

Addendum #1

Combined Request for Qualifications/Request for Proposals Development of MTD Calle Real Property



**Santa Barbara Metropolitan Transportation District
550 Olive Street
Santa Barbara, CA 93101
Deadline for RFQ/RFP Submission: October 1, 2020**



Project Name: Combined RFQ /RFP for Development of MTD Calle Real Property

Solicitation Issuance Date: August 17, 2020

Project Description: Serve as developer to develop, construct, manage and operate a residential rental project, at Santa Barbara Metropolitan Transit District's (MTD) property located at 4678 Calle Real/149 North San Antonio Road in unincorporated Santa Barbara County. MTD's goal is construction of a Transit Oriented Development (TOD) that will provide mixed-income rental housing, improved transportation facilities and public benefits consistent with MTD's mission as a public transit district and existing Eastern Goleta Valley Community Plan land use and zoning designations. MTD's intent is to minimize financial risk to MTD and maximize long term financial return in support of MTD operations through a long-term ground lease of the property.

Project Location(s): 4678 Calle Real/149 North San Antonio Road

APNs 059-140-004, 059-140-005, 059-140-006 and 067-230-026

Requests/Clarifications Deadline: Monday, September 14, 2020 at 5:00 P.M. (PDT)

Solicitation Contact: Steve Maas, (805) 883-4227, smaas@sbmtd.gov

Addendum #1 - September 3, 2020

The following revised Submittal Due Time and Submittal Delivery Instructions are hereby incorporated in the RFQ/RFP:

RFQ/RFP Submittal Due Date/Time: Thursday, October 1, 2020 at **12:00 P.M. PDT (Noon)**

RFQ/RFP Submittal Due Location: MTD Administrative Offices, 550 Olive Street
Santa Barbara, CA 93101

Submittals may be deposited in the mail slot in the front door; or, alternatively, the proposer may call the number posted on the door and an MTD representative will receive the submittal in person.

The following questions (Q), which were received in accordance with the RFQ/RFP, and their corresponding answers (A) are hereby incorporated in the RFQ/RFP:

Q1: Are there any development impact fee waivers associated with the development of affordable housing?

A1: Developer should review the applicable County regulations and fee requirements based on developer's proposed provision of affordable housing, including the income levels to be served by the project.

Q2: Are there any additional improvements beyond those suggested in the 2018 Traffic and Circulation Summary that MTD would like to see on the property?

A2: Developers may consider the possibility of a new bus stop on eastbound Calle Real opposite the existing westbound bus stop that is located slightly west of San Antonio Road. Enhanced passenger amenities at the stop or stops may also be considered.

Q3: Is there a preferred unit mix according to income (e.g., 10 % units at 120% AMI)?

A3: Developer's proposed unit mix should take into consideration housing multiple income levels and the corresponding benefits provided under local and state law. Specific unit mixes are left to developer's discretion.

Q4: Did MTD select a development partner following their 2018 RFP process?

A4: No.

Q5: If so, what team did MTD select and why did the development not come together?

A5: MTD did not select a development partner following the 2018 RFP process.

Q6: If no developer was selected during the 2018 process, why was that?

A6: At its August 24, 2020, meeting, the MTD Board of Directors, in the best interest of MTD, formally rejected all proposals and responses to the June 8, 2018 RPQ/RFP.

Q7: Is the team selected for an Exclusive Negotiating Agreement in the 2018 process eligible to propose again?

A7: Yes.

Q8: Can you share the current Bidders List of developers and others that have received the RFQ/RFP to date?

A8: Yes. See the Attachment to this Addendum.

Q9: What is MTD's desired rate of return?

A9: MTD is looking to select the proposal which best achieves MTD's stated goal of minimizing financial risk to MTD and maximizing long term financial return in support of MTD operations through a long-term ground lease of the property.

ATTACHMENT: Bidders' List for Development of MTD Calle Real Property (as of September 4, 2020)

Company	Address	Contact Name	Phone	Email Address
800 Block Partners, LLC	1006 4TH ST STE 701 SACRAMENTO CA 95814	Ali Youssefi	916-446-4040	ali.cfy@gmail.com
ACD Partners L.L.C.	20250 HARPER AVE DETROIT MI 48225	Derek M. Skrzynski	424-832-3665	derek@acdmail.com
Ahe Group	157 Makawao Street, Kailua, HI 96734	Makani Maeava	808-381-5958	mm@ahigroup.com
Axis Development Group	580 California Street, 16th Floor, San Francisco, CA 94104	Theo Oliphant	415-992-6997	toliphant@axisdevgroup.com
Beacon Communities Inc.	6120 STONERIDGE MALL RD 3RD FL PLEASANTON CA 94588	Ancel Romero	925-924-7197	aromero@beaconcommunities.org
Bella Vista Affordable Communities, LP	1927 ADAMS AVE #200 SAN DIEGO CA 92116	Peter Lopez-Hodoyan	480-899-3545	peter@logancapitaladvisors.com
Bridge Housing Corporation	600 California Street, San Francisco, CA 94108	Ali Gaylord	415-321-3569	agaylord@bridgehousing.com
Brookmore Apartment Corporation	3204 ROSEMEAD BLVD STE 100 EL MONTE CA 91731	Joseph Miller	626-300-2448	jomiller@frontporch.net
Central California Housing Corporation	3128 WILLOW AVENUE, SUITE 101, CLOVIS, CA 93612	Laurie Doyle	559-292-9212	Ldoyle@ahdcinc.com
Centrury Affordable Development, Inc.	5 PARK PLAZA STE 1500 IRVINE CA 92614	Oscar Alvarado	310-642-2079	oalvarado@centuryhousing.org
Cesar Chavez Foundation	316 West Second St Ste 600, Los Angeles, CA 90012	Alfredo Izmajtovich	213-362-0260	alfredoi@chavezfoundation.org
Chandler Group	4116 West Magnolia, Suite 203, Burbank, CA 91505	Dan Chandler	818-843-8644	dan@chandlerpartners.com
Charities Housing	1400 PARKMOOR AVE STE 190 SAN JOSE CA 95126	Kathy Robinson	408-550-8311	krobinson@charitieshousing.org
Chelsea Investment Group	5993 Avenida Encinas, Suite 101, Carlsbad, CA 92008	Adam Gutteridge	760-456-6000	agutteridge@chelseainvestco.com
City Ventures	3121 Michelson Dr., Ste. 150, Irvine, CA 92612	Ryan Aeh	949-500-1573	ryan@cityventures.com
Community Development Partners	3416 Via Oporto- Suite 301, Newport Beach, CA 92663	Cory Bannister	602-793-2256	cory@communitydevpartners.com
Community HousingWorks	2815 CAMINO DEL RIO S STE 350 SAN DIEGO CA 92108	Sue Reynolds	619-450-8709	sreynolds@chworks.org
Community Preservation Partners	17782 SKY PARK CIRCLE IRVINE CA 95614	Seth Gellis	949-236-8280	sgellis@cpp-housing.com
D.L. Horn & Associates	100 PACIFICA STE 205 IRVINE CA 92618	Erik Halter	949-625-6419	ehalter@palmcommunities.com
DAL Development, LLC	3603 Corte Castillo, Carlsbad, CA 92009	David Beacham	760-579-2093	dabdalddevelopment@gmail.com
Dawson Holdings, Inc	300 TURNEY ST 2ND FLOOR SAUSALITO CA 94965	Tim Fluetsch	801-244-6658	tfluetsch@d-h-i.net
DeSola Development Associates, LLC	19800 MACARTHUR BLVD STE 300 IRVINE CA 92612	Gary Grant	949-440-2330	ggrant@desolacap.com
Eden Housing, Inc.	22645 GRAND ST HAYWARD CA 94541	Andy Madeira	510-582-1460	amadeira@edenhousing.org
Egis Group Inc.	1724 10th Street, Ste. 120, Sacramento, CA 95811	John Cicerone	415-259-7727	jrcvest@aol.com
Fairfield Investment Company LLC	5510 Morehouse Drive, Suite 200, San Diego, CA 92121	Paul Kudirka	858-824-6406	pkudirka@ffres.com
First Community Housing	75 E SANTA CLARA ST STE 1300 SAN JOSE CA 95113	Tom Jamesi	408-291-8650	tomi@firsthousing.org
GovWin+Onvia from Deltek	509 Olive Way, Ste. 400, Seattle WA 98101	Jacqueline Sessa	206-373-9150	jacquelinesessa@deltek.com
Housing Authority of the County of Santa Barbara	815 W Ocean Ave, Lompoc CA 93436	John Polanskey	805.736.3423 x4003	johnpolanskey@hasbarco.org
Inland Construction	1620 N MAMER RD BLDG B SPOKANE WA 99216	Keith James	509-321-3218	keithj@inlandconstruction.com
Jamboree Housing Corporation	17701 COWAN AVE STE 200 IRVINE CA 92614	Rob Fredericks	805-897-1051	rfredericks@hacsb.org
JEMCOR Development Partners, LLC	1700 S EL CAMINO REAL, SUITE 400 SAN MATEO CA 94402	Jonathan Emami	415-941-5832	jemami@jemcorpartners.com
Klein Financial Corp	550 S CALIFORNIA AVE STE 330 PALO ALTO CA 94306	Alan Bogomilsky	650-833-0100	Alan@klein-financial.com
Levy Affiliated	201 WILSHIRE BLVD 2ND FLOOR SANTA MONICA CA 90401	Shaoul J. Levy	310-883-7900	jacob@levyaffiliated.com
LINC Housing Corporation	555 E OCEAN BLVD STE 900 LONG BEACH CA 90802	Monica Mejia	562-684-1131	mmejia@linchousing.org
McCormack Baron Salazar, Inc.	117 S. Boyle Avenue, Los Angeles, California 90033	Daniel Falcon	213-236-2696	daniel.falcon@mccormackbaron.com
McCormack Baron Salazar, Inc.	117 S. Boyle Avenue, Los Angeles, California 90033	Marina Salazar	213-236-2696	marina.salazar@mccormackbaron.com
Mercy Housing California	1500 S. GRAND AVE. SUITE 100LOS ANGELES, CA 90015	Ed Holder	213-743-5820	eholder@mercyhousing.org
Meta Housing Cooperation	1640 South Sepulveda Blvd, ste 425, Loa Angeles, CA 90025	Ross Ferrera	310-575-3543	rferrera@metahousing.com

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Company	Address	Contact Name	Phone	Email Address
Michael Maltzan Architecture, Inc.	2801 Hyperion Ave., Studio 107, Los Angeles, CA 90027	Jen Lathrop	323.913.3098	jlathrop@mmaltzan.com
MidPen Housing Corporation	303 Vintage Park Drive Ste 250, Foster City, CA 94404	Sarah McIntire	510-379-4145	smcintire@midpen-housing.org
MRK Partners Inc.	c/o MRK Partners Inc., Manhattan Beach, CA 90266	Cathy Coler	424-999-4584	ccoler@mrkpartners.com
Muse Family Enterprises	3131 Turtle Creek Blvd., Ste. 1020, Dallas, TX 75219	John R. Muse	214-740-7302	john@musefamilyenterprises.com
National Community Renaissance of California	9421 Have Ave., Rancho Cucamonga, CA 91730	Belinda Lee	530-207-9893	blee@cpp-housing.com
National Shopping Centers, LLC	1187 Coast Village Rd, Ste. 564, Santa Barbara, CA 93108	Andrew S. Bermant	805-845-8533	abermant@me.com
Pacific West Communities, Inc.	430 E. STATE STREET, SUITE 100 EAGLE, ID 83616	Caleb Roope	208-461-0022	calebr@tpchousing.com
Peoples' Self-Help Housing	3533 Empleo St., San Luis Obispo, CA 93401	Jimmy Summer	(805) 548-2348	jimmys@pshhc.org
Peoples' Self-Help Housing	26 East Victoria St., Santa Barbara, CA 93101	Kenneth Trigueiro	805-699-7233	kenneth@pshhc.org
Premier Developers LLC	3553 ATLANTIC AVENUE, #250 LONG BEACH, CA 90807	Marco Gomez	213-924-3217	mg@iahinc.org
Radius Commercial Real Estate	205 E. Carrillo St., Ste. 100. Santa Barbara, CA 93101	Bob Tuler	805-879-9605	btuler@radiusgroup.com
Radius Commercial Real Estate and Investments	205 E. Carrillo St., Suite 100, Santa Barbara, CA 93101	Paul J. Gamberdella, Princi	805.965.5500 x122	pgamberdella@radiusgroup.com
RED TAIL ACQUISITIONS, LLC	2082 Michelson Dr, Ste 307, Irvine, CA 92612	Malcolm Sun	714.931.6484	MSun@rtacq.com
RELATED CALIFORNIA	333 S Grand Ave Ste 4450, Los Angeles, California 90071	Rose Olson	(213) 254-2028	rolson@related.com
Related California Residential LLC	44 Montgomery Street, Suite 1050, San Francisco, CA 94104	Joe Walsh	415-653-3177	joe.walsh@related.com
Related Development Company of California	18201 VON KARMAN AVE STE 900 IRVINE CA 92612	Frank Cardone	949-660-7272	fcardone@related.com
SDG Housing Partners, LLC	1600 Rosecrans Avenue, Manhattan Beach, CA 90266	June Park	310-321-7862	june@sdghousing.com
SKIDMORE, OWINGS & MERRILL LLP	333 SOUTH GRAND AVE, STE 3600, LOS ANGELES, CA 90071	Dana Smith	(818) 331-2053	dana.smith@som.com
St. Anton Communities, LLC	1801 I STREET, SUITE 200 SACRAMENTO, CA 95811	Ardie Zahedani	916-400-2077	az@antoncap.com
Standard Property Company, Inc.	1901 AVENUE OF THE STARS STE 395 LOS ANGELES CA 90067	Keith Dragoon	310-553-5711	kdragoon@standardproperty.com
Steve Semingson	7777 CENTER AVENUE STE 230 HUNTINGTON BEACH CA 92647	Tina Alexander	714-230-8000	talexander@civicpartners.com
Stone Creek Real Estate Partners	4329 Reeder Drive, Carrollton, TX 75010	Joe Geer	214-893-4202	jgeer@stonecrk.com
SVA Architects	6 Hutton Centre Dr. Ste. 1150, Santa Ana, CA 92707	Ernie Vasquez	949-981-3956	EVasquez@sva-architects.com
SVA Architects	6 Hutton Centre Dr. Ste. 1150, Santa Ana, CA 92707	Larry Mandell	949-981-3956	lsmandell@gmail.com
The Chadmar Group	2716 Ocean Park Blvd, Suite 1064, Santa Monica CA 90405	Chuck Lande	310-314-2590	clande@chadmar.com
The John Stewart Company	1388 SUTTER ST 11TH FL SAN FRANCISCO CA 94109	Jack D. Gardner	415-345-4400	jpgardner@jsco.net
The Michaels Development Company	3 E STOW RD MARLTON NJ 08053	Milton R. Pratt, Jr.	856-797-8964	mpratt@tmo.com
The Michaels Development Company, LP	3 East Stow Road, Marlton, NJ, 08053	Kecia Boulware	213-392-7745	kboulware@themichaelsorg.com
The Towbes Group, Inc.	21 E. Victoria Street, Ste. 200, Santa Barbara, CA 93101	Craig Zimmerman	805-962-2121	czimmerman@towbes.com
The Unity Council	1900 Fruitvale Avenue. Suite 2A. Oakland, CA 94601	Erin Patch	510-535-7170	epatch@unitycouncil.org
Thomas Safran & Associates Development, Inc.	11812 SAN VICENTE BLVD STE 600 LOS ANGELES CA 90049	Anthony Yannatta	310-820-4888	anthony@tsahousing.com
Urban Core, LLC	4096 PIEDMONT AVE STE 313 OAKLAND CA 94611	Michael Johnson	415-748-2300	mjohnson@urbancorellc.com
USA Properties Fund, Inc.	3200 DOUGLAS BLVD STE 200 ROSEVILLE CA 95661	Geoffrey C. Brown	916-724-3801	gbrown@usapropfund.com
Vintage Housing Development, Inc.	369 SAN MIGUEL DR STE 135 NEWPORT BEACH CA 92660	Michael K. Gancar	949-721-6775	mgancar@vintagehousing.com
West Bluff Capital Inc.	123 E. Carrillo St., Santa Barbara, CA 93101	Neil E. Botts	303-717-0289	neil@westbluffcapital.com
WESTAR Associates	2925 Bristol Street, Costa Mesa, CA 92626	Connor Best	(714) 241-0400	Connor@westar1.com
Western National Properties	8 EXECUTIVE CIRCLE IRVINE CA 92614	Jeff Scott	949-862-6208	jscott@wng.com