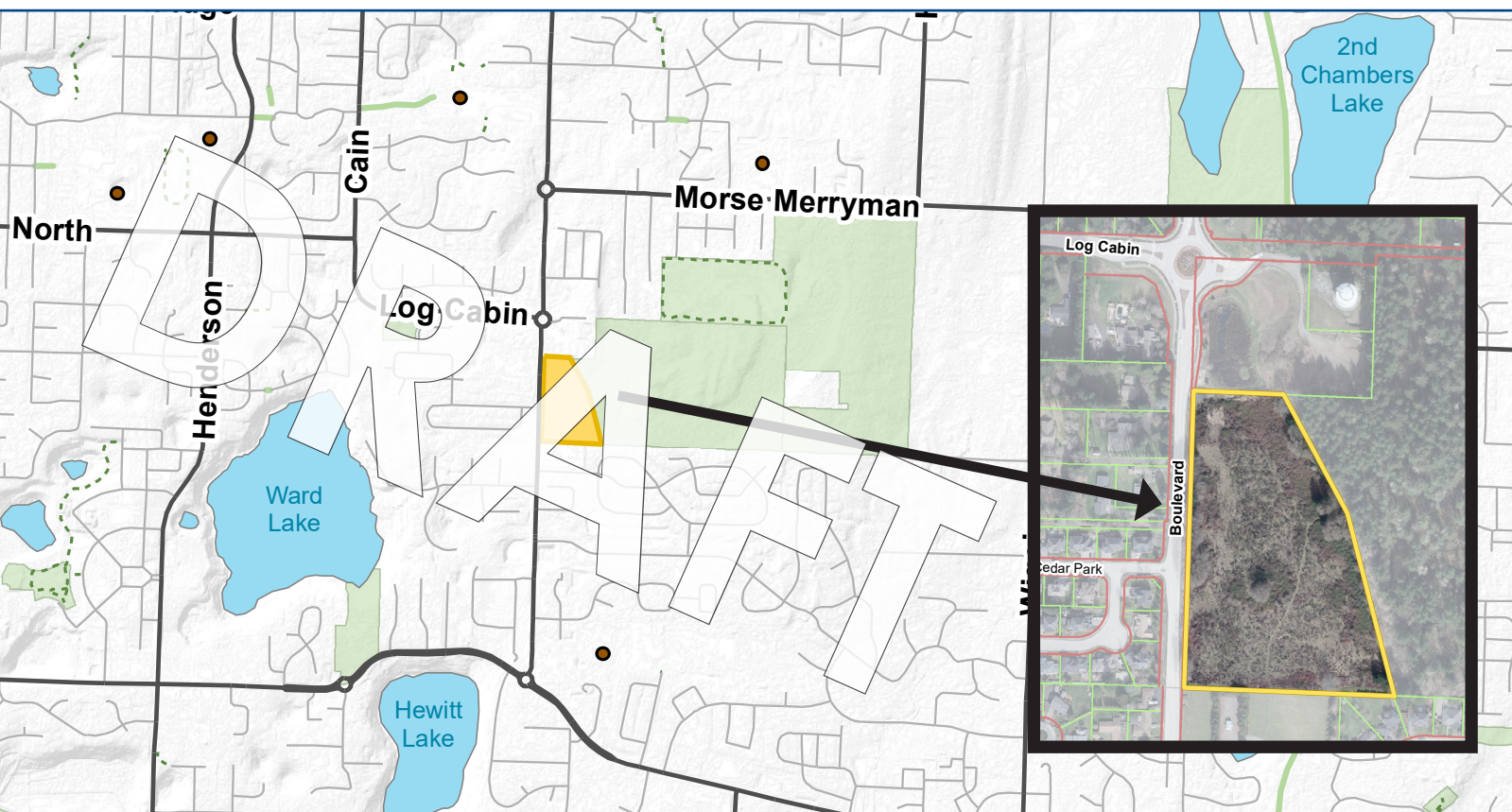




Request for Qualifications

3900 Boulevard Road | Southeast Olympia, WA



Responses Due by Monday, February 3, 2020 at 4 pm



City of Olympia is seeking a well-qualified developer with an established track record of delivering high quality and affordable housing options. The City of Olympia has a 10 acre parcel for sale specifically for the development of a neighborhood that can meet and balance the varying housing needs of our community while incorporating sustainability, quality design, and some commercial or service needs of the surrounding area.

Upon identifying the preferred development partner the City will proceed with negotiations to sell the property to the selected party.

The parcel is zoned RM-18 (residential multi-family) and is located in southeast Olympia, WA.

Have Questions?

olympiawa.gov/RFP

Mike Reid, Economic Development Director

mreid@ci.olympia.wa.us | 360.753.8591



Elements of a Successful Project (Project Vision)

- Housing for a mix of income levels with emphasis on median-income families
- Environmental sustainability in development, design, and construction
- Support and participation by the existing neighborhoods in the design and development of the project
- Quality design that reflects the character of the surrounding area
- Inclusion of a neighborhood commercial and community benefit element is encouraged
- Performance and timeliness of the developer/builder is critical

Exclusive Negotiation Agreement (ENA)

The successful selection of a preferred development team will result in an Exclusive Negotiation Agreement (ENA) between the parties. The ENA will provide the following benefit to the selected partner:

- 180 day exclusive negotiation period to reach terms on a purchase and sales agreement for the property.
- \$25,000 in pre-development matching grant funding towards the drafting and execution of a scope of work to include neighborhood engagement plan, renderings, and development concept illustrations.

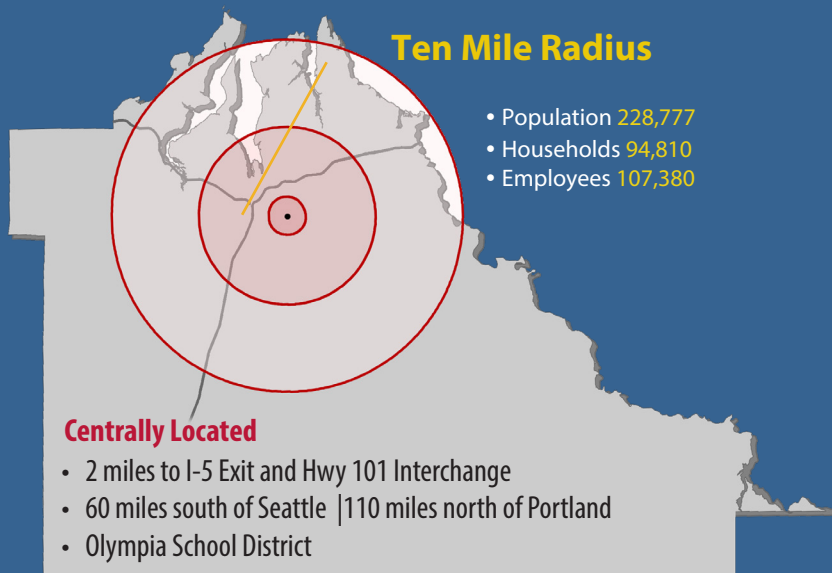
Information Required

Responses to this RFQ must include the following elements

1. **Letter of Interest:** A letter expressing your interest in this development project.
2. **Firm History:** A brief history and description of your firm and likely project team. Include contact information for your firm.
3. **Resumes and References:** Professional resumes of each project team member, and the likely role of each team member. Include three (3) references that can speak to your firm's track record of success.
4. **Financial Capacity and Requirements:** Business and financial reference and resources, including evidence of ability to secure equity and debt for a project of this caliber, and likely funding sources. If price reductions or other financial considerations are anticipated please provide information.
5. **Representative Project Experience:** Demonstrate your firm's ability to successfully plan, design, finance, construct, lease, and manage development projects of similar scale and complexity, on-time and on-budget.
6. **Initial Impressions:** Share your initial impressions of:
 - a. the site;
 - b. the greater Olympia housing market;
 - c. how will you accomplish achieving the project vision;
 - d. the type of project you intend to pursue;
 - e. project concerns or questions with the site, process, or vision; and
 - f. how you would work with surrounding neighborhoods to ensure that the project enhances the area.

Target demographic is Median Income Families

- Focus on 2, 3, and 4 Bedroom housing units
- Target is monthly housing cost (rent/ mortgage + utilities) should be less than 30% of monthly income
- Median Family Income is \$83,700 annual or \$6,975 per month
- $\$6,975 \times 30\% = \$2,092.50$ targeted monthly housing expense



RFQ Timeline

RFQ Available	Monday, January 6, 2020
Pre-submission Conference and Site Tour	Tuesday, January 14 at 1 pm
RFQ Due	Monday, February 3 by 4 pm
Notification of Short List Respondents	Monday, February 17
Open House Presentation & Council Interviews	TBD
City Council Deliberation	TBD
Selection Process Notification	TBD

Property Description

Address: 3900 Boulevard Rd SE
Olympia, WA 98501
Parcel #: 11830330103
Appraised Value: \$2,160,000
Land area: 10 acres

Zoning: RM-18, Residential Multifamily - 18 Units per Acre
Density: Minimum average housing density is 8 units per acre. Maximum density per acre is 24 with a maximum average housing density of 18 units per acre.
Fire station: There may be need to incorporate a fire station to serve the area into the development.

Due Diligence Materials

Copies of due diligence materials including property fact sheet, appraisal, hydrology report, and title report can be found at www.olympiawa.gov/boulevard

Responses must be received by 4 p.m. on Monday, January 2020. Responses may be sent by mail or hand delivered. Responses must be marked "**Response to Request for Qualifications – Boulevard Development**" and addressed to:

Mail option:

City of Olympia | Attn: Mike Reid, Economic Dev Director
PO Box 1967
Olympia, WA 98507

Hand delivery option:

City of Olympia | Attn: Mike Reid, Economic Dev Director
601 4th Avenue East, Olympia

The City of Olympia is committed to the non-discriminatory treatment of persons in the employment and the delivery of services and resources.

City of Olympia, Community Planning and Development Department CS 2019