

REQUEST FOR
QUALIFICATIONS

REAL ESTATE
DEVELOPERS /
DEVELOPMENT TEAMS

PRESENTED FOR
SAN MATEO UNION HIGH
SCHOOL DISTRICT

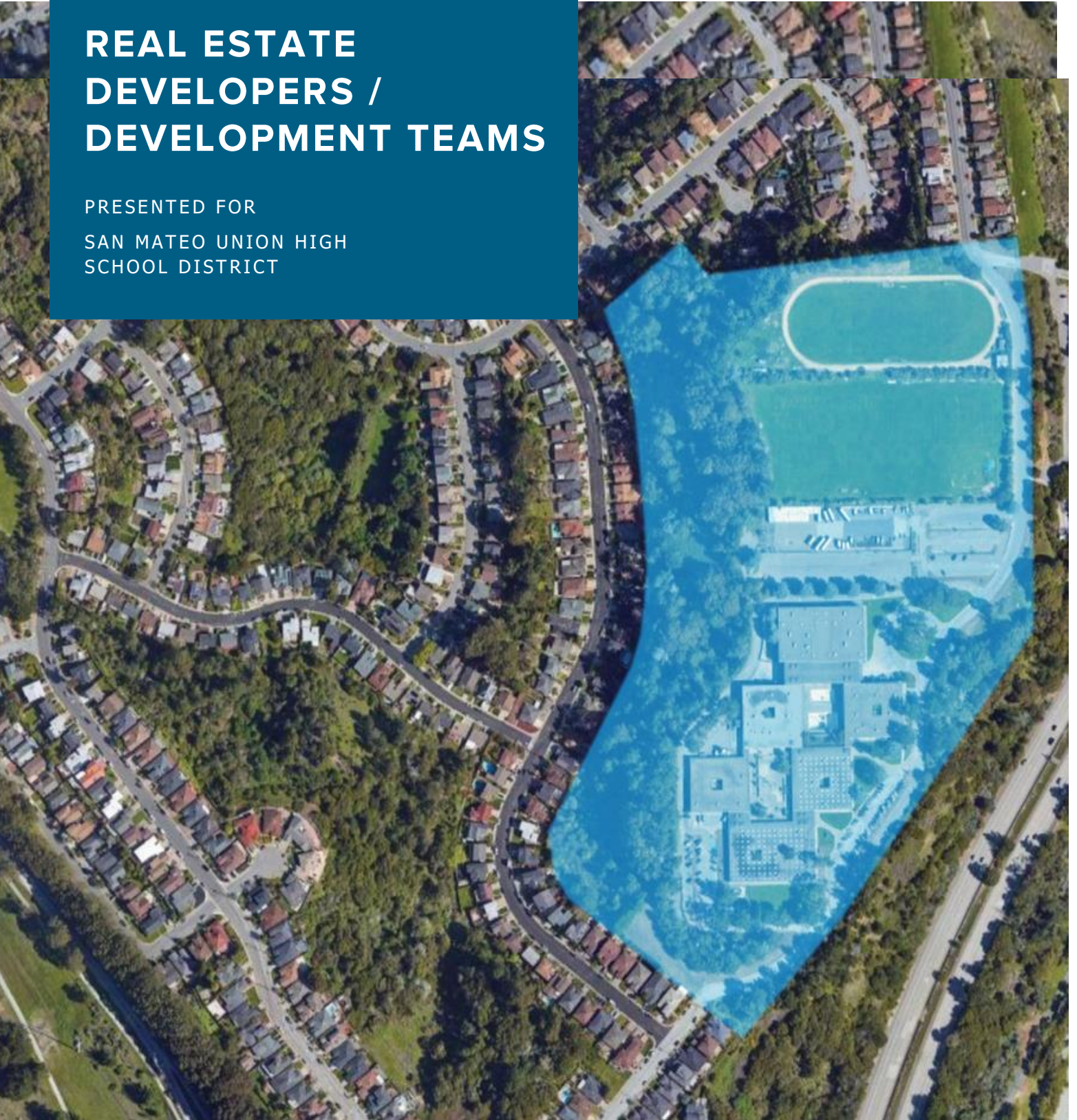


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EXECUTIVE SUMMARY

BACKGROUND AND CONTEXT

The San Mateo Union High School District is seeking Statements of Qualifications from real estate developers / development teams (“developers”) to lead the purchase and development of an approximately 40-acre site with approximately 25 +/- acres of developable land. Responses to this Request for Qualifications (“RFQ”) will be used as part of a multi-phase selection process. The RFQ is intended to pre-qualify respondents who will then be invited to submit proposals for development, design, entitlement, construction, financing, ownership, and management. The following is information on San Mateo Union High School District’s goals for the project, specifications and terms of the project, RFQ submission requirements, and evaluation and selection criteria.

PROPERTY DESCRIPTION

The San Mateo Union High School District (the “District”) owns certain real property known as Crestmoor High School (“Crestmoor”), located at 300 Piedmont Avenue, San Bruno, CA 94401, APN 019-170-020 (the “Property”). An aerial view of the Property is included in Exhibit A. The District is currently seeking Statements of Qualifications from qualified real estate developers to purchase and develop the Crestmoor site.

The District Board of Trustees voted to declare Crestmoor surplus in March 2019 and directed staff to pursue the sale of Crestmoor in August 2019. The District applied for and received a waiver from the State Board of Education allowing the District flexibility in the bidding and sale of the site. In October 2019, the Board of Trustees adopted Resolution #19/20-05 to offer the Property for sale pursuant to Education Code requirements. In compliance with those statutory requirements, the District has offered the Property for sale to a number of designated agencies. The period in which agencies and other entities with statutorily preferential rights for the Property has closed and the District now intends to extend its offer of the Property for sale to the public at large.



DCG STRATEGIES | EXECUTIVE SUMMARY

SITE DESCRIPTION

PROPERTY CLASS:

School

ASSESSOR'S PARCEL NUMBER:

091-170-020

LOCATION:

300 Piedmont Avenue
San Bruno, CA

TOTAL PROPERTY SIZE:

40.41 Acres

OWNER:

San Mateo Union High School District

ZONING:

R-1 Single Family Residential

GENERAL PLAN:

Low Density Residential

PROJECT GOALS

The desired plan for this property is the demolition of the current building improvements in order to develop residential housing. Developers should consider the following goals:

- Sensitivity to the community and neighborhood's needs and concerns and the District's intent to limit impacts on surrounding neighbors, while also supporting the District's goal of enhancing its long-term fiscal sustainability;
- Buyer has a demonstrated history of working collaboratively with neighborhood leaders, community members, local jurisdictions, and, if applicable, school district staff where they have completed projects in the past. This will include a commitment to work collaboratively with San Mateo Union High School District, and;
- Obtain assurance that the Buyer of the Property has the financial capacity and proven experience to bring the proposed project (as defined in the Buyer's proposal response) to completion as efficiently and as prudently possible.

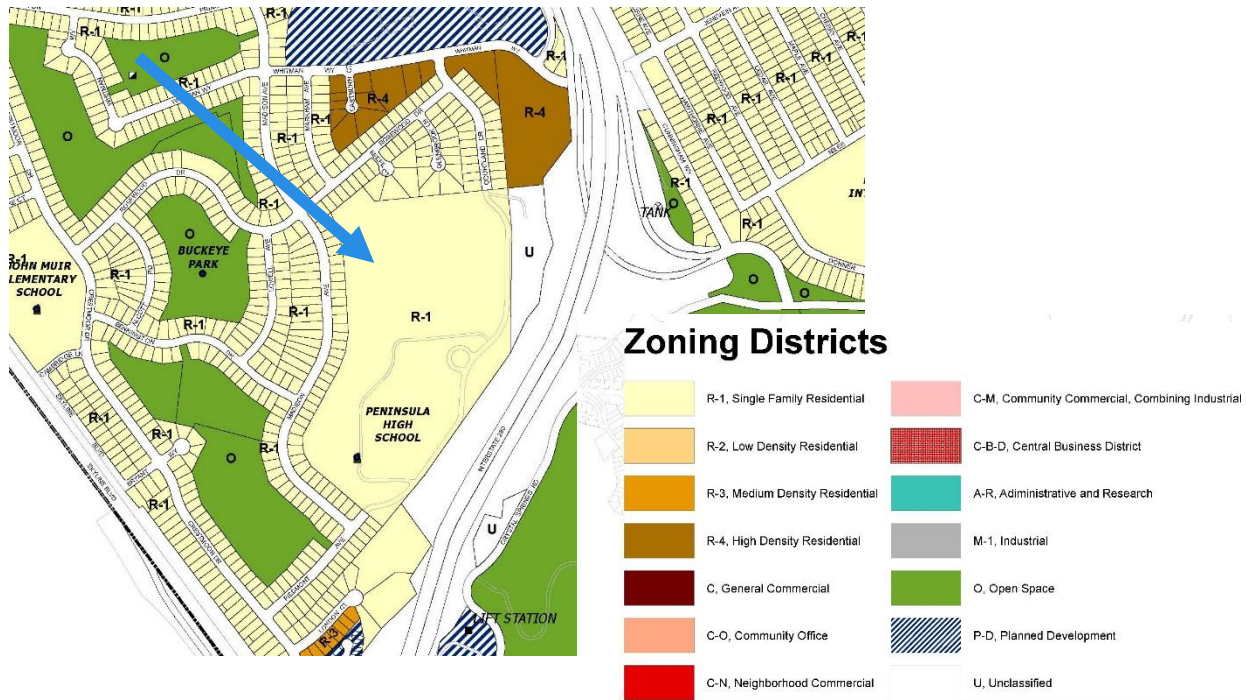
PROPERTY OVERVIEW

The Property is one irregularly-shaped parcel comprising approximately 40 acres. It is bound by residential subdivisions to the north, west and southwest; a church near the northeast property corner, and a slope down to Interstate Highway 280 on the east. Most of the greater surrounding area is residential, with San Mateo County Junipero Serra Park to the southeast and San Andreas Lake/Reservoir and open undeveloped land owned by the San Francisco Public Utilities Commission to the southwest. The Property has vehicular access from Courtland Drive.



ZONING

The Property is currently zoned Single Family Residential, R-1. According to the San Bruno Municipal Code, the purpose of the R-1 district is, “to encourage the development of low-density residential uses. This type of density is usually associated with single-family structures. However, uses related to single-family residences, such as schools, churches, and child care centers may be permitted in the R-1 district by use permit or by planned unit permit under Chapter 12.116. Innovation in development of clustered housing, open space, and other amenities which make for a more desirable living environment.”



SUBMITTAL REQUIREMENTS

All submittals shall address the project goals and include the information in the order listed below within the indicated page limits. Note that a detailed development plan is not being requested as this stage, only a general description of the types of uses and general character/function of the development that the team would explore for the site. Examples of other projects should be included.

<p>Cover Page:</p> <p>To include the project name, respondent name and date.</p>
<p>Section 1: Cover Letter</p> <p>Introductory cover letter identifying the lead firm, contact information for the developer, and proposed project manager. (2 pages max)</p>
<p>Section 2: Development Team</p> <p>Provide the following information for each key member of the development team. It is anticipated that key members would include the development entity, the architect and/or land planner, and other key members. Other team members such as civil engineer, traffic planner, entitlement counsel, equity partner, or landscape architect, may be identified if the developer believes that to do so would enhance the proposal, but there is no requirement to do so. (3 pages max)</p> <p>Specifically, provide the following information for each key team member:</p> <ul style="list-style-type: none">• Firm name, location, and website• Project Manager and key participants for this project, with resumes• History of relationships within City of San Bruno, if any• Experience with developments similar in use and scale to the project proposed• Experience with public entities, preferably public land owners
<p>Section 3: Organization/Litigation Summary</p> <p>Statement of project understanding and summary of qualifications and approach to perform the work and meet the District’s goals based on the development team’s skills and experiences. (Do not include specific development plans for this site – 4 pages max)</p> <p>Provide the following information:</p> <ul style="list-style-type: none">• Is the developer a subsidiary of, or affiliated with, any other corporation, corporations, partnerships, or firms? If so, please specify. If the developer is a subsidiary, please indicate the extent to which the parent entity will guarantee performance by the subsidiary;• Has the developer or its officers, principal members, shareholders or investors, or any of its parent, subsidiary or affiliated entities or other interested parties been adjudged bankrupt, either voluntarily or involuntarily, within the past ten years? If so, explain;

- Has the developer or its officers, principal members, shareholders or investors, or any of its parent, subsidiary or affiliated entities or other interested parties sued or been sued by any California public school district in the past ten years? If so, explain;
- Has the developer or its officers, principal members, shareholders or investors, or any of its parent, subsidiary or affiliated entities or other interested parties sued or been sued by the City of San Bruno and/or the San Mateo Union High School District in the past ten years? If so, explain; and
- Is there pending litigation against the developer or its officers, principal members, shareholders or investors, or any parent, subsidiary or affiliated entities or other interested parties other than minor personal injury suits involving claims under \$250,000? If so, explain.

Section 4: Relevant Experience

Descriptions of no more than five projects that are comparable to aspects relevant to this project, preferably in comparable markets. Each description should generally include the following. (2 pages max per project):

- Name, location and description of the type of project including project size
- The members of the proposed consulting team that were involved and the services they performed
- Project construction budget and sources of financing
- Number of jobs created
- Increase in taxable value
- Project start and end dates
- At least one reference with contact information

Section 5: Resumes

Resumes for the key project personnel shown on the chart contained in Section 2 including the location of the primary office to which they are assigned (2 pages max per individual)

Section 6: Financial Capabilities

Lists and contact information for the following (4 pages max)

- Private sources of financing used for recent projects
- Public sources of financing/incentives used for recent projects

Item(s) submitted should be sufficient to permit the District to determine the developer’s financial capacity for undertaking the development project and purchasing the Property. The developer may wish to mark the financial statements as “CONFIDENTIAL” or “PROPRIETARY.” If so marked, such financial statements will be treated as confidential by the District to the full extent permitted by law.

DCG STRATEGIES | SUBMITTAL REQUIREMENTS

SUBMISSION FORMAT, SCHEDULE, AND EVALUATION PROCESS

The submitter shall submit one (1) original and five (5) hard copies of a Statement of Qualifications Package in 8.5" x 11" format, with one (1) copy unbound for ease of reproduction. The complete Statement of Qualifications Package shall also be submitted digitally (PDF format is acceptable). The inclusion of large-scale drawings and exhibits is discouraged; if included, these shall be limited to no more than three (3) such pages in 11" x 17" format. Statement of Qualifications Packages should be organized according to the previous section, and should include at least the requested information. Statement of Qualifications shall be bound with sections separated by labelled tab dividers.

All proposals must be received at or before **4:00 p.m. on Friday, April 24, 2020**, at the offices of DCG Strategies located at 7600 Dublin Boulevard, Suite 275, Dublin, CA. All sealed responses will be time and date stamped by Sumari Barnes at the DCG offices, or her designee. Receipt time is determined by the official clock of Sumari Barnes, which is visible in DCG offices. Any Statement of Qualifications submitted after the deadline will not be considered.

The Seller's contacts for all matters regarding the Property are:

Jamil Muchell

DCG Strategies
7600 Dublin Blvd., Suite 275
Dublin, CA 94568
(925) 464-1979
jmuchell@dcgstrategies.com

Lauren Jennings

DCG Strategies
7600 Dublin Blvd., Suite 275
Dublin, CA 94568
(925) 237-9218
ljennings@dcgstrategies.com

All correspondence regarding the RFQ process **must be in writing or by email** to Jamil and Lauren.

The District reserves the right to reject submittals that fail to contain all required information or fail to follow all of the instructions contained in this RFQ.

CONSIDERATION OF QUALIFICATION SUBMITTALS

Statements of Qualifications will be reviewed by any or all of the Superintendent of San Mateo Union High School District and staff, District Board of Trustees, and DCG Strategies. Depending upon the number and quality of submittals, interviews may be conducted during this initial RFQ process.

The District staff and DCG Strategies will assess each submittal against the criteria listed in the evaluation criteria section below. In making a selection under this RFQ, the District will consider responses, interviews, general qualifications, project history, and the evaluation criteria set forth in this RFQ. DCG Strategies will notify submitting developers as to whether they have been selected as qualified to submit a proposal for the Property.

CLARIFICATIONS OF SUBMITTALS

During the evaluation of qualifications, the District reserves the right to contact a submitting developer to request additional information for purposes of clarification of RFQ responses, reject proposals which contain errors, or at its sole discretion, waive any disqualifying errors.

EVALUATION CRITERIA

The following criteria will be assessed by the District:

- Development Team
 - Years and types of experience in the field
 - Diversity of services provided including real estate development and marketing, design/architecture, landscape architecture, engineering, and construction
 - Financial capability to complete the project
 - Professional and project references
- Experience to successfully undertake this project
 - Experience with similar development projects
 - Successful incorporation of public space into past development projects
 - Capability to fulfill residential component
 - Proven capacity to deliver the project requirements on time and on budget
- Project understanding and approach
 - Understanding of the District's goals and desires for the project
 - Approach to evaluating the market and determining product type
 - Approach to incorporating open space
 - Approach to project financing

PROJECT TIMELINE

The following contains a tentative schedule the District intends to follow in identifying qualified developers, soliciting proposals from them, and negotiating a specific development project. The District reserves the right to alter this schedule at any time, with or without prior notice.

March 2020: RFQ released to general public

April 24, 2020: RFQ responses due

May 2020: Respondents notified to submit full proposals

June 2020: Proposals due

June 2020: Board selects Buyer; authorizes staff to negotiate terms with selected Buyer

August 2020: Board approves Purchase Agreement (dependent upon negotiations and board schedule)

August - December 2020: Due Diligence (3-4 months)

February 2021: Initial submittal package submitted to the City

May 2021 - March 2022: EIR submittal process (10 months)

May 2022: Planning Commission meetings

June 2022: City Council meetings

August 2022: Tentative Map approval; Close of escrow to follow approval

GENERAL PROVISIONS

Any statement of qualifications may be withdrawn anytime. Such notice of withdrawal shall be in writing to:

Jamil Muchell

DCG Strategies
7600 Dublin Blvd., Suite 275
Dublin, CA 94568
(925) 464-1979
jmuchell@dcgstrategies.com

Lauren Jennings

DCG Strategies
7600 Dublin Blvd., Suite 275
Dublin, CA 94568
(925) 237-9218
ljennings@dcgstrategies.com

PUBLIC INFORMATION

Except as set forth above, all information, excluding contact information, submitted in response to this RFQ may be made available for public inspection according to public records laws applicable to San Mateo Union High School District.

RIGHT TO REJECT

At any phase, the District reserves the right to terminate, suspend, or modify the qualification process, reject any or all submittals, and waive any minor irregularities in the qualification process.

EXHIBIT A: PROPERTY AERIAL

