



**SOLANO  
COUNTY**

## **Solano360 Implementation Committee**

### MEMBERS

Erin Hannigan  
Chairwoman  
*Supervisor, Solano  
County, District 1*

Jim Spering  
*Supervisor, Solano  
County, District 3*

Pippin Dew  
*Councilmember,  
City of Vallejo*

Hermie Sunga  
*Councilmember,  
City of Vallejo*

**Meeting of June 22, 2020 – 1:30 pm  
County Administration Center  
675 Texas Street, Fairfield, CA 94533  
Board of Supervisor Chambers**

*The County of Solano does not discriminate against persons with disabilities and is an accessible facility. If you wish to attend this meeting and you will require assistance in order to participate, please call the Office of the Clerk of the Board of Supervisors at 707-784-6100 at least 24 hours in advance of the event to make reasonable arrangements to ensure accessibility to this meeting.*

**Due to COVID-19 social distancing requirements, seating will be limited in the Board Chambers. All or some of the Committee members may attend the meeting telephonically and participate in the meeting to the same extent as if they were present.**

**PUBLIC COMMENTS: To submit public comments, please see the options below.**

#### **Email/Mail:**

If you wish to address any item listed on the Agenda by written comment, please submit comments in writing to the Clerk of the Board by U.S. Mail or by email. Written comments must be received no later than 8:30 A.M. on the day of the meeting. The email address for the clerk is: [clerk@solanocounty.com](mailto:clerk@solanocounty.com). The mailing address is: Clerk of the Board of Supervisors, 675 Texas Street, Suite 6500, Fairfield, CA 94533. Copies of comments received will be provided to the Board and will become a part of the official record but will not be read aloud at the meeting.

#### **Phone:**

To submit comments verbally from your phone during the meeting, you may do so by dialing: 1-415-655-0001 and using Access Code 133-453-4374 on your phone. No attendee ID number is required. Once entered in the meeting, you will be able to hear the meeting and will be called upon to speak during the public speaking period.

## **AGENDA**

### 1. Public Comment

*This is the opportunity for members of the public to address the committee on matters not listed on the Agenda.*

2. Discussion of Solano360 Project Status
  - a. Joint Solano County/City of Vallejo - Request for Qualification (RFQ)
    - i. Receive a project status report from staff on RFQ progress (See attached written report) – INFORMATION ITEM
    - ii. Staff recommends that the Implementation Committee select shortlist teams to receive Request for Proposals (RFP) – ACTION ITEM
    - iii. Staff Recommends that the Implementation Committee Direct staff to issue RFP (See attached draft RFP) to shortlisted teams – ACTION ITEM
  - b. Highway 37/Fairgrounds Drive Project Update – Solano Transportation Authority – INFORMATION ITEM
3. Next Steps
4. Suggested to Adjourn to Thursday, October 22, 2020 @ 1:30 pm



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## **STAFF REPORT**

### **TITLE / SUBJECT**

Review of the Evaluation of Development Entities' Submittals in Response to the Solano County/City of Vallejo Solano360 Request for Qualifications, and Authorization to Issue a Limited Distribution Request for Proposals

### **BACKGROUND**

Solano County and the City of Vallejo jointly issued a Request for Qualifications (RFQ) soliciting submittals (Statement of Qualifications) from development entities interested in investing in and developing the Private Use areas of the Solano County Fairgrounds located in Vallejo. The RFQ was issued as Phase 1 of the process of implementing the County- and City-approved Solano360 Specific Plan.

Phase 2 will be the issuance of a Limited Distribution Request for Proposals (RFP) to the most qualified development entities, requesting more specific land use, development, financial and timeline information.

Four development entities submitted Statements of Qualifications. Three of the four respondents included a conceptual plan for development of the entire Private Use area (approximately 111 acres); one respondent proposed use of approximately twenty acres.

City, County and Solano Economic Development Corporation representatives reviewed and rated the Statements of Qualifications. This staff report summarizes the evaluation process and results and provides a recommendation to move forward to Phase 2 including issuance of a RFP and

subsequently, selection of a qualified development entity to enter into an Exclusive Right to Negotiate Agreement, and a lease agreement, Development Agreement and other agreements to develop the Private Use areas of the Solano County Fairgrounds property.

## **DISCUSSION**

### ***Request for Qualifications Submittals***

The RFQ identified the County and City objectives for a mixed-use, entertainment-oriented development on approximately 111 acres of the 149-acre Solano Fairgrounds property. The remaining acreage is to be reserved for the Fair of the Future. The RFQ also identified submittal requirements, evaluation criteria and the selection process.

The submittal requirements included a summary of the development team's qualifications and experience in developing similar projects, a narrative of the conceptual plan proposed by the development entity, identification of any conceptual plan elements not contemplated in the Solano360 Specific Plan, and confidential financial information demonstrating the entity's financial capacity to implement the project.

The Statements of Qualifications were reviewed and rated by City, County and Solano Economic Development Corporation representatives (City/County/EDC review committee), based upon the following evaluation criteria:

- Development entity's background, qualifications and similar project experience (0 - 35 points)
- Development entity's capacity to secure debt and equity sufficient to fund the proposed project (0 – 25 points)
- Proposed development concept alignment with the Solano360 Specific Plan land uses and objectives (0 – 30 points)
- Expected fiscal impact and benefits to the City and County (0 – 10 points)

Four development entities submitted statements of qualifications in early 2020:

- Industrial Realty Group LLC (IRG)/Jones Lang LaSalle Inc. (JLL)
- Lewis Planned Communities
- SHM Partners on behalf of North Bay Media Campus LLC
- Sonnenblick Development Six Flags LLC

The reviewer workgroup reviewed the four submittals and met twice to discuss the development entities' qualifications. Based upon the evaluation criteria, the review committee reached a consensus and recommends that the Implementation Committee direct staff to issue a Limited Distribution Request for Proposals to two development entities:

- Industrial Realty Group LLC (IRG)/Jones Lang LaSalle Inc. (JLL)
- Lewis Planned Communities

These two development entities presented the strongest background, qualifications and similar project experience; capacity to secure sufficient financial resources; and development concepts most aligned with the Solano360 Specific Plan, generating fiscal benefits to the City and County.

Summary of reviewer workgroup scoring:

	JLL/IRG	Lewis Planned Communities	SHM Partners	Sonnenblick
Average Score	76	83.2	17.6	39

**Limited Distribution Request for Proposals (RFP)**

If the Implementation Committee approves of the review committee’s recommendation, the next phase would be to issue a RFP to Industrial Realty Group LLC (IRG)/Jones Lang LaSalle Inc. (JLL) and Lewis Planned Communities.

The RFP has been drafted for the purpose of soliciting more specific land use, business terms, timeline and financial information from the most qualified development entities. A copy of the draft RFP is attached to this staff report. In summary, it requests that the two most qualified development entities submit:

Qualifications

- A concise summary identifying the development entity and its key development partners’ qualifications, including any changes since the entity’s submittal in response to the RFQ. (It is not necessary to resubmit information contained in the RFQ submittal.)

Land Use Concept

- A narrative and a description of the overall development concept and the proposed land use.
- How the development concept addresses and implements the guiding principles of the Solano360 Specific Plan.
- An illustrative site diagram, identifying proposed land uses, public spaces, parking, major roads and other uses throughout the site.
- A chart identifying acreage, commercial building square footage, type and number of residential units, parking spaces, heights and other pertinent information.
- Descriptions/illustrations of any proposed vision, architectural themes and character, including representative elevations and perspectives.
- For land uses that differ from the Specific Plan, how those uses meet the guiding principles of the Specific Plan, and a description of additional discretionary land use entitlements and any additional environmental review that may be required.
- The plan to provide infrastructure and utility connections to the Fair and Transit areas.
- How, if applicable, the proposed land use concept will accommodate Six Flags Discovery Kingdom overflow parking.

## Marketplace

- If available, market studies.
- If available, letters of interest or commitment from potential tenants and end-users.

## Proposed Business Terms

- Proposed land lease with the County, lease rates by land use area, lease escalators and lease term.
  - Proposed public agency financial participation, credits or other contributions including any financial contribution expected by public agencies for infrastructure and utility connections to the Fair and Transit areas.
  - Proposed public agency conduit financing mechanisms, such as a community facilities district, and any proposed public agency cost to implement the conduit financing.

## Development Financing

- Annual reports, financial documents and other information that will assure the City and County that the development entity can fund a project of the scale proposed.
- Proposed sources and evidence of commitments of debt and equity for the development project.
- A ten-year project proforma.

## Employment and Local Business Impact

- Estimate of construction and permanent jobs generated by the project.
- Character of the permanent jobs generated by the project.
- Plans or commitment to local hiring practices.
- Plans or commitment to purchase construction products locally.

Upon receipt of the submittals in response to the Limited Distribution RFP, City, County and Solano Economic Development Corporation representatives would evaluate the submittals in a manner similar to the evaluation of the submittals in response to the RFQ, based upon the following criteria:

## Land Use Concept, Marketplace and Project Timeline (0 – 30 points)

- Will the proposed land use concept achieve the objectives and guiding principles of the Solano360 Specific Plan?
- What is the likelihood of success, and how long will it take to achieve success?

## Proposed Business Terms (0 – 30 points)

- Proposed lease rates, escalations and term
- Proposed public agency financial participation
- Proposed public agency conduit financing

## Development Financing (0 – 30 points)

- Overall financial capability
- Evidence of debt and equity commitments
- Project proforma

Employment and Local Business Impact (0 – 10 points)

- Employment impacts and quality of jobs
- Local business construction purchasing impacts

**Subsequent Steps**

Once the County and City have selected a preferred developer with whom to negotiate, the County Board of Supervisors would authorize County staff to initiate discussions with that development entity, leading to an Exclusive Negotiation Agreement with a defined time limit, during which a lease agreement, Development Agreement and other agreements would be negotiated. The City would also enter into any agreements to which it should be a party, including any necessary amendments to the existing Development Agreement between the City and County.

**Solano360 Project Schedule**

Preliminary project schedule, including the steps and processes described in this staff report.

Task Name	Duration	Start	Finish	Comments
Issue RFP	62d	06/22/20	09/15/20	13 weeks to Prepare Proposals
Proposals due	1d	09/16/20	09/16/20	Receive proposals and issue to reviewers
County/City Review	15d	09/17/20	10/07/20	3 weeks - Review by County/City + EDC
Coordinate Implementation Committee	10d	10/08/20	10/21/20	2 weeks - Brief Committee members and schedule meeting with reports
Implementation Meeting	1d	10/22/20	10/22/20	
Coord BOS/Council	17d	10/23/20	11/16/20	+/-3 Weeks - Schedule meeting and prepare reports
BOS Meeting	1d	11/17/20	11/17/20	BOS meeting to direct staff to initiate ERN negotiations with preferred developer
Negotiate ENA	20d	11/18/20	12/15/20	4 weeks
Coordinate BOS Meeting	15d	12/16/20	01/05/21	3 weeks - Schedule meeting and prepare reports
BOS Meeting	1d	01/12/21	01/12/21	BOS approval of ERN
Developer Prep Proposal	64d	01/13/21	04/12/21	13 weeks - Developer prepares land use, lease and financial terms proposal
Negotiations	75d	04/13/21	07/26/21	15 weeks - Negotiate lease, development, DA assignment and other agreements
County/Planning Reviews	20d	07/27/21	08/23/21	4 weeks - Schedule, notice and conduct any meetings (if required)
BOS Coord	15d	08/24/21	09/13/21	3 weeks - Schedule meeting and prepare reports
BOS Meeting	1d	09/14/21	09/14/21	BOS meeting to approve lease, development, DA assignment and other agreements

### **RECOMMENDATION**

Staff recommends that the Implementation Committee accept the recommendations of the City/County/EDC review committee, approve the draft Limited Distribution Request for Proposals, and authorize staff to issue the RFP to (1) Industrial Realty Group LLC (IRG)/Jones Lang LaSalle Inc. (JLL) and (2) Lewis Planned Communities.

### **LINKS to RFQ SUBMITTALS**

Links to respondent's packets are listed at bottom of page under **RFQ SUBMISSIONS**

<https://www.solanocounty.com/solano360/rfq.asp>

ATTACHMENT:

A – DRAFT REQUEST FOR PROPOSAL

**LIMITED DISTRIBUTION REQUEST FOR PROPOSALS  
SOLANO360 FAIRGROUNDS  
CITY OF VALLEJO, SOLANO COUNTY, CALIFORNIA**

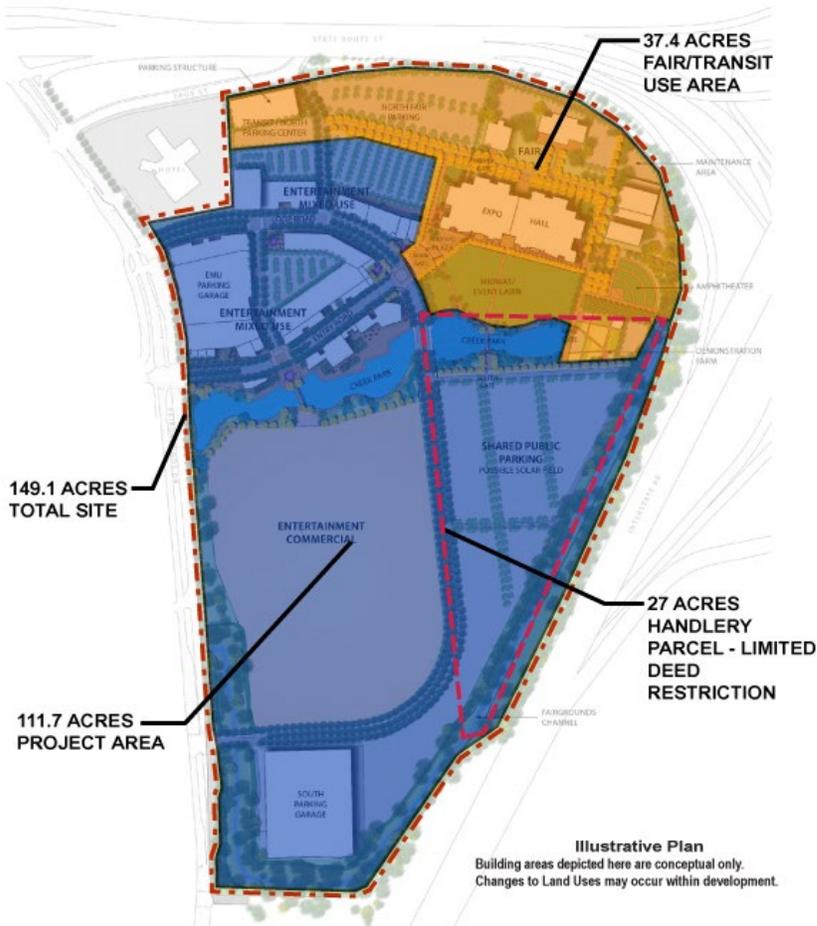
**I. INTRODUCTION AND OFFERING**

Solano County (“County”) and the City of Vallejo (“City”) (together, the “Agencies”) issued a Request for Qualifications (“RFQ”) inviting development firms to submit statements of interest and qualifications to develop approximately 111.7 acres out of a total of 149.1 acres of the Solano County Fairgrounds property located in Vallejo, California. The Agencies have reviewed submittals by interested firms and have selected two firms to receive this Limited Distribution Request for Proposals (“RFP”) as the second phase of the process outlined in the RFQ. Only the two firms that were deemed most qualified through the RFQ process are eligible to respond to this RFP.

The Agencies are pleased to invite [name of firm] to submit a proposal in response to this RFP.

The County owns the Fairgrounds property (“Site”). The Site consists of 149.1 acres, including a 27-acre “Handlery” parcel, which is limited by deed restriction to use for Fair and public purposes, which may include private development on that parcel as long as the proceeds generated from the disposition and use of that parcel are used for Fair purposes. Development of the Site under the existing Development Agreement was anticipated to be tied to phasing and infrastructure planning.

**Solano360 Specific Plan**



The County intends to include all of the Site in this offering, except the 37.39 total acres designated as “Fair” (28.97 acres), “Fair Parking” (6.21 acres) and “Transit” (2.21 acres) in Figure 3.1 and Table 3.4 of the Solano360 Specific Plan. However, minor acreage modifications and right-of-way alignments may be considered to facilitate logical development of the overall Site. In this RFP, the offered 111.7 acres are known as the “Offered Property.”

The City has land use authority over private development on the Site. Areas that are used for public and/or governmental purposes are exempt from the City’s land use authority (primarily, the Fair and Transit

areas) unless amended and not consistent with the current Development Agreement and Solano360 Specific Plan.

The Site has been used as a County Fairground since 1949, and for overflow parking for the adjacent Six Flags Discovery Kingdom. Recognizing that the County Fair no longer requires the entire Site for fair purposes, the Agencies jointly approved a Solano360 Specific Plan in 2013 (“Specific Plan” - <https://www.solanocounty.com/solano360/reports.asp>) to create a framework for redevelopment of the Site, which is also governed by a 2013 Development Agreement <https://www.cityofvallejo.net/common/pages/DisplayFile.aspx?itemId=61923> between the Agencies. The County has invested over \$6 million in entitling the Offered Property, as well as over \$5 million in demolition and clearing costs to make to Offered Property ready for development.

The Specific Plan offers a unique opportunity with land use approvals and environmental clearances already in place. While the Specific Plan is the guiding land use document, it is a flexible guide and the Agencies recognize that development of the property must be based on market conditions and must meet investment-backed expectations.

The Specific Plan includes the following guiding principles:

- Generate revenues for Solano County and the City of Vallejo, create jobs and ensure long-term economic sustainability.
- Establish a unique place with an unmistakable identity that serves as a destination for visitors as well as pedestrian-friendly, community gathering places.
- Explore complementary land uses, including retail, commercial, hospitality, recreational, residential, family and youth oriented, educational and civic uses that seamlessly integrate with the Fair of the Future.
- Explore increased physical connectivity and synergy with Six Flags Discovery Kingdom, downtown Vallejo, the waterfront and other existing commercial uses. Provide pedestrian, bicycle, vehicular and transit facilities that foster access to, from and within the site.
- Incorporate sustainable and green principles in all aspects of development.

As the owner of the Offered Property, the County intends to enter into an Exclusive Right to Negotiate (ERN) Agreement and Reimbursement Agreement with the selected development partner, and following negotiations, a Disposition and Development Agreement and other applicable agreements with the selected development partner. Further negotiations will also include the City’s participation to address any potential title matters or other development issues that may arise. It is also anticipated that the Agencies will assign certain 2013 Development Agreement rights and obligations to the selected development partner.

The fee interest in the Offered Property will not be subordinated to the leasehold interest of the Site. The selected developer may encumber the leasehold interest in the Offered Property.

Respondents are referred to the previous Request for Qualifications issued by the Agencies for further information regarding the Site and the Offered Property. This RFP outlines the information to be submitted by your firm to allow the Agencies to further review your proposal and your firm’s qualifications for development of the Offered Property.

## II. EXISTING ENTITLEMENTS

Project approvals and entitlements for the Site include the following:

- As the lead agency, the County Board of Supervisors certified an Environmental Impact Report and approved the Specific Plan as a master plan for the designated Public Purpose Areas.
- The County Board of Supervisors approved a Mitigation Monitoring and Reporting Plan for the Specific Plan, which identifies the mitigation measures, timing and responsibility for verifying compliance with those measures.
- The City's Planning Commission approved a Tentative Map for the Site which has since expired.
- The City Council adopted the Specific Plan/Master Plan, General Plan Amendment and Zoning Map and Text Amendment applicable to the Site.
- The County Board of Supervisors and the City Council entered into a fifty-year Development Agreement, which, among other matters, vests the entitlements and the density and intensity of uses.

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### **III. DEVELOPER RESPONSIBILITIES**

The selected developer will enter into an ERN Agreement for a defined period of time, during which the parties will negotiate a Disposition and Development Agreement, the terms for property lease, other possible property disposition agreements, development plans, development sequencing and timing, business terms and other matters.

The selected developer will accept the assignable 2013 Development Agreement rights and obligations.

Entering into an ERN Agreement will require the selected developer to also enter into a Reimbursement Agreement, reimbursing the Agencies for out-of-pocket costs incurred during the ERN Agreement period.

The selected developer will be responsible for conducting its own market and financial feasibility research.

The selected developer will be responsible for designing and implementing plans that are consistent with the Specific Plan. Proposing and processing amendments to the Specific Plan and any associated environmental review will be the responsibility of the selected developer. Amendments will be subject to the City's review and approval for consistency with the City's General Plan.

The selected developer will be responsible for the design, construction and financing of all infrastructure and utility improvements serving the entire Site, including oversizing and extending utilities to serve the Fair and Transit areas.

The City or County, at their sole discretion, may consider a request by the selected developer to form a community facilities district or other land-based financing mechanism to fund infrastructure improvements, with debt service payable by liens on benefitting parcels.

The development of the Site is subject to jurisdiction by several agencies, including but not limited to the United States Fish and Wildlife Service, United States Corps of Engineers, California Department of Fish and Game, California Department of Transportation, San Francisco Regional Water Quality Control Board, Bay Area Air Quality Management District and Vallejo Sanitation and Flood Control District. The selected developer, with the assistance of the Agencies, will secure any required approvals from these agencies.

**IV. INFRASTRUCTURE CONDITIONS AND INFORMATION**

The Site should be considered to be “raw land”, with existing on-site infrastructure not designed to serve future development.

During the preparation of the Specific Plan, the County engaged MacKay & Soms to prepare cost estimates for the infrastructure improvements required to support development of the Site. In 2012, MacKay & Soms estimated the total cost of onsite infrastructure improvements at \$34,661,200 (2012 dollars), excluding building demolition, which has been completed by the County at its expense. The estimate does not include development impact fees or offsite traffic improvements. This estimate, adjusted for inflation, or your firm’s own estimate may be used for purposes of the project proforma to be submitted in response to this RFP.

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## V. SUBMITTAL REQUIREMENTS

Responses to this RFP must be received by the County by 4:00pm (PDT) on September 16, 2020.

Submittals should include the following:

### 1. Transmittal Letter

The Transmittal Letter should acknowledge your firm's understanding of the terms of this RFP and receipt of any and all amendments to the RFP that may be issued. The letter must be signed by a firm representative who has the authority to legally bind the firm to enter into agreements with the Agencies. The letter should be addressed to:

Clerk of the Board  
County of Solano  
675 Texas Street, Suite 6500  
Fairfield, CA 94533  
Attn: James Bezek, Assistant Director of General Services

### 2. Statement of Qualifications

Since the experience of your firm qualified you for the invitation to submit a proposal in response to this RFP, it is not necessary to extensively restate those qualifications. A concise summary may be submitted, identifying the firm and its key development partner's qualifications, including any changes since the submittal in response to the prior RFQ.

### 3. Land Use Concept

- 3.1. Provide a narrative and a description of the overall development concept and the proposed land use diagram.
- 3.2. Explain how the development concept addresses and implements the guiding principles of the Solano360 Specific Plan.
- 3.3. Provide an illustrative site diagram, identifying proposed land uses, public spaces, parking, major roads and other uses throughout the Site.
- 3.4. Provide a chart identifying for each proposed land use area: acreage, commercial building square footage, type and number of residential units, parking spaces, heights and other pertinent information.
- 3.5. Provide descriptions/illustrations of any proposed vision, architectural themes and character, including representative elevations and perspectives.
- 3.6. If the proposed land use diagram includes land uses that differ from the approved Specific Plan land uses, describe how those uses meet the guiding principles of the Specific Plan. If additional discretionary land use entitlements would be required, describe the nature and timing of additional discretionary land use entitlements and any required environmental review.
- 3.7. Describe the firm's plan to provide infrastructure and utility connections to the Fair and Transit areas.

3.8. Describe how, if applicable, the proposed land use concept will accommodate Six Flags Discovery Kingdom overflow parking.

**4. Marketplace**

4.1. If available, provide any internal or independent market studies that demonstrate the market demand, viability and likelihood of success of the individual land uses and the overall development plan concept.

4.2. If available, provide letters of interest or commitment from potential tenants and end-users of the project.

**5. Project Timeline**

5.1. Provide an estimated project timeline, including Agency negotiations, project approvals, infrastructure construction, vertical construction, key milestones and project phasing.

**6. Proposed Business Terms**

6.1. Provide a description of the firm's proposed land lease with the County, including, at a minimum:

6.1.1. Proposed lease rates by land use area

6.1.2. Proposed lease escalators

6.1.3. Proposed lease term

6.2. Provide a description of the firm's proposed public agency financial participation, credits or other contributions. Describe any financing contribution expected by public agencies for infrastructure and utility connections to or on the Site, and the Fair and Transit areas, if any.

6.3. Describe any proposed public agency conduit financing mechanisms proposed to fund infrastructure costs, such as a community facilities district or other public financing mechanism. Provide any proposed public agency cost to implement or service the conduit financing, including debt service, tax increment or other public agency financial commitments.

**7. Development Financing**

7.1. Provide annual reports or other public financial documents representing the firm's financial capability; if the firm is privately held and there is no public information, provide other financial information that will assure the Agencies that the development entity can fund a project of the scale proposed.

7.2. Describe the proposed sources of debt and equity for the development project.

7.3. Provide evidence of debt and equity commitments for the development project.

7.4. Provide a ten-year project proforma, including the Proposed Business Terms, debt and equity source of funds, pre-development costs, infrastructure costs, development costs, operating costs and revenues, reserves, capitalization rate, reversionary value at the end of ten years and the expected internal rate of return.

**8. Employment and Local Business Impact**

8.1. Provide an estimate of construction and permanent jobs generated by the project.

8.2. Describe the character of the permanent jobs generated by the project.

8.3. Describe any plans or commitment to local hiring practices.

8.4. Describe any plans or commitment to purchase construction products locally.

*Confidentiality*

If any of the submittals are considered confidential by the respondent, such documents should be submitted with a single copy in a separate sealed envelope.

All information and documents, excluding the confidential financial information, submitted in response to this RFP are subject to the California Public Records Act, California Government Code §§ 6250 through 6276.48) ("CPRA"), which generally mandates the disclosure of documents in the possession of the County upon the request of any person, unless the content of the document falls within a specific exemption category (e.g., trade secrets and commercial or financial information obtained from outside the government, to the extent that disclosure would result in substantial harm to the competitive position of the person from whom the information was obtained). On each page that contains information that respondent believes is exempt from mandatory disclosure under CPRA, respondent shall include the following separate legend:

"CONFIDENTIAL – NOT FOR PUBLIC DISTRIBUTION"

"THIS PAGE CONTAINS INFORMATION THAT IS EXEMPT FROM MANDATORY DISCLOSURE UNDER THE CALIFORNIA PUBLIC RECORDS ACT."

Should the County receive a request to review confidentially labeled information, the County will notify the respondent of the request and delay the access to the materials within seven (7) days after notification to respondent to allow respondent to act in protection of its labeled information. Failure to so act shall constitute a complete waiver.

## **VI. SELECTION PROCESS – EVALUATION CRITERIA**

Proposals will be evaluated by the Agencies based upon the following criteria:

1. Land Use Concept, Marketplace and Project Timeline (0 – 30 points)
  - Will the proposed land use concept achieve the objectives and guiding principles of the Solano360 Specific Plan?
  - What is the likelihood of success, and how long will it take to achieve success?
2. Proposed Business Terms (0 – 30 points)
  - Proposed lease rates, escalations and term
  - Proposed public agency financial participation
  - Proposed public agency conduit financing
3. Development Financing (0 – 30 points)
  - Overall financial capability
  - Evidence of debt and equity commitments
  - Project proforma
4. Employment and Local Business Impact (0 – 10 points)
  - Employment impacts and quality of jobs
  - Local business construction purchasing impacts

## VII. SUBMITTAL

### Schedule

Request for Qualifications Issued: [date]

Issuance of Addenda and Response to Questions: [date]

Submittal Due Date: [date – three months from RFP issuance]

Recommendation to Approve Firm to Enter Into an Exclusive Right to Negotiate Agreement: [date]

### Submittal Packages

Completed submittal packages must include:

- Five hard copies of the bound package
- One copy in a sealed envelope of any information labelled “Confidential – Not for Public Distribution”
- One electronic version on a USB flash drive with the submittal in a single PDF file; include a separate file with any document(s) labelled “Confidential – Not for Public Distribution”

### Deadline

Responses to this RFQ must be received by the County by 4:00pm (PDT) on September 16, 2020

### Submittal Receiver

Submittals must be delivered to the following address:

Clerk of the Board  
County of Solano  
675 Texas Street, Suite 6500  
Fairfield, CA 94533  
Attn: James Bezek, Assistant Director, General Services

### Contact

Respondents may contact James Bezek, Assistant Director, Solano County General Services, or his assignee(s), for questions related to this Request for Proposals. Respondents are not to contact or provide submittals to any other Agency staff or elected officials.

James Bezek  
[JMBezek@SolanoCounty.com](mailto:JMBezek@SolanoCounty.com)  
707.784.6112

### Appendices

- Standard Terms of Offering
- Financial Standing Disclosure Questionnaire
- City/County Development Agreement Assignable Rights and Obligations