



**SACRAMENTO  
HOUSING AND REDEVELOPMENT  
AGENCY**



4

April 2, 1991

Transportation/Community Development  
and Budget & Finance Committee  
Sacramento, CA

Honorable Members in Session:

SUBJECT: Proposed Request for Proposal to Purchase and Develop the  
12th Street Commercial Site in the Alkali Flat  
Redevelopment Project Area

SUMMARY

The attached report is submitted to you for review and  
recommendation prior to consideration by the Redevelopment Agency  
of the City of Sacramento.

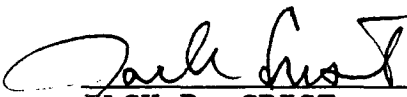
RECOMMENDATION

The staff recommends approval of the attached resolution approving  
the Request for Proposals and selection committee.

Respectfully submitted,

  
JOHN E. MOLLOY  
Deputy Executive Director

TRANSMITTAL TO COMMITTEE:

  
JACK R. CRIST  
Deputy City Manager

Attachment



# SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY



April 16, 1991

Redevelopment Agency of the  
City of Sacramento  
Sacramento, California

Honorable Members in Session:

**SUBJECT:** Proposed Request for Proposal to Purchase and Develop the  
12th Street Commercial Site in the Alkali Flat  
Redevelopment Project Area

## SUMMARY

This staff report recommends that the Agency: 1) distribute a Request for Proposal (RFP) to purchase and develop the east side of 12th Street between D and E Streets for commercial use, and 2) establish a selection committee to review proposals submitted.

## BACKGROUND

The subject site is comprised of seven parcels (Parcel No. 002-082-15 & 16, 002-0121-22, 26, 27, 30, 31) totalling 47,680 square feet and is located in the 12th Street Commercial Area within the Alkali Flat Redevelopment Project Area. (See attached site Map, Exhibit 1). The 12th Street Commercial Revitalization Plan identifies this as a key location viable for retail/office use.

The Agency currently owns the properties illustrated on Exhibit 1. The site is currently vacant. The development of this site is expected to act as a catalyst for other economic development activity along the 12th Street Commercial Corridor.

# SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY

Redevelopment Agency of the  
City of Sacramento  
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## Request for Proposal

Staff recommends that a Request for Proposal (RFP) be advertised to solicit proposals to purchase and develop the site. The Agency is requesting proposals which are retail/office in nature with a preference for ground floor retail. Staff will also consider proposals calling for residential development on the upper floors. In addition, because of the limiting size of the parcels, encouragement will be given to those proposals which assemble additional parcels to meet parking and/or development requirements.

The Agency will offer the property at fair market value as established by an appraisal (currently underway). A good faith deposit of \$10,000 will be required in order to apply. This deposit shall be in the form of a certified check made payable to the Agency. Upon selection of a successful bidder all deposits shall be immediately returned to unsuccessful bidders minus a \$1,000 processing fee. The successful bidder's deposit will be held until all construction work has been completed and a Certificate of Completion has been issued. Developers may qualify for financial assistance in the form of a land writedown or possibly a loan through the Agency's Alkali Flat Commercial Development Assistance Program for those redevelopment projects which offer significant public benefit such as employment for Alkali Flat residents, affordable housing, provision of community meeting space or affordable child care, and business opportunities for local and/or neighborhood serving businesses which successfully demonstrate need.

Proposals will be due on June 5, 1991. All proposals will be reviewed by a five member Selection Committee consisting of one representative each from the Sacramento Housing and Redevelopment Commission, the Sacramento Housing and Redevelopment Agency staff, and the Certified Development Corporation and two members from the Alkali Flat Project Area Committee.

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The schedule for review and selection of proposals is:

Agency Issues RFP	April 23, 1991
Deadline for submission of proposals	June 5, 1991
Selection Committee Decision	June 21, 1991
Selection Committee Recommendation Submitted to:	
Alkali Flat PAC	June 26, 1991
SHRC	July 3, 1991
Budget & Finance	July 9, 1991
City Council	July 16, 1991

The final selection of a developer will be based on the following criteria:

1. Developer Experience	30 points
2. Financial Capability of the Developer	30 points
3. Qualification of Development Team Members	20 points
4. Desirability, Feasibility, and Management of the Proposed Development Concept	30 points
5. Design	20 points
6. Public Benefit of the Project	30 points
7. Assemblage of Adjacent Parcels	10 points
8. Owner Occupancy	5 points
9. Purchase Price	5 points
Total	<u>180 points</u>

## FINANCIAL DATA

The 12th Street Commercial Development Project Fund has a current balance of \$580,396 to be used for financial assistance if necessary. Any potential assistance would be determined by the gap financing needs of a successful development proposal which demonstrates public benefit such as the provision of affordable housing, provision of community meeting space, affordable child care, and employment opportunities for Alkali Flat residents or business opportunities for local and/or neighborhood serving businesses.

# SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY

Redevelopment Agency of the  
City of Sacramento  
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## ENVIRONMENTAL REVIEW

The recommended action is exempt from environmental review per CEQA Guidelines Section 15262. NEPA does not apply. Full environmental review of any proposed project will be conducted as a condition of a DDA.

## POLICY IMPLICATIONS

This recommended action is consistent with Agency policy including the Alkali Flat Redevelopment Plan, Alkali Flat Revitalization Strategy and the 12th Street Commercial Revitalization Plan.

## MBE\WBE EFFORTS

The selected developer will be required to conform to Agency MBE/WBE policy in the development of the project. Agency policy will be made a part of the Development and Disposition Agreement (DDA).

## VOTE AND RECOMMENDATION OF THE ALKALI FLAT PROJECT AREA COMMITTEE (PAC)

At their September 19, 1990 regular PAC meeting the PAC considered the recommendations presented in this report. The PAC made the following recommendations regarding the selection criteria included in the RFP.

1. A separate design category should be added and be assigned 20 points.
2. The public benefit category should be increased from 20 points to 30 points.
3. Assemblage of adjacent parcels category should be decreased from 30 points to 10 points.
4. The owner occupancy category should be decreased from 10 points to 5 points.
5. The purchase price category should be decreased from 10 points to 5 points.

# SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY

Redevelopment Agency of the  
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In addition, at their October 17, 1990 regular meeting the PAC recommended to the Agency that a 2000 square foot space for a Community Activity Center should be developed as part of the 12th Street Project. At this meeting, the PAC then voted unanimously to accept the 12th Street Commercial site Request for Proposals.

Staff concurs with the PAC recommendations 1-5 regarding selection criteria and has incorporated those additions in the attached Request for Proposals. We also have noted in the RFP that the inclusion of a community meeting space as part of the proposal will be considered a public benefit which may qualify for some level of financial assistance. Staff does not, however, recommend that a community activity center be required of all submittals because we are not convinced that the development could support this non revenue generating use without a substantial injection of public funds and that the level of subsidy necessary may not be justified.

## VOTE AND RECOMMENDATION OF COMMISSION

At its regular meeting of March 27, 1991, the Sacramento Housing and Redevelopment Commission adopted a motion recommending approval of the attached resolutions. The votes were recorded as follows:

AYES:

NOES:

ABSENT:

# SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY

Redevelopment Agency of the  
City of Sacramento  
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## RECOMMENDATION

Staff recommends that: 1) the attached Request for Proposals (RFP) be advertised to solicit development proposals for the 12th Street Commercial site, 2) a Selection Committee be established to review proposals submitted.

Respectfully submitted,

  
JOHN E. MOLLOY  
Acting Executive Director

TRANSMITTAL TO COUNCIL

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WALTER J. SLIPE  
City Manager

Contact Person: Leslie Fritzsche

F:\JR\LESLIE\ALKALI

# RESOLUTION NO.

ADOPTED BY THE REDEVELOPMENT AGENCY OF THE CITY OF SACRAMENTO

ON DATE OF \_\_\_\_\_

## REQUEST FOR PROPOSAL FOR EAST SIDE OF 12TH STREET BETWEEN D AND E STREETS

BE IT RESOLVED BY THE REDEVELOPMENT AGENCY OF THE  
CITY OF SACRAMENTO:

Section 1: The Executive Director is hereby authorized to issue and advertise a Request for Proposals to develop the 12th Street Commercial area located on the east side of 12th Street between D and E Streets in the Alkali Flat Project Area (APN: 002-082-15, 16; 002-0121-22, 26, 27, 30, 31). The Request for Proposals shall be substantially in the form attached to this Resolution.

Section 2: The Executive Director is authorized to establish a Selection Committee to review and make recommendations regarding the development proposals submitted in response to the Request for Proposals which Selection Committee shall be comprised of the following:

- 1 Sacramento Housing and Redevelopment Commission Member;
- 1 Sacramento Housing and Redevelopment Agency Staff Person;
- 2 Alkali Flat Project Area Committee Members; and
- 1 Certified Development Corporation Staff Person.

\_\_\_\_\_  
CHAIR

ATTEST:

\_\_\_\_\_  
SECRETARY

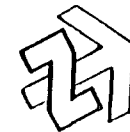
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FOR CITY CLERK USE ONLY

RESOLUTION NO.: \_\_\_\_\_

DATE ADOPTED: \_\_\_\_\_





Not To Scale

E

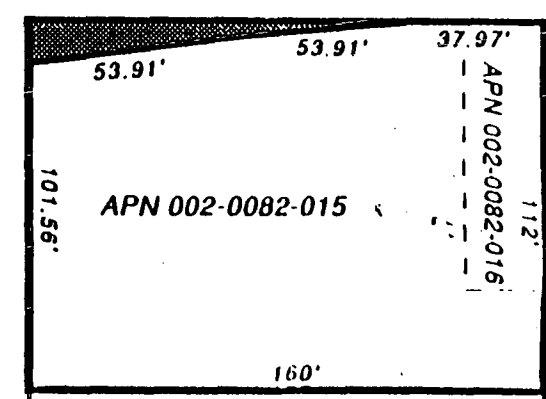
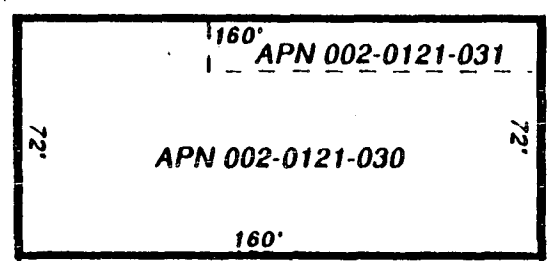
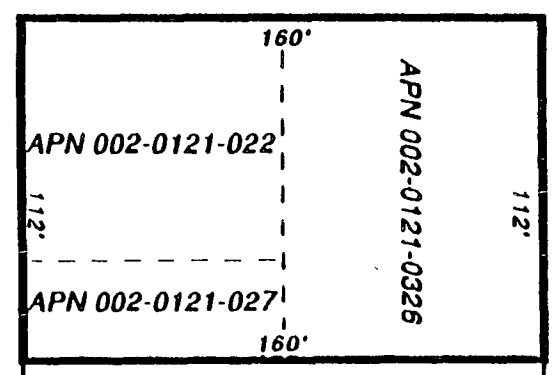
D

12th

Street

Street

Street



Property owned by Regional Transit



Property owned by SHRA

# ALKALI FLAT/LA VALENTINA STATION PARCELS

REQUEST FOR PROPOSALS

TO

PURCHASE AND DEVELOP

THE 12TH STREET COMMERCIAL SITE  
EAST SIDE OF 12TH STREET BETWEEN D AND E STREETS  
SACRAMENTO, CALIFORNIA

OFFERED BY: SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY  
630 I STREET  
SACRAMENTO, CALIFORNIA 95814  
(916) 440-1315

PROPOSAL DUE: June 5, 1991; 5:00 p.m.

**REQUEST FOR PROPOSAL TO PURCHASE AND  
DEVELOP THE 12TH STREET COMMERCIAL SITE**

**Sacramento, CA 95814**

**APN: 002-082-15, & 16  
APN: 002-0121-22, 26, 27, 30 & 31**

The Sacramento Housing and Redevelopment Agency is seeking proposals for qualified development entities to purchase and develop the referenced 12th Street Commercial Site.

The subject site is considered by the Agency to be a key location in the Alkali Flat Redevelopment Project Area for mixed use commercial, office and residential development. The development of the site is also expected to act as a catalyst for other economic development activity along the 12th Street Commercial corridor.

The Agency is requesting proposals which are retail/office in nature with a preference for ground floor retail. Staff will also consider proposal calling for office and/or residential development on the upper floor.

The Sacramento Housing and Redevelopment Agency is encouraging the submittal of proposals with twenty percent (20%) or greater ethnic minority ownership of the development. The public and private sector are encouraged to make an effort to increase and promote ethnic minority participation in the redevelopment and economic growth of the Project Area. Ethnic minority participation in all facets of the redevelopment process is seen as key to the overall success in the Alkali Flat Redevelopment Project Area.

The Appendix of this package provides background on the site and the Alkali Flat Redevelopment Area which may assist you in accessing the site's potential.

**PURCHASE PRICE:** The Agency will offer the property at fair market value as established by an appraisal, currently being ordered by the Agency.

Each prospective developer shall provide a good faith deposit of \$10,000. This deposit shall be in the form of a certified check made payable to the Agency. Upon selection of a successful bidder the deposit minus a \$1,000 processing fee shall be immediately returned to unsuccessful bidders. The successful bidder's deposit will be held until all construction work has been completed and a Certification of Completion has been issued.

**REQUEST FOR PROPOSALS TO PURCHASE AND  
DEVELOP THE 12TH STREET COMMERCIAL SITE  
Page Two**

**PURCHASE PRICE:** Proposals must contain the following:

1. An executed Proposal to Purchase and Redevelop Land (attached) including:
  - Exhibit A: Project Concept Narrative
  - Exhibit B: Proposed Redevelopment Budget and Financing Plan
  - Exhibit C: Marketing and Management Plans
  - Exhibit D: Preliminary Architectural Plans
2. Developer's Statement of Public Disclosures, Part I (HUD 6004) (attached).
3. Developer's Statement of Qualifications and
4. Good Faith Deposit of \$10,000.
5. Art In Public Places Proposal (attached), if applicable.

**SUBMISSION:** Proposal including all of the above items in complete form must be submitted to the Sacramento Housing and Redevelopment Agency (SHRA), 630 I Street, ATTN: Joan Roberts, Agency Clerk, 3rd Floor, Sacramento, California 95814 no later than 5:00 p.m. on June 5, 1991.

**POTENTIAL AGENCY SUBSIDIES FOR THE PROJECT:** For projects which offer significant public benefit such as employment for Alkali Flat residents, affordable housing, community meeting space or other similar benefits, the Agency's Development Assistance Program Funds may be potential sources of financing. Attached as part of the appendices are: 1) guidelines for the Agency Developer Assistance Program; 2) a Potential Developer Inquiry Form; and 3) an application for Developer Assistance. The later two forms should be submitted with your proposal if you wish to be considered for assistance. Please note that proposals which request Agency subsidy must include a private equity investment or private lender commitment which provides a 1:1 ratio of private to public funds.

REQUEST FOR PROPOSALS TO PURCHASE AND  
DEVELOP THE 12TH STREET COMMERCIAL SITE  
Page Three

**AGENCY REVIEW:** The Redevelopment Agency of the City of Sacramento will make the final selection of a developer for the subject parcel based on evaluation of written information and developer experience with similar projects. The Agency reserves the right to inspect any projects referenced as examples of developer's experience. The Agency also reserves the right to reject all proposals or to reject specific proposals which are incomplete or unresponsive. For further information, please contact Leslie Fritzsche or Tim Quintero, 600 I Street, Sacramento, California 95814, (916) 440-1315.

**PROPOSAL SELECTION CRITERIA:** A Selection Committee established by the Agency will rank developers based on information submitted as part of the proposal; interviews; investigation of the developer's previous projects, performance, and financial capability; and other pertinent factors. Emphasis will be placed on the qualifications and financial capability of the developer.

The following criteria will be applied by the Selection Committee to evaluate proposals with the following weights (180) points total):

1. **Developer Experience (30 points)**

- A. Comparable project completed by the developer will be evaluated in terms of:
  - 1. Economic success
  - 2. Overall architectural and design quality
  - 3. Size
  - 4. Successful operation with emphasis on quality management
  - 5. Joint public-private involvement
- B. Ability to attract commercial tenants.
- C. Timeliness of performance.
- D. Delivery of product as initially represented.

2. **Financial Capability of the Developer (30 points)**

- A. Ability to raise adequate capital for the project.
- B. Strength of current relationships with financing sources.
- C. Ability to operate project during sale/lease up period.

REQUEST FOR PROPOSALS TO PURCHASE AND  
DEVELOP THE 12TH STREET COMMERCIAL SITE  
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3. Qualification of Development Team Members (20 points)
  - A. Qualification and experience of key persons and entities included in the development team.
  - B. Proposed legal/financial relationship of development team members (partnership, corporation, etc.).
4. Desirability, Feasibility, and Management of the Proposed Development Concept (30 points)
  - A. Quality of proposed project including design and economic soundness of financing and project budget.
  - B. Timing of construction.
  - C. Ability to guarantee continued quality management of project.
5. Design (20 points)
  - A. Building would be designed to be compatible with surrounding commercial office structures and in keeping with Alkali Flat Urban Design Guidelines.
6. Public Benefit of the Project (30 points) including:
  - A. Job creation for residents of Alkali Flat.
  - B. Special benefit to disadvantaged or unserved populations.
  - C. Provision of affordable housing units.
  - D. Other public benefit. Priority will be given to developers who provide a activity center for community use of a minimum of 2000 square feet.
7. Assemblage of Adjacent Parcels for a Larger Development (10 points)

Ability to assemble adjacent property to enlarge the subject site for the purpose of developing a larger catalyst development. If the development is to be phased due to the time involved in assembling adjacent property each phase must be detailed, i.e., rendering, performance schedule, etc;

**REQUEST FOR PROPOSALS TO PURCHASE AND  
DEVELOP THE 12TH STREET COMMERCIAL SITE  
Page Five**

8. Owner Occupancy (5 points)

9. Purchase Price (5 points)

**SCHEDULE:** It is the Agency's intent to select a development proposal for 12th Street Commercial Site and begin negotiation of a Development and Disposition Agreement (DDA) with the successful developer by July 1991. The timeframe for review and selection of proposals is:

	<u>DATE</u>
1. Agency Issues Request for Proposals (RFP)	April 23, 1991
2. Deadline for Submission of Proposals	June 5, 1991
3. SHRA Selection Committee Decision	June 21, 1991
4. Selection Committee Recommendation Submitted to:	
o Alkali Flat Project Area Committee	June 26, 1991
o Sacramento Housing and Redevelopment Commission	July 3, 1991
o City Council	July 16, 1991

REQUEST FOR PROPOSALS TO PURCHASE AND  
DEVELOP THE 12TH STREET COMMERCIAL SITE

Instructions for Submittal

The attached forms constitute the proposal format for Agency review. Please read the instructions below and complete all forms and attachments, including:

1. Proposals to Purchase and Redevelop Land:

This is your official statement of intent to purchase and develop the 12th Street Commercial Site. Please fill in all necessary information and submit the signed original of this form to the Agency. The four (4) attachments required to be appended with this form are:

Exhibit A: Project Narrative

Exhibit B: Proposed Redevelopment Budget and Financing Plan

Exhibit C: Marketing and Management Plans

Exhibit D: Preliminary Architectural Plans

2. Developer's Statement of Public Disclosures (Part I HUD Form 6004).

3. Developer's Statement of Qualifications and Financial Capability

(Part II HUD Form 6004). Please also attach financial and qualification statements of your development team.

4. A Good Faith Deposit of \$10,000 (this includes a \$1,000 non-refundable processing fee)

5. Art in Public Spaces Proposal



PROPOSAL TO PURCHASE AND DEVELOP LAND

ALKALI FLAT REDEVELOPMENT PROJECT AREA (PROJECT NO. 6)

Assessor's Parcel Numbers: 002-082-15 & 16  
002-0121-22, 26, 27, 30 & 31

Location: East side of 12th Street between D and E Streets  
Sacramento, California

TO: Mr. Robert E. Smith, Executive Director  
Sacramento Housing and Redevelopment Agency  
630 I Street, Sacramento, California

The undersigned, \_\_\_\_\_,  
a corporation organized and existing under the laws of the State  
of \_\_\_\_\_, or a (limited) partnership consisting of  
\_\_\_\_\_, or an  
individual (hereinafter called the "Developer").

Post Office Address:

Street \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_  
Zip \_\_\_\_\_

hereby submits a development proposal for Assessor's Parcel Number 002-082-15 and 16 and 002-0121-22, 26, 27, 30 & 31 which is subject to the Redevelopment Plan for Alkali Flat Project Number 6 and to the Declaration of Restrictions to be prepared prior to the execution of the land Disposition Agreement. The Developer agrees that all of the following information and the submitted materials are the exclusive property of the Sacramento Housing and Redevelopment Agency and need not be returned.

A deposit of \$10,000 is attached to this proposal. Such deposit is in the form of a Cashier's Check made out in the name of the Agency. The selected Developer deposit shall remain with the Agency until Certificate of Completion is issued by the Agency. The deposit will not be applied to the purchase price. Upon selection of a successful developer, deposits (minus a \$1,000 processing fee) will be returned to all non-selected Developers immediately.

The Developer understands that the minimum bid for subject parcel will be fair market value to be established by MAI appraisal.

PROPOSAL FOR PURCHASE AND DEVELOP. LAND

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PROPOSAL MUST CONTAIN:

1. A narrative statement attached as Exhibit A describing:
  - (a) Scope of development, proposed uses and square footage, and a parking plan; and
  - (b) Experience and demonstrated ability of Developer's architect, contractor, and other proposed development team participants.
  
2. The Developer's estimated development time, in months, from effective date of a Land Disposition Agreement with the Agency is as follows:

o Submission of final construction plans	_____	months
o Agency approval of final plans	_____	months
o Submission of evidence of financing	_____	months
o State of construction	_____	months
o Completion of construction	_____	months
TOTAL MONTHS		_____
  
3. The Developer's preliminary estimate of development costs are as follows:

(a) Purchase price	\$ _____
(b) Construction Costs (See Exhibit B)	\$ _____
(c) 2% of construction costs for Art in Public Places Program (as applicable)	\$ _____
(d) TOTAL (combine a, b, and c and d)	\$ _____
  
4. The Developer's estimate of required loan commitment is:  
\$ \_\_\_\_\_.\*
  
5. The Developer's estimate of required equity capital is:  
\$ \_\_\_\_\_.\*
  
6. A Budget and Financing Plan attached as Exhibit B, including:
  - (a) Projected lease and other revenues;
  - (b) Management and maintenance costs;
  - (c) Debt service;
  - (d) Net income;
  - (e) Source of financing;
  - (f) Evidence of bona fide involvement in the proposal of a sound lender.

\* The sum of amounts shown in Items 4 and 5 must equal the amount shown in Item 3(d).

PROPOSAL TO PURCHASE AND DEVELOP LAND

Page Three

7. A narrative statement discussing the marketability and management of the proposed use(s) including a discussion of prospective tenants, sale/lease-up potential and constraints, and marketing and management approaches attached as Exhibit C.
8. Preliminary architectural plan attached as Exhibit D and including:
  - (a) Site plan showing adjacent properties;
  - (b) Floor plans for all floors and basement, if applicable;
  - (c) Elevations for all exposed sides;
  - (d) Outline of project specifications.
9. Developer's Statement for Public Disclosures (Part I HUD Form 6004).
10. Developer's Statement of Qualifications and Financial Responsibility (Part II Form 6004), including financial statement (balance sheet is sufficient) for all members of a joint venture or partnership. In addition, the Developer must append a narrative statement listing comparable project previously completed by the Developer, and outlining past management and financial experience in the development field.
11. A Good Faith Deposit of \$10,000.
12. Art in Public Places Proposal.

The Developer understands that, in evaluating this proposal and other proposals, the Redevelopment Agency will consider a number of factors including, but not limited to: quality of construction and design; proposed development cost; proposed use; economic soundness; experience and ability of Developer; ethnic minority participation; timing of construction; compatibility of proposed development with adjacent developments; financial responsibility of the Developer and his/her ability to arrange financing; and completeness of proposals.

The Developer further understands and agrees that the submission of such proposal and accompanying document in no way obligates the Agency. The Agency reserves the right to reject any and all proposals at its sole discretion. The Agency's decision in the selection of a developer will be made after a public hearing, as required by law.

PROPOSAL TO PURCHASE AND DEVELOP LAND

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Submitted this \_\_\_\_\_ day of \_\_\_\_\_, 1986.

Individual \_\_\_\_\_

OR

Corporation Name \_\_\_\_\_

By: \_\_\_\_\_  
(Signature of Authorized Official)

Address \_\_\_\_\_

Telephone No. \_\_\_\_\_

Federal ID # or Social Security #:

\_\_\_\_\_

PROPOSAL TO PURCHASE  
AND DEVELOP 12TH STREET COMMERCIAL SITE

EXHIBIT A: PROJECT NARRATIVE

I. Scope of Development

Describe proposed uses, square footage of uses, parking plan, theme, and other factors you feel are pertinent to successfully respond to the review criteria.

II. Developer Experience Summary

Name and discuss the experience and ability of your development team members and give examples of past projects. Please identify the proposed architect, contractor, and marketing and management agents for this project.

III. Public Benefit Narrative

Discuss how the proposed project will provide public benefit and/or serve disadvantaged populations, particularly residents of Alkali Flat Redevelopment Area.

PROPOSAL TO PURCHASE AND  
DEVELOP THE 12TH STREET COMMERCIAL SITE

EXHIBIT B: DEVELOPMENT BUDGET AND FINANCING PLAN

I. DEVELOPMENT BUDGET

Please provide the following information either using this form or a proforma format which addresses all items below:

A. Land Costs

- 1. Acquisition Costs \$ \_\_\_\_\_
- 2. Other (Specify) \_\_\_\_\_

TOTAL \$ \_\_\_\_\_

B. Construction Costs (Hard Costs)

- 1. Demolition and Site Preparation \$ \_\_\_\_\_
- 2. Off-Site Improvements \_\_\_\_\_
- 3. Building Shell Construction Costs \_\_\_\_\_

Commercial sq. ft. x \$ \_\_\_\_\_/sq. ft.

- 4. Tenant Improvements \$ \_\_\_\_\_
- 5. Parking \$ \_\_\_\_\_
- 6. Landscaping \$ \_\_\_\_\_
- 7. Other Costs (Specify) \$ \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

SUB-TOTAL CONSTRUCTION \$ \_\_\_\_\_

PROPOSAL TO PURCHASE AND DEVELOP  
THE 12TH STREET COMMERCIAL SITE  
Page Two

EXHIBIT B: DEVELOPMENT BUDGET

C. Fees and Other Costs (Soft Costs)

- |    |                                    |          |
|----|------------------------------------|----------|
| 1. | Architectural and Engineering Fees | \$ _____ |
| 2. | Legal Fees                         | _____    |
| 3. | Insurance and Bonding              | _____    |
| 4. | Loan fees and Points               | _____    |
|    | Interim Loan _____                 |          |
|    | Permanent Loan _____               |          |
| 5. | Contractor Fees                    | _____    |
| 6. | Developer Overhead                 | _____    |
| 7. | Governmental Fees                  | _____    |
|    | (List) _____                       |          |
|    | _____                              |          |
|    | _____                              |          |
|    | _____                              |          |
|    | _____                              |          |
| 8. | 2% Art in Public Spaces _____      |          |
| 9. | Other Costs (Please Specify)       |          |
|    | _____                              |          |
|    | _____                              |          |
|    | _____                              |          |
|    | _____                              |          |

SUB-TOTAL SOFT COSTS \_\_\_\_\_

D. Other Cost (Please specify)

- \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

TOTAL DEVELOPMENT COSTS \_\_\_\_\_

PROPOSAL TO PURCHASE AND DEVELOP  
THE 12TH STREET COMMERCIAL SITE  
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EXHIBIT B: DEVELOPMENT BUDGET

II. REVENUE AND EXPENSE PROJECTIONS

A. Income Estimates:

Sq. Ft. x \$ Per Sq. Ft./month

Retail/Commercial	_____	x _____	x 12 = \$ _____
Office	_____	x _____	x 12 = \$ _____
Parking Spaces	_____	x _____	x 12 = \$ _____
Other Income (Specify)	_____	x _____	x 12 = \$ _____
<b>TOTAL ANNUAL PROJECT INCOME</b>			<b>\$ _____</b>

B. Expenses:

<u>Annual</u> Vacancy Loss (annual income x vacancy rate)		\$ _____
<u>Annual</u> Expenses		\$ _____
<b>TOTAL ANNUAL EXPENSES</b>		<b>\$ _____</b>

C. Net Operating Income Estimate (Annual): \$ \_\_\_\_\_

D. Project Value Estimates:

Please estimate the after-construction value of the project based on comparable data, capitalization rates or multipliers.

TOTAL AFTER - REDEVELOPMENT VALUE: \$ \_\_\_\_\_

Comments: (Specify method used to calculate value)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



EXHIBIT B: DEVELOPMENT BUDGET

III. FINANCING PLAN

A. Source of Funds

Please discuss how you will finance the project including:

- 1) identification of the amount and sources of equity,
- 2) identification of the amount and sources (lender names) for construction financing, and
- 3) the amount and sources (lenders names) for permanent financing.

Discuss your previous involvement with proposed construction and permanent lenders and their interest or commitment to this project.

B. Debt Service

Please also summarize the anticipated annual debt service (term, interest rate, and other factors).

C. Minority Equity Participation

Please discuss the level of minority equity participation in your proposed project.

EXHIBIT C: MARKETING AND MANAGEMENT PLANS

I. Market Analysis

Please discuss your assessment of the project's feasibility and marketability including:

- A) your marketing strategy for the proposed uses,
- B) anticipated lease-up rates,
- C) expected tenant/owner mix or clients group using the project, and
- D) any other factors you feel are pertinent to successfully described the project's feasibility.

II. Management Plans

Please also discuss your management plans for the proposed development and described your ability to ensure long-term quality management for the life of the project.

III. Tenants

Please specify and anchor tenants and development team members who have made firm commitments to occupancy of the final developments.

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EXHIBIT D: PRELIMINARY ARCHITECTURAL PLANS

Architectural Plans submitted with the proposal must include:

1. Site plans showing adjacent properties;
2. Floor plans for all floors and basements (if applicable);
3. Elevation for all exposed sides; and
4. Outline of project specifications.

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