

REQUEST FOR QUALIFICATIONS (RFQ)

*For the development of the Southwest
Corner of Hawthorne Boulevard and
Manhattan Beach Boulevard*



RFQ ISSUANCE DATE

Thursday, December 15, 2016

RFQ RESPONSE DUE DATE

Thursday, March 30, 2017 @ 2:00 p.m.

DIRECT QUESTIONS TO

Sean M, Moore, AICP, Community Development Director: SMoore@lawndalecity.org

Phone: (310)973-3230

Request for Qualifications

The Successor Agency of the City of Lawndale (City) is requesting qualifications from qualified retail commercial developers interested in acquiring and developing a successor agency owned property located at the south west corner of Hawthorne Blvd and Manhattan Beach Blvd.

INTRODUCTION: The City is pleased to issue this Request for Qualifications (RFQ) seeking qualified retail commercial developers who are interested in acquiring and developing a vacant property currently owned by the Lawndale Successor Agency. The City is seeking a developer who can redevelop the site with a mix of retail, commercial and restaurant uses that will be consistent with the development goals and polices of the city's General Plan, Zoning Code and Hawthorne Boulevard Specific Plan.

The attached map (Exhibit "A") delineates the project area which includes the Agency-owned 59,744-square foot (1.372 Acres) parcel of land which is the primary development site. Seven adjacent connected parcels (referred to collectively as "Property") together comprise the overall Property in question. Pursuant to state law, the City is required to sell the Property for its appraised value. The City encourages all proposing developers to consider acquiring parcels adjacent to the Property to create a more cohesive development site – all of which would be undertaken at the developer's sole responsibility and financial obligation.

Only written proposals containing all of the requested information shall be considered. All materials submitted shall become a part of the proposal and may be incorporated in any subsequent contracts between the City and/or Successor Agency and the selected developer. The Successor Agency intends to enter into an Exclusive Negotiating Agreement (ENA) with a qualified developer to acquire the agency owned land and develop the subject property with a mix of retail, commercial and restaurant establishments.

Proposals should be addressed to:

**Sean M. Moore, AICP,
Community Development Director
City of Lawndale
14717 Burin Avenue
Lawndale, CA 90260**

Interested parties may obtain copies of the RFQ by contacting Sean M. Moore, AICP, Director of Community Development at the City of Lawndale, 14717 Burin Avenue, Lawndale CA, 90260 (310) 973-3230.

**TO RECEIVE CONSIDERATION, PROPOSALS MUST BE RECEIVED IN THE OFFICE
OF THE CITY CLERK, CITY OF LAWDALE, 14717 BURIN AVENUE, LAWDALE
CA 90260**

No Later than 2:00 P.M. Thursday March 30, 2017

**City of Lawndale
14717 Burin Avenue
Lawndale Ca. 90260**



Request for Qualifications

To Develop the Southwest Corner of Hawthorne and Manhattan Beach Boulevards
For a Mix of Retail, Commercial and Restaurant uses of Land

Instructions to Proposers

Requirements and conditions:

This request for qualifications is organized as follows:

- I. **Introduction**
- II. **Purpose and Scope**
- III. **Evaluation Process**
- IV. **Selection Timetable**
- V. **Format for Proposals**
- VI. **Submission of Proposals**

I. INTRODUCTION

The City is seeking qualified individuals/firms with proven expertise in developing retail and commercial developments to submit qualifications to the city for the development of a 1.32 acre property currently owned by the Successor Agency to the City's former Redevelopment Agency. The Property is located at one of the most visible intersections in the City. Given this, one of the primary objectives the City hopes to achieve through issuance of this RFQ is the selection of a development partner that will be able to build a high-quality retail, commercial and sit down dining establishments with unique and special architectural styling elements. The project is intended to result in the construction of a premier building in the City.

Site Description: The subject site contains approximately 59,744-square feet (1.372 Acres of land) (See attached exhibit "A"). The Property is comprised of seven parcels and is irregular in shape with approximately 364.32 feet of frontage along the south side of Manhattan Beach Blvd; 138.04 feet of frontage along the west side of Hawthorne Blvd and approximately 84 feet of frontage along the north side of 159th Street. The project area is zoned RC (Retail Commercial) and is located within the Hawthorne Boulevard Specific Plan Area. The site is primarily vacant, however 13,440 square feet of the project site currently contains a small mobile home park which will need to be properly closed by the developer. Additionally the site is level with all public offsite improvements in place; however, improvements to the curb, gutter and sidewalk may be required depending on the project's design.

II. PURPOSE AND SCOPE

Project Purpose: The City seeks to have this site developed as a landmark commercial project that embraces the design standards contained within the Hawthorne Boulevard

Specific Plan. The City's goal is to have the entire site assembled into a single parcel of land devoted to a retail, commercial or restaurant establishment. The proposed tenants should be retail commercial uses permitted by the Specific Plan.

Project Scope: The City intends to enter into an Exclusive Negotiating Agreement (ENA) with a selected developer after a concept for the development site is established, for a determined amount of time to explore the development potential of the subject property. When an agreement is reached regarding the development, the City and developer will negotiate and execute a development and purchase and sale agreement (PSA) with the selected developer to design and construct a retail/commercial project. The City's focus in developing the Property will be driven by site constraints and mutually agreeable development potential. The development of this site is important to the residents of the City and the City Council will want some role in the selection and approval of the key designated anchor(s) for the project. The City Council is looking for the best possible development for the community. In regards to retail users, the City's preferences are as follows but respondents are encouraged to submit the highest quality project they can actually deliver:

Most Desirable: *Nationally branded or locally known restaurants*

Desirable: *Retail users oriented toward upscale clientele*

Least Desirable: *Drive through and fast food tenants*

The selected developer must demonstrate its financial, technical and professional qualifications to enter into an ENA and PSA with the Agency, and to proceed to a successful development and construction of a commercial project. Additionally developer should be familiar with closing mobile home parks and relocation of mobile home park tenants. The selected developer must demonstrate the financial feasibility of completing the project as proposed by submitting the requested material in section V herein. Additionally, the selected developer should clearly explain its experience with similar projects.

III. EVALUATION PROCESS

A. General Description

1. Developers are requested to respond to this solicitation in the manner more fully described in Section V- Format for Proposals, below.
2. The City will evaluate the proposals against the evaluation criteria listed immediately below.

B. Evaluation Criteria

The City Manager's Office will review and evaluate the proposals received by the City. As part of the assessment process, the City will place particular emphasis on

the qualifications and experience of the individuals assigned to the project; directly relevant qualifications and experience of the firm; proven financial capability; ability to undertake the proposed development; and proposed approach to the project. The following specific criteria will be used in the evaluation process:

1. **Financial capability (dedicated project capital, financing qualifications).**
2. **Qualifications to successfully develop the project including development concept and technical resources to develop the project.**
3. **Quality of tenants.**
4. **Experience with similar projects.**

C. *Oral Presentation*

The City may, in its sole discretion, request an oral presentation from each proposer or from the highest ranking proposers at an interview to be held at a time and location to be determined at a later date. Oral presentations may be considered in selecting the successful proposer.

IV. **SELECTION TIMETABLE**

The following timetable will apply to this RFQ.

| <u>Item</u> | <u>Date</u> |
|----------------------------------|----------------------------|
| Release of RFQ | Thursday December 15, 2016 |
| Proposals Due by 2:00 pm (PST) | Thursday March 30, 2017 |
| City Interviews of Respondents | To be determined |
| Review of Developers by Council | To be determined |
| Selection of Candidate Developer | To be determined |

V. **FORMAT FOR PROPOSALS**

Each proposal must contain the described information, in the following order:

- a. **Cover Letter:** The cover letter must clearly specify the identity of the proposer and the type of entity (i.e. partnership, corporation, etc.). The letter shall further identify that the proposer has a clear understanding of the project scope and timing. A list of names of individuals who will be primary contacts must also be included. Provide the name and business address, telephone, fax number and email address of the developer. Identify all joint venture or limited partners with whom the City would contract for development. Specify if the developer is a subsidiary or affiliated with another corporation(s) or firms and provide all contact information of all such corporations or firms.

- b. **Qualifications:** Provide a demonstration of qualifications relating to the proposers experience, technical capabilities and financial ability to develop retail projects. This should include supporting materials to substantiate qualifications.
- c. **Experience:** Include an outline of recent projects completed that are comparable to this project. Responses should demonstrate specific expertise of retail and commercial development. Provide a description of three (3) projects including the following information for each: date completed, location, land use, size, architectural style, role of development entity, any other information that would be helpful to the City, and photographs of the completed projects.
- d. **References:** Provide a minimum of three (3) references from recent similar projects, with accurate contact information including, but not limited to, the name, title while the project was being developed, address, email, and phone number of the individual(s) to be contacted.
- e. **Development Team Overview:** Proposals should include the resume and background of the principal individual(s) from the firm who will be working on this project, including the project lead who will be responsible for the day-to-day management of the project. Please identify and outline the qualifications for other members of the development team, including any equity partners, planning firms, design consultants or the like.
- f. **Financial capability:** Include a statement of the developer's financial qualifications and a reviewed financial statement of the development entity and/or the individuals who comprise the development team. Proposers should describe and demonstrate their capability to successfully raise equity/debt dollars. A statement of current relationships with major lenders and names and addresses of bank references should be included. Information regarding the financing and the equity arrangement for the projects listed as developer's relevant experience must be provided.

VI. SUBMISSION OF PROPOSALS

Respondents are required to submit the following:

- I. Three (3) hard-copy proposals in response to the RFQ.**
- II. A copy of the proposal in an electronic format via either cd or flash drive.**

All proposals must be submitted in a sealed envelope with the following label:

**City of Lawndale
Office of the City Clerk
14717 Burin Avenue
Lawndale, CA 90260**

RE: Hawthorne & Manhattan Blvd RFQ Response

Responses to the RFQ must be received by the office of City Clerk no later than 2:00 pm (PST) on Thursday March 30, 2017. No postmarks or faxes will be accepted.

Any inquiries regarding this RFQ should be made to Sean M. Moore, at 310-973-3230 or email at SMoore@lawndalecity.org.

The City reserves the right to reject any and all proposals.

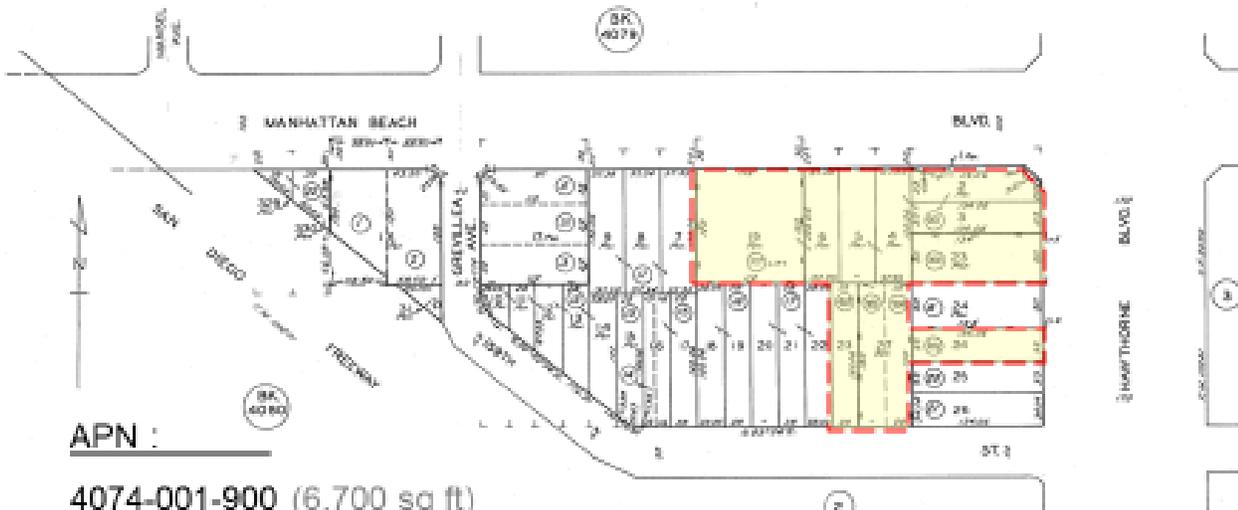
The City will not be liable for, nor pay for any costs incurred by responding firms relating to the preparation of the proposal. An explicit provision of this RFQ is that no oral communication is binding on the City's RFQ proposal process or selection criteria.

The following additional terms and conditions apply to this RFQ:

- 1 All proposal documents shall become the property of the City and will become public records once the City proceeds to award a contract.**
- 2 Due care and diligence has been exercised in the preparation of this RFQ and all information contained herein is believed to be substantially correct. However, the responsibility for determining the full extent of the services rests solely with those making proposals. Neither the City nor its representatives shall be responsible for any error or omission in this response, nor for the failure on the part of the proposers determine the full extent of their exposures.**
- 3 The City reserves the right to select firms from the responses received; to waive any or all informalities and/ or irregularities; to re-advertise with either an identical or revised scope, or to cancel any requirement in its entirety; or to reject any or all proposals received.**
- 4 A response to this RFQ does not constitute a bid, therefore, the City retains the right to contact any and all proposing firms after submittal in order to obtain supplemental information and or clarification in either oral or written form. Furthermore, an explicit provision of this RFQ is that any oral communication made is not binding on the City's proposal process.**

Appendix A
Project Site Location





APN :

4074-001-900 (6,700 sq ft)

4074-001-901 (18,243 sq ft)

4074-001-902 (4,200 sq ft)

4074-001-903 (4,200 sq ft)

4074-001-904 (4,200 sq ft)

4074-001-906 (4,268 sq ft)

4074-001-007 (17,933 sq ft)

Total size: 59,744 sq ft (1.37153 Acres)