Request for Qualifications

Contact
Valerie Patscheck, Dir Procurement & Logistical Services, valerie.patscheck@csuci.edu

CSU, Channel Islands
Site Authority

Ground Sub-Lease for the Development of 31.5-Acres and the Town Center

Pre-Submittal Meeting
January 8, 2016
2:00 pm
Agenda

1. Welcome & Overview
   a) Campus Overview
   b) Project Goals

2. Solicitation Process
   a) Schedule
   b) RFQ Submittal Instructions

3. Project Overview
   a) Site One
   b) Site Two

4. Question & Answer
CSU Channel Islands Overview and Project Goals

PART ONE - OVERVIEW
Campus Overview

- CSU Channel Islands
- CSU Channel Islands Site Authority
- University Glen Corporation
- University Glen Community
Campus Overview – CSU Channel Islands

- Newest of 23 Campus in the CSU System
- CI 2025 Plan – Vision for the Future
  1. Doubling of student enrollment from 5,000 to 10,000
  2. Guiding principles and objectives for the physical improvement desired on the campus
  3. California Mission Revival-style campus
Campus Overview

University’s Four Pillars

1. International – a globally-focused curriculum, a diverse campus community and study abroad opportunities

2. Integrative – University’s signature interdisciplinary approach

3. Multicultural – A campus that reflects the real world; a curriculum that prepares students

4. Community Engagement – Valuable experience students need and a chance to make the world better
Campus Overview – Site Authority

- Created to facilitate the transition of the former State hospital into the CI Campus
- Create revenue to augment capital improvements on campus
- Seven member Board
- Leases land form the CSU Board of Trustees (expires June 2098)
- Land use actions require approval of CSU Board
Campus Overview – Univ. Glen Corp.

- Operates as an auxiliary to the University
- Manages the daily operating activities of the Site Authority
  - Leasing
  - Management
  - Maintenance
Campus Overview – Univ. Glen Community

- Master planned community
- Designed to provide 900 residential units and 31,000 square feet of retail and commercial space
- 658 of the 900 units have been constructed
  - 184 for-sale single-family homes
  - 88 for-rent townhomes
  - 386 for-rent apartments
- California Mission Revival-style consistent with the campus
Project Objectives & Goals

• Enter into a long term partnership with a highly-qualified and financially-strong multifamily developer to:
  − Acquire and expand the existing Town Center
  − Develop the 31.5-acres (Phase 2 of the University Glen Community);
• Maximize sales price for transfer of the leasehold interest for investment in University campus improvements and cash flow stability;
• Maximize ground rent revenue to the Site Authority for the duration of the ground lease term
• Identify a long term partner that will maintain the high standards for housing, community relations, management and maintenance of the property;
• Provide a portion of the housing prioritized for University faculty and staff;
• Incorporate environmentally sustainable operating and maintenance practices; and
• Maintain a strong sense of place and community for all residents.
Entitlement Process

• The CSU Board of Trustees is the land use authority
• The selected team(s) will work with the Campus to entitle the projects
• Amendments to the Campus’ Specific Reuse Plan, and related documents may be required based on the proposed project(s)
  • Amendment to Plan or EIR anticipated to take 7 to 12 months
  • Development team(s) will be responsible for the cost of any amendments
  • Development team(s) will be required to participate in the public outreach and hearing process
Schedule, Submittal Instruction, and Contract

PART TWO – RFQ PROCESS
RFQ Schedule & Instructions

- Issuance of the RFQ: December, 2015
- Pre-Submittal Conference: January 8, 2016
- RFQ Questions Due (to Valerie Patscheck only): January 20, 2016
- SOQ Submittal Due Date for RFQ: January 29, 2016 (4pm)
RFQ Schedule & Instructions

Submittals are due **Friday January 29, 2016, no later than 4pm** to:

Valerie Patscheck  
Dir. Procurement & Logistical Services  
One University Drive – Lindero Hall Room 1807  
Camarillo, CA 93012

- Responses by fax/email are not accepted  
- Not responsible for delays due to the Post Office or other forms of express mail  
- No more than 75 pages  
- 1 Original, 3 copies, 1 digital file  
- Confidential information to be submitted separately per Section 2.2 of the RFQ
Solicitation Process

Two Phase Process

RFQ  RFP
## Request for Qualifications

### Create a Pool
- Cast a wide net

### Qualify Teams
- Evaluate firm & personnel
- Evaluate experience

### Shortlist
- Highly likely to succeed
- Participate in RFP
Request for Proposals

Evaluate Project Concept
- Preliminary Design Drawings
- Financing Strategies & Proformas

Evaluate Economics
- Ground Lease Proposal
- Price, Term, etc.

Select
- Select a Development Team
- Begin Negotiations
RFQ Package Overview

SECTION 1 – Introduction & Overview
• Purpose, Background, Overview of process

SECTION 2 – Solicitation Schedule, Instructions & Contact

SECTION 3 – Proposed Development Opportunity
• Site Description, Market Overview, Leasing, Management, Maintenance Planning Documents, Environmental, Other Information

SECTION 4 – RFQ Requirements
• Specific guidelines for the Submittal and information to be contained in the specific sections

SECTION 5 – Evaluation Criteria
• Pass/Fail evaluation criteria
• Qualitative evaluation criteria
Site Context for the two development opportunities

PART THREE – PROJECT OVERVIEW
Site Context

Site Two – 31.5 Acres

Phase I - Development

Site One - Town Center
Site One – Town Center

- Town Center developed in 2006
- Approximately 30,000 sq. ft. of retail space
- 58 apartment units above the retail space
- Additional development opportunity on North/South parking lots
Site One – Town Center

- Retail space 94% leased
- Apartment units 100% leased to University for student housing

<table>
<thead>
<tr>
<th>Town Center Unit Mix</th>
<th>Units</th>
<th>Sq./Ft.</th>
<th>In-Place Rents</th>
<th>Annual Rents</th>
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</thead>
<tbody>
<tr>
<td>Apartment Units</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Studio</td>
<td>18</td>
<td>654</td>
<td>$1,181</td>
<td>$255,096</td>
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<td>1 Bedroom 1 Bath</td>
<td>30</td>
<td>852</td>
<td>$1,413</td>
<td>$508,680</td>
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<tr>
<td>2 Bedroom 2 Bath</td>
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<td>1,138</td>
<td>$1,733</td>
<td>$207,960</td>
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<tr>
<td>Average/Totals</td>
<td>58</td>
<td>840</td>
<td>$1,396</td>
<td>$971,736</td>
</tr>
</tbody>
</table>

*As of 2015-2016 School Year. These numbers are based on the average of all actual rents for each floor plan.
Property is currently 100% leased to CI for additional student housing.

<table>
<thead>
<tr>
<th>Retail Space</th>
<th>29,223</th>
<th>$135,116</th>
</tr>
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</table>
Site One – Town Center

• North/South parking lots can be developed
• Must integrate into existing development
• Enhance community with additional housing and retail
• Future development must provide its own parking
  • Within the future development, or
  • On undeveloped land between the Town Center and Library
Site Two – 31.5-Acres Development

- Partially improved land originally planned for 120 attached and 122 detached for-sale homes
- Identity a development partner to complete Phase II development
- Future development will be required to be consistent with the Specific Reuse Plan
Site Two – 31.5-Acres Development

• Open to alternative uses including multifamily, senior housing, revised single-family or a mix of uses
• Zoned Low to Low-Medium density (10 DU per acres)
• Open to increased density for proposed developments
• Requires amending the CSU Specific Reuse Plan
Questions?