

## **REQUEST FOR PROPOSALS**

ACQUISITION AND DEVELOPMENT OF RESIDENTIAL UNITS  
(RENT OR FOR-SALE) LOCATED AT :

- 11643 AND 11649 E. 207<sup>th</sup> STREET,
  - 11644 206<sup>th</sup> STREET,
  - 20920 ROSETON AVENUE AND
  - 11610-11618 E. 207<sup>th</sup> STREET
- IN THE CITY OF LAKEWOOD, CALIFORNIA



**LAKEWOOD REDEVELOPMENT AGENCY  
DEADLINE TO SUBMIT PROPOSALS**

**5:00 PM, June 8, 2010**

# REQUEST FOR PROPOSALS

## ACQUISITION AND DEVELOPMENT OF RESIDENTIAL UNITS (RENT OR FOR-SALE) LOCATED AT 11643 AND 11649 E. 207<sup>th</sup> STREET, 11644 206<sup>TH</sup> STREET, 20920 ROSETON AVENUE, AND 11610-11618 207<sup>TH</sup> STREET IN THE CITY OF LAKEWOOD, CALIFORNIA

### I. Purpose of this Request for Proposal

The City of Lakewood and the Lakewood Redevelopment Agency (“Agency”) are requesting proposals from interested and qualified housing developers (“Developer”) who will acquire and develop housing units on properties located at the following sites:

1. 11643 and 11649 East 207<sup>th</sup> Street and 11644 206<sup>th</sup> Street
2. 20920 Roseton Avenue
3. 11610-11618 207<sup>th</sup> Street

**Developers must submit one proposal to include Sites 1, 2, and 3.**

The Agency wishes to sell the properties for a reasonable price in exchange for developing new residential units, including some of the new units maintained at affordable rent levels for 55 years or longer, or sold to low or moderate income households.

The purpose of the project is to provide decent affordable housing for very low-, low- and moderate-income households (at or below 120% of the Area Median Income). The Agency would like to maximize the number of affordable units and requests that the Developer propose the optimum level of rent affordability to support the project, which may include some units at market-rate rents. The Agency will enter into a Disposition and Development Agreement (DDA) with the selected Developer, which will describe the terms and conditions for the sale of the Property to the Developer. The Developer will be responsible for securing all necessary entitlements and financing for the project, and for construction and management of the rental units.

### II. General Information

To efficiently proceed with the developer selection process, the Agency has designated Robert Vasquez of GRC Associates as the contact person in the event developers have questions about the RFP. Mr. Vasquez can be contacted at (626) 331-6373 to answer your questions or promptly obtain the answers to your questions.

The information in this RFP is intended to be general in scope. It is not intended or warranted to be a complete statement of all the information developers may need. The Agency makes no representations or warranties on the condition of the properties and zoning enforcement and proposes to sell the property “as is, with all faults.”

### III. About the City

The City of Lakewood is a general law city in southeast Los Angeles County and is approximately 15 miles southeast of Downtown Los Angeles. The City is 9.5 square miles in size and has a current population of approximately 84,000 residents. The housing stock is primarily single-family housing which represents 84 percent of the total 27,400 units within the City. In 2007, the vacancy rate was 1.7 percent, and the average persons per household were 3.1. The median household income was estimated at approximately \$70,000, and approximately one-quarter of the total households were in the very-low and low-income household category.

### IV. The Sites

The Properties are located at three sites.

**Site Number 1** includes properties at 11643 207<sup>th</sup> Street, 11649 207<sup>th</sup> Street and 11644 206<sup>th</sup> Street. **Site Number 2** includes the property at 20920 Roseton Avenue. **Site Number 3** consists of two vacant adjoining lots located at 11610-11618 207<sup>th</sup> Street.

**Site Number 1** is located at 11643 207<sup>th</sup> Street, which totals 10,613 square feet of land, including an existing six-unit apartment complex. Two units are occupied and the residents will be permanently relocated. The structures will be demolished and this property will be made available as a vacant lot. The aerial map below illustrates the subject site. (Please note that the improvements at 11649 207<sup>th</sup> St. have been demolished and the site is currently a vacant lot.) Ultimately, all three Agency-owned properties will be vacant lots. The property at 11644 206<sup>th</sup> Street totals 10,238 square feet after street dedication, and the property at 11649 207<sup>th</sup> Street total 6,825 square feet after street dedication. The consolidation of the three parcel lots totals approximately 27,301 with a maximum of 17 units allowed on the site. The Agency requests that this site be developed with a minimum of 16 units.

Developers are asked to provide a proposal to develop a single residential complex (rental or for-sale) on the consolidated properties. The Agency will not accept two or three different proposals for Site Number 1. The proposal should specify how many units will be affordable for at least 55 years. In addition, the developer will be responsible for securing all necessary entitlements and financing for the purchase and development of the property. It is important that the new units meet all building and safety code requirements.

**Site Number 1:**



**Site Number 2**, located at 20920 Roseton Avenue is a vacant parcel totaling 8,615 square feet. A maximum of 4 units are allowed on this parcel.

**Site Number 2:**



**Site Number 3** is located at 11610-11618 207th Street and these two adjoining vacant land parcels total approximately 20,375 square feet after street dedication of five feet. Maximum density allows for 12 new residential units.

**Site Number 3:**



The sites are designated Medium/High Density Residential in the General Plan Land Use Map and zoned MFR (Multiple-Family Residential). In total, 33 units can be developed on all of the Agency-owned properties that are part of this RFP.

**V. Environmental Concern**

The City/Agency is not aware of any certain environmental conditions on the three sites. The City/Agency has not commissioned its own environmental assessment on the first two sites, nor does it intend to. The selected developer will be responsible for conducting its own environmental assessment and will be required to implement any required remedial action plan and indemnify the City/Agency from any liability associated with any environmental regulatory agency compliance.

## VI. Affordability Restriction

Restrictive covenants may be recorded against the Properties to ensure that some of the rental units will be deed restricted for a period of at least 55 years to occupancy by households whose incomes do not exceed 120% of the AMI for the County of Los Angeles.

## VII. Relocation Assistance

The Agency will relocate the existing two tenants on Site Number 1, demolish the existing units and make the property available as a vacant lot. The Agency will provide permanent relocation assistance to tenants currently occupying the units in compliance with California Relocation Law.

## VIII. Requested Information

All proposals must contain the following information in the format listed below:

### A. *Letter of Interest*

Formal letter of interest on letterhead of the principal developer. Such letter should be addressed to:

Sonia Dias Southwell  
Director of Community Development  
City of Lakewood  
5050 Clark Avenue  
Lakewood, CA 90712

### B. *Submitting Proposals*

The proposal should be concise and to the point. Specific information may be requested from Agency staff and will be provided upon availability. The following outline contains the minimum mandatory items of information:

1. Introduction. This section shall consist of an introduction to the proposal. Present your understanding of the project and the general methodology to be used.
2. Experience. A profile of the Developer's experience in projects similar in nature to the project shall be submitted. The project manager must be identified and their personal experience described, as well as that of other key personnel. Description of the firm's current and recent land acquisition, development and management projects preferably of comparable size and type as the one proposed for the Property, under development or completed within the last five years, shall be included.
3. References: Supply at least three (3) references with a contact name, title, address and telephone number that can attest to your abilities and

financial capabilities. Please include one reference from a lender or depository institution with which the respondent has a current relationship.

4. Offer Amount. The Developer shall submit to the Agency an offer amount for acquisition of the Agency-owned property along with acquisition details. Additionally, a line item budget should be included, consisting of associated acquisition costs and indication of responsible party for covering those costs.
5. Financial Pro-forma. A financial pro-forma(s) detailing the proposed funding for the acquisition, development construction costs, and the cash flow for on-going operating and maintenance costs shall be submitted.
6. Management. Submission of a detailed management plan, including a strategy of how the properties will be maintained, tenant issues addressed, maintenance of waiting lists, marketing and screening of prospective tenants, etc. Also include knowledge and familiarity in working with low-income residents.
7. Schedule. Provide a schedule for acquiring the Agency-owned project site and the rehabilitating of the units.
8. Signatures. The proposal shall be signed by an official authorized to bind the entity and shall contain a statement to the effect that the offer proposed is valid for at least 90 days.

**C. *Litigation***

Respondents must identify and describe any current, pending or threatened litigation against them related to their business or real estate dealings.

**D. *Obligation to the Agency/City***

The respondent must attest to having no outstanding obligations to the Lakewood Redevelopment Agency or to the City of Lakewood.

The Agency may elect to deem a submission non-responsive if the submission fails to comply with specific requirements of this solicitation.

**IX. Selection Process**

The Agency staff and the Agency's consultant will evaluate all proposals and narrow the field to those that best meet the objectives defined by this RFP. The evaluation criteria may include, but is not necessarily limited to:

The following criteria shall be used for buyer selection:

1. Completeness and responsiveness to the Request for Proposals.

2. Professional qualifications and capability of the organization, personnel and sub-consultants (if any).
3. The ability of the organization to commit the personnel necessary to facilitate the acquisition and development of the property.
4. Quality of references and the results of reference checks as determined appropriate.
5. Overall economics of proposal – the offer to acquire the Agency-owned property, the feasibility of the proposed financial scheme and the reasonableness of the rehabilitation and management costs.

Once the Agency staff has narrowed the field to those that best meet the criteria, they may be invited to an interview with Agency staff and the consultant. A developer will be recommended to the Agency Board for its approval.

If an agreement is not reached, the negotiations will be terminated, and similar negotiations may then be conducted with other firms. All such negotiations shall be on a strictly confidential basis and in no case shall the terms of agreement involving one proposer be discussed with another or made public.

The Agency and the City of Lakewood reserve the right to amend or modify the contractual requirements and to reject any and all proposals.

## **X. Selection Schedule**

The basic schedule of events is as follows (may be altered by the Agency as the need arises):

Proposals Available:	April 29, 2010
Proposal Due Date:	June 8, 2010
Proposal Review by Staff:	June 16, 2010
Interviews by Staff:	Week of June 21, 2010
Selection by Redevelopment Agency:	July 13, 2010

## **XI. Proposal Submission**

**Please submit five (5) sealed hard copies of the proposal. Proposal must be signed by an authorized officer and must be received by the City no later than 5:00 pm, June 8, 2010.**

Address all sealed proposal packages to:

Sonia Dias Southwell  
 Director of Community Development  
 City of Lakewood  
 5050 Clark Avenue  
 Lakewood, CA 90712

No amendments, additions, or alternates will be accepted after the above submission date. All documents, designs, specifications submitted by the selected proposer shall be the property of the Agency. Anything considered to be proprietary should be so designated by the proposer.

## **XII. Discretion, Non-Liability and Hold Harmless**

Acceptance by the Agency of any proposal submitted pursuant to this RFP shall not constitute any implied intent to enter into a contract. The Agency reserves the right to issue written notice to all participating firms of any change in the proposal submission schedule should the Agency determine, in its sole discretion, that such changes are necessary.

Any statements made herein are based on available information, and no representation or warranty with respect to such information is made.

In submitting a proposal in response to this RFP, proposers waive all rights to legal remedies regarding, or to protest, any aspect of the RFP. The Agency reserves the right to issue amendments or changes to the scope or content of the RFP or the RFP schedule and to select any number of finalists for interviews as it deems necessary to insure that it makes the best possible choice for its objectives. Finally, the Agency reserves the right to reject all proposals.