anticipates that a General Plan Amendment and Rezoning to a Planned Area district may be necessary.

Summary of Community Visioning and Process

In June 2018, the City embarked in a community visioning process to gather community input on possible future uses for Point Molate. This process resulted in a vision document that was accepted by the City Council for incorporation into this RFP to guide the preparation of development proposals for the site.

The Point Molate Community Visioning process goals were to:

- Engage the community in a transparent and inclusive process to understand how Point Molate can best serve the community of Richmond for decades to come;
- Understand community needs, concerns, and priorities related to Point Molate; and,
- Develop a community vision that will guide the future use and development of the property, to be used in this RFP project solicitation.

To achieve the above goals, the community process involved interactive workshops, a youth summit, pop-up events, and tours of the Point Molate site.

The first workshop, held on June 23, 2018, focused on sharing information through a site tour and summary of the various studies conducted in the past. The consultant team documented, analyzed, and summarized the feedback and comments regarding the future vision gathered during this workshop.

During the second community workshop, held on July 25, 2018, the consulting team presented a summary of feedback and a map of opportunities and constraints based on technical studies. Following this, attendees worked together in small groups to create planning concepts for the future community at Point Molate. Community members addressed topics such as the character of future development, place-making elements, density, mix of uses, number of residential units and types, types of open space uses, etc.

Following the second workshop, the team developed a vision framework that captured the ideas emerged during the previous workshops and online feedback. At the third workshop held on August 27, 2018, the team presented two concepts built on the vision framework that explored alternative mix of land uses for feedback at the third workshop held on August 27, 2018.

The draft Point Molate Vision was presented to the Planning Commission for feedback on October 18, 2018 and for acceptance by the Council on October 23, 2018.

Results of the Community Visioning Process

The Point Molate Vision (Vision) prepared by WRT and formally accepted by the City Council on October 23, 2018 is incorporated herein by reference (attached as Attachment 1). In addition to this Council-accepted Vision, two other development concepts were prepared by stakeholder groups -- the "Equitable Development of Point Molate Requirements, Concept Maps, and Principles" by the Richmond Community-Owned Development Enterprise; and "The Community Plan" by the Point Molate Alliance (see Attachments 2 and 3).

This RFP was originally released on October 26, 2018. On December 11, 2018, the City Council decided to extend the deadline for responding to the RFP and issue this modified RFP.

III. SUBMITTAL REQUIREMENTS AND PROCESS

A. *Submittal Date and Location.* Sixteen (16) hard copies and one electronic pdf copy of the RFP response are due at **4:00 PM on Monday, January 28, 2019** clearly marked with "POINT MOLATE RFP." Responses must be delivered via mail or hand delivery to:

Lina Velasco, Planning Manager
City of Richmond
450 Civic Center Plaza, 2nd Floor
Richmond, CA 94804

Please contact Lina Velasco at PointMolateDevelopment@ci.richmond.ca.us with any written questions regarding this RFP. The City's response to any such questions will be shared with all invited respondents. The last day to submit questions on this RFP is January 9, 2019. Questions will be responded to by January 11, 2019.

B. *Submittal Requirements.* The City's top priority is to select a master developer to design, entitle, and construct a mixed-use development at Point Molate that implements the goals expressed in the Point Molate Vision and General Plan, is "self-funded", financially feasible, complies with the 2018 Judgment, maximizes community benefits and preferences, including providing affordable housing, and also reflects the latest and most innovative approach to mixed-income, multi-generational, multi-modal, and sustainable community design. The City encourages collaborations with other developers where appropriate.

Respondents shall provide all of the following in their response:

1. **Letter of Intent** – Include initial deal terms for the purchase and development of the Project:
 - a. Entity that will purchase and develop the site
 - b. Price/terms of acquisition
 - c. Deposit (associated with City reimbursement for processing/negotiation expenses vis-à-vis an Exclusive Right to Negotiate and/or Disposition and Development Agreement or similar agreement)
 - d. Source(s) of equity and/or debt
 - e. Due diligence period, closing contingencies, timing for closing
 - f. Expected obligations of City (as applicable)
 - g. Project delivery and performance benchmarks, etc.
 - h. Express acknowledgements required in paragraph 3 below
 - i. Other relevant terms the Developer may wish to express.

2. **Description of potential conceptual project** –

- a) **Conceptual project Description and Site Plan:** The City encourages Developers to propose a range of development concepts that are financially feasible, self-funded, and maximizes community benefits and preferences. For each development concept, include sufficient detail and definition as to proposed uses, number and types of residential units (including possible number of affordable units), commercial tenants, and/or concept to provide the evaluation committee with sufficient information to have an idea of what the final development could contain. Supporting data, concept plan, and collateral materials are encouraged to provide support for the various development proposals presented.

RFP respondents shall include the following in their potential conceptual project: an evacuation plan and a transportation plan that describes the approach to bringing bus services to the site, such as expanding a current AC Transit line or providing a privately operated shuttle service. Respondents shall also ensure that infrastructure costs are self-funded with no additional cost to Richmond taxpayers, including no bonds backed by the City (this requirement further clarifies the “self-funded” goal stated throughout this RFP).

- b) **Comparison Table:** Master developer respondents may propose a range of development proposals. For any range of development concepts proposed, respondents shall include a table that compares: 1) financial terms and feasibility; 2) community benefits components; and 3) land use components (e.g. total residential units, residential units types, number of rental and/or for sale units, open space acreage, commercial space square footage, hotel rooms, etc.).

Respondents to this RFP shall review the Vision (Attachment 1) and the other development concepts submitted by stakeholder groups (Attachments 2-3) and specify how their potential conceptual project(s) respond to key elements of the Vision and two other development concept plans. This section shall include at a minimum a conceptual site plan for each development concept proposed; however, building types, massing, and renderings are highly encouraged. See Section IV below regarding community benefits.

- c) **Questions:** The City Council has requested a discussion by proposers regarding: 1) To what extent can development be minimized in the Drum Lot 2 area and what trade-offs are involved in minimizing such development? 2) To what extent does your project maximize affordable housing and what percentage of affordable units are proposed within your conceptual project(s)?
3. **Project Approach and Acknowledgments** – A summary of the team's approach and anticipated timing related to planning, design, community engagement and outreach approach, obtaining discretionary approvals, financing, phasing, disposition of the site, development, construction, and operation. Expected obligations of the City should be identified. Developer shall provide examples of processes employed in other similar projects. In addition, Developer shall expressly acknowledge that it can meet the responsibilities laid out for the Developer as outlined in the RFQ Section V, and that it will prepare and file project applications for the required discretionary approvals and pay for the costs and fees of CEQA review and project entitlements, including any associated consultant and outside counsel costs and fees, as well as all fees and costs associated with the sale of the development areas. Developer shall also defend and indemnify the City from all third party litigation arising out of the entitlement and sale of the development areas and related litigation. The Judgment requires that the City issue discretionary approvals no later than April 12, 2020, and sell the development areas by April 2022.
4. **Financial Data** – Please expand on the Letter of Intent "1.d." above. A summary of the anticipated sources of capital (equity and/or debt) to successfully fund and/or finance the proposed concept. As part of the eventual ERN process, development pro forma analysis and a description of the financing structure to be employed to finance the project and specific evidence will need to be provided to support proof of the ability to fund a project of this size, including predevelopment costs and infrastructure. It is the City's intent to have the Project be "self-funded" (e.g. funding generated only from parcels within the Project or other outside sources (e.g. grants) and not rely on City general funds.

5. **References** – At least two references (name, title, entity, telephone number and contractual relationship to respondent) that may be contacted with respect to current and past project experience. Additionally, a reference list of and contact information for three to five public sector elected officials and/or executive staff involved in the previous projects identified as examples of Relevant Project Experience.
6. **Litigation History with Public Agencies** – Provide information as to any litigation that any developer/development entity that comprises the overall team has had with public agencies.

IV. COMMUNITY BENEFITS

While the Point Molate Vision anticipates a mix of public and private uses at the Point Molate site, the City is eager to see as many community benefits as possible derive from the project. Examples of community benefits include, but are not limited to,

- On-site affordable housing,
- Richmond businesses participation,
- Preservation and enhancement of public open space (e.g. bicycle and pedestrian trails, Bay Trail, shoreline park),
- Opportunities for job training and pre-apprenticeship programs,
- Providing a large number of jobs created for a range of training and education levels for Richmond residents, and
- Provision of high quality public facilities and amenities(e.g. sports, community education, and artisan facilities)

As part of this response to the RFP, the City seeks to understand what process the master developer will use to determine what community benefits are included in the project and a summary of community benefits incorporated into previous projects.

V. EVALUATION CRITERIA AND MATRIX

The City will evaluate each written proposal and the public presentation according to the criteria below:

Evaluation Criteria	Max Points
1. Overall quality of the proposal. Responsiveness and conformance to RFP requirements.	10
2. Responsiveness to the Council-stated preferences as expressed in this RFP and to the Vision and the other development concepts submitted by stakeholder groups, including evacuation and transit plans.	20

3. Letter of Intent price and terms.	20
4. Comprehensive affordable housing plan component, including the proposed mix and type of affordable units.	10
5. Quality and appropriateness of proposed project approach and organization.	10
6. Evidence of relevant experience and proven track record to complete projects in communities similar to Richmond, and proposed community engagement approach.	10
7. Clear community benefits for local residents and businesses (see detail required under Section IV above).	10
8. Evidence of financial capacity, resources, and relationships, and clear corporate/organizational structure.	10
TOTAL	100

VI. PUBLIC PRESENTATION AND SELECTION

A. Public Presentation

As a part of the RFP process, respondents will be given the opportunity to present, in front of the City Council and public, their potential conceptual project. It is anticipated that the presentation will address components of the previous RFQ response (e.g. project understanding, project team, relevant previous experience, and financial capacity), as well as the RFP response (e.g. entity, proposed Project concept, approach, timing, expected obligations of the City, and potential community benefits).

The City Council will rank the respondents following the public presentations.

B. Rights Reserved by the City

The City reserves the right, for any reason, to accept or reject any one or more proposals; to negotiate the terms and specifications of the proposal; to modify any part of the RFP; or issue a new RFP.

VII. TIMELINE

Review and Selection Process. The following outlines the steps for reviewing and selecting a preferred developer:

- i. Review of RFQ Responses – September 2018**
Responses to the RFQ were reviewed and evaluated by an evaluation committee comprised of City staff and consultants.
- ii. Short List Recommendation – October 2018**
Based on the evaluation of the SOQs by the evaluation committee, the committee recommended a shortlist of qualified master developers to the

City Council on October 2, 2018. The shortlist of developers will be invited to prepare a development proposal for the Point Molate site.

iii. Release RFP to Shortlist – October 2018

A RFP will be issued and the shortlist of qualified developers will be invited to submit development proposal addressing the requirements of the RFP and incorporating the Community Vision for Point Molate.

iv. Review of Responses to RFP – January/February 2019

Submitted RFP responses will be reviewed and evaluated by staff and consultants. Evaluations will be provided to the City Council for consideration, as part of v. below.

v. Public Presentation of RFP Responses – February 2019

All respondents will be required to participate in a public presentation of their project proposals at a special City Council meeting on **February 12, 2019** (see “VI. PUBLIC PRESENTATION AND SELECTION” section above). The presentation will be 20 minutes and will involve a Question & Answer period. It is anticipated that the Council will direct staff to negotiate an ERN with the highest ranked master developer respondent identified at the conclusion of the public presentations or soon thereafter.

vi. Master Developer Approval – March 2019

Staff will return to the City Council for approval of an ERN with a preferred developer for Point Molate, including a preliminary Term Sheet attached to the ERN.

VIII. NEGOTIATION OF TERMS

A. The City anticipates beginning discussions on details of the preliminary term sheet for approval of an ERN with the highest ranked Master Developer soon after City Council determines the final rankings.

B. More specific information may be requested from the preferred Master Developer during negotiations. It may also be necessary to resolve issues that are not addressed in this solicitation, or during the RFP process.

IX. EXCLUSIVE RIGHT TO NEGOTIATE

Upon successful completion of the negotiations, a recommendation will be made to the City Council to authorize the City Manager to enter into an ERN with the preferred master developer.

X. LOCAL BUSINESS, LOCAL RESIDENT HIRE AND PUBLIC ARTS PROGRAM

A. To the extent permitted by law, the project will be subject to the Richmond Municipal Code (RMC) including but not limited to local business and hire requirements, including the City's Business Opportunity Ordinance (RMC Chapter 2.50), the City's Local Employment Program Ordinance (RMC Chapter 2.56), and the City's Living Wage Ordinance (RMC Chapter 2.60). The selected developer will be also be required to execute a First Source Agreement for hiring residents in accordance with the Local Employment Program Ordinance.

B. The project shall meet the requirements of Richmond Municipal Code (RMC) One-Percent for Public Art on Private Projects Program (Chapter 12.62) by either including on-site publicly accessible art valued at one percent of the Building Development Cost or pay an in-lieu contribution of one percent of the Building Development Cost to the City's Public Art Project account as set forth in Section 12.62.050. Building Development Cost shall be as defined in the RMC Chapter 12.62.

XI. PROPOSAL TERMS AND CONDITIONS

A. Examination of Proposal Materials

The submission of a RFP shall be deemed a representation and warranty by the Respondent that it has investigated all aspects of the RFP, that it is aware of the applicable facts pertaining to the RFP process and its procedures and requirements, and that it has read and understands the RFP. No request for modification of the provisions of the proposal shall be considered after its submission on the grounds the Respondent was not fully informed as to any fact or condition.

B. Addenda Interpretations

If it becomes necessary to revise any part of this RFP, a written addendum will be provided to the shortlist of developers. The City of Richmond is not bound by any oral representations, clarifications, or changes made in the RFP by the City or its agents, unless such clarifications or change is provided in written addendum from the City of Richmond.

C. Questions Concerning Request for Proposals

This RFP is by invitation only. If the City finds it necessary to issue an addendum, prospective Respondents will receive e-mail notification of addendum. Otherwise, answers to questions received will be provided by January 9, 2019.

D. Public Records

Proposals submitted in response to this RFP are public record. Prospective Respondents are cautioned not to include any material into the proposal that is proprietary in nature.

E. Proposal Costs

All costs associated with the preparation of responses to this RFP shall be borne by the Respondent. This RFP does not constitute any form of offer to contract.

F. Reservation of Rights

The City reserves the right, for any reason, to accept or reject any one or more proposals; to negotiate the terms and specifications of the proposal; to modify any part of the RFP; or issue a new RFP.

G. Product Ownership

RFP responses submitted shall become the property of the City.

Attachments:

1. Point Molate Vision
2. "The Community Plan"
3. Equitable Development of Point Molate